



Laguna Beach

Real Estate Magazine

March 2025 | Edition #114



SOLD MEDIAN \$2,494,000 - 156,000 | **\$ PER SQ FT** \$1,250 - 75 | **SUPPLY** 8.3 MONTHS + .7 | **DOM** 109 DAYS + 41

Laguna Declines \$1,006,000

Inventory & DOM at 4 Year High | Escrow Activity Anemic

I am not bearish. But here are the facts.

On low volume – just 23 closed sales - the Laguna Beach sold median declined again in February. Laguna's wealth metric – down \$1,006,000 since September – declined \$156,000 in February finishing at \$2,494,000. The monthly sold dollars per square foot fell \$75 to \$1,250. Days on market printed 109 days – the second highest level since the COVID Shutdown.

As of the first of the month, inventory and escrow trends were also of concern. The number of active listings – at 191 – rose to its highest level since October 2020. The number of open escrows – at 22 – was at its lowest level in 17 months. Escrow activity as a percentage of active inventory, what I call Pending Absorption, came in at its second lowest point in the nine years I have been tabulating the data: just 11.5%.

Laguna is strongest, below three million dollars. As of the first, there were 48 homes listed for sale. Over the previous three months there were 37 closings or 12.3 per month. Said another way, at the current

rate of sales it would take just under four months to sell all the homes listed for sale under three million: a decent seller's market.

Above three million, Laguna is weakest. As of the first, there were 143 homes listed for sale. Over the previous three months, there were 29 closings or 9.6 per month. Said another way, there is over a 14-month supply of homes listed for sale in Laguna Beach above \$3,000,000: a buyer's market.

Over five million dollars, use your own adjective. The supply of homes exceeds two and a half years. Over ten million dollars, it would take almost four years to sell the current inventory at its current rate of sales.

With an minimum 85% probability, median sold prices should rally this month. Both of my proprietary short-term price prediction models – the Pending Indicator and the Spread Indicator – are forecasting higher prices for March.

Call me to negotiate this market. Have an excellent March.

This Issue:

- ⇒ My Take P 1
- ⇒ Closing Detail. P 2
- ⇒ Sales Data P 3
- ⇒ Price Forecasts. P 3
- ⇒ 10 Year Price Charts. . P 4
- ⇒ 10 Year \$PSF Chart. . P 4
- ⇒ 10 Year Active Chart. . P 4



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

February 2025 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	2961 Rounsevel, Laguna Beach, CA 92651	2/1/2025	\$ 2,695,000	\$1,925,000	\$ 770,000	28.6%	\$ 1,557	203
2	953 Santa Ana Street, Laguna Beach, CA 92651	2/3/2025	\$ 2,195,000	\$2,025,000	\$ 170,000	7.7%	\$ 1,082	132
3	520 Oak Street, Laguna Beach, CA 92651	2/3/2025	\$ 2,995,000	\$2,100,000	\$ 895,000	29.9%	\$ 2,491	102
4	896 Tia Juana Street, Laguna Beach, CA 92651	2/5/2025	\$ 2,009,000	\$1,600,000	\$ 409,000	20.4%	\$ 1,162	163
5	3058 Nestall Road, Laguna Beach, CA 92651	2/5/2025	\$ 2,550,000	\$2,100,000	\$ 450,000	17.6%	\$ 1,183	183
6	37 Blue Lagoon, Laguna Beach, CA 92651	2/6/2025	\$ 2,999,000	\$2,800,000	\$ 199,000	6.6%	\$ 1,647	0
7	31927 Hayes Place, Laguna Beach, CA 92651	2/7/2025	\$ 2,675,000	\$1,875,000	\$ 800,000	29.9%	\$ 993	200
8	109 Cypress Drive, Laguna Beach, CA 92651	2/7/2025	\$ 2,760,000	\$2,760,000	\$ -	0.0%	\$ 1,136	0
9	650 Glenneyre Street, Laguna Beach, CA 92651	2/10/2025	\$ 2,995,000	\$2,975,000	\$ 20,000	0.7%	\$ 1,778	64
10	1435 Skyline Drive, Laguna Beach, CA 92651	2/11/2025	\$ 2,599,000	\$2,494,000	\$ 105,000	4.0%	\$ 978	8
11	1164 Miramar Street, Laguna Beach, CA 92651	2/11/2025	\$ 1,750,000	\$1,622,500	\$ 127,500	7.3%	\$ 1,469	42
12	1401 Bounty Way, Laguna Beach, CA 92651	2/11/2025	\$ 4,495,000	\$4,125,000	\$ 370,000	8.2%	\$ 1,520	95
13	31561 Table Rock Drive #207, Laguna Beach, CA 92651	2/14/2025	\$ 3,750,000	\$3,102,938	\$ 647,062	17.3%	\$ 2,585	151
14	950 Acapulco Street, Laguna Beach, CA 92651	2/19/2025	\$ 2,895,000	\$2,860,000	\$ 35,000	1.2%	\$ 1,156	44
15	79 S La Senda Drive, Laguna Beach, CA 92651	2/19/2025	\$ 7,500,000	\$7,450,000	\$ 50,000	0.7%	\$ 2,052	10
16	2088 San Remo Drive, Laguna Beach, CA 92651	2/19/2025	\$ 3,375,000	\$3,275,000	\$ 100,000	3.0%	\$ 1,695	90
17	310 San Nicholas Court, Laguna Beach, CA 92651	2/20/2025	\$ 1,049,888	\$1,085,000	\$ (35,112)	-3.3%	\$ 717	7
18	21722 Ocean Vista Drive #C, Laguna Beach, CA 92651	2/21/2025	\$ 1,350,000	\$1,250,000	\$ 100,000	7.4%	\$ 1,250	9
19	883 Acapulco Street, Laguna Beach, CA 92651	2/21/2025	\$ 2,199,900	\$2,000,000	\$ 199,900	9.1%	\$ 1,103	190
20	425 Bonvue Terrace, Laguna Beach, CA 92651	2/24/2025	\$ 4,850,000	\$3,800,000	\$ 1,050,000	21.6%	\$ 1,151	469
21	31081 Coast Highway, Laguna Beach, CA 92651	2/26/2025	\$ 8,995,000	\$7,900,000	\$ 1,095,000	12.2%	\$ 5,143	249
22	31911 Crestwood Place, Laguna Beach, CA 92651	2/28/2025	\$ 2,450,000	\$2,350,000	\$ 100,000	4.1%	\$ 1,865	355
23	363 Park Avenue, Laguna Beach, CA 92651	2/28/2025	\$ 4,585,000	\$4,150,000	\$ 435,000	9.5%	\$ 1,047	109
24								
25	Not used in calculations		Median	\$ 2,494,000	\$ 199,900	8.2%	\$ 1,250	102

READERS. Never miss an issue or an updated chart. All 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



Your Laguna Beach Professional

Boyd Roberts | Laguna Gallery Real Estate | Broker/Owner



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Sales Data

Active Median (As of 3/1/2025)	\$ 4,949,000	191 Listings
\$ Per Square Foot Median		\$ 1,944
Days On Market Median		44 Days
Pending Median (As of 3/1/2025)	\$ 2,795,000	22 Listings
\$ per Square Foot Median		\$ 1,416
Days On Market Median		28 Days
Sold February Median	\$ 2,494,000	23 Sales
\$ Per Square Foot Median		\$ 1,250
Days On Market Median		109 Days
Price Reduction Median	\$ 199,900	8.2 %
Sold February 3 Month Median	\$ 2,760,000	66 Sales
\$ Per Square Foot Median		\$ 1,372
Sold February 6 Month Median	\$ 3,102,938	127 Sales
Sold February 12 Month Median	\$ 3,030,000	283 Sales
\$ Per Square Foot Median		\$ 1,514
Days On Market Median		61 Days
Price Reduction Median	\$ 245,000	6.8 %
Sold 2024 Median	\$ 3,100,000	279 Sales
PENDING INDICATOR (Pending - Sold)		+ \$ 301,000
SPREAD INDICATOR (Active - Sold)		+ \$ 2,455,000
February Absorption (Sold to Active Ratio)		12 %
February Pending Absorption (Pending to Active Ratio)		11 %
February Closing Ratio (Pending to Sold)		79 %
February Supply (Listings/Rate of Sales)	8.3 Months	Balanced Market
February 3 Month Supply	8.6 Months	Balanced Market
\$1,499,999 -	4.8 Months	Seller's Market
\$1,500,000 - \$1,999,999	2.6 Months	Seller's Market
\$2,000,000 - \$2,999,999	4.1 Months	Seller's Market
\$3,000,000 - \$4,999,999	7.8 Months	Balanced Market
\$5,000,000 - \$9,999,999	28 Months	Buyer's Market
\$10,000,000 +	45 Months	Buyer's Market

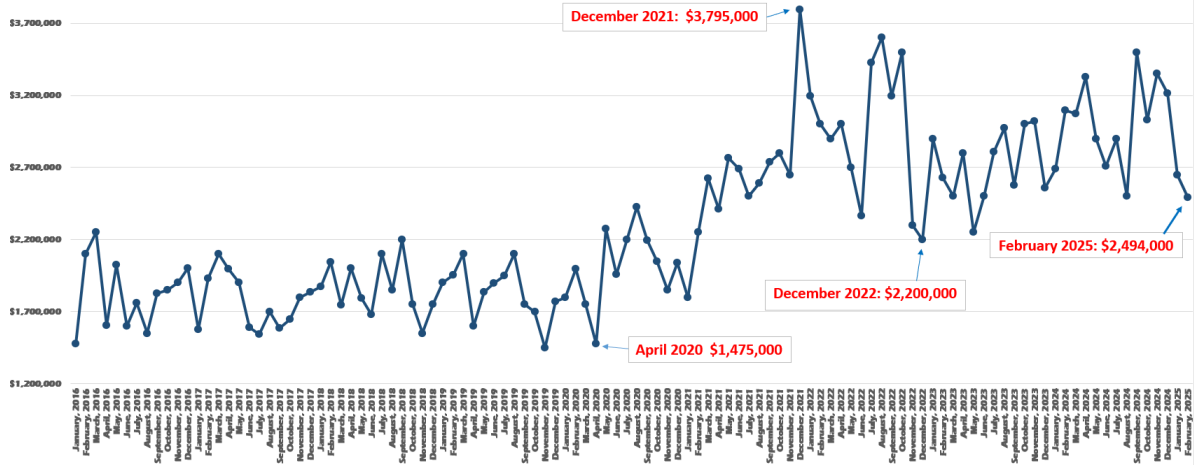
Balanced Market 5 to 7.9 Months

Price Forecasts

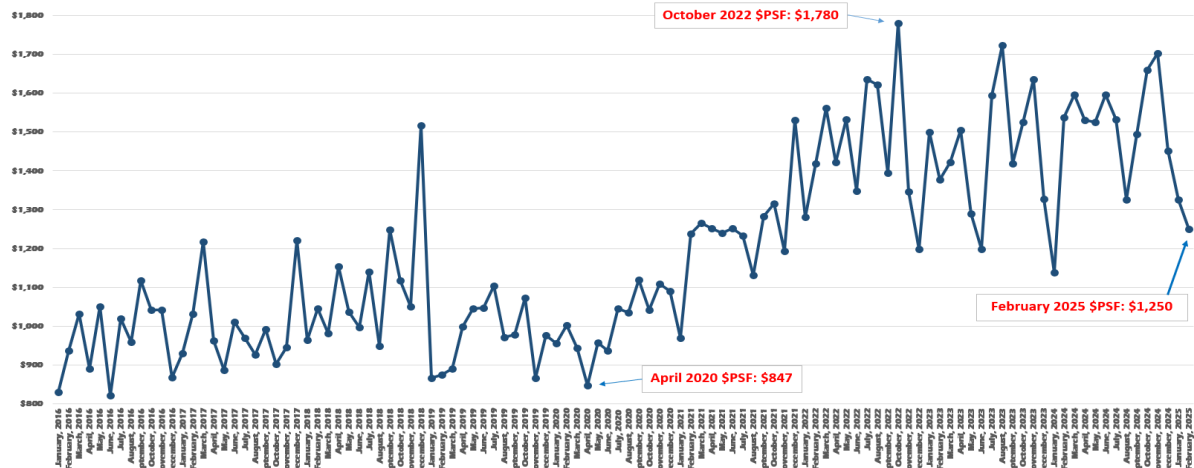
Short-Term PENDING INDICATOR Forecast For March	UP Signal
Short-Term SPREAD INDICATOR Forecast For March	UP Signal
Long-Term PRICE INDICATOR Forecast For 2025	NO Signal



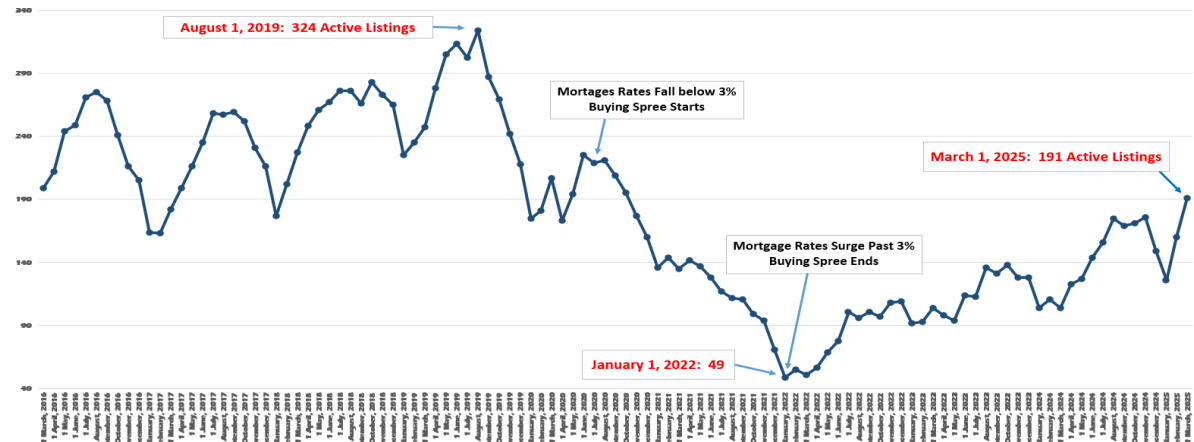
Laguna Beach Real Estate Sold Median | Monthly | 10 Year



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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Laguna Beach Expert | BA Economics
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