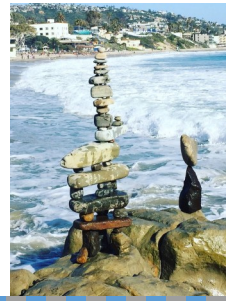




# Laguna Beach Real Estate Magazine

July 2020 | [Edition #61]



**SOLD MEDIAN** \$2,200,000 + 240,000 | **\$ PER SQ FT** \$936 + 109 | **SUPPLY** 4.6 MONTHS - 1.4 | **30-YEAR JUMBO** 3.25% - NC

## Price Rallies \$240,000 | Supply at 4 Year Lows

### Escrow Activity Quite Robust | Time to List

In my 4 and half years of analyzing the Laguna Beach real estate market, I have never seen it stronger.

On a record high 48 closings, median sold prices rallied \$240,000 finishing at an even \$2,200,000 – the third highest print ever (chart page 5). The median \$ per square foot was up \$109 to \$1,045 (chart page 5). The median price reduction was \$140,000 or 6.9% from the original listing price.

The overall supply of homes – down 1.4 months to 4.6 months -- is the lowest I have ever documented and is a definite seller’s market (chart page 6). Over \$2,000,000 is especially strong. See all market

segment supply charts on page 7.

Escrow activity at 67 escrows - the second highest print ever - remains quite robust. Expect a lot of closings in August.

Unless a wave of distressed selling comes on to the market and/or demand dries up, expect more of the same.

Despite a pandemic and a depression, the year-to-date at \$1,950,000 is on track to make 2020 another year for the record books (chart page 4)

Go to my website [www.LagunaGalleryRealEstate.com](http://www.LagunaGalleryRealEstate.com) for my latest blog posts, charts, reports, and videos.

Stay safe. Have an excellent August.

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## Laguna Beach Real Estate

### July Closing Detail

Address	Date	Original Price	Closing Price	Reduction	% Reduct	S Sq Ft	DOM
620 San Nicholas Court Unit#6	7/1/2020	\$ 675,000	\$ 665,000	\$ 10,000	1.4%	\$ 526	45
24 Encinitas Court, Laguna Be	7/1/2020	\$ 765,000	\$ 750,000	\$ 15,000	1.9%	\$ 450	2
365 Cypress Drive Unit#A, La	7/1/2020	\$ 1,495,000	\$ 1,430,000	\$ 65,000	4.3%	\$ 1,002	19
31401 Ceanothus Drive, Lagun	7/2/2020	\$ 2,390,000	\$ 2,300,000	\$ 90,000	3.7%	\$ 1,070	14
31582 West Street, Laguna Be	7/2/2020	\$ 3,500,000	\$ 2,850,000	\$ 650,000	18.5%	\$ 1,361	141
38 Blue Lagoon, Laguna Beach	7/3/2020	\$ 2,990,000	\$ 2,790,000	\$ 220,000	7.3%	\$ 1,453	524
655 Cuprien Way, Laguna Bea	7/6/2020	\$ 1,437,000	\$ 1,425,000	\$ 12,000	0.8%	\$ 1,496	24
2570 Glenneyre Street, Laguna	7/7/2020	\$ 1,275,000	\$ 1,240,000	\$ 35,000	2.7%	\$ 1,083	23
1408 Terrace Way, Laguna Be	7/8/2020	\$ 1,849,900	\$ 1,559,000	\$ 290,900	15.7%	\$ 953	178
455 Myrtle Street, Laguna Bea	7/8/2020	\$ 1,825,000	\$ 1,800,000	\$ 25,000	1.3%	\$ 1,406	4
10 S Vista De Catalina, Laguna	7/8/2020	\$ 3,575,000	\$ 3,425,000	\$ 150,000	4.1%	\$ 1,201	9
30502 Coast Highway Unit#C2	7/9/2020	\$ 1,225,000	\$ 1,100,000	\$ 125,000	10.2%	\$ 804	228
55 Blue Lagoon, Laguna Beach	7/10/2020	\$ 1,490,000	\$ 1,350,000	\$ 140,000	9.3%	\$ 853	146
1283 Skyline Drive, Laguna Be	7/10/2020	\$ 2,795,000	\$ 2,595,000	\$ 200,000	7.1%	\$ 1,068	91
432 Emerald Bay, Laguna Bea	7/10/2020	\$ 6,399,000	\$ 4,500,000	\$ 1,899,000	29.6%	\$ 1,045	107
112 S La Senda Drive, Laguna	7/10/2020	\$ 10,995,000	\$ 7,255,000	\$ 3,740,000	34.0%	\$ 1,456	420
977 Noria Street, Laguna Beach	7/13/2020	\$ 1,275,000	\$ 1,143,000	\$ 132,000	10.3%	\$ 724	117
1 Encinitas Court, Laguna Bea	7/15/2020	\$ 759,900	\$ 760,000	\$ (100)	0.0%	\$ 456	53
1003 Van Dyke Drive, Laguna	7/15/2020	\$ 1,795,000	\$ 1,795,000	\$ -	0.0%	\$ 1,132	4
495 Arroyo Chico, Laguna Bea	7/15/2020	\$ 7,995,000	\$ 7,400,000	\$ 595,000	7.4%	\$ 1,660	48
2506 Duarte Way, Laguna Bea	7/16/2020	\$ 2,895,000	\$ 2,580,000	\$ 315,000	10.8%	\$ 830	204
319 Agate Street, Laguna Bea	7/16/2020	\$ 3,695,000	\$ 3,500,000	\$ 195,000	5.2%	\$ 1,202	15
360 Radcliffe Court, Laguna B	7/17/2020	\$ 945,500	\$ 1,075,000	\$ (129,500)	-13.6%	\$ 2,258	216
2512 Glenneyre Street, Laguna	7/17/2020	\$ 3,299,000	\$ 2,750,000	\$ 550,000	16.6%	\$ 1,008	308
224 Emerald Bay, Laguna Bea	7/17/2020	\$ 4,295,000	\$ 3,998,500	\$ 296,500	6.9%	\$ 1,719	78
31014 Coast Hwy, Laguna Bea	7/17/2020	\$ 2,150,000	\$ 2,080,000	\$ 70,000	3.2%	\$ 566	43
31701 Mar Vista Avenue, Lag	7/20/2020	\$ 1,595,000	\$ 1,485,000	\$ 110,000	6.8%	\$ 609	134
614 Seaview Street, Laguna Be	7/20/2020	\$ 2,650,000	\$ 2,250,000	\$ 400,000	15.0%	\$ 995	244
926 Rembrandt Drive, Laguna	7/20/2020	\$ 2,600,000	\$ 2,600,000	\$ -	0.0%	\$ 892	0
766 Pelican Drive, Laguna Bea	7/20/2020	\$ 3,695,000	\$ 3,225,000	\$ 470,000	12.7%	\$ 833	29
992 Ocean Front, Laguna Beach	7/20/2020	\$ 11,500,000	\$ 11,500,000	\$ -	0.0%	\$ 2,626	4
6 Vista Del Sol, Laguna Beach,	7/20/2020	\$ 4,199,000	\$ 3,800,000	\$ 399,000	9.5%	\$ 1,417	81
911 Santa Ana Street, Laguna	7/21/2020	\$ 1,720,000	\$ 1,720,000	\$ -	0.0%	\$ 955	17
32125 Virginia Way, Laguna B	7/23/2020	\$ 1,850,000	\$ 1,786,025	\$ 63,975	3.4%	\$ 986	4
570 Brooks Street, Laguna Be	7/24/2020	\$ 1,695,000	\$ 1,608,000	\$ 87,000	5.1%	\$ 1,608	5
854 Wendt, Laguna Beach, CA	7/24/2020	\$ 2,295,000	\$ 2,200,000	\$ 95,000	4.1%	\$ 1,605	55
2175 S Coast #7, Laguna Beach	7/27/2020	\$ 647,000	\$ 647,000	\$ -	0.0%	\$ 1,035	31
1585 S Coast Unit#56, Laguna	7/27/2020	\$ 1,899,000	\$ 1,750,125	\$ 148,875	7.8%	\$ 1,515	124
1176 La Mirada Street, Laguna	7/27/2020	\$ 2,495,000	\$ 2,240,000	\$ 255,000	10.2%	\$ 794	77
1099 Skyline Drive, Laguna Be	7/27/2020	\$ 2,495,000	\$ 2,300,000	\$ 195,000	7.8%	\$ 1,146	19
1199 Summit Drive, Laguna Be	7/28/2020	\$ 3,888,000	\$ 3,300,000	\$ 588,000	15.1%	\$ 824	214
21657 Ocean Vista Drive Unit#	7/28/2020	\$ 1,325,000	\$ 1,291,875	\$ 33,125	2.5%	\$ 747	37
508 Seaview Street, Laguna Be	7/31/2020	\$ 2,188,000	\$ 1,950,000	\$ 238,000	10.8%	\$ 1,093	136
971 Santa Ana Street, Laguna	7/31/2020	\$ 1,999,000	\$ 1,975,000	\$ 24,000	1.2%	\$ 948	8
1061 Skyline Drive, Laguna Be	7/31/2020	\$ 3,795,000	\$ 3,525,000	\$ 270,000	7.1%	\$ 1,058	293
156 Mcknight Drive, Laguna E	7/31/2020	\$ 3,195,000	\$ 2,897,000	\$ 298,000	9.3%	\$ 1,394	113
31597 Table Rock Drive, Lagu	7/31/2020	\$ 9,750,000	\$ 8,288,900	\$ 1,461,100	14.9%	\$ 1,672	554
1211 Emerald Bay, Laguna Be	7/31/2020	\$ 7,999,000	\$ 7,000,000	\$ 999,000	12.4%	\$ 1,004	172
		<b>Median</b>	<b>\$ 2,200,000</b>	<b>\$ 140,000</b>	<b>6.9%</b>	<b>\$ 1,045</b>	<b>55</b>



## July 2020 Sales Data

<b>Active Median</b> (As of 8/1/2020)	<b>\$ 2,995,000</b>	<b>221 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>72 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,200</b>
<b>Pending Median</b> (As of 8/1/2020)	<b>\$ 2,199,000</b>	<b>67 Listings</b>
<b>DOM Median</b>		<b>74 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,067</b>
<b>Sold Median July 2020</b>	<b>\$ 2,200,000</b>	<b>48 Sales</b> <b>Record High</b>
<b>Price Reduction Median</b>	<b>\$ 140,000</b>	<b>6.9 %</b>
<b>DOM Median</b>		<b>55 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,045</b>
<b>Sold 3 Month Median</b> (5/1/2020 – 7/31/2020)	<b>\$ 2,080,000</b>	<b>101 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,002</b>
<b>Sold 6 Month Median</b> (2/1/2020 – 7/31/2020) <b>Record High</b>	<b>\$ 1,950,000</b>	<b>179 Sales</b>
<b>Sold 12 Month Median</b> (8/1/2019 – 7/31/2020)	<b>\$ 1,860,000</b>	<b>360 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 187,400</b>	<b>9.0 %</b>
<b>DOM Median</b>		<b>78 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,002</b>
<b>Sold 2019 Median</b>	<b>\$ 1,895,000</b>	<b>383 Sales</b>
<b>Sold YTD Median</b> <b>Record Setting Pace</b>	<b>\$ 1,950,000</b>	<b>196 Sales</b>
<b>The Spread (Active - Sold)</b>		<b>+ \$ 795,000</b>
<b>The Pending Indicator (Pending - Sold)</b>		<b>- \$ 1,000</b>
<b>July Supply</b> <b>4 Year Low</b>	<b>4.6 Months</b>	<b>Seller's Mkt</b>

### Market Segment Breakdowns

<b>July Adjusted Supply</b> (5/1/2020 – 7/31/2020)	<b>6.5 Months</b>	<b>Balanced Mkt*</b>
<b>\$1,499,999 -</b>	<b>4.0 Months</b>	<b>Seller's Mkt</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>5.4 Months</b>	<b>Seller's Mkt</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>6.2 Months</b>	<b>Balanced Mkt*</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>9.7 Months</b>	<b>Buyer's Mkt</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>8.0 Months</b>	<b>Buyer's Mkt</b>
<b>\$10,000,000 +</b>	<b>27 Months</b>	<b>Buyer's Mkt</b>

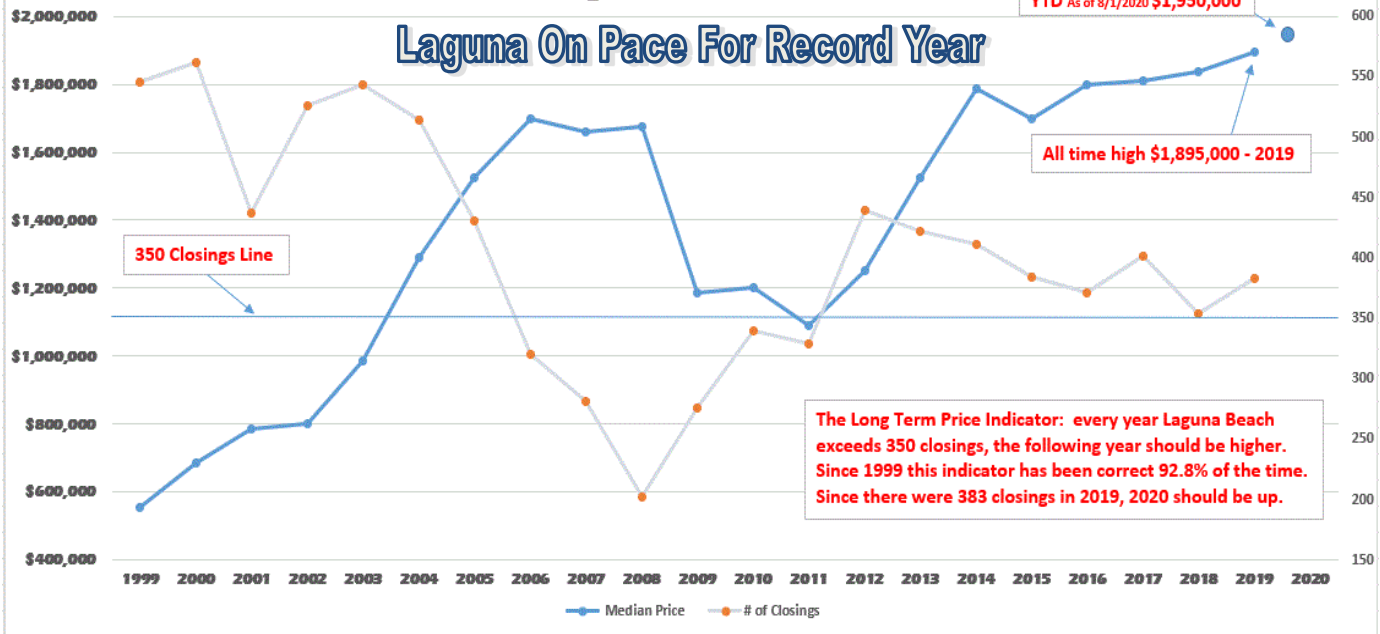
\*Balanced Market 5 to 7.9 Months

### Current Price Projections

<b>Short Term Pending Indicator projection</b> (As of 8/1/2020)	<b>No Signal</b>
<b>Long-Term Price Indicator</b> (As of 1/1/2020) <b>Projection for 2020</b>	<b>Up</b>



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



350 annual closings is 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. Three of the following years (2007, 2009, and 2011) were down. Why? Lagunans tend to sell when they think the price is high enough. When it is not, they simply withdrawal from the market.

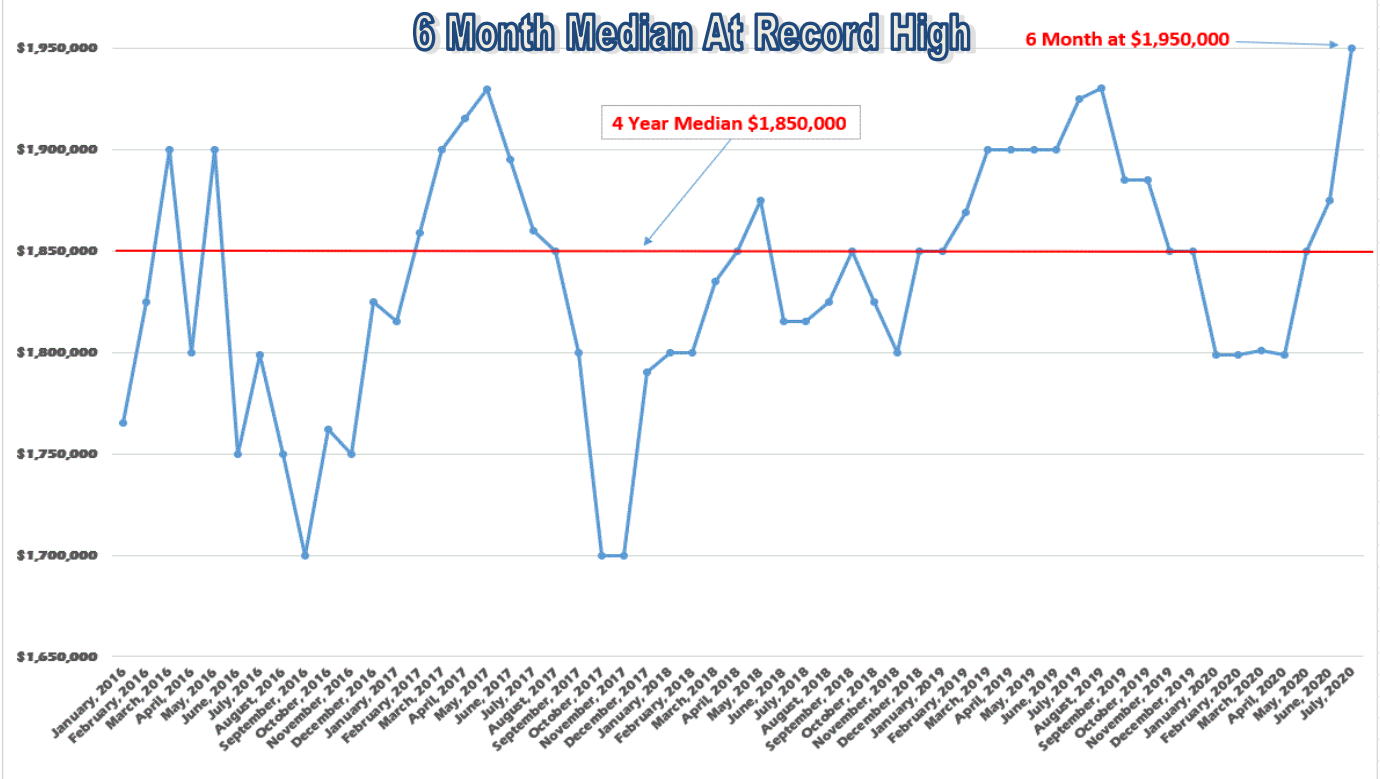
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### Laguna Beach Real Estate Chart Sold - 6 Month Moving Median - Monthly



Data points calculated each month using the most recent 6 full month median price.



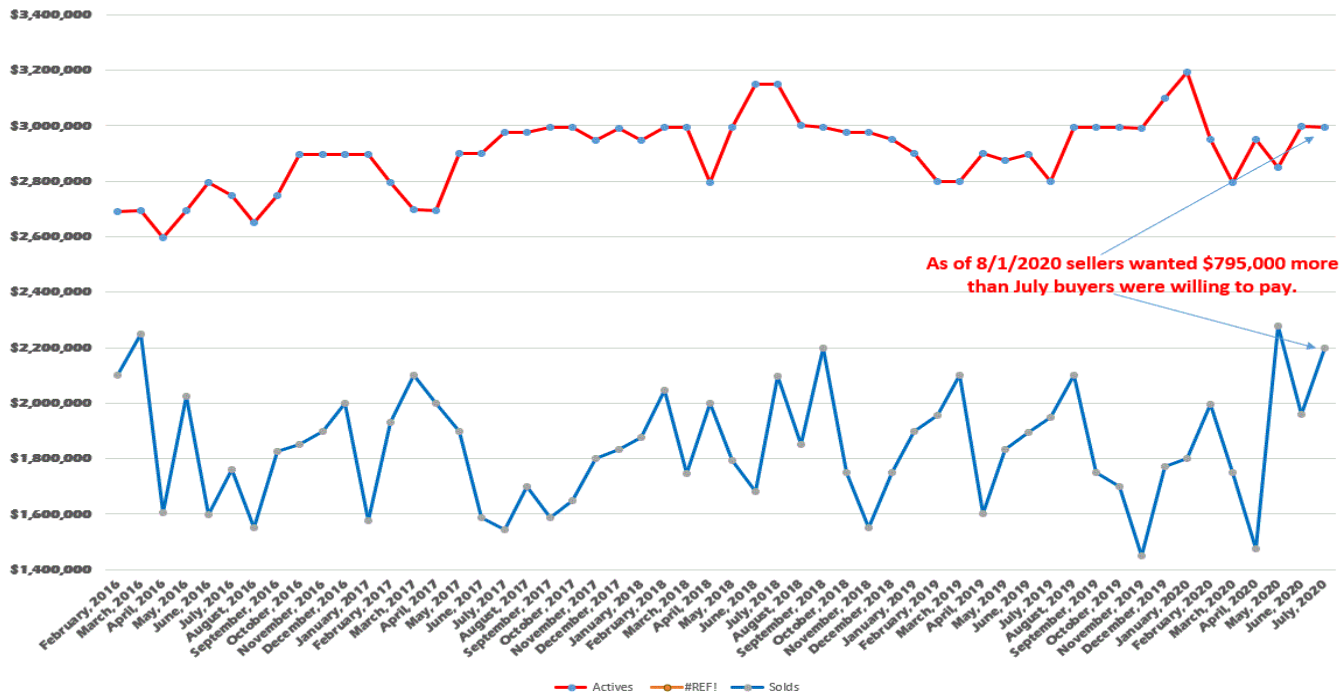
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### Laguna Beach Real Estate Chart The Spread: Active v Sold - Median Monthly



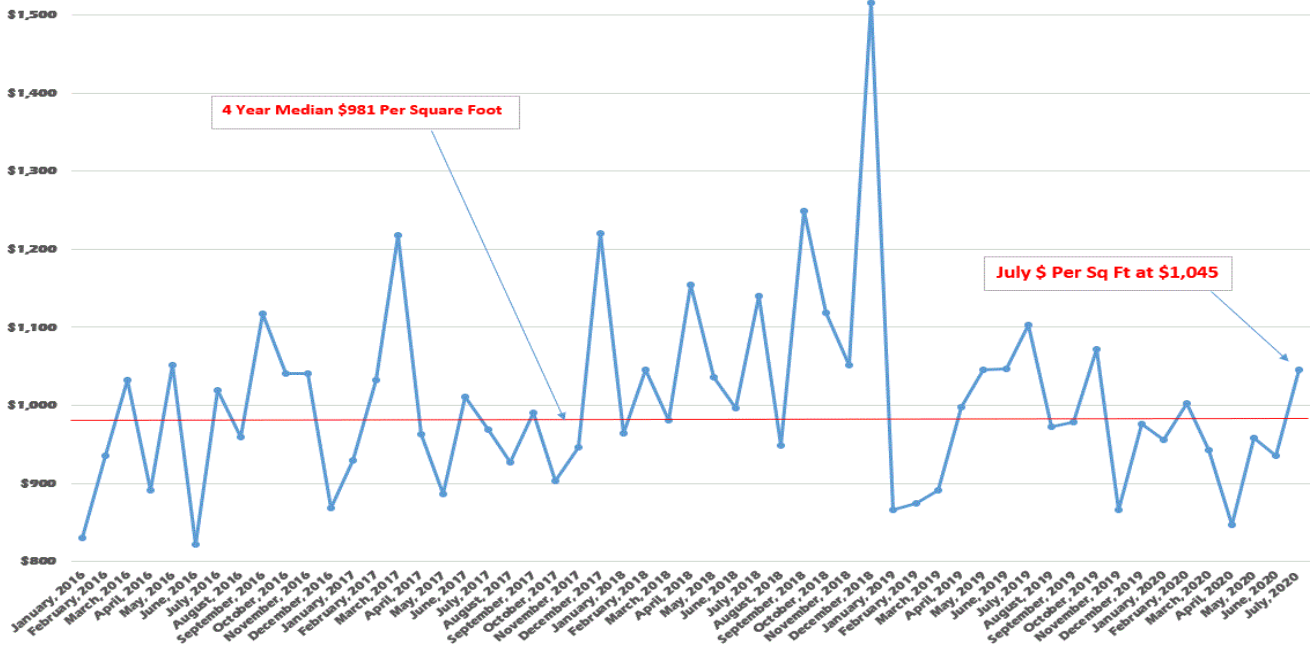
Median Active price - as of the first of the month - in red. Median Sold price in blue.



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### Laguna Beach Real Estate Chart Sold - \$ Per Square Foot - Median Monthly



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### Laguna Beach Real Estate Chart # of Active Listings - Monthly



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

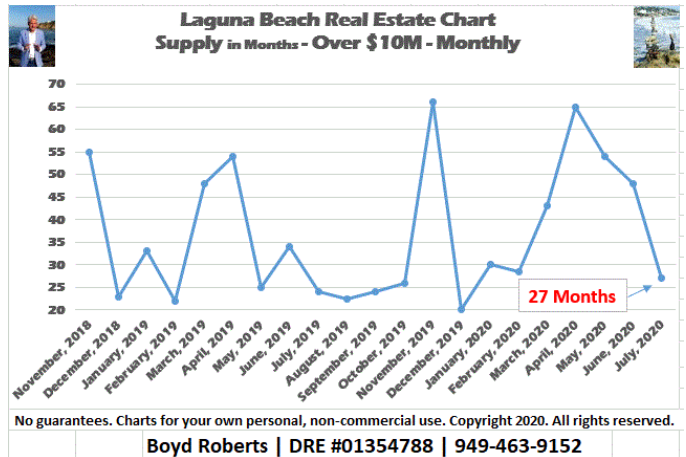
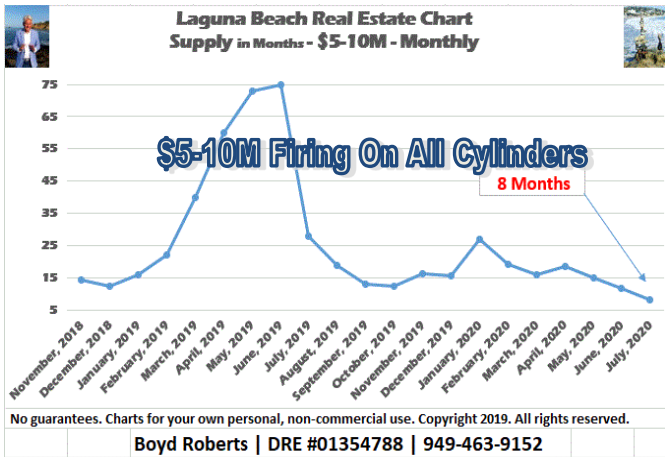
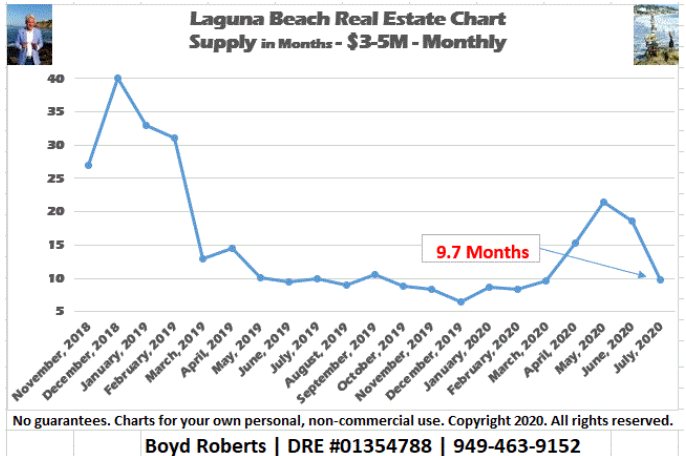
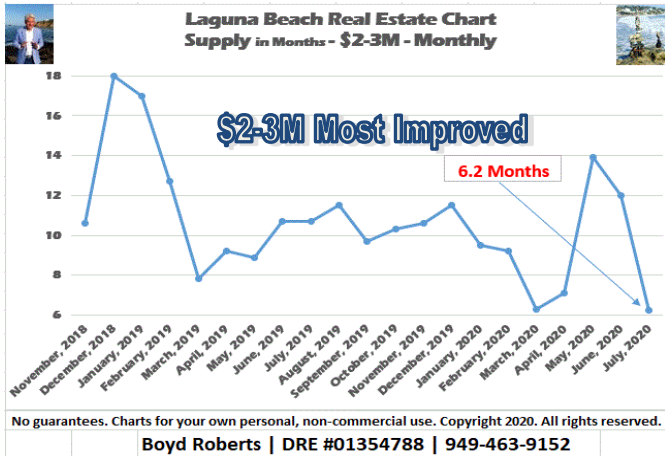
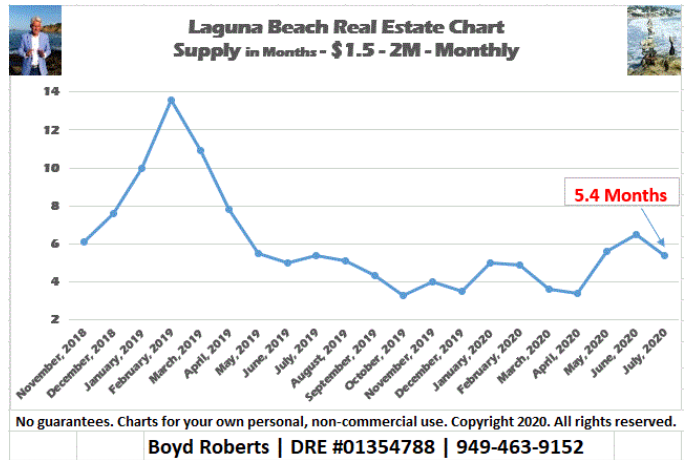
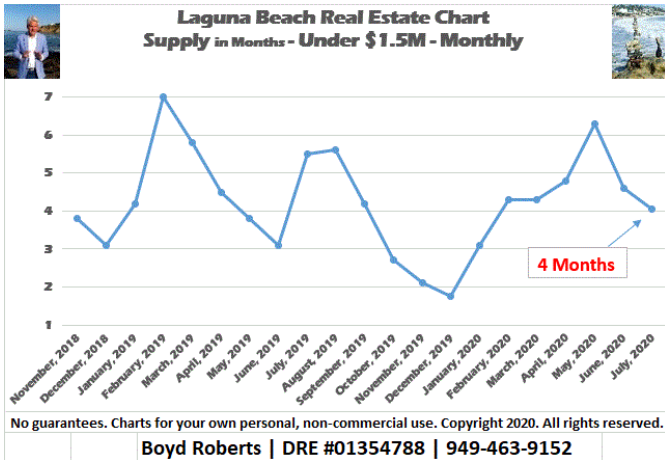


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**Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.**



# Market Segment Supply Charts



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