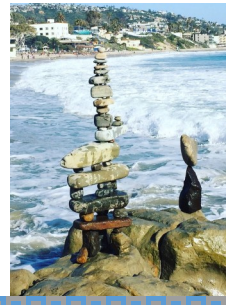




Laguna Beach Real Estate Magazine



April 2020 | [Edition #58]

SOLD MEDIAN \$1,475,000 - 275,000 | **\$ PER SQ FT** \$847 - 96 | **SUPPLY** 12.9 MONTHS + 7.4 | **30-YEAR JUMBO** 3.64% -.36

Price Falls Another \$245,000 | Supply More Than Doubles

\$ Per Sq Ft Lowest Since 2016 | Short Term Rally in Forecast

First the bad news. The median sold price dropped another \$245,000 to \$1,475,000 for a total of \$520,000 in declines since the shutdown. The \$ per square foot fell to 847, the lowest print since June 2016.

With only 15 sales and 194 homes for sale as of May 1st, the supply of homes more than doubled to 12.9 months. The supply of \$3-5,000,000 homes slipped from 9.6 months to just over 15 months.

The over \$10,000,000 market – without a single sale year-to-date – was particularly bad with a 65-month supply of homes.

The good news? The days on market was only 25 days. It would seem well-priced homes sell quickly even in a pandemic.

Also, with the pending median \$920,000 higher than April’s sold median - though I remain long term bearish – my short-term Pending Indicator has just issued it’s strongest “up” signal ever. If these escrows close, prices should rally soon – probably this month. No guarantees.

Market watchers go to my blog at www.LagunaGalleryRealEstate.com for regular updates. I try to post daily.

Sellers call me now before it too late. I am a distressed market expert and can help you sell your home quickly at the highest price.

Buyers, I have a plan. Call me for the opportunity of a lifetime.

Stay safe and have an excellent May.

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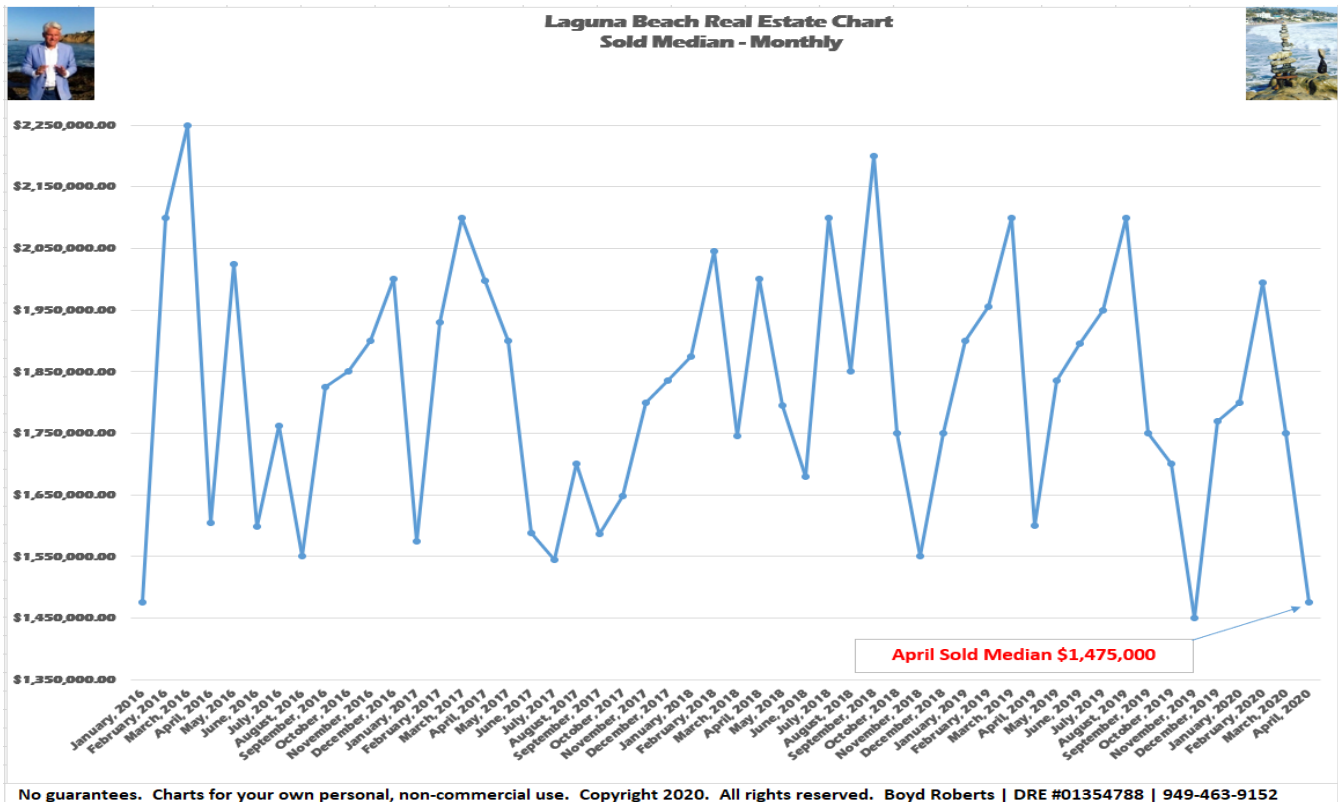
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Laguna Beach Real Estate

April 2020 Closing Detail

Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
1415 Dunning Drive, Laguna Beach, CA 92651	4/1/2020	\$ 2,150,000	\$ 2,100,000	\$ 50,000	2.3%	\$ 865	1
31513 Eagle Rock Way, Laguna Beach, CA 92651	4/2/2020	\$ 1,350,000	\$ 1,200,000	\$ 150,000	11.1%	\$ 840	25
3161 Bern Drive, Laguna Beach, CA 92651	4/3/2020	\$ 1,525,000	\$ 1,475,000	\$ 50,000	3.2%	\$ 795	128
2480 Iris Way, Laguna Beach, CA 92651	4/3/2020	\$ 2,895,000	\$ 1,950,000	\$1,055,000	36.4%	\$ 580	353
5 Encinitas Court, Laguna Beach, CA 92651	4/6/2020	\$ 430,000	\$ 520,000	\$ (90,000)	-20.9%	\$ 403	73
1325 Cerritos Drive, Laguna Beach, CA 92651	4/6/2020	\$ 1,899,000	\$ 1,875,000	\$ 24,000	1.2%	\$ 551	9
421 Osgood Court, Laguna Beach, CA 92651	4/6/2020	\$ 1,750,000	\$ 1,360,000	\$ 390,000	22.2%	\$ 1,053	183
87 S La Senda Drive, Laguna Beach, CA 92651	4/7/2020	\$ 4,899,000	\$ 4,450,000	\$ 449,000	9.1%	\$ 1,424	28
655 Cuprien Way, Laguna Beach, CA 92651	4/7/2020	\$ 1,437,000	\$ 1,400,000	\$ 37,000	2.5%	\$ 1,470	15
31656 Wildwood Road, Laguna Beach, CA 92651	4/9/2020	\$ 950,000	\$ 950,000	\$ -	0.0%	\$ 1,067	4
102 Vista Del Sol, Laguna Beach, CA 92651	4/9/2020	\$ 5,844,000	\$ 5,020,000	\$ 824,000	14.0%	\$ 856	443
554 Diamond Street, Laguna Beach, CA 92651	4/13/2020	\$ 1,895,000	\$ 1,550,000	\$ 345,000	18.2%	\$ 847	6
1996 Del Mar Avenue, Laguna Beach, CA 92651	4/14/2020	\$ 1,169,000	\$ 1,169,000	\$ -	0.0%	\$ 698	4
1070 Oro Street, Laguna Beach, CA 92651	4/24/2020	\$ 1,100,000	\$ 1,000,000	\$ 100,000	9.0%	\$ 683	7
2470 Juanita Way, Laguna Beach, CA 92651	4/27/2020	\$ 2,970,000	\$ 2,475,000	\$ 495,000	16.6%	\$ 1,271	389
Not used in all calculations			Median \$ 1,475,000	\$ 100,000	9.0%	\$ 847	25

Chart of the Month | Sold Median



Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.

April 2020 Sales Data

Active Median (As of 5/1/2020)	\$ 2,950,000	194 Listings
Days on Market (DOM) Median		81 Days
\$ per Square Foot Median		\$ 1,165
Pending Median (As of 5/1/2020)	\$ 2,395,000	29 Listings
DOM Median		114 Days
\$ per Square Foot Median		\$ 1,200
Hold Median	\$ 2,340,000	32 Listings
Sold Median April 2020	\$ 1,475,000	15 Sales
Price Reduction Median	\$ 100,000	9 %
DOM Median		25 Days
\$ Per Square Foot Median		\$ 847
Sold 3 Month Median (2/1/2020 – 4/30/2020)	\$ 1,859,000	78 Sales
\$ Per Square Foot Median		\$ 979
Sold 6 Month Median (11/1/2019 – 4/30/2020)	\$ 1,799,000	150 Sales
Sold 12 Month Median (5/1/2019 – 4/30/2020)	\$ 1,850,000	369 Sales
Price Reduction Median	\$ 195,000	9.3 %
DOM Median		83 Days
\$ Per Square Foot Median		\$ 1,025
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold 2019 Median	\$ 1,895,000	383 Sales
The Spread (Active - Sold)		+ \$ 1,475,000
The Pending Indicator (Pending - Sold)		+ \$ 920,000
April Supply	12 Months	Buyer's Mkt
April Adjusted Supply (2/1/2020 – 4/30/2020)	7.4 Months	Neutral Mkt
\$1,499,999 -	4.8 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	3.4 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	7.1 Months	Neutral Mkt
\$3,000,000 - \$4,999,999	15 Months	Buyer's Mkt
\$5,000,000 - \$9,999,999	18 Months	Buyer's Mkt
\$10,000,000 + (12/27/2019 – 4/30/2020)*	65 Months	Buyer's Mkt

* Not a single closing over \$10,000,000 YTD

Current Price Projections

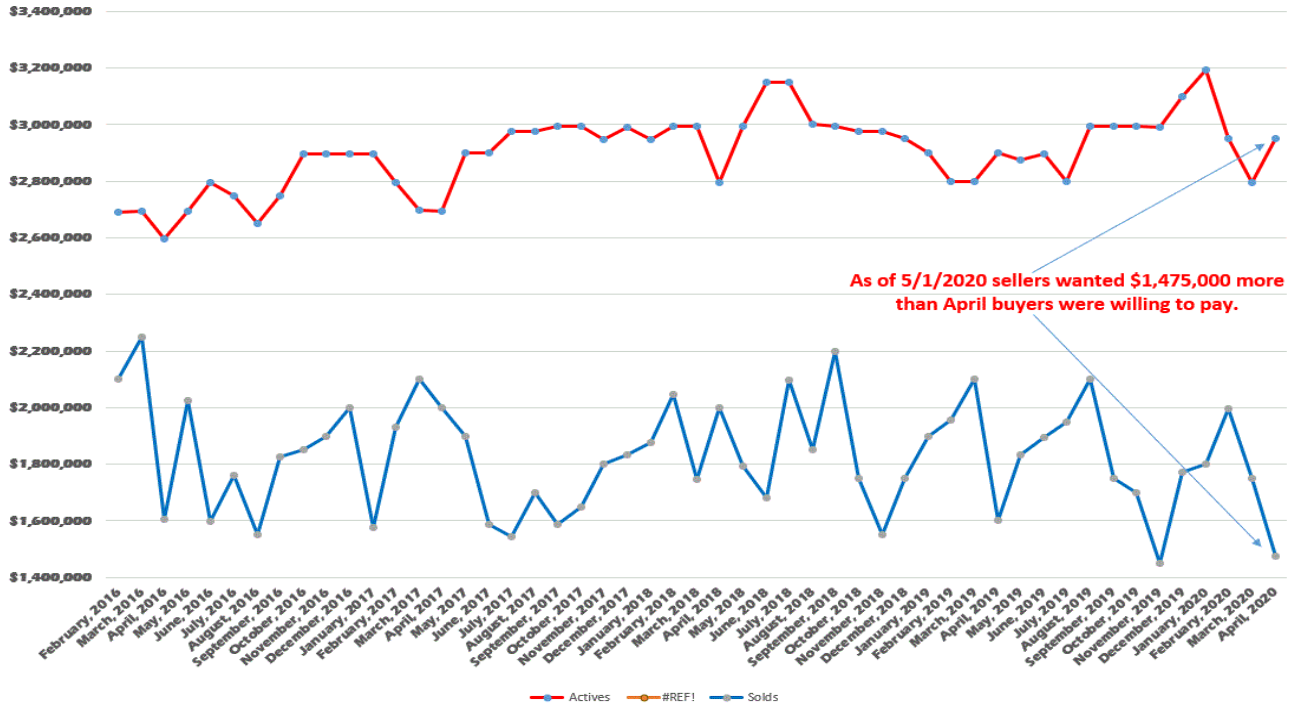
Pending Indicator projection for short term (As of 5/1/2020) **Up Signal**



Laguna Beach Real Estate Chart The Spread: **Active** v **Sold** - Median Monthly



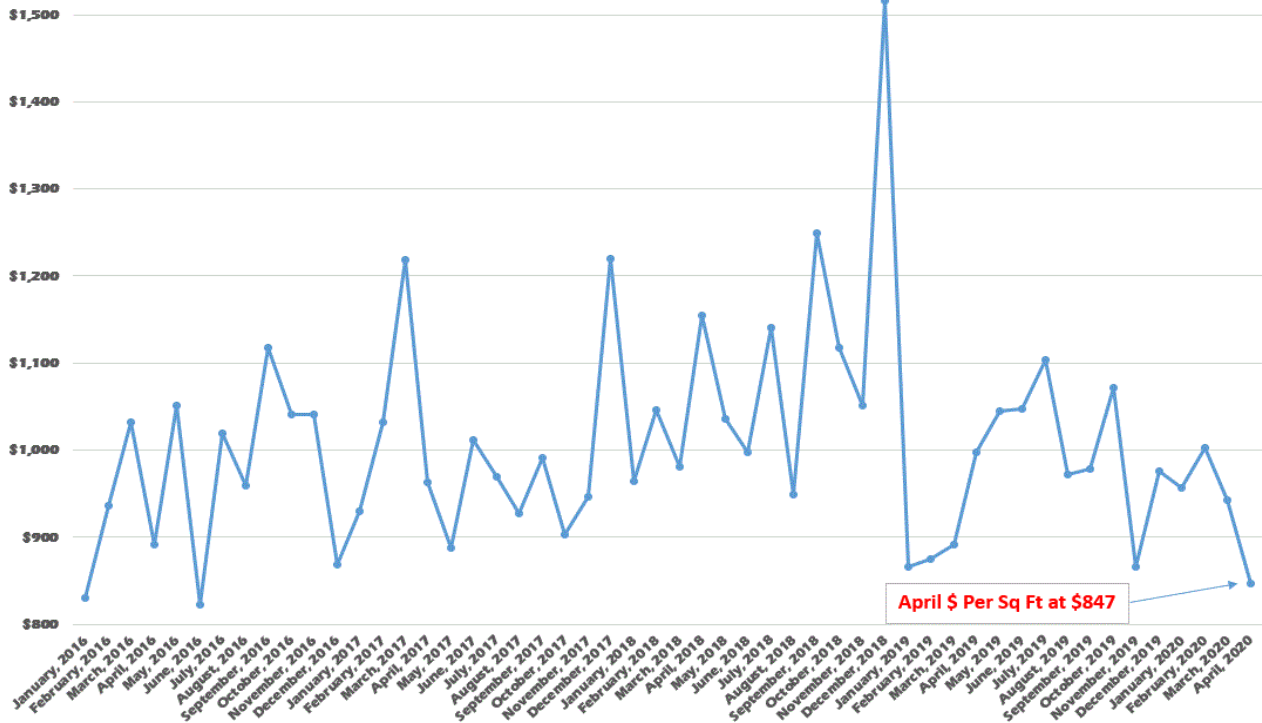
Median Active price - as of the first of the month - in red. Median Sold price in blue.



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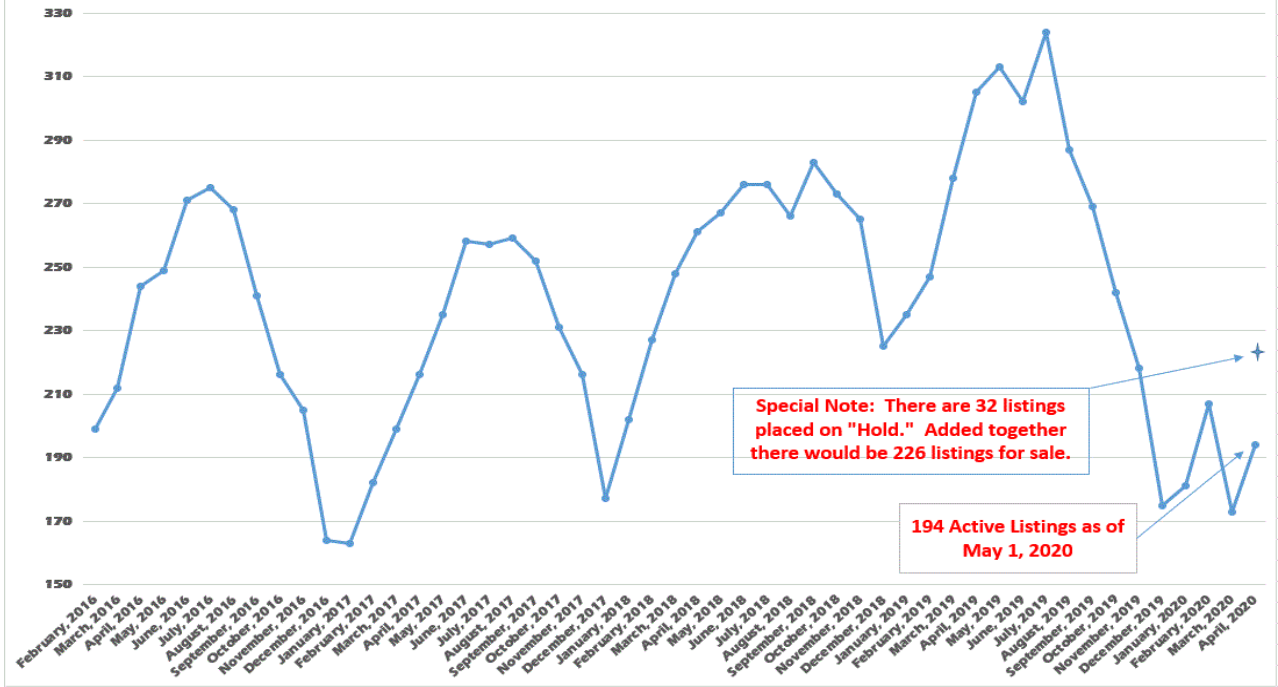
Laguna Beach Real Estate Chart Sold - \$ Per Square Foot - Median Monthly



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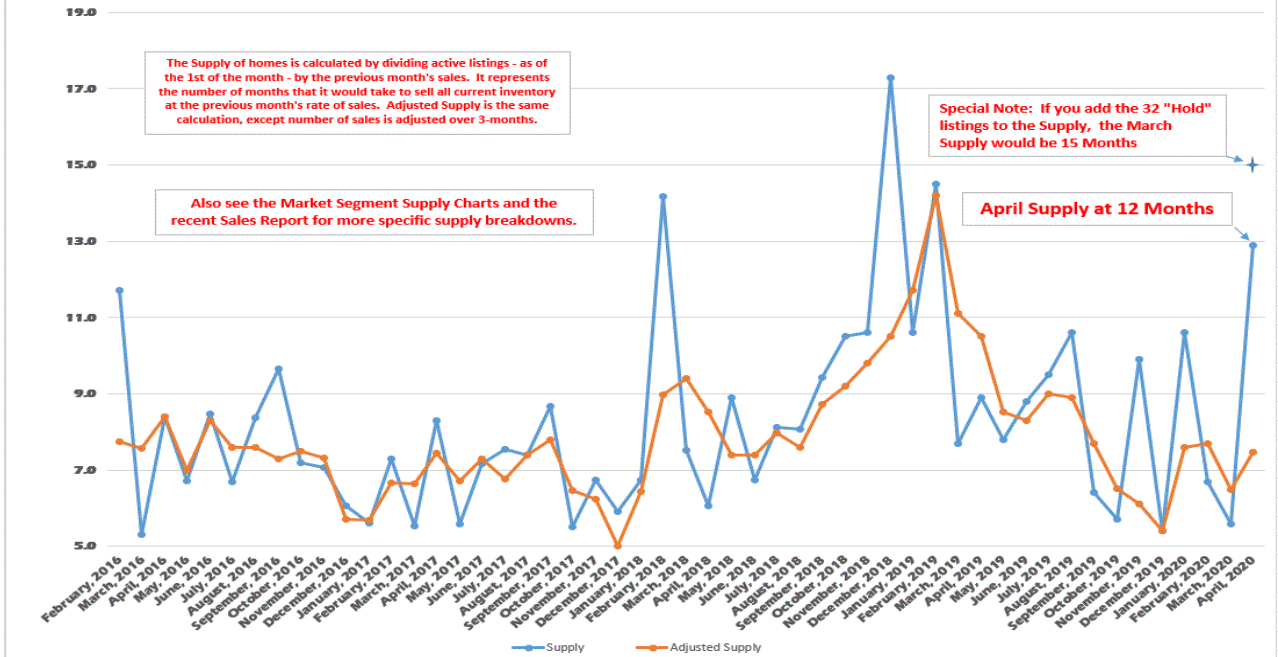
Laguna Beach Real Estate Chart # of Active Listings - Monthly



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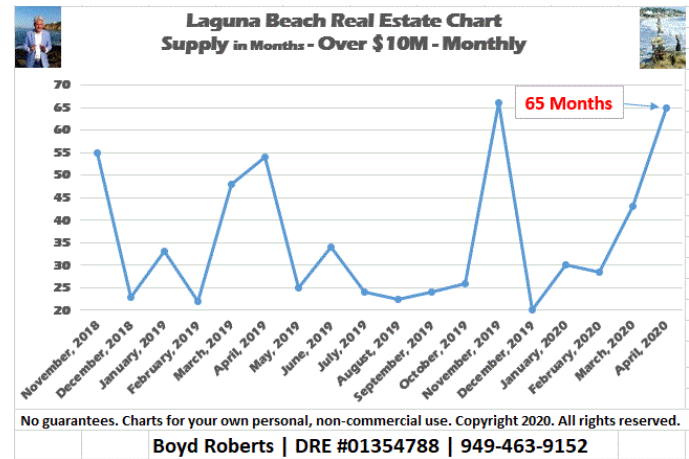
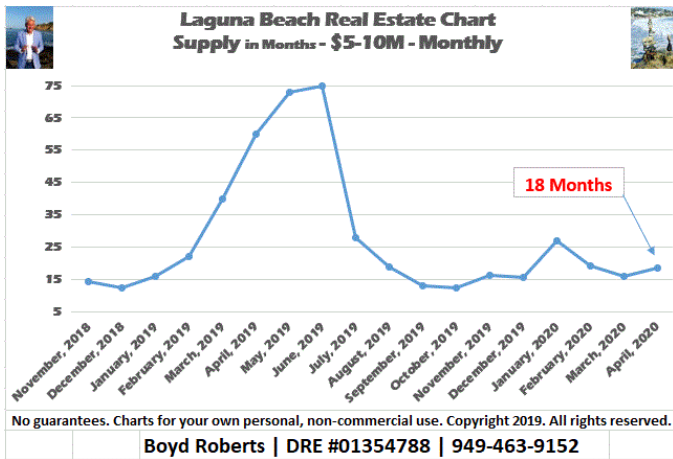
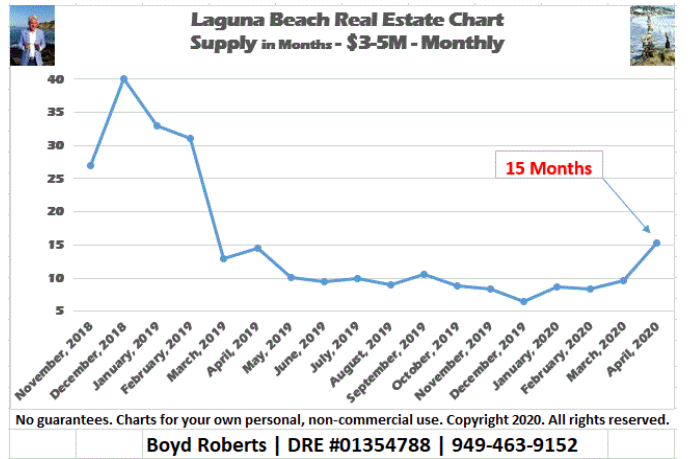
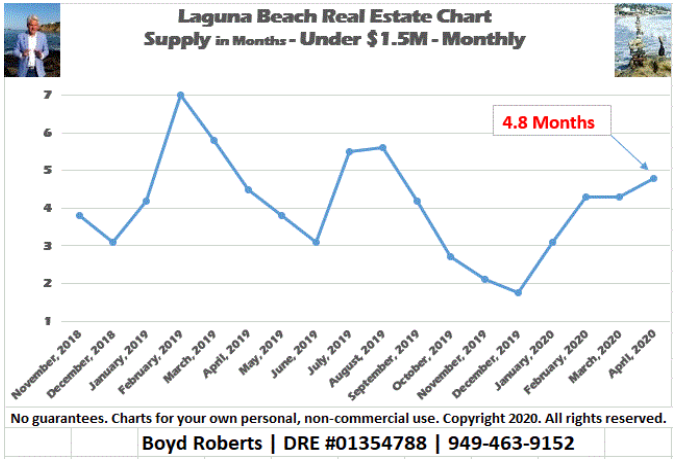
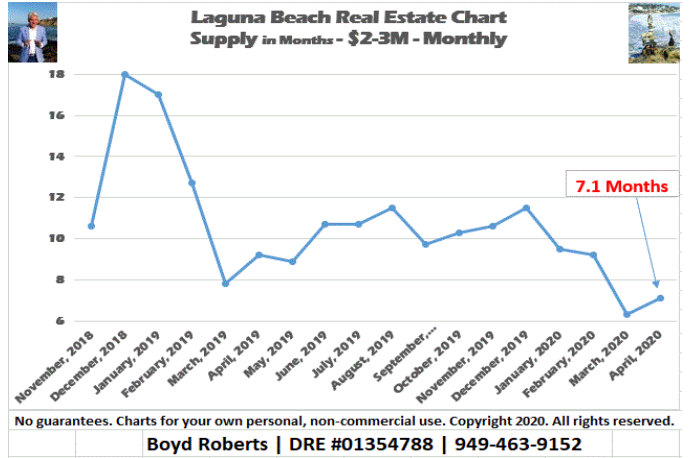
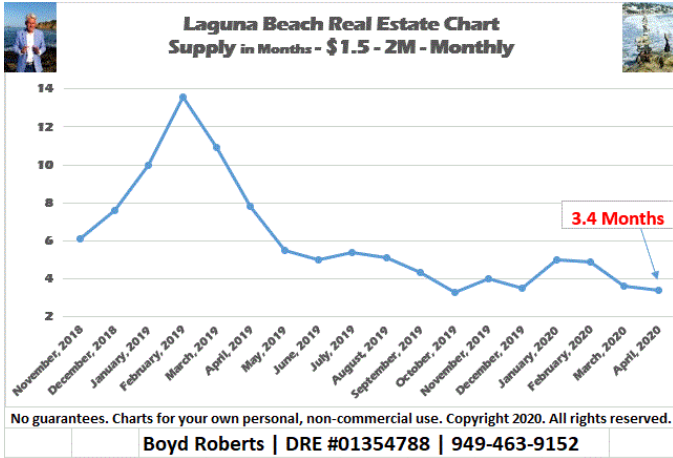
Laguna Beach Real Estate Chart Supply of Homes | 3 Month Adjusted Supply - Monthly



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Market Segment Supply Charts



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