

Laguna Beach

Real Estate Magazine

June 2025 | Edition #117



SOLD MEDIAN \$3,100,000 + 425,000 | **\$ PER SQ FT** \$1,750 + 300 | **SUPPLY** 10 MONTHS + 1.2 | **DOM** 29 DAYS - 8

Laguna Posts Up \$425,000

\$PSF Up \$300 | Active Inventory Doubles to 6 Year High

As predicted, Laguna Beach's favorite wealth metric rose in May. On low volume – just 23 closed sales – the sold median settled at \$3,100,000, up \$425,000 from April. The dollars per square foot rose \$300, finishing at \$1,750: the second highest print ever.

Active inventory is soaring. As of June 1st there were 243 residential listings on the market in Laguna Beach. For context this is: the highest number since October 2019, double the amount from just January 1st, and five times the quantity recorded on January 1, 2022.

The supply of homes is calculated by dividing active inventory by the number of closed sales. It is expressed in months and represents the expected time on market for current inventory at the current rate of sales. The May supply – at 10.5 months – is also soaring. For context this is: the highest supply since May 2020, double the supply from just December 2024, and nine times the supply recorded on March 2022.

Investors I have two off market opportunities where I believe you could easily double your money. Call me for the details.

This Issue:

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- ⇒ Price Forecasts. P 3
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- ⇒ 10 Year Active Chart. . P 4
- ⇒ Supply Charts. P 5



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

May 2025 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	31423 Coast Highway #59, Laguna Beach, CA 92651	5/1/2025	\$ 4,895,000	\$4,700,000	\$ 195,000	4.0%	\$ 2,937	36
2	189 Lower Cliff Drive, Laguna Beach, CA 92651	5/5/2025	\$ 2,200,000	\$2,200,000	\$ -	0.0%	\$ 1,478	12
3	2909 Alta Laguna, Laguna Beach, CA 92651	5/5/2025	\$ 2,495,000	\$2,495,000	\$ -	0.0%	\$ 1,600	9
4	638 Seaview Street, Laguna Beach, CA 92651	5/5/2025	\$ 4,495,000	\$4,400,000	\$ 95,000	2.1%	\$ 2,300	14
5	3059 Cresta Way, Laguna Beach, CA 92651	5/5/2025	\$ 5,395,000	\$5,200,000	\$ 195,000	3.6%	\$ 1,571	109
6	962 Glenneyre Street, Laguna Beach, CA 92651	5/8/2025	\$ 2,895,000	\$2,450,000	\$ 445,000	15.4%	\$ 1,750	71
7	501 Lombardy Lane, Laguna Beach, CA 92651	5/8/2025	\$ 3,475,000	\$3,100,000	\$ 375,000	10.8%	\$ 2,214	153
8	31703 Seaciff Drive, Laguna Beach, CA 92651	5/12/2025	\$ 4,795,000	\$5,100,000	\$ (305,000)	-6.4%	\$ 2,103	10
9	968 Acapulco Street, Laguna Beach, CA 92651	5/15/2025	\$ 1,849,000	\$1,849,000	\$ -	0.0%	\$ 1,224	7
10	1362 Morningside Drive, Laguna Beach, CA 92651	5/15/2025	\$ 3,500,000	\$2,995,000	\$ 505,000	14.4%	\$ 986	186
11	2626 Glenneyre Street, Laguna Beach, CA 92651	5/15/2025	\$ 5,000,000	\$5,075,000	\$ (75,000)	-1.5%	\$ 2,103	4
12	22 North Vista De Catalina, Laguna Beach, CA 92651	5/16/2025	\$ 6,995,000	\$5,200,000	\$ 1,795,000	25.7%	\$ 1,733	72
13	328 Emerald Bay, Laguna Beach, CA 92651	5/16/2025	\$ 9,100,000	\$8,250,000	\$ 850,000	9.3%	\$ 2,152	313
14	680 Temple Hills Drive, Laguna Beach, CA 92651	5/21/2025	\$ 5,450,000	\$4,750,000	\$ 700,000	12.8%	\$ 1,942	53
15	31561 Table Rock Drive Unit#413, Laguna Beach, CA 92	5/22/2025	\$ 2,590,000	\$2,400,000	\$ 190,000	7.3%	\$ 1,066	76
16	155 McAulay Place, Laguna Beach, CA 92651	5/23/2025	\$ 3,495,000	\$3,250,000	\$ 245,000	7.0%	\$ 2,239	37
17	649 Anita Street, Laguna Beach, CA 92651	5/23/2025	\$ 5,250,000	\$5,100,000	\$ 150,000	2.9%	\$ 2,240	3
18	1065 Santa Ana Street, Laguna Beach, CA 92651	5/24/2025	\$ 2,395,000	\$2,050,000	\$ 345,000	14.4%	\$ 1,232	65
19	31592 Santa Rosa Dr., Laguna Beach, CA 92651	5/28/2025	\$ 1,580,000	\$1,566,000	\$ 14,000	0.9%	\$ 2,060	17
20	2559 Bonita, Laguna Beach, CA 92651	5/28/2025	\$ 2,150,000	\$2,150,000	\$ -	0.0%	\$ 1,165	29
21	703 Gainsborough Place, Laguna Beach, CA 92651	5/28/2025	\$ 7,500,000	\$4,900,000	\$ 2,600,000	34.7%	\$ 1,424	83
22	1661 Catalina St, Laguna Beach, CA 92651	5/29/2025	\$ 2,150,000	\$1,885,000	\$ 265,000	12.3%	\$ 1,902	92
23	31885 9th Ave., Laguna Beach, CA 92651	5/29/2025	\$ 2,050,000	\$1,925,000	\$ 125,000	6.1%	\$ 1,283	10
24								
25	Not used in calculations		Median	\$ 3,100,000	\$ 195,000	6.1%	\$ 1,750	37

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 6/1/2025)	\$ 4,750,000	243 Listings
\$ Per Square Foot Median		\$ 1,882
Days On Market Median		76 Days
Pending Median (As of 6/1/2025)	\$ 2,850,000	29 Listings
\$ per Square Foot Median		\$ 1,517
Days On Market Median		55 Days
Sold May Median	\$ 3,100,000	23 Sales
\$ Per Square Foot Median		\$ 1,750
Days On Market Median		29 Days
Price Reduction Median	\$ 195,000	6.1 %
Sold May 3 Month Median	\$ 2,952,000	78 Sales
\$ Per Square Foot Median		\$ 1,571
Sold May 6 Month Median	\$ 2,800,000	144 Sales
Sold May 12 Month Median	\$ 2,975,000	278 Sales
\$ Per Square Foot Median		\$ 1,520
Days On Market Median		53 Days
Price Reduction Median	\$ 224,000	6.9 %
Sold 2024 Median	\$ 3,100,000	279 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 250,000
SPREAD INDICATOR (Active - Sold)		+ \$ 1,650,000
May Absorption (Sold to Active Ratio)		9.5 %
May Pending Absorption (Pending to Active Ratio)		11 %
May Closing Ratio (Pending to Sold)		92 %
May Supply (Listings/Rate of Sales)	10 Months	Buyer's Market
May 3 Month Supply	9.3 Months	Buyer's Market
\$1,499,999 -	2.7 Months	Seller's Market
\$1,500,000 - \$1,999,999	6.7 Months	Balanced Market
\$2,000,000 - \$2,999,999	4.5 Months	Seller's Market
\$3,000,000 - \$4,999,999	9.1 Months	Buyer's Market
\$5,000,000 - \$9,999,999	15 Months	Buyer's Market
\$10,000,000 +	129 Months	Extreme Buyer's Market

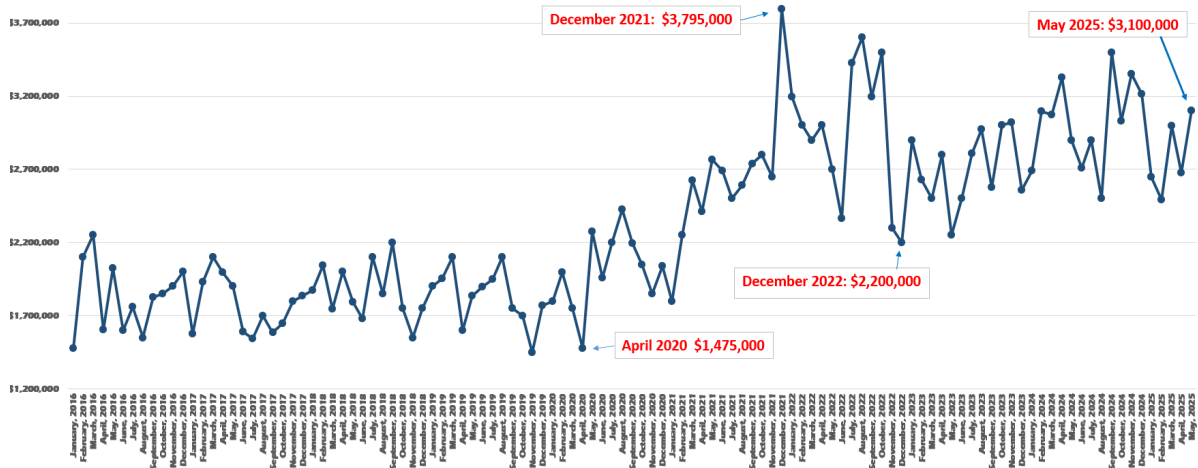
Balanced Market 5 to 7.9 Months

Price Forecasts

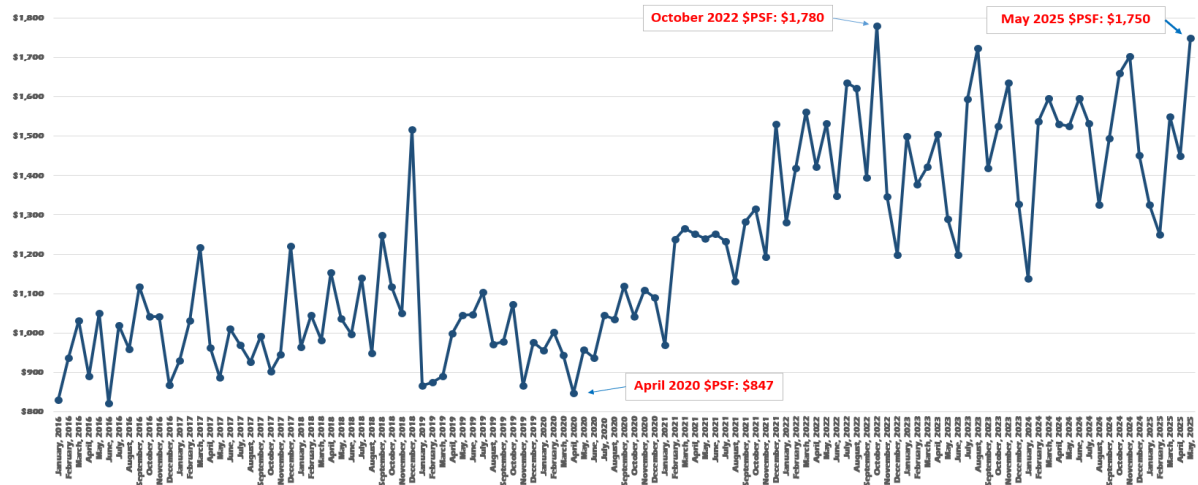
Short-Term PENDING INDICATOR Forecast For June	Down Signal
Short-Term SPREAD INDICATOR Forecast For June	NO Signal
Long-Term PRICE INDICATOR Forecast For 2025	NO Signal



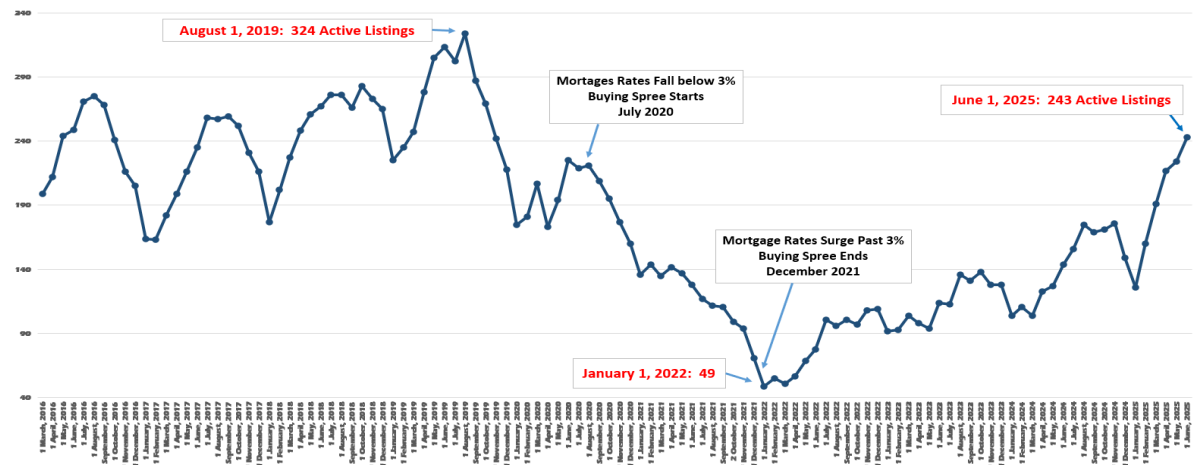
Laguna Beach Real Estate Sold Median | Monthly | 10 Year



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



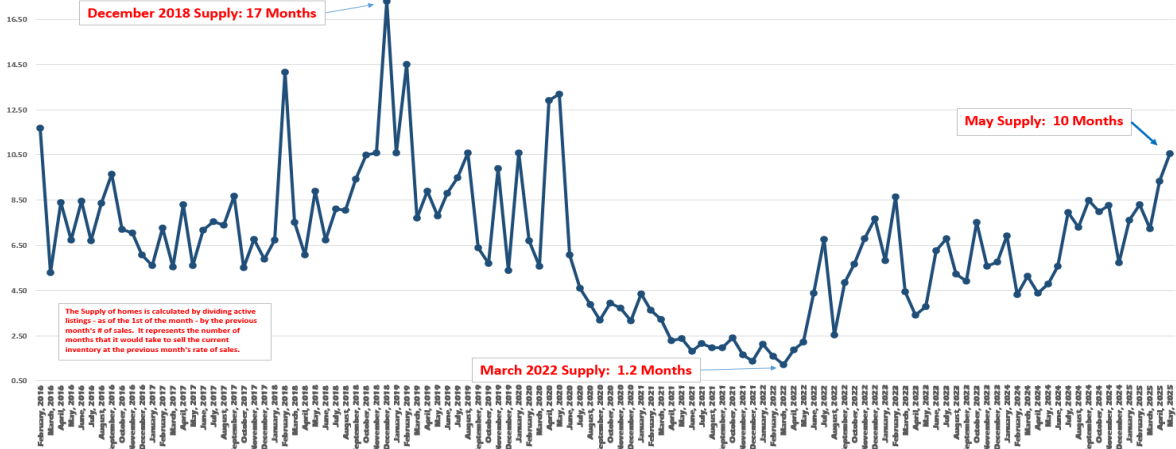
Laguna Beach Real Estate Chart # of Active Listings | Monthly | 10 Year March 1, 2016 to Present



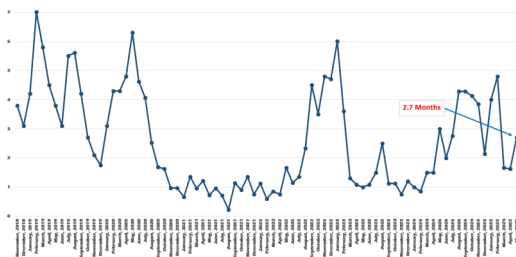


Laguna Beach Real Estate Supply of Homes in months | Monthly | 10 Year

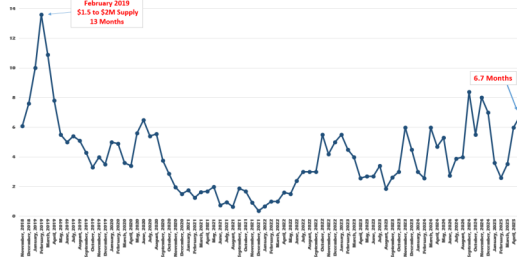
Seller's Market - Under 5 Months
Balanced Market - 5 to 8 Months
Buyer's Market - Over 8 Months



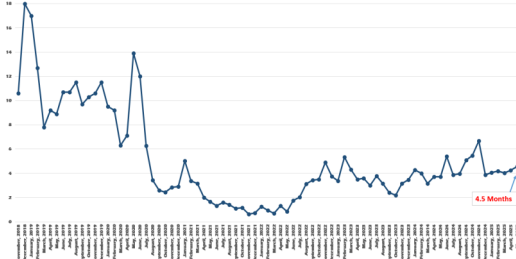
**Laguna Beach Real Estate
Supply in Months | Under \$1.5M | Monthly
2018 to Present**



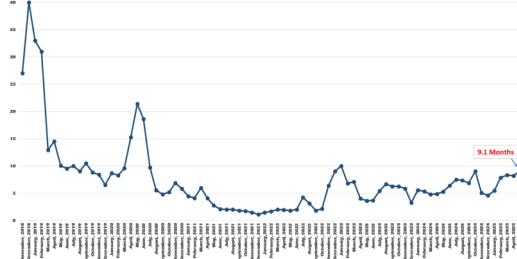
**Laguna Beach Real Estate
Supply in Months | \$1.5 - 2M | Monthly
2018 to Present**



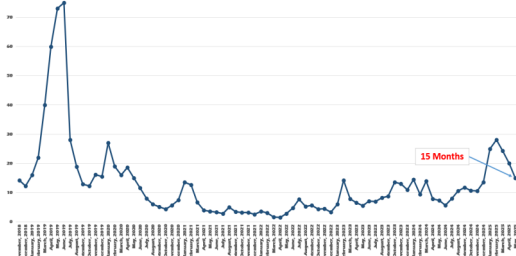
**Laguna Beach Real Estate
Supply in Months | \$2-\$3M | Monthly
2018 to Present**



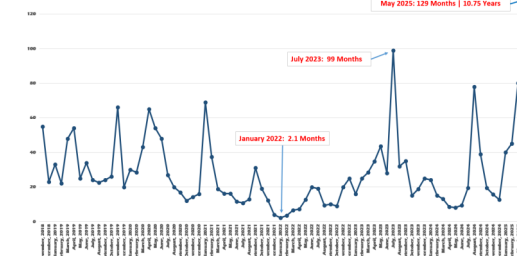
**Laguna Beach Real Estate
Supply in Months | \$3-\$5M | Monthly
2018 to Present**



**Laguna Beach Real Estate
Supply in Months | \$5-\$10M | Monthly
2018 to Present**



**Laguna Beach Real Estate
Supply in Months | \$10M+ | Monthly
2018 to Present**



SOLD

SOLD

SOLD



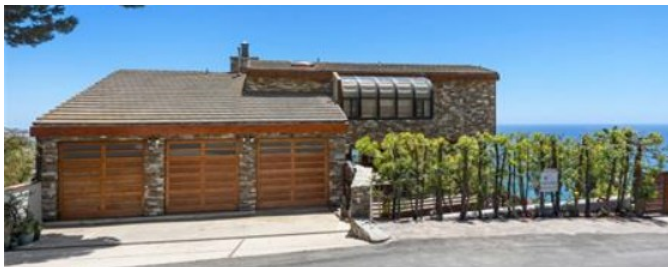
3 LAGUNITA DRIVE, LAGUNA BEACH | REPRESENTED BUYER AND SELLER | \$4,700,000



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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