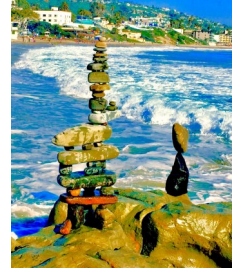


# Laguna Beach Real Estate Magazine

November 2022 | [Edition #89]



**SOLD MEDIAN** \$2,300,000 - 1,200,000 | **\$ PER SQ FT** \$1,346 - 434 | **SUPPLY** 6.6 MONTHS + 1.0 | **CLOSING RATIO** 88% - 2

## Laguna Retreats \$1.2M

**94% Probability of Further Declines | Supply Still Low**

First, a rant. I am sick and tired of the sloppy, lazy analysis of our local markets. Pretenders that do not even know what the monthly sold price is, that do not compare active prices with sold prices, that do not contrast pending prices with sold prices, that rely on 12 month “year over year” data. What am I talking about? Just compare the sold chart to the sold “year over year” chart (page 5). On the monthly chart, it is clear that monthly prices have been volatile, that the prices have fallen twice from the high \$3 millions to the low \$2 millions in the last 12 months, and that November’s median came in just under \$2.3M. On the year-over-year chart over the same 5-year period, one might think that there was very little

month-to-month volatility, that the median price was \$800,000 higher than it actually is, and that median prices were at an all-time high. Said another way, when you hear the words “year over year,” find a new analyst

As I predicted last month median closed sales declined a lot in November. The median was down \$1.2M and settled just under \$2.3M. The median dollars per square foot fell \$434, finishing at 1,346.

Another prediction: with the December 1 pending median under \$2,000,000 there is a 94% probability of further declines in December.

Inventory remains low. As of the 1<sup>st</sup>.

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Laguna Beach Real Estate Magazine

Established February 2016

**Publisher Boyd Roberts**

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**Laguna Beach Expert | BA Economics**

A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions exceeding \$250M.



# November 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	1513 Emerald Bay, Laguna Beach, CA 92651	11/1/2022	\$ 9,500,000	\$ 9,500,000	\$ -	0.0%	\$ 2,279	1
2	3230 Tyrol Drive, Laguna Beach, CA 92651	11/2/2022	\$ 3,199,999	\$ 2,980,000	\$ 219,999	6.9%	\$ 957	63
3	280 Hinkle Place, Laguna Beach, CA 92651	11/7/2022	\$ 2,495,000	\$ 2,395,000	\$ 100,000	4.0%	\$ 1,680	17
4	31532 West Street, Laguna Beach, CA 92651	11/9/2022	\$ 3,300,000	\$ 2,800,000	\$ 500,000	15.2%	\$ 1,346	80
5	2448 Lomita Way, Laguna Beach, CA 92651	11/10/2022	\$ 2,200,000	\$ 2,299,804	\$ (99,804)	-4.5%	\$ 3,776	6
6	454 Arroyo Chico, Laguna Beach, CA 92651	11/14/2022	\$ 2,595,000	\$ 2,000,000	\$ 595,000	22.9%	\$ 1,885	87
7	991 Meadowlark Drive, Laguna Beach, CA 92651	11/14/2022	\$ 2,295,000	\$ 2,025,000	\$ 270,000	11.8%	\$ 1,151	123
8	1885 Ocean Way, Laguna Beach, CA 92651	11/15/2022	\$ 17,900,000	\$ 17,000,000	\$ 900,000	5.0%	\$ 3,008	526
9	28981 Sommet Du Monde, Laguna Beach, CA 92651	11/17/2022	\$ 8,298,000	\$ 7,700,000	\$ 598,000	7.2%	\$ 1,394	27
10	245 Calliope Street Unit#2, Laguna Beach, CA 92651	11/18/2022	\$ 1,250,000	\$ 1,351,000	\$ (101,000)	-8.1%	\$ 899	10
11	520 Cliff Drive Unit#303, Laguna Beach, CA 92651	11/18/2022	\$ 1,565,000	\$ 1,440,000	\$ 125,000	8.0%	\$ 1,028	122
12	3109 Bern Dr, Laguna Beach, CA 92651	11/21/2022	\$ 2,495,000	\$ 1,850,000	\$ 645,000	25.9%	\$ 1,046	129
13	2 N Encino, Laguna Beach, CA 92651	11/23/2022	\$ 5,499,000	\$ 5,196,425	\$ 302,575	5.5%	\$ 2,747	10
14	31722 Florence Avenue, Laguna Beach, CA 92651	11/29/2022	\$ 1,650,000	\$ 1,625,000	\$ 25,000	1.5%	\$ 1,008	27
15	21801 Ocean Vista Drive Unit#24, Laguna Beach, CA 92651	11/29/2022	\$ 2,200,000	\$ 1,850,000	\$ 350,000	15.9%	\$ 1,065	36
16	545 Center Street, Laguna Beach, CA 92651	11/30/2022	\$ 5,250,000	\$ 5,250,000	\$ -	0.0%	\$ 2,238	0
17								
18	Not used in calculations		Median	\$ 2,299,804	\$ 270,000	6.9%	\$ 1,346	36



# November 2022 Sales Data

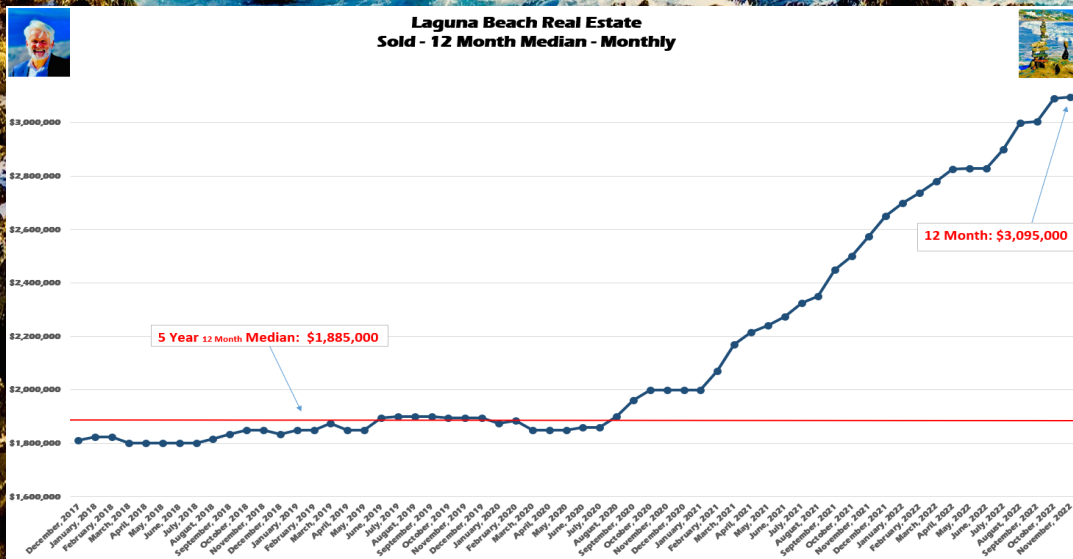
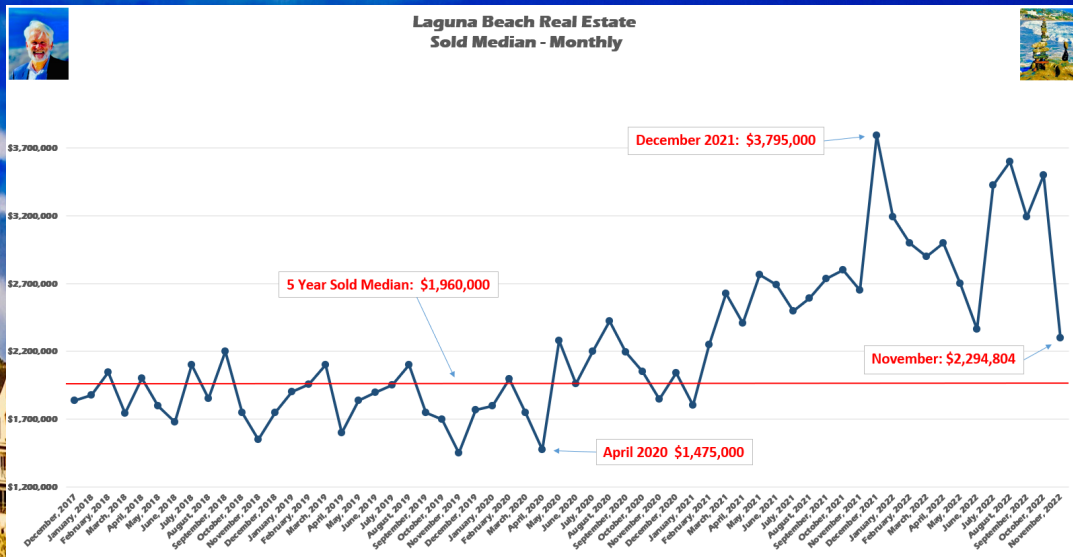
<b>Active Median</b> (As of 12/1/2022)	<b>\$ 3,599,000</b>	<b>109 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,803</b>
<b>Pending Median</b> (As of 12/1/2022)	<b>\$ 1,999,900</b>	<b>15 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,175</b>
<b>Sold Median November 2022</b>	<b>\$ 2,299,804</b>	<b>16 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 270,000</b>	<b>6.9 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,346</b>
<b>Sold 3 Month Median</b>	<b>\$ 3,077,000</b>	<b>55 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,580</b>
<b>Sold 6 Month Median</b>	<b>\$ 3,077,000</b>	<b>133 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 3,095,000</b>	<b>346 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 95,000</b>	<b>3.2 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,541</b>
<b>Sold 2021 Median</b>	<b>\$ 2,650,000</b>	<b>568 Sales</b>
<b>Sold 2022 YTD Median</b>	<b>\$ 3,005,000</b>	<b>310 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>- \$ 299,904</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$ 1,299,196</b>
<b>November Absorption (Sold to Active Ratio)</b>		<b>14 %</b>
<b>November Pending Absorption (Pending to Active Ratio)</b>		<b>13 %</b>
<b>November Closing Ratio (Pending to Sold)</b>		<b>88 %</b>
<b>November Supply</b>	<b>6.8 Months</b>	<b>Balanced Market</b>
<b>November 3 Month Supply</b>	<b>5.9 Months</b>	<b>Balanced Market</b>
<b>\$1,499,999 -</b>	<b>4.8 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>4.2 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>4.9 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>6.4 Months</b>	<b>Balanced Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>4.5 Months</b>	<b>Seller's Market</b>
<b>\$10,000,000 +</b>	<b>20 Months</b>	<b>Buyer's Market</b>

Balanced Market 5 to 7.9 Months

## Price Forecasts

<b>Short-Term PENDING INDICATOR Forecast for December</b>	<b>Down Signal</b>
<b>Short-Term SPREAD INDICATOR Forecast for December</b>	<b>No Signal</b>
<b>Long-Term PRICE INDICATOR Forecast for 2022 (As of 9/1/2021)</b>	<b>Up</b>



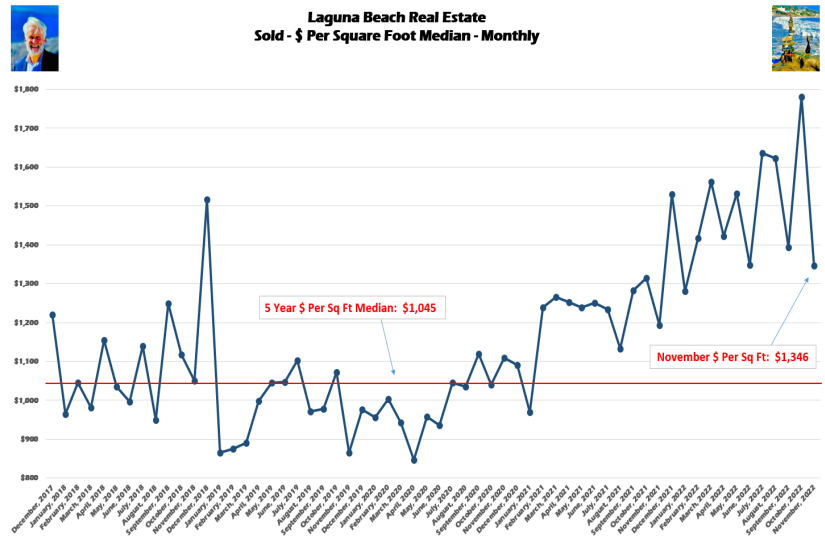


there are only 109 listings active on the market: exactly 100 listings below the 5-year median.

Demand is also low. There were 16 closings in November and only 55 in the last 3 months – the lowest three-month period since February 2019.

For the first time in seven years this analyst is not predicting higher prices for the following year. The Long-Term Price Indicator – developed in 2016 – has no signal for 2023.

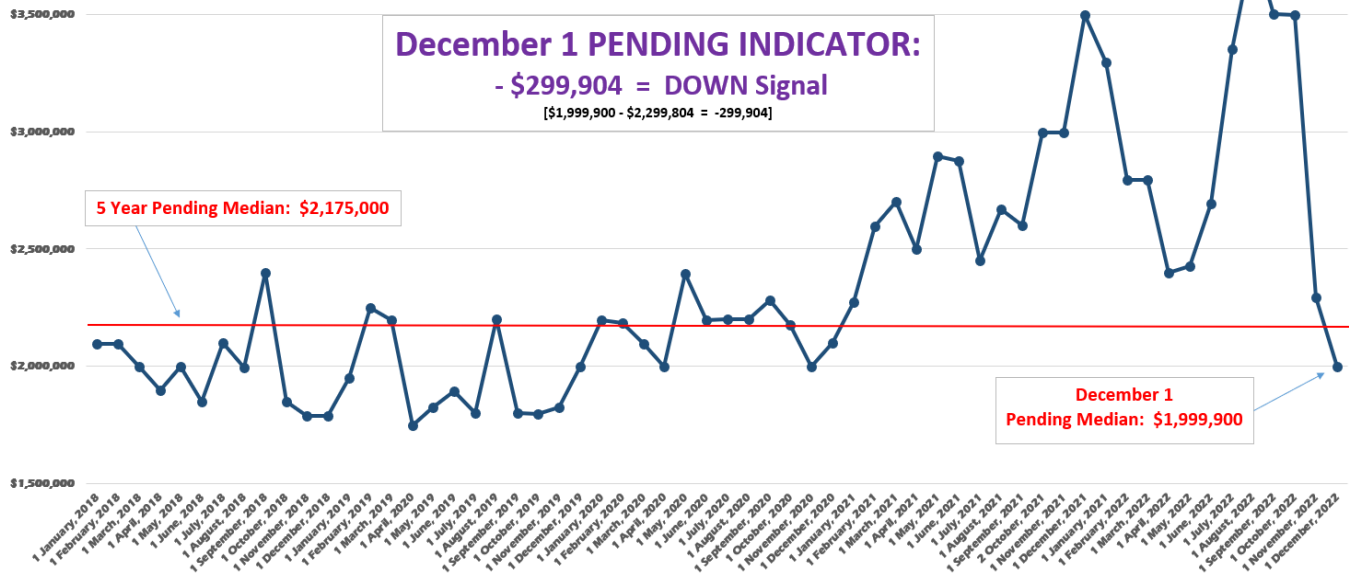
Go to my website for all Laguna Beach real estate data: including active, pending, and sold monthly charts, 3-month, 6-month, 12-month charts and yearly charts.



**Laguna Beach Real Estate Pending Median - Monthly | Pending Indicator**

Combines Pending and Under Contract listings

Pending prices lead. PENDING INDICATOR: if the pending median as of the 1st of the month is above or below the previous month's sold median by \$250,000 or more, the sold median - by month end - should rise or fall, respectively (94% probability).



All charts at [www.LagunaGalleryRealEstate.com/charts](http://www.LagunaGalleryRealEstate.com/charts)





## Need Help?

I wish everybody would want to look great feel great be great and I love helping people achieve those goals usually it's in the way they carry themselves by their fashion the things that they bring into their home and office to bring style and design I love to re-create what people have to give him a new sense of himself there's always something new you can do wherever you go you can feel new you don't have to be in the past with all things because we have opportunities to change that every day and I'd love to be

part of that creative process of change and beauty and Transforming I know people go through a lot internally also and I have always shared great gifts that I have myself that help me pull through the dark times into the light every day because there is so much good and so much light and so much to be grateful and appreciative for I'd like to focus and help other people focus on those attributes that we all have.

Who is my perfect customer somebody who knows specifically what they want and what they need they just don't know how to get it where do I find my clients I find them from people that share my expertise with them and they shared me with the next I love referrals it's a much better platform for me

And how do I work I always consult on face time or in their home office or closets

I always go in and I make a clear plan so that my special person I'm helping really sees that I'm getting the job done in the time that we have allotted For the job

What kind of jobs have I finished the last two years?

One client has to travel for business and I help her put many many outfits together for her trips I help her pack pick out her accessories clothing etc.

Another was in her gigantic closet for her and her husband and it took months and months to organize things but she is so happy and has sent me four clients donated recreating many outfits so she can shop in her own closet.

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