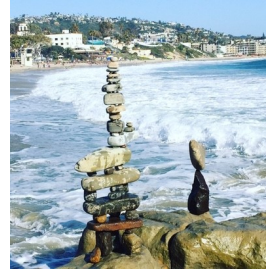


Laguna Beach Real Estate Magazine

November 2020 | [Edition #65]



SOLD MEDIAN \$1,849,000 - 200,500 | **\$ PER SQ FT** \$1,109 + 68 | **SUPPLY** 3.7 MONTHS - .2 | **30-YEAR JUMBO** 3.25% + .14

Laguna Poised to Rally

Two Short-Term Indicators Point Up | Time to List

The Laguna Beach sold median declined \$200,500 in November, settling at \$1,849,000. That is down \$576,000 from the August high and up \$374,000 from the April low. What a year. Chart on page 4.

I cannot say enough about the paucity of active listings. As of December 1st, the number of active listings registered at 160, the lowest print I have documented in my nearly 5 years of tracking Laguna Beach real estate prices. The chart on page 5 says it all.

Laguna Beach dollars per square foot is edging up. The 3 month - at \$1,082 - was the third highest print ever. Chart on page 6.

The spread between the active median and the sold median has widened to the highest level - \$1,601,000 - that I have ever documented. Going back and looking at the data, I discovered that when the spread exceeds \$1,300,000 there is a 91%

probability that the sold median will be up the following month. Conversely, when the spread is less than \$800,000 there is a 91% probability that the following month's sold median will decline. Yes, this is a new indicator. Yes, I am forecasting higher prices for December. Be sure to check out the chart on page 4.

Separately, my short-term pending indicator - which tracks the difference between pending and sold prices - is also forecasting higher prices for December with a 95% probability.

Also notable for November, the supply of homes - at 3.7 months - is the second lowest level that I have ever documented. Chart on page 6. The supply of homes under \$1,500,000 - at .97 months was particularly strong. All segment charts on page 7.

Call 949-463-9152 to list.



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Laguna Beach Real Estate

November Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
1	1072 Santa Ana Street, Laguna	11/2/2020	\$ 1,895,000	\$ 1,845,000	\$ 50,000	2.6%	\$ 1,025	79
2	21701 Wesley Drive Unit#C, La	11/2/2020	\$ 749,900	\$ 724,000	\$ 25,900	3.5%	\$ 905	97
3	31303 Monterey Street, Laguna	11/3/2020	\$ 3,595,000	\$ 3,245,000	\$ 350,000	9.7%	\$ 1,046	91
4	21572 Treetop Lane, Laguna B	11/3/2020	\$ 1,450,000	\$ 1,200,000	\$ 250,000	17.2%	\$ 573	205
5	369 Agate Street, Laguna Beac	11/4/2020	\$ 3,395,000	\$ 3,200,000	\$ 195,000	5.7%	\$ 1,222	30
6	416 Mountain Road, Laguna Be	11/4/2020	\$ 4,095,000	\$ 3,850,000	\$ 245,000	6.0%	\$ 1,836	90
7	917 Summit Way, Laguna Beac	11/4/2020	\$ 2,499,000	\$ 2,169,000	\$ 330,000	13.2%	\$ 1,107	107
8	22271 3rd Avenue, Laguna Bea	11/5/2020	\$ 1,975,000	\$ 1,780,000	\$ 195,000	9.9%	\$ 1,599	25
9	484 Cliff Drive Unit#8, Laguna	11/5/2020	\$ 1,489,000	\$ 1,400,000	\$ 89,000	6.0%	\$ 1,232	77
10	1165 Keller Way, Laguna Beac	11/5/2020	\$ 1,699,900	\$ 1,400,000	\$ 299,900	17.6%	\$ 643	106
11	2173 Ocean Way, Laguna Beac	11/6/2020	\$ 9,800,000	\$ 9,500,000	\$ 300,000	3.1%	\$ 4,025	102
12	541 Alta Vista Way, Laguna Be	11/9/2020	\$ 3,400,000	\$ 3,250,000	\$ 150,000	4.4%	\$ 1,298	13
13	703 Gainsborough Place, Lagun	11/9/2020	\$ 3,399,000	\$ 3,250,000	\$ 149,000	4.4%	\$ 944	22
14	533 Temple Hills Drive, Lagun	11/9/2020	\$ 3,495,000	\$ 3,200,000	\$ 295,000	8.4%	\$ 854	94
15	772 Cress Street, Laguna Beac	11/9/2020	\$ 2,285,000	\$ 2,250,000	\$ 35,000	1.5%	\$ 550	163
16	222 Santa Rosa Court, Laguna	11/10/2020	\$ 695,000	\$ 700,000	\$ (5,000)	-0.7%	\$ 459	2
17	151 Myrtle Street Unit#7, Lagu	11/10/2020	\$ 1,525,000	\$ 1,487,500	\$ 37,500	2.5%	\$ 1,589	13
18	442 Cypress Drive Unit#5, Lag	11/10/2020	\$ 1,495,000	\$ 1,369,000	\$ 126,000	8.4%	\$ 952	162
19	376 Diamond Street, Laguna Be	11/10/2020	\$ 2,895,000	\$ 2,740,000	\$ 155,000	5.4%	\$ 1,660	178
20	328 Loma Ter, Laguna Beach, C	11/11/2020	\$ 1,550,000	\$ 1,360,000	\$ 190,000	12.3%	\$ 1,531	81
21	157 Chiquita Street, Laguna Be	11/13/2020	\$ 4,100,000	\$ 4,100,000	\$ -	0.0%	\$ 1,205	0
22	2615 Victoria Drive, Laguna Be	11/13/2020	\$ 6,695,000	\$ 5,100,000	\$ 1,595,000	23.8%	\$ 1,653	63
23	1844 Upper Rim Rock Road, La	11/13/2020	\$ 1,999,000	\$ 1,870,000	\$ 129,000	6.5%	\$ 707	71
24	950 Hillcrest Drive, Laguna Be	11/13/2020	\$ 2,950,000	\$ 2,330,000	\$ 620,000	21.0%	\$ 1,109	82
25	346 Y Place, Laguna Beach, CA	11/16/2020	\$ 2,450,000	\$ 2,100,000	\$ 350,000	14.3%	\$ 840	248
26	1209 Emerald Bay, Laguna Bea	11/17/2020	\$ 7,200,000	\$ 6,775,000	\$ 425,000	5.9%	\$ 1,878	0
27	2565 Kilo Way, Laguna Beach,	11/17/2020	\$ 1,699,000	\$ 1,485,000	\$ 214,000	12.6%	\$ 886	350
28	233 Calliope Street Unit#4, Lag	11/18/2020	\$ 1,295,000	\$ 1,338,000	\$ (43,000)	-3.3%	\$ 850	25
29	2925 Chillon Way, Laguna Beac	11/18/2020	\$ 1,959,000	\$ 1,930,000	\$ 29,000	1.5%	\$ 1,161	37
30	507 Canyon Acres Drive, Lagu	11/18/2020	\$ 1,395,000	\$ 1,335,000	\$ 60,000	4.3%	\$ 855	239
31	31755 Coast Highway Unit#512	11/18/2020	\$ 1,525,000	\$ 1,475,000	\$ 50,000	3.3%	\$ 1,136	340
32	1950 Del Mar Avenue, Laguna	11/19/2020	\$ 1,050,000	\$ 1,007,000	\$ 43,000	4.1%	\$ 736	2
33	1196 La Mirada Street, Laguna	11/19/2020	\$ 1,490,000	\$ 1,420,000	\$ 70,000	4.7%	\$ 866	16
34	31151 Brooks Street, Laguna E	11/20/2020	\$ 1,650,000	\$ 1,650,000	\$ -	0.0%	\$ 1,964	6
35	1086 Glenneyre Street, Laguna	11/20/2020	\$ 1,589,000	\$ 1,100,000	\$ 489,000	30.8%	\$ 1,692	569
36	2622 Victoria Drive, Laguna Be	11/23/2020	\$ 1,825,000	\$ 1,970,794	\$ (145,794)	-8.0%	\$ 1,642	1
37	1585 S Coast Unit#47, Laguna	11/23/2020	\$ 2,395,000	\$ 1,849,000	\$ 546,000	22.8%	\$ 1,600	223
38	475 El Bosque, Laguna Beach,	11/24/2020	\$ 1,995,000	\$ 1,995,000	\$ -	0.0%	\$ 1,896	3
39	13 Lagunita Drive, Laguna Bea	11/24/2020	\$ 15,500,000	\$ 13,775,000	\$ 1,725,000	11.1%	\$ 2,098	27
40	840 La Mirada Street, Laguna I	11/25/2020	\$ 1,450,000	\$ 1,250,000	\$ 200,000	13.8%	\$ 750	118
41	2618 Queda Way, Laguna Beac	11/30/2020	\$ 1,999,990	\$ 1,600,000	\$ 399,990	20.0%	\$ 1,333	15
42	947 Acapulco Street, Laguna B	11/30/2020	\$ 1,999,999	\$ 1,950,000	\$ 49,999	2.5%	\$ 905	51
43	32035 Virginia, Laguna Beach,	11/30/2020	\$ 1,695,000	\$ 1,453,000	\$ 242,000	14.3%	\$ 1,047	102
44								
45	Not used in calculations		Median	\$ 1,849,000	\$ 195,000	6.5%	\$ 1,109	90

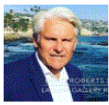
November 2020 Sales Data

Active Median (As of 12/1/2020)	\$ 3,450,000	160 Listings
Days on Market (DOM) Median		85 Days
\$ per Square Foot Median		\$ 1,344
Pending Median (As of 12/1/2020)	\$ 2,100,000	58 Listings
DOM Median		42 Days
\$ per Square Foot Median		\$ 1,143
Sold Median November 2020	\$ 1,849,000	43 Sales
Price Reduction Median	\$ 195,000	6.5 %
DOM Median		90 Days
\$ Per Square Foot Median		\$ 1,109
Sold 3 Month Median (9/1/2020 - 11/30/2020)	\$ 1,995,000	149 Sales
\$ Per Square Foot Median		\$ 1,082
Sold 6 Month Median (6/1/2020 - 11/30/2020)	\$ 2,100,000	288 Sales
Sold 12 Month Median (12/1/2019 - 11/30/2020)	\$ 2,000,000	432 Sales
Price Reduction Median	\$ 149,000	6.6 %
DOM Median		75 Days
\$ Per Square Foot Median		\$ 1,027
Sold 2019 Median	\$ 1,895,000	383 Sales
Sold YTD Median (thru 11/30/2020)	\$ 2,000,000	400 Sales
The Spread (Active - Sold)	Record	+\$ 1,601,000
The Pending Indicator (Pending - Sold)		+\$ 251,000
November Supply	3.72 Months	Seller's Mkt
November Adjusted Supply (7/1/2020 - 9/30/2020)	3.2 Months	Seller's Mkt
\$1,499,999 -	.97 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	1.9 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	2.8 Months	Seller's Mkt
\$3,000,000 - \$4,999,999	6.8 Months	Balanced Mkt
\$5,000,000 - \$9,999,999	5.5 Months	Seller's Mkt
\$10,000,000 +	14 Months	Buyer's Mkt

Balanced Market 5 to 7.9 Months

Current Price Projections

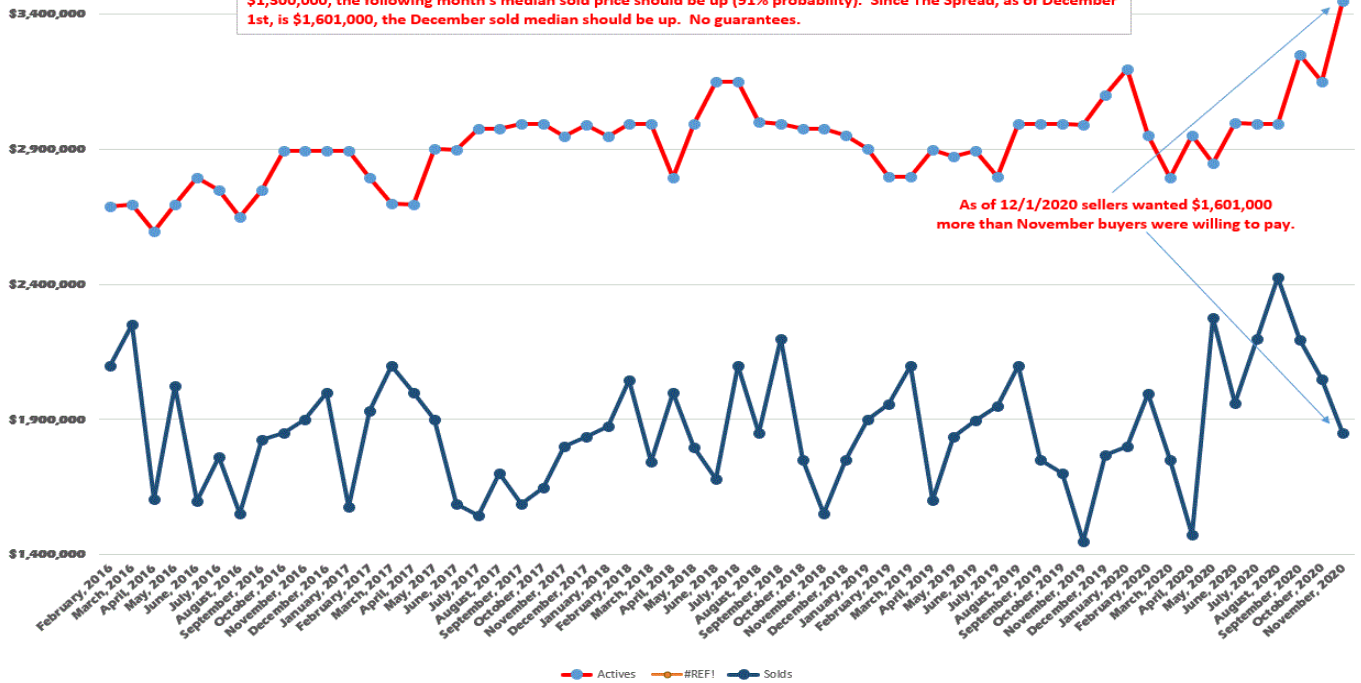
Short-Term Pending Indicator Projection (As of 12/1/2020)	Up New
Short-Term Spread Indicator Projection (As of 12/1/2020)	Up New
Long-Term Price Indicator (As of 11/1/2020) Projection for 2020	Up
Long-Term Price Indicator (As of 11/1/2020) Projection for 2021	Up



Laguna Beach Real Estate Chart
The Spread: Active v Sold - Median Monthly



The Spread is the active median minus the sold median. The Short Term Spread Indicator: if The Spread is less than \$800,000, the following month's median sold price should be down (91% probability). If The Spread is greater than \$1,300,000, the following month's median sold price should be up (91% probability). Since The Spread, as of December 1st, is \$1,601,000, the December sold median should be up. No guarantees.



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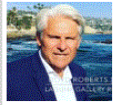


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- ◇ View Restoration Consulting
- ◇ Full Service | Open Houses
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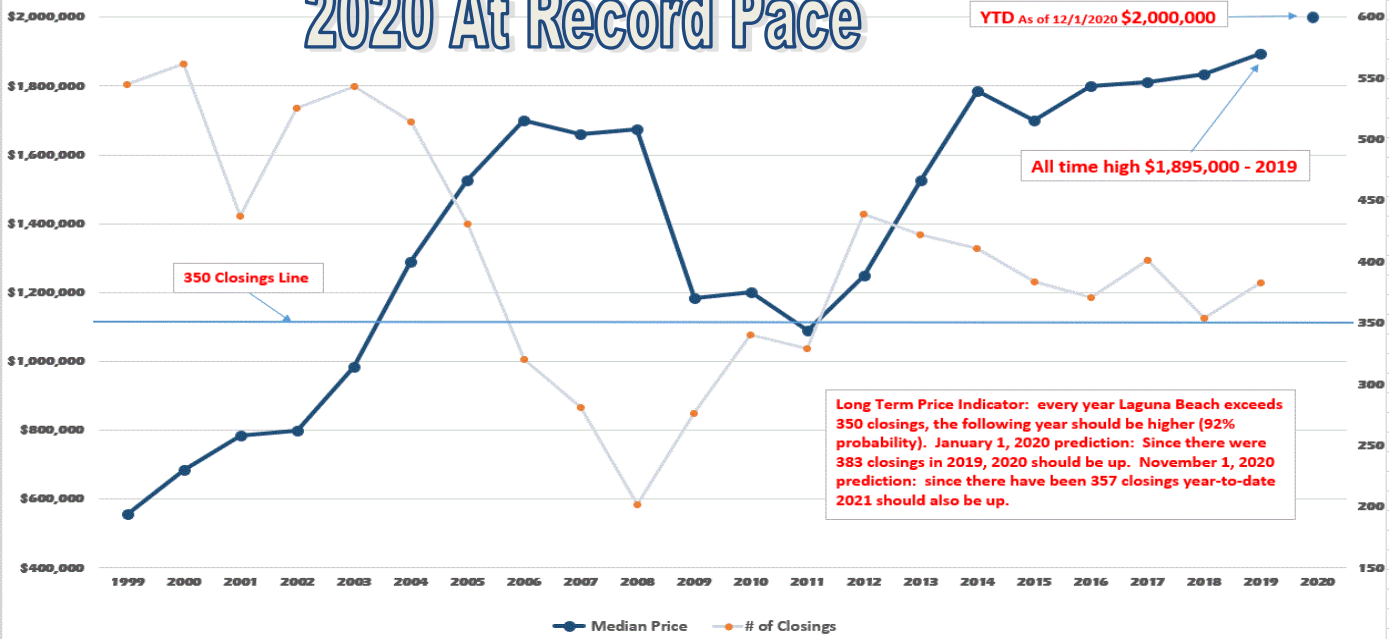
Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.



Laguna Beach Real Estate Chart
Sold Median Yearly | Number of Closings
Long Term Price Indicator

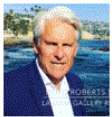


2020 At Record Pace



350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015. The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down. Why? Lagunans sell when they think the price is high enough. When it is not, they withdrawal from the market.

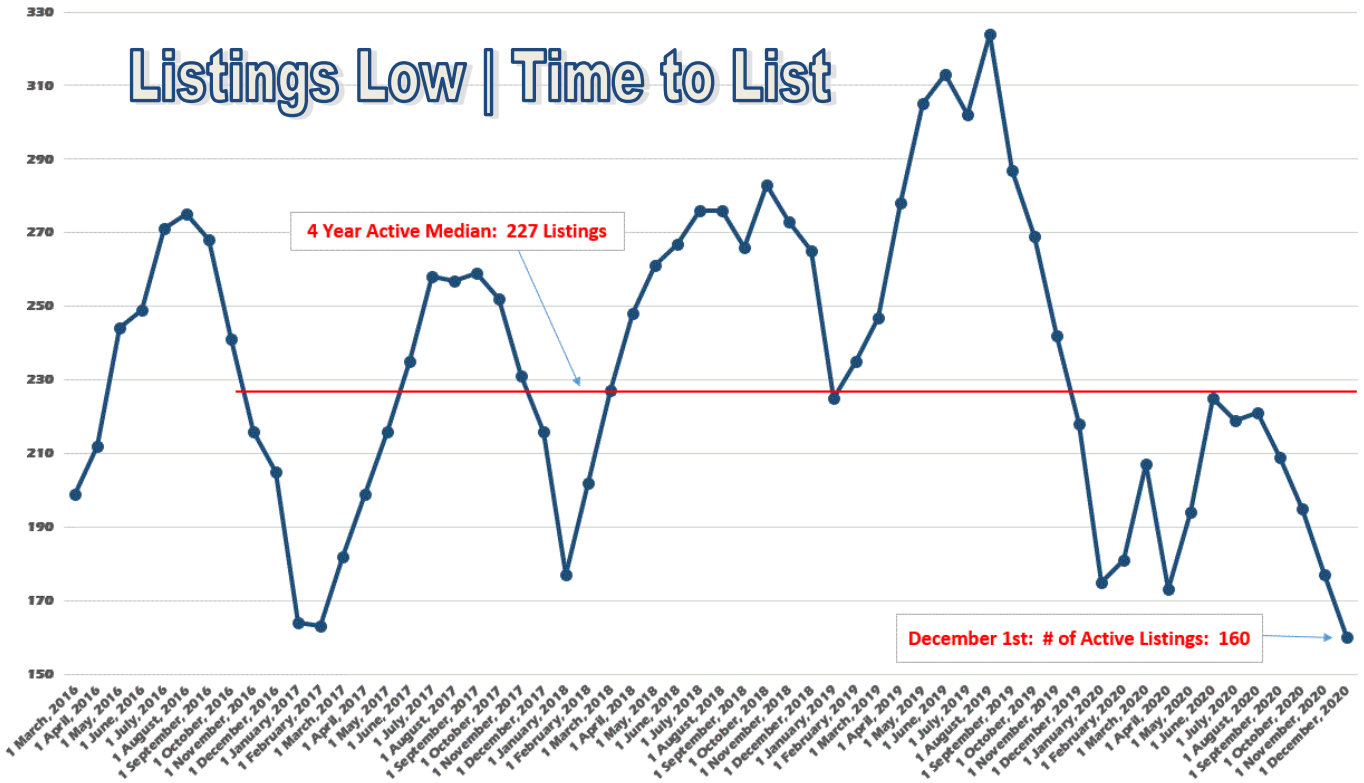
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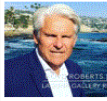
Laguna Beach Real Estate Chart
of Active Listings - Monthly



Listings Low | Time to List



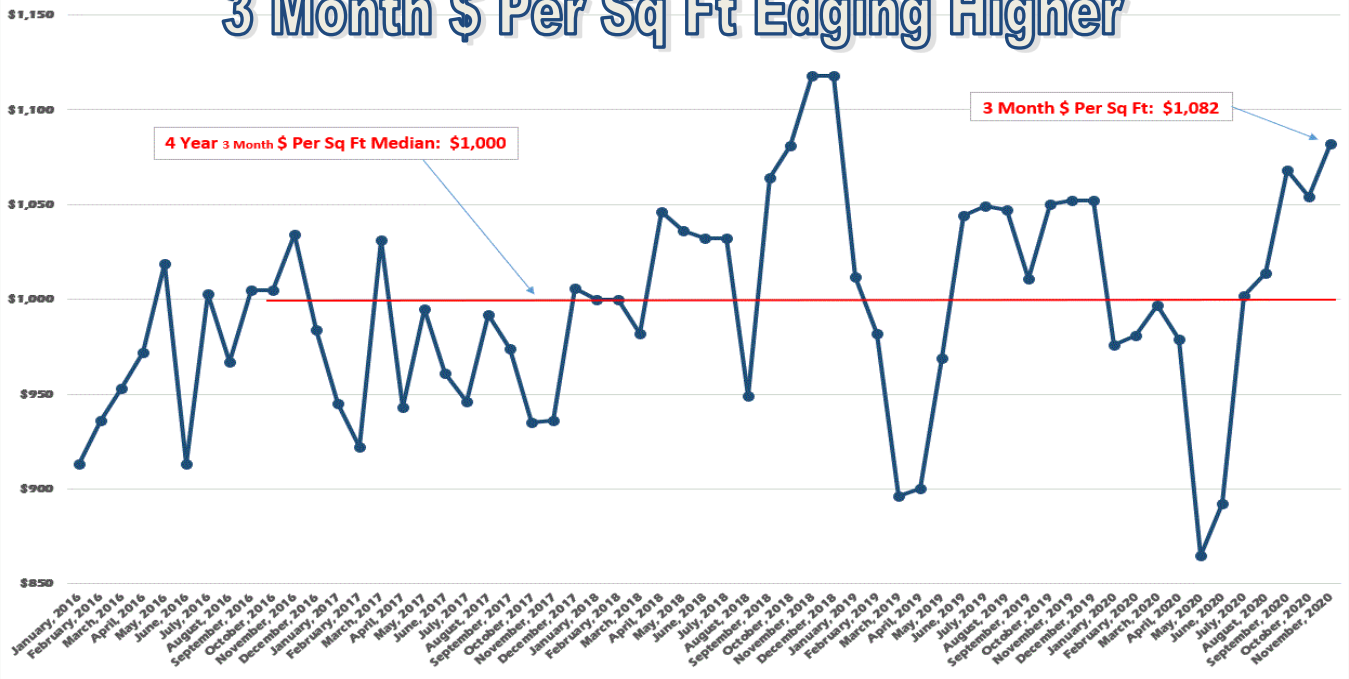
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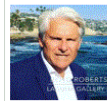
Laguna Beach Real Estate Chart
Sold - \$ Per Sq Ft - 3 Month Median - Monthly



3 Month \$ Per Sq Ft Edging Higher



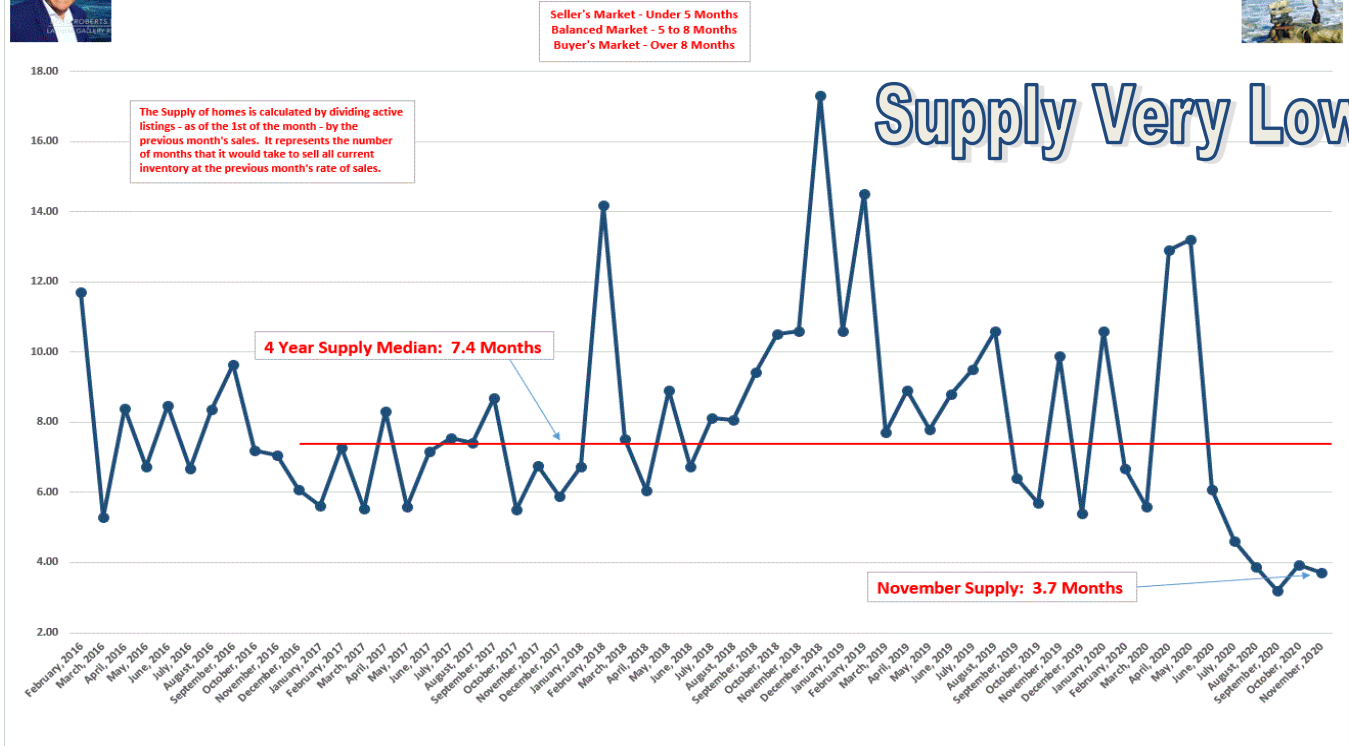
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Laguna Beach Real Estate Chart
Supply of Homes in months - Monthly



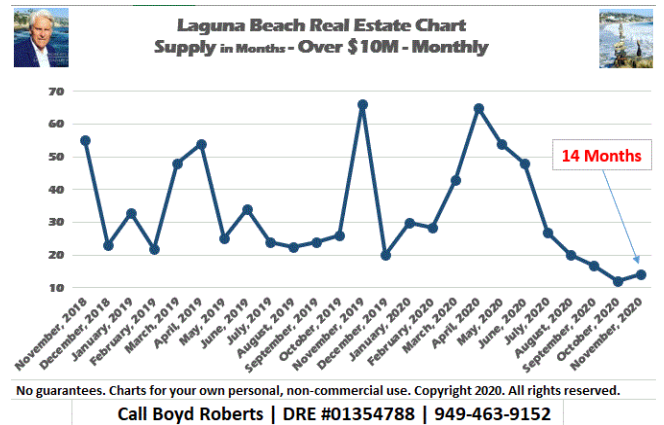
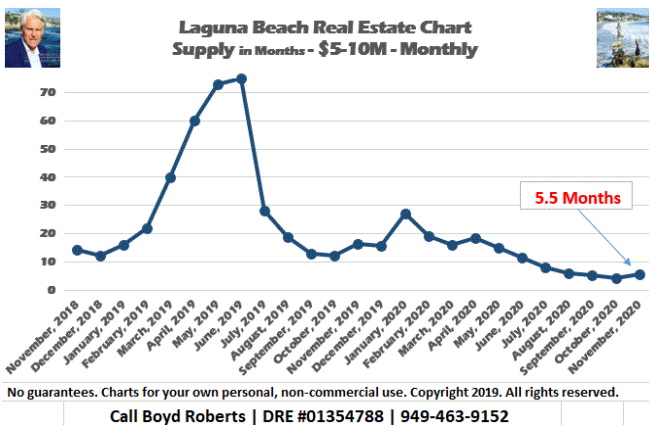
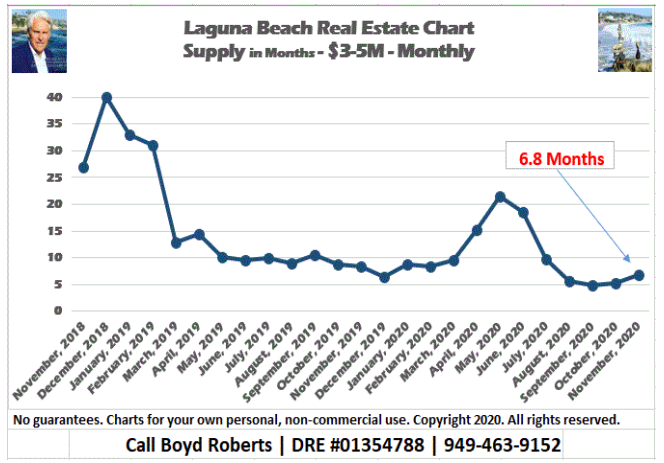
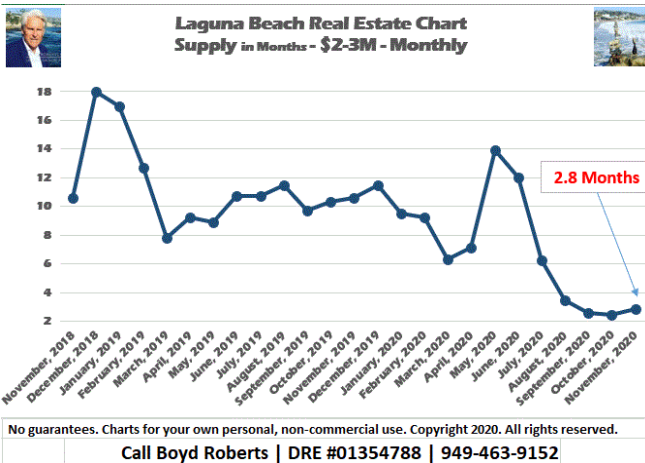
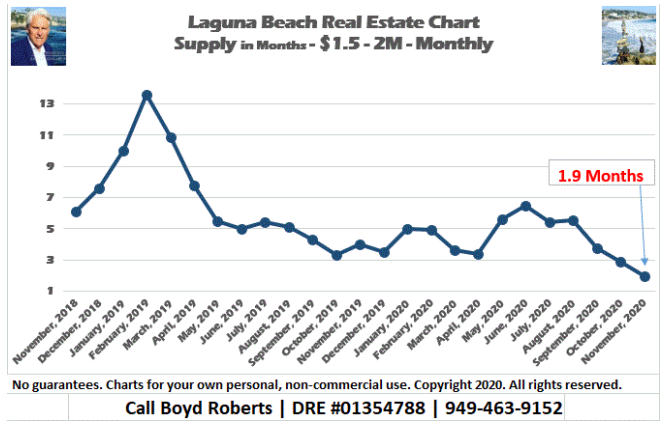
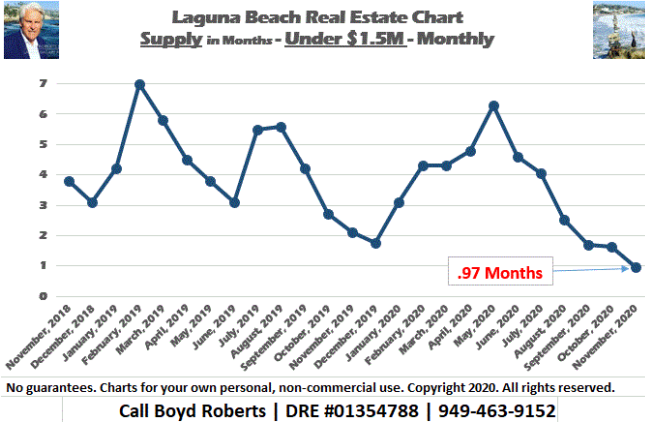
Supply Very Low



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Market Segment Supply Charts



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