



Laguna Beach Real Estate Magazine

January 2025 | Edition #112



SOLD MEDIAN \$3,216,000 - 134,000 | **\$ PER SQ FT** \$1,452 - 250 | **SUPPLY** 5.7 MONTHS - 2.5 | **DOM** 53 DAYS - 17

2024 Laguna Median Up \$250K

Dec \$PSF Off \$250 | # of Listings Imploding | Pull Back in Forecast

Despite another year of high mortgage rates, lethargic demand, and a lot of naysaying Laguna Beach's prime wealth measure, did what it does 78% of the time: go up. The yearly sold median – up from \$1,090,000 in 2011 – rose \$250,000 in 2024 to a record \$3,100,000. The yearly sold median dollars per square foot – up from \$642 in 2011 – rose

\$30 in 2024 to \$1,535: the second highest print ever.

If you like data, go to my website www.LagunaGalleryRealEstate.com/charts for all 28 of my nuanced Laguna Beach real estate charts. If you want buy or sell with one of the world's leading experts on the Laguna Beach market, call me.

Laguna Beach Sold Median 1999 to 2024



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

This Issue:

- ⇒ My Take P 1
- ⇒ 25 Year Sold Chart. . . P 1
- ⇒ Closing Detail. P 2
- ⇒ Sales Data P 3
- ⇒ Price Forecasts. P 3
- ⇒ 20 Year \$PSF Chart . . P 4
- ⇒ 1056 Glenneyre St. . . P 5



Laguna Beach Real Estate Magazine

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Publisher Boyd Roberts

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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

December 2024 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	1140 Noria Street, Laguna Beach, CA 92651	12/2/2024	\$ 2,250,000	\$2,075,000	\$ 175,000	7.8%	\$ 1,452	60
2	77 Blue Lagoon, Laguna Beach, CA 92651	12/3/2024	\$ 5,395,000	\$4,700,000	\$ 695,000	12.9%	\$ 2,764	29
3	41 Emerald Bay, Laguna Beach, CA 92651	12/3/2024	\$ 6,900,000	\$6,510,000	\$ 390,000	5.7%	\$ 2,835	8
4	865 La Mirada Street, Laguna Beach, CA 92651	12/5/2024	\$ 1,830,000	\$1,730,000	\$ 100,000	5.5%	\$ 1,138	23
5	979 Capistrano Avenue, Laguna Beach, CA 92651	12/5/2024	\$ 2,699,995	\$2,575,000	\$ 124,995	4.6%	\$ 1,182	48
6	1445 Santa Cruz Street, Laguna Beach, CA 92651	12/6/2024	\$ 2,849,000	\$2,200,000	\$ 649,000	22.8%	\$ 1,611	162
7	1445 Hillcrest Drive, Laguna Beach, CA 92651	12/16/2024	\$ 4,000,000	\$3,750,000	\$ 250,000	6.3%	\$ 844	83
8	20 N Stonington Road, Laguna Beach, CA 92651	12/16/2024	\$ 4,785,000	\$4,638,000	\$ 147,000	3.1%	\$ 1,306	4
9	2590 Juanita Way, Laguna Beach, CA 92651	12/16/2024	\$ 3,000,000	\$2,807,000	\$ 193,000	6.4%	\$ 1,727	40
10	451 Hawthorne Road, Laguna Beach, CA 92651	12/17/2024	\$ 12,800,000	\$11,000,000	\$ 1,800,000	14.1%	\$ 2,843	81
11	21662 Ocean Vista Drive #D, Laguna Beach, CA 92651	12/18/2024	\$ 1,150,000	\$1,010,000	\$ 140,000	12.2%	\$ 1,303	114
12	875 Santa Ana Street, Laguna Beach, CA 92651	12/18/2024	\$ 2,175,000	\$2,125,000	\$ 50,000	2.3%	\$ 1,347	57
13	167 Cypress Drive, Laguna Beach, CA 92651	12/20/2024	\$ 3,495,000	\$3,216,000	\$ 279,000	8.0%	\$ 2,297	68
14	773 Barracuda Way, Laguna Beach, CA 92651	12/23/2024	\$ 3,795,000	\$3,500,000	\$ 295,000	7.8%	\$ 1,242	75
15	3188 Bern Drive, Laguna Beach, CA 92651	12/23/2024	\$ 3,299,000	\$3,400,000	\$ (101,000)	-3.1%	\$ 1,851	6
16	7 S Vista De Catalina, Laguna Beach, CA 92651	12/23/2024	\$ 5,250,000	\$4,850,000	\$ 400,000	7.6%	\$ 2,269	165
17	270 Moss Street, Laguna Beach, CA 92651	12/24/2024	\$ 3,299,000	\$3,110,000	\$ 189,000	5.7%	\$ 996	5
18	31401 Mar Vista Avenue, Laguna Beach, CA 92651	12/26/2024	\$ 28,995,000	\$17,500,000	\$11,495,000	39.6%	\$ 1,374	1017
19	1127 Noria Street, Laguna Beach, CA 92651	12/27/2024	\$ 3,300,000	\$3,300,000	\$ -	0.0%	\$ 1,824	0
20	503 Brooks Street, Laguna Beach, CA 92651	12/27/2024	\$ 3,595,000	\$3,475,000	\$ 120,000	3.3%	\$ 2,471	53
21	389 Park Avenue, Laguna Beach, CA 92651	12/27/2024	\$ 2,595,000	\$2,500,000	\$ 95,000	3.7%	\$ 2,535	10
22	232 San Joaquin Street, Laguna Beach, CA 92651	12/30/2024	\$ 3,400,000	\$2,300,000	\$ 1,100,000	32.4%	\$ 1,461	169
23								
24	Not used in calculations			Median \$ 3,216,000	\$ 193,000	6.4%	\$ 1,452	53

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 Magazine
January 2024 | Volume 101

Laguna Down 5% in 2023
LPSI Down 3.6% (w/ a Change of 11.5% in 2022)

THIS ISSUE:
- Market Update
- Buyer's Guide
- Seller's Guide
- Local News
- Real Estate News

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



Laguna Beach Real Estate Magazine
February 2024 | Volume 102

Laguna Up \$130,000 But It Was Ugly
LPSI Down 1.5% (w/ a Change of 11.5% in 2022)

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



Laguna Beach Real Estate Magazine
March 2024 | Volume 103

Laguna Surges \$530,000
LPSI Down 1.5% (w/ a Change of 11.5% in 2022)

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- Market Update
- Buyer's Guide
- Seller's Guide
- Local News
- Real Estate News

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



Laguna Beach Real Estate Magazine
April 2024 | Volume 104

Sold Median Up \$510K
LPSI Down 1.5% (w/ a Change of 11.5% in 2022)

THIS ISSUE:
- Market Update
- Buyer's Guide
- Seller's Guide
- Local News
- Real Estate News

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



Laguna Beach Real Estate Magazine
May 2024 | Volume 105

Median Surges \$770,000 YTD
LPSI Down 1.5% (w/ a Change of 11.5% in 2022)

THIS ISSUE:
- Market Update
- Buyer's Guide
- Seller's Guide
- Local News
- Real Estate News

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



Laguna Beach Real Estate Magazine
June 2024 | Volume 106

Laguna Set to Surge Again
LPSI Down 1.5% (w/ a Change of 11.5% in 2022)

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- Market Update
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Your Laguna Beach Professional

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Sales Data

Active Median (As of 1/1/2025)	\$ 3,994,000	126 Listings
\$ Per Square Foot Median		\$ 1,843
Days On Market Median		82 Days
Pending Median (As of 1/1/2025)	\$ 2,799,000	26 Listings
\$ per Square Foot Median		\$ 1,289
Days On Market Median		87 Days
Sold December Median	\$ 3,216,000	22 Sales
\$ Per Square Foot Median		\$ 1,452
Days On Market Median		53 Days
Price Reduction Median	\$ 193,000	6.4 %
Sold December 3 Month Median	\$ 3,300,000	63 Sales
\$ Per Square Foot Median		\$ 1,659
Sold December 6 Month Median	\$ 3,150,000	128 Sales
Sold December 12 Month Median	\$ 3,100,000	279 Sales
\$ Per Square Foot Median		\$ 1,535
Days On Market Median		57 Days
Price Reduction Median	\$ 246,098	6.6 %
Sold 2023 Median	\$ 2,850,000	257 Sales
Sold 2024 Median	\$ 3,100,000	279 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 417,000
SPREAD INDICATOR (Active - Sold)		+ \$ 778,000
December Absorption (Sold to Active Ratio)		17 %
December Pending Absorption (Pending to Active Ratio)		20 %
December Closing Ratio (Pending to Sold)		68 %
December Supply (Listings/Rate of Sales)	5.7 Months	Balanced Market
December 3 Month Supply	6.0 Months	Balanced Market
\$1,499,999 -	2.1 Months	Seller's Market
\$1,500,000 - \$1,999,999	7.0 Months	Balanced Market
\$2,000,000 - \$2,999,999	3.8 Months	Seller's Market
\$3,000,000 - \$4,999,999	4.5 Months	Seller's Market
\$5,000,000 - \$9,999,999	13 Months	Buyer's Market
\$10,000,000 +	12 Months	Buyer's Market

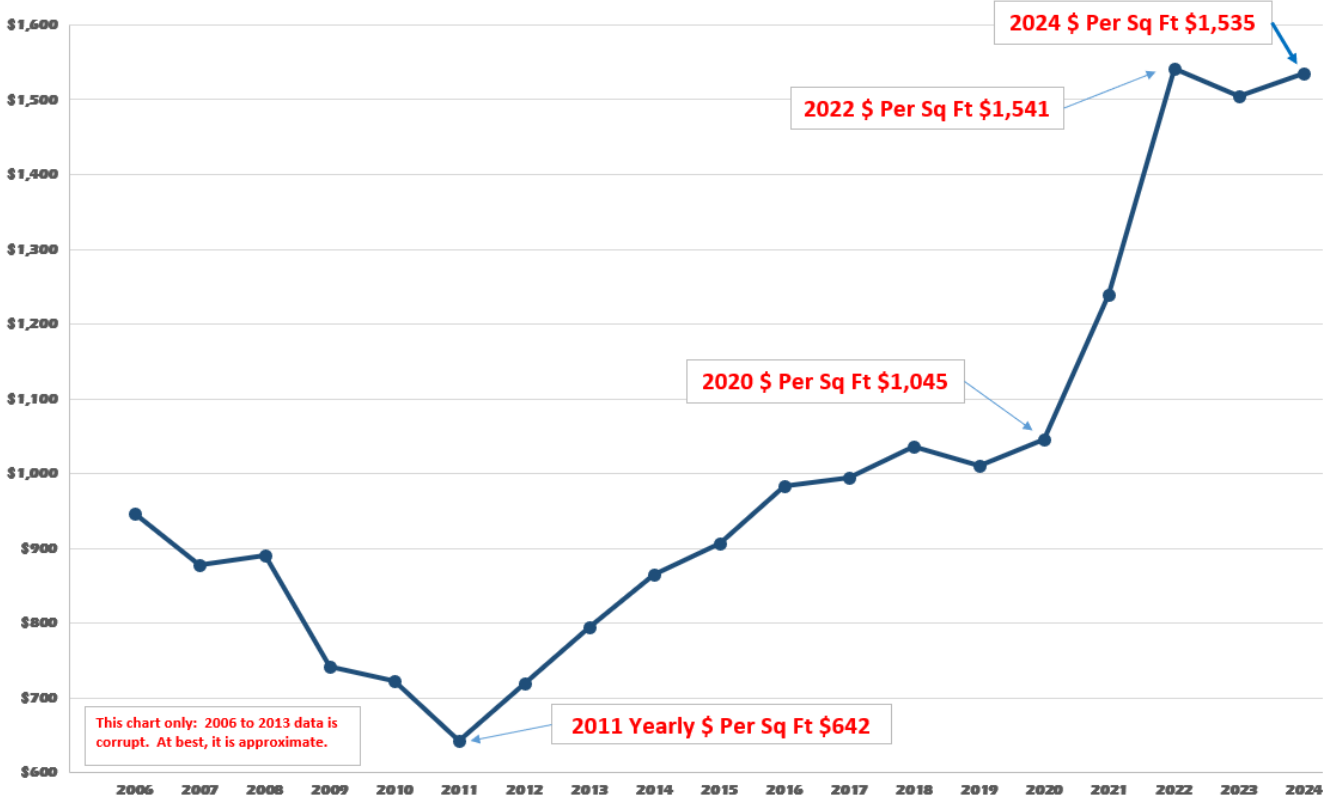
Balanced Market 5 to 7.9 Months

Price Forecasts

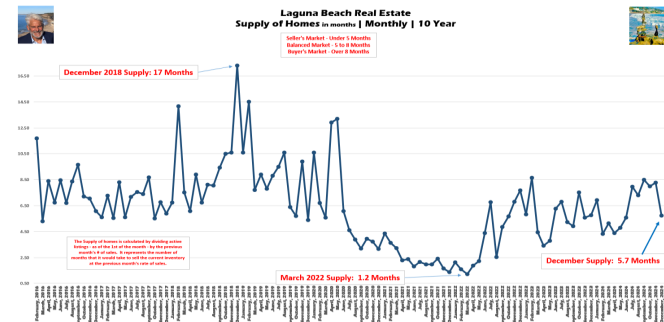
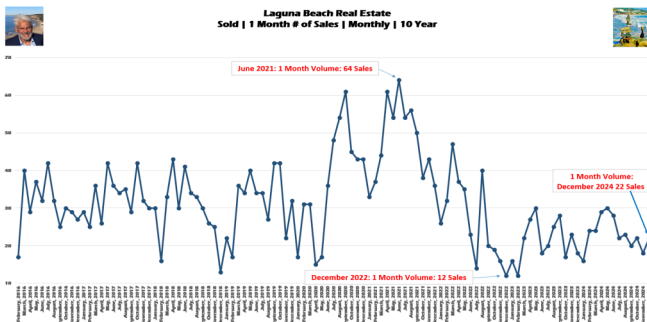
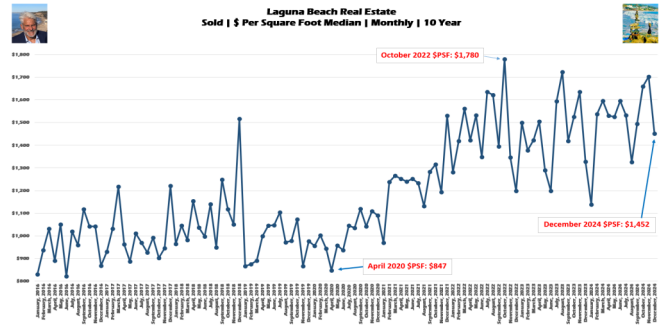
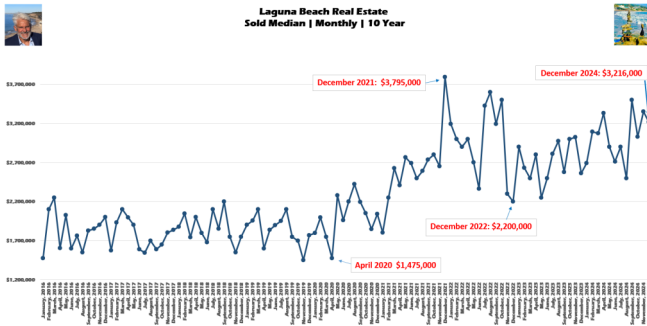
Short-Term PENDING INDICATOR Forecast For January	DOWN Signal
Short-Term SPREAD INDICATOR Forecast For January	DOWN Signal
Long-Term PRICE INDICATOR Forecast For 2025	NO Signal



Laguna Beach Real Estate Sold - \$ Per Square Foot - Median Yearly



Laguna Beach chart enthusiasts. Be sure to check out the charts page at LagunaGalleryRealEstate.com/Charts. All of the 5 year charts have been converted to 10 year charts.



New Listing

Active • Single Family Residence

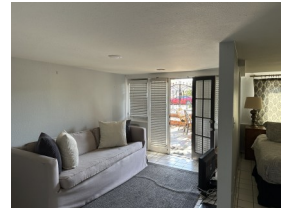
\$2,350,000

1056 Glenneyre St Laguna Beach 92651

5 days on the market

2 beds, 2 full baths • 1,224 sqft • 3,000 sqft lot • \$1919.93/sqft • Built in 1927

Listing ID: LG25008420

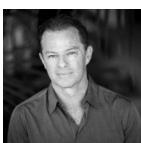


- Two Levels
- Standard sale
- 1 Car Detached Garage
- \$2,142 annual sewer assessment
- Fireplace: Family Room
- Heating: Fireplace, Forced Air
- Laguna Beach School District

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.



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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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- ◆ **Full Service | Open Houses**
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Longtime Laguna Beach Resident
Laguna Beach Expert | BA Economics
BROKER SINCE 2004 | Over 800 real estate and
mortgage transactions closed exceeding \$500,000,000.

