

# Laguna Beach Real Estate Magazine



December 2021 | 2021 Review | 2022 Outlook | [Edition #78]

**SOLD MEDIAN** \$3,795,000 + 1,145,000 | **\$ PER SQ FT** \$1,530 + 340 | **SUPPLY** 1.3 MONTHS -.3 | **CLOSING RATIO** 81% N/C

## Laguna Surges \$1.2M

### \$ Per Sq Ft Pierces \$1,500 | Correction in Forecast

As I predicted last month prices were up huge. The monthly median rose \$1,145,000, finishing at a record \$3,795,000. For context that is up \$2,320,000 from the April 2020 shut-down low. The dollars per square foot surged 340 to 1,530. Chart Page 2.

As I predicted November 2020, the 2021 yearly median was up. It rose \$650,000 and finished at \$2,650,000 – a 32% gain from 2020 and a 143% gain from 2011. The dollars per square foot was up \$194 and closed out the year at \$1,239. Chart Page 2.

The listing crisis has worsened. The January 1 print of active listings came in at a record low, 49. For context that is

down 30% from December 1<sup>st</sup> and 55% since September 1<sup>st</sup>, when I first used the words “listing crisis.” Dividing the number of actives, 49, by the December rate of sales, 36, the supply of homes is now at 1.3 months or just 41 days, a record. Chart Page 5.

Intersecting collapsing supply is overwhelming and surging demand, best illustrated by the 12-month moving volume of closed sales chart. Demand is up 23% since January 2021 and up 64% since the Shutdown lows. Chart Page 5.

The closing ratio is going up. The post Covid median closing

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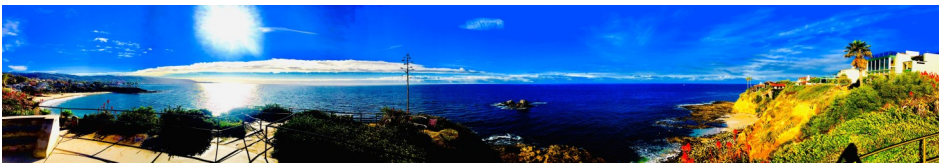
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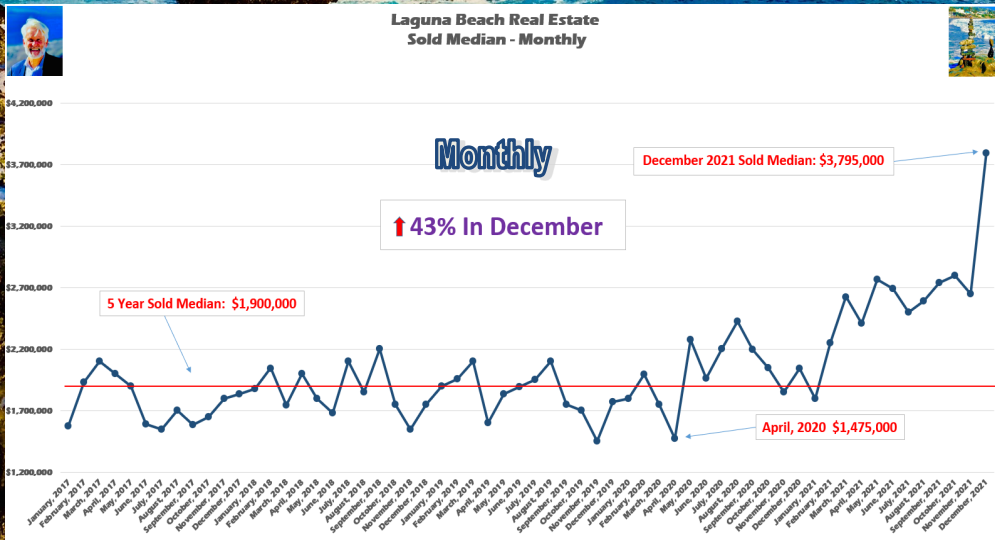
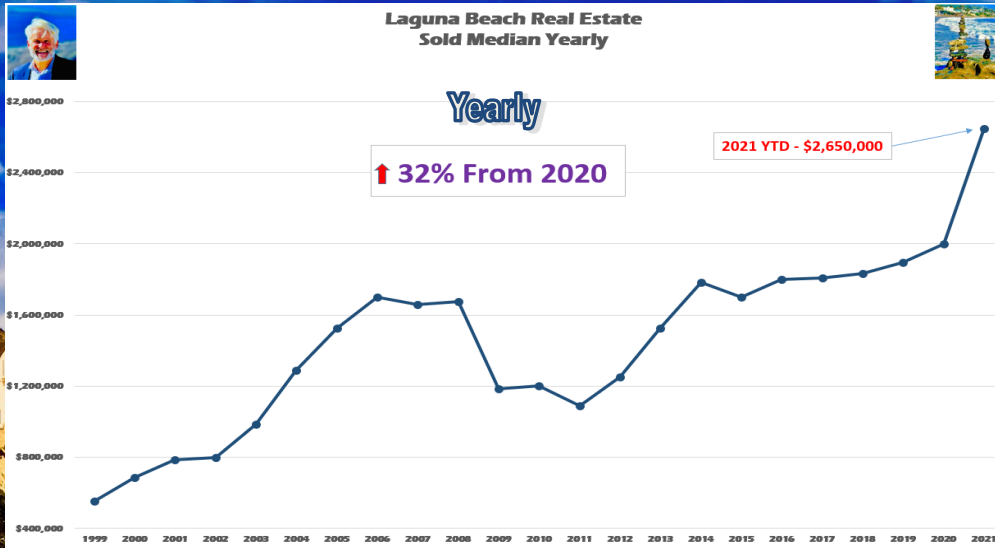


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[www.LagunaGalleryRealEstate.com](http://www.LagunaGalleryRealEstate.com)

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# DON'T DO IT

## Do Not Sell Your Home Off Market

You CANNOT realize a home's full price, if you sell off market. Millions of dollars are being left on the table. I am an expert on the Laguna Beach real estate market and am uniquely suited to get you top dollar. Realize your home's full value - call me.

Boyd Roberts | 949-463-9152 | DRE 01354788





## December 2021 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	521 Anita Street, Laguna Beach, CA 92651	12/1/2021	\$ 1,950,000	\$ 1,950,000	\$ -	0.0%	\$ 2,140	3
2	160 Saint Anns Drive, Laguna Beach, CA 92651	12/1/2021	\$ 17,500,000	\$ 16,250,000	\$ 1,250,000	7.1%	\$ 2,389	355
3	1065 Noria Street, Laguna Beach, CA 92651	12/6/2021	\$ 3,295,000	\$ 3,200,000	\$ 95,000	2.9%	\$ 976	0
4	975 Tia Juana Street, Laguna Beach, CA 92651	12/7/2021	\$ 1,795,000	\$ 1,950,000	\$ (155,000)	-8.6%	\$ 1,236	66
5	846 Diamond Street, Laguna Beach, CA 92651	12/7/2021	\$ 2,695,000	\$ 2,695,000	\$ -	0.0%	\$ 1,396	12
6	2495 Monaco Drive, Laguna Beach, CA 92651	12/7/2021	\$ 19,995,000	\$ 18,000,000	\$ 1,995,000	10.0%	\$ 3,978	50
7	450 Nyes Place, Laguna Beach, CA 92651	12/8/2021	\$ 2,399,000	\$ 2,400,000	\$ (1,000)	0.0%	\$ 959	5
8	31774 5th Avenue, Laguna Beach, CA 92651	12/8/2021	\$ 1,250,000	\$ 1,250,000	\$ -	0.0%	\$ 1,840	26
9	2 N Stonington Road, Laguna Beach, CA 92651	12/8/2021	\$ 4,295,000	\$ 4,500,000	\$ (205,000)	-4.8%	\$ 1,493	1
10	1091 La Mirada Street, Laguna Beach, CA 92651	12/9/2021	\$ 2,179,000	\$ 2,008,764	\$ 170,236	7.8%	\$ 952	8
11	156 Chiquita Street, Laguna Beach, CA 92651	12/9/2021	\$ 4,000,000	\$ 3,825,000	\$ 175,000	4.4%	\$ 1,530	21
12	134 Crescent Bay Drive, Laguna Beach, CA 92651	12/10/2021	\$ 3,995,000	\$ 3,750,000	\$ 245,000	6.1%	\$ 1,394	22
13	2880 Zell Dr, Laguna Beach, CA 92651	12/14/2021	\$ 1,998,888	\$ 2,050,000	\$ (51,112)	-2.6%	\$ 1,050	7
14	397 Weymouth Place, Laguna Beach, CA 92651	12/15/2021	\$ 8,995,000	\$ 9,000,000	\$ (5,000)	-0.1%	\$ 1,818	3
15	71 Emerald Bay, Laguna Beach, CA 92651	12/15/2021	\$ 15,995,000	\$ 15,000,000	\$ 995,000	6.2%	\$ 2,431	518
16	1061 Skyline Drive, Laguna Beach, CA 92651	12/15/2021	\$ 3,999,000	\$ 4,000,000	\$ (1,000)	0.0%	\$ 1,200	1
17	2690 Nido Way, Laguna Beach, CA 92651	12/16/2021	\$ 3,100,000	\$ 3,442,888	\$ (342,888)	-11.1%	\$ 1,099	12
18	513 San Nicholas Court, Laguna Beach, CA 92651	12/16/2021	\$ 700,000	\$ 735,000	\$ (35,000)	-5.0%	\$ 531	55
19	685 Nyes Place, Laguna Beach, CA 92651	12/16/2021	\$ 2,850,000	\$ 2,825,000	\$ 25,000	0.9%	\$ 1,200	10
20	310 Hawthorne Road, Laguna Beach, CA 92651	12/16/2021	\$ 1,888,000	\$ 1,700,000	\$ 188,000	10.0%	\$ 2,338	94
21	2431 Riviera Drive, Laguna Beach, CA 92651	12/16/2021	\$ 51,000,000	\$ 43,000,000	\$ 8,000,000	15.7%	\$ 4,300	1660
22	102 Mcknight Drive, Laguna Beach, CA 92651	12/17/2021	\$ 11,500,000	\$ 11,250,000	\$ 250,000	2.2%	\$ 2,992	541
23	675 Cliff Drive, Laguna Beach, CA 92651	12/17/2021	\$ 9,500,000	\$ 8,050,000	\$ 1,450,000	15.3%	\$ 2,012	225
24	2095 Temple Hills Dr., Laguna Beach, CA 92651	12/17/2021	\$ 7,000,000	\$ 7,000,000	\$ -	0.0%	\$ 777	0
25	1944 Ocean Way, Laguna Beach, CA 92651	12/20/2021	\$ 4,700,000	\$ 4,700,000	\$ -	0.0%	\$ 1,961	0
26	111 Sunset Terrace, Laguna Beach, CA 92651	12/21/2021	\$ 4,999,900	\$ 4,200,000	\$ 799,900	16.0%	\$ 1,616	24
27	124 La Brea Street, Laguna Beach, CA 92651	12/22/2021	\$ 3,495,000	\$ 3,495,000	\$ -	0.0%	\$ 2,016	8
28	1864 Upper Rim Rock Laguna Beach, CA 92651	12/22/2021	\$ 3,599,000	\$ 3,400,000	\$ 199,000	5.5%	\$ 1,133	79
29	56 N La Senda Drive, Laguna Beach, CA 92651	12/23/2021	\$ 25,000,000	\$ 17,500,000	\$ 7,500,000	30.0%	\$ 3,470	234
30	325 Weymouth Place, Laguna Beach, CA 92651	12/27/2021	\$ 5,200,000	\$ 5,700,000	\$ (500,000)	-9.6%	\$ 1,500	156
31	709 Canyon View Drive, Laguna Beach, CA 92651	12/27/2021	\$ 5,749,000	\$ 5,460,000	\$ 289,000	5.0%	\$ 1,605	41
32	22181 Paseo Del Sur, Laguna Beach, CA 92651	12/29/2021	\$ 3,795,000	\$ 3,795,000	\$ -	0.0%	\$ 986	12
33	31423 Coast Hwy #52 Laguna Beach, CA 92651	12/29/2021	\$ 2,395,000	\$ 2,300,000	\$ 95,000	4.0%	\$ 2,000	104
34	225 Viejo Street, Laguna Beach, CA 92651	12/29/2021	\$ 2,895,000	\$ 2,600,000	\$ 295,000	10.2%	\$ 1,574	59
35	1125 Emerald Bay, Laguna Beach, CA 92651	12/29/2021	\$ 11,000,000	\$ 11,000,000	\$ -	0.0%	\$ 1,645	0
36	1145 Katella Street, Laguna Beach, CA 92651	12/31/2021	\$ 4,298,000	\$ 4,145,000	\$ 153,000	3.6%	\$ 1,207	96
37								
38	Not used in calculations		Median	\$ 3,795,000	\$ 153,000	3.6%	\$ 1,530	41



# December 2021 Sales Data

<b>Active Median</b> (As of 1/1/2022)	<b>\$ 4,650,000</b>	<b>49 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>117 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 2,050</b>
<b>Pending Median</b> (As of 1/1/2022)	<b>\$ 3,295,000</b>	<b>31 Listings</b>
<b>DOM Median</b>		<b>64 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,383</b>
<b>Sold Median December 2021</b>	<b>\$ 3,795,000</b>	<b>36 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 153,000</b>	<b>3.6 %</b>
<b>DOM Median</b>		<b>41 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,530</b>
<b>Sold 3 Month Median</b>	<b>\$ 3,010,000</b>	<b>116 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,345</b>
<b>Sold 6 Month Median</b>	<b>\$ 2,725,000</b>	<b>274 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 2,650,000</b>	<b>568 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 95,000</b>	<b>3.6 %</b>
<b>DOM Median</b>		<b>29 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,239</b>
<b>Sold 2021 Median</b>	<b>\$ 2,650,000</b>	<b>568 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>- \$ 500,000</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$ 855,000</b>
<b>December Supply</b>	<b>1.3 Months</b>	<b>Seller's Market</b>
<b>December 3 Month Supply</b>	<b>1.2 Months</b>	<b>Seller's Market</b>
<b>\$1,499,999 -</b>	<b>.7 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>.3 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>.7 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>1.1 Months</b>	<b>Seller's Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>2.5 Months</b>	<b>Seller's Market</b>
<b>\$10,000,000 +</b>	<b>4 Months</b>	<b>Seller's Market</b>

Balanced Market 5 to 7.9 Months

## Price Forecasts

<b>Short-Term PENDING INDICATOR Forecast for January</b>	<b>DOWN</b>
<b>Short-Term SPREAD INDICATOR Forecast for January</b>	<b>NO SIGNAL</b>
<b>Long-Term PRICE INDICATOR Forecast for 2022</b> (As of 9/1/2021)	<b>UP</b>

Continued from page 1

ratio is up 17% from the pre-Covid closing ratio. Buyers are not messing around. Chart on website.

With 7 closings in December exceeding \$10,000,000, the supply of luxury homes has now plunged to just 4 months. For context that is down 94% since January 2021. For the first time in the 6 years that I have been tracking the Laguna Beach real estate market, I can say: all 6 market segments are now seller's markets. Charts on website.

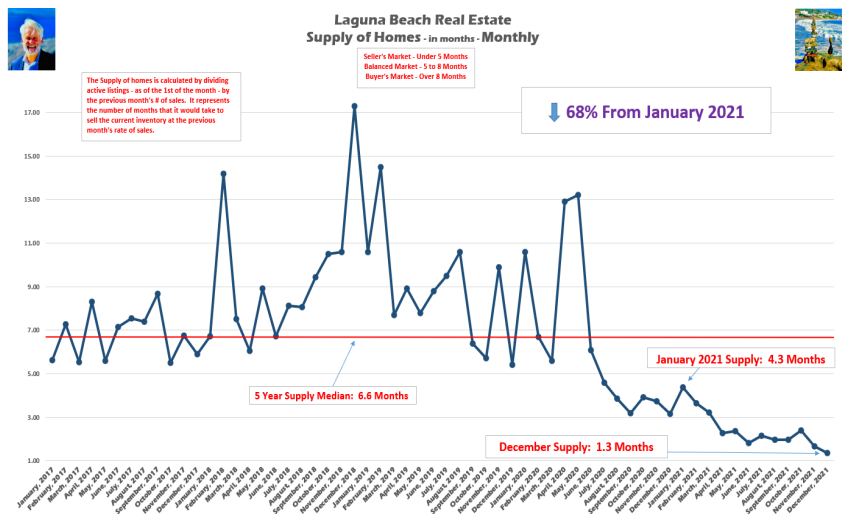
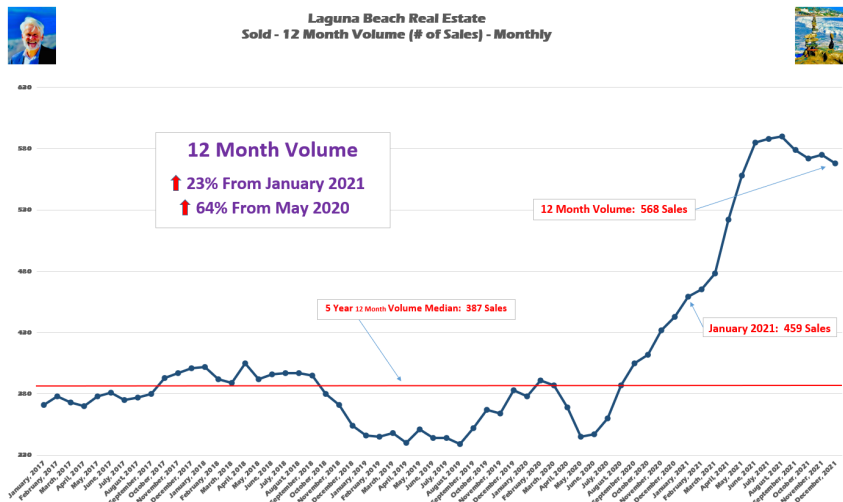
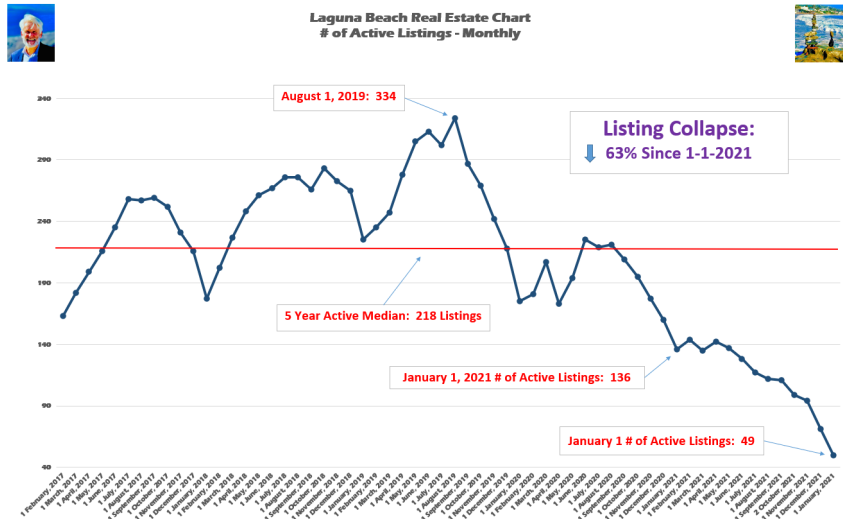
What is my forecast going forward?

With the January 1<sup>st</sup> pending median at \$3,295,000 - \$500,000 less than December's sold median - the short-term Pending Indicator is forecasting that prices will be lower this month - 96% probability. For context the Pending Indicator has not issued a down signal since August 2019.

With 568 closed sales in 2021, the long-term Price Indicator is forecasting that the 2022 sold median will be up from 2021 - 94% probability. For context, since 1999 the Price Indicator has issued 17 signals. 16 have been correct. The average move has been 12%.

If you are a buyer or seller and want to work with a broker who knows the Laguna Beach market, call me at 949-463-9152.

Have an excellent 2022.



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