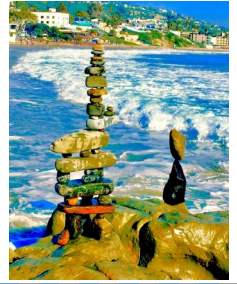




Laguna Beach Real Estate Magazine

January 2023 | [Edition #91]



SOLD MEDIAN \$2,900,000 + 700,000 | **\$ PER SQ FT** \$1,499 + 301 | **SUPPLY** 5.8 MONTHS - 1.8 | **CLOSING RATIO** 123% + 43

Laguna Surges \$700,000 in January

SPSF Up 25% | Evidence of Capitulation | Pullback in Forecast

As I predicted, Laguna Beach real estate prices surged in January. The sold median rose \$700,000 – or 31% - to \$2,900,000. The sold dollars per square foot rose \$301 – or 25% - to \$1,499, but it was ugly.

The median price reduction was over half a million dollars, or 15 percent – the largest monthly price capitulation I have ever documented. The days on market – at 85 – was the highest since November 2020.

Taking in all of the data, the state of the market is normal. Absorption, the active to sold ratio, best illustrates this normality. Although the number

of listings active on the market (93 as of the 1st) is very low, the number of closed sales (16 in January) is also very low. January’s absorption – at 17 percent – is sitting just above the 5-year median: a balanced, stable, and normal market.

New listing: 3 Lagunita Drive in Laguna Beach. If you are looking for a quiet, single level, on the oceanside of PCH, behind gates, with awesome ocean views under \$6M, call me.

Go to my website to access the world’s most comprehensive Laguna Beach real estate data source and have an excellent February.



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949-463-9152

January 2023 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	31791 Coast Hwy, Laguna Beach, CA 92651	1/3/2023	\$ 19,500,000	\$17,100,000	\$ 2,400,000	12.3%	\$ 3,516	85
2	31423 Coast Highway #41 Laguna Beach, CA 92651	1/4/2023	\$ 799,000	\$ 799,000	\$ -	0.0%	\$ 506	18
3	1267 Starlit, Laguna Beach, CA 92651	1/5/2023	\$ 3,200,000	\$ 2,900,000	\$ 300,000	9.4%	\$ 1,138	49
4	1183 La Mirada Street, Laguna Beach, CA 92651	1/5/2023	\$ 2,895,000	\$ 2,750,000	\$ 145,000	5.0%	\$ 1,158	32
5	494 Hilledge Drive, Laguna Beach, CA 92651	1/5/2023	\$ 5,995,000	\$ 5,000,000	\$ 995,000	16.6%	\$ 1,499	118
6	336 Y Place, Laguna Beach, CA 92651	1/11/2023	\$ 4,249,000	\$ 2,900,000	\$ 1,349,000	31.7%	\$ 876	318
7	5 Shreve Drive, Laguna Beach, CA 92651	1/12/2023	\$ 10,000,000	\$ 8,141,250	\$ 1,858,750	18.6%	\$ 2,815	61
8	2770 Highland Way, Laguna Beach, CA 92651	1/13/2023	\$ 2,150,000	\$ 2,150,000	\$ -	0.0%	\$ 2,147	10
9	8 N La Senda Drive, Laguna Beach, CA 92651	1/17/2023	\$ 10,500,000	\$10,500,000	\$ -	0.0%	\$ 4,365	0
10	1864 Upper Rim Rock Rd Laguna Beach, CA 92651	1/20/2023	\$ 4,500,000	\$ 4,500,000	\$ -	0.0%	\$ 1,500	0
11	463 Myrtle, Laguna Beach, CA 92651	1/23/2023	\$ 3,750,000	\$ 3,225,000	\$ 525,000	14.0%	\$ 1,941	102
12	31592 Santa Rosa Drive, Laguna Beach, CA 92651	1/25/2023	\$ 1,649,000	\$ 1,401,575	\$ 247,425	15.0%	\$ 1,844	49
13	1495 Regatta Road, Laguna Beach, CA 92651	1/27/2023	\$ 2,600,000	\$ 2,037,500	\$ 562,500	21.6%	\$ 873	111
14	455 Brooks Street, Laguna Beach, CA 92651	1/27/2023	\$ 2,900,000	\$ 2,900,000	\$ -	0.0%	\$ 2,269	0
15	825 Park Avenue, Laguna Beach, CA 92651	1/31/2023	\$ 3,100,000	\$ 2,500,000	\$ 600,000	19.4%	\$ 816	109
16	151 Crescent Bay Drive, Laguna Beach, CA 92651	1/31/2023	\$ 5,188,000	\$ 4,325,000	\$ 863,000	16.6%	\$ 1,119	121
17								
18	Not used in calculations		Median	\$ 2,900,000	\$ 562,500	15.0%	\$ 1,499	85

Just Listed

3 Lagunita Drive | \$5,200,000



January 2023 Sales Data

Active Median (As of 2/1/2023)	\$ 3,495,000	93 Listings
\$ per Square Foot Median		\$ 1,700
Pending Median (As of 2/1/2023)	\$ 2,600,000	13 Listings
\$ per Square Foot Median		\$ 1,402
Sold Median January 2023	\$ 2,900,000	16 Sales
Price Reduction Median	\$ 562,500	15 %
\$ Per Square Foot Median		\$ 1,499
Sold 3 Month Median	\$ 2,724,000	44 Sales
\$ Per Square Foot Median		\$ 1,394
Sold 6 Month Median	\$ 3,077,000	124 Sales
Sold 12 Month Median	\$ 3,000,000	310 Sales
Price Reduction Median	\$ 82,750	3.1 %
\$ Per Square Foot Median		\$ 1,549
Sold 2021 Median	\$ 2,650,000	568 Sales
Sold 2022 Median	\$ 3,000,000	322 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 300,000
SPREAD (Active - Sold)		+ \$ 595,000
January Absorption (Sold to Active Ratio)		17 %
January Pending Absorption (Pending to Active Ratio)		14 %
January Closing Ratio (Pending to Sold)		123%
January Supply	5.8 Months	Balanced Market
January 3 Month Supply	6.3 Months	Balanced Market
\$1,499,999 -	6.0 Months	Balanced Market
\$1,500,000 - \$1,999,999	5.5 Months	Balanced Market
\$2,000,000 - \$2,999,999	3.3 Months	Seller's Market
\$3,000,000 - \$4,999,999	10 Months	Buyer's Market
\$5,000,000 - \$9,999,999	6.0 Months	Balanced Market
\$10,000,000 +	16 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for February	Down Signal
Short-Term SPREAD INDICATOR Forecast for February	Down Signal
Long-Term PRICE INDICATOR Forecast for 2023	No Signal

SOLD



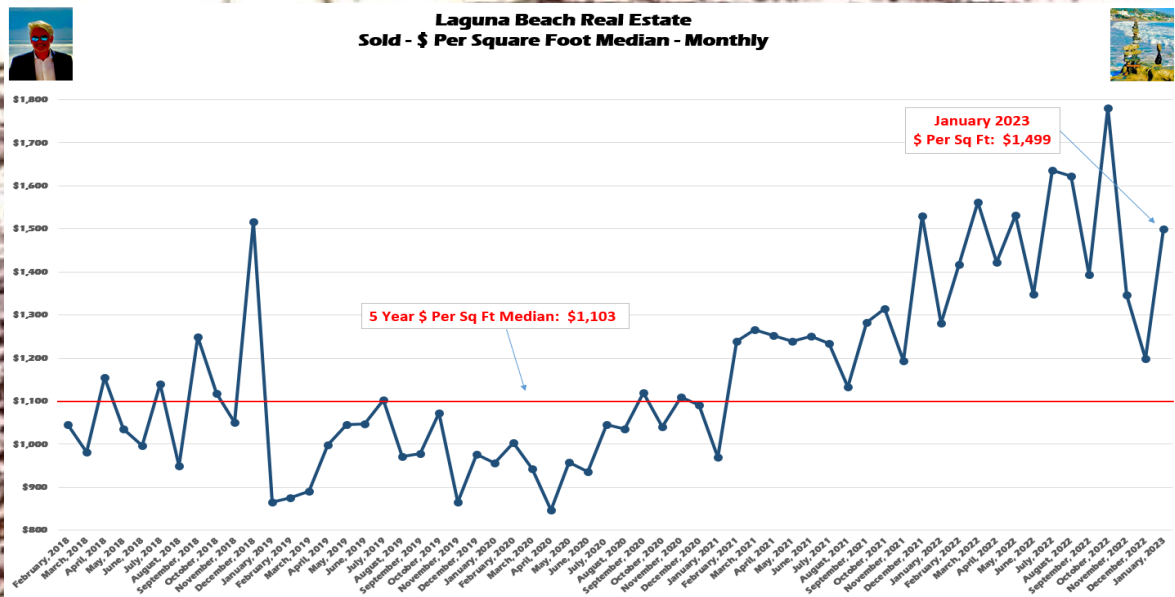
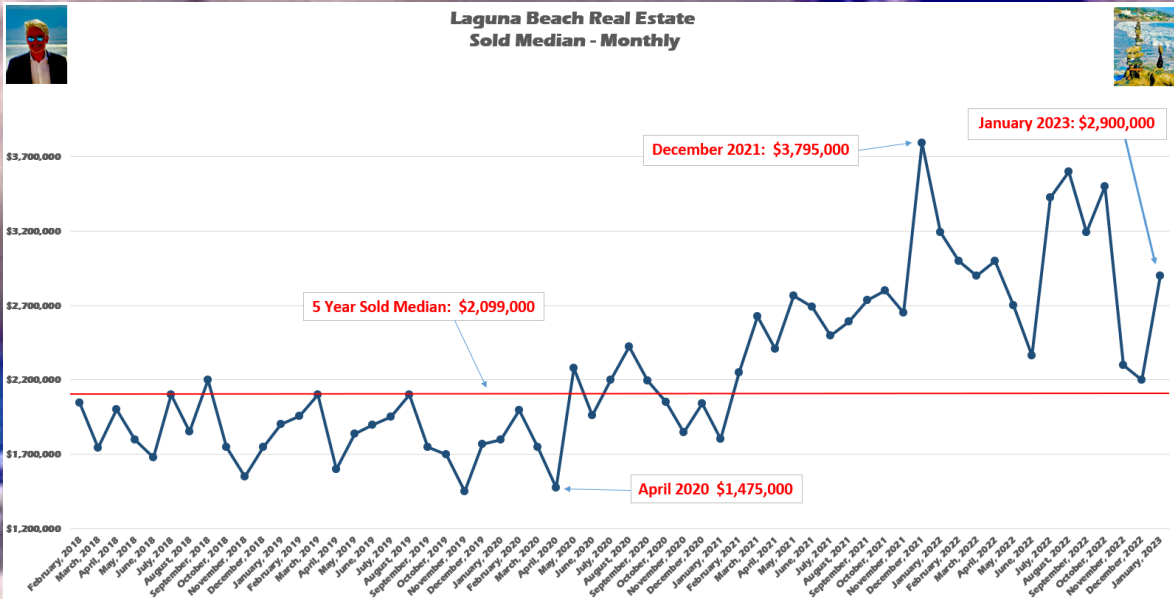
4% Listing

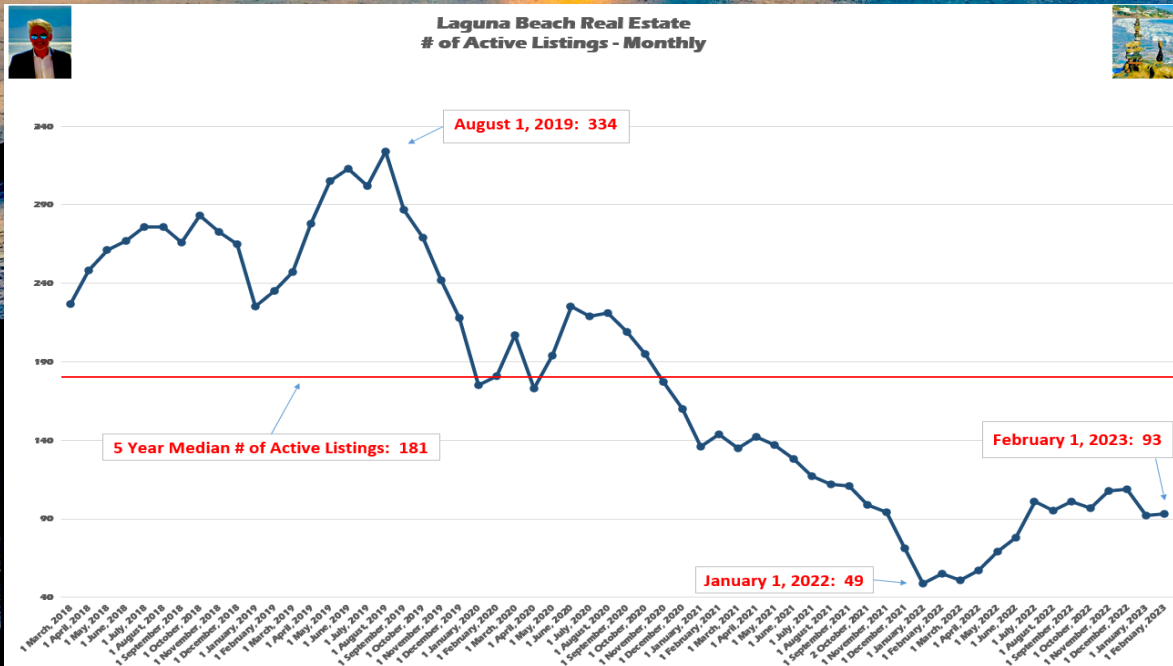
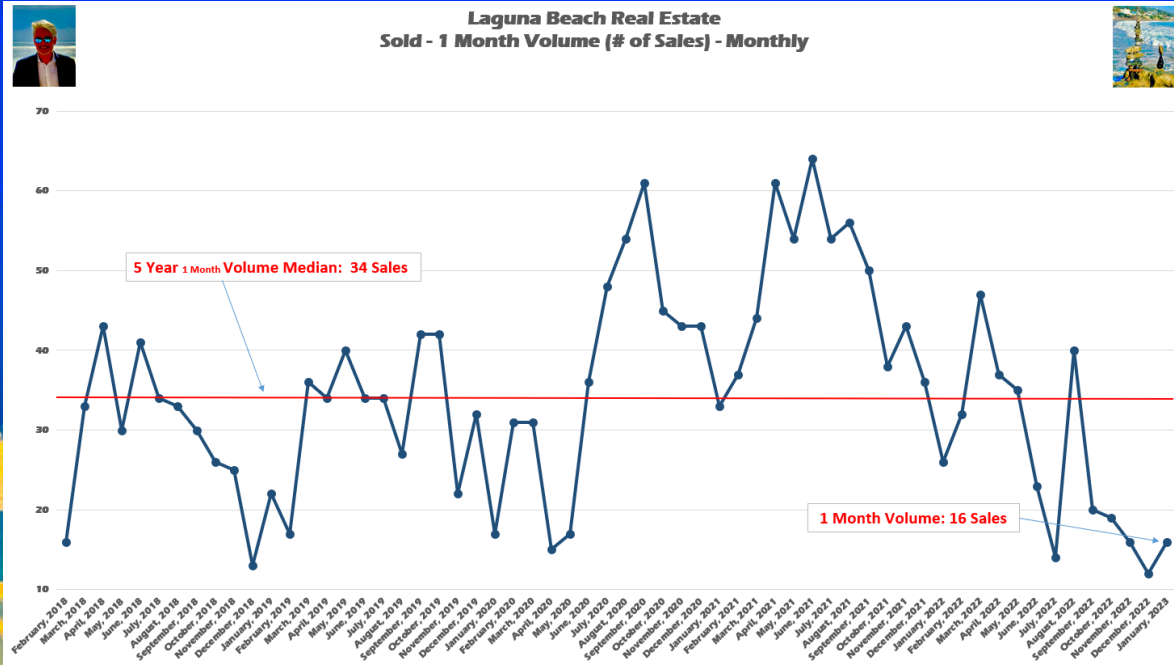
- ◆ 2.5% Paid to Buyers Agent
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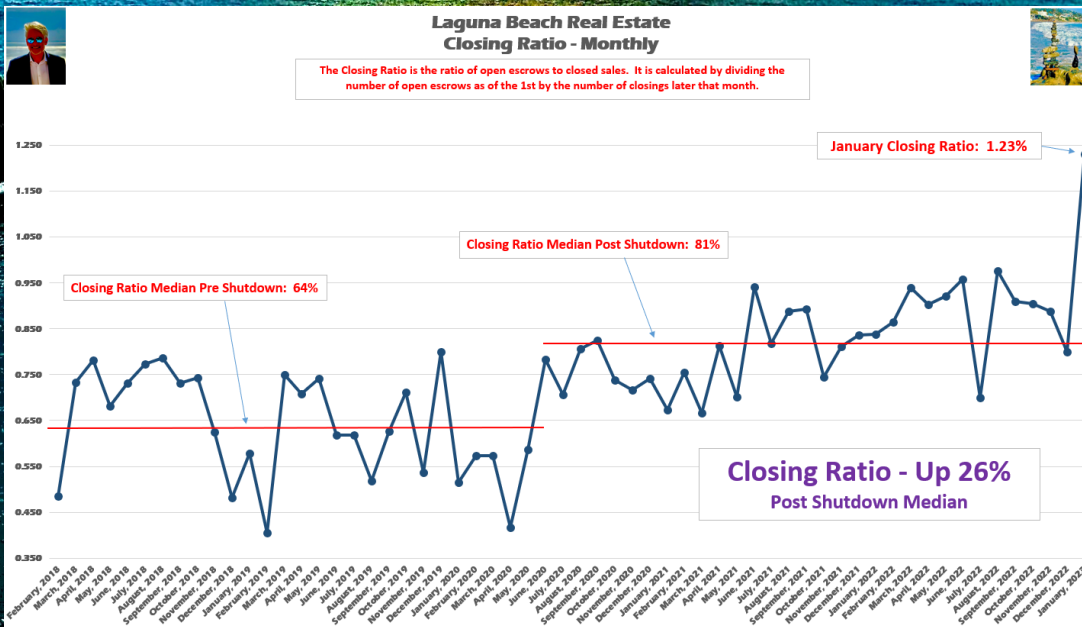
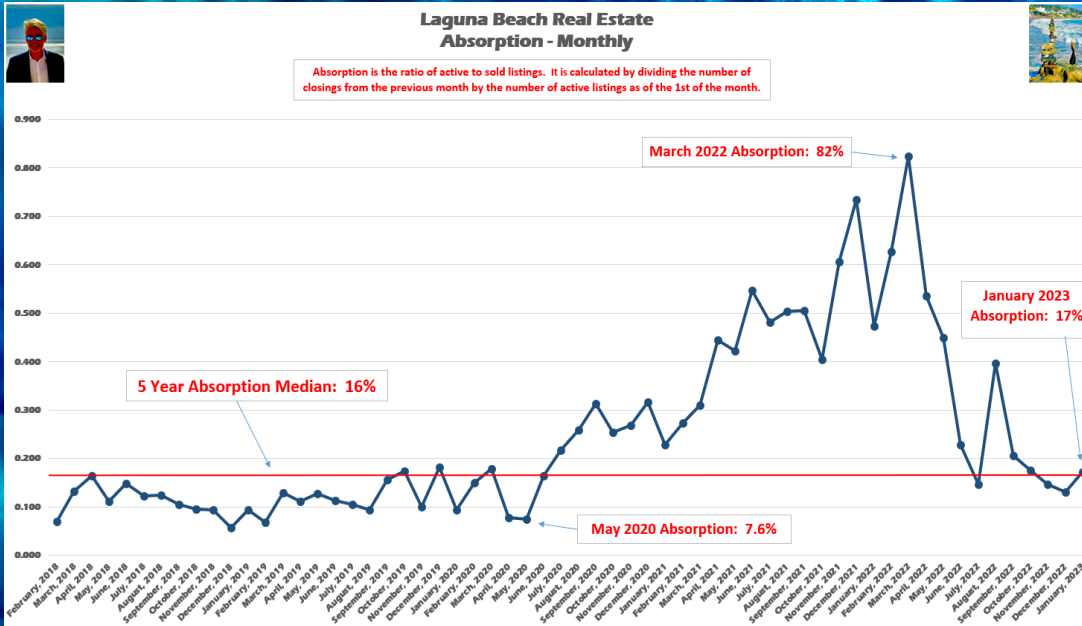
Longtime Laguna Beach Resident

Laguna Beach Expert | BA Economics

A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions exceeding \$250M.







All charts at 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.

Call Simone 949-500-1537

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