

Laguna Beach Real Estate Magazine

January 2022 | [Edition #79]



SOLD MEDIAN \$3,195,000 - 600,000 | **\$ PER SQ FT** \$1,281 - 249 | **SUPPLY** 2.1 MONTHS + .9 | **CLOSING RATIO** 83% + 2

Laguna Declines \$600K

\$ Per Sq Ft Falls \$249 | 96% Probability of Further Declines

As I predicted last month, Laguna Beach real estate prices did fall in January. The median was down \$600,000, settling at \$3,195,000. The median dollars per square foot also corrected from record levels by \$249, finishing at \$1,281.

As of February 1st, with the pending median \$400,000 below January's sold median, prices – with a 96% probability – will decline further this month.

For perspective, even after last month's pull back, prices are still up \$1,395,000 in the last 12 months. The dollars per square

foot is up \$311. The number of active listings is down 59%. The 12-month number of closed transactions is up 21%. The supply is down 51%. Absorption (the sold to active ratio) is up 106%. Pending absorption (the pending to active ratio) is up 86%. The closing ratio is up 24%. In short, the Laguna Beach real estate market remains extraordinarily strong. I would not bet against it.

If you like this analysis, keep me in mind for all of your real estate needs and check out my website, www.LagunaGalleryRealEstate.com.



This Issue:

- ⇒ My Take P 1
- ⇒ Price Charts P 2
- ⇒ Closing Detail. P 3
- ⇒ Sales Data P 4
- ⇒ Price Forecasts. P 4
- ⇒ Active Chart. P 5
- ⇒ 12 Mo Volume Chart. P 5
- ⇒ Supply Chart P 5

Laguna Beach Real Estate Magazine

Established February 2016

Publisher Boyd Roberts

CA Broker's License 01354788

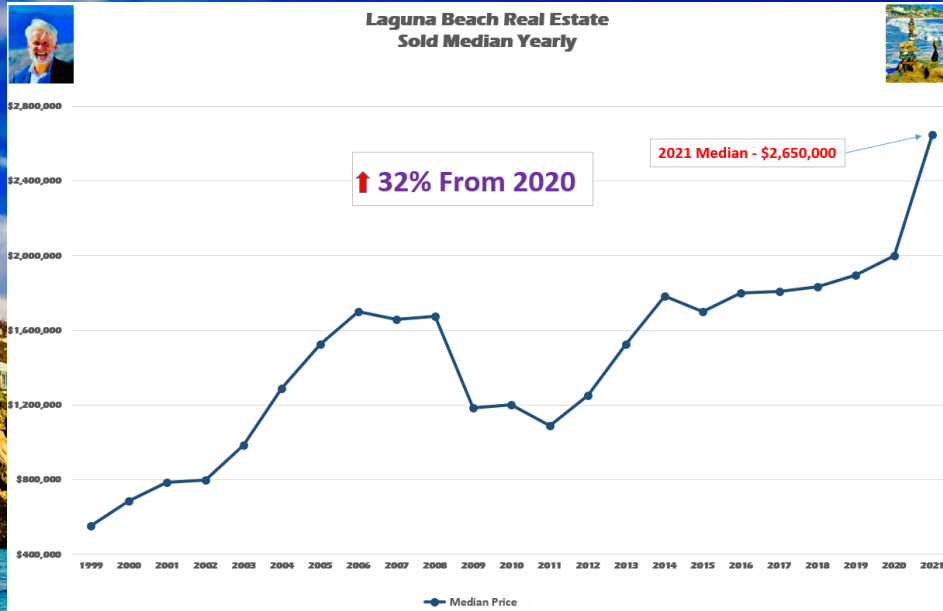
Copyright 2021 | All Rights Reserved

All Issues, Videos, and Charts:

www.LagunaGalleryRealEstate.com

Laguna Gallery Real Estate | Boyd Roberts | DRE 01438788

949-463-9152



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



January 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	342 Y Place, Laguna Beach, CA 92651	1/4/2022	\$ 1,899,000	\$ 1,655,000	\$ 244,000	12.8%	\$ 1,876	136
2	28 Emerald Bay, Laguna Beach, CA 92651	1/4/2022	\$ 11,500,000	\$ 10,500,000	\$ 1,000,000	8.7%	\$ 3,741	105
3	2850 Zell Drive, Laguna Beach, CA 92651	1/5/2022	\$ 2,799,000	\$ 2,653,000	\$ 146,000	5.2%	\$ 665	28
4	2572 Solana Way Unit#8, Laguna Beach, CA 92651	1/5/2022	\$ 1,350,000	\$ 1,400,000	\$ (50,000)	-3.7%	\$ 1,166	7
5	461 Alta Vista Way, Laguna Beach, CA 92651	1/6/2022	\$ 3,295,000	\$ 3,045,000	\$ 250,000	7.6%	\$ 1,077	6
6	755 Pearl Street, Laguna Beach, CA 92651	1/6/2022	\$ 4,390,000	\$ 4,018,125	\$ 371,875	8.5%	\$ 1,112	110
7	466 Monterey Drive, Laguna Beach, CA 92651	1/6/2022	\$ 3,449,000	\$ 3,430,000	\$ 19,000	0.6%	\$ 1,491	5
8	8 Vista Del Sol, Laguna Beach, CA 92651	1/6/2022	\$ 4,495,000	\$ 4,165,000	\$ 330,000	7.3%	\$ 1,281	2
9	793 Barracuda Way, Laguna Beach, CA 92651	1/7/2022	\$ 3,995,000	\$ 3,363,100	\$ 631,900	15.8%	\$ 750	97
10	3108 Tyrol Drive, Laguna Beach, CA 92651	1/10/2022	\$ 2,899,000	\$ 2,775,000	\$ 124,000	4.3%	\$ 823	84
11	567 Dunnegan Place, Laguna Beach, CA 92651	1/14/2022	\$ 4,495,000	\$ 4,775,000	\$ (280,000)	-6.2%	\$ 2,273	3
12	25 Lagunita Drive, Laguna Beach, CA 92651	1/14/2022	\$ 13,900,000	\$ 8,500,000	\$ 5,400,000	38.8%	\$ 1,541	275
13	429 Hawthorne Road, Laguna Beach, CA 92651	1/18/2022	\$ 2,875,000	\$ 2,875,000	\$ -	0.0%	\$ 1,734	8
14	31842 8th Avenue, Laguna Beach, CA 92651	1/18/2022	\$ 2,150,000	\$ 1,880,723	\$ 269,277	12.5%	\$ 2,066	46
15	992 Ocean Front, Laguna Beach, CA 92651	1/19/2022	\$ 16,898,000	\$ 15,960,000	\$ 938,000	5.6%	\$ 3,557	30
16	20321 Sun Valley Drive, Laguna Beach, CA 92651	1/19/2022	\$ 1,550,000	\$ 1,200,000	\$ 350,000	22.6%	\$ 870	145
17	1246 Temple Terrace, Laguna Beach, CA 92651	1/20/2022	\$ 5,700,000	\$ 5,000,000	\$ 700,000	12.3%	\$ 934	205
18	790 Nyes Place, Laguna Beach, CA 92651	1/20/2022	\$ 3,750,000	\$ 3,750,000	\$ -	0.0%	\$ 1,105	0
19	22 Lagunita Drive, Laguna Beach, CA 92651	1/20/2022	\$ 12,400,000	\$ 12,400,000	\$ -	0.0%	\$ 3,114	0
20	9 Pacific, Laguna Beach, CA 92651	1/22/2022	\$ 3,195,000	\$ 3,195,000	\$ -	0.0%	\$ 1,925	3
21	631 Cliff Drive #A2, Laguna Beach, CA 92651	1/24/2022	\$ 2,999,000	\$ 2,999,000	\$ -	0.0%	\$ 3,217	38
22	611 Lombardy Lane, Laguna Beach, CA 92651	1/24/2022	\$ 3,600,000	\$ 3,189,000	\$ 411,000	11.4%	\$ 1,573	30
23	1233 Dunning Drive, Laguna Beach, CA 92651	1/25/2022	\$ 2,495,000	\$ 2,100,000	\$ 395,000	15.8%	\$ 921	58
24	1420 Del Mar Avenue, Laguna Beach, CA 92651	1/26/2022	\$ 2,495,000	\$ 2,300,000	\$ 195,000	7.8%	\$ 871	124
25	1585 S Coast #21, Laguna Beach, CA 92651	1/28/2022	\$ 5,900,000	\$ 5,250,000	\$ 650,000	11.0%	\$ 3,158	287
26	1786 Santa Cruz Street, Laguna Beach, CA 92651	1/31/2022	\$ 3,595,000	\$ 3,458,920	\$ 136,080	3.8%	\$ 1,281	88
27								
28	Not used in calculations		Median	\$ 3,195,000	\$ 269,277	7.6%	\$ 1,281	46



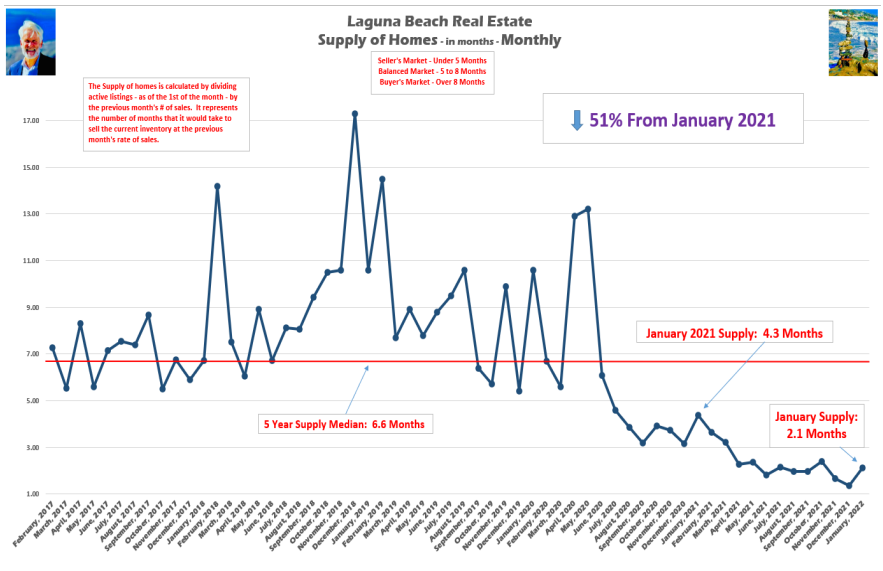
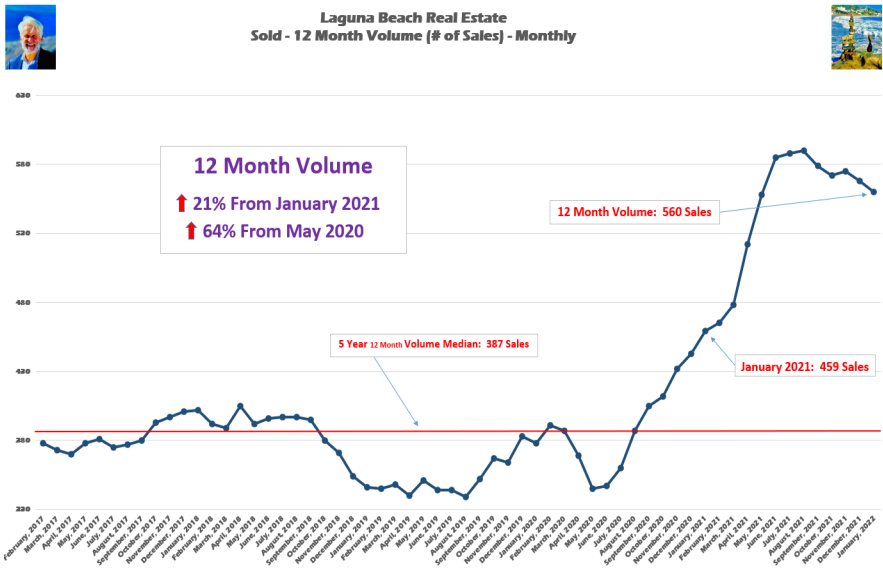
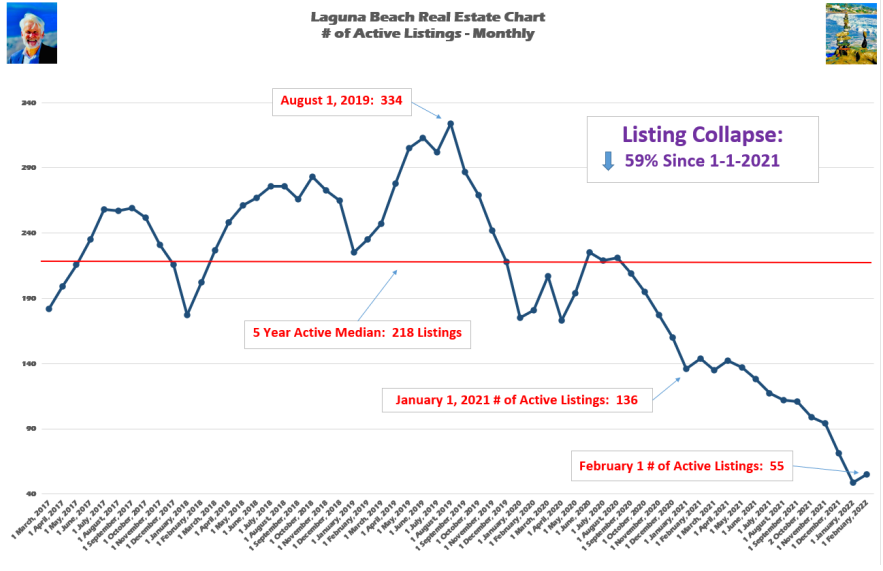
January 2022 Sales Data

Active Median (As of 2/1/2022)	\$ 4,250,000	55 Listings
\$ per Square Foot Median		\$ 1,929
Pending Median (As of 2/1/2022)	\$ 2,795,000	37 Listings
\$ per Square Foot Median		\$ 1,373
Sold Median January 2022	\$ 3,195,000	26 Sales
Price Reduction Median	\$ 269,277	7.6 %
\$ Per Square Foot Median		\$ 1,281
Sold 3 Month Median	\$ 3,235,000	106 Sales
\$ Per Square Foot Median		\$ 1,356
Sold 6 Month Median	\$ 2,875,000	248 Sales
Sold 12 Month Median	\$ 2,700,000	560 Sales
Price Reduction Median	\$ 95,000	3.8 %
\$ Per Square Foot Median		\$ 1,271
Sold 2021 Median	\$ 2,650,000	568 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 400,000
SPREAD (Active - Sold)		+ \$ 1,055,000
January Absorption (Sold to Active Ratio)		47 %
January Pending Absorption (Pending to Active Ratio)		67 %
January Closing Ratio (Sold to Pending)		83 %
January Supply	2.1 Months	Seller's Market
January 3 Month Supply	1.5 Months	Seller's Market
\$1,499,999 -	1.1 Months	Seller's Market
\$1,500,000 - \$1,999,999	.6 Months	Seller's Market
\$2,000,000 - \$2,999,999	1.2 Months	Seller's Market
\$3,000,000 - \$4,999,999	1.4 Months	Seller's Market
\$5,000,000 - \$9,999,999	3.5 Months	Seller's Market
\$10,000,000 +	2.1 Months	Seller's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

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



All charts at www.LagunaGalleryRealEstate.com/charts