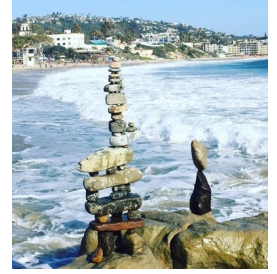


Laguna Beach Real Estate Magazine

January 2021 | [Edition #67]



SOLD MEDIAN \$1,800,000 - 240,000 | **\$ PER SQ FT** \$970 - 120 | **SUPPLY** 4.3 MONTHS + 1.2 | **30-YEAR JUMBO** 2.89% - 0

Laguna Set To Explode

All Indicators Point to Higher Prices Short and Long Term

The January sold median declined \$240,000 settling at \$1,800,000 – midway between the April \$1,475,000 low and the August \$2,425,000 high.* Buyers paid nearly full price, the median price reduction was only \$95,000 or 4.1%, a record. Homes were snapped up quickly: the days-on-market median was a mere 21 days, another record. The median \$ per square foot was un-spectacular at \$970.*

There were a lot of developments in terms of supply of homes in January. With 144 active listings as of February 1st and 33 closings in January, the overall supply was up 1.2 months to 4.3 months – still a seller’s market.* Under \$1,500,000 the supply of homes plunged to a record low .66 months.* Between \$5-10,000,000

the supply - at 13.5 months - has tripled since October, going from a seller’s market to a buyer’s market.* Also, since October, the over \$10,000,000 supply, has gone from 12 months to 69 months.*

In the 5 years I have analyzed Laguna Beach real estate prices, I have developed three highly accurate price forecasting tools: two short term and one long term. As of November 1st the long-term Price Indicator – with a 93% probability - is projecting higher prices for the year 2021. As of February 1st, both short term indicators – the Pending Indicator and the Spread Indicator - are forecasting higher prices for February with 96% and 84% probabilities, respectively. No guarantees.

* Chart on website

This Issue:

- ⇒ My Take P 1
- ⇒ Closing Detail P 2
- ⇒ Sales Data. P 3
- ⇒ Price Projections P 3
- ⇒ Spread Chart P 4
- ⇒ Yearly Sold Chart P 5
- ⇒ Monthly Sold Chart P 5
- ⇒ Monthly Pending Chart P 7
- ⇒ Supply Chart P 7
- ⇒ Sector Supply Charts . . . P 8

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Laguna Beach Real Estate

January Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Redu	\$ Sq Ft	DOM
1	1539 Caribbean Way, Laguna Beach, CA 92651	1/4/2021	\$ 3,895,000	\$ 3,550,000	\$ 345,000	8.9%	\$ 986	95
2	855 Santa Ana St., Laguna Beach, CA 92651	1/4/2021	\$ 2,998,000	\$ 2,998,000	\$ -	0.0%	\$ 1,268	3
3	2960 Dorn Court, Laguna Beach, CA 92651	1/5/2021	\$ 1,899,888	\$ 1,740,000	\$ 159,888	8.4%	\$ 759	78
4	959 Santa Ana Street, Laguna Beach, CA 92651	1/5/2021	\$ 1,699,000	\$ 1,650,000	\$ 49,000	2.9%	\$ 905	22
5	917 Santa Ana Street, Laguna Beach, CA 92651	1/6/2021	\$ 1,720,000	\$ 1,720,000	\$ -	0.0%	\$ 955	12
6	1414 Dunning Drive, Laguna Beach, CA 92651	1/6/2021	\$ 3,995,000	\$ 3,995,000	\$ -	0.0%	\$ 1,191	7
7	182 Sunset, Laguna Beach, CA 92651	1/8/2021	\$ 2,990,000	\$ 3,142,500	\$ (152,500)	-5.1%	\$ 1,596	5
8	1427 Regatta Road, Laguna Beach, CA 92651	1/11/2021	\$ 1,750,000	\$ 1,715,000	\$ 35,000	2.0%	\$ 661	9
9	21722 Ocean Vista #B, Laguna Beach, CA 92651	1/11/2021	\$ 999,000	\$ 970,000	\$ 29,000	2.9%	\$ 970	187
10	251 Lower Cliff #15, Laguna Beach, CA 92651	1/11/2021	\$ 985,000	\$ 975,000	\$ 10,000	1.0%	\$ 1,167	0
11	1780 Catalina, Laguna Beach, CA 92651	1/11/2021	\$ 2,175,000	\$ 2,075,000	\$ 100,000	4.6%	\$ 1,359	6
12	627 San Nicholas #627, Laguna Beach, CA 92651	1/13/2021	\$ 655,000	\$ 655,000	\$ -	0.0%	\$ 455	6
13	2677 Solana Way, Laguna Beach, CA 92651	1/13/2021	\$ 1,675,000	\$ 1,685,000	\$ (10,000)	-0.6%	\$ 1,123	3
14	20482 Sun Valley Drive, Laguna Beach, CA 92651	1/13/2021	\$ 2,200,000	\$ 1,995,000	\$ 205,000	9.3%	\$ 1,273	330
15	445 Hilledge Drive, Laguna Beach, CA 92651	1/13/2021	\$ 3,295,000	\$ 2,770,000	\$ 525,000	15.9%	\$ 1,457	51
16	253 Calliope Street, Laguna Beach, CA 92651	1/14/2021	\$ 1,295,000	\$ 1,100,000	\$ 195,000	15.1%	\$ 771	10
17	348 Y Place, Laguna Beach, CA 92651	1/14/2021	\$ 2,450,000	\$ 2,233,000	\$ 217,000	8.9%	\$ 893	273
18	930 Tia Juana Street, Laguna Beach, CA 92651	1/15/2021	\$ 1,375,000	\$ 1,392,000	\$ (17,000)	-1.2%	\$ 787	3
19	882 Acapulco Street, Laguna Beach, CA 92651	1/15/2021	\$ 1,650,000	\$ 1,550,000	\$ 100,000	6.1%	\$ 813	39
20	933 Coast View Drive, Laguna Beach, CA 92651	1/15/2021	\$ 2,500,000	\$ 2,500,000	\$ -	0.0%	\$ 1,442	0
21	31509 Eagle Rock Way, Laguna Beach, CA 92651	1/15/2021	\$ 1,399,000	\$ 1,275,000	\$ 124,000	8.9%	\$ 1,795	6
22	1 Carmel Court, Laguna Beach, CA 92651	1/19/2021	\$ 825,000	\$ 830,000	\$ (5,000)	-0.6%	\$ 498	7
23	2855 Chateau Way, Laguna Beach, CA 92651	1/19/2021	\$ 3,395,000	\$ 2,946,000	\$ 449,000	13.2%	\$ 784	37
24	2943 Rounsevel Ter., Laguna Beach, CA 92651	1/19/2021	\$ 3,895,000	\$ 2,935,000	\$ 960,000	24.6%	\$ 883	597
25	31732 Mar Vista Ave, Laguna Beach, CA 92651	1/19/2021	\$ 4,200,000	\$ 3,925,000	\$ 275,000	6.5%	\$ 1,078	16
26	1561 N Coast Unit#7, Laguna Beach, CA 92651	1/21/2021	\$ 1,299,000	\$ 1,282,500	\$ 16,500	1.3%	\$ 694	63
27	31891 Lupin Place, Laguna Beach, CA 92651	1/21/2021	\$ 1,595,000	\$ 1,500,000	\$ 95,000	6.0%	\$ 750	459
28	710 Griffith Way, Laguna Beach, CA 92651	1/21/2021	\$ 1,950,000	\$ 1,885,000	\$ 65,000	3.3%	\$ 1,494	21
29	1933 Upper Rim Rock, Laguna Beach, CA 92651	1/22/2021	\$ 3,595,000	\$ 3,400,000	\$ 195,000	5.4%	\$ 894	454
30	546 Temple Hills Drive, Laguna Beach, CA 92651	1/22/2021	\$ 2,399,000	\$ 2,300,000	\$ 99,000	4.1%	\$ 1,116	98
31	620 Thalia Street, Laguna Beach, CA 92651	1/22/2021	\$ 2,150,000	\$ 1,800,000	\$ 350,000	16.3%	\$ 1,136	119
32	1569 N Coast Unit#3, Laguna Beach, CA 92651	1/26/2021	\$ 1,349,000	\$ 1,350,000	\$ (1,000)	-0.1%	\$ 730	9
33	2329 Crestview Drive, Laguna Beach, CA 92651	1/28/2021	\$ 3,785,000	\$ 3,785,000	\$ -	0.0%	\$ 1,113	0
34								
35	Not used in calculations		Median	\$ 1,800,000	\$ 95,000	4.1%	\$ 970	21



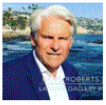
January 2021 Sales Data

Active Median (As of 2/1/2021)	\$ 3,395,000	144 Listings
Days on Market (DOM) Median		92 Days
\$ per Square Foot Median		\$ 1,451
Pending Median (As of 2/1/2021)	\$ 2,595,000	49 Listings
DOM Median		77 Days
\$ per Square Foot Median		\$ 1,215
Sold Median January 2021	\$ 1,800,000	33 Sales
Price Reduction Median	\$ 95,500	4.1 %
DOM Median		21 Days
\$ Per Square Foot Median		\$ 970
Sold 3 Month Median	\$ 1,930,000	119 Sales
\$ Per Square Foot Median		\$ 1,078
Sold 6 Month Median	\$ 2,060,000	279 Sales
Sold 12 Month Median	\$ 2,000,000	459 Sales
Price Reduction Median	\$ 129,000	5.9 %
DOM Median		60 Days
\$ Per Square Foot Median		\$ 1,041
Sold 2020 Median	\$ 2,000,000	443 Sales
SPREAD (Active - Sold)		+ \$ 1,595,000
PENDING INDICATOR (Pending - Sold)		+ \$ 800,000
January Supply	4.3 Months	Seller's Mkt
January 3 Month Supply	3.6 Months	Seller's Mkt
\$1,499,999 -	.66 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	1.7 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	5.0 Months	Balanced Mkt
\$3,000,000 - \$4,999,999	4.4 Months	Seller's Mkt
\$5,000,000 - \$9,999,999	13 Months	Buyer's Mkt
\$10,000,000 +	69 Months	Buyer's Mkt

Balanced Market 5 to 7.9 Months

Price Forecasts

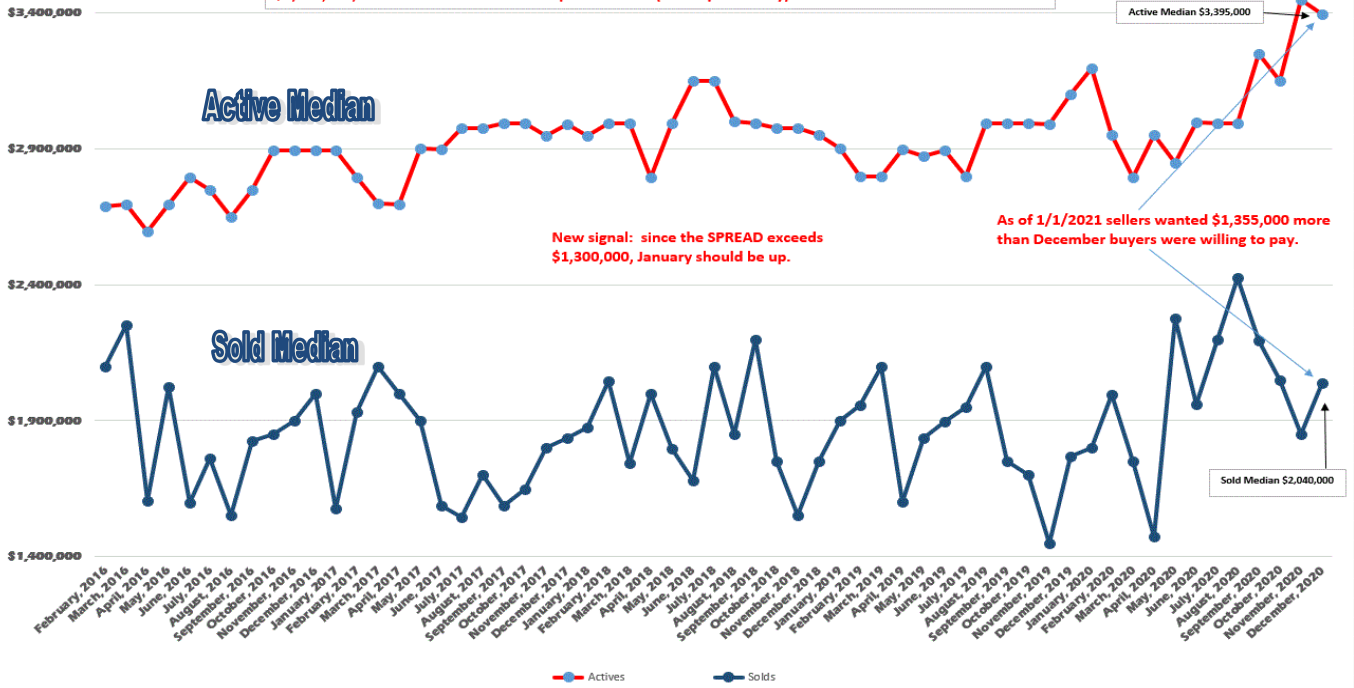
Short-Term PENDING INDICATOR Forecast for February (As of 2/1/2021)	Up
Short-Term SPREAD INDICATOR Forecast for February (As of 2/1/2021)	Up
Long-Term PRICE INDICATOR Forecast for 2021 (As of 11/1/2020)	Up



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



The SPREAD is the active median minus the sold median. The SPREAD INDICATOR: if the SPREAD is less than \$800,000 as of the 1st, the sold median should be down that month (81% probability). If the SPREAD exceeds \$1,300,000, the sold median should be up that month (91.6% probability).



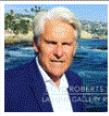
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4% Listing

- ◇ 2.5% Paid to the buyer's agent
- ◇ View Restoration Consulting
- ◇ Full Service | Open Houses
- ◇ Call **949-463-9152** for Details

A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions totaling more than \$1/4 Billion.



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

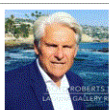


350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015.

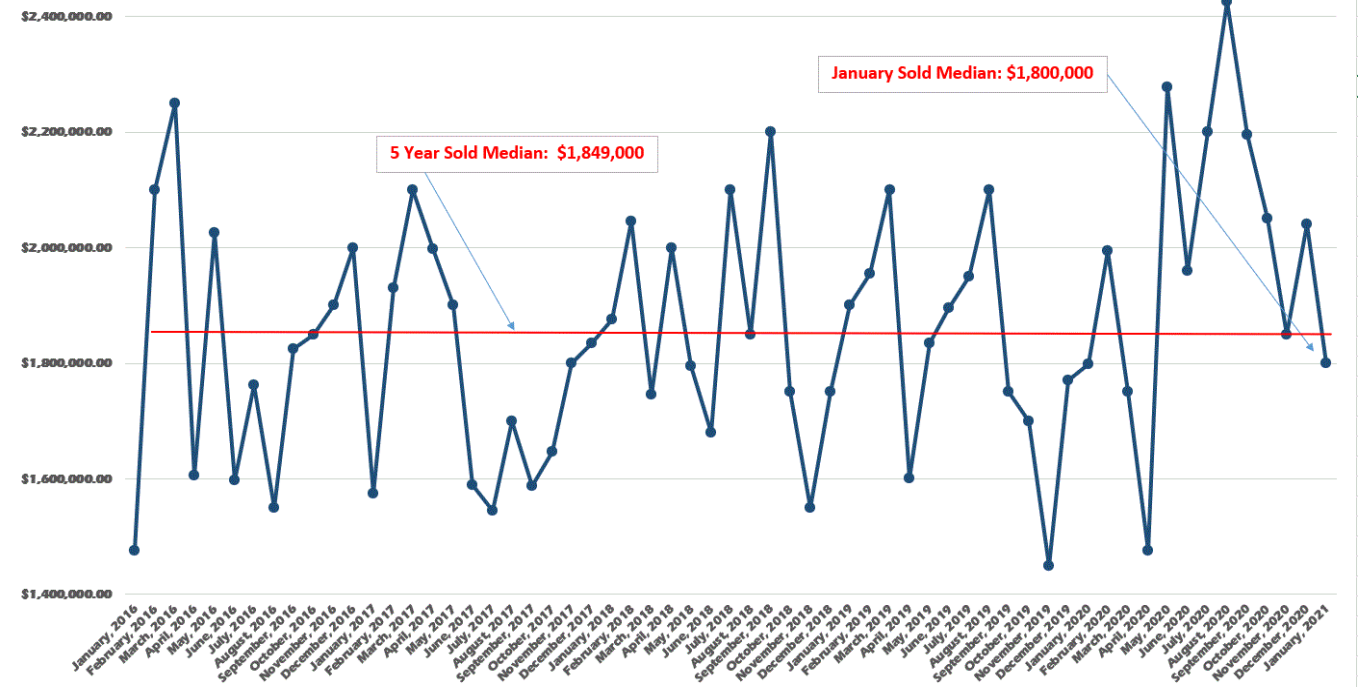
The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down.

Why? Lagunans sell when they think the price is high enough. When it is not, they withdrawal from the market.

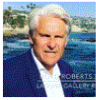
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Laguna Beach Real Estate Sold Median - Monthly

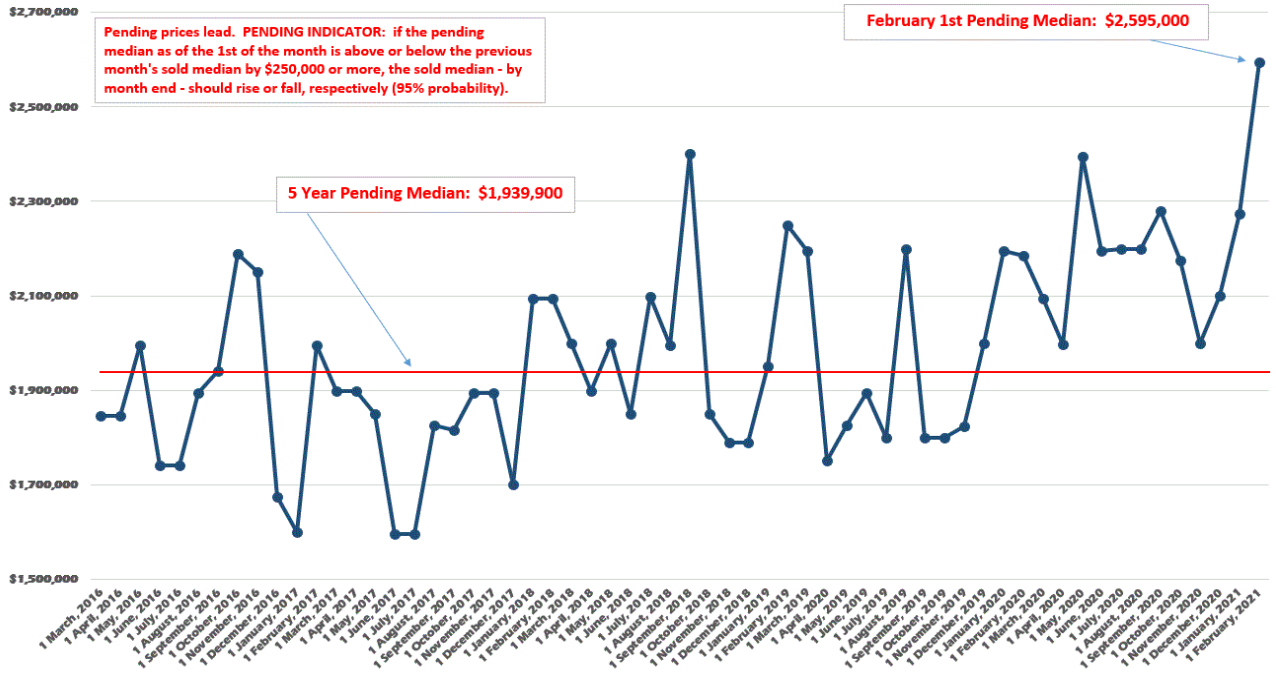


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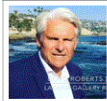


Laguna Beach Real Estate Pending Median - Monthly

Combines Pending and Under Contract listings

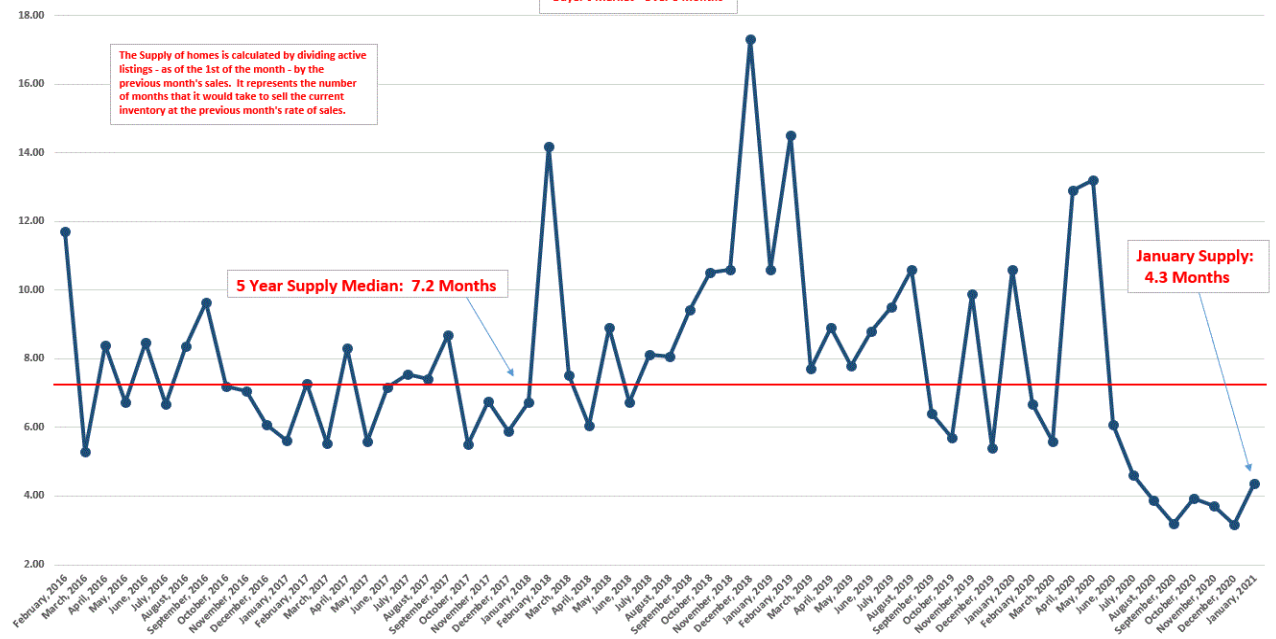


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Laguna Beach Real Estate Supply of Homes - in months - Monthly

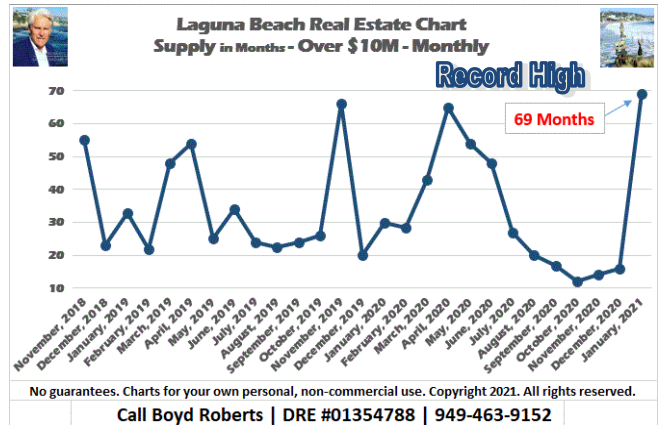
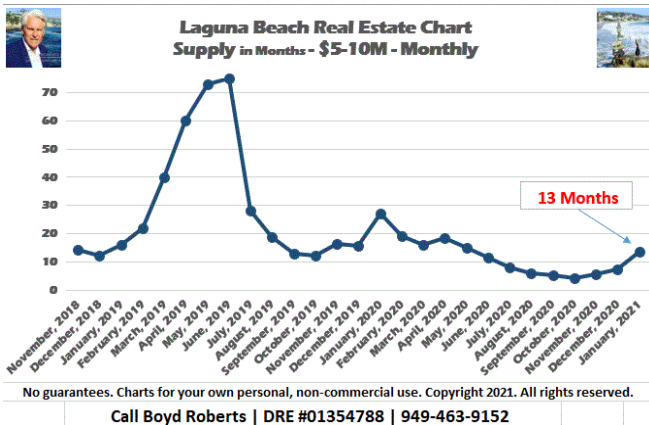
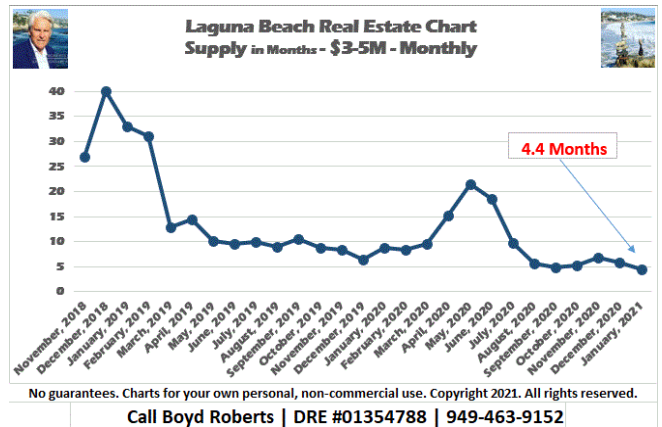
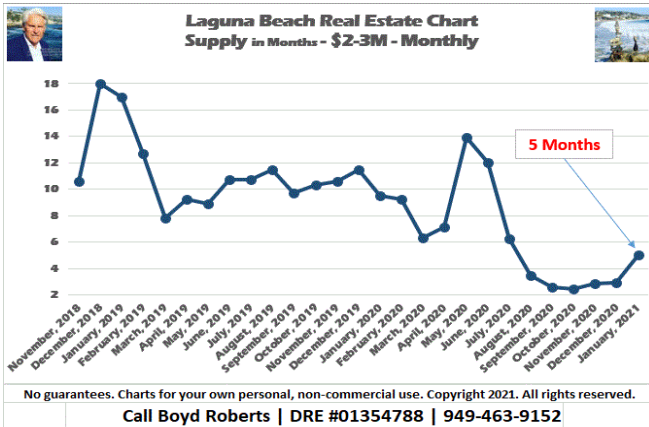
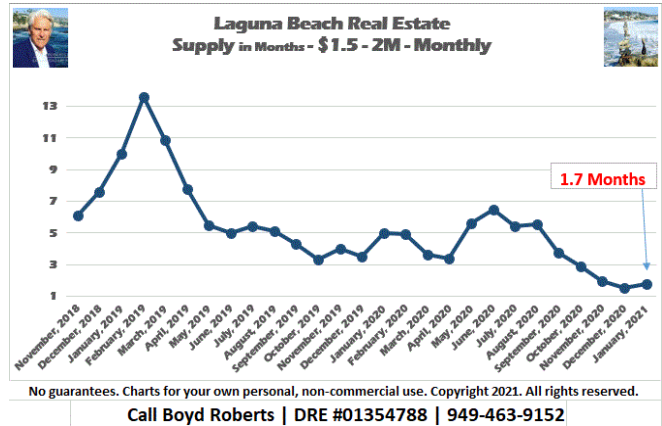
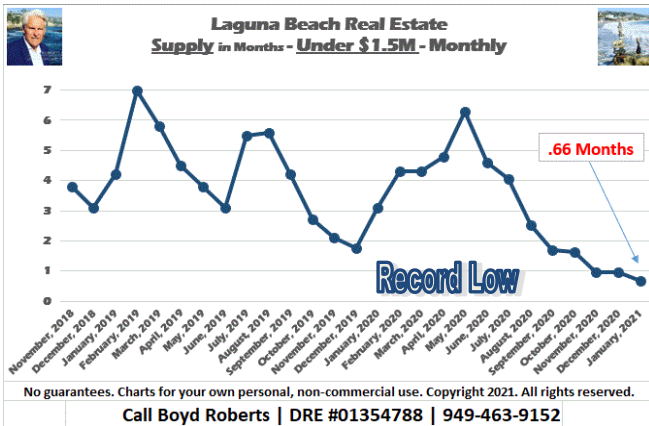
Seller's Market - Under 5 Months
Balanced Market - 5 to 8 Months
Buyer's Market - Over 8 Months



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Market Segment Supply Charts



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