

Laguna Beach

Real Estate Magazine

April 2025 | Edition #115



SOLD MEDIAN \$2,995,000 + 501,000 | **\$ PER SQ FT** \$1,549 + 299 | **SUPPLY** 7.2 MONTHS - 1.1 | **DOM** 36 DAYS - 73

Laguna Surges \$501,000

\$PSF Up \$299 | Active Inventory Up 72% YTD

After plunging just over one million dollars from September, Laguna Beach's prime wealth metric surged in March. It was largely pretty. The sold median clawed back \$501,000, printing at \$2,995,000. The sold dollars per square foot – after falling nearly five hundred dollars since November – tacked back two hundred and ninety-nine dollars and finished at \$1,549. Days on market plunged 73 days to just 36 days.

Inventory, however, was not pretty. On January 1st, there were 126 homes active on the market in Laguna Beach. Fast forward to April 1st, active

inventory rose to 217: a 72% increase – the highest level since August 2020.

Below \$3,000,000 – with the fewest listings and the most sales – Laguna is the strongest: just three and a half months of supply. Above \$3,000,000 – and especially over five million dollars – Laguna is the weakest. Between three and five million dollars there is an eight-month supply of homes. Between five and ten million dollars, there is a 2-year supply of homes. Over ten million dollars, there is over a six-year supply of homes. Sellers under three million and buyers over five million, call me.



This Issue:

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Laguna Beach Real Estate Magazine

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Betsey Unger
1 review

3 Lagunita Drive Seller Review

★★★★★ 2 days ago

NEW

Besides being very personable and enthusiastic, Boyd has earned 5 stars in so many ways: research-driven, knows the Laguna market, informative and realistic, reliable, hard-working, detail-oriented and thorough, as well as always giving us excellent/accurate feedback on prospects and from open houses. Boyd has a wealth of experience and knowledge which makes for a successful partnership. Thank you, Boyd! 5 stars all the way!!!

Boyd Roberts | Broker/Owner | Laguna Gallery Real Estate | DRE 01354788 | 949-463-9152

March 2025 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	329 Dartmoor Street, Laguna Beach, CA 92651	3/3/2025	\$ 4,662,000	\$4,275,000	\$ 387,000	8.3%	\$ 2,000	18
2	31985 Virginia Way, Laguna Beach, CA 92651	3/3/2025	\$ 2,795,000	\$2,725,125	\$ 69,875	2.5%	\$ 1,355	2
3	54 La Costa Court, Laguna Beach, CA 92651	3/5/2025	\$ 1,299,000	\$1,130,000	\$ 169,000	13.0%	\$ 876	139
4	605 Agate Street, Laguna Beach, CA 92651	3/5/2025	\$ 2,995,000	\$2,995,000	\$ -	0.0%	\$ 1,772	16
5	192 Nyes Place, Laguna Beach, CA 92651	3/6/2025	\$ 3,490,000	\$3,150,000	\$ 340,000	9.7%	\$ 1,549	53
6	912 Santa Ana Street, Laguna Beach, CA 92651	3/7/2025	\$ 2,333,000	\$2,300,000	\$ 33,000	1.4%	\$ 1,091	384
7	134 Wave Street, Laguna Beach, CA 92651	3/7/2025	\$ 4,395,000	\$4,091,000	\$ 304,000	6.9%	\$ 1,318	4
8	2177 Glenneyre Street, Laguna Beach, CA 92651	3/12/2025	\$ 2,300,000	\$2,170,000	\$ 130,000	5.7%	\$ 1,357	0
9	31502 Shrewsbury Drive, Laguna Beach, CA 92651	3/14/2025	\$ 2,950,000	\$2,440,000	\$ 510,000	17.3%	\$ 2,033	36
10	472 Poplar Street, Laguna Beach, CA 92651	3/17/2025	\$ 2,700,000	\$3,305,000	\$ (605,000)	-22.4%	\$ 2,754	3
11	510 Emerald Bay, Laguna Beach, CA 92651	3/17/2025	\$ 10,500,000	\$9,162,500	\$ 1,337,500	12.7%	\$ 1,889	199
12	31570 Eagle Rock Way, Laguna Beach, CA 92651	3/17/2025	\$ 2,195,000	\$2,075,000	\$ 120,000	5.5%	\$ 1,908	18
13	631 Cliff Drive Unit#A6, Laguna Beach, CA 92651	3/19/2025	\$ 2,999,000	\$3,000,888	\$ (1,888)	-0.1%	\$ 3,177	6
14	31112 Monterey Street, Laguna Beach, CA 92651	3/19/2025	\$ 4,000,000	\$3,850,000	\$ 150,000	3.8%	\$ 2,571	74
15	31532 Valido Road, Laguna Beach, CA 92651	3/20/2025	\$ 3,965,000	\$3,965,000	\$ -	0.0%	\$ 1,155	0
16	35 Carmel Ct, Laguna Beach, CA 92651	3/21/2025	\$ 1,300,000	\$1,200,000	\$ 100,000	7.7%	\$ 720	195
17	1744 Del Mar Avenue, Laguna Beach, CA 92651	3/21/2025	\$ 1,500,000	\$1,595,000	\$ (95,000)	-6.3%	\$ 1,173	0
18	543 Temple Hills Drive, Laguna Beach, CA 92651	3/21/2025	\$ 3,395,000	\$3,200,000	\$ 195,000	5.7%	\$ 1,030	42
19	791 Nyes Place, Laguna Beach, CA 92651	3/24/2025	\$ 5,795,000	\$5,557,000	\$ 238,000	4.1%	\$ 1,725	9
20	289 Chiquita Street, Laguna Beach, CA 92651	3/26/2025	\$ 1,900,000	\$1,873,000	\$ 27,000	1.4%	\$ 1,603	7
21	31387 Ceanothus Drive, Laguna Beach, CA 92651	3/26/2025	\$ 5,995,000	\$5,200,000	\$ 795,000	13.3%	\$ 1,733	210
22	1071 Baja, Laguna Beach, CA 92651	3/28/2025	\$ 3,295,000	\$3,050,000	\$ 245,000	7.4%	\$ 1,682	27
23	970 Baja Street, Laguna Beach, CA 92651	3/28/2025	\$ 3,995,000	\$3,545,000	\$ 450,000	11.3%	\$ 1,647	132
24	410 San Nicholas Court, Laguna Beach, CA 92651	3/28/2025	\$ 849,999	\$840,000	\$ 9,999	1.2%	\$ 633	19
25	936 Tia Juana St, Laguna Beach, CA 92651	3/31/2025	\$ 1,695,000	\$1,685,000	\$ 10,000	0.6%	\$ 1,317	49
26	544 Flora Street, Laguna Beach, CA 92651	3/31/2025	\$ 1,350,000	\$1,415,000	\$ (65,000)	-4.8%	\$ 2,289	1
27	3043 Mountain View Drive, Laguna Beach, CA 92651	3/31/2025	\$ 3,490,000	\$3,000,000	\$ 490,000	14.0%	\$ 1,187	53
28	21711 Wesley Drive Unit#C, Laguna Beach, CA 92651	3/31/2025	\$ 1,335,000	\$1,215,000	\$ 120,000	9.0%	\$ 1,518	22
29	21675 Ocean Vista Drive Unit#28, Laguna Beach, CA 92651	3/31/2025	\$ 2,795,000	\$2,650,000	\$ 145,000	5.2%	\$ 1,533	114
30	31423 S Coast Unit#36, Laguna Beach, CA 92651	3/31/2025	\$ 3,790,000	\$3,950,000	\$ (160,000)	-4.2%	\$ 3,434	82
31								
32	Not used in calculations		Median	\$ 2,995,000	\$ 145,000	5.5%	\$ 1,549	36

READERS. Never miss an issue or an updated chart. All LBREM issues - and the corresponding video - are available at LagunaGalleryRealEstate.com on the /Reports-Videos and /Charts pages.

Laguna Beach Real Estate Video | A Broker's Take on the January 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the February 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the March 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the April 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the May 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the June 2024 Market



Boyd Roberts
Your Laguna Beach Professional

Laguna Gallery Real Estate | Broker/Owner



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Sales Data

Active Median (As of 4/1/2025)	\$ 4,995,000	217 Listings
\$ Per Square Foot Median		\$ 1,929
Days On Market Median		57 Days
Pending Median (As of 4/1/2025)	\$ 2,795,000	32 Listings
\$ per Square Foot Median		\$ 1,476
Days On Market Median		39 Days
Sold March Median	\$ 2,995,000	30 Sales
\$ Per Square Foot Median		\$ 1,549
Days On Market Median		36 Days
Price Reduction Median	\$ 145,000	5.5 %
Sold March 3 Month Median	\$ 2,650,000	74 Sales
\$ Per Square Foot Median		\$ 1,372
Sold March 6 Month Median	\$ 2,995,000	137 Sales
Sold March 12 Month Median	\$ 3,000,000	289 Sales
\$ Per Square Foot Median		\$ 1,520
Days On Market Median		57 Days
Price Reduction Median	\$ 229,000	6.6 %
Sold 2024 Median	\$ 3,100,000	279 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 301,000
SPREAD INDICATOR (Active - Sold)		+ \$ 1,995,000
March Absorption (Sold to Active Ratio)		13 %
March Pending Absorption (Pending to Active Ratio)		14 %
March Closing Ratio (Pending to Sold)		136 %
March Supply (Listings/Rate of Sales)	7.2 Months	Balanced Market
March 3 Month Supply	8.7 Months	Buyer's Market
\$1,499,999 -	1.6 Months	Seller's Market
\$1,500,000 - \$1,999,999	3.5 Months	Seller's Market
\$2,000,000 - \$2,999,999	4.0 Months	Seller's Market
\$3,000,000 - \$4,999,999	8.3 Months	Buyer's Market
\$5,000,000 - \$9,999,999	24 Months	Buyer's Market
\$10,000,000 +	80 Months	Buyer's Market

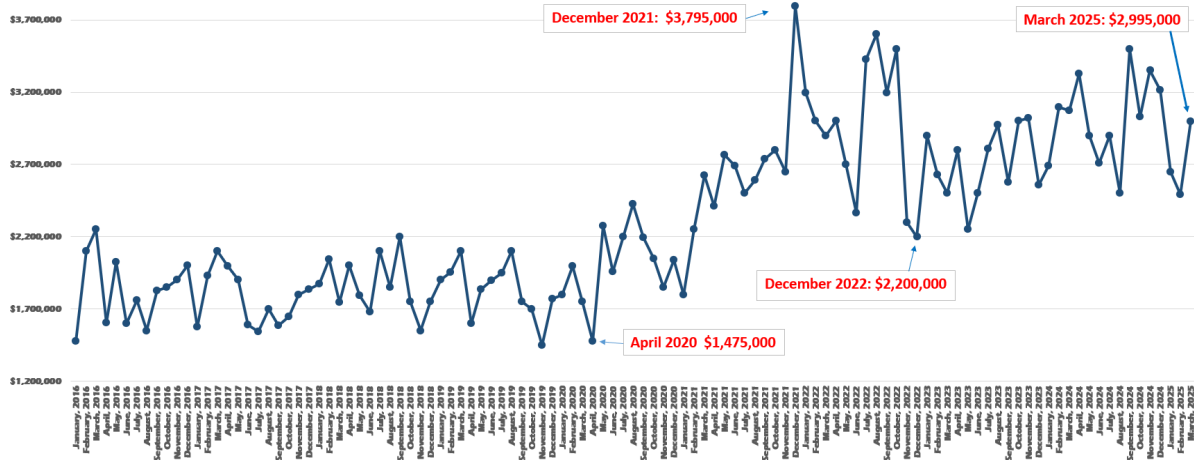
Balanced Market 5 to 7.9 Months

Price Forecasts

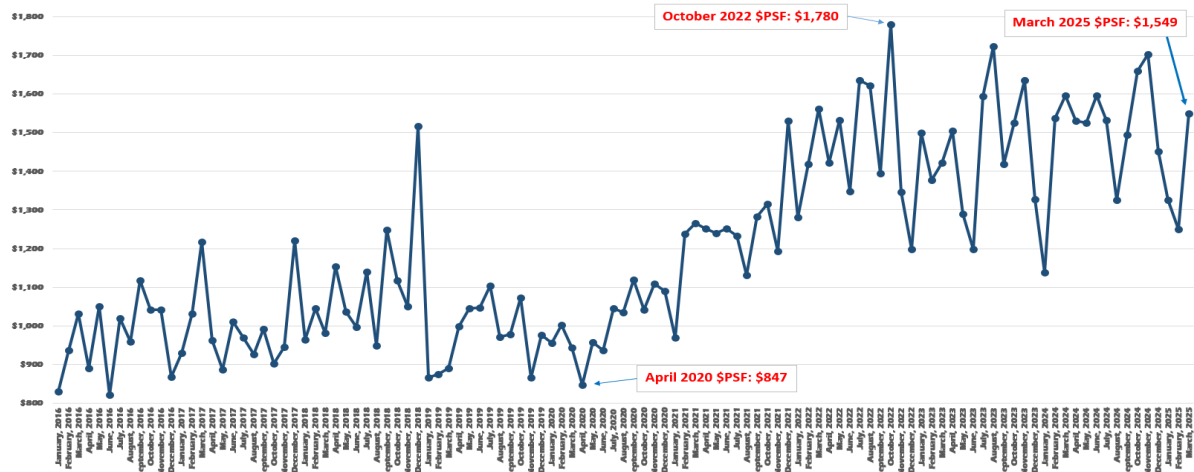
Short-Term PENDING INDICATOR Forecast For April	DOWN Signal
Short-Term SPREAD INDICATOR Forecast For April	UP Signal
Long-Term PRICE INDICATOR Forecast For 2025	NO Signal



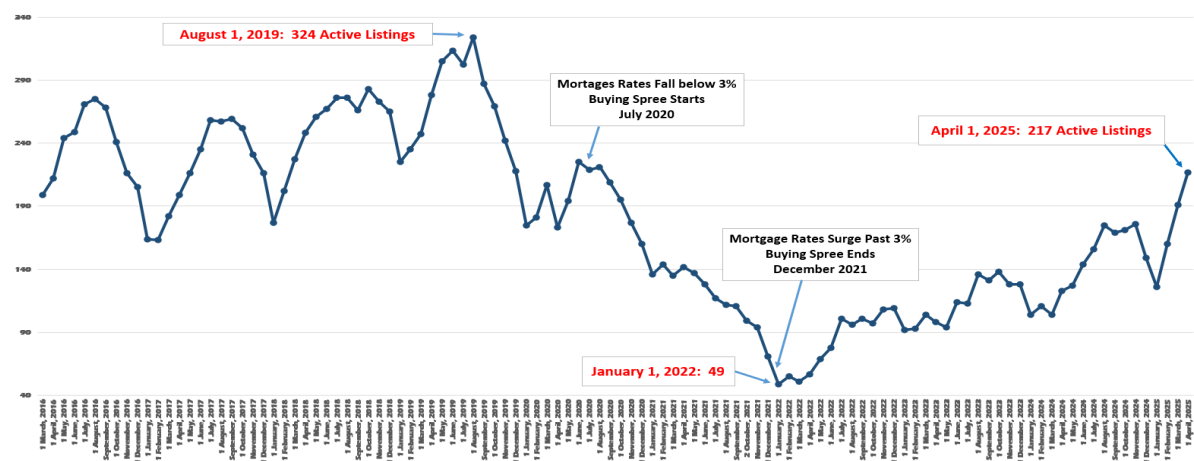
Laguna Beach Real Estate Sold Median | Monthly | 10 Year



Laguna Beach Real Estate Sold | \$ Per Square Foot Median | Monthly | 10 Year



Laguna Beach Real Estate Chart # of Active Listings | Monthly | 10 Year March 1, 2016 to Present



SOLD

SOLD

SOLD



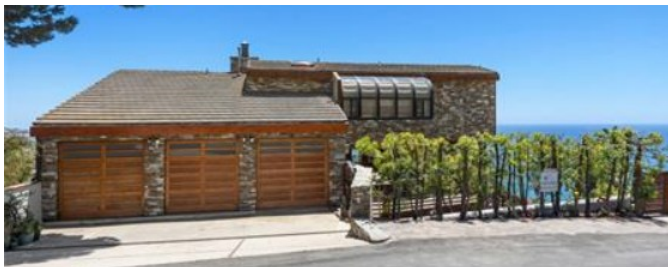
3 LAGUNITA DRIVE, LAGUNA BEACH | REPRESENTED BUYER AND SELLER | \$4,700,000



32171 PEPPERTREE BEND, SJC | \$4,150,000



23011 BARTOLOME, LMV | \$3,495,000



31451 ALTA LOMA, LAGUNA BEACH | \$3,900,000



26656 GALILEA #12, LMV | \$1,807,000



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