



# Laguna Beach Real Estate Magazine

April 2023 | [Edition #94]



**SOLD MEDIAN** \$2,800,000 + 300,000 | **\$ PER SQ FT** \$1,505 + 83 | **SUPPLY** 3.4 MONTHS - 1.0 | **CLOSING RATIO** 84% - 38

## Laguna Catching A Bid

**Seller's Market below \$10M | Buyer's Market Above \$10M**

As predicted, Laguna Beach real estate prices were up in April. The sold median rallied 300,000 to \$2,800,000. The sold dollars per square foot was up \$83 – finishing at \$1,505.

Active inventory remains low. On January 1 there were only 92 homes for sale in Laguna Beach. May 1, there were only 94.

Sellers are emboldened. The active median – May 1st – set an all-time high at \$4,750,000. Since February 1, the active median is up \$1,250,000. The active dollars per square foot posted its second highest print ever at \$1,983.

Demand is picking up. Pending Absorption measures open escrow activity as a percentage of active inventory. January 1 Pending Absorption printed at 14%. May 1, it was 38%: a stunning 171% rise.

The April supply of homes was 3.4 months: a strong seller's market.

The high end is lagging. Under \$10,000,000 the supply is 3.6 months. Over \$10,000,000, the supply – at 34 months – is an extreme buyer's market.

Prices, likely, will rise this month. Both the Pending Indicator and the Spread Indicator

Continued page 2

## This Issue:

- ⇒ My Take . . . . . P 1
- ⇒ Closing Detail. . . . . P 2
- ⇒ Sales Data . . . . . P 3
- ⇒ Price Forecasts. . . . . P 3
- ⇒ Price Charts . . . . . P 5
- ⇒ Supply Charts. . . . . P 7
- ⇒ Pending Absorption . P 8
- ⇒ Inventory Chart . . . . . P 8
- ⇒ Monthly \$PSF Chart. . P 9
- ⇒ Simone Davis . . . . . P 10



Laguna Beach Real Estate Magazine

Established February 2016

**Publisher Boyd Roberts**

CA Broker's License 01354788

Copyright 2023 | All Rights Reserved

All Issues, Videos, and Charts:

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

Laguna Gallery Real Estate | Boyd Roberts | DRE 01438788

949-463-9152

## April 2023 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	520 Cliff Drive Unit#202, Laguna Beach, CA 92651	4/1/2023	\$ 1,900,000	\$ 1,900,000	\$ -	0.0%	\$ 1,461	0
2	28892 Top Of The World, Laguna Beach, CA 92651	4/5/2023	\$ 1,999,000	\$ 1,600,000	\$ 399,000	20.0%	\$ 896	126
3	31711 Mar Vista Avenue, Laguna Beach, CA 92651	4/5/2023	\$ 3,495,000	\$ 2,686,125	\$ 808,875	23.1%	\$ 1,041	310
4	747 Bayview Place, Laguna Beach, CA 92651	4/10/2023	\$ 8,250,000	\$ 7,550,000	\$ 700,000	8.5%	\$ 2,157	5
5	24 S La Senda Drive, Laguna Beach, CA 92651	4/10/2023	\$17,500,000	\$14,000,000	\$ 3,500,000	20.0%	\$ 2,780	188
6	1648 Louise Street, Laguna Beach, CA 92651	4/11/2023	\$ 3,300,000	\$ 3,300,000	\$ -	0.0%	\$ 2,693	0
7	25 Blue Lagoon, Laguna Beach, CA 92651	4/13/2023	\$ 2,200,000	\$ 2,180,000	\$ 20,000	0.9%	\$ 1,282	2
8	922 Acapulco Street, Laguna Beach, CA 92651	4/13/2023	\$ 2,388,888	\$ 2,062,500	\$ 326,388	13.7%	\$ 1,066	172
9	314 San Nicholas Court, Laguna Beach, CA 92651	4/14/2023	\$ 798,000	\$ 800,000	\$ (2,000)	-0.3%	\$ 578	40
10	865 Fen Way, Laguna Beach, CA 92651	4/14/2023	\$ 3,495,000	\$ 3,410,000	\$ 85,000	2.4%	\$ 1,665	6
11	324 Emerald Bay, Laguna Beach, CA 92651	4/14/2023	\$10,200,000	\$ 9,000,000	\$ 1,200,000	11.8%	\$ 2,314	43
12	1210 Anacapa Way, Laguna Beach, CA 92651	4/17/2023	\$ 2,997,000	\$ 2,800,000	\$ 197,000	6.6%	\$ 1,505	50
13	908 Quivera St, Laguna Beach, CA 92651	4/19/2023	\$ 4,050,000	\$ 4,050,000	\$ -	0.0%	\$ 1,111	0
14	580 Seaview St, Laguna Beach, CA 92651	4/19/2023	\$ 3,300,000	\$ 3,000,000	\$ 300,000	9.1%	\$ 1,948	0
15	531 Allview, Laguna Beach, CA 92651	4/20/2023	\$ 2,650,000	\$ 2,201,000	\$ 449,000	16.9%	\$ 829	140
16	456 Bent, Laguna Beach, CA 92651	4/21/2023	\$ 2,495,000	\$ 2,410,000	\$ 85,000	3.4%	\$ 1,801	17
17	183 Dumond Drive, Laguna Beach, CA 92651	4/21/2023	\$ 4,950,000	\$ 4,727,000	\$ 223,000	4.5%	\$ 1,821	79
18	31860 8th Avenue, Laguna Beach, CA 92651	4/21/2023	\$ 1,799,000	\$ 1,700,000	\$ 99,000	5.5%	\$ 2,125	103
19	21712 Wesley Drive Unit#8, Laguna Beach, CA 92651	4/24/2023	\$ 1,795,000	\$ 1,750,000	\$ 45,000	2.5%	\$ 1,448	73
20	518 San Nicholas Court, Laguna Beach, CA 92651	4/24/2023	\$ 800,000	\$ 730,000	\$ 70,000	8.8%	\$ 539	117
21	1165 Gaviota Drive, Laguna Beach, CA 92651	4/24/2023	\$17,900,000	\$14,600,000	\$ 3,300,000	18.4%	\$ 3,404	187
22	438 Holly Street, Laguna Beach, CA 92651	4/25/2023	\$ 3,299,000	\$ 2,900,000	\$ 399,000	12.1%	\$ 2,416	20
23	31582 West Street, Laguna Beach, CA 92651	4/26/2023	\$ 3,750,000	\$ 4,500,000	\$ (750,000)	-20.0%	\$ 2,150	2
24	521 Emerald Bay, Laguna Beach, CA 92651	4/26/2023	\$ 7,395,000	\$ 6,900,000	\$ 495,000	6.7%	\$ 2,701	60
25	416 Legion, Laguna Beach, CA 92651	4/27/2023	\$ 4,200,000	\$ 3,900,000	\$ 300,000	7.1%	\$ 1,147	46
26	116 Blue Lagoon, Laguna Beach, CA 92651	4/27/2023	\$ 2,499,000	\$ 2,150,000	\$ 349,000	14.0%	\$ 1,378	41
27	21391 Stans Lane, Laguna Beach, CA 92651	4/28/2023	\$ 1,250,000	\$ 1,370,000	\$ (120,000)	-9.6%	\$ 827	9
28								
29	<b>Not used in calculations</b>		<b>Median</b>	<b>\$ 2,800,000</b>	<b>\$ 300,000</b>	<b>7.1%</b>	<b>\$ 1,505</b>	<b>50</b>

Continued from page 1

are forecasting higher prices for May. For the record there have been 25 Pending Indicator up signals since March 2016. 25 were correct. In the same time frame, there have been 15 Spread Indicator up signals. All of those were, also, correct.

If you like insightful data, consider using my services. I am an independent broker, have over 20 years of experience, have closed or supervised the closing of over 800 real estate and mortgage transactions, and am a long time Laguna Beach resident.



# April 2023 Sales Data

<b>Active Median</b> (As of 5/1/2023)	<b>\$ 4,750,000</b>	<b>94 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,983</b>
<b>Pending Median</b> (As of 5/1/2023)	<b>\$ 3,175,000</b>	<b>36 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,318</b>
<b>Sold Median April 2023</b>	<b>\$ 2,800,000</b>	<b>27 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 300,000</b>	<b>7.1 %</b>
<b>Days on Market</b>		<b>50 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,505</b>
<b>Sold 3 Month Median</b>	<b>\$ 2,650,000</b>	<b>61 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,461</b>
<b>Sold 6 Month Median</b>	<b>\$ 2,686,125</b>	<b>105 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 2,900,000</b>	<b>257 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 185,000</b>	<b>5.7 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,533</b>
<b>Sold 2022 Median</b>	<b>\$ 3,000,000</b>	<b>322 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>+ \$ 375,000</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$1,950,000</b>
<b>April Absorption (Sold to Active Ratio)</b>		<b>29 %</b>
<b>April Pending Absorption (Pending to Active Ratio)</b>		<b>38 %</b>
<b>April Closing Ratio (Pending to Sold)</b>		<b>84%</b>
<b>April Supply</b>	<b>3.4 Months</b>	<b>Seller's Market</b>
<b>April 3 Month Supply</b>	<b>4.5 Months</b>	<b>Seller's Market</b>
<b>\$1,499,999 -</b>	<b>1.0 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>2.5 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>3.5 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>4.0 Months</b>	<b>Seller's Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>6.6 Months</b>	<b>Balanced Market</b>
<b>\$10,000,000 +</b>	<b>34 Months</b>	<b>Buyer's Market</b>

Balanced Market 5 to 7.9 Months

## Price Forecasts

<b>Short-Term PENDING INDICATOR Forecast for May</b>	<b>Up Signal</b>
<b>Short-Term SPREAD INDICATOR Forecast for May</b>	<b>Up Signal</b>
<b>Long-Term PRICE INDICATOR Forecast for 2023</b>	<b>No Signal</b>

# 3 Lagunita Drive

\$4,950,000



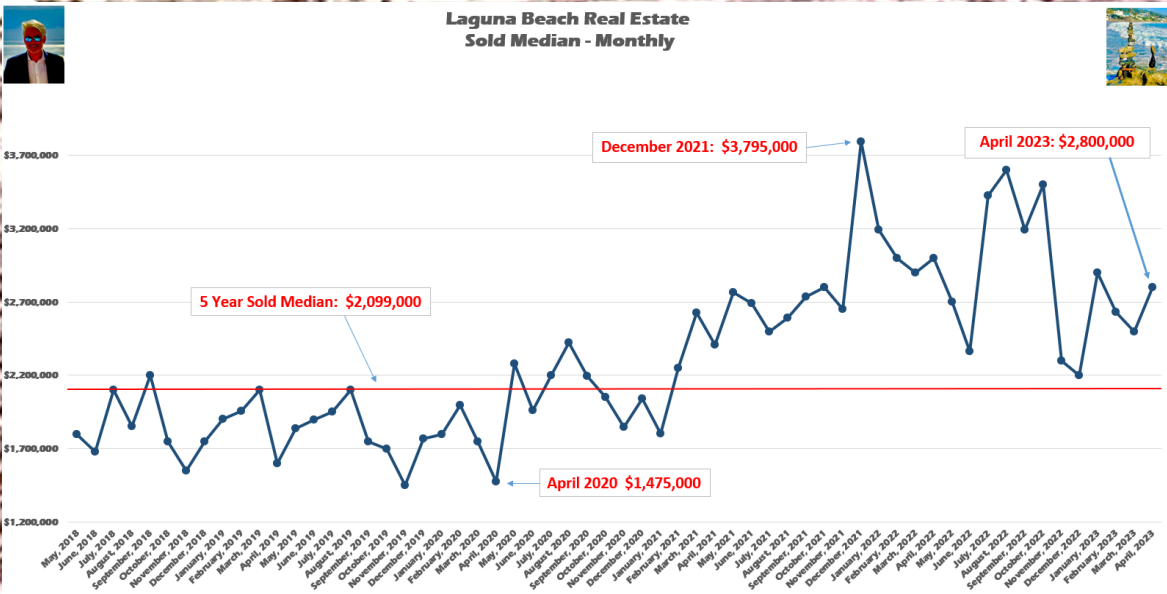
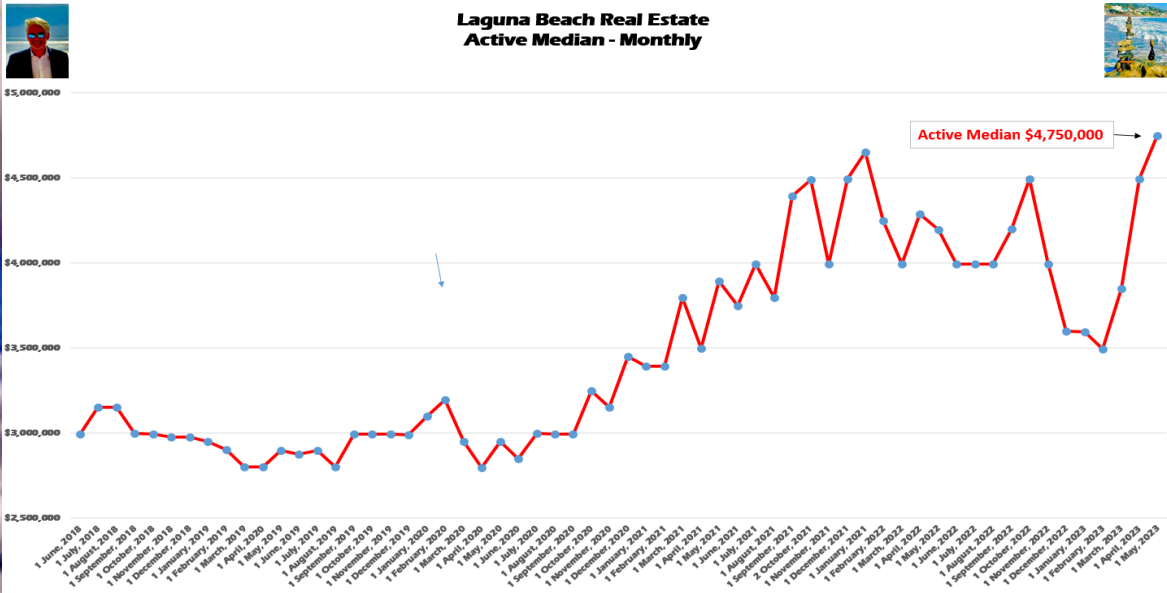
## Your Slice of Coastal Paradise

**LAGUNITA | LAGUNA BEACH** Expansive Ocean Views - Private Gated Community - Tranquil Location Away from PCH - Steps from White Sands of Victoria Beach - 2,054 square foot featuring 3 bedrooms, 3 bathrooms (2 Ensuite) - 6,480 Square Foot Street-to-Street Lot - Two Car Garage Access off Nyes Place - Updated, Open Great Room Floorplan Perfect for Indoor-Outdoor Entertaining - Large Ocean-View Patio and Two Semi-Private Patios - Wet Bar with Built-in Wine Refrigerator - Near Iconic Victoria Beach Pirate Tower, Drake, and World Renowned Montage Resort.



**Boyd Roberts | Laguna Gallery Real Estate**

**949-463-9152 | DRE 01354788**



# SOLD



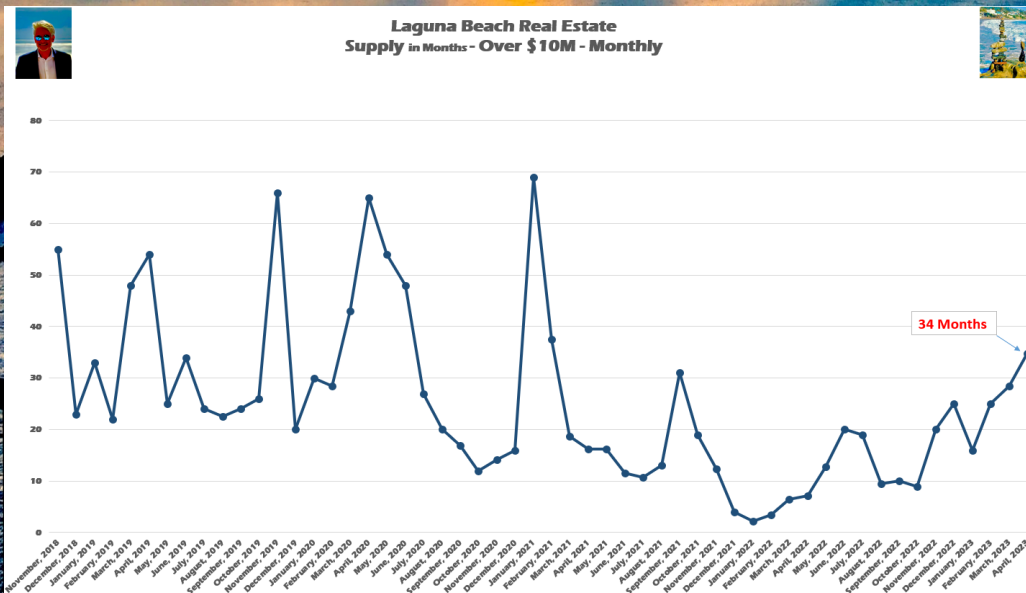
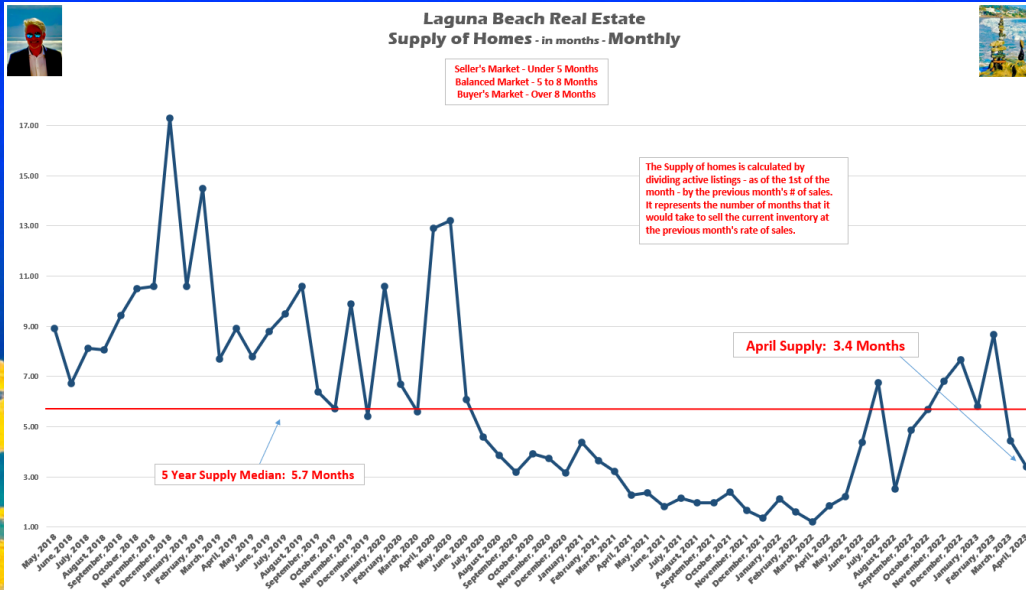
## 4% Listing

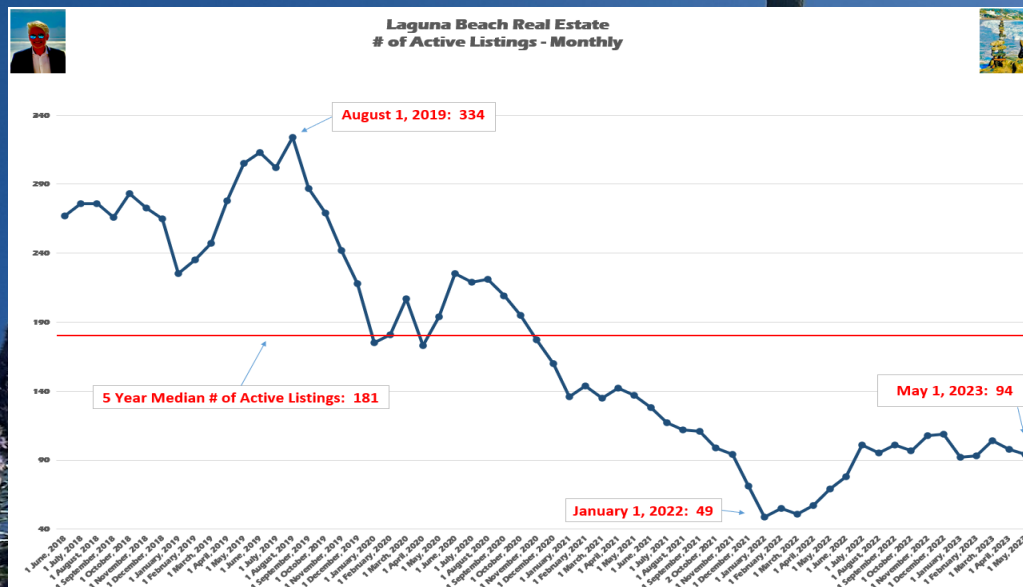
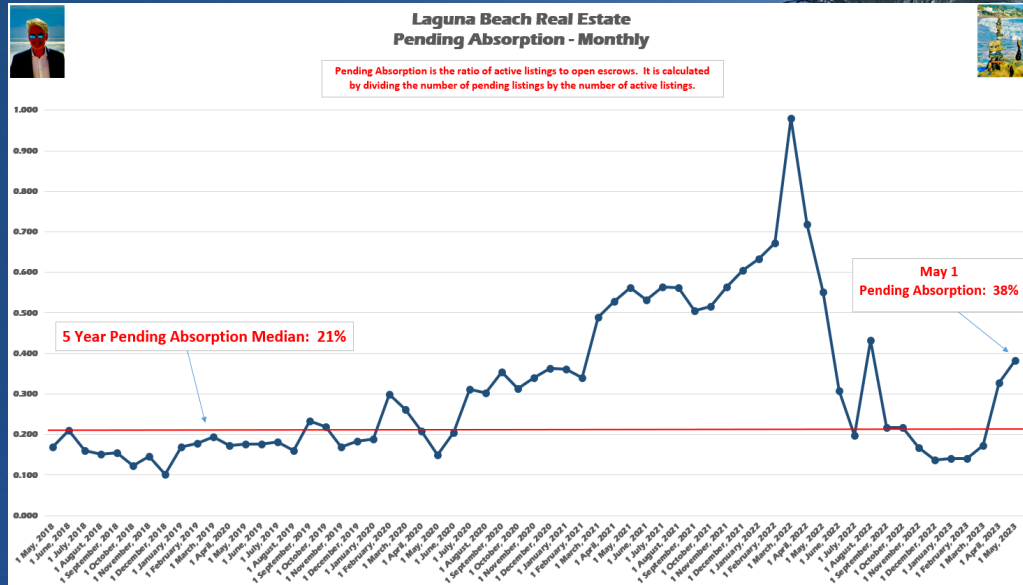
- ◆ 2.5% Paid to Buyers Agent
- ◆ Full Service | Open Houses
- ◆ Call **949-463-9152**

**Longtime Laguna Beach Resident**

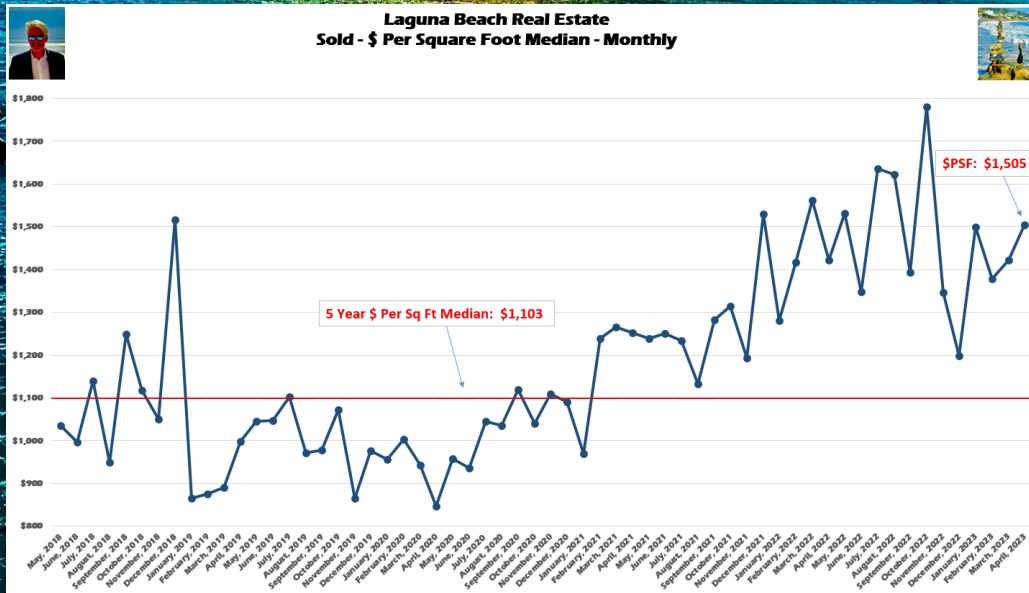
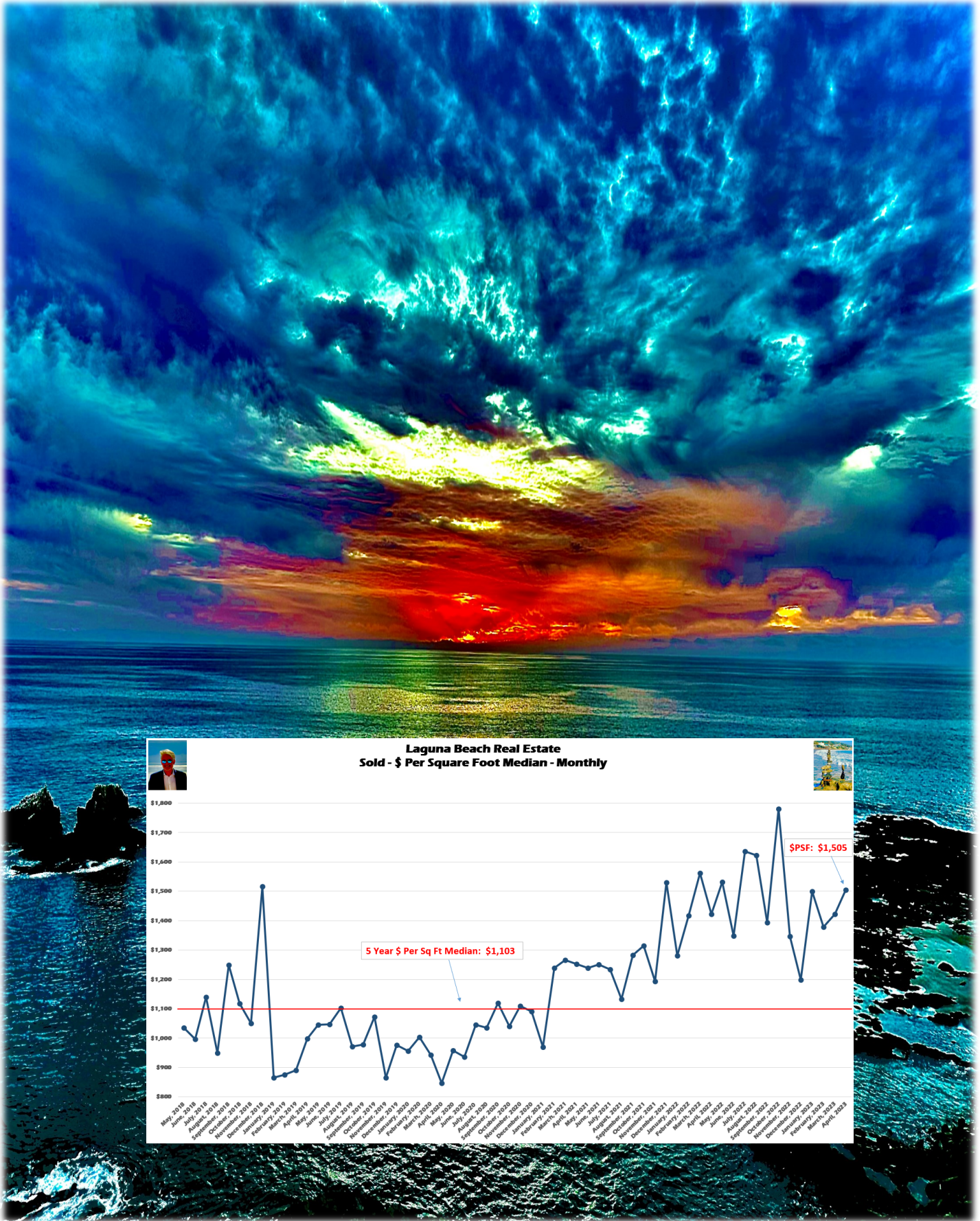
**Laguna Beach Expert | BA Economics**

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](http://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