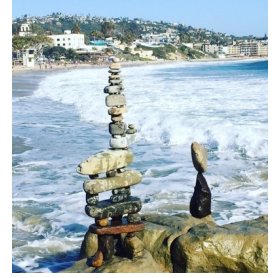


# Laguna Beach Real Estate Magazine

October 2021 | [Edition #76]



**SOLD MEDIAN** \$2,800,000 + 63,000 | **\$ PER SQ FT** \$1,315 + 33 | **SUPPLY** 2.4 MONTHS + .5 | **30-YEAR JUMBO** 2.87% + .12

## Laguna At All Time High As Predicted | Zillow Take Note

As I predicted last month, Laguna Beach real estate prices were up. Not only did the monthly, the 6-month, and the 12-month charts all post record prints, but it was pretty: median \$ per square foot pierced \$1,300, days on market – already low – fell another 54%, and price reductions were down 33%. (Charts pages 5 and 8).

High demand and low supply drive any bull market. October's 12-month number of sales, 572, was near record levels and is 51% higher than the 5-year median. The number of active listings, as of

November 1<sup>st</sup>, plunged to 94 – a multiyear low and is 57% below the 5-year median. (Charts pages 7 and 6.) Until there is a down shift in demand, an up shift in supply, or a combination of these factors, expect current trends to continue.

Every month since February 2016 I have published/produced a full report and video, chronicling the Laguna Beach real estate market. All my reports, videos, and charts are posted on my website.

Over the years I have developed 3 highly accurate fore-

Continued page 5.



### This Issue:

- ⇒ My Take . . . . . P 1
- ⇒ Closing Detail . . . . . P 2
- ⇒ Sales Data. . . . . P 4
- ⇒ Price Forecasts. . . . . P 4
- ⇒ Price Charts. . . . . P 5
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- ⇒ \$ Per SQ Foot Chart . P 8
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Laguna Beach Real Estate Magazine

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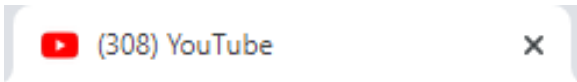
# October Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	563 Emerald Bay, Laguna Beach, CA 92651	10/14/2014	\$ 8,195,000	\$ 7,900,000	\$ 295,000	3.6%	1597	129
2	921 Summit Way, Laguna Beach, CA 92651	10/1/2021	\$ 2,995,000	\$ 3,010,000	\$ (15,000)	-0.5%	1144	0
3	1674 Del Mar Avenue, Laguna Beach, CA 92651	10/4/2021	\$ 3,000,000	\$ 2,800,000	\$ 200,000	6.7%	1067	32
4	2623 Victoria Drive, Laguna Beach, CA 92651	10/4/2021	\$ 6,950,000	\$ 5,900,000	\$ 1,050,000	15.1%	1614	22
5	549 Mystic Way, Laguna Beach, CA 92651	10/5/2021	\$ 2,650,000	\$ 2,370,000	\$ 280,000	10.6%	1294	140
6	2780 Highland Way, Laguna Beach, CA 92651	10/6/2021	\$ 2,150,000	\$ 2,050,000	\$ 100,000	4.7%	1143	9
7	2520 Irvine Cove Crest, Laguna Beach, CA 92651	10/7/2021	\$ 8,500,000	\$ 7,383,000	\$ 1,117,000	13.1%	2069	8
8	649 Bolsana Drive, Laguna Beach, CA 92651	10/8/2021	\$ 3,595,000	\$ 3,595,000	\$ -	0.0%	1343	15
9	1601 Sunset Ridge, Laguna Beach, CA 92637	10/8/2021	\$ 3,200,000	\$ 3,200,000	\$ -	0.0%	898	8
10	365 Heather Place, Laguna Beach, CA 92651	10/8/2021	\$ 4,500,000	\$ 3,930,000	\$ 570,000	12.7%	1041	49
11	3059 Cresta Way, Laguna Beach, CA 92651	10/12/2021	\$ 1,515,000	\$ 1,515,000	\$ -	0.0%	887	0
12	888 Bluebird Canyon Drive, Laguna Beach, CA 92651	10/12/2021	\$ 1,695,000	\$ 1,625,000	\$ 70,000	4.1%	1571	74
13	622 Bluebird Canyon Dr, Laguna Beach, CA 92651	10/12/2021	\$ 2,749,000	\$ 2,749,000	\$ -	0.0%	1384	3
14	3140 Alta Laguna Boulevard, Laguna Beach, CA 92651	10/13/2021	\$ 1,975,000	\$ 1,679,000	\$ 296,000	15.0%	987	70
15	3247 Alta Laguna Boulevard, Laguna Beach, CA 92651	10/13/2021	\$ 3,795,000	\$ 3,400,000	\$ 395,000	10.4%	1247	90
16	48 N Portola, Laguna Beach, CA 92651	10/13/2021	\$ 6,495,000	\$ 6,275,000	\$ 220,000	3.4%	2245	37
17	21728 Wesley Drive Unit#7, Laguna Beach, CA 92651	10/14/2021	\$ 2,090,000	\$ 2,065,000	\$ 25,000	1.2%	1152	4
18	1693 Hillcrest Drive, Laguna Beach, CA 92651	10/14/2021	\$ 3,250,000	\$ 3,110,000	\$ 140,000	4.3%	1627	18
19	418 Hill Street, Laguna Beach, CA 92651	10/14/2021	\$ 3,595,000	\$ 3,595,000	\$ -	0.0%	1435	2
20	31844 Coast, Laguna Beach, CA 92651	10/15/2021	\$ 2,600,000	\$ 2,650,000	\$ (50,000)	-1.9%	1009	0
21	2390 Temple Hills Drive, Laguna Beach, CA 92651	10/20/2021	\$ 3,295,000	\$ 2,815,000	\$ 480,000	14.6%	917	100
22	31532 Holly Drive, Laguna Beach, CA 92651	10/20/2021	\$ 3,999,000	\$ 4,000,000	\$ (1,000)	0.0%	1488	5
23	31595 Table Rock Drive, Laguna Beach, CA 92651	10/20/2021	\$ 6,500,000	\$ 6,600,000	\$ (100,000)	-1.5%	2444	5
24	2590 Juanita Way, Laguna Beach, CA 92651	10/21/2021	\$ 1,900,000	\$ 1,900,000	\$ -	0.0%	1187	0
25	1475 Skyline Drive, Laguna Beach, CA 92651	10/21/2021	\$ 2,495,000	\$ 2,495,000	\$ -	0.0%	1033	3
26	1455 Santa Cruz Street, Laguna Beach, CA 92651	10/22/2021	\$ 1,825,000	\$ 1,800,000	\$ 25,000	1.4%	1980	7
27	549 Dunnegan Drive, Laguna Beach, CA 92651	10/22/2021	\$ 4,595,000	\$ 3,870,000	\$ 725,000	15.8%	1168	161
28	2003 Hidden Valley Canyon, Laguna Beach, CA	10/25/2021	\$ 1,250,000	\$ 1,235,000	\$ 15,000	1.2%	1498	101
29	451 Mountain Road, Laguna Beach, CA 92651	10/25/2021	\$ 2,195,000	\$ 2,110,000	\$ 85,000	3.9%	1714	11
30	790 N Coast Highway, Laguna Beach, CA 92651	10/25/2021	\$ 2,475,000	\$ 2,280,000	\$ 195,000	7.9%	1053	73
31	151 Myrtle Street #10, Laguna Beach, CA 92651	10/25/2021	\$ 3,195,000	\$ 3,100,000	\$ 95,000	3.0%	1731	0
32	30502 Coast Hwy #A4, Laguna Beach, CA 92651	10/26/2021	\$ 1,359,000	\$ 1,308,303	\$ 50,697	3.7%	966	7
33	22401 3rd Avenue, Laguna Beach, CA 92651	10/26/2021	\$ 10,500,000	\$ 10,500,000	\$ -	0.0%	2189	0
34	112 Blue Lagoon, Laguna Beach, CA 92651	10/27/2021	\$ 2,250,000	\$ 2,000,000	\$ 250,000	11.1%	1315	0
35	31862 Circle Drive, Laguna Beach, CA 92651	10/27/2021	\$ 2,695,000	\$ 2,695,000	\$ -	0.0%	1753	17
36	16 S Vista De Catalina, Laguna Beach, CA 92651	10/27/2021	\$ 3,795,000	\$ 3,780,000	\$ 15,000	0.4%	1947	0
37	489 Alta Vista Way, Laguna Beach, CA 92651	10/28/2021	\$ 2,995,000	\$ 2,385,000	\$ 610,000	20.4%	1145	340
38	381 Agate Street, Laguna Beach, CA 92651	10/29/2021	\$ 3,295,000	\$ 3,295,000	\$ -	0.0%	1645	10
39								
40	<b>Not used in calculations</b>		<b>Median</b>	<b>\$ 2,800,000</b>	<b>\$ 100,000</b>	<b>3.9%</b>	<b>\$ 1,315</b>	<b>15</b>





# Monthly Laguna Beach Real Estate Updates on



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## 4% Listing

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- ◇ **View Restoration Consulting**
- ◇ **Full Service | Open Houses**
- ◇ **Call [949-463-9152](tel:949-463-9152) for Details**

A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions exceeding \$1/4 Billion.

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# October 2021 Sales Data

<b>Active Median</b> (As of 11/1/2021)	<b>\$ 3,995,000</b>	<b>94 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>76 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,396</b>
<b>Pending Median</b> (As of 11/1/2021)	<b>\$ 2,994,600</b>	<b>53 Listings</b>
<b>DOM Median</b>		<b>37 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,356</b>
<b>Sold Median October 2021</b>	<b>\$ 2,800,000</b>	<b>38 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 100,000</b>	<b>3.9 %</b>
<b>DOM Median</b>		<b>15 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,315</b>
<b>Sold 3 Month Median</b>	<b>\$ 2,700,000</b>	<b>144 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,260</b>
<b>Sold 6 Month Median</b>	<b>\$ 2,720,000</b>	<b>313 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 2,500,000</b>	<b>572 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 99,000</b>	<b>4.2 %</b>
<b>DOM Median</b>		<b>32 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,212</b>
<b>Sold 2020 Median</b>	<b>\$ 2,000,000</b>	<b>443 Sales</b>
<b>Sold YTD</b>	<b>\$ 2,595,000</b>	<b>486 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>+ \$ 194,600</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$1,195,000</b>
<b>October Supply</b>	<b>2.4 Months</b>	<b>Seller's Market</b>
<b>October 3 Month Supply</b>	<b>1.9 Months</b>	<b>Seller's Market</b>
<b>\$1,499,999 -</b>	<b>.9 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>1.6 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>1.1 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>1.7 Months</b>	<b>Seller's Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>3.1 Months</b>	<b>Seller's Market</b>
<b>\$10,000,000 +</b>	<b>19 Months</b>	<b>Buyer's Market</b>

Balanced Market 5 to 7.9 Months

## Price Forecasts

<b>Short-Term PENDING INDICATOR Forecast for November</b>	<b>No Signal</b>
<b>Short-Term SPREAD INDICATOR Forecast for November</b>	<b>No Signal</b>
<b>Long-Term PRICE INDICATOR Forecast for 2021</b> (As of 11/1/2020)	<b>UP</b>
<b>Long-Term PRICE INDICATOR Forecast for 2022</b> (As of 9/1/2021)	<b>UP</b>

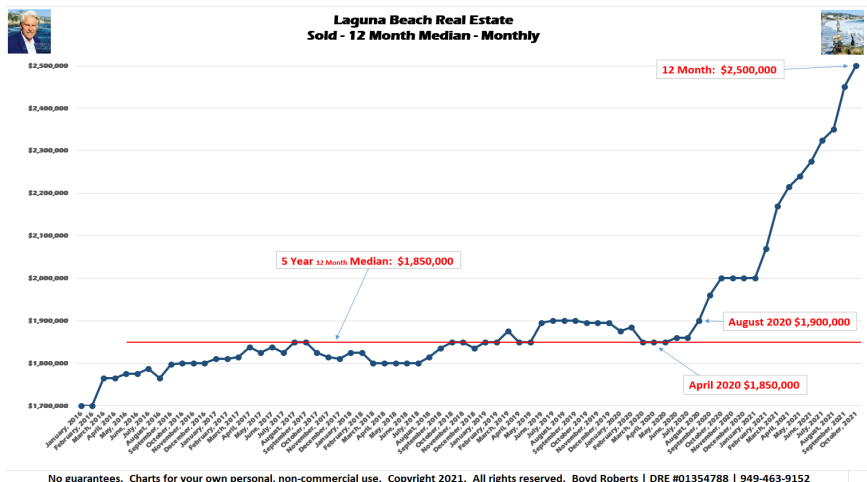
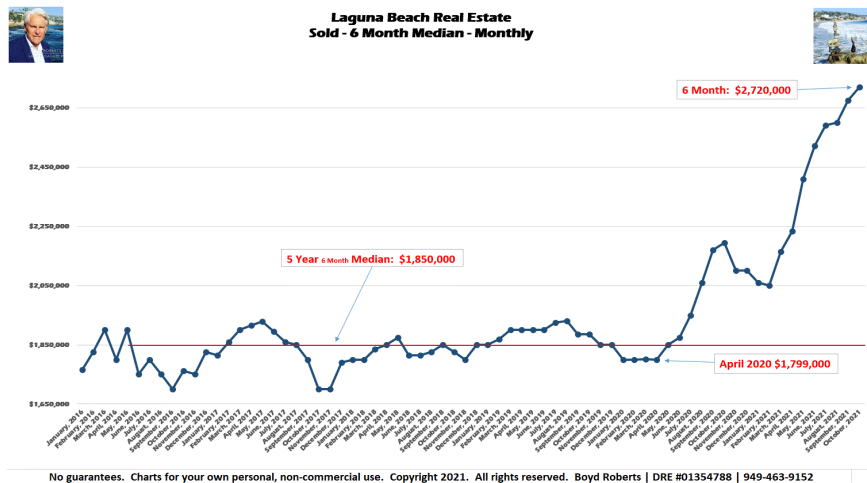
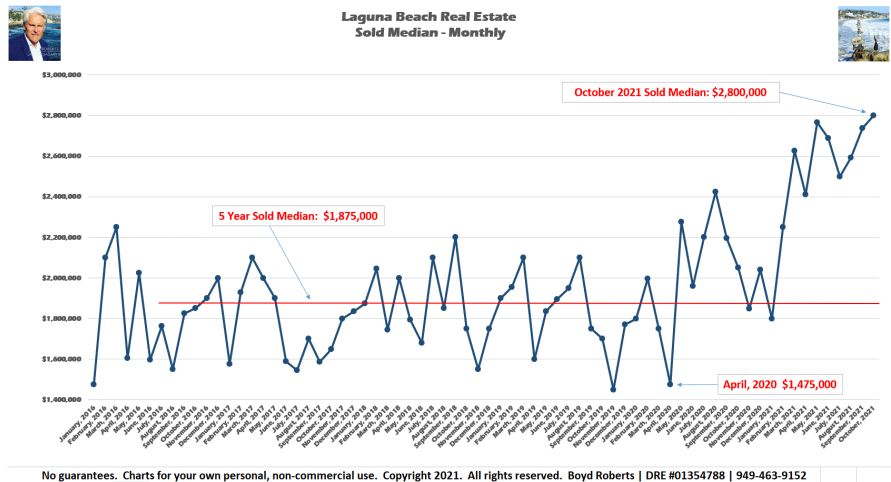
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casting models: two short-term and one long-term. Every month I publish all current forecasts. Last month the short-term Pending Indicator and Spread Indicators both predicted that October prices would rise. Last month's issue also included two outstanding long-term Price Indicator forecasts. On November 1, 2020, I predicted 2021 prices would be up. On September 1, 2021, I predicted 2022 would be up.

The short-term Pending Indicator was developed early in 2016. It compares the pending median to the previous months' sold median. When the pending median diverges \$250,000 plus or minus from the sold median the Pending Indicator projects an up or down price move for that month. Since February 2016 the Pending Indicator has issued 28 total signals. 27 of those signals have been correct. The average move in price has been 15.5%.

The most significant Pending Indicator signal came on May 4, 2020, reporting on the April market. In the previous month's report - with the onset of the Covid 19 chaos - I had just turned bearish. But with

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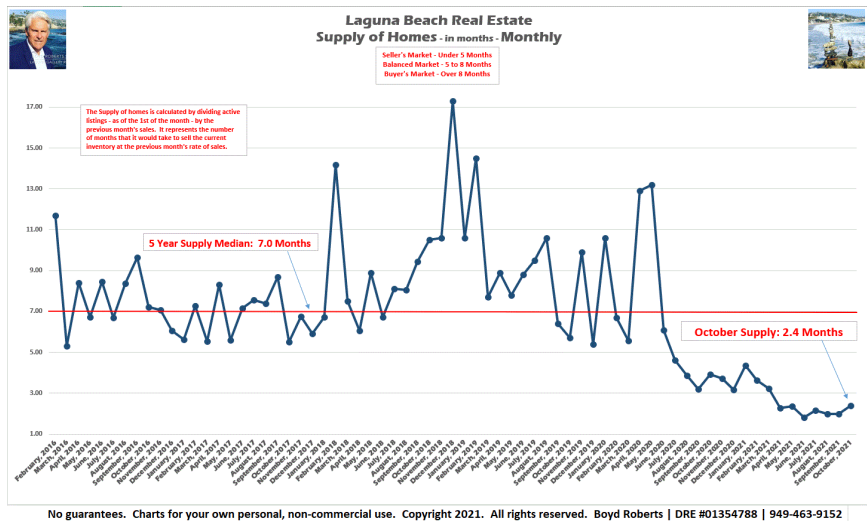
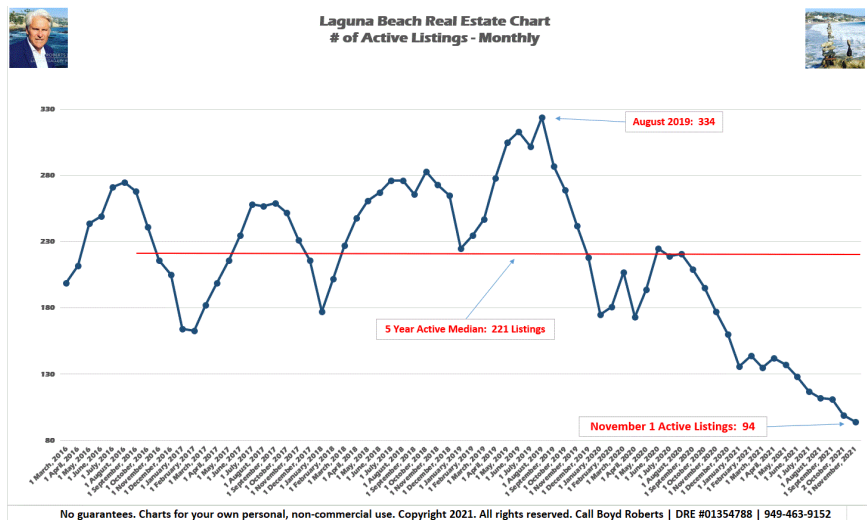


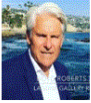
the April sold median at \$1,475,000 and the May 1<sup>st</sup> pending median at \$2,395,000 - a difference of \$920,000 - I was forced to consider the bullish case. The May 2020 sold median was up 54%, closing out at \$2,277,000.

The short-term Spread Indicator was developed last year. It compares the active median to the sold median. When the spread between the active median and the previous month's sold median exceeds \$1,400,000 the sold median for the current month should go up. When the spread is \$800,000 or less, the price should go down that month. Since February 2016 there have been 23 up and down signals. 21 have been correct. The average move was 13.4%.

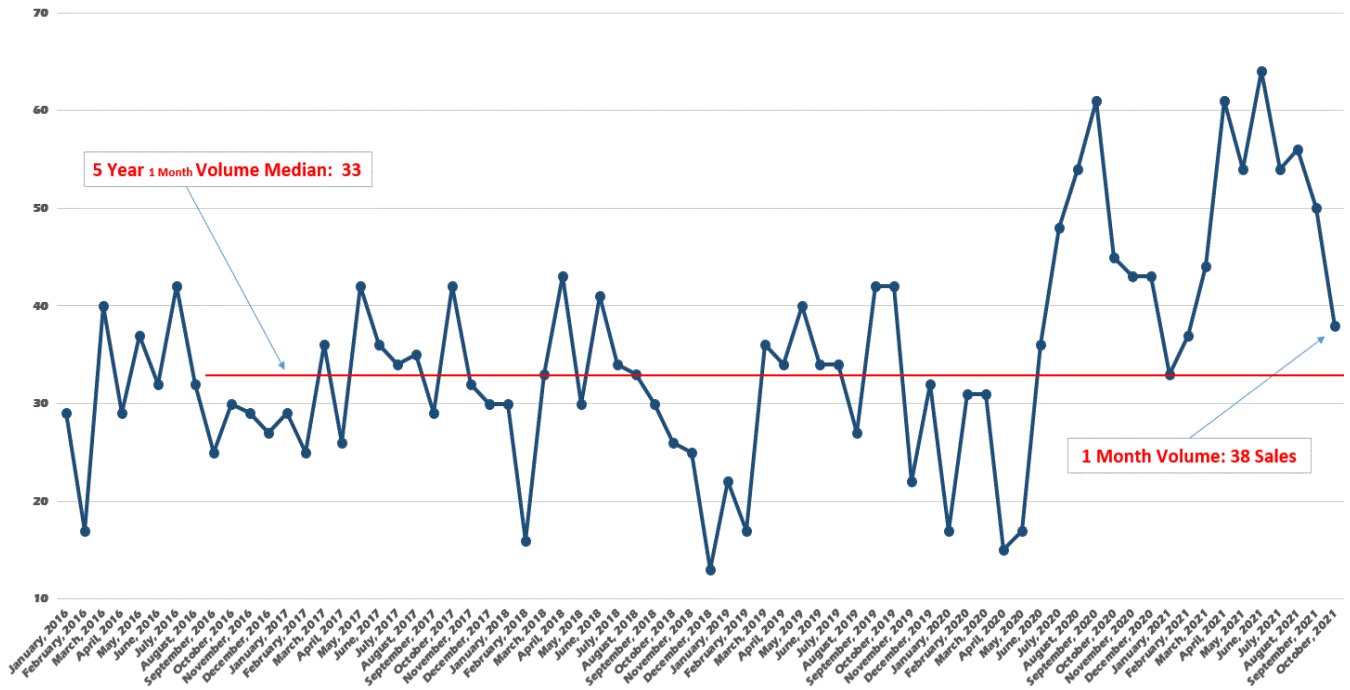
The long-term Price Indicator was developed early in 2016. It is very simple. Every year Laguna Beach exceeds 350 closings, the following year's median sold price should be higher. Since 1999 the Price Indicator has issued 16 up signals. 15 of those signals have been correct. The average move in price was 10.6%.

Call me if you want to work with a broker who knows the Laguna Beach market.

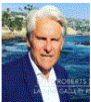




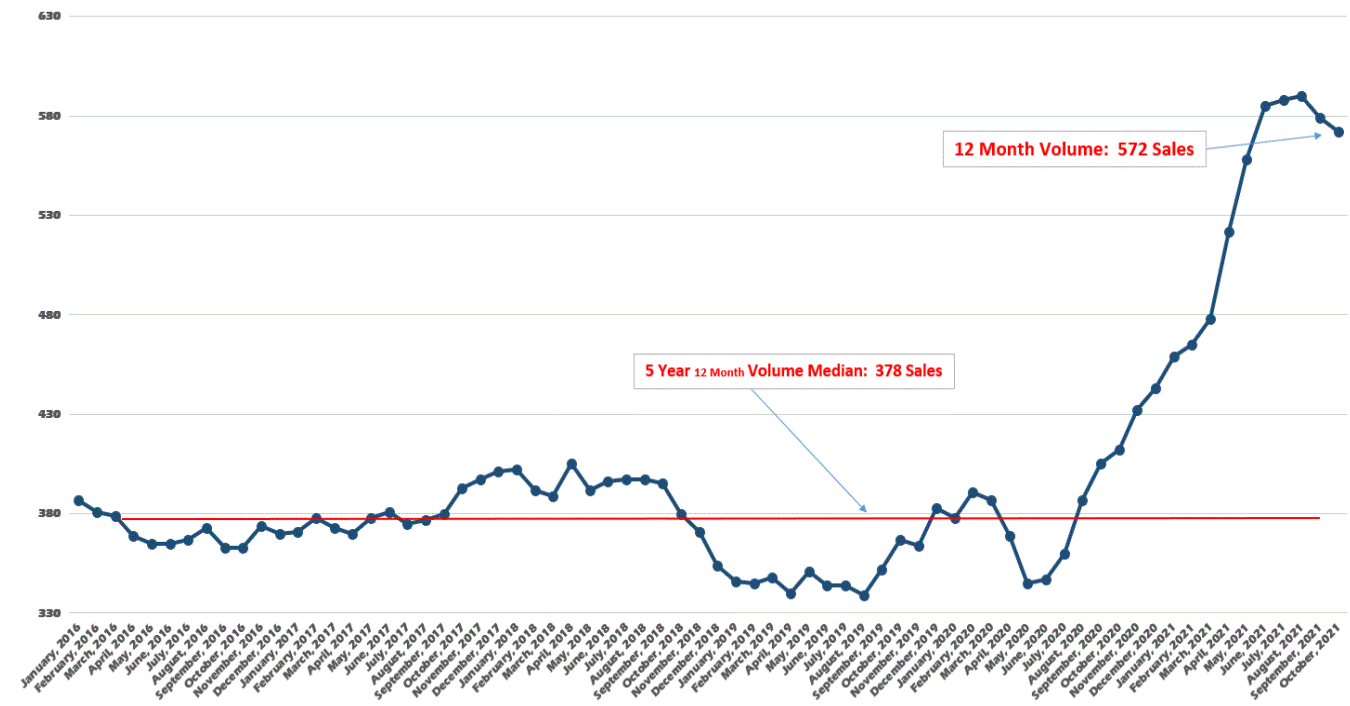
### Laguna Beach Real Estate Sold - 1 Month Volume (# of Sales) - Monthly



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



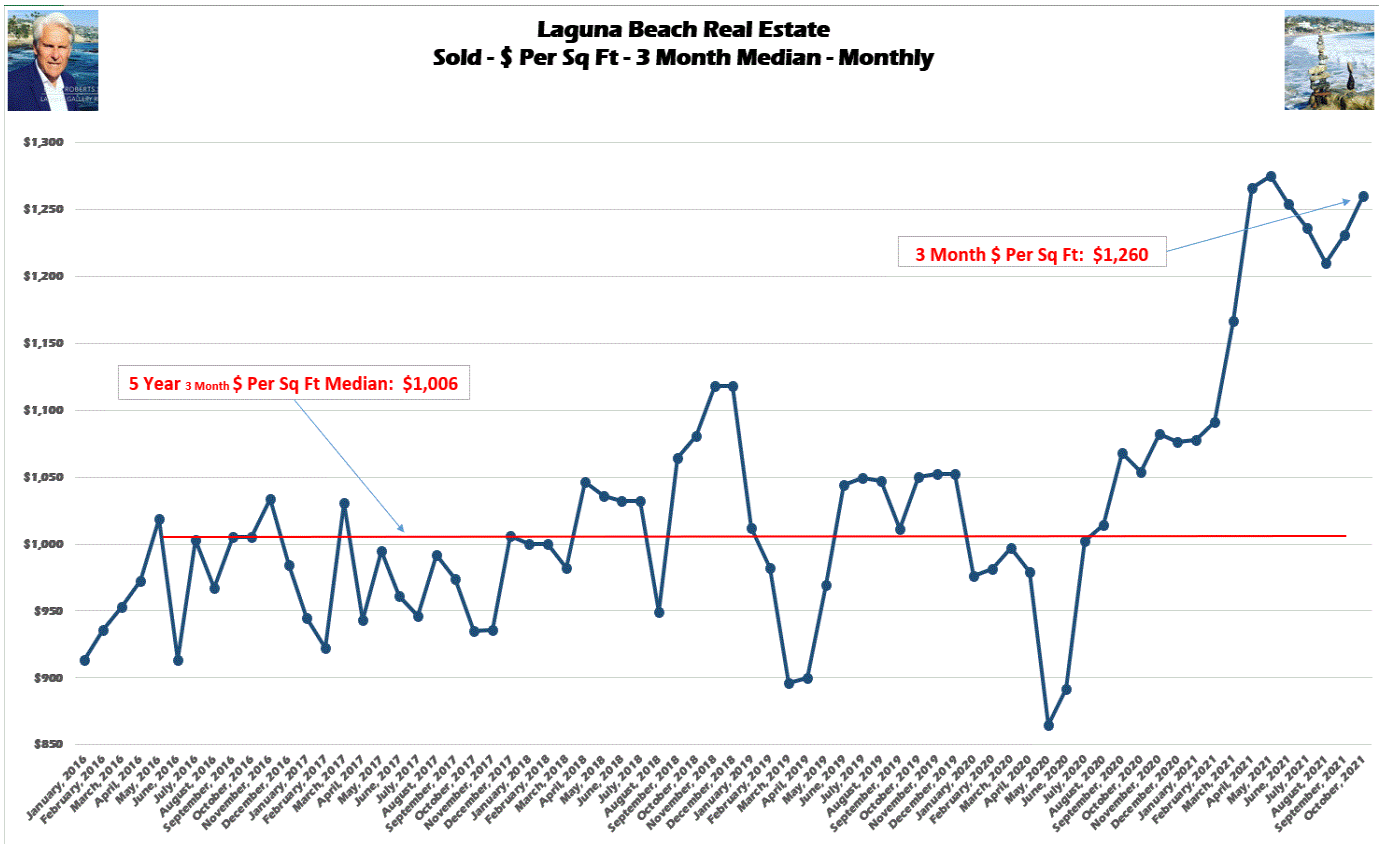
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# Laguna Jumbo Financing

- No Limit Cash Out
- \$2,500,000 Loan Amounts
- 89% Loan to Value
- 1 Appraisal
- 680 FICO
- DU "like" Approval
- Primary, Secondary, Investment
- Rates Starting Under 3%

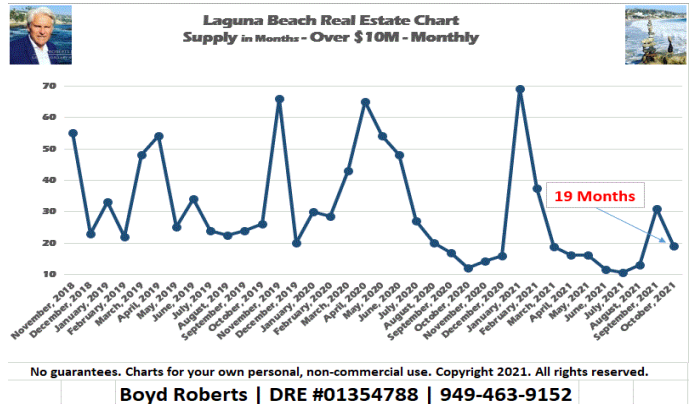
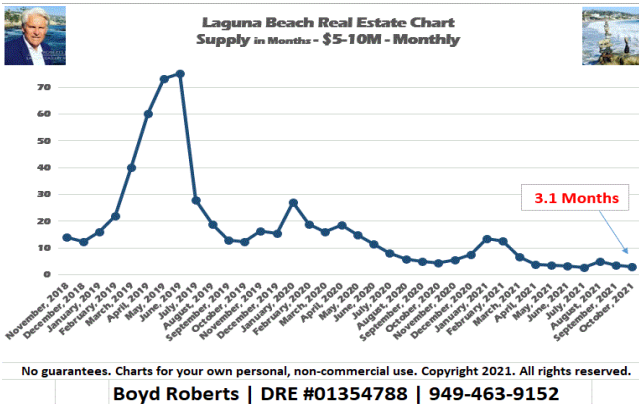
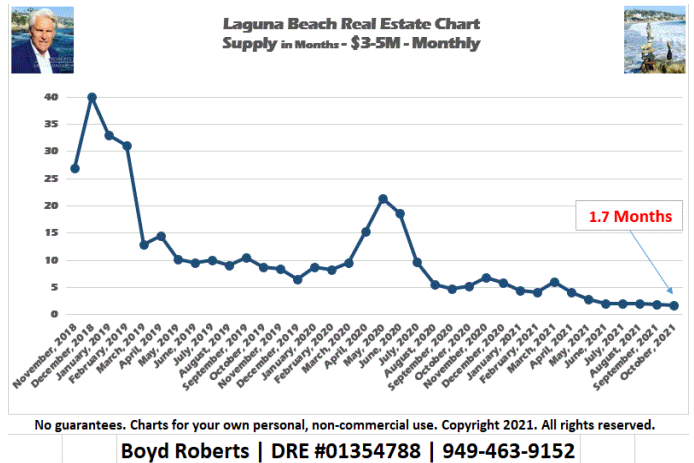
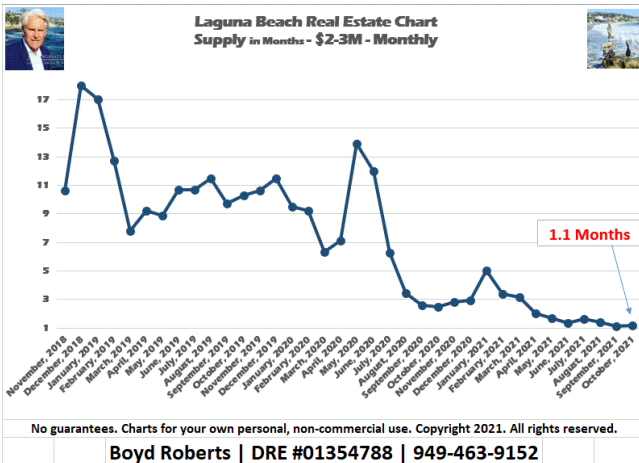
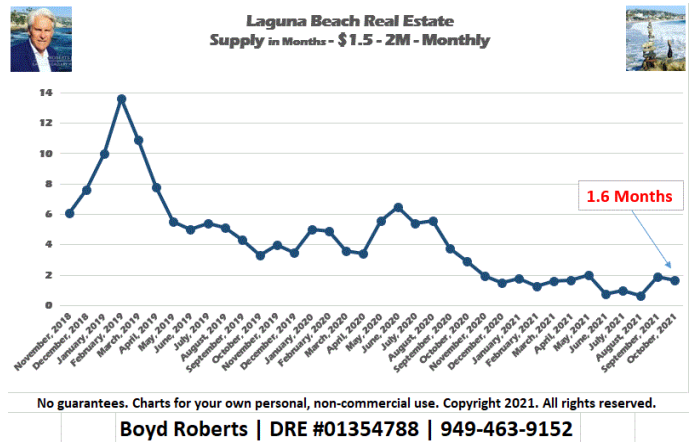
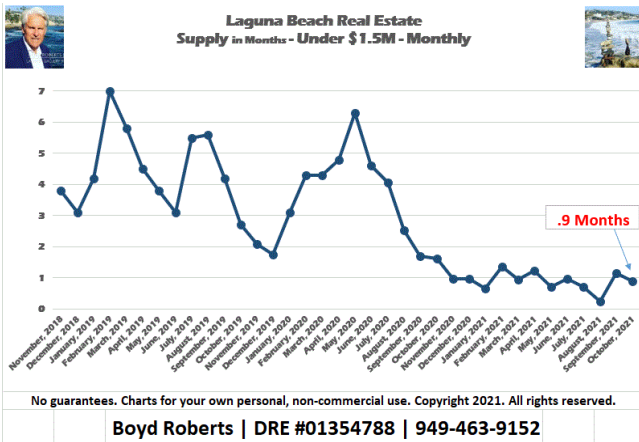
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# Sector Supply Charts



**Seller's Market - Under 5 Months | Balanced Market - 5 to 8 Months | Buyer's Market - Over 8 Months**

More Laguna Beach Charts at

[www.lagunagalleryrealestate.com](http://www.lagunagalleryrealestate.com)