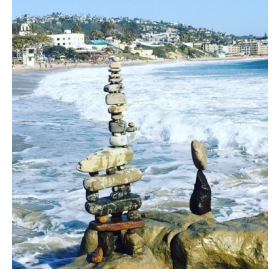


Laguna Beach Real Estate Magazine

March 2021 | [Edition #69]



SOLD MEDIAN \$2,625,000 + 375,000 | **\$ PER SQ FT** \$1,266 + 28 | **SUPPLY** 3.1 MONTHS - .5 | **30-YEAR JUMBO** 3.5% - .125

Laguna Up \$825,000 YTD

\$ Per Sq Ft Soars | Listings Evaporate | Time to List

As predicted, Laguna was up in March.* On strong volume the median sold price rose \$375,000, finishing at \$2,625,000 – a record. The dollars per square foot move was also impressive. It settled at \$1,266 – the second highest print ever.

With 142 active listings as of April 1st and 44 closings in March, the supply of homes came in at 3.2 months. That is the ninth month in a row that Laguna’s supply has been under 5 months – a clear seller’s market. The marginal change in supply of homes exceeding \$10,000,000 was particularly impressive, falling from 69 months in January to only 18 months in March.

Where are the listings?? For years, the number of active listings, rose approximately 100 listings from January to July, and then declined 100 listings to the new year. Except

this last year. From January 2020 to June the number of listings was only up 50. Then from June’s relatively low level of 225, the number of listings fell 85 to 136 on New Year’s Day and it has not come back. In fact, the five lowest monthly prints of active listings in the last 5 years have occurred in the last five months.

If you follow Laguna Beach real estate prices, my website is a must. Every month I, produce my video take, update my 26 proprietary charts, and publish the full online version of Laguna Beach Real Estate Magazine.

FYI, I have prepared a special analysis of Laguna Beach’s \$3-5,000,000 market, covering the last 100 closings. It is not on my website. If you would like a copy, please call me.

* In fact the short term Pending Indicator has now been accurate 25 times in a row.

This Issue:

- ⇒ My Take P 1
- ⇒ Closing Detail P 2
- ⇒ Sales Data. P 3
- ⇒ Price Projections P 3
- ⇒ Yearly Sold Chart P 5
- ⇒ Monthly Sold Chart P 5
- ⇒ 12 Month Chart P 6
- ⇒ Supply Chart P 6
- ⇒ Sector Supply Charts P 7



Laguna Beach Real Estate Magazine

Established February 2016

Publisher Boyd Roberts

CA Broker’s License 01354788

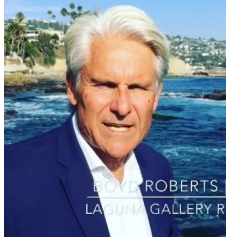
Copyright 2021 | All Rights Reserved

Current Issue and Charts at:

www.LagunaGalleryRealEstate.com

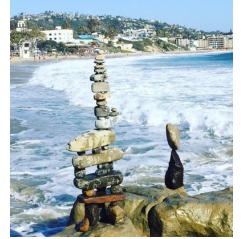
Laguna Gallery Real Estate | Boyd Roberts | DRE 01438788

949-463-9152



Laguna Beach Real Estate

March Closing Detail



	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	1019 Emerald Bay, Laguna Beach, CA 92651	3/1/2021	\$ 7,200,000	\$ 5,734,700	\$ 1,465,300	20.4%	\$ 1,481	450
2	747 Bayview Place, Laguna Beach, CA 92651	3/2/2021	\$ 4,495,000	\$ 4,125,000	\$ 370,000	8.2%	\$ 1,168	66
3	21641 Wesley Dr. Unit#A, Laguna Beach, CA 92651	3/3/2021	\$ 775,000	\$ 785,000	\$ (10,000)	-1.3%	\$ 1,012	198
4	1640 Hillcrest Drive, Laguna Beach, CA 92651	3/3/2021	\$ 2,195,000	\$ 2,025,000	\$ 170,000	7.7%	\$ 1,246	6
5	44 Emerald Bay, Laguna Beach, CA 92651	3/4/2021	\$ 12,700,000	\$ 11,500,000	\$ 1,200,000	9.4%	\$ 3,721	164
6	2225 Gleneyre Street Unit#F, Laguna Beach, CA 9	3/5/2021	\$ 935,000	\$ 926,000	\$ 9,000	1.0%	\$ 985	4
7	31662 Fairview Road, Laguna Beach, CA 92651	3/8/2021	\$ 1,385,000	\$ 1,385,000	\$ -	0.0%	\$ 1,385	57
8	30691 Driftwood Drive, Laguna Beach, CA 92651	3/8/2021	\$ 2,795,000	\$ 2,795,000	\$ -	0.0%	\$ 1,266	5
9	2192 Crestview Drive, Laguna Beach, CA 92651	3/9/2021	\$ 2,875,000	\$ 2,625,000	\$ 250,000	8.7%	\$ 1,577	159
10	1656 Louise Street, Laguna Beach, CA 92651	3/10/2021	\$ 2,695,000	\$ 2,500,000	\$ 195,000	7.2%	\$ 1,428	134
11	595 Thalia Street, Laguna Beach, CA 92651	3/10/2021	\$ 1,895,000	\$ 1,650,000	\$ 245,000	12.9%	\$ 1,376	99
12	138 Mcaulay Place, Laguna Beach, CA 92651	3/10/2021	\$ 3,250,000	\$ 2,572,500	\$ 677,500	20.8%	\$ 1,254	69
13	18 N Encino, Laguna Beach, CA 92651	3/12/2021	\$ 3,899,998	\$ 3,525,120	\$ 374,878	9.6%	\$ 1,602	29
14	35 N Stonington Road, Laguna Beach, CA 92651	3/15/2021	\$ 3,495,000	\$ 3,600,000	\$ (105,000)	-3.0%	\$ 1,251	3
15	461 Poplar Street, Laguna Beach, CA 92651	3/15/2021	\$ 2,900,000	\$ 2,910,000	\$ (10,000)	-0.3%	\$ 1,332	46
16	31692 Jewel Avenue, Laguna Beach, CA 92651	3/15/2021	\$ 1,050,000	\$ 999,900	\$ 50,100	4.8%	\$ 1,680	81
17	309 Emerald Bay, Laguna Beach, CA 92651	3/16/2021	\$ 5,995,000	\$ 5,920,000	\$ 75,000	1.3%	\$ 1,972	11
18	1065 Baja Street, Laguna Beach, CA 92651	3/17/2021	\$ 1,999,000	\$ 2,030,000	\$ (31,000)	-1.6%	\$ 1,299	3
19	411 San Nicholas Court, Laguna Beach, CA 92651	3/17/2021	\$ 699,000	\$ 725,000	\$ (26,000)	-3.7%	\$ 476	1
20	683 Catalina, Laguna Beach, CA 92651	3/18/2021	\$ 2,895,000	\$ 2,895,000	\$ -	0.0%	\$ 1,307	140
21	1585 Catalina, Laguna Beach, CA 92651	3/18/2021	\$ 3,000,000	\$ 2,700,000	\$ 300,000	10.0%	\$ 776	171
22	730 N Coast Unit#A+B, Laguna Beach, CA 92651	3/19/2021	\$ 2,585,000	\$ 2,525,000	\$ 60,000	2.3%	\$ 1,143	30
23	935 Emerald Bay, Laguna Beach, CA 92651	3/22/2021	\$ 5,800,000	\$ 5,425,000	\$ 375,000	6.5%	\$ 1,643	0
24	2700 Queda Way, Laguna Beach, CA 92651	3/22/2021	\$ 3,199,000	\$ 2,600,000	\$ 599,000	18.7%	\$ 1,808	214
25	1020 Emerald Bay, Laguna Beach, CA 92651	3/22/2021	\$ 7,450,000	\$ 6,700,000	\$ 750,000	10.1%	\$ 1,665	494
26	2855 Rounsevel, Laguna Beach, CA 92651	3/23/2021	\$ 2,350,000	\$ 2,350,000	\$ -	0.0%	\$ 1,119	4
27	32091 Virginia Way, Laguna Beach, CA 92651	3/23/2021	\$ 2,999,999	\$ 2,875,000	\$ 124,999	4.2%	\$ 1,150	81
28	247 Emerald Bay, Laguna Beach, CA 92651	3/23/2021	\$ 5,895,000	\$ 5,300,000	\$ 595,000	10.1%	\$ 2,097	140
29	868 Santa Ana, Laguna Beach, CA 92651	3/24/2021	\$ 1,485,000	\$ 1,510,000	\$ (25,000)	-1.7%	\$ 888	3
30	356 Canyon Acres Drive, Laguna Beach, CA 92651	3/24/2021	\$ 1,290,000	\$ 1,300,000	\$ (10,000)	-0.8%	\$ 1,504	5
31	865 Fen Way, Laguna Beach, CA 92651	3/24/2021	\$ 3,199,000	\$ 2,825,000	\$ 374,000	11.7%	\$ 1,380	298
32	21072 Stan Oak Drive, Laguna Beach, CA 92651	3/25/2021	\$ 1,450,000	\$ 1,400,000	\$ 50,000	3.4%	\$ 608	4
33	280 Cliff Drive Drive Unit#6, Laguna Beach, CA 926	3/25/2021	\$ 1,279,000	\$ 1,150,000	\$ 129,000	10.1%	\$ 942	387
34	46 S La Senda Drive, Laguna Beach, CA 92651	3/26/2021	\$ 3,849,000	\$ 3,850,000	\$ (1,000)	0.0%	\$ 2,138	14
35	1455 Skyline Drive, Laguna Beach, CA 92651	3/26/2021	\$ 2,775,000	\$ 2,700,000	\$ 75,000	2.7%	\$ 837	75
36	32 S Portola, Laguna Beach, CA 92651	3/26/2021	\$ 3,400,000	\$ 3,100,000	\$ 300,000	8.8%	\$ 2,215	17
37	785 Bluebird Canyon Drive, Laguna Beach, CA 926:	3/26/2021	\$ 3,450,000	\$ 2,990,000	\$ 460,000	13.3%	\$ 958	230
38	1974 San Remo Drive, Laguna Beach, CA 92651	3/27/2021	\$ 2,795,000	\$ 2,709,576	\$ 85,424	3.1%	\$ 1,026	12
39	1812 Carmelita Street, Laguna Beach, CA 92651	3/29/2021	\$ 3,295,000	\$ 2,845,000	\$ 450,000	13.7%	\$ 1,421	316
40	257 Canyon Acres Drive, Laguna Beach, CA 92651	3/30/2021	\$ 1,800,000	\$ 1,775,000	\$ 25,000	1.4%	\$ 1,239	0
41	1342 Terrace Way, Laguna Beach, CA 92651	3/30/2021	\$ 1,799,000	\$ 1,750,000	\$ 49,000	2.7%	\$ 1,101	36
42	1901 Ocean Way, Laguna Beach, CA 92651	3/30/2021	\$ 24,500,000	\$ 23,000,000	\$ 1,500,000	6.1%	\$ 6,006	8
43	259 Beverly Street, Laguna Beach, CA 92651	3/31/2021	\$ 2,475,000	\$ 2,450,000	\$ 25,000	1.0%	\$ 1,225	14
44	630 Loretta Drive, Laguna Beach, CA 92651	3/31/2021	\$ 1,995,000	\$ 1,850,000	\$ 145,000	7.3%	\$ 852	158
45								
46	Not used in calculations		Median	\$ 2,625,000	\$ 124,999	4.8%	\$ 1,266	66

March 2021 Sales Data

Active Median (As of 4/1/2021)	\$ 3,500,000	142 Listings
Days on Market (DOM) Median		50 Days
\$ per Square Foot Median		\$ 1,456
Pending Median (As of 4/1/2021)	\$ 2,500,000	75 Listings
DOM Median		36 Days
\$ per Square Foot Median		\$ 1,242
Sold Median March 2021	\$ 2,625,000	44 Sales
Price Reduction Median	\$ 124,999	4.8 %
DOM Median		66 Days
\$ Per Square Foot Median		\$ 1,266
Sold 3 Month Median	\$ 2,350,000	115 Sales
\$ Per Square Foot Median		\$ 1,167
Sold 6 Month Median	\$ 2,165,000	246 Sales
Sold 12 Month Median	\$ 2,169,000	478 Sales
Price Reduction Median	\$ 138,000	6.1 %
DOM Median		65 Days
\$ Per Square Foot Median		\$ 1,076
Sold 2020 Median	\$ 2,000,000	443 Sales
SPREAD (Active - Sold)		+ \$ 875,000
PENDING INDICATOR (Pending - Sold)		- \$ 125,000
March Supply	3.2 Months	Seller's Market
March 3 Month Supply	3.7 Months	Seller's Market
\$1,499,999 -	.95 Months	Seller's Market
\$1,500,000 - \$1,999,999	1.6 Months	Seller's Market
\$2,000,000 - \$2,999,999	3.1 Months	Seller's Market
\$3,000,000 - \$4,999,999	6.0 Months	Balanced Market
\$5,000,000 - \$9,999,999	6.6 Months	Balanced Market
\$10,000,000 +	18 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for April (As of 4/1/2021)	No Signal
Short-Term SPREAD INDICATOR Forecast for April (As of 4/1/2021)	No Signal
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%**

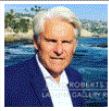
Primary Capital | 949-403-8500 | NMLS 2074564 | DRE 01354788



4% Listing

- ◇ **2.5% Paid to the buyer's agent**
- ◇ **View Restoration Consulting**
- ◇ **Full Service | Open Houses**
- ◇ **Call 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.



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

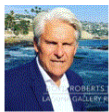


350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015.

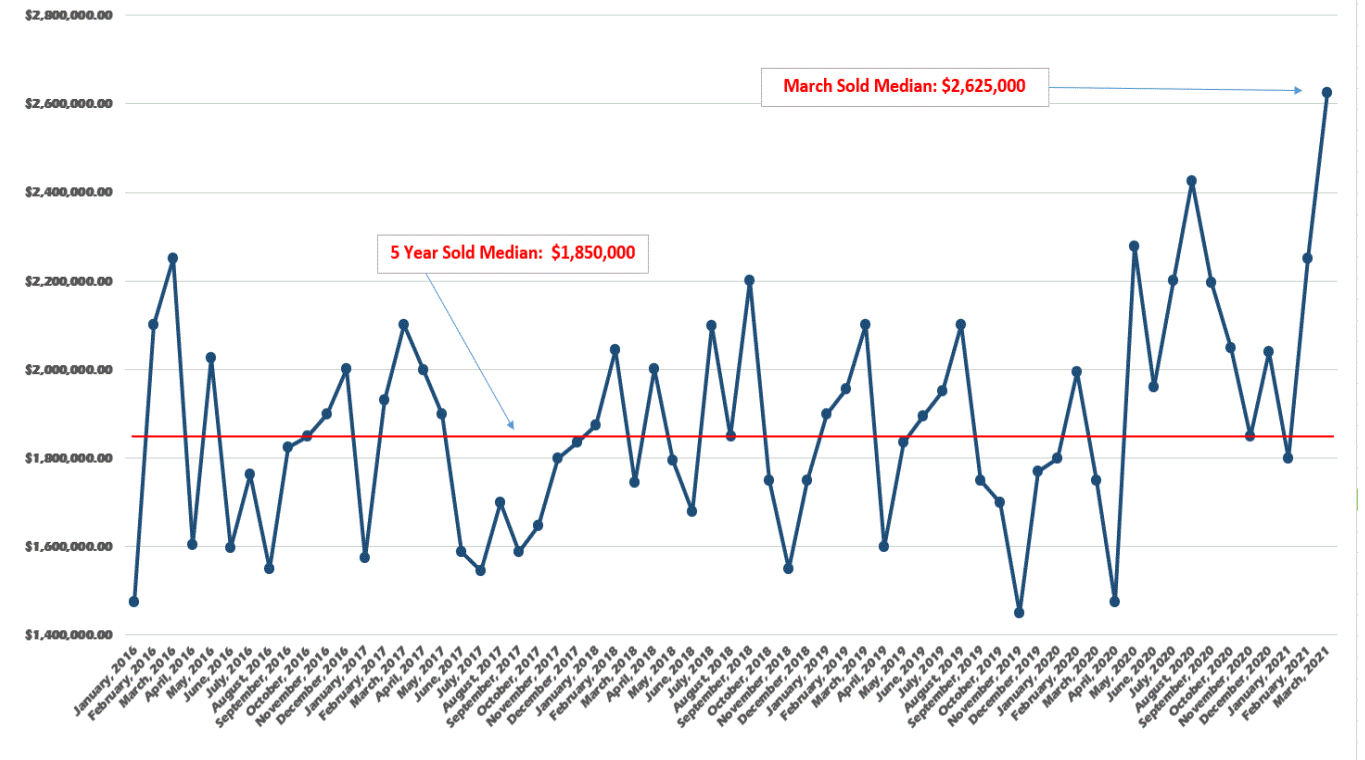
The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down.

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

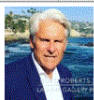
No guarantees. Charts for your own personal, non-commercial use. Copyright 2021. All rights reserved. Boyd Roberts | DRE #01354788 | 949-463-9152



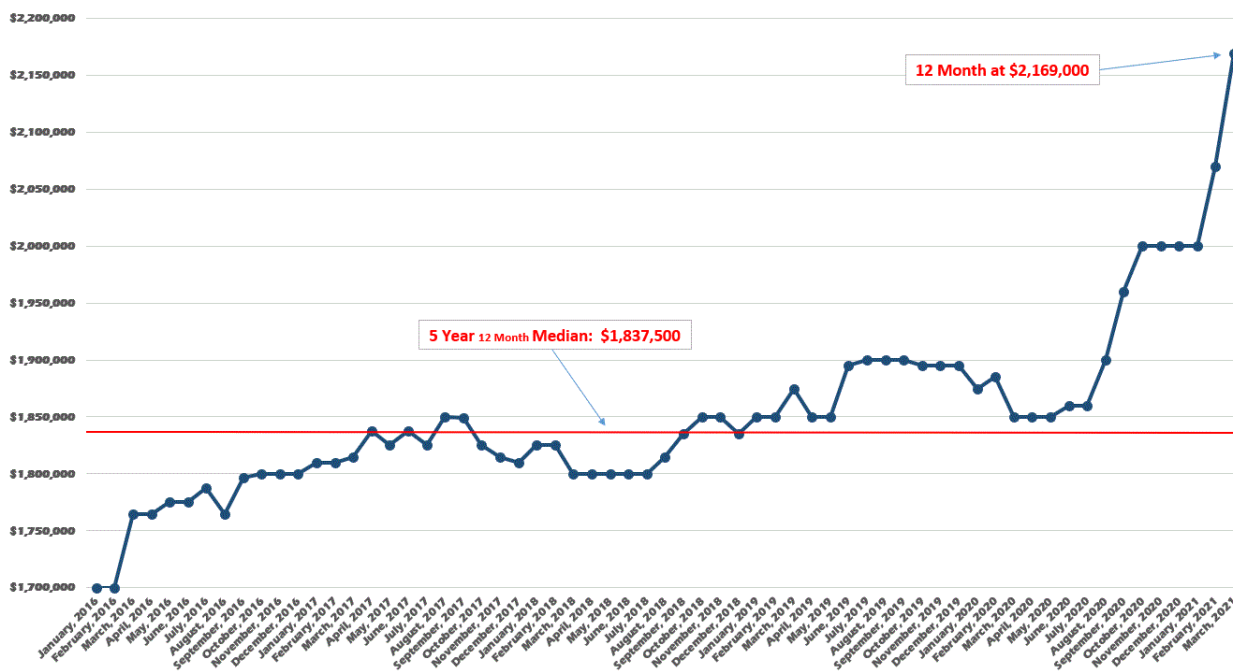
Laguna Beach Real Estate Sold Median - Monthly



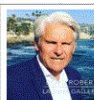
No guarantees. Charts for your own personal, non-commercial use. Copyright 2021. All rights reserved. Boyd Roberts | DRE #01354788 | 949-463-9152



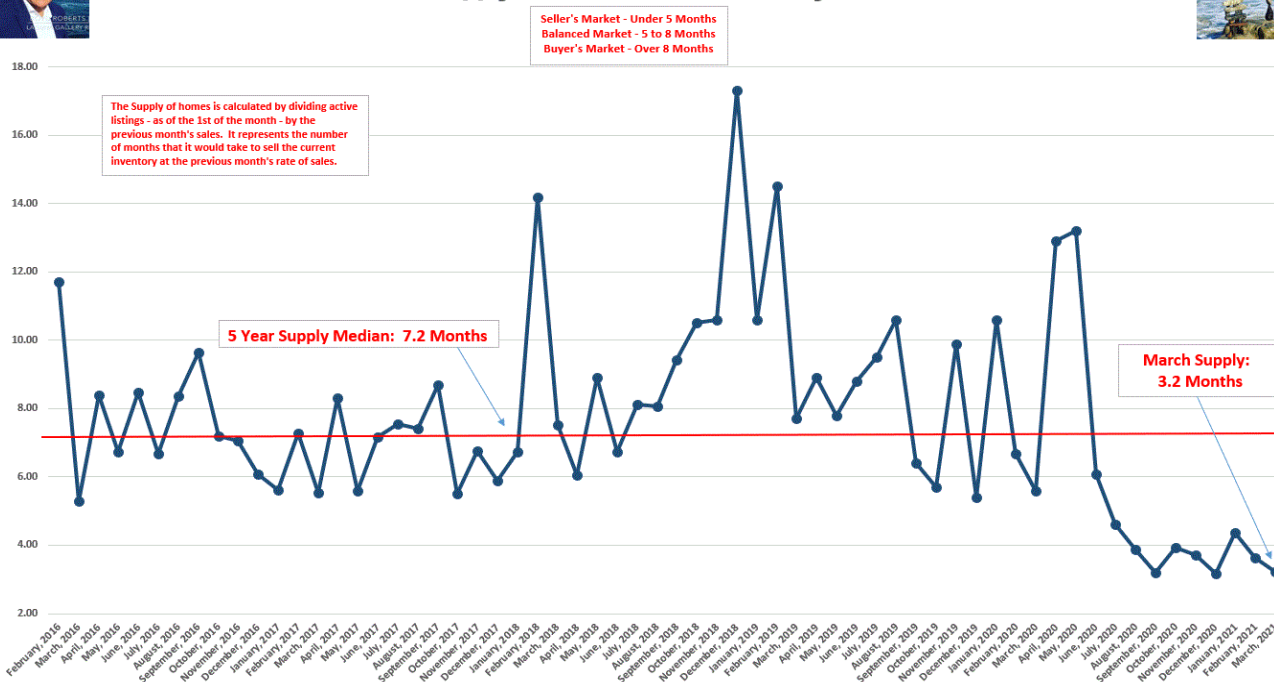
Laguna Beach Real Estate Sold - 12 Month Median - Monthly



No guarantees. Charts for your own personal, non-commercial use. Copyright 2021. All rights reserved. Boyd Roberts | DRE #01354788 | 949-463-9152



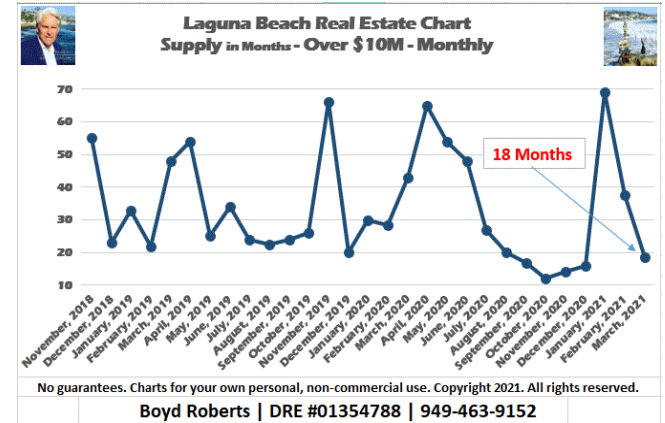
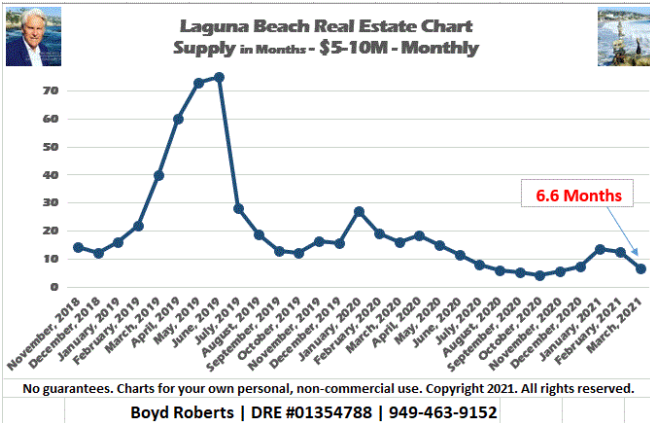
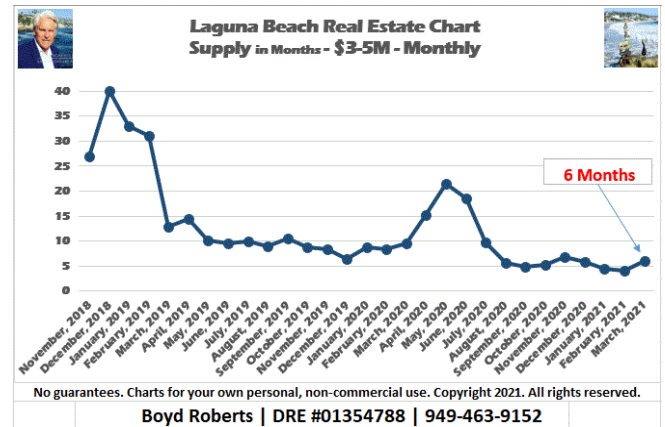
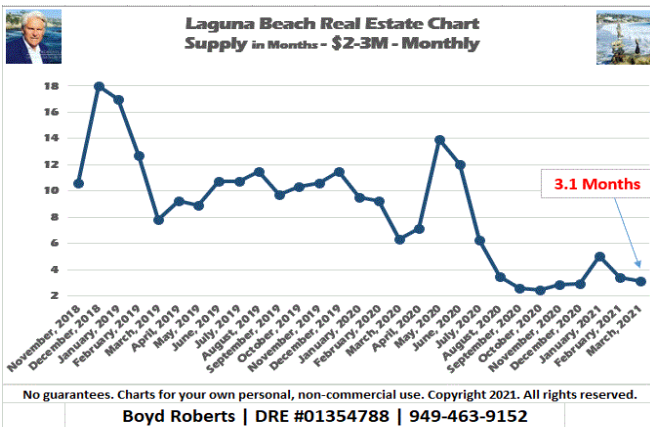
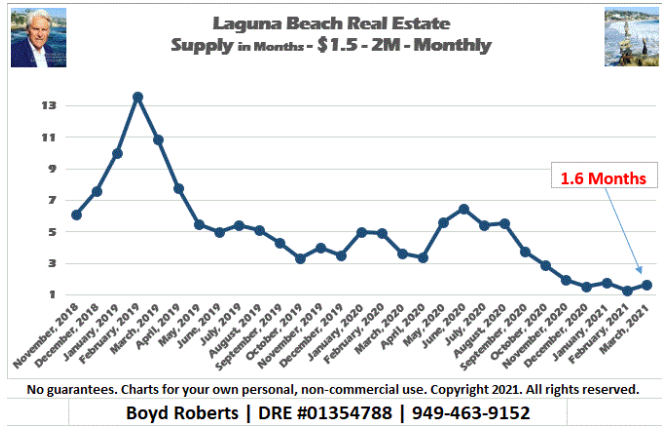
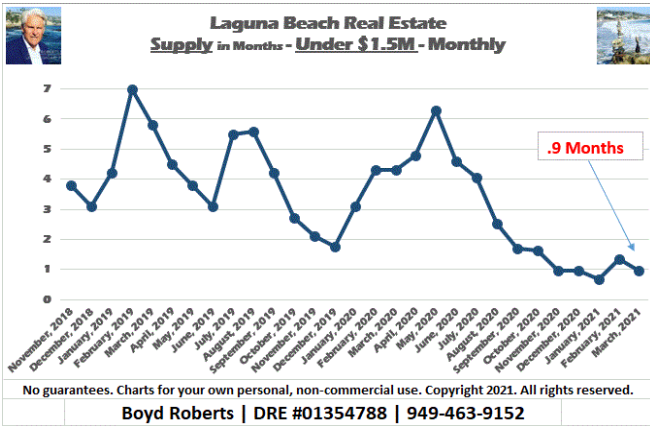
Laguna Beach Real Estate Supply of Homes - in months - Monthly



No guarantees. Charts for your own personal, non-commercial use. Copyright 2021. All rights reserved. Boyd Roberts | DRE #01354788 | 949-463-9152

Boyd Roberts is responsible for all content, statements, opinions, and conclusions. He is a licensed broker and is not a professional statistician or economist. All data: has been taken from sources deemed reliable; is not guaranteed; may be subject to compilation errors, data source errors, and statistically invalid data sample sizes. All projections and opinions are not guaranteed. This report is for your personal, non-commercial use and may not be used for any other purpose. The intent of this report – for purposes of Laguna Beach Municipal Code 5.24.010 – is to function as a “newspaper.”

Market Segment Supply Charts



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



More Laguna Beach Charts at
www.LagunaGalleryRealEstate.com/Charts