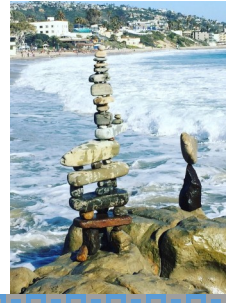




Laguna Beach Real Estate Magazine

June 2020 | [Edition #60]



SOLD MEDIAN \$1,960,000 - 317,000 | **\$ PER SQ FT** \$936 - 22 | **SUPPLY** 6.08 MONTHS - 7.12 | **30-YEAR JUMBO** 3.25% - 1.05

Price Declines \$317,000 | Escrow Activity Robust

Supply Plunges | Time to List | 4% Listing

Median June sold prices fell \$317,000 to \$1,960,000. The volume – at 36 closings – was very robust. With 219 active listings, the supply of homes fell from 13 months to a respectable 6 months. In just one month Laguna went from a buyer’s market to a neutral market. The \$ per square foot declined \$22 and finished at \$936. The median price reduction was down a lot and ended up at just \$107,500 or 5.4%.

Short term with pending prices almost \$239,000 higher than June’s median and with 68 open escrows, the market outlook is bright. Long term with

the depression, the pandemic, and much tighter lending guidelines, I remain bearish.

Seller’s it is time to list. Call me this month and I will list your home for 4% total commission. Out of that 4%, I will pay the buyer’s agent 2.5%.

Buyer’s, with rates at historic lows - if you are financing and qualify for a loan - this is an excellent time to buy. Call me at 949-463-9152 for outstanding service.

Go to my website www.LagunaGalleryRealEstate.com for all of my Laguna Beach real estate charts, reports, and videos.

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Laguna Beach Real Estate

June Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduct	S Sq Ft	DOM
1	1144 Katella Street	6/2/2020	\$ 3,350,000	\$ 2,650,000	\$ 700,000	20.8%	\$ 997	357
2	235 Emerald Bay	6/3/2020	\$ 4,100,000	\$ 3,881,000	\$ 219,000	5.3%	\$ 2,114	102
3	1248 Morningside Drive	6/5/2020	\$ 1,500,000	\$ 1,325,000	\$ 175,000	11.6%	\$ 578	56
4	1040 Santa Ana Street	6/5/2020	\$ 1,395,000	\$ 1,350,000	\$ 45,000	3.2%	\$ 824	56
5	469 Mountain Road	6/5/2020	\$ 2,195,000	\$ 2,125,000	\$ 70,000	3.1%	\$ 925	7
6	106 Santa Rosa Court	6/8/2020	\$ 625,000	\$ 620,000	\$ 5,000	0.8%	\$ 434	13
7	825 La Mirada Street	6/8/2020	\$ 1,275,000	\$ 1,200,000	\$ 75,000	5.8%	\$ 804	38
8	1000 Flamingo Road	6/8/2020	\$ 12,995,000	\$ 9,100,000	\$ 3,895,000	29.9%	\$ 892	458
9	1566 Glenneyre Street	6/10/2020	\$ 2,345,000	\$ 2,200,000	\$ 145,000	6.1%	\$ 936	127
10	1185 Coast View Drive	6/12/2020	\$ 3,850,000	\$ 3,700,000	\$ 150,000	3.8%	\$ 1,453	0
11	1356 Coral Drive	6/12/2020	\$ 2,400,000	\$ 2,000,000	\$ 400,000	16.6%	\$ 1,090	26
12	456 Bent Street	6/12/2020	\$ 2,225,000	\$ 1,960,000	\$ 265,000	11.9%	\$ 1,464	194
13	217 Santa Rosa Court	6/15/2020	\$ 625,000	\$ 625,000	\$ -	0.0%	\$ 438	28
14	31553 West Street	6/15/2020	\$ 2,249,000	\$ 2,475,000	\$ (26,000)	-1.1%	\$ 982	3
15	341 Pinecrest Drive	6/15/2020	\$ 1,985,000	\$ 1,915,000	\$ 70,000	3.5%	\$ 1,349	3
16	928 Santa Ana Street	6/16/2020	\$ 1,495,000	\$ 1,485,000	\$ 10,000	0.6%	\$ 750	30
17	601 Diamond Street	6/17/2020	\$ 1,889,000	\$ 1,850,000	\$ 39,000	2.0%	\$ 841	19
18	31561 Table Rock Drive #201	6/17/2020	\$ 2,190,000	\$ 2,070,000	\$ 120,000	5.4%	\$ 1,793	54
19	1035 Van Dyke Drive	6/19/2020	\$ 1,777,000	\$ 1,400,000	\$ 377,000	21.2%	\$ 1,080	98
20	1585 S Coast Unit #64	6/22/2020	\$ 1,000,000	\$ 885,000	\$ 115,000	11.5%	\$ 1,041	119
21	1567 N Coast Highway	6/22/2020	\$ 1,325,000	\$ 1,200,000	\$ 125,000	9.4%	\$ 649	88
22	124 La Brea Street	6/22/2020	\$ 3,100,000	\$ 3,030,000	\$ 70,000	2.2%	\$ 1,748	115
23	360 Upland Road	6/22/2020	\$ 7,395,000	\$ 6,400,000	\$ 995,000	13.4%	\$ 989	104
24	1121 Emerald Bay	6/22/2020	\$ 9,800,000	\$ 6,924,862	\$ 2,875,138	29.3%	\$ 1,348	179
25	31622 Fairview Road	6/23/2020	\$ 1,395,000	\$ 1,200,000	\$ 195,000	13.9%	\$ 848	241
26	2160 Ocean Way	6/23/2020	\$ 3,500,000	\$ 3,527,500	\$ (27,500)	-0.7%	\$ 1,574	2
27	2210 Crestview Drive	6/24/2020	\$ 3,450,000	\$ 3,400,000	\$ 50,000	1.4%	\$ 994	7
28	21783 Ocean Vista Drive	6/25/2020	\$ 1,425,000	\$ 1,100,000	\$ 325,000	22.8%	\$ 633	211
29	543 Brooks Street	6/26/2020	\$ 2,695,000	\$ 2,587,500	\$ 107,500	3.9%	\$ 1,344	75
30	2570 Park Ave Avenue	6/26/2020	\$ 5,500,000	\$ 5,000,000	\$ 500,000	9.0%	\$ 1,250	0
31	200 Santa Rosa Court	6/29/2020	\$ 599,000	\$ 555,000	\$ 44,000	7.3%	\$ 418	89
32	210 Santa Rosa Court	6/29/2020	\$ 700,000	\$ 670,000	\$ 30,000	4.2%	\$ 439	44
33	952 Bluebird Canyon Drive	6/29/2020	\$ 1,924,000	\$ 1,860,000	\$ 64,000	3.3%	\$ 775	28
34	1377 Dunning Drive	6/30/2020	\$ 1,450,000	\$ 1,325,000	\$ 125,000	8.6%	\$ 761	14
35	2260 Park Avenue		\$ 3,500,000	\$ 2,725,000	\$ 775,000	22.1%	\$ 518	109
36	70 N La Senda Drive		\$ 6,495,000	\$ 8,025,000	\$ (1,530,000)	-23.5%	\$ 3,646	5
	Not used in all calculations		Median \$ 1,960,000	\$ 107,500	5.4%	\$ 936	56	

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.

June 2020 Sales Data

Active Median (As of 7/1/2020)	\$ 2,999,000	219 Listings
Days on Market (DOM) Median		79 Days
\$ per Square Foot Median		\$ 1,165
Pending Median (As of 7/1/2020)	\$ 2,199,000	68 Listings
DOM Median		91 Days
\$ per Square Foot Median		\$ 1,082
Sold Median June 2020	\$ 1,960,000	36 Sales
Price Reduction Median	\$ 107,500	5.4 %
DOM Median		56 Days
\$ Per Square Foot Median		\$ 936
Sold 3 Month Median (4/1/2020 – 6/30/2020)	\$ 1,875,000	68 Sales
\$ Per Square Foot Median		\$ 892
Sold 6 Month Median (1/1/2020 – 6/30/2020)	\$ 1,875,000	148 Sales
Sold 12 Month Median (7/1/2019 – 6/30/2020)	\$ 1,860,000	347 Sales
Price Reduction Median	\$ 195,000	9.1 %
DOM Median		78 Days
\$ Per Square Foot Median		\$ 997
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold 2019 Median	\$ 1,895,000	383 Sales
The Spread (Active - Sold)		+ \$ 1,039,000
The Pending Indicator (Pending - Sold)		+ \$ 239,000
June Supply	6.0 Months	Balanced Mkt
June Adjusted Supply (3/1/2020 – 5/31/2020)	9.6 Months	Buyer's Mkt
\$1,499,999 -	4.6 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	6.5 Months	Balanced Mkt
\$2,000,000 - \$2,999,999	12 Months	Buyer's Mkt
\$3,000,000 - \$4,999,999	18 Months	Buyer's Mkt
\$5,000,000 - \$9,999,999	11 Months	Buyer's Mkt
\$10,000,000 +	48 Months	Buyer's Mkt

Current Price Projections

Short Term Pending Indicator projection (As of 7/1/2020)	No Signal*
Long-Term Price Indicator (As of 1/1/2020) Projection for 2020	Up*

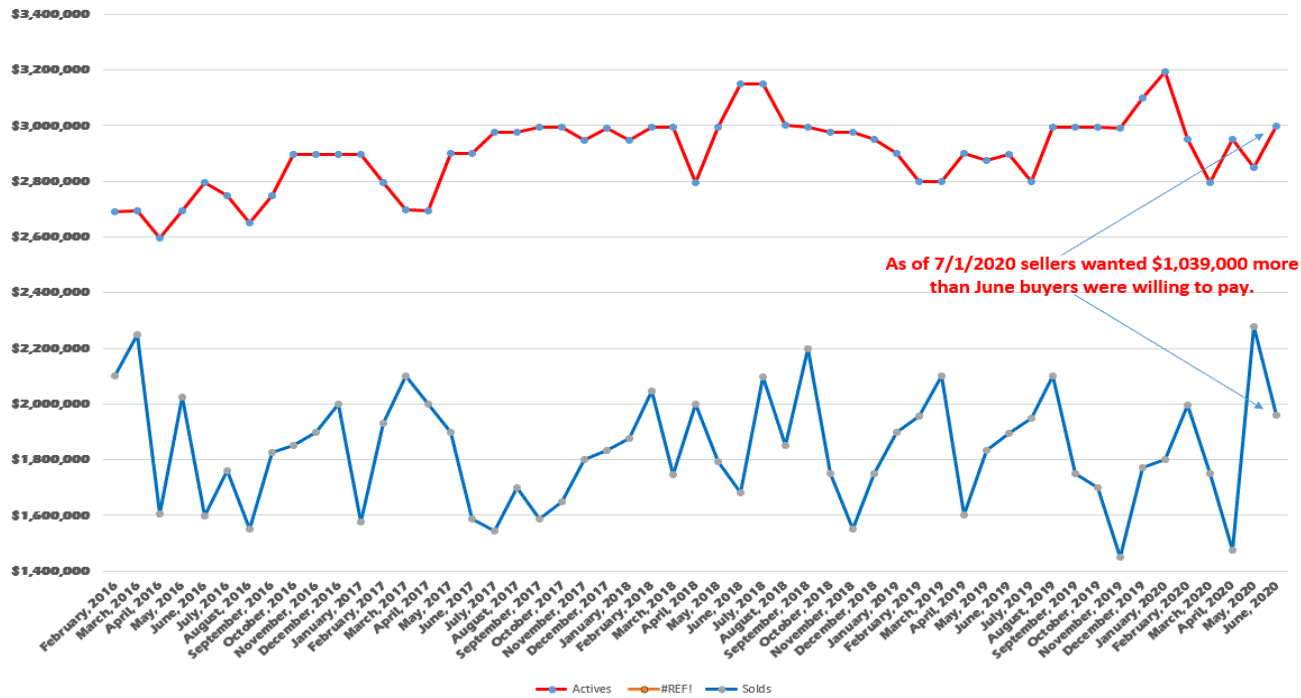
*The Pending Indicator and the Price Indicator are technical indicators and may not reflect Laguna Gallery Real Estate's short or long-term fundamental outlook.



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



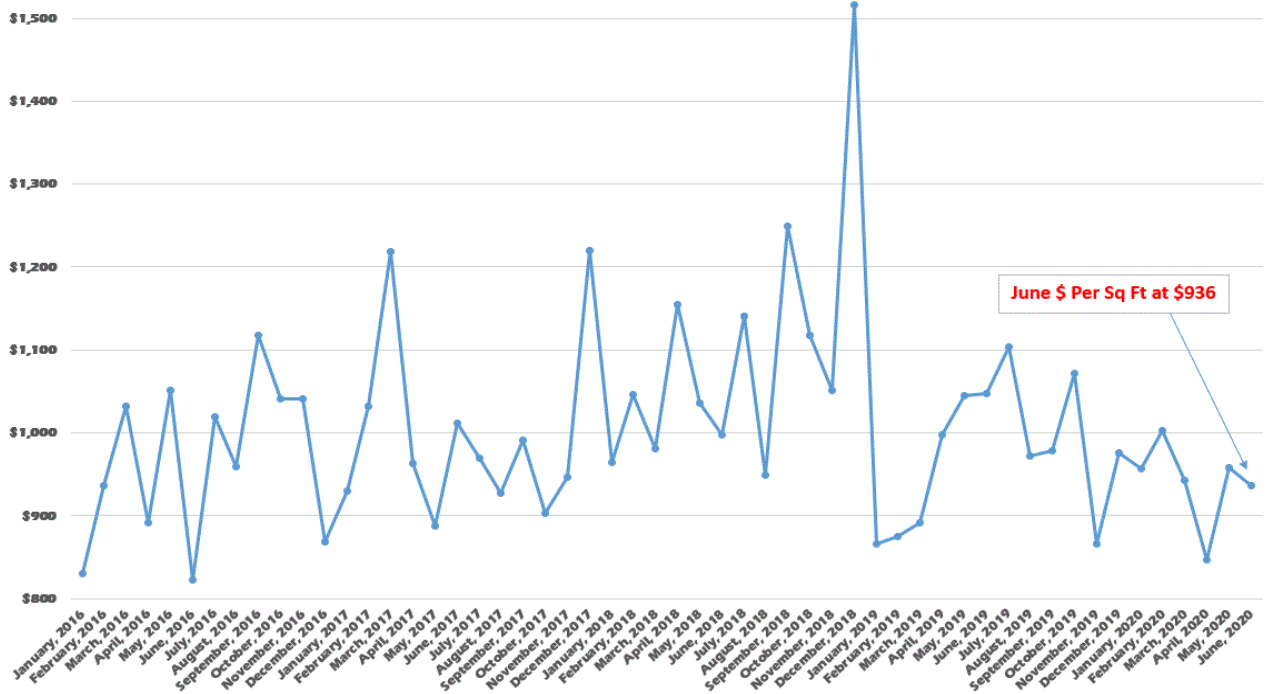
Median Active price - as of the first of the month - in red. Median Sold price in blue.



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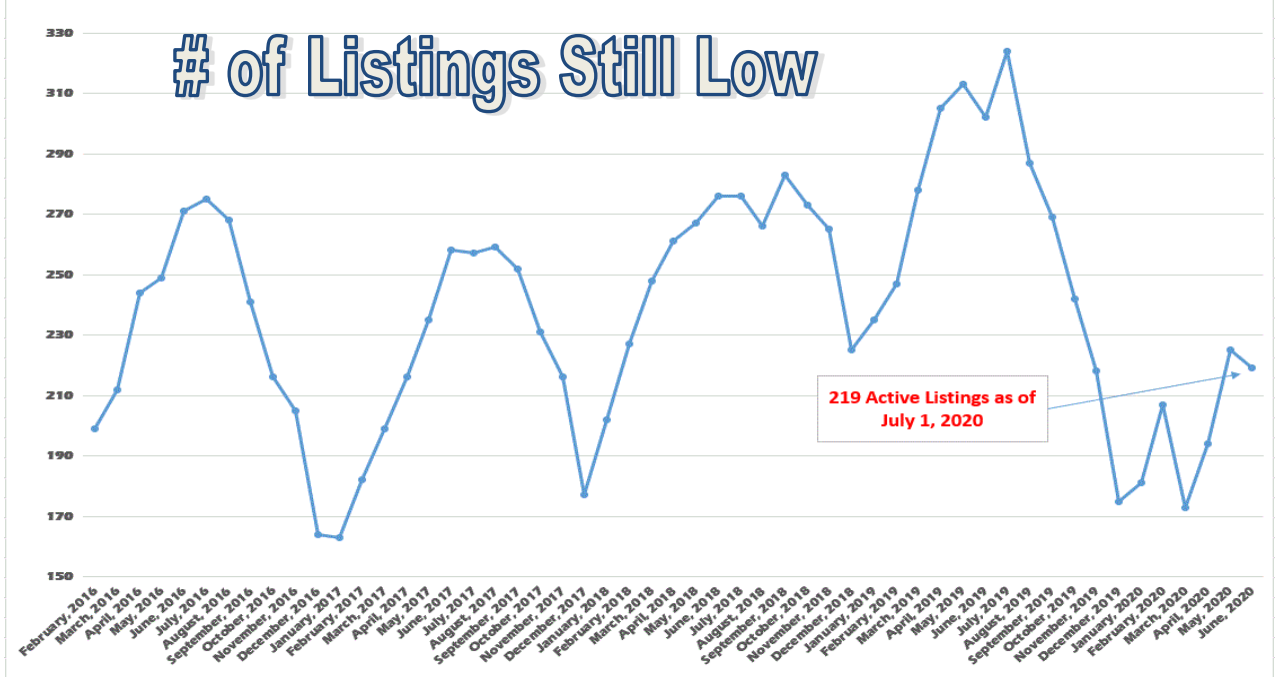
Laguna Beach Real Estate Chart Sold - \$ Per Square Foot - Median Monthly



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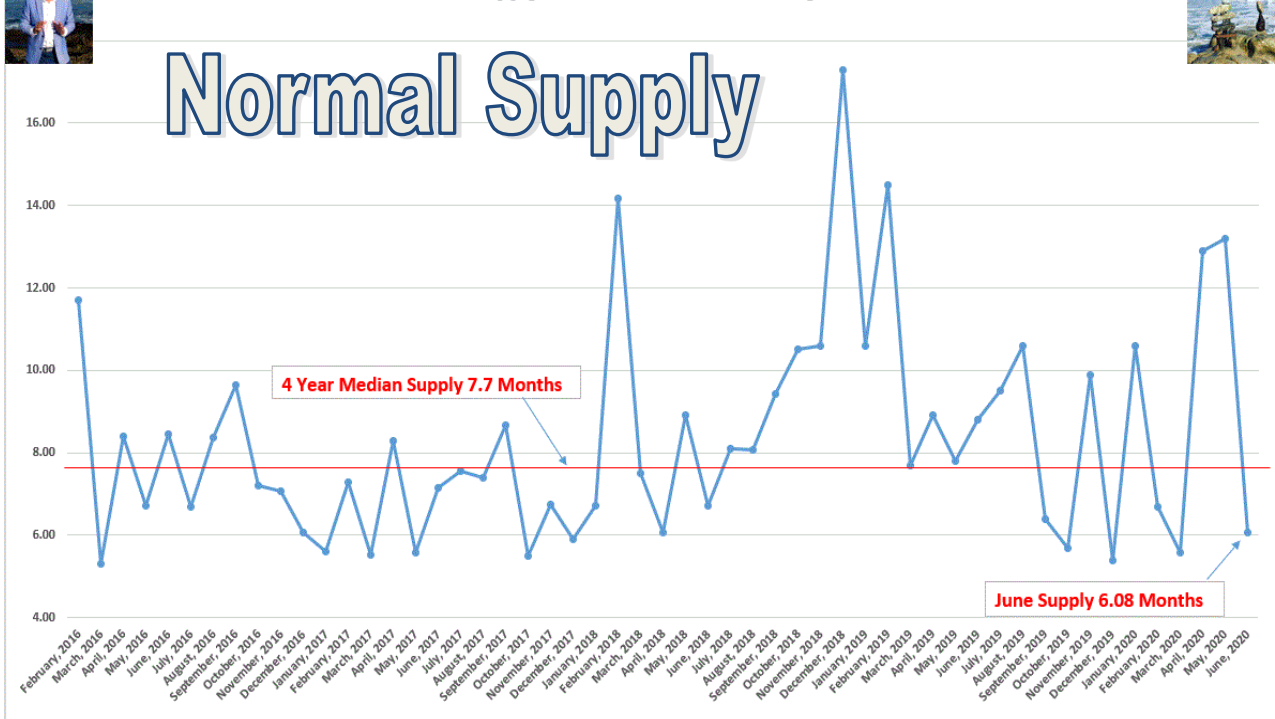
**Laguna Beach Real Estate Chart
of Active Listings - Monthly**



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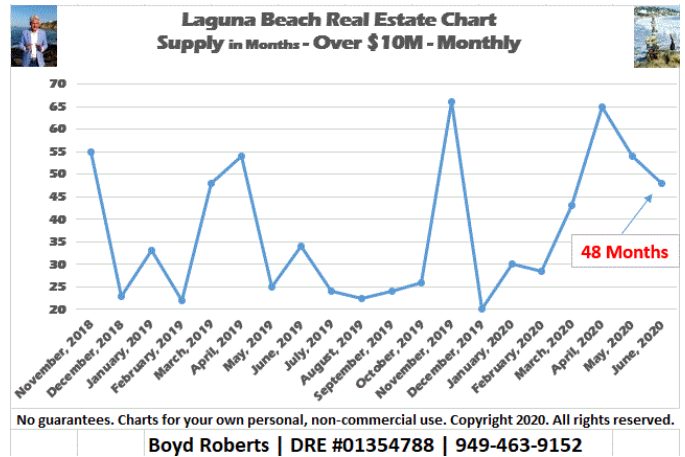
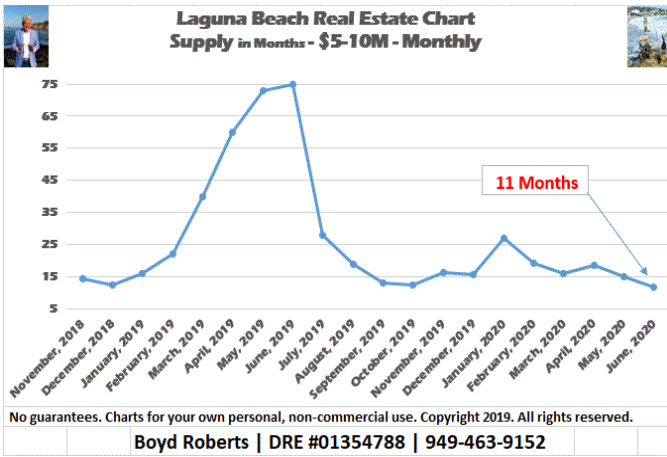
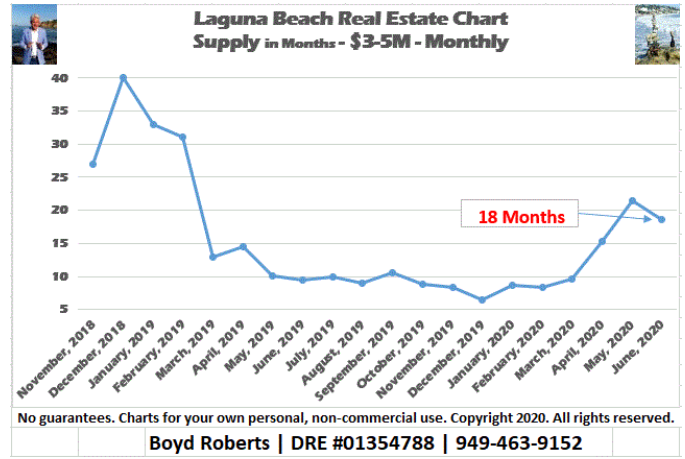
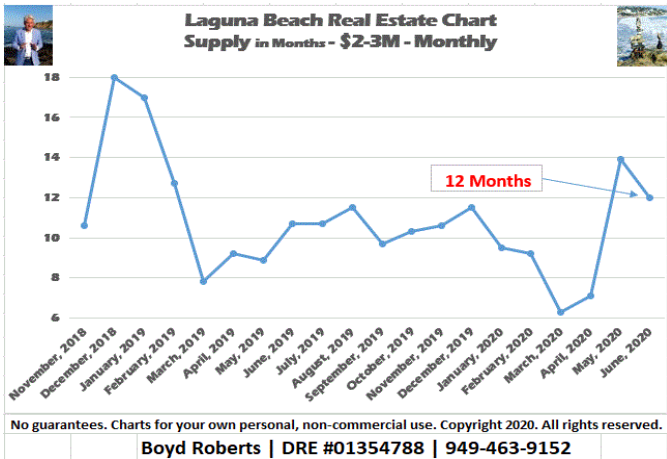
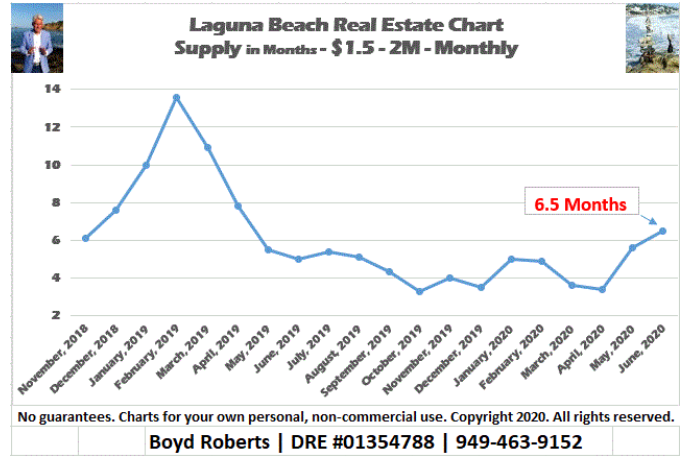
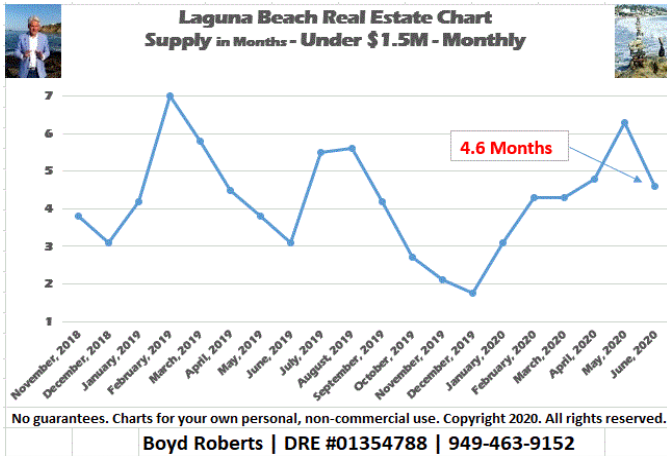
**Laguna Beach Real Estate Chart
Supply of Homes in months - Monthly**



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Market Segment Supply Charts



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