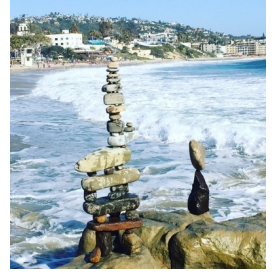


Laguna Beach Real Estate Magazine

April 2021 | [Edition #70]



SOLD MEDIAN \$2,410,000 - 215,000 | **\$ PER SQ FT** \$1,252 - 14 | **SUPPLY** 2.2 MONTHS - .9 | **30-YEAR JUMBO** 3.12% - .37

Laguna Set to Soar - Again

\$ Per Sq Ft Goes Parabolic | Listings Evaporate | Supply Implodes

The table is set. With a 95% probability the Laguna Beach sold median will rally in May. Likely, it will soar. Although it declined \$215,000 in April settling at \$2,410,000, the active and pending medians soared to \$3,895,000 and \$2,895,000, respectively – the highest prints ever. Both of my short-term price indicators – the Pending Indicator and the Spread Indicator – are flashing strong up signals.

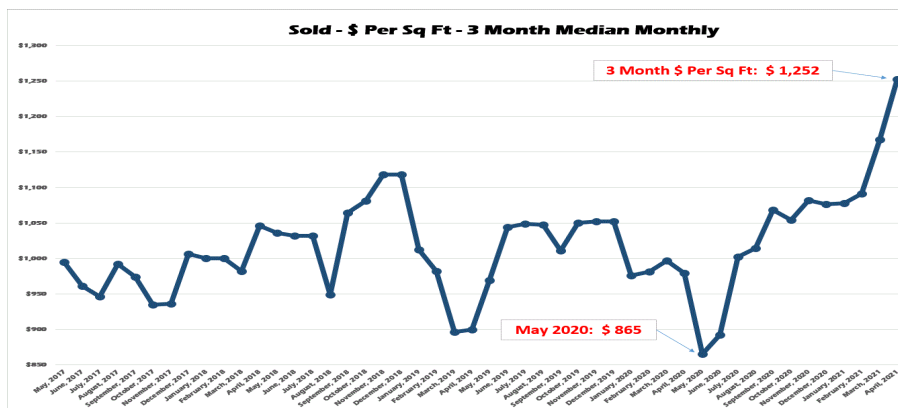
In the last 12 months the three-month \$ per square foot is up 44%. It went from \$865 last May to \$1,254 last

month. Chart below.

Active listings are few and far between. The six lowest monthly prints of active listings in the last 5 years have occurred in the last 6 months.

With only 137 active listings as of May 1st and 61 closings in April, the supply of homes has plunged to 2.2 months: the lowest print in the 5+ years I have tracked Laguna Beach real estate.

The economy is booming. Rates are low and lenders want to lend. It does not get any better than this. Call me to take advantage of this market.



This Issue:

- ⇒ My Take P 1
- ⇒ Closing Detail P 2
- ⇒ Sales Data. P 4
- ⇒ Price Projections P 4
- ⇒ Active Listing Chart . . . P 5
- ⇒ Yearly Sold Chart P 6
- ⇒ Monthly Sold Chart . . . P 6
- ⇒ 12 Month Chart . . . P 7
- ⇒ Supply Chart P 7
- ⇒ Sector Supply Charts . . P 8

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949-463-9152

Laguna Beach Real Estate

April Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	31667 3rd Avenue, Laguna Beach, CA 92651	4/1/2021	\$ 1,649,000	\$ 1,644,000	\$ 5,000	0.3%	\$ 1,786	5
2	31511 Summit Road, Laguna Beach, CA 92651	4/1/2021	\$ 999,000	\$ 1,125,000	\$ (126,000)	-12.6%	\$ 1,651	6
3	31341 Pedro, Laguna Beach, CA 92651	4/1/2021	\$ 2,899,000	\$ 2,985,000	\$ (86,000)	-3.0%	\$ 852	9
4	3105 Mountain View Dr., Laguna Beach, CA 92651	4/1/2021	\$ 1,795,000	\$ 1,700,000	\$ 95,000	5.3%	\$ 761	137
5	2745 Laguna Canyon #B, Laguna Beach, CA 92651	4/1/2021	\$ 1,320,000	\$ 1,009,000	\$ 311,000	23.6%	\$ 844	204
6	1087 Flamingo Road, Laguna Beach, CA 92651	4/2/2021	\$ 3,100,000	\$ 2,900,000	\$ 200,000	6.5%	\$ 1,341	54
7	657 Virginia Park Drive, Laguna Beach, CA 92651	4/2/2021	\$ 4,400,000	\$ 3,895,000	\$ 505,000	11.5%	\$ 1,312	129
8	32292 Coast, Laguna Beach, CA 92651	4/2/2021	\$ 1,825,000	\$ 1,650,000	\$ 175,000	9.6%	\$ 1,803	208
9	7 Smithcliffs Road, Laguna Beach, CA 92651	4/2/2021	\$ 4,295,000	\$ 3,700,000	\$ 595,000	13.9%	\$ 1,005	238
10	21711 Wesley Unit#C, Laguna Beach, CA 92651	4/2/2021	\$ 779,000	\$ 745,000	\$ 34,000	4.4%	\$ 931	348
11	605 Agate Street, Laguna Beach, CA 92651	4/5/2021	\$ 2,240,000	\$ 2,240,000	\$ -	0.0%	\$ 1,325	5
12	31561 Table Rock #201, Laguna Beach, CA 92651	4/5/2021	\$ 2,400,000	\$ 2,200,000	\$ 200,000	8.3%	\$ 1,906	61
13	1004 Santa Ana Street, Laguna Beach, CA 92651	4/7/2021	\$ 1,760,000	\$ 1,760,000	\$ -	0.0%	\$ 1,275	0
14	20472 Sun Valley Drive, Laguna Beach, CA 92651	4/7/2021	\$ 1,000,000	\$ 975,000	\$ 25,000	2.5%	\$ 684	0
15	290 Oak Street, Laguna Beach, CA 92651	4/7/2021	\$ 1,750,000	\$ 1,675,000	\$ 75,000	4.3%	\$ 1,252	82
16	43 Emerald Bay, Laguna Beach, CA 92651	4/7/2021	\$ 4,500,000	\$ 3,900,000	\$ 600,000	13.3%	\$ 1,844	208
17	484 Cliff Drive Unit#9, Laguna Beach, CA 92651	4/7/2021	\$ 1,698,000	\$ 1,675,000	\$ 23,000	1.4%	\$ 1,474	282
18	30731 Driftwood Drive, Laguna Beach, CA 92651	4/8/2021	\$ 3,250,000	\$ 3,300,000	\$ (50,000)	-1.5%	\$ 1,552	4
19	660 Temple Hills Drive, Laguna Beach, CA 92651	4/8/2021	\$ 1,849,000	\$ 1,800,000	\$ 49,000	2.7%	\$ 2,068	126
20	793 Buena Vista Way, Laguna Beach, CA 92651	4/9/2021	\$ 3,259,000	\$ 3,450,000	\$ (191,000)	-5.9%	\$ 1,218	0
21	31471 Ocean View Street, Laguna Beach, CA 92651	4/12/2021	\$ 2,450,000	\$ 2,450,000	\$ -	0.0%	\$ 720	1
22	22165 Paseo Del Sur, Laguna Beach, CA 92651	4/12/2021	\$ 2,598,000	\$ 2,521,596	\$ 76,404	2.9%	\$ 725	12
23	1004 Katella Street, Laguna Beach, CA 92651	4/12/2021	\$ 2,500,000	\$ 2,300,000	\$ 200,000	8.0%	\$ 826	151
24	1589 Caribbean Way, Laguna Beach, CA 92651	4/12/2021	\$ 3,399,000	\$ 3,400,000	\$ (1,000)	0.0%	\$ 894	229
25	387 Cypress Drive #3, Laguna Beach, CA 92651	4/13/2021	\$ 899,000	\$ 902,500	\$ (3,500)	-0.4%	\$ 1,122	11
26	843 Acapulco Street, Laguna Beach, CA 92651	4/14/2021	\$ 1,479,000	\$ 1,500,000	\$ (21,000)	-1.4%	\$ 1,113	2
27	18 N Vista De Catalina, Laguna Beach, CA 92651	4/14/2021	\$ 5,499,000	\$ 5,300,000	\$ 199,000	3.6%	\$ 1,052	12
28	2615 Victoria Drive, Laguna Beach, CA 92651	4/14/2021	\$ 6,295,000	\$ 5,900,000	\$ 395,000	6.3%	\$ 1,912	49
29	990 Meadowlark Drive, Laguna Beach, CA 92651	4/14/2021	\$ 1,550,000	\$ 140,000	\$ 1,410,000	91.0%	\$ 1,112	98
30	986 Meadowlark Drive, Laguna Beach, CA 92651	4/14/2021	\$ 2,099,000	\$ 1,800,000	\$ 299,000	14.2%	\$ 1,351	126
31	460 Blumont Street, Laguna Beach, CA 92651	4/15/2021	\$ 2,795,000	\$ 2,500,000	\$ 295,000	10.6%	\$ 2,083	45
32	31562 Scenic Drive, Laguna Beach, CA 92651	4/15/2021	\$ 1,825,000	\$ 1,785,000	\$ 40,000	2.2%	\$ 1,221	115
33	130 Irvine Cove Place, Laguna Beach, CA 92651	4/16/2021	\$ 9,500,000	\$ 9,500,000	\$ -	0.0%	\$ 1,925	1
34	3075 Alta Laguna Blvd, Laguna Beach, CA 92651	4/19/2021	\$ 2,700,000	\$ 2,831,050	\$ (131,050)	-4.9%	\$ 1,451	5
35	31512 Egan Road, Laguna Beach, CA 92651	4/19/2021	\$ 1,925,000	\$ 1,890,000	\$ 35,000	1.8%	\$ 1,106	6
36	939 Catalina, Laguna Beach, CA 92651	4/19/2021	\$ 2,748,000	\$ 2,759,638	\$ (11,638)	-0.4%	\$ 1,567	9
37	10 Emerald Bay, Laguna Beach, CA 92651	4/20/2021	\$ 11,750,000	\$ 11,750,000	\$ -	0.0%	\$ 2,422	0
38	723 Emerald Bay, Laguna Beach, CA 92651	4/20/2021	\$ 4,895,000	\$ 4,895,000	\$ -	0.0%	\$ 1,398	25
39	841 Diamond Street, Laguna Beach, CA 92651	4/20/2021	\$ 4,995,000	\$ 3,780,000	\$ 1,215,000	24.3%	\$ 887	718
40	966 Coast View Drive, Laguna Beach, CA 92651	4/21/2021	\$ 2,399,000	\$ 2,350,000	\$ 49,000	2.0%	\$ 1,616	0
41	257 Canyon Acres Drive, Laguna Beach, CA 92651	4/23/2021	\$ 1,800,000	\$ 1,775,000	\$ 25,000	1.4%	\$ 1,239	0
42	251 Lower Cliff Dr #8, Laguna Beach, CA 92651	4/23/2021	\$ 1,450,000	\$ 1,450,000	\$ -	0.0%	\$ 1,204	1
43	2645 Victoria Drive, Laguna Beach, CA 92651	4/23/2021	\$ 5,950,000	\$ 4,923,000	\$ 1,027,000	17.3%	\$ 2,463	1
44	1363 Morningside Drive, Laguna Beach, CA 92651	4/23/2021	\$ 1,950,000	\$ 2,200,000	\$ (250,000)	-12.8%	\$ 720	13
45	7 Rockledge Road, Laguna Beach, CA 92651	4/23/2021	\$ 7,295,000	\$ 5,900,000	\$ 1,395,000	19.1%	\$ 3,373	99

Continued next page

April Closing Detail

Continued

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	\$ Sq Ft	DOM
46	3270 Crestwood Circle, Laguna Beach, CA 92651	4/23/2021	\$ 2,495,000	\$ 2,220,000	\$ 275,000	11.0%	\$ 916	142
47	705 Emerald Bay, Laguna Beach, CA 92651	4/23/2021	\$ 5,895,000	\$ 5,325,000	\$ 570,000	9.7%	\$ 1,804	144
48	609 San Nicholas Ct #609, Laguna Beach, CA 92651	4/26/2021	\$ 655,000	\$ 675,000	\$ (20,000)	-3.1%	\$ 469	0
49	31261 Brooks Street, Laguna Beach, CA 92651	4/26/2021	\$ 3,895,000	\$ 4,000,000	\$ (105,000)	-2.7%	\$ 997	10
50	1030 Temple Hills Drive, Laguna Beach, CA 92651	4/26/2021	\$ 2,000,000	\$ 2,000,000	\$ -	0.0%	\$ 1,322	11
51	1275 Pacific Avenue, Laguna Beach, CA 92651	4/26/2021	\$ 3,995,000	\$ 3,995,000	\$ -	0.0%	\$ 873	12
52	416 Aster Street, Laguna Beach, CA 92651	4/26/2021	\$ 2,000,000	\$ 2,000,000	\$ -	0.0%	\$ 1,824	46
53	2265 Bridge Road, Laguna Beach, CA 92651	4/26/2021	\$ 3,498,000	\$ 2,880,000	\$ 618,000	17.7%	\$ 744	245
54	2767 Victoria Drive, Laguna Beach, CA 92651	4/27/2021	\$ 3,475,000	\$ 2,975,000	\$ 500,000	14.4%	\$ 2,135	16
55	735 Pearl Street, Laguna Beach, CA 92651	4/28/2021	\$ 2,675,000	\$ 2,685,000	\$ (10,000)	-0.4%	\$ 1,201	2
56	2175 S Coast Unit#14, Laguna Beach, CA 92651	4/28/2021	\$ 855,000	\$ 855,000	\$ -	0.0%	\$ 1,368	21
57	361 Cress Street, Laguna Beach, CA 92651	4/28/2021	\$ 2,599,000	\$ 2,410,000	\$ 189,000	7.3%	\$ 1,415	26
58	1554 Skyline Drive, Laguna Beach, CA 92651	4/30/2021	\$ 2,250,000	\$ 2,250,000	\$ -	0.0%	\$ 1,041	0
59	211 Emerald Bay, Laguna Beach, CA 92651	4/30/2021	\$ 8,950,000	\$ 8,950,000	\$ -	0.0%	\$ 4,417	28
60	2545 Iris Way, Laguna Beach, CA 92651	4/30/2021	\$ 2,895,000	\$ 2,900,000	\$ (5,000)	-0.2%	\$ 1,185	79
61	34 N Stonington Road, Laguna Beach, CA 92651	4/30/2021	\$ 3,849,000	\$ 3,730,000	\$ 119,000	3.1%	\$ 1,145	208
62								
63	Not used in calculations		Median	\$ 2,410,000	\$ 49,000	2.9%	\$ 1,252	46



4% Listing

- ◇ 2.5% Paid to the buyer's agent
- ◇ View Restoration Consulting
- ◇ Full Service | Open Houses
- ◇ Call [949-463-9152](tel: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 exceeding \$1/4 Billion.

April 2021 Sales Data

Active Median (As of 5/1/2021)	\$ 3,895,000	137 Listings
Days on Market (DOM) Median		63 Days
\$ per Square Foot Median		\$ 1,485
Pending Median (As of 5/1/2021)	\$ 2,895,000	77 Listings
DOM Median		33 Days
\$ per Square Foot Median		\$ 1,240
Sold Median April 2021	\$ 2,410,000	61 Sales
Price Reduction Median	\$ 49,000	2.9 %
DOM Median		46 Days
\$ Per Square Foot Median		\$ 1,252
Sold 3 Month Median	\$ 2,500,000	141 Sales
\$ Per Square Foot Median		\$ 1,266
Sold 6 Month Median	\$ 2,233,000	260 Sales
Sold 12 Month Median	\$ 2,215,000	522 Sales
Price Reduction Median	\$ 135,000	6.0 %
DOM Median		63 Days
\$ Per Square Foot Median		\$ 1,101
Sold 2020 Median	\$ 2,000,000	443 Sales
Sold YTD	\$ 2,350,000	174 Sales
SPREAD (Active - Sold)		+ \$ 1,485,000
PENDING INDICATOR (Pending - Sold)		+ \$ 485,000
April Supply	2.2 Months	Seller's Market
April 3 Month Supply	2.9 Months	Seller's Market
\$1,499,999 -	1.2 Months	Seller's Market
\$1,500,000 - \$1,999,999	1.6 Months	Seller's Market
\$2,000,000 - \$2,999,999	2.0 Months	Seller's Market
\$3,000,000 - \$4,999,999	4.0 Months	Seller's Market
\$5,000,000 - \$9,999,999	4.0 Months	Seller's Market
\$10,000,000 +	16 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

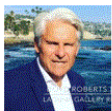
Price Forecasts

Short-Term PENDING INDICATOR Forecast for May (As of 5/1/2021)	Up
Short-Term SPREAD INDICATOR Forecast for May (As of 5/1/2021)	Up
Long-Term PRICE INDICATOR Forecast for 2021 (As of 11/1/2020)	Up

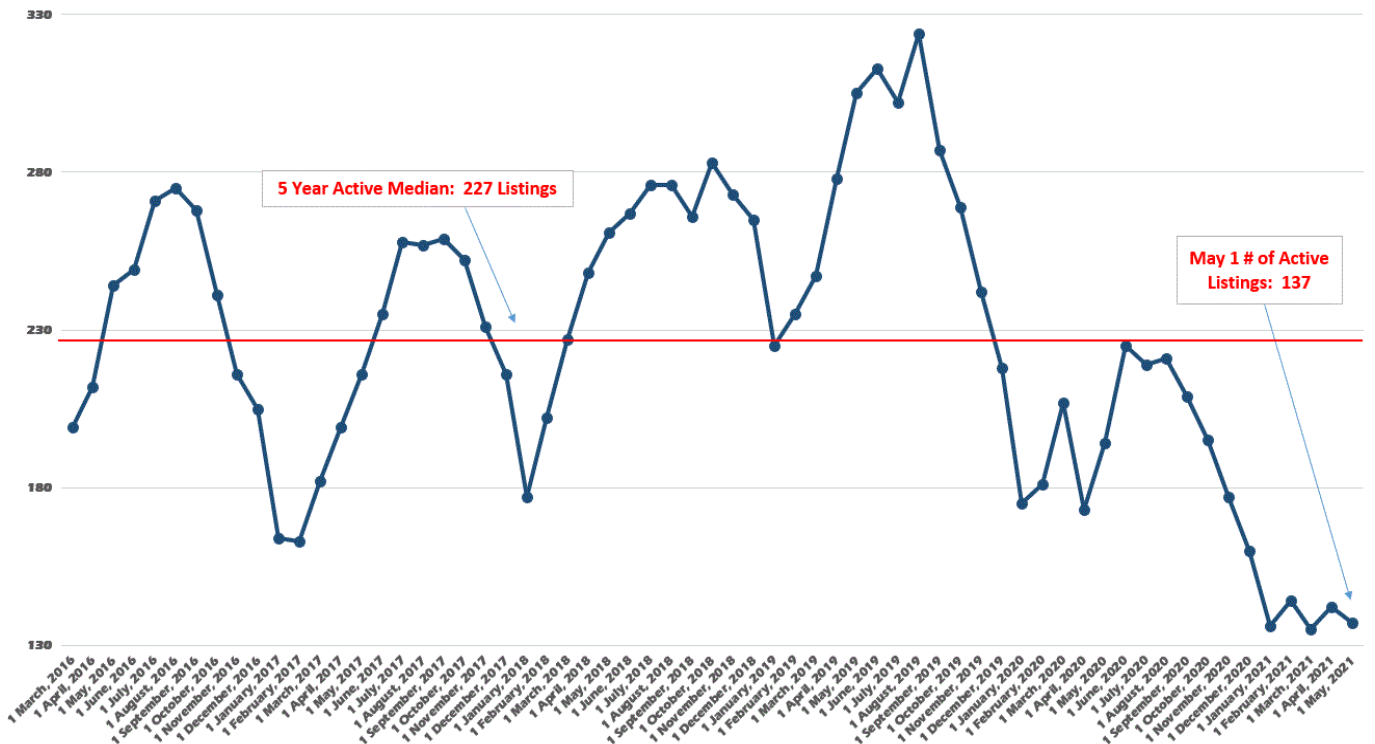
Laguna Jumbo Financing

- No Limit Cash Out
- \$2,500,000 Loan Amounts
- 89% Loan to Value
- 1 Appraisal
- 680 FICO
- DU "like" Approval
- Primary, Secondary, Investment
- Rates Starting Under 3%

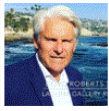
Primary Capital | 949-403-8500 | NMLS 2074564 | DRE 01354788



Laguna Beach Real Estate Chart
of Active Listings - Monthly



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

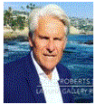


350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015.

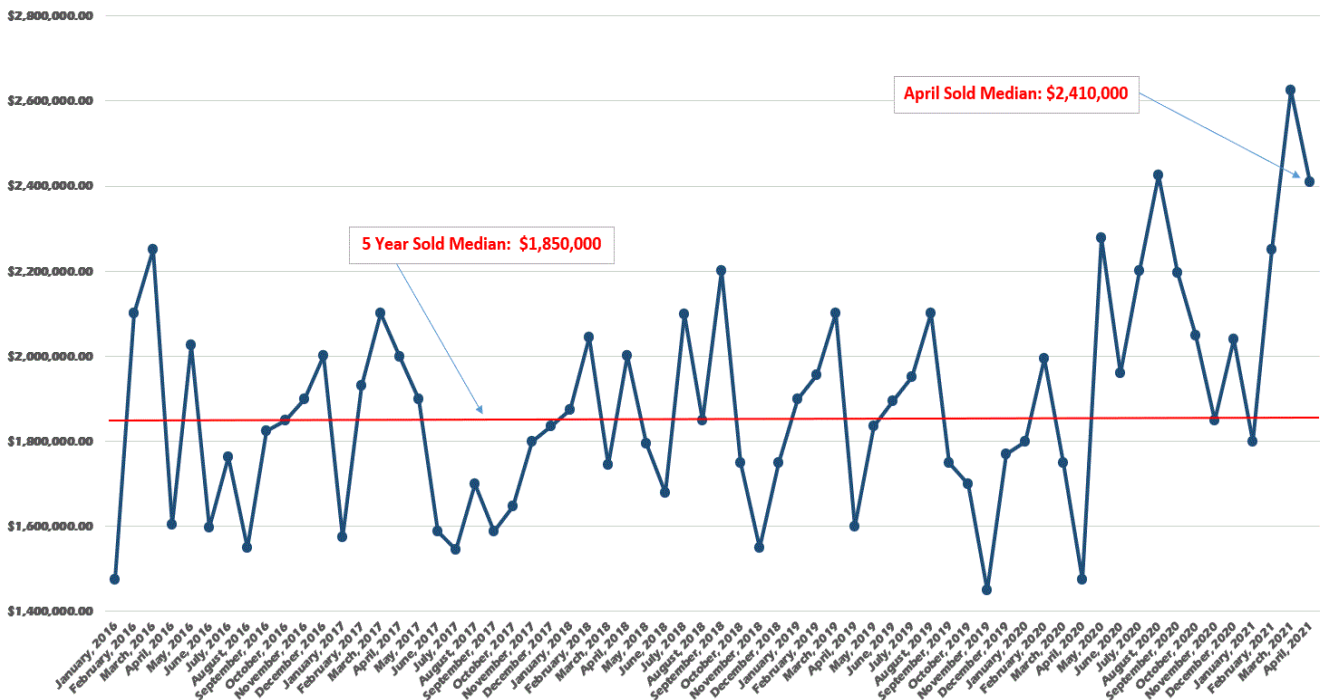
The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down.

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

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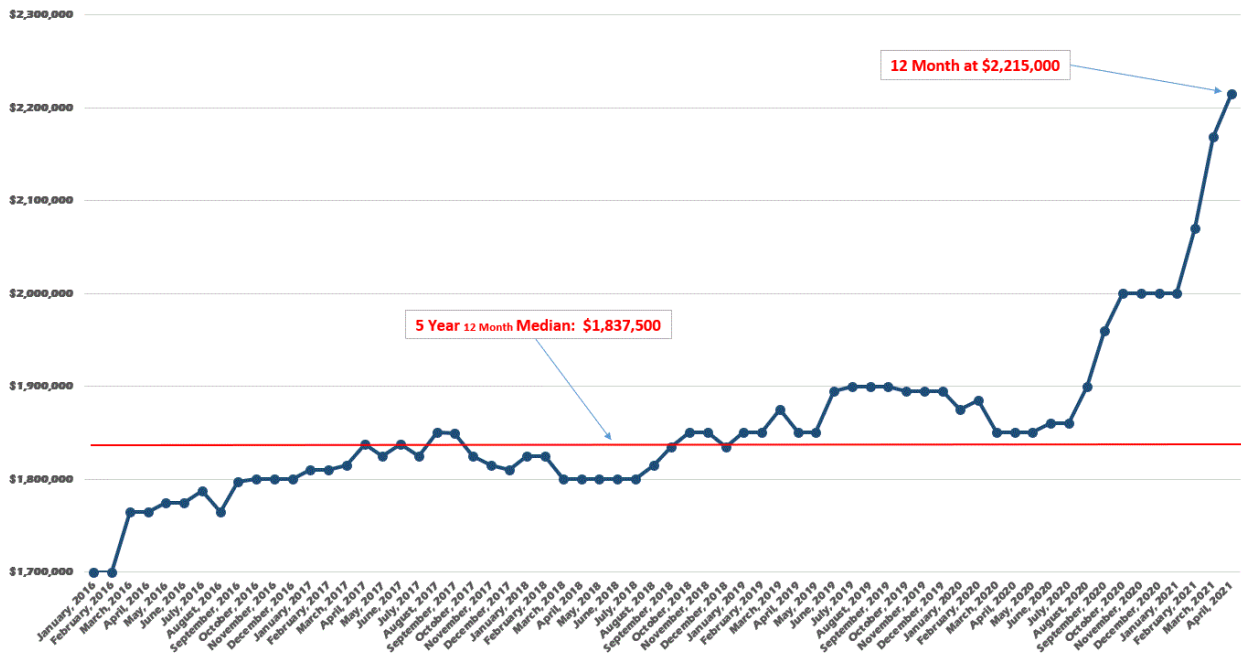
Laguna Beach Real Estate Sold Median - Monthly



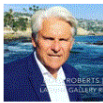
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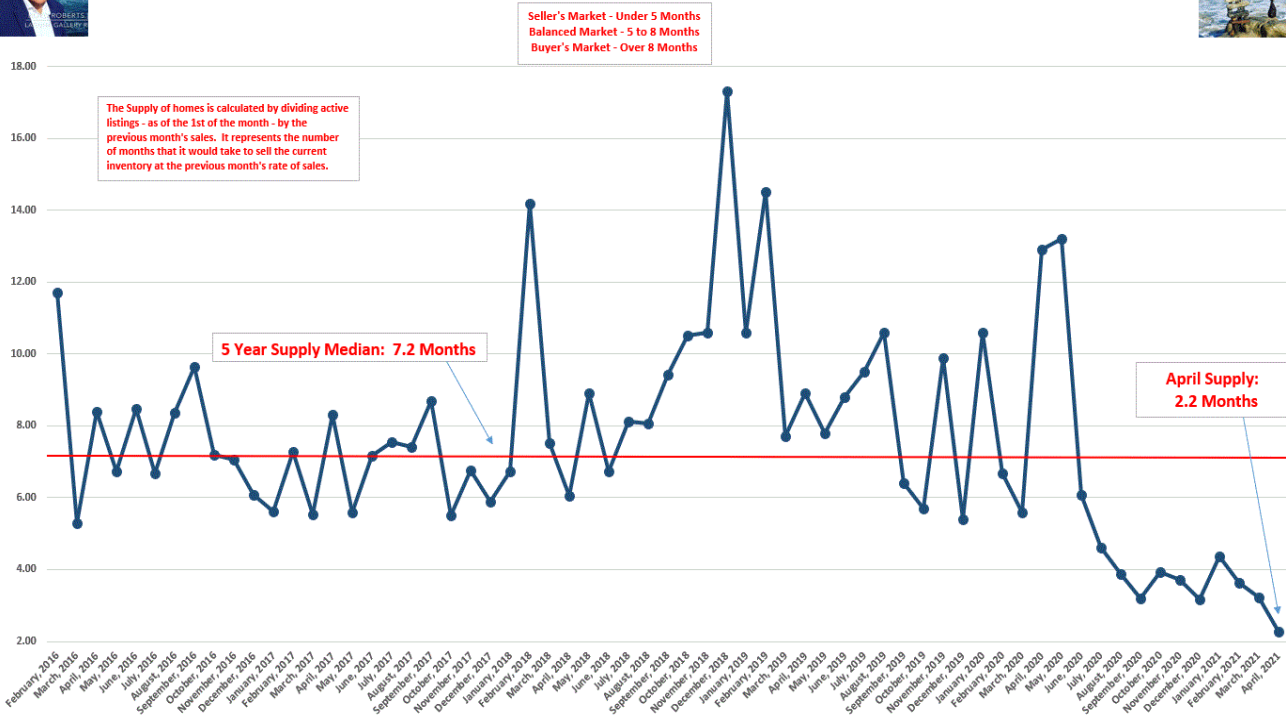
Laguna Beach Real Estate Sold - 12 Month Median - Monthly



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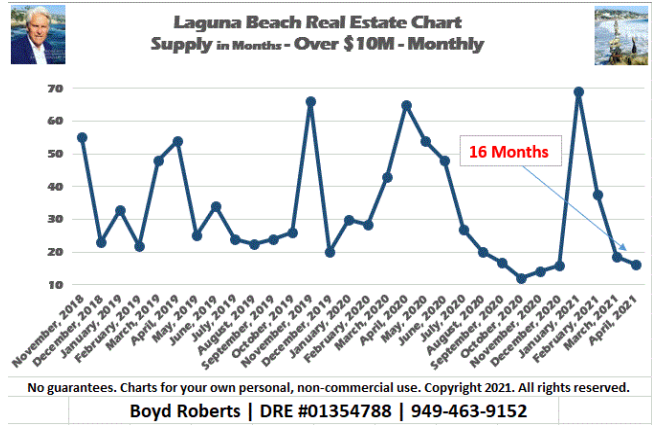
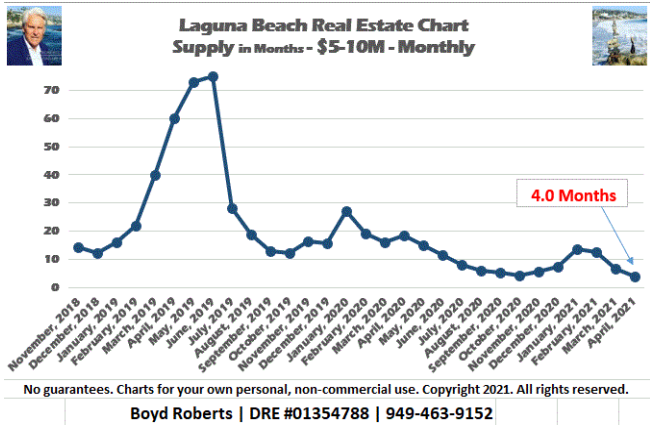
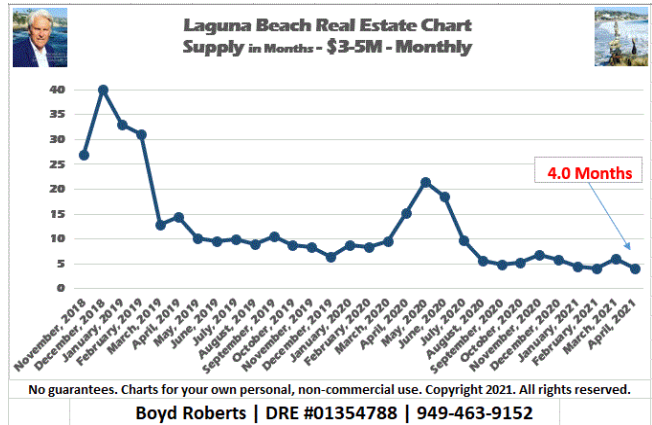
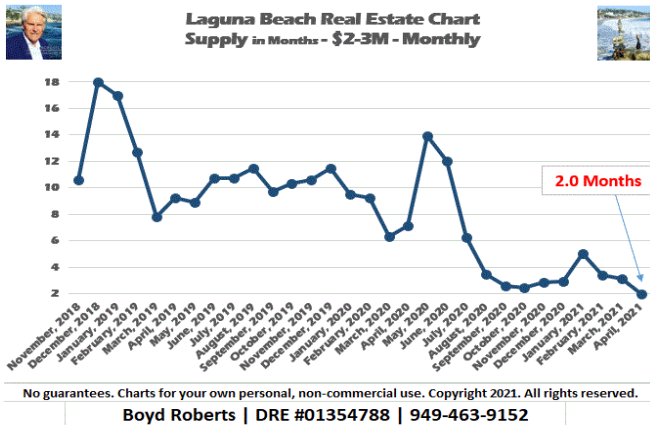
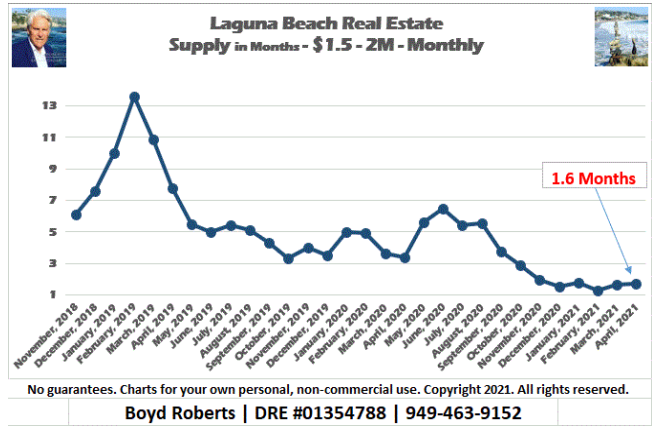
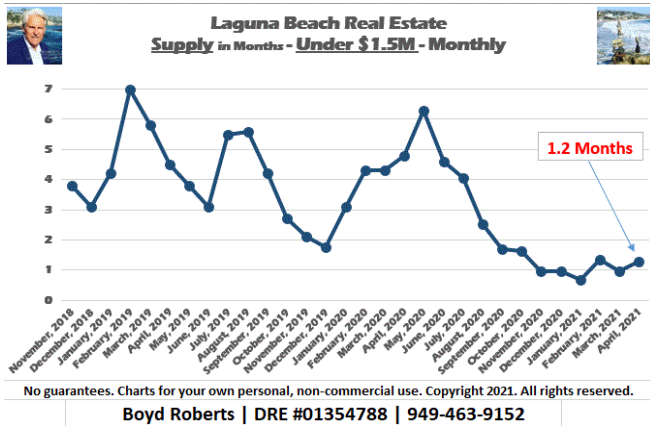
Laguna Beach Real Estate Supply of Homes - in months - Monthly



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Market Segment Supply Charts



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

