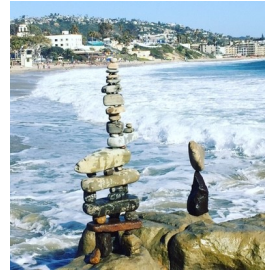


Laguna Beach Real Estate Magazine

October 2020 | [Edition #64]



SOLD MEDIAN \$2,049,500 - 145,500 | **\$ PER SQ FT** \$1,041 - 79 | **SUPPLY** 3.9 MONTHS + .8 | **30-YEAR JUMBO** 3.11% -.39

Laguna to Rally Thru 2021

YTD on Record Pace | Supply Still Low | Time to List

Laguna Beach median sold prices fell \$145,500, settling at \$2,049,500 in October. But make no mistake: the trend is up. The year to date, also at \$2,049,500, is clearly up from 2019's \$1,895,000. The market is so strong that my proprietary Long Term Price Indicator is now forecasting – with a 92% probability – that prices will also rise in 2021 (chart page 5). No guarantees.

But back to October. The number of active listings is low (chart on website). The supply of homes is also low (chart page 6). The supply of \$10M+ homes is now at 12

months down from 65 months in April (chart page 6). The number of open escrows is high (chart on website). Expect current trends to continue.

Please keep me in mind for all of your real estate needs. Stay safe.



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This Issue:

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- ⇒ Segment Breakdowns . P 3
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- ⇒ 12 Month Chart P 5
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- ⇒ Sector Supply Charts. . P 7



Fund Michael PA

www.LagunaGalleryRealEstate.com

Boyd Roberts | 949-463-9152 | Boyd@LagunaGalleryRealEstate.com

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Laguna Beach Real Estate

October Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
1	2988 Terry Road, Laguna Beach	10/1/2020	\$ 2,195,000	\$ 1,980,000	\$ 215,000	9.8%	\$ 1,044	133
2	1325 Skyline Drive, Laguna Beach	10/2/2020	\$ 4,295,000	\$ 3,940,000	\$ 355,000	8.3%	\$ 949	117
3	1141 Coast View Drive, Laguna Beach	10/2/2020	\$ 2,350,000	\$ 2,500,000	\$ (150,000)	-6.4%	\$ 1,005	9
4	1107 Coast View, Laguna Beach	10/2/2020	\$ 2,550,000	\$ 2,500,000	\$ 50,000	2.0%	\$ 1,041	0
5	21692 Ocean Vista Drive Unit#10	10/5/2020	\$ 749,900	\$ 675,000	\$ 74,900	10.0%	\$ 728	127
6	31577 Santa Rosa Drive, Laguna Beach	10/5/2020	\$ 1,295,000	\$ 1,310,000	\$ (15,000)	-1.2%	\$ 1,166	1
7	370 Nyes Place, Laguna Beach	10/6/2020	\$ 1,295,000	\$ 1,050,000	\$ 245,000	18.9%	\$ 937	24
8	2355 Laguna Canyon Road, Laguna Beach	10/7/2020	\$ 1,095,000	\$ 1,080,000	\$ 15,000	1.4%	\$ 635	6
9	1590 Arroyo Drive, Laguna Beach	10/7/2020	\$ 999,999	\$ 999,999	\$ -	0.0%	\$ 1,190	102
10	272 Canyon Acres Drive, Laguna Beach	10/7/2020	\$ 7,995,000	\$ 7,650,000	\$ 345,000	4.3%	\$ 1,481	66
11	2526 Monaco Drive, Laguna Beach	10/7/2020	\$ 9,500,000	\$ 7,340,000	\$ 2,160,000	22.7%	\$ 2,248	355
12	1301 Bluebird Canyon Dr, Laguna Beach	10/9/2020	\$ 1,600,000	\$ 1,350,000	\$ 250,000	15.6%	\$ 614	442
13	419 San Nicholas Court, Laguna Beach	10/13/2020	\$ 675,000	\$ 670,000	\$ 5,000	0.7%	\$ 505	29
14	60 Lagunita Drive, Laguna Beach	10/13/2020	\$ 2,300,000	\$ 2,725,000	\$ (425,000)	-18.5%	\$ 1,623	6
15	279 Crescent Bay Drive, Laguna Beach	10/13/2020	\$ 13,995,000	\$ 10,284,000	\$ 3,711,000	26.5%	\$ 1,954	658
16	1041 Marine Drive, Laguna Beach	10/14/2020	\$ 9,200,000	\$ 7,250,000	\$ 1,950,000	21.2%	NA	781
17	1065 Tia Juana Street, Laguna Beach	10/15/2020	\$ 1,725,000	\$ 1,660,000	\$ 65,000	3.8%	\$ 742	35
18	915 Miramar Street, Laguna Beach	10/15/2020	\$ 1,295,000	\$ 1,185,000	\$ 110,000	8.5%	\$ 940	81
19	2809 Chillon Way, Laguna Beach	10/15/2020	\$ 1,599,000	\$ 1,605,000	\$ (6,000)	-0.4%	\$ 951	6
20	275 Diamond Street, Laguna Beach	10/15/2020	\$ 2,225,000	\$ 2,165,000	\$ 60,000	2.7%	\$ 1,082	0
21	387 El Camino Del Mar, Laguna Beach	10/16/2020	\$ 2,875,000	\$ 2,675,000	\$ 200,000	7.0%	\$ 1,078	116
22	1585 S Coast Unit#2, Laguna Beach	10/16/2020	\$ 1,650,000	\$ 1,550,000	\$ 100,000	6.1%	\$ 1,341	456
23	1570 Via Corsica, Laguna Beach	10/16/2020	\$ 3,075,000	\$ 2,760,000	\$ 315,000	10.2%	\$ 1,445	101
24	116 Dumond, Laguna Beach, CA	10/16/2020	\$ 5,795,000	\$ 5,350,000	\$ 445,000	7.7%	\$ 2,229	28
25	17 Castle Rock Road, Laguna Beach	10/20/2020	\$ 1,675,000	\$ 1,240,000	\$ 435,000	26.0%	\$ 628	223
26	3168 Alta Laguna Boulevard, Laguna Beach	10/20/2020	\$ 1,925,000	\$ 1,875,000	\$ 50,000	2.6%	\$ 1,097	0
27	1585 S Coast Unit#22, Laguna Beach	10/20/2020	\$ 1,899,000	\$ 1,832,000	\$ 67,000	3.5%	\$ 1,586	51
28	530 Temple Hills Drive, Laguna Beach	10/21/2020	\$ 2,899,000	\$ 2,350,000	\$ 549,000	18.9%	\$ 559	406
29	1105 Miramar Street, Laguna Beach	10/21/2020	\$ 2,300,000	\$ 2,000,000	\$ 300,000	13.0%	\$ 760	119
30	3138 Bonn Drive, Laguna Beach	10/21/2020	\$ 1,795,000	\$ 1,775,000	\$ 20,000	1.1%	\$ 966	1
31	1220 Roosevelt Lane, Laguna Beach	10/21/2020	\$ 875,000	\$ 875,000	\$ -	0.0%	\$ 1,485	0
32	548 Bluebird Canyon Drive, Laguna Beach	10/22/2020	\$ 2,400,000	\$ 2,100,000	\$ 300,000	12.5%	\$ 917	83
33	31722 Scenic Drive, Laguna Beach	10/22/2020	\$ 2,499,000	\$ 2,425,000	\$ 74,000	3.0%	\$ 919	9
34	1560 Sunset Ridge Drive, Laguna Beach	10/23/2020	\$ 3,825,000	\$ 2,600,000	\$ 1,225,000	32.0%	\$ 745	244
35	22200 Paseo Del Sur, Laguna Beach	10/23/2020	\$ 3,295,000	\$ 3,175,000	\$ 120,000	3.6%	\$ 920	45
36	1627 Carmelita Street, Laguna Beach	10/23/2020	\$ 1,950,000	\$ 1,860,000	\$ 90,000	4.6%	\$ 1,070	49
37	989 Cliff Drive, Laguna Beach	10/26/2020	\$ 15,000,000	\$ 13,000,000	\$ 2,000,000	13.3%	\$ 3,217	422
38	668 Buena Vista Way, Laguna Beach	10/27/2020	\$ 5,295,000	\$ 4,200,000	\$ 1,095,000	20.7%	\$ 1,167	115
39	1278 Morningside, Laguna Beach	10/28/2020	\$ 1,775,000	\$ 1,600,000	\$ 175,000	9.9%	\$ 675	202
40	567 Flora Street, Laguna Beach	10/29/2020	\$ 3,695,000	\$ 3,125,000	\$ 570,000	15.4%	\$ 1,528	50
41	208 Santa Rosa #208, Laguna Beach	10/30/2020	\$ 625,000	\$ 610,000	\$ 15,000	2.4%	\$ 441	47
42	1025 Flamingo Road, Laguna Beach	10/30/2020	\$ 3,150,000	\$ 2,900,000	\$ 250,000	7.9%	\$ 1,007	136
43	358 Flora Street, Laguna Beach	10/30/2020	\$ 2,249,950	\$ 2,049,500	\$ 200,450	8.9%	\$ 1,278	27
44	1890 Ocean Way, Laguna Beach	10/30/2020	\$ 4,395,000	\$ 4,300,000	\$ 95,000	2.2%	\$ 1,851	62
45	276 Cajon Street, Laguna Beach	10/30/2020	\$ 1,698,000	\$ 1,600,000	\$ 98,000	5.8%	\$ 2,150	85
Not used in calculations			Median	\$ 2,049,500	\$ 120,000	7.0%	\$ 1,041	46

October 2020 Sales Data

Active Median (As of 11/1/2020)		\$ 3,150,000	177 Listings
Days on Market (DOM) Median			70 Days
\$ per Square Foot Median			\$ 1,307
Pending Median (As of 11/1/2020)		\$ 1,999,000	60 Listings
DOM Median			71 Days
\$ per Square Foot Median			\$ 1,179
Sold Median October 2020		\$ 2,049,500	45 Sales
Price Reduction Median		\$ 120,000	7 %
DOM Median			66 Days
\$ Per Square Foot Median			\$ 1,041
Sold 3 Month Median (8/1/2020 - 10/31/2020)		\$ 2,199,000	160 Sales
\$ Per Square Foot Median			\$ 1,054
Sold 6 Month Median (5/1/2020 - 10/31/2020)	New High	\$ 2,195,000	262 Sales
Sold 12 Month Median (11/1/2019 - 10/31/2020)	New High	\$ 2,000,000	412 Sales
Price Reduction Median		\$ 150,000	7.1 %
DOM Median			75 Days
\$ Per Square Foot Median			\$ 1,018
Sold 2019 Median		\$ 1,895,000	383 Sales
Sold YTD Median (thru 10/31/2020)	New High	\$ 2,049,500	357 Sales
The Spread (Active - Sold)			+ \$ 1,100,500
The Pending Indicator (Pending - Sold)			+ \$ 59,500
September Supply		3.9 Months	Seller's Mkt

Market Segment Breakdowns

September Adjusted Supply (7/1/2020 - 9/30/2020)	3.3 Months	Seller's Mkt
\$1,499,999 -	1.6 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	2.8 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	2.4 Months	Seller's Mkt
\$3,000,000 - \$4,999,999	5.2 Months	Balanced Mkt
\$5,000,000 - \$9,999,999	4.3 Months	Seller's Mkt
\$10,000,000 +	12 Months	Buyer's Mkt

Balanced Market 5 to 7.9 Months

Current Price Projections

Short Term Pending Indicator projection (As of 11/1/2020)		No Signal
Long-Term Price Indicator (As of 1/1/2020) Projection for 2020		Up
Long-Term Price Indicator (As of 11/1/2020) Projection for 2021	New	Up

Michael Needs Help

We all know and love our greeter, Michael. I saw him on Saturday November 7, 2020. He is not doing well. I know he has medical issues. Definitely he is too embarrassed to give me all of the details.

I started a Go-Fund-Me for him. So far, we have raised \$1,415. To contribute go to [Go-FundMe.com](https://www.gofundme.com/help-laguna-beach-greeter-michael-minutoli) type in "Help Laguna Beach Greeter Michael Minutoli."

I post on Instagram @Roberts.Boyd with more frequent updates. Thank you for your support.

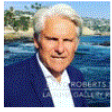


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- ◇ **View Restoration Consulting**
- ◇ **Full Service | Open Houses**
- ◇ **Call [949-463-9152](tel:949-463-9152) for Details**

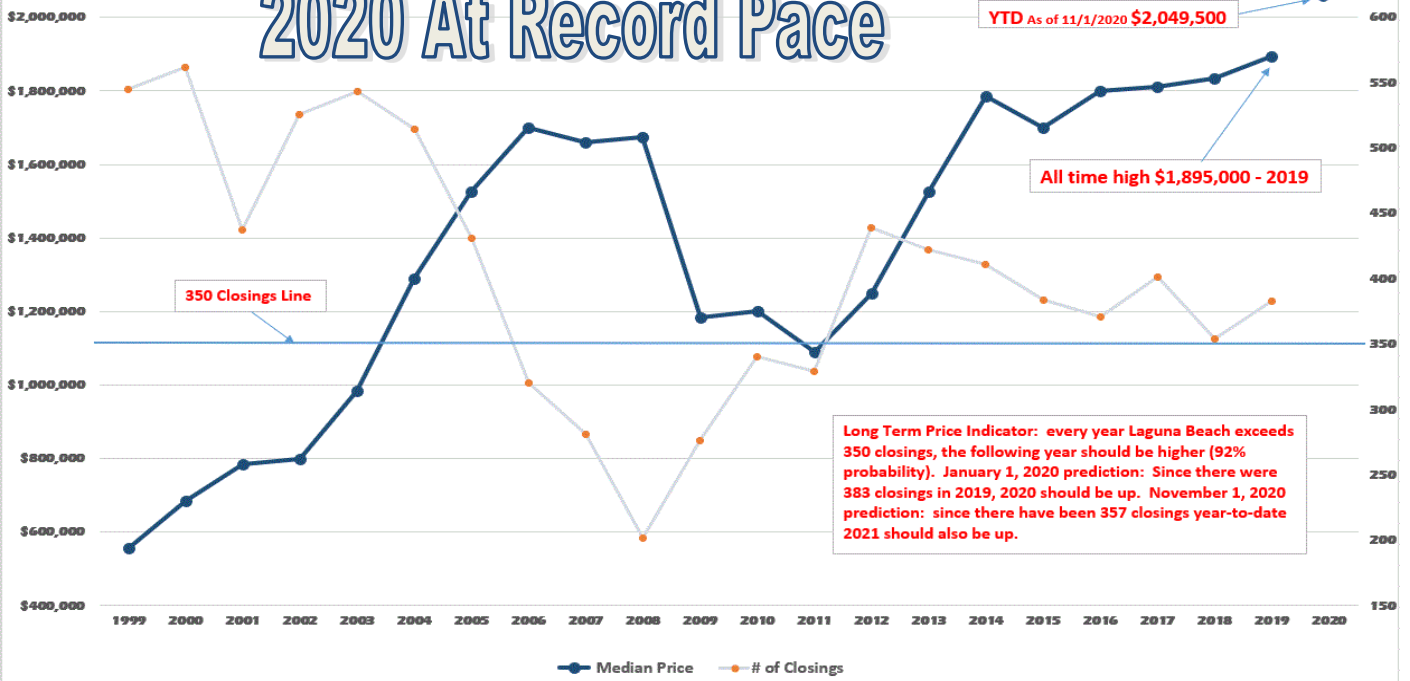
Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.



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



2020 At Record Pace

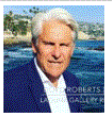


350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015.

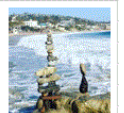
The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down.

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

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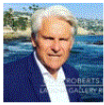
**Laguna Beach Real Estate Chart
Sold - 12 Month Median - Monthly**



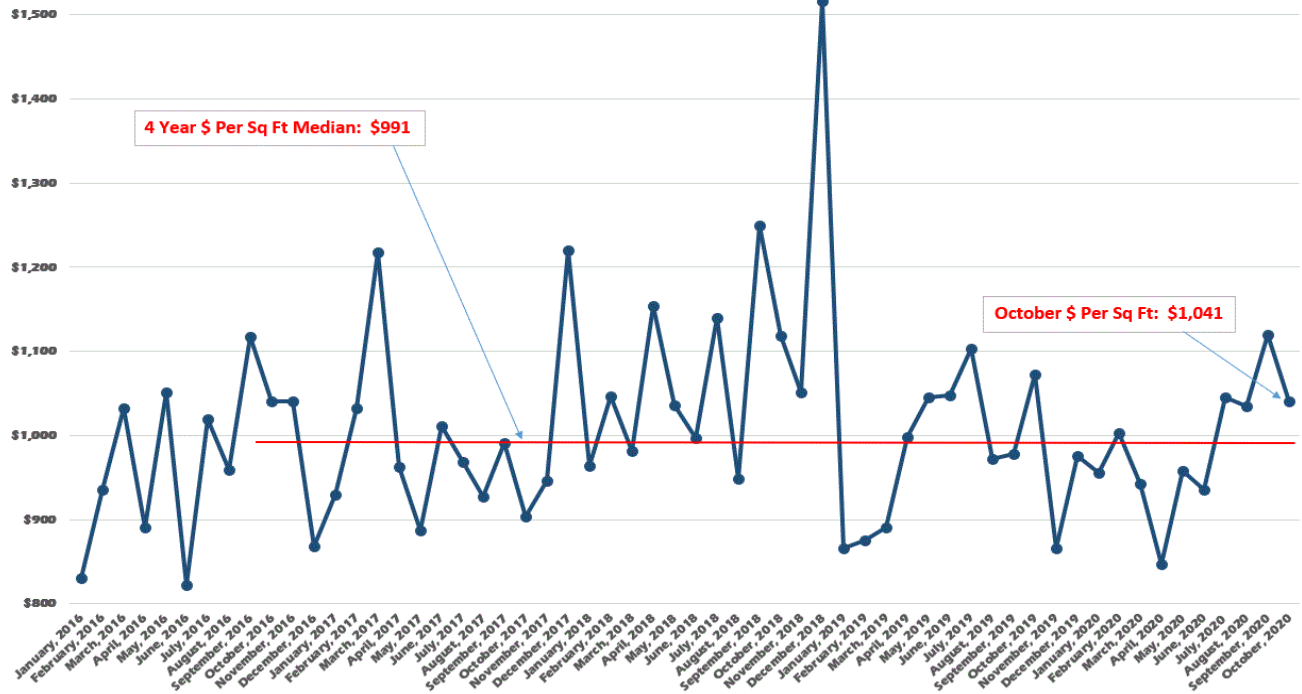
The Trend is Clear



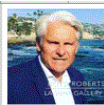
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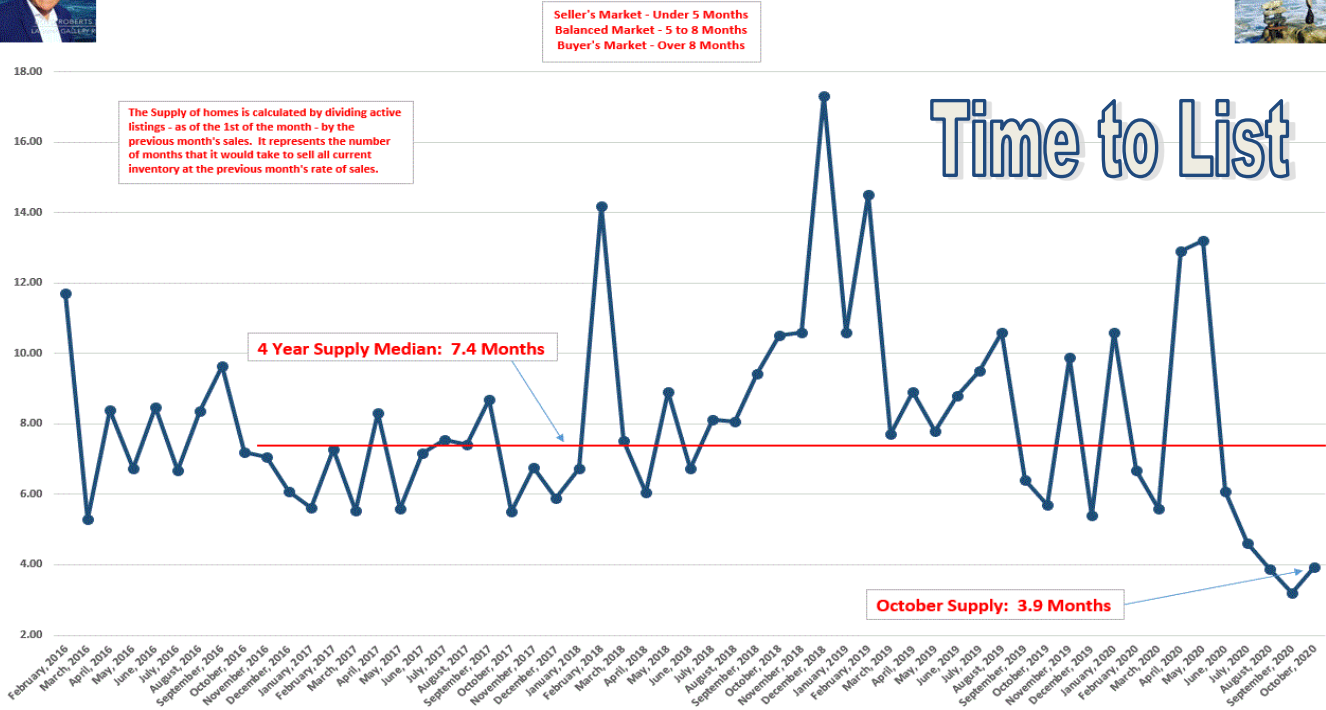
Laguna Beach Real Estate Chart Sold - \$ Per Square Foot Median - Monthly



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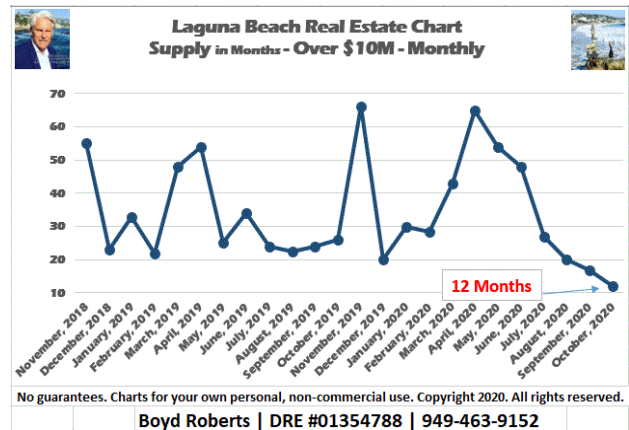
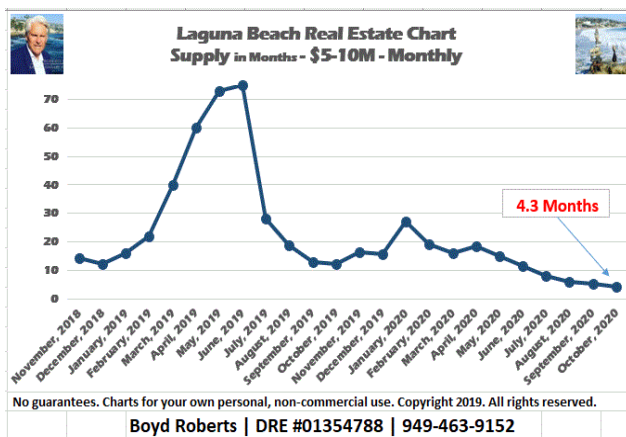
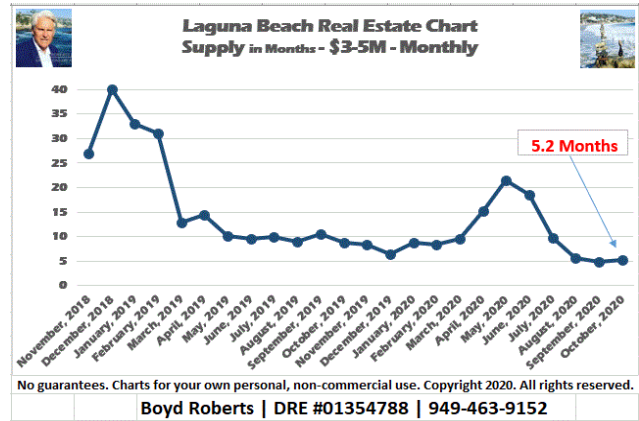
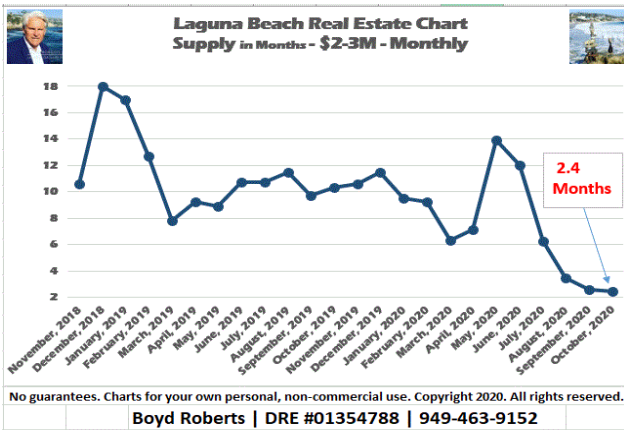
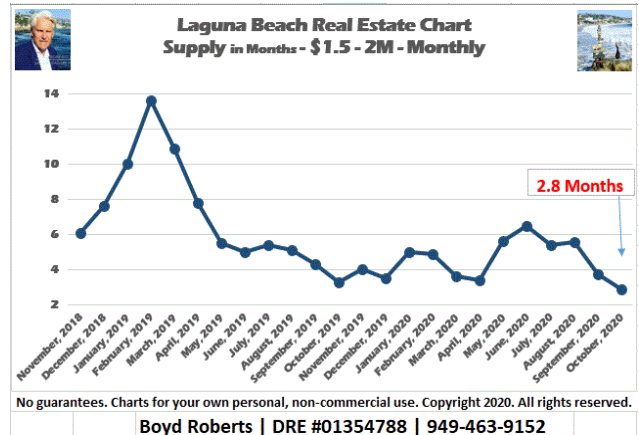
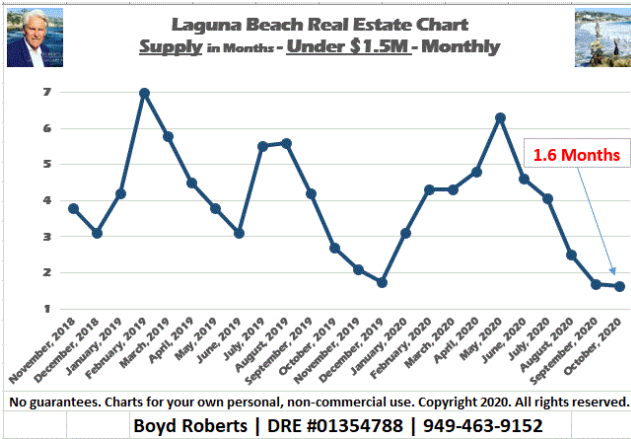
Laguna Beach Real Estate Chart Supply of Homes in months - Monthly



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Market Segment Supply Charts



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