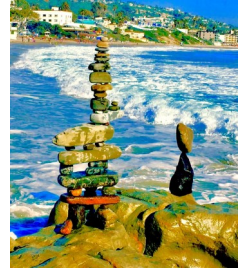


Laguna Beach Real Estate Magazine

June 2022 | [Edition #84]



SOLD MEDIAN \$2,365,000 - 335,000 | **\$ PER SQ FT** \$1,348 - 184 | **SUPPLY** 4.3 MONTHS + 2.1 | **CLOSING RATIO** 95% + 3

Laguna Set To Surge Huge

Escrow Activity Plunges | Closings Contract | Supply Doubles

On low volume, the sold median declined \$335,000 in June, settling at \$2,365,000 – \$1,430,000 down from December, but up \$890,000 from the Shutdown. Charts page 3

The sold median dollars per square foot was still impressive at \$1,348 – only down \$214 from March's all time high and up \$500 from April 2020.

As of July 1, the inventory of homes active on the market stood at 101. Even though the active inventory has more than doubled from January, it is well below where we are typically in July. In fact, we are 140 listings lower than the average July.

There were 23 closed sales in June. As of July 1, the number of open escrows was just 20.

Though higher inventory and fewer closings did double the overall supply of homes to 4.4 months in June, Laguna is still a seller's market. In fact, every market segment under \$10,000,000 is a seller's market.

Over \$10 million is a buyer's market. With a 20-month supply of homes this luxury category is well below the 69-month supply noted in January 2021 and well above the 2.1-month supply logged the most recent as January.

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3 Lagunita Drive

Laguna Beach | \$5,200,000



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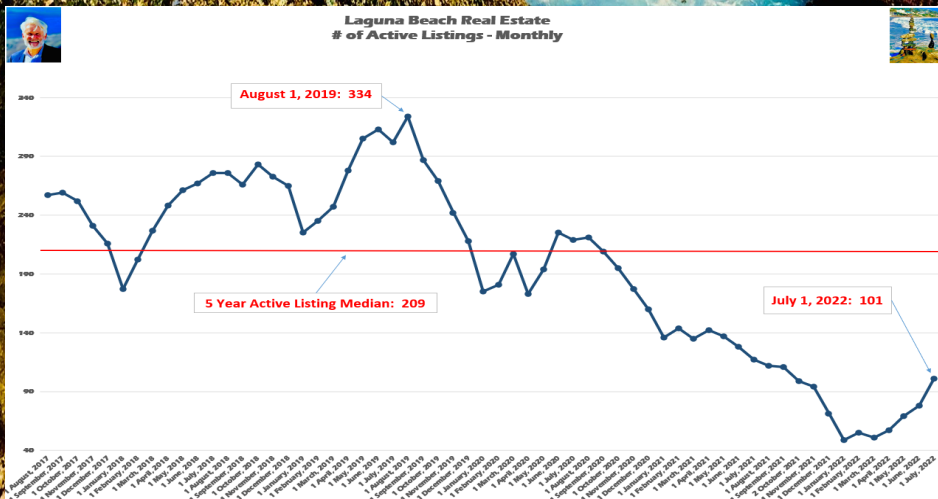
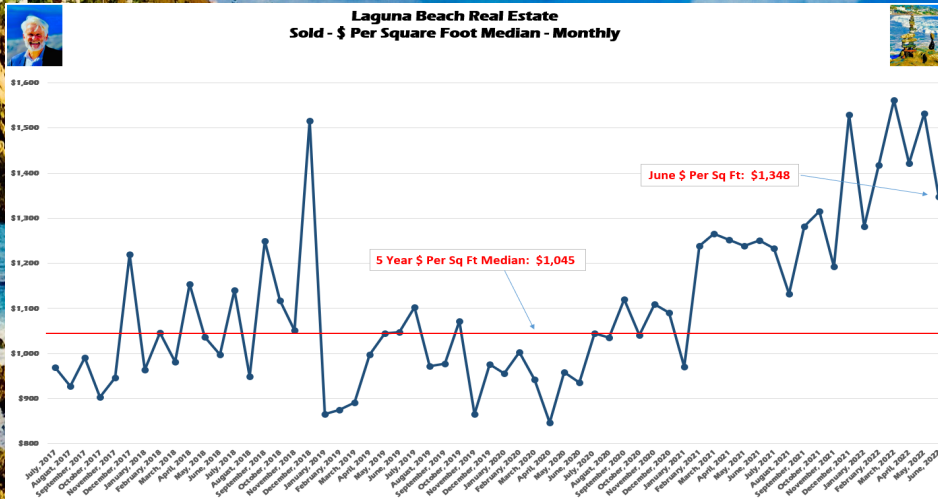
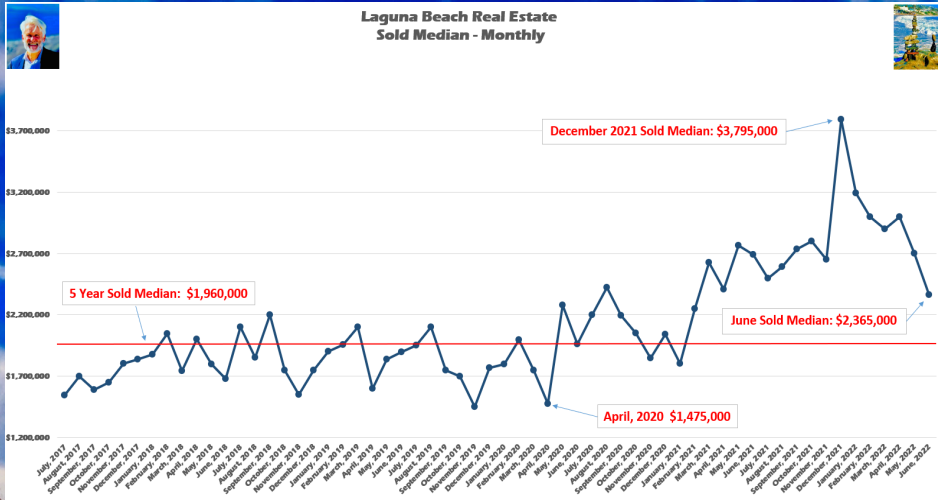
DON'T DO IT

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.

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



June 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	2590 Juanita Way, Laguna Beach, CA 92651	6/1/2022	\$ 2,650,000	\$ 3,000,000	\$ (350,000)	-13.2%	\$ 1,846	11
2	900 Temple, Laguna Beach, CA 92651	6/2/2022	\$ 2,850,000	\$ 2,600,000	\$ 250,000	8.8%	\$ 1,259	67
3	31735 Florence Avenue, Laguna Beach, CA 92651	6/7/2022	\$ 1,995,000	\$ 2,050,000	\$ (55,000)	-2.8%	\$ 1,485	73
4	3069 Zell Drive, Laguna Beach, CA 92651	6/9/2022	\$ 2,000,000	\$ 2,350,000	\$ (350,000)	-17.5%	\$ 1,345	4
5	434 Emerald Bay, Laguna Beach, CA 92651	6/13/2022	\$ 7,250,000	\$ 6,750,000	\$ 500,000	6.9%	\$ 2,010	22
6	1280 Anacapa Way, Laguna Beach, CA 92651	6/13/2022	\$ 7,995,000	\$ 7,750,000	\$ 245,000	3.1%	\$ 1,955	43
7	31561 Table Rock #305, Laguna Beach, CA 92651	6/14/2022	\$ 3,399,999	\$ 3,300,000	\$ 99,999	2.9%	\$ 2,949	0
8	145 Mcaulay Place, Laguna Beach, CA 92651	6/14/2022	\$ 3,000,000	\$ 2,900,000	\$ 100,000	3.3%	\$ 1,883	18
9	1460 Temple Terrace, Laguna Beach, CA 92651	6/15/2022	\$ 2,350,000	\$ 2,200,000	\$ 150,000	6.4%	\$ 2,044	4
10	2568 Solana Way #6, Laguna Beach, CA 92651	6/16/2022	\$ 1,650,000	\$ 1,650,000	\$ -	0.0%	\$ 1,413	0
11	678 Diamond Street, Laguna Beach, CA 92651	6/16/2022	\$ 3,650,000	\$ 3,025,000	\$ 625,000	17.1%	\$ 1,144	133
12	21635 Ocean Vista #17, Laguna Beach, CA 92651	6/17/2022	\$ 1,775,000	\$ 1,815,000	\$ (40,000)	-2.3%	\$ 1,074	44
13	456 Nyes Place, Laguna Beach, CA 92651	6/20/2022	\$ 2,950,000	\$ 2,600,000	\$ 350,000	11.9%	\$ 1,248	20
14	31561 Table Rock #417, Laguna Beach, CA 92651	6/20/2022	\$ 1,350,000	\$ 1,250,000	\$ 100,000	7.4%	\$ 1,578	54
15	15 N Vista De Catalina, Laguna Beach, CA 92651	6/21/2022	\$ 4,395,000	\$ 4,125,000	\$ 270,000	6.1%	\$ 1,225	23
16	402 San Nicholas Court, Laguna Beach, CA 92651	6/22/2022	\$ 899,900	\$ 915,000	\$ (15,100)	-1.7%	\$ 661	5
17	727 Bayview Place, Laguna Beach, CA 92651	6/22/2022	\$ 5,750,000	\$ 5,750,000	\$ -	0.0%	\$ 1,579	14
18	251 Calliope Street #11, Laguna Beach, CA 92651	6/23/2022	\$ 1,575,000	\$ 1,496,450	\$ 78,550	5.0%	\$ 1,093	88
19	30502 Coast Hwy #A4, Laguna Beach, CA 92651	6/24/2022	\$ 1,850,000	\$ 1,825,000	\$ 25,000	1.4%	\$ 1,348	6
20	31678 Seacliff Drive, Laguna Beach, CA 92651	6/24/2022	\$ 5,950,000	\$ 5,240,000	\$ 710,000	11.9%	\$ 2,800	111
21	21703 Ocean Vista #204, Laguna Beach, CA 92651	6/29/2022	\$ 1,550,000	\$ 1,499,000	\$ 51,000	3.3%	\$ 1,051	51
22	505 San Nicholas Court, Laguna Beach, CA 92651	6/30/2022	\$ 875,000	\$ 910,000	\$ (35,000)	-4.0%	\$ 597	6
23	1071 Baja Street, Laguna Beach, CA 92651	6/30/2022	\$ 2,695,000	\$ 2,365,000	\$ 330,000	12.2%	\$ 1,304	66
24								
25	Not used in calculations		Median	\$ 2,365,000	\$100,000.00	3.3%	\$ 1,348	23



June 2022 Sales Data

Active Median (As of 7/1/2022)	\$ 3,995,000	101 Listings
\$ per Square Foot Median		\$ 1,606
Pending Median (As of 7/1/2022)	\$ 3,350,000	20 Listings
\$ per Square Foot Median		\$ 1,245
Sold Median June 2022	\$ 2,365,000	23 Sales
Price Reduction Median	\$ 100,000	3.3 %
\$ Per Square Foot Median		\$ 1,532
Sold 3 Month Median	\$ 2,800,000	95 Sales
\$ Per Square Foot Median		\$ 1,485
Sold 6 Month Median	\$ 2,925,000	200 Sales
Sold 12 Month Median	\$ 2,830,000	475 Sales
Price Reduction Median	\$ 75,000	3 %
\$ Per Square Foot Median		\$ 1,382
Sold 2021 Median	\$ 2,650,000	568 Sales
PENDING INDICATOR (Pending - Sold)		+ \$ 985,000
SPREAD (Active - Sold)		+ \$ 1,630,000
June Absorption (Sold to Active Ratio)		22 %
June Pending Absorption (Pending to Active Ratio)		19 %
June Closing Ratio (Pending to Sold)		95 %
June Supply	4.3 Months	Seller's Market
June 3 Month Supply	3.1 Months	Seller's Market
\$1,499,999 -	1.1 Months	Seller's Market
\$1,500,000 - \$1,999,999	2.4 Months	Seller's Market
\$2,000,000 - \$2,999,999	1.7 Months	Seller's Market
\$3,000,000 - \$4,999,999	2.0 Months	Seller's Market
\$5,000,000 - \$9,999,999	4.7 Months	Seller's Market
\$10,000,000 +	20 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for July	UP
Short-Term SPREAD INDICATOR Forecast for July	UP
Long-Term PRICE INDICATOR Forecast for 2022 (As of 9/1/2021)	Up

Continued from page 1

There is greater than a 91% probability that median sold prices will rise this month. Both of my short-term indicators have issued up signals. One is the strongest signal ever. The other is the 4th strongest signal ever. Historically the biggest moves correlate to the strongest signals.

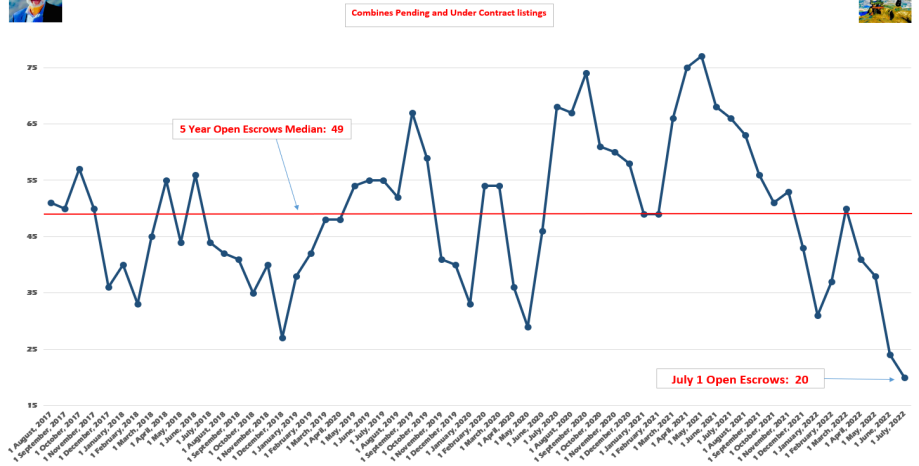
With the July 1 pending median \$985,000 higher than June's sold median my proprietary Pending Indicator – with a 93% probability – is forecasting higher prices this month. Notably the Pending Indicator predicted higher prices for May 2020 and December 2021. Prices were up 54 and 43%, respectively.

With the July 1 active median \$1,630,000 higher than June's sold median, my other short-term indicator, the Spread Indicator, with a 91% probability is forecasting higher prices in July. The Spread Indicator also forecasted higher prices for May 2020 and December 2021.

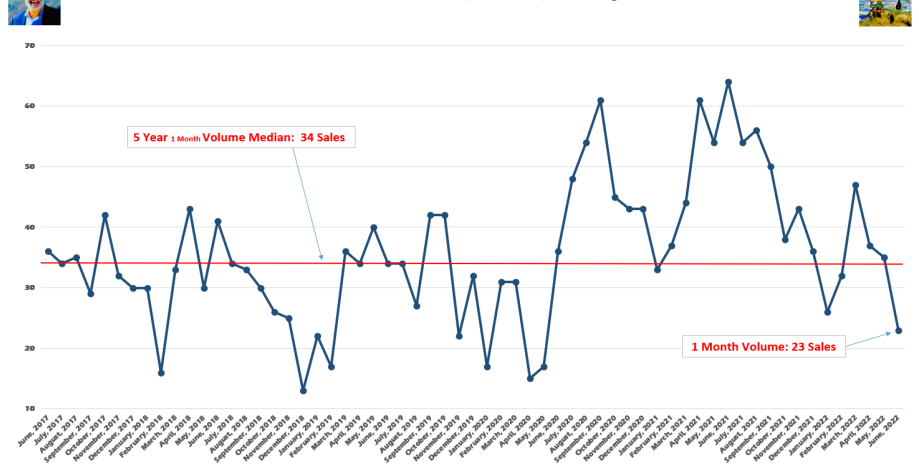
Call me to take advantage of this market.



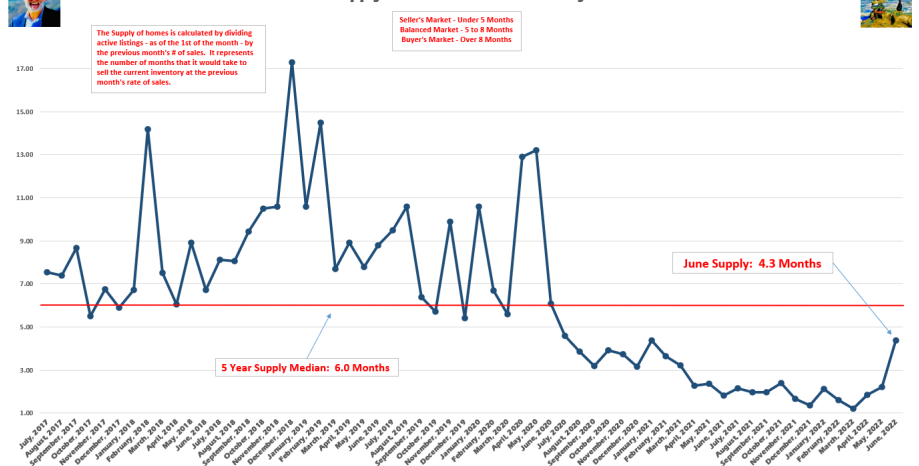
Laguna Beach Real Estate Pending Volume (# of Open Escrows) - Monthly



Laguna Beach Real Estate Sold - 1 Month Volume (# of Sales) - Monthly



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



All charts at www.LagunaGalleryRealEstate.com/charts

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gmccargar@clearmortgagecapital.com
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