

Laguna Beach

Real Estate Magazine

February 2025 | Edition #113



SOLD MEDIAN \$2,650,000 - 566,000 | **\$ PER SQ FT** \$1,325 - 127 | **SUPPLY** 7.6 MONTHS + .9 | **DOM** 68 DAYS + 15

Laguna Plunges \$566,000

\$PSF falls \$127 | Supply Over \$5M Doubles | Rally in Forecast

At first glance the January Laguna Beach real estate data is cautionary. The median sold price declined. On low volume, just 21 closed sales, Laguna's wealth metric fell \$566,000 to \$2,650,000. The median sold dollars per square foot dipped \$127 finishing at \$1,325. As of February 18th, the number of active listings edged up to a four-year high: 184 residences. The number of pending sales declined to 23 escrows: the second lowest print in two years. The three-month supply of homes – at 7.86 months – nearly indicated Laguna was in a buyer's market.

But things are not always as they seem. The January price drop only indicates that more lower

priced homes closed in a calendar month, than higher priced homes. Before COVID, 184 listings was a very low number of properties listed for sale, not a high number. Low escrow activity is concerning, but I still believe that a wave of displaced buyers from the LA fire areas will soon appear.

The market is bifurcated. Under \$5M there is only a 4.7-month supply of homes – a normal seller's market. Over \$5M the supply is over 6 times greater at 28 months – an extreme buyer's market.

I am your Laguna Beach real estate expert. Call me to negotiate this market at 949-463-9152.

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Laguna Beach Real Estate Magazine

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Betsey Unger
1 review

3 Lagunita Drive Seller Review

★★★★★ 2 days ago **NEW**

Besides being very personable and enthusiastic, Boyd has earned 5 stars in so many ways: research-driven, knows the Laguna market, informative and realistic, reliable, hard-working, detail-oriented and thorough, as well as always giving us excellent/accurate feedback on prospects and from open houses. Boyd has a wealth of experience and knowledge which makes for a successful partnership. Thank you, Boyd! 5 stars all the way!!!

Boyd Roberts | Broker/Owner | Laguna Gallery Real Estate | DRE 01354788 | 949-463-9152

LOCATION LOCATION LOCATION

Active • Single Family Residence

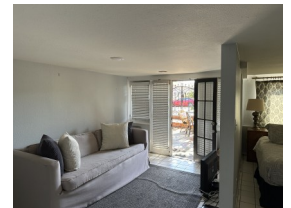
\$2,300,000 ↓

1056 Glenneyre St Laguna Beach 92651

36 days on the market

2 beds, 2 full baths • 1,224 sqft • 3,000 sqft lot • \$1879.08/sqft • Built in 1927

Listing ID: LG25008420

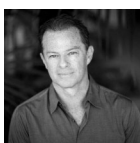


- Two Levels
- Standard sale
- 1 Car Detached Garage
- \$2,142 annual sewer assessment
- Fireplace: Family Room
- Heating: Fireplace, Forced Air
- Laguna Beach School District

Two bedroom, two bathroom charmer right in the heart of Laguna Village. Very walkable. Just 700 feet to the sand between Anita Street Beach and Oak Street Beach. Three hundred feet to Active Culture, Laguna Coffee, and the Art of Fitness. Currently configured as a legal non-conforming two-unit property. The upper level is one bedroom, one full bathroom, a kitchen, a large family room, and measures 774 square feet. The lower studio - is not connected and has its own entrance - features a living area, bedroom area, kitchenette, ¾ bathroom, and measures 450 square feet. Recently, the lower level was a legal short-term rental. The previous short-term rental license does not, however, transfer.



Boyd Roberts | Listing Agent | 949-463-9152 | DRE 01354788



Herb Laasch | Co-listing Agent | 949-280-2533 | DRE 02185989

Laguna Gallery Real Estate | www.LagunaGalleryRealEstate.com | DRE 01354788

January 2025 Closing Detail

| | Address | Date | Original Price | Closing Price | Reduction | % Reduc | \$ Sq Ft | DOM |
|--------------------------|--|-----------|----------------|---------------|--------------|---------|----------|-----|
| 1 | 31652 Scenic Drive, Laguna Beach, CA 92651 | 1/2/2025 | \$ 2,150,888 | \$2,015,000 | \$ 135,888 | 6.3% | \$ 1,277 | 74 |
| 2 | 1059 Miramar Street, Laguna Beach, CA 92651 | 1/2/2025 | \$ 1,785,000 | \$1,600,000 | \$ 185,000 | 10.4% | \$ 1,454 | 196 |
| 3 | 1947 Rim Rock Canyon Road, Laguna Beach, CA 92651 | 1/6/2025 | \$ 4,700,000 | \$4,195,000 | \$ 505,000 | 10.7% | \$ 3,009 | 273 |
| 4 | 2526 Encina Way, Laguna Beach, CA 92651 | 1/7/2025 | \$ 3,675,000 | \$3,000,000 | \$ 675,000 | 18.4% | \$ 1,094 | 236 |
| 5 | 568 Alta Vista Way, Laguna Beach, CA 92651 | 1/9/2025 | \$ 5,499,000 | \$4,000,000 | \$ 1,499,000 | 27.3% | \$ 1,417 | 248 |
| 6 | 31161 Holly Drive, Laguna Beach, CA 92651 | 1/9/2025 | \$ 3,500,000 | \$3,500,000 | \$ - | 0.0% | \$ 1,484 | 13 |
| 7 | 21692 Ocean Vista Drive #C, Laguna Beach, CA 92651 | 1/15/2025 | \$ 1,150,000 | \$1,150,000 | \$ - | 0.0% | \$ 1,241 | 68 |
| 8 | 1759 Alisos Avenue, Laguna Beach, CA 92651 | 1/17/2025 | \$ 7,995,000 | \$8,198,000 | \$ (203,000) | -2.5% | \$ 1,322 | 20 |
| 9 | 2975 Zell Drive, Laguna Beach, CA 92651 | 1/17/2025 | \$ 3,995,000 | \$3,950,000 | \$ 45,000 | 1.1% | \$ 1,755 | 25 |
| 10 | 210 Cliff Drive, Laguna Beach, CA 92651 | 1/21/2025 | \$ 2,980,000 | \$2,650,000 | \$ 330,000 | 11.1% | \$ 1,325 | 28 |
| 11 | 32041 Point Place, Laguna Beach, CA 92651 | 1/22/2025 | \$ 3,995,000 | \$3,750,000 | \$ 245,000 | 6.1% | \$ 1,339 | 46 |
| 12 | 217 Wave Street, Laguna Beach, CA 92651 | 1/24/2025 | \$ 1,800,000 | \$1,600,000 | \$ 200,000 | 11.1% | \$ 974 | 240 |
| 13 | 1048 Van Dyke Drive, Laguna Beach, CA 92651 | 1/24/2025 | \$ 2,999,000 | \$2,650,000 | \$ 349,000 | 11.6% | \$ 987 | 67 |
| 14 | 357 Mermaid Street, Laguna Beach, CA 92651 | 1/24/2025 | \$ 1,885,000 | \$1,150,000 | \$ 735,000 | 39.0% | \$ 1,305 | 270 |
| 15 | 969 Acapulco Street, Laguna Beach, CA 92651 | 1/28/2025 | \$ 2,150,000 | \$2,130,000 | \$ 20,000 | 0.9% | \$ 1,207 | 14 |
| 16 | 356 Y Place, Laguna Beach, CA 92651 | 1/28/2025 | \$ 2,490,000 | \$2,230,000 | \$ 260,000 | 10.4% | \$ 1,372 | 81 |
| 17 | 25 La Costa Court, Laguna Beach, CA 92651 | 1/29/2025 | \$ 1,629,000 | \$1,635,000 | \$ (6,000) | -0.4% | \$ 968 | 8 |
| 18 | 21712 Wesley Drive Unit#9, Laguna Beach, CA 92651 | 1/29/2025 | \$ 1,788,888 | \$1,650,000 | \$ 138,888 | 7.8% | \$ 1,217 | 454 |
| 19 | 591 Balboa Avenue, Laguna Beach, CA 92651 | 1/30/2025 | \$ 7,495,000 | \$7,050,000 | \$ 445,000 | 5.9% | \$ 1,993 | 229 |
| 20 | 290 Diamond St, Laguna Beach, CA 92651 | 1/31/2025 | \$ 2,495,000 | \$2,495,000 | \$ - | 0.0% | \$ 1,433 | 0 |
| 21 | 159 Dumond Drive, Laguna Beach, CA 92651 | 1/31/2025 | \$ 5,250,000 | \$5,250,000 | \$ - | 0.0% | \$ 2,013 | 8 |
| Not used in calculations | | | Median | \$ 2,650,000 | \$ 185,000 | 6.3% | \$ 1,325 | 68 |

READERS. Never miss an issue or an updated chart. All issues - and the corresponding video - are available at LagunaGalleryRealEstate.com on the /Reports-Videos and /Charts pages.

Laguna Beach Real Estate Video | A Broker's Take on the January 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the February 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the March 2024 Market



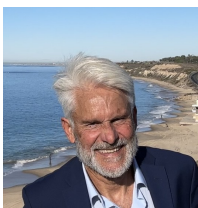
Laguna Beach Real Estate Video | A Broker's Take on the April 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the May 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the June 2024 Market



Your Laguna Beach Professional

Boyd Roberts | Laguna Gallery Real Estate | Broker/Owner



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Sales Data

| | | |
|---|---------------------|------------------------|
| Active Median (As of 2/1/2025) | \$ 4,950,000 | 160 Listings |
| \$ Per Square Foot Median | | \$ 1,922 |
| Days On Market Median | | 61 Days |
| Pending Median (As of 2/1/2025) | \$ 2,775,000 | 29 Listings |
| \$ per Square Foot Median | | \$ 1,416 |
| Days On Market Median | | 73 Days |
| Sold January Median | \$ 2,650,000 | 21 Sales |
| \$ Per Square Foot Median | | \$ 1,325 |
| Days On Market Median | | 68 Days |
| Price Reduction Median | \$ 185,000 | 6.3 % |
| Sold January 3 Month Median | \$ 3,216,000 | 61 Sales |
| \$ Per Square Foot Median | | \$ 1,433 |
| Sold January 6 Month Median | \$ 3,110,000 | 127 Sales |
| Sold January 12 Month Median | \$ 3,095,000 | 284 Sales |
| \$ Per Square Foot Median | | \$ 1,525 |
| Days On Market Median | | 60 Days |
| Price Reduction Median | \$ 245,000 | 6.6 % |
| Sold 2024 Median | \$ 3,100,000 | 279 Sales |
| PENDING INDICATOR (Pending - Sold) | | + \$ 125,000 |
| SPREAD INDICATOR (Active - Sold) | | + \$ 2,300,000 |
| January Absorption (Sold to Active Ratio) | | 13 % |
| January Pending Absorption (Pending to Active Ratio) | | 18 % |
| January Closing Ratio (Pending to Sold) | | 80 % |
| January Supply (Listings/Rate of Sales) | 7.6 Months | Balanced Market |
| January 3 Month Supply | 7.8 Months | Balanced Market |
| \$1,499,999 - | 4.0 Months | Seller's Market |
| \$1,500,000 - \$1,999,999 | 3.6 Months | Seller's Market |
| \$2,000,000 - \$2,999,999 | 4.0 Months | Seller's Market |
| \$3,000,000 - \$4,999,999 | 5.5 Months | Balanced Market |
| \$5,000,000 - \$9,999,999 | 25 Months | Buyer's Market |
| \$10,000,000 + | 40 Months | Buyer's Market |

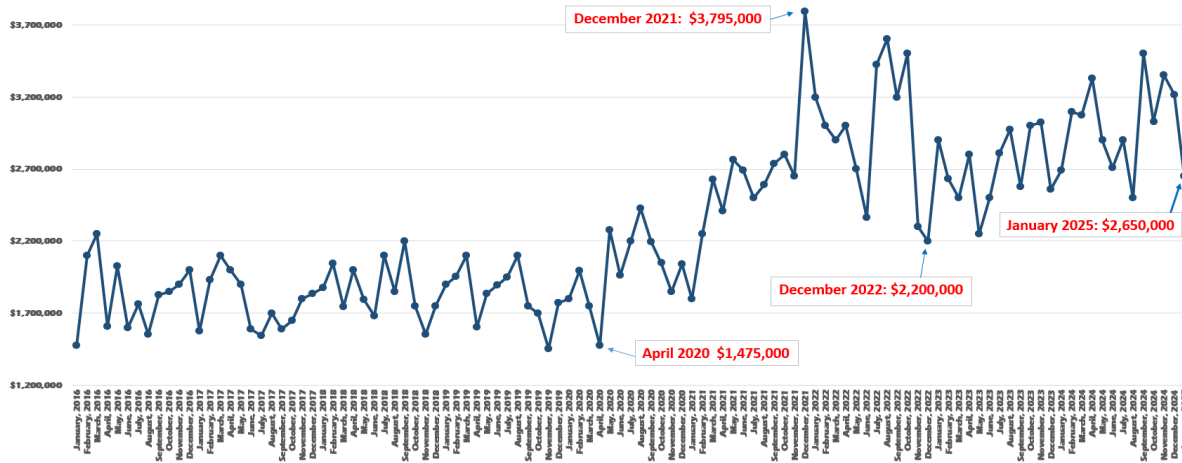
Balanced Market 5 to 7.9 Months

Price Forecasts

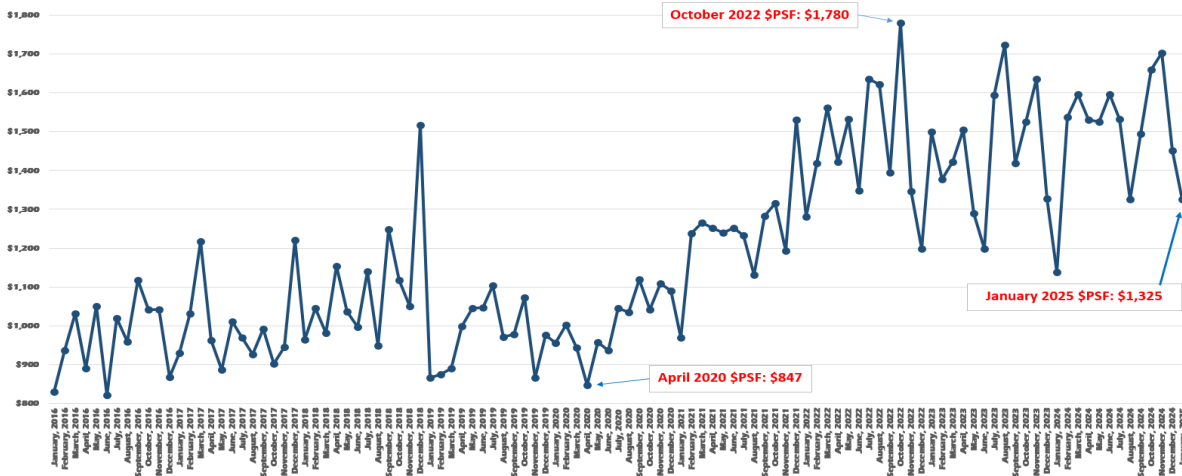
| | |
|---|------------------|
| Short-Term PENDING INDICATOR Forecast For February | NO Signal |
| Short-Term SPREAD INDICATOR Forecast For February | UP Signal |
| Long-Term PRICE INDICATOR Forecast For 2025 | NO Signal |



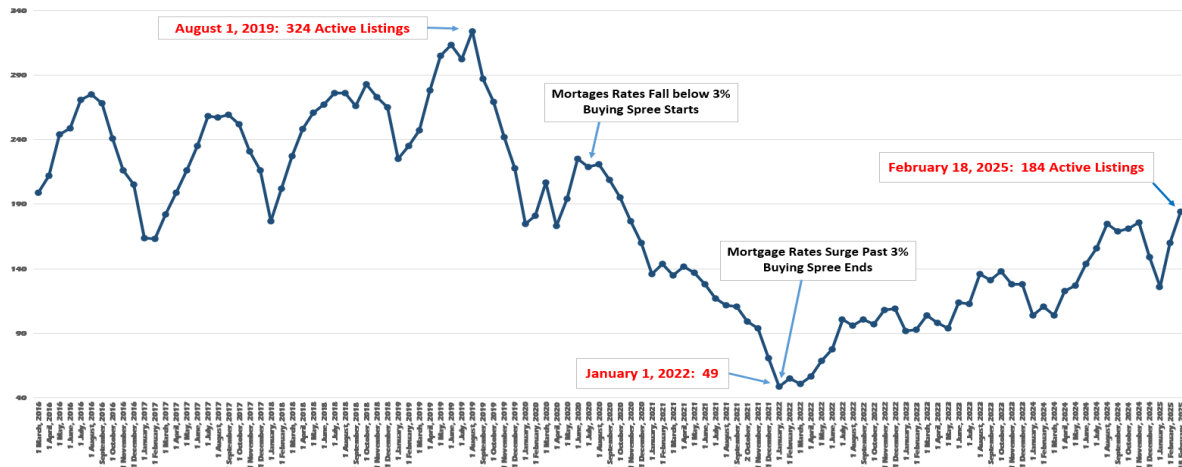
Laguna Beach Real Estate Sold Median | Monthly | 10 Year



Laguna Beach Real Estate Sold | \$ Per Square Foot Median | Monthly | 10 Year



Laguna Beach Real Estate Chart # of Active Listings | Monthly | 10 Year March 1, 2016 to Present



SOLD

SOLD

SOLD



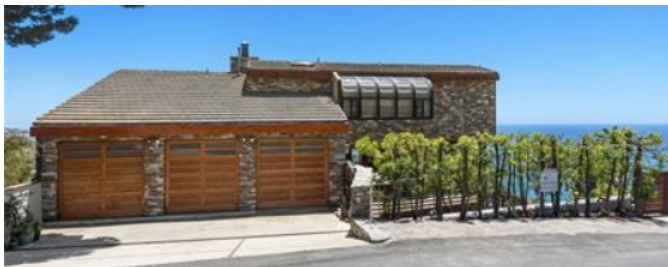
3 LAGUNITA DRIVE, LAGUNA BEACH | REPRESENTED BUYER AND SELLER | \$4,700,000



32171 PEPPERTREE BEND, SJC | \$4,150,000



23011 BARTOLOME, LMV | \$3,495,000



31451 ALTA LOMA, LAGUNA BEACH | \$3,900,000



26656 GALILEA #12, LMV | \$1,807,000



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Laguna Beach Expert | BA Economics
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mortgage transactions closed exceeding \$500,000,000.

