

Laguna Beach Real Estate Magazine

February 2022 | [Edition #80]



SOLD MEDIAN \$3,000,000 - 195,000 | **\$ PER SQ FT** \$1,418 + 137 | **SUPPLY** 1.5 MONTHS - .6 | **CLOSING RATIO** 86% + 3

\$ Per Sq Ft Soars & Collapses

Median Price falls \$195,000 | Pending Absorption up 31%

As predicted, February prices fell. After January's \$600,000 decline, the median fell an additional \$195,000, settling at an even \$3,000,000. Chart page 2.

For the record, the short-term Pending Indicator has issued 31 signals. 30 of those signals have been correct. The average move was 16%.

Dollars per square foot soared and crashed. Let me unpack that statement. The monthly sold dollars per square foot was up \$137 finishing at \$1,418 – the third highest print ever. The 3 month sold dollars per square foot was up \$135 finishing at \$1,491 – a record. The monthly active dollars per square foot,

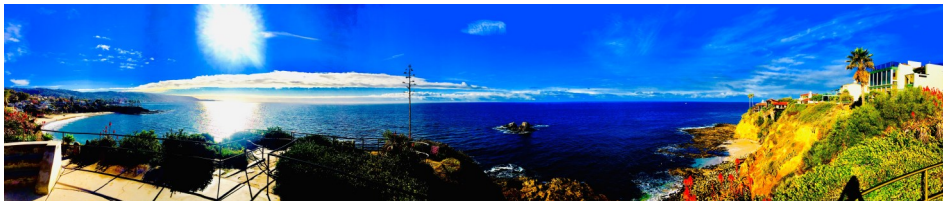
however, has given back \$552 in the last 2 months. It fell from a record \$2,027 to \$1,475 – the ninth highest print ever. Charts page 5.

Absorption – the active to sold ratio – was up 15, finishing at 62%. For context, absorption was 7% at the shut down lows. Said another way an individual active listing is over 850% more likely to close now than two years ago. Charts page 6.

Pending absorption – the active to pending ratio – was up 31, finishing at 98%. For context pending absorption was at 15% at the shutdown lows. Said another way, an individual active listing is 650% more likely to get into escrow than two years ago.

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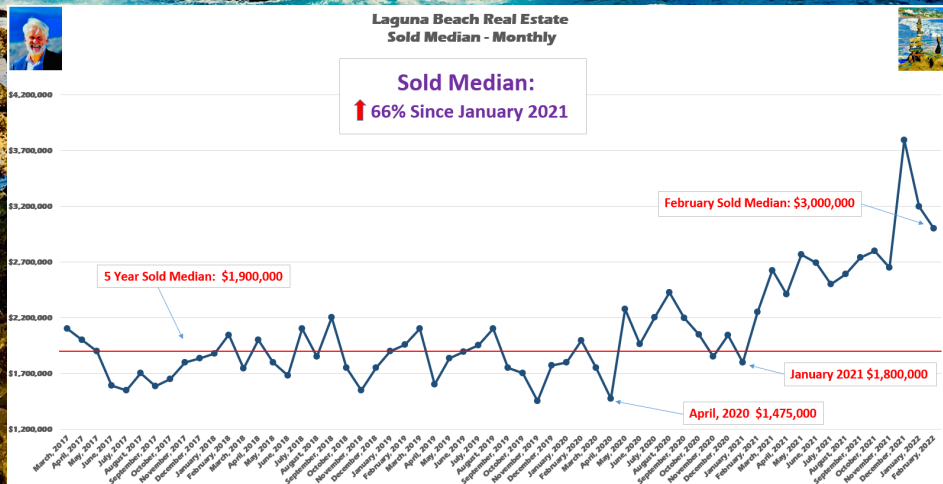
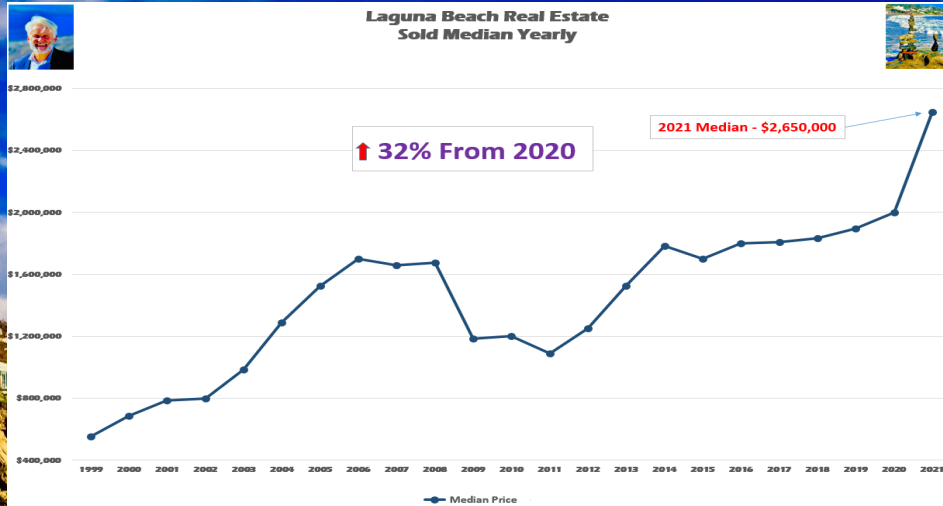
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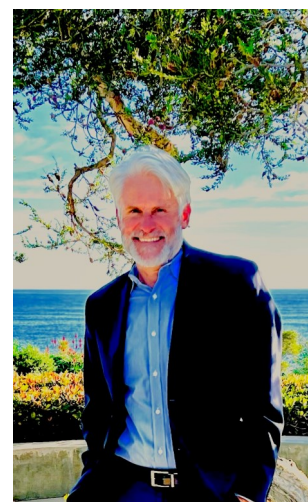


DON'T DO IT

Do Not Sell Your Home Off Market

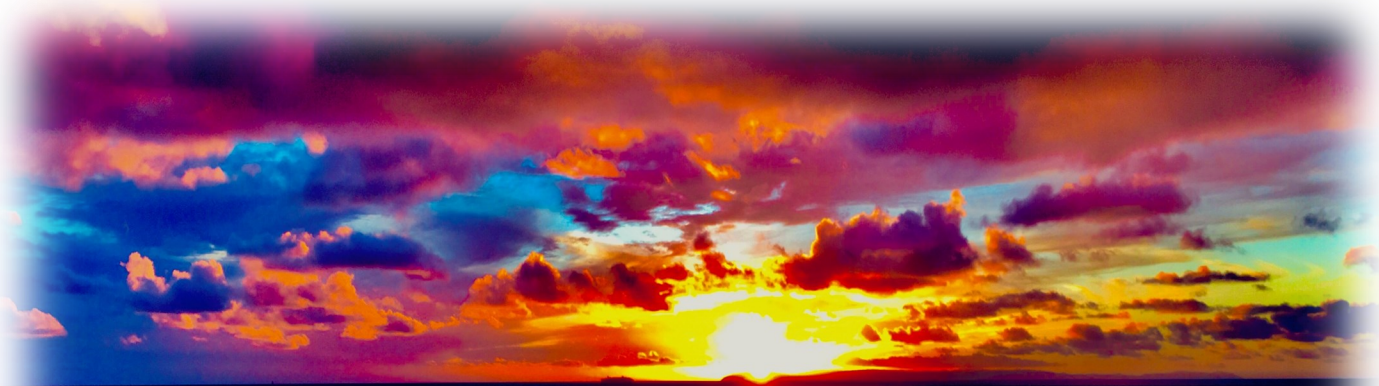
You CANNOT realize a home's full price, if you sell off market. Millions of dollars are being left on the table. I am an expert on the Laguna Beach real estate market and am uniquely suited to get you top dollar. Realize your home's full value - call me.

Boyd Roberts | 949-463-9152 | DRE 01354788



February 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	21722 Ocean Vista Dr#B, Laguna Beach, CA 92651	2/7/2022	\$ 1,175,000	\$ 1,350,000	\$ (175,000)	-14.9%	\$ 1,350	6
2	37 Lagunita Drive, Laguna Beach, CA 92651	2/7/2022	\$ 6,700,000	\$ 6,200,000	\$ 500,000	7.5%	\$ 1,645	106
3	675 Nyes Place, Laguna Beach, CA 92651	2/8/2022	\$ 3,995,000	\$ 3,728,888	\$ 266,112	6.7%	\$ 804	556
4	2191 Ocean Way, Laguna Beach, CA 92651	2/9/2022	\$ 9,995,000	\$ 8,000,000	\$ 1,995,000	20.0%	\$ 3,333	94
5	7 Montage Way, Laguna Beach, CA 92651	2/9/2022	\$ 30,888,000	\$ 29,888,000	\$ 1,000,000	3.2%	\$ 3,671	401
6	1331 La Mirada Street, Laguna Beach, CA 92651	2/10/2022	\$ 2,050,000	\$ 2,210,341	\$ (160,341)	-7.8%	\$ 1,345	2
7	2008 Donna Drive, Laguna Beach, CA 92651	2/10/2022	\$ 3,495,000	\$ 3,258,000	\$ 237,000	6.8%	\$ 1,146	149
8	21645 Ocean Vista Dr#8, Laguna Beach, CA 92651	2/10/2022	\$ 1,595,000	\$ 1,600,000	\$ (5,000)	-0.3%	\$ 983	6
9	489 Diamond Street, Laguna Beach, CA 92651	2/14/2022	\$ 3,295,000	\$ 3,000,000	\$ 295,000	9.0%	\$ 3,295	3
10	255 Cypress Drive #5, Laguna Beach, CA 92651	2/14/2022	\$ 999,731	\$ 999,731	\$ -	0.0%	\$ 1,006	28
11	32146 Pacific Coast Hwy, Laguna Beach, CA 92651	2/14/2022	\$ 2,325,000	\$ 2,388,000	\$ (63,000)	-2.7%	\$ 1,594	3
12	18 S Stonington Road, Laguna Beach, CA 92651	2/14/2022	\$ 2,600,000	\$ 2,725,000	\$ (125,000)	-4.8%	\$ 1,505	5
13	368 Oak Street, Laguna Beach, CA 92651	2/17/2022	\$ 2,495,000	\$ 2,450,000	\$ 45,000	1.8%	\$ 1,418	43
14	455 Hilledge Drive, Laguna Beach, CA 92651	2/17/2022	\$ 3,295,000	\$ 3,000,000	\$ 295,000	9.0%	\$ 1,578	103
15	31910 9th Avenue, Laguna Beach, CA 92651	2/17/2022	\$ 2,087,500	\$ 2,420,000	\$ (332,500)	-15.9%	\$ 1,739	7
16	1955 Ocean Way, Laguna Beach, CA 92651	2/18/2022	\$ 10,800,000	\$ 9,500,000	\$ 1,300,000	12.0%	\$ 3,890	132
17	520 Cliff Drive Unit#202, Laguna Beach, CA 92651	2/18/2022	\$ 1,500,000	\$ 1,501,000	\$ (1,000)	-0.1%	\$ 1,154	15
18	31921 Coast Highway, Laguna Beach, CA 92651	2/19/2022	\$ 14,900,000	\$ 12,150,000	\$ 2,750,000	18.5%	\$ 1,486	447
19	1147 Miramar Street, Laguna Beach, CA 92651	2/22/2022	\$ 2,995,000	\$ 2,875,000	\$ 120,000	4.0%	\$ 1,612	150
20	28792 Top Of The World, Laguna Beach, CA 92651	2/22/2022	\$ 3,250,000	\$ 3,150,000	\$ 100,000	3.1%	\$ 998	0
21	865 Balboa Avenue, Laguna Beach, CA 92651	2/22/2022	\$ 3,295,000	\$ 3,175,000	\$ 120,000	3.6%	\$ 894	74
22	310 San Nicholas Court, Laguna Beach, CA 92651	2/23/2022	\$ 870,000	\$ 865,000	\$ 5,000	0.6%	\$ 571	34
23	30732 Driftwood Drive, Laguna Beach, CA 92651	2/23/2022	\$ 3,495,000	\$ 3,650,000	\$ (155,000)	-4.4%	\$ 1,434	12
24	1 Stickle Drive, Laguna Beach, CA 92651	2/23/2022	\$ 5,760,000	\$ 5,760,000	\$ -	0.0%	\$ 1,986	0
25	1360 Moorea Way, Laguna Beach, CA 92651	2/23/2022	\$ 7,250,000	\$ 6,300,000	\$ 950,000	13.1%	\$ 792	189
26	325 Diamond Street, Laguna Beach, CA 92651	2/23/2022	\$ 4,995,000	\$ 4,400,000	\$ 595,000	11.9%	\$ 969	129
27	245 Aster Street Unit#3, Laguna Beach, CA 92651	2/24/2022	\$ 1,099,000	\$ 1,200,000	\$ (101,000)	-9.2%	\$ 1,562	2
28	675 Thalia Street, Laguna Beach, CA 92651	2/24/2022	\$ 2,495,000	\$ 2,400,000	\$ 95,000	3.8%	\$ 1,916	2
29	723 Wilson Street, Laguna Beach, CA 92651	2/24/2022	\$ 3,875,000	\$ 3,600,000	\$ 275,000	7.1%	\$ 1,260	157
30	24 S Portola, Laguna Beach, CA 92651	2/24/2022	\$ 3,150,000	\$ 3,200,000	\$ (50,000)	-1.6%	\$ 4,188	10
31	30791 Marilyn Drive, Laguna Beach, CA 92651	2/25/2022	\$ 2,495,000	\$ 3,000,000	\$ (505,000)	-20.2%	\$ 1,627	6
32	3002 Dorn Court, Laguna Beach, CA 92651	2/25/2022	\$ 1,675,000	\$ 1,675,000	\$ -	0.0%	\$ 1,008	0
33								
34	Not used in calculations		Median	\$ 3,000,000	\$ 95,000	3.2%	\$ 1,418	34



February 2022 Sales Data

Active Median (As of 3/1/2022)	\$ 3,995,000	51 Listings
\$ per Square Foot Median		\$ 1,475
Pending Median (As of 3/1/2022)	\$ 2,795,000	50 Listings
\$ per Square Foot Median		\$ 1,445
Sold Median February 2022	\$ 3,000,000	32 Sales
Price Reduction Median	\$ 95,000	3.2 %
\$ Per Square Foot Median		\$ 1,418
Sold 3 Month Median	\$ 3,258,000	94 Sales
\$ Per Square Foot Median		\$ 1,491
Sold 6 Month Median	\$ 3,000,000	224 Sales
Sold 12 Month Median	\$ 2,737,000	555 Sales
Price Reduction Median	\$ 95,000	3.6 %
\$ Per Square Foot Median		\$ 1,281
Sold 2021 Median	\$ 2,650,000	568 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 205,000
SPREAD (Active - Sold)		+ \$ 995,000
February Absorption (Sold to Active Ratio)		62 %
February Pending Absorption (Pending to Active Ratio)		98 %
February Closing Ratio (Sold to Pending)		86 %
February Supply	1.5 Months	Seller's Market
February 3 Month Supply	1.6 Months	Seller's Market
\$1,499,999 -	.6 Months	Seller's Market
\$1,500,000 - \$1,999,999	1.0 Months	Seller's Market
\$2,000,000 - \$2,999,999	.9 Months	Seller's Market
\$3,000,000 - \$4,999,999	1.6 Months	Seller's Market
\$5,000,000 - \$9,999,999	3.0 Months	Seller's Market
\$10,000,000 +	3.4 Months	Seller's Market

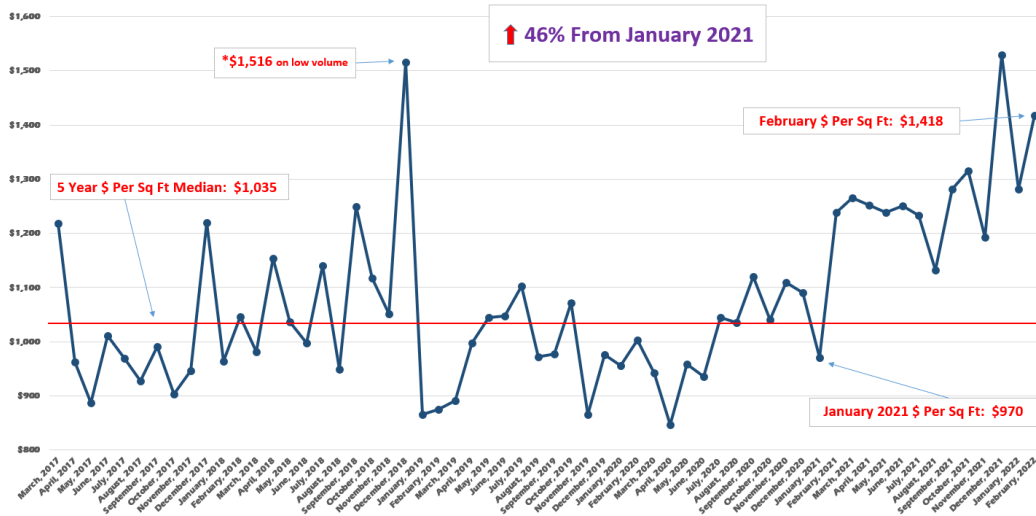
Balanced Market 5 to 7.9 Months

Price Forecasts

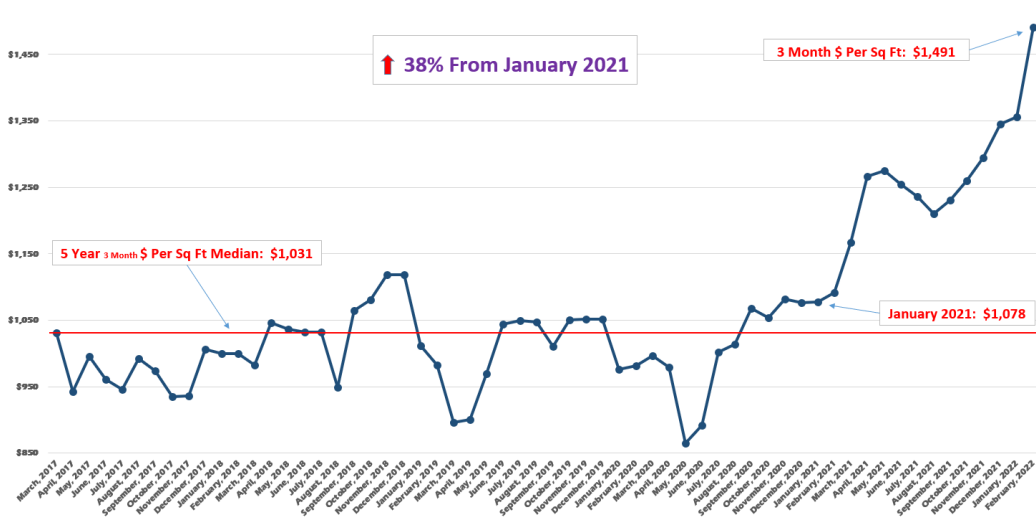
Short-Term PENDING INDICATOR Forecast for March	No Signal
Short-Term SPREAD INDICATOR Forecast for March	No Signal
Long-Term PRICE INDICATOR Forecast for 2022 (As of 9/1/2021)	Up



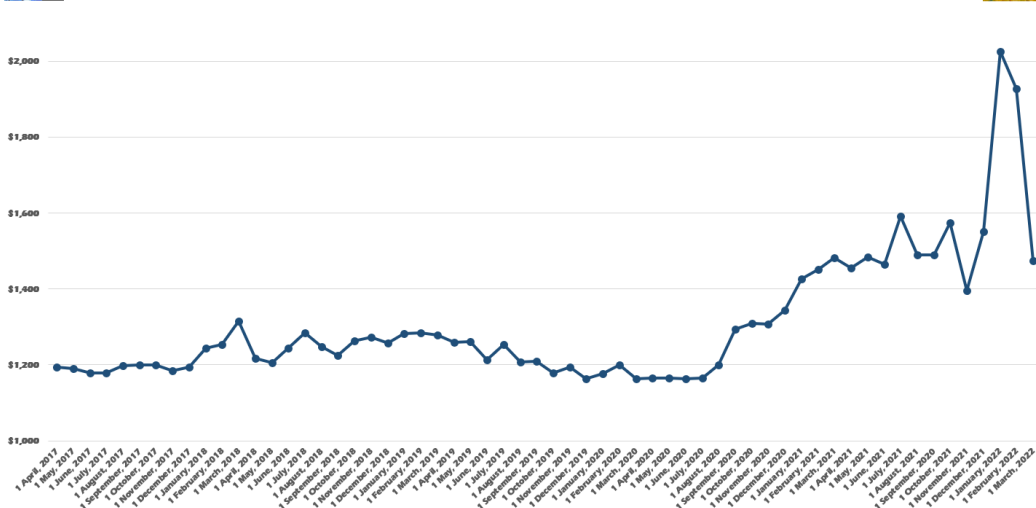
Laguna Beach Real Estate
Sold - \$ Per Square Foot Median - Monthly



Laguna Beach Real Estate
Sold - \$ Per Sq Ft - 3 Month Median - Monthly



Laguna Beach Real Estate
Active - \$ Per Sq Ft - Monthly

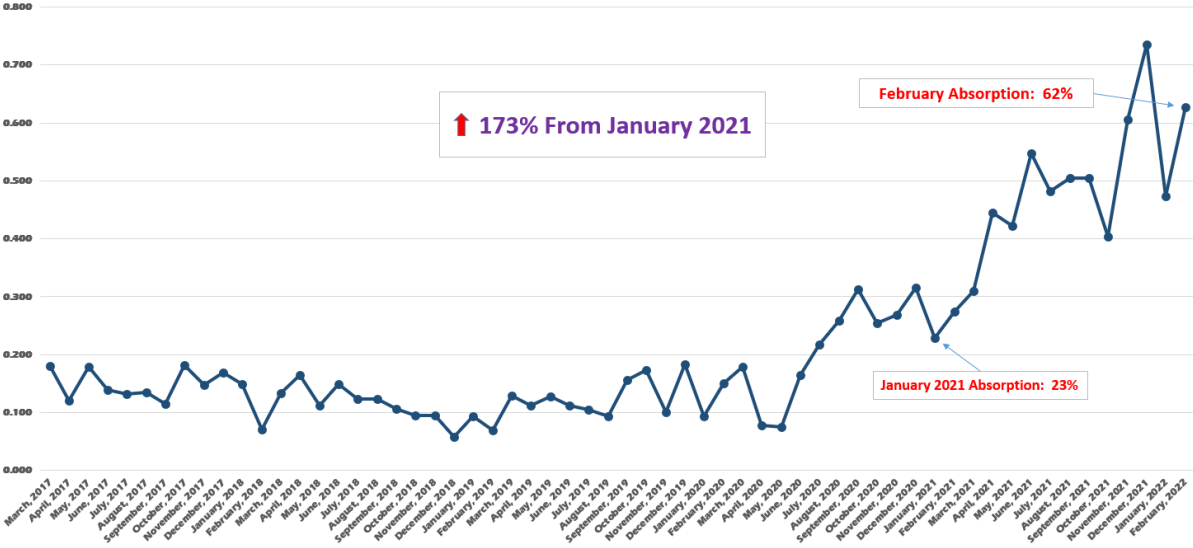




Laguna Beach Real Estate Chart Absorption - Monthly



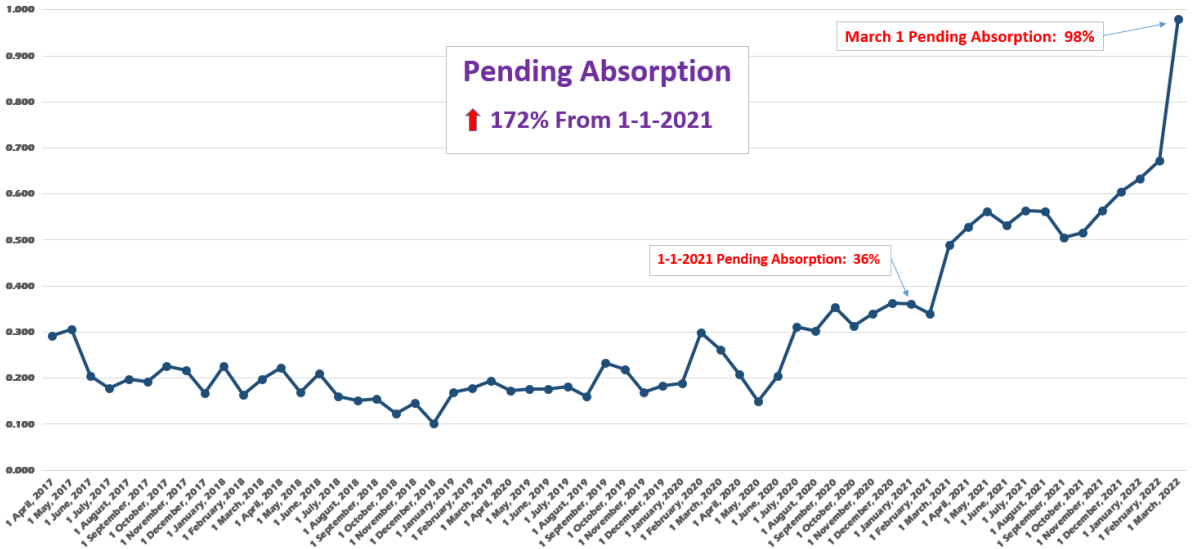
Absorption is the ratio of active to sold listings. It is calculated by dividing the number of closings from the previous month by the number of active listings as of the 1st of the month.



Laguna Beach Real Estate Chart Pending Absorption - Monthly

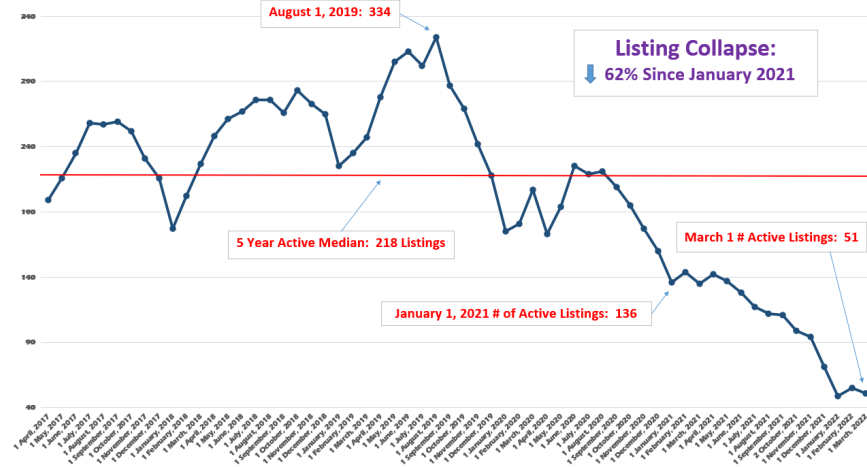


Pending Absorption is the ratio of active listings to open escrows. It is calculated by dividing the number of pending listings by the number of active listings.

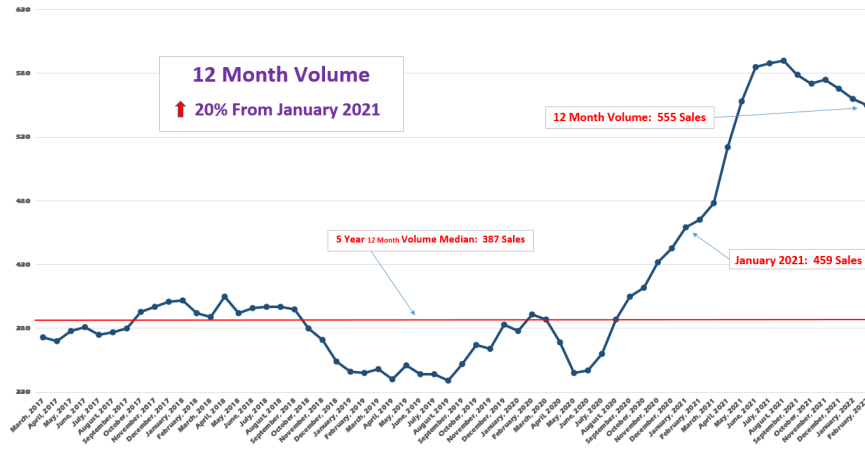




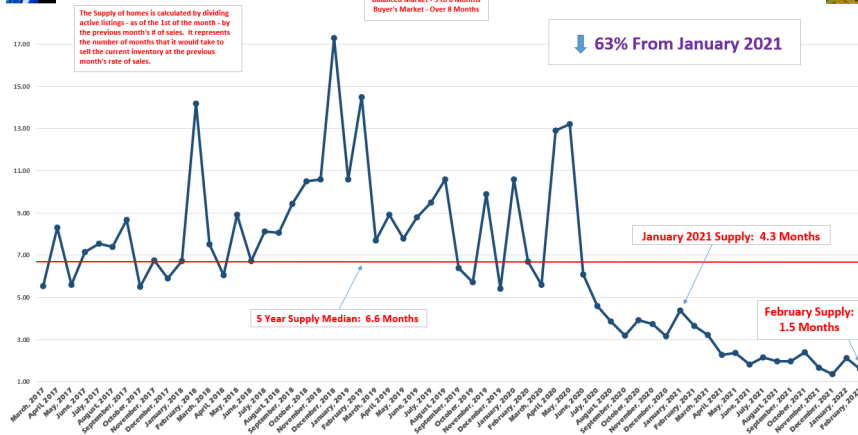
Laguna Beach Real Estate Chart
of Active Listings - Monthly



Laguna Beach Real Estate
Sold - 12 Month Volume (# of Sales) - Monthly



Laguna Beach Real Estate
Supply of Homes - in months - Monthly



All charts at www.LagunaGalleryRealEstate.com/charts