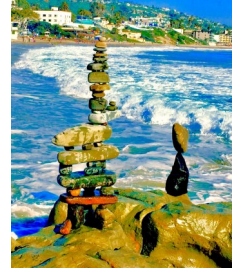


# Laguna Beach Real Estate Magazine

September 2022 | [Edition #87]



**SOLD MEDIAN** \$3,195,000 - 405,000 | **\$ PER SQ FT** \$1,394 - 228 | **SUPPLY** 4.8 MONTHS + 2.3 | **CLOSING RATIO** 90% - 7

## Laguna Retreats \$405,000

### Supply Low | Demand Scarce | Outlook Bullish

Median Laguna Beach real estate prices pulled back \$405,000 in September settling at \$3,195,000: down \$600,000 from December's all time high and up \$830,000 from June's pullback low. Chart page 3

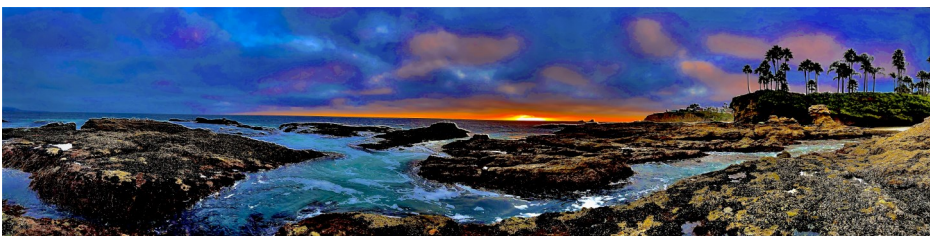
Median dollars per square foot finished at \$1,394, off \$242 from July's all-time high. Page 3

Bulls rightly point out that there is little supply. As of October 1, there were only 97 residences active on the market in Laguna Beach. For context that is 112 listings below the 5-year median. Chart page 5

Bears rightly point out that buyers are scarce. In the five months since June, four of those months have evidenced the lowest escrow activity that I have ever documented. As of October 1, there were only 21 open escrows in Laguna Beach: the second lowest print since March 2016. Chart page 5

Short-term with the pending median \$303,000 higher than September's sold median, there is a 94% probability that prices will be higher this month.

Call me to take advantage of this market.



## This Issue:

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## September 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	755 Pearl Street, Laguna Beach, CA 92651	9/4/2022	\$ 4,825,000	\$ 4,199,000	\$ 626,000	13.0%	\$ 1,162	70
2	106 Blue Lagoon, Laguna Beach, CA 92651	9/8/2022	\$ 4,750,000	\$ 4,425,000	\$ 325,000	6.8%	\$ 2,271	85
3	715 Balboa Avenue, Laguna Beach, CA 92651	9/9/2022	\$ 2,495,000	\$ 2,500,000	\$ (5,000)	-0.2%	\$ 1,137	0
4	559 Alta Vista Way, Laguna Beach, CA 92651	9/12/2022	\$ 2,650,000	\$ 2,845,000	\$ (195,000)	-7.4%	\$ 1,301	11
5	31911 Crestwood Place, Laguna Beach, CA 92651	9/14/2022	\$ 2,089,000	\$ 2,139,000	\$ (50,000)	-2.4%	\$ 1,734	8
6	19 N La Senda Drive, Laguna Beach, CA 92651	9/15/2022	\$ 10,500,000	\$10,500,000	\$ -	0.0%	\$ 3,177	7
7	2355 Temple Hills Drive, Laguna Beach, CA 92651	9/15/2022	\$ 10,000,000	\$ 8,500,000	\$ 1,500,000	15.0%	\$ 2,151	96
8	40 Smithcliffs Road, Laguna Beach, CA 92651	9/15/2022	\$ 9,499,000	\$ 8,995,000	\$ 504,000	5.3%	\$ 1,002	255
9	31423 Coast Highway #51, Laguna Beach, CA 92651	9/16/2022	\$ 3,195,000	\$ 3,195,000	\$ -	0.0%	\$ 2,023	39
10	959 Oriole Drive, Laguna Beach, CA 92651	9/16/2022	\$ 1,895,000	\$ 1,665,000	\$ 230,000	12.1%	\$ 1,332	86
11	1888 Temple Hills Drive, Laguna Beach, CA 92651	9/19/2022	\$ 3,295,000	\$ 3,305,000	\$ (10,000)	-0.3%	\$ 1,366	15
12	2845 Rounsevel Terrace, Laguna Beach, CA 92651	9/19/2022	\$ 2,250,000	\$ 2,025,000	\$ 225,000	10.0%	\$ 1,234	46
13	77 Blue Lagoon, Laguna Beach, CA 92651	9/22/2022	\$ 4,275,000	\$ 4,375,000	\$ (100,000)	-2.3%	\$ 2,278	5
14	31570 Eagle Rock Way, Laguna Beach, CA 92651	9/22/2022	\$ 1,995,000	\$ 1,912,250	\$ 82,750	4.1%	\$ 2,249	8
15	1201 Starlit Drive, Laguna Beach, CA 92651	9/23/2022	\$ 1,700,000	\$ 1,776,000	\$ (76,000)	-4.5%	\$ 1,554	11
16	790 Nyes Place, Laguna Beach, CA 92651	9/26/2022	\$ 4,750,000	\$ 4,625,000	\$ 125,000	2.6%	\$ 1,363	13
17	2695 Nido Way, Laguna Beach, CA 92651	9/28/2022	\$ 3,500,000	\$ 3,420,000	\$ 80,000	2.3%	\$ 1,580	2
18	31526 Valido Road, Laguna Beach, CA 92651	9/28/2022	\$ 2,000,000	\$ 1,700,000	\$ 300,000	15.0%	\$ 1,527	72
19	710 Oak Street, Laguna Beach, CA 92651	9/30/2022	\$ 4,250,000	\$ 3,580,000	\$ 670,000	15.8%	\$ 1,394	62
20	382 Thalia Street, Laguna Beach, CA 92651	9/30/2022	\$ 2,899,000	\$ 2,680,000	\$ 219,000	7.6%	\$ 1,854	86
21								
22	Not used in calculations		Median	\$ 3,195,000	\$ 125,000	4.1%	\$ 1,394	39



# DON'T DO IT

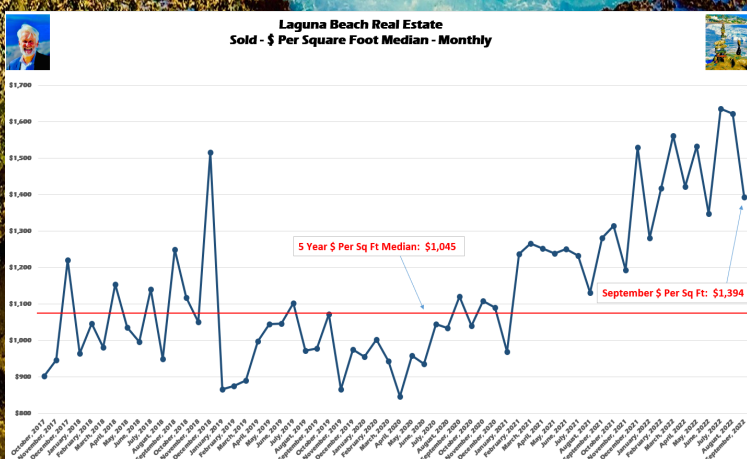
## Do Not Sell Your Home Off Market

You CANNOT realize a home's full price, if you sell off market. Millions of dollars are being left on the table. I am an expert on the Laguna Beach real estate market and am uniquely suited to get you top dollar. Realize your home's full value - call me.

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\*Boyd Roberts has closed or overseen over 800 real estate and mortgage transactions exceeding \$250,000,000.

Boyd Roberts, broker  
 Laguna Gallery Real Estate  
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## September 2022 Sales Data

<b>Active Median</b> (As of 10/1/2022)	<b>\$ 4,495,000</b>	<b>97 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,803</b>
<b>Pending Median</b> (As of 10/1/2022)	<b>\$ 3,498,000</b>	<b>21 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,641</b>
<b>Sold Median September 2022</b>	<b>\$ 3,195,000</b>	<b>20 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 125,000</b>	<b>4.1 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,394</b>
<b>Sold 3 Month Median</b>	<b>\$ 3,425,000</b>	<b>75 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,622</b>
<b>Sold 6 Month Median</b>	<b>\$ 3,000,000</b>	<b>170 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 3,005,000</b>	<b>392 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 78,550</b>	<b>3 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,491</b>
<b>Sold 2021 Median</b>	<b>\$ 2,650,000</b>	<b>568 Sales</b>
<b>Sold 2022 YTD Median</b>	<b>\$ 3,005,000</b>	<b>275 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>+ \$ 303,000</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$ 1,300,000</b>
<b>September Absorption (Sold to Active Ratio)</b>		<b>20 %</b>
<b>September Pending Absorption (Pending to Active Ratio)</b>		<b>21 %</b>
<b>September Closing Ratio (Pending to Sold)</b>		<b>90 %</b>
<b>September Supply</b>	<b>4.8 Months</b>	<b>Seller's Market</b>
<b>September 3 Month Supply</b>	<b>3.8 Months</b>	<b>Seller's Market</b>
<b>\$1,499,999 -</b>	<b>4.5 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>3.0 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>3.4 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>1.8 Months</b>	<b>Seller's Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>5.7 Months</b>	<b>Balanced Market</b>
<b>\$10,000,000 +</b>	<b>10 Months</b>	<b>Buyer's Market</b>

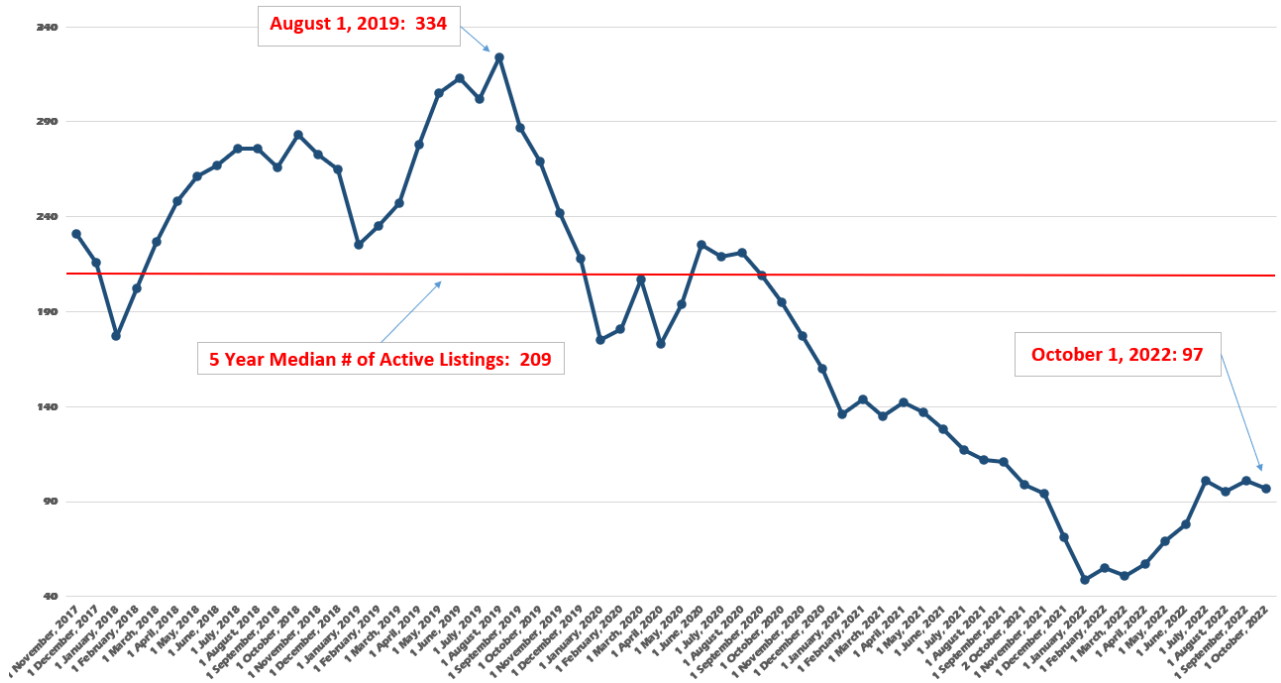
Balanced Market 5 to 7.9 Months

### Price Forecasts

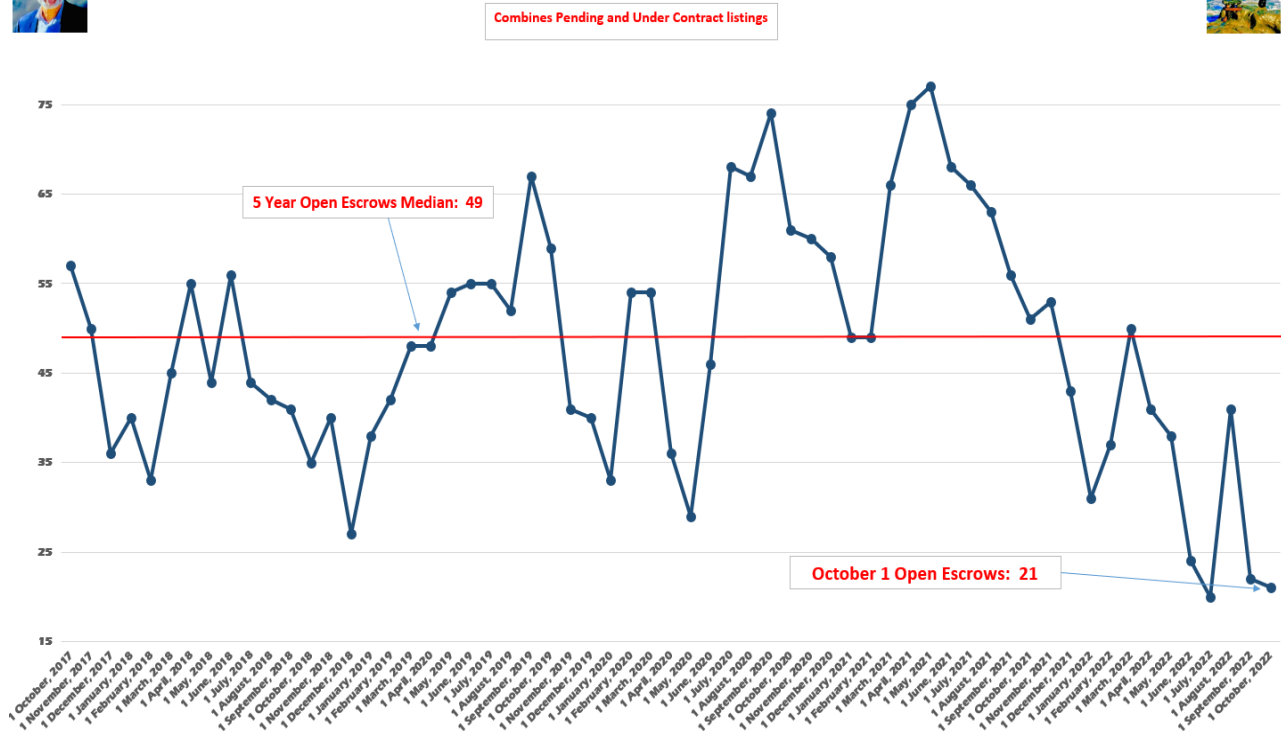
<b>Short-Term PENDING INDICATOR Forecast for October</b>	<b>Up Signal</b>
<b>Short-Term SPREAD INDICATOR Forecast for October</b>	<b>No Signal</b>
<b>Long-Term PRICE INDICATOR Forecast for 2022 (As of 9/1/2021)</b>	<b>Up</b>



### Laguna Beach Real Estate # of Active Listings - Monthly



### Laguna Beach Real Estate Pending Volume (# of Open Escrows) - Monthly



All charts at [www.LagunaGalleryRealEstate.com/charts](http://www.LagunaGalleryRealEstate.com/charts)



## Need Help?

I wish everybody would want to look great feel great be great and I love helping people achieve those goals usually it's in the way they carry themselves by their fashion the things that they bring into their home and office to bring style and design I love to re-create what people have to give him a new sense of himself there's always something new you can do wherever you go you can feel new you don't have to be in the past with all things because we have opportunities to change that every day and I'd love to be

part of that creative process of change and beauty and Transforming I know people go through a lot internally also and I have always shared great gifts that I have myself that help me pull through the dark times into the light every day because there is so much good and so much light and so much to be grateful and appreciative for I'd like to focus and help other people focus on those attributes that we all have.

Who is my perfect customer somebody who knows specifically what they want and what they need they just don't know how to get it where do I find my clients I find them from people that share my expertise with them and they shared me with the next I love referrals it's a much better platform for me

And how do I work I always consult on face time or in their home office or closets

I always go in and I make a clear plan so that my special person I'm helping really sees that I'm getting the job done in the time that we have allotted For the job

What kind of jobs have I finished the last two years?

One client has to travel for business and I help her put many many outfits together for her trips I help her pack pick out her accessories clothing etc.

Another was in her gigantic closet for her and her husband and it took months and months to organize things but she is so happy and has sent me four clients donated recreating many outfits so she can shop in her own closet.

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