

MARKET ACTIVITY

LAGUNA BEACH | 2023 - 2026 YEAR-TO-DATE

PREPARED BY

BOB CHAPMAN

DRE No. 00714528

NOVEMBER 2026

AUTUMN SUNSETS! SHIFTING MACRO ECONOMICS? MORTGAGE RATES UP & TREASURY RATES UP. 2021& 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2026 [01/01/2026 - 10/31/2026] CLOSED SALES **(272) +3%** OVER 2025 **(264)**
2026 YEAR TO DATE MEDIAN PRICES & AVERAGE PRICES UP +12% & +23% VS 2025

2026 MEDIAN PRICE IS

$3,200,000

VERSUS

	MEDIAN $	RATE
2025	$2,850,000	**+12%**
2024	$3,100,000	**+3%**
2023	$2,850,000	**+12%**
2022	$3,000,000	**+6%**
2021	$2,670,000	**+19%**
2020	$2,000,000	**+60%**

2026 AVERAGE PRICE IS

$4,422,141

VERSUS

	AVERAGE $	RATE
2025	$3,580,134	**+23%**
2024	$4,086,180	**+8%**
2023	$3,644,930	**+21%**
2022	$4,137,885	**+6%**
2021	$3,497,338	**+26%**
2020	$2,724,349	**+62%**

THE MARKET IS LOOKING FOR A DIRECTION
LAGUNA BEACH 2026 & 2025 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-26	36	vs	May-25	23	**+56%**
Jun-26	28	vs	Jun-25	29	**-3%**
Jul-26	31	vs	Jul-25	27	**+14%**
Aug-26	31	vs	Aug-25	27	**+14%**
Sep-26	26	vs	Sep-25	30	**-13%**
Oct-26	**29**	**vs**	**Oct-25**	**29**	**FLAT**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-26	**29**	vs	Oct-25	29	**FLAT**
		vs	Oct-24	23	**+26%**
		vs	Oct-23	17	**+70%**
		vs	Oct-22	19	**+52%**
		vs	Oct-21	38	**-23%**
		vs	Oct-20	45	**-35%**

LAGUNA BEACH CLOSED MLS SALES OCTOBER 2026: 10/01/2026 - 10/31/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
761 Temple Hills Drive	3	3	5,900	$3,150,000	10/30/26
436 Cypress Drive #2	2	3		$1,375,000	10/30/26
425 Panorama Drive	3	4	7,800	$6,825,000	10/30/26
31561 Table Rock Drive #417	1	1		$1,075,000	10/30/26
1302 Skyline Drive	4	5	9,514	$8,995,000	10/29/26
916 Bluebird Canyon Drive	4	4	6,236	$3,050,000	10/28/26
664 Mystic View	4	4	8,250	$5,000,000	10/27/26
102 Santa Rosa Court	2	3		$710,000	10/22/26
933 Coast View Drive	3	3	8,636	$3,200,000	10/22/26
9 Carmel Court	3	3	2,800	$1,399,000	10/21/26
699 Wendt Terrace	5	4	7,055	$4,200,000	10/19/26
1264 Anacapa Way	4	3	8,400	$5,500,000	10/16/26
31632 2nd Avenue	2	1	1,575	$1,875,000	10/16/26
477 Hill Street	2	1	5,000	$2,200,000	10/15/26

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
634 Glenneyre Street	2	3	2,805	$2,995,000	10/14/26
1425 Skyline Drive	4	4	12,760	$3,675,000	10/14/26
100 Rockledge Road	8	15	44,650	$82,569,990	10/14/26
340 Moss Street	4	3	7,500	$3,275,000	10/13/26
429 Aster Street	4	4	6,125	$4,000,000	10/13/26
37 Blue Lagoon	3	3	1,027	$4,399,000	10/13/26
17 N. Vista De La Luna	2	2	6,630	$3,400,000	10/9/26
21701 Wesley Drive	2	1		$950,000	10/7/26
885 Tia Juana Street	3	2	2,500	$2,120,000	10/5/26
31962 Sunset Avenue	3	2	4,375	$3,295,000	10/5/26
485 Mermaid Street #515	1	1	11,796	$415,800	10/2/26
31876 Circle Drive	2	3	3,850	$4,000,000	10/2/26
1401 Bounty Way	5	4	8,460	$5,075,000	10/1/26
2665 Victoria Drive	5	6	6,020	$17,250,000	10/1/26

JULY 2026

NEW DYNAMICS IN 2026? SHIFTING MACRO ECONOMICS? MORTGAGE RATES? TREASURY RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2026 [01/01/2026 - 5/31/2026] CLOSED SALES **(127) +4%** OVER 2025 **(122)**
YEAR TO DATE MEDIAN PRICES & AVERAGE PRICES UP SLIGHTLY. MAY SALES UP +56% VS MAY 2025

2026 MEDIAN PRICE IS

$2,995,000

VERSUS

	MEDIAN $	RATE
2025	$2,850,000	**+5%**
2024	$3,100,000	**-3%**
2023	$2,850,000	**+5%**
2022	$3,000,000	**-1%**
2021	$2,670,000	**+12%**
2020	$2,000,000	**+49%**

2026 AVERAGE PRICE IS

$3,878,285

VERSUS

	AVERAGE $	RATE
2025	$3,580,134	**+8%**
2024	$4,086,180	**-5%**
2023	$3,644,930	**+6%**
2022	$4,137,885	**-6%**
2021	$3,497,338	**+10%**
2020	$2,724,349	**+42%**

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2026 & 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-25	29	vs	Dec-24	22	**+31%**
Jan-26	20	vs	Jan-25	21	**-5%**
Feb-26	18	vs	Feb-25	23	**-21%**
Mar-26	30	vs	Mar-25	30	**FLAT**
Apr-26	23	vs	Apr-25	25	**-8%**
May-26	**36**	**vs**	**May-25**	**23**	**+56%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	May-25	23	**+56%**
		vs	May-24	30	**+20%**
May-26	**36**	vs	May-23	30	**+20%**
		vs	May-22	35	**+2%**
		vs	May-21	54	**-33%**
		vs	May-20	17	**+110%**

LAGUNA BEACH CLOSED MLS SALES MAY 2026: 5/01/2026 - 5/31/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
387 Cypress Drive #5	1	1	5,999	$799,000	5/29/26
1960 Ocean Way	4	4	4,302	$4,850,000	5/29/26
980 Bluebird Canyon Drive	4	2	6,400	$3,100,000	5/28/26
604 Catalina Street	3	2	7,500	$3,975,000	5/28/26
2581 Iris Way	3	3	2,091	$2,705,000	5/28/26
647 Sleepy Hollow Lane	3	3	10,507	$4,500,000	5/27/26
28817 Top Of The World Drive	2	3	4,019	$2,000,000	5/26/26
900 Gainsborough Drive	4	5	17,097	$7,900,000	5/22/26
1665 Hillcrest Drive	3	2	5,460	$4,150,000	5/22/26
485 Mermaid Street #411	1	1	11,796	$409,800	5/22/26
725 Balboa Avenue	4	3	6,100	$4,300,000	5/21/26
1598 Skyline Drive	3	4	7,200	$4,225,000	5/21/26
320 Emerald Bay	4	4	6,210	$8,458,394	5/20/26
709 Gaviota Drive	4	4	3,049	$3,900,000	5/20/26
3191 Alta Laguna Boulevard	3	3	7,275	$2,918,000	5/15/26
245 Crescent Bay Drive	4	5	12,850	$16,250,000	5/14/26
1981 San Remo Drive	4	3	7,490	$3,200,000	5/14/26
21659 Ocean Vista Drive #20	2	3		$2,250,500	5/13/26

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1687 Temple Hills Drive	2	2	9,600	$2,995,000	5/13/26
1630 Del Mar Avenue	2	4	2,625	$2,290,000	5/12/26
1884 Del Mar Avenue	3	3	2,338	$2,200,000	5/11/26
31927 Hayes Place	3	3	2,800	$3,175,000	5/11/26
31152 Holly Drive	2	2	7,500	$2,639,999	5/11/26
140 Irvine Cove Circle	7	7	18,000	$14,000,000	5/11/26
30802 Marilyn Drive	4	2	7,695	$2,600,000	5/11/26
461 Alta Vista Way	3	4	4,278	$3,730,000	5/8/26
923 Balboa Avenue	3	3	3,952	$2,028,000	5/8/26
31755 Coast Highway #312	2	2		$2,880,000	5/8/26
31911 Crestwood Place	2	2	2,100	$2,300,000	5/8/26
924 Park Avenue	3	2	4,505	$1,950,000	5/8/26
1450 Terrace Way	4	3	6,732	$3,560,000	5/8/26
240 Moss Street #13	2	1		$1,060,000	5/5/26
31331 Holly Drive	3	4	5,490	$4,450,000	5/4/26
547 Temple Hills Drive	5	5	8,417	$4,850,000	5/4/26
484 Cliff Drive #10	2	2		$1,899,000	5/1/26
509 Diamond Street	5	4	14,068	$4,825,000	5/1/26

MAY 2026

NEW DYNAMICS IN 2026? SHIFTING MACRO ECONOMICS? MORTGAGE RATES? TREASURY RATES?
2021& 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2026 [01/01/2026 - 4/30/2026] CLOSED SALES **(91) -7%** OVER 2025 **(99)**
YEAR TO DATE MEDIAN PRICES, AVERAGE PRICES, AND SALES ACTIVITY LOOKING FOR A DIRECTION?

2026 MEDIAN PRICE IS

$2,950,000

VERSUS

	MEDIAN $	RATE
2025	$2,850,000	**+3%**
2024	$3,100,000	**-4%**
2023	$2,850,000	**+3%**
2022	$3,000,000	**-1%**
2021	$2,670,000	**+10%**
2020	$2,000,000	**+47%**

2026 AVERAGE PRICE IS

$3,837,577

VERSUS

	AVERAGE $	RATE
2025	$3,580,134	**+7%**
2024	$4,086,180	**-6%**
2023	$3,644,930	**+5%**
2022	$4,137,885	**-7%**
2021	$3,497,338	**+9%**
2020	$2,724,349	**+40%**

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2026 & 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Nov-25	22	vs	Nov-24	18	**+22%**
Dec-25	29	vs	Dec-24	22	**+31%**
Jan-26	20	vs	Jan-25	21	**-5%**
Feb-26	18	vs	Feb-25	23	**-21%**
Mar-26	30	vs	Mar-25	30	**0%**
Apr-26	**23**	**vs**	**Apr-25**	**25**	**-8%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Apr-26	25	**-8%**
		vs	Apr-26	29	**-20%**
Apr-26	**23**	vs	Apr-26	27	**-14%**
		vs	Apr-26	37	**-37%**
		vs	Apr-26	60	**-61%**
		vs	Apr-26	15	**+53%**

LAGUNA BEACH CLOSED MLS SALES APRIL 2026: 4/01/2026 - 4/30/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
3010 Alta Laguna Boulevard	4	2	7,820	$2,495,000	4/30/26
1492 Temple Hills Drive	5	5	7,865	$3,350,000	4/30/26
417 Poplar Street	3	3	6,125	$3,185,000	4/30/26
22691 Allview Terrace	3	4	21,532	$5,600,000	4/30/26
1585 S. Coast Highway #66	2	2		$3,475,000	4/22/26
31571 Bluff Drive	3	3	16,180	$7,750,000	4/21/26
31505 Eagle Rock Way	3	3	4,375	$1,700,000	4/21/26
31588 Table Rock Drive	5	4	12,318	$5,500,000	4/21/26
327 Canyon Acres	1	1	5,966	$1,200,000	4/17/26
3 N La Senda	4	4	7,770	$19,750,000	4/16/26
1651 Thurston Drive	3	4	10,200	$3,990,517	4/15/26
846 Diamond Street	3	3	4,050	$3,234,425	4/15/26

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
24 Encinitas Court	4	3	2,800	$1,277,000	4/14/26
723 Balboa Avenue	4	5	6,400	$4,950,000	4/14/26
15 Vista Del Sol	4	5	49,005	$9,500,000	4/13/26
414 Cypress Drive	2	1	5,400	$2,305,000	4/10/26
240 Moss Street #4	2	2		$1,325,000	4/9/26
599 Alta Vista Way	3	3	5,160	$2,735,000	4/8/26
2581 Iris Way	3	3	2,091	$2,400,000	4/6/26
791 Nyes Place	4	4	7,076	$6,100,000	4/3/26
2110 Ocean Way	6	6	4,356	$5,430,000	4/2/26
461 Poplar Street	4	4	6,125	$4,800,000	4/2/26
945 Park Avenue	2	2	5,704	$1,540,000	4/1/26

MARCH 2026

NEW DYNAMICS IN 2026? **SHIFTING MACRO ECONOMICS? MORTGAGE RATES? TREASURY RATES?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2026 [01/01/2026 - 2/28/2026] CLOSED SALES **(38) -13%** OVER 2025 **(44)**
YEAR TO DATE MEDIAN AND AVERAGE PRICES MIXED? WHILE ACTIVITY IS MIXED AS WELL?

2026 MEDIAN PRICE IS

$2,912,500

VERSUS

	MEDIAN $	RATE
2025	$2,850,000	**+2%**
2024	$3,100,000	**-6%**
2023	$2,850,000	**+2%**
2022	$3,000,000	**-2%**
2021	$2,670,000	**+9%**
2020	$2,000,000	**+45%**

2026 AVERAGE PRICE IS

$3,424,846

VERSUS

	AVERAGE $	RATE
2025	$3,580,134	**-4%**
2024	$4,086,180	**-16%**
2023	$3,644,930	**-6%**
2022	$4,137,885	**-17%**
2021	$3,497,338	**-2%**
2020	$2,724,349	**+25%**

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2026 & 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Sep-25	30	vs	Sep-24	20	**+50%**
Oct-25	29	vs	Oct-24	23	**+26%**
Nov-25	22	vs	Nov-24	18	**+22%**
Dec-25	29	vs	Dec-24	22	**+31%**
Jan-26	20	vs	Jan-25	21	**-5%**
Feb-26	**18**	**vs**	**Feb-25**	**23**	**-21%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Feb-25	23	**-21%**
		vs	Feb-24	24	**-25%**
Feb-26	**18**	vs	Feb-23	12	**+33%**
		vs	Feb-22	32	**-43%**
		vs	Feb-21	37	**-51%**
		vs	Feb-20	31	**-41%**

LAGUNA BEACH CLOSED MLS SALES FEBRUARY 2026: 2/01/2026 - 2/28/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
686 Diamond Street	3	3	5,760	$2,700,000	2/27/2026
421 Loma Terrace	3	3	3,500	$2,200,000	2/27/2026
631 Cliff Drive #A-15	2	2	-	$2,995,000	2/25/2026
741 Marlin Drive	4	3	6,003	$2,900,000	2/25/2026
9 Emerald Bay	4	4	8,100	$17,000,000	2/24/2026
480 Nyes Place	3	3	17,404	$2,700,000	2/23/2026
1595 Arroyo Drive	2	1	7,500	$1,350,000	2/20/2026
3143 Bonn Drive	4	4	10,800	$3,495,000	2/19/2026
508 Seaview Street	4	3	4,146	$3,330,000	2/18/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
31507 Eagle Rock Way	3	3	4,375	$2,270,000	2/13/2026
3053 Nestall Road	5	5	7,200	$3,825,000	2/13/2026
1071 Oro Street	3	2	3,750	$2,175,000	2/11/2026
31423 Coast Highway #18	2	2	-	$2,950,000	2/11/2026
21777 Ocean Vista Drive #28	3	3	-	$1,580,000	2/10/2026
352 Thalia Street	6	3	6,254	$2,925,000	2/6/2026
247 Fairview Street	4	5	5,425	$2,150,000	2/6/2026
825 Coast View Drive	3	4	5,070	$5,000,000	2/4/2026
150 Cress Street	8	6	7,241	$7,000,000	2/3/2026

FEBRUARY 2026

A NEW YEAR! NEW DYNAMICS IN 2026? **SHIFTING MACRO ECONOMICS? MORTGAGE RATES?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 12/31/2025] CLOSED SALES **(315) +12%** OVER 2024 **(279)**
YEAR TO DATE MEDIAN AND AVERAGE PRICES SLIPPING? WHILE ACTIVITY INCREASES!

2025 MEDIAN PRICE IS

$2,850,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-8%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-5%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+50%**

2025 AVERAGE PRICE IS

$3,580,134

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-12%**
2023	$3,644,930	**-1%**
2022	$4,137,885	**-13%**
2021	$3,497,338	**+2%**
2020	$2,724,349	**+31%**
2019	$2,672,437	**+33%**

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2026 & 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Aug-25	27	vs	Aug-24	23	**+17%**
Sep-25	30	vs	Sep-24	20	**+50%**
Oct-25	29	vs	Oct-24	23	**+26%**
Nov-25	22	vs	Nov-24	18	**+22%**
Dec-25	29	vs	Dec-24	22	**+31%**
Jan-26	**20**	**vs**	**Jan-25**	**21**	**-5%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Jan-25	21	**-5%**
		vs	Jan-24	16	**+25%**
Jan-26	**20**	vs	Jan-23	17	**+17%**
		vs	Jan-22	26	**-23%**
		vs	Jan-21	33	**-39%**
		vs	Jan-20	17	**+17%**

LAGUNA BEACH CLOSED MLS SALES JANUARY 2026: 1/01/2026 - 1/31/2026

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2867 Chateau Way	5	3	15,000	$3,725,000	1/30/26
1096 Madison Place	3	3	6,880	$2,180,000	1/28/26
403 San Nicholas Court	2	3	-	$835,000	1/27/26
39 Blue Lagoon	2	3	1,027	$2,900,000	1/23/26
358 Flora Street	4	2	2,500	$3,200,000	1/22/26
4 Castle Rock Way	5	5	183,823	$4,100,000	1/20/26
426 Nyes Place	4	3	14,400	$3,004,150	1/20/26
360 Diamond Street	4	3	7,500	$3,950,000	1/16/26
2175 Coast Highway #18	2	2	-	$1,225,000	1/15/26
1565 N. Coast Highway #5	2	2	-	$1,750,000	1/15/26

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
98 S. La Senda Drive	3	4	8,712	$8,500,000	1/13/26
1701 Capistrano Avenue	3	3	2,000	$1,400,000	1/12/26
320 Ashton Drive	4	2	3,655	$2,200,000	1/12/26
339 Cypress Drive	2	2	-	$1,325,000	1/12/26
716 Cliff Drive	2	2	9,588	$2,550,000	1/9/26
1029 Glenneyre Street	2	1	2,500	$1,935,000	1/8/26
1056 Madison Place	3	2	9,788	$3,025,000	1/8/26
1025 Van Dyke Drive	5	3	4,500	$3,500,000	1/8/26
1015 Madison Place	4	4	7,410	$4,800,000	1/6/26
326 Ruby Street	4	4	4,500	$5,495,000	1/2/26

JANUARY 2026

A NEW YEAR! NEW DYNAMICS IN 2026? SHIFTING MACRO ECONOMIC FUNDAMENTALS? RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 12/31/2025] CLOSED SALES **(315) +12%** OVER 2024 **(279)**
YEAR TO DATE MEDIAN AND AVERAGE PRICES SLIPPING? WHILE ACTIVITY INCREASES!

2025 MEDIAN PRICE IS

$2,850,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-8%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-5%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+50%**

2025 AVERAGE PRICE IS

$3,580,134

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-12%**
2023	$3,644,930	**-1%**
2022	$4,137,885	**-13%**
2021	$3,497,338	**+2%**
2020	$2,724,349	**+31%**
2019	$2,672,437	**+33%**

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jul-25	27	vs	Jul-24	22	**+22%**
Aug-25	27	vs	Aug-24	23	**+17%**
Sep-25	30	vs	Sep-24	20	**+50%**
Oct-25	29	vs	Oct-24	23	**+26%**
Nov-25	22	vs	Nov-24	18	**+22%**
Dec-25	29	vs	Dec-24	22	**+31%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Dec-24	22	**+31%**
		vs	Dec-23	18	**+61%**
Dec-25	**29**	vs	Dec-22	12	**+140%**
		vs	Dec-21	36	**-19%**
		vs	Dec-20	43	**-32%**
		vs	Dec-19	32	**-9**

LAGUNA BEACH CLOSED MLS SALES OCTOBER 2025: 10/01/2025 - 10/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1214 Anacapa Way	4	3	6,960	$4,175,000	12/29/25
667 Glenneyre Street	3	3	2,825	$2,500,000	12/26/25
1510 Morningside Drive	3	3	10,400	$2,525,000	12/24/25
739 Marlin Drive	4	5	6,003	$5,165,000	12/24/25
3120 Bern Drive	3	2	9,315	$2,455,000	12/22/25
1969 San Remo Drive	4	3	7,300	$2,700,000	12/22/25
922 Acapulco Street	3	3	2,500	$2,241,300	12/19/25
625 High Drive	1	3	4,950	$2,250,000	12/19/25
70 Emerald Bay	4	4	6,400	$15,050,000	12/18/25
461 Park Avenue	3	2	3,485	$2,075,000	12/17/25
27 S. La Senda Drive	4	3	6,500	$7,025,000	12/17/25
32006 Sunset Avenue	3	3	4,375	$2,925,000	12/15/25
1575 Via Capri #6	2	2	15,954	$1,125,000	12/11/25
7 N. Vista De La Luna	4	3	6,380	$3,900,000	12/11/25
1585 S. Coast Highway #31	3	3		$5,550,000	12/10/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
432 Holly Street	4	5	6,125	$5,300,000	12/10/25
520 Cliff Drive #304	2	2	0/0	$1,990,000	12/9/25
2858 Bernard Court	3	2	8,547	$2,150,000	12/8/25
169 McKnight Drive	3	2	6,080	$3,410,000	12/8/25
1784 Del Mar Avenue	3	3	2,375	$2,000,000	12/5/25
481 Dartmoor Street	4	5	12,320	$5,250,000	12/5/25
2516 Temple Hills Drive	5	6	138,608	$5,700,000	12/4/25
222 Wave Street	4	4	4,500	$2,775,000	12/4/25
523 Emerald Bay	5	5	5,320	$11,100,000	12/4/25
645 Griffith Way	3	3	6,098	$2,225,000	12/3/25
251 Viejo Street	3	2	4,500	$2,125,000	12/3/25
34 Carmel Court	3	3	3,150	$1,180,000	12/2/25
21703 Ocean Vista Dr #204	3	2	1,421	$1,537,500	12/2/25
31506 Eagle Rock Way	2	2	1,511	$1,710,000	12/1/25

DECEMBER 2025

HOLIDAYS ARE HERE! WHAT TO EXPECT IN 2026? SHIFTING MACRO ECONOMIC FUNDAMENTALS? RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 11/30/2025] CLOSED SALES **(286) +11%** OVER 2024 **(257)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES SLIPPING? OR A CHANGE IN THE MIX OF SALES? TBD

2025 MEDIAN PRICE IS

$2,875,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-7%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-4%**
2021	$2,670,000	**+7%**
2020	$2,000,000	**+43%**
2019	$1,900,000	**+50%**

2025 AVERAGE PRICE IS

$3,564,514

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-12%**
2023	$3,644,930	**-2%**
2022	$4,137,885	**-13%**
2021	$3,497,338	**+2%**
2020	$2,724,349	**+30%**
2019	$2,672,437	**+33%**

ACTIVE INVENTORY HAS INCREASED SUBSTANTIALLY!

THE MARKET CONTINUES TO SHIFT.
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jun-25	29	vs	Jun-24	28	**+1%**
Jul-25	27	vs	Jul-24	22	**+22%**
Aug-25	27	vs	Aug-24	23	**+17%**
Sep-25	30	vs	Sep-24	20	**+50%**
Oct-25	29	vs	Oct-24	23	**+26%**
Nov-25	22	vs	Nov-24	18	**+22%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Nov-24	18	**+22%**
		vs	Nov-23	23	**-4%**
Nov-25	**22**	vs	Nov-22	15	**+46%**
		vs	Nov-21	43	**-48%**
		vs	Nov-20	43	**-48%**
		vs	Nov-19	23	**-4%**

LAGUNA BEACH CLOSED MLS SALES NOVEMBER 2025: 11/01/2025 - 11/30/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2085 Temple Hills Drive	5	5	5,624	$4,640,000	11/26/25
287 Myrtle Street	3	3	6,000	$3,206,648	11/25/25
555 Through Street	2	1	5,396	$2,500,000	11/24/25
2888 Bernard Court	4	3	5,822	$2,800,000	11/24/25
901 Summit Drive	4	3	7,070	$3,150,000	11/24/25
234 Cliff Drive #4	2	2		$1,540,000	11/24/25
559 Calliope Street	3	2	4,949	$2,950,000	11/21/25
482 High Drive	7	5	26,776	$12,500,000	11/21/25
1324 Pitcairn Place	3	2	11,461	$2,675,000	11/19/25
135 High Drive	5	3	4,400	$2,920,000	11/19/25
1545 Caribbean Way	5	3	7,700	$4,900,000	11/19/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
312 Emerald Bay	3	3	4,606	$4,800,000	11/19/25
802 Rembrandt Drive	4	4	8,002	$4,350,000	11/18/25
1330 La Mirada Street	3	3	2,500	$1,900,000	11/14/25
31846 Sunset Avenue	3	3	6,250	$2,775,000	11/14/25
422 Cypress Street	2	2		$1,055,000	11/12/25
511 San Nicholas Court	3	3		$920,000	11/10/25
21611 Ocean Vista Drive	2	2	7,350	$3,700,000	11/10/25
2938 Chillon Way	4	3	7,546	$2,275,000	11/7/25
490 Agate Street	3	3	3,000	$2,740,000	11/7/25
895 Quivera Street	2	2	2,614	$3,100,000	11/6/25
1415 Coral Drive	3	4	10,780	$5,200,000	11/3/25

NOVEMBER 2025

AUTUMM SUNSETS!! WHAT TO EXPECT IN 2026? SHIFTING MACRO ECONOMIC FUNDAMENTALS? RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 10/31/2025] CLOSED SALES **(264) +10%** OVER 2024 **(239)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES SLIPPING? OR A CHANGE IN THE MIX OF SALES? TBD

2025 MEDIAN PRICE IS

$2,867,500

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-7%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-4%**
2021	$2,670,000	**+7%**
2020	$2,000,000	**+43%**
2019	$1,900,000	**+50%**

2025 AVERAGE PRICE IS

$3,564,514

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-12%**
2023	$3,644,930	**-2%**
2022	$4,137,885	**-13%**
2021	$3,497,338	**+2%**
2020	$2,724,349	**+30%**
2019	$2,672,437	**+33%**

ACTIVE INVENTORY HAS INCREASED SUBSTANTIALLY!

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-25	23	vs	May-24	30	**-23%**
Jun-25	29	vs	Jun-24	28	**+1%**
Jul-25	27	vs	Jul-24	22	**+22%**
Aug-25	27	vs	Aug-24	23	**+17%**
Sep-25	30	vs	Sep-24	20	**+50%**
Oct-25	29	vs	Oct-24	23	**+26%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Oct-24	23	**+26%**
		vs	Oct-23	17	**+70%**
Oct-25	**29**	vs	Oct-22	19	**+52%**
		vs	Oct-21	38	**-23%**
		vs	Oct-20	45	**-35%**
		vs	Oct-19	40	**-27%**

LAGUNA BEACH CLOSED MLS SALES OCTOBER 2025: 10/01/2025 - 10/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
205 High Drive	3	3	5,625	$3,400,000	10/31/25
31423 Coast Highway #34	2	2		$3,100,000	10/30/25
1380 Skyline Drive	4	2	9,240	$3,325,000	10/30/25
905 Canyon View Drive	4	5	8,400	$6,200,000	10/29/25
755 Pelican Drive	3	5	34,924	$4,875,000	10/28/25
779 Balboa Avenue	3	2	5,900	$2,200,000	10/24/25
438 Cypress Drive #3	2	3	12,286	$1,325,000	10/24/25
480 Calliope Street	2	3	2,450	$2,500,000	10/24/25
1094 Katella Street	4	3	2,500	$2,810,000	10/22/25
2955 Terry Road	2	2	2,724	$2,500,000	10/21/25
31847 8th Avenue	4	3	3,150	$3,062,500	10/21/25
1183 La Mirada Street	4	5	2,500	$3,200,000	10/17/25
1349 Cerritos Drive	4	4	7,070	$3,050,000	10/17/25
428 Cypress Drive	1	2		$1,300,000	10/17/25
430 Anita Street	2	2	3,875	$2,600,000	10/16/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1372 Morningside Drive	2	2	14,016	$2,400,000	10/15/25
1074 Flamingo Road	4	4	10,353	$4,250,000	10/15/25
385 Mermaid Street	5	3	2,614	$2,940,000	10/14/25
28822 Alta Laguna Blvd	2	2	4,426	$2,245,000	10/14/25
537 Dunnegan Place	4	4	7,840	$5,200,000	10/13/25
1408 Terrace Way	3	2	6,750	$2,510,000	10/10/25
933 Meadowlark Drive	3	3	6,860	$2,405,000	10/10/25
1195 La Mirada Street	4	4	6,500	$3,810,000	10/8/25
2509 Duarte Way	4	3	3,600	$2,685,000	10/7/25
421 High Drive	3	4	6,125	$3,260,000	10/7/25
567 Flora Street	4	4	4,125	$3,450,000	10/3/25
32091 Virginia Way	5	7	5,000	$3,825,000	10/2/25
60 S. La Senda	2	2	5,000	$5,600,000	10/2/25
326 Ledroit Street	3	3	6,177	$4,325,000	10/1/25

OCTOBER 2025

AUTUMN AND SUNSETS! WHAT TO EXPECT IN 2025? SHIFTING MACRO ECONOMIC FUNDAMENTALS? RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 9/30/2025] CLOSED SALES **(235) +8%** OVER 2024 **(216)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES SLIPPING? OR, CHANGE IN THE MIX OF SALES?

2025 MEDIAN PRICE IS

$2,840,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-8%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-5%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+49%**

2025 AVERAGE PRICE IS

$3,602,890

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-11%**
2023	$3,644,930	**-1%**
2022	$4,137,885	**-12%**
2021	$3,497,338	**+3%**
2020	$2,724,349	**+32%**
2019	$2,672,437	**+34%**

ACTIVE INVENTORY HAS INCREASED SUBSTANTIALLY!

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Apr-25	25	vs	Apr-24	29	**-13%**
May-25	23	vs	May-24	30	**-23%**
Jun-25	29	vs	Jun-24	28	**+1%**
Jul-25	27	vs	Jul-24	22	**+22%**
Aug-25	27	vs	Aug-24	23	**+17%**
Sep-24	30	vs	Sep-24	20	**+50%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Sep-24	20	**+50%**
		vs	Sep-23	28	**+7%**
Sep-25	**30**	vs	Sep-22	20	**+50%**
		vs	Sep-21	50	**-40%**
		vs	Sep-20	61	**-50%**
		vs	Sep-19	42	**-28%**

LAGUNA BEACH CLOSED MLS SALES JULY 2025: 7/01/2025 - 7/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1480 Bluebird Canyon Drive	2	1	4,464	$1,700,000	9/29/25
1304 Morningside Drive	4	3	9,848	$2,745,000	9/29/25
111 Brooks Street	3	5	5,000	$9,100,000	9/29/25
13 Emerald Bay	3	2	4,218	$5,250,000	9/29/25
1223 Skyline Drive	3	2	9,720	$2,670,000	9/25/25
2604 Victoria Drive	3	2	3,200	$4,395,000	9/25/25
1594 Via Capri #10	2	1		$1,050,000	9/25/25
31551 Table Rock Drive	3	3	7,215	$6,845,000	9/25/25
556 Through Street	4	3	6,000	$3,650,000	9/24/25
32086 Coast Highway	2	2	3,750	$2,430,000	9/24/25
30671 Marilyn Drive	3	2	7,696	$2,500,000	9/24/25
21703 Ocean Vista Dr #102	1	1		$800,000	9/22/25
306 San Nicholas Court	2	3		$830,000	9/19/25
2795 Temple Hills Drive	3	3	10,660	$2,150,000	9/18/25
565 Lombardy Lane	2	1	1,800	$1,995,000	9/16/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
3180 Mountain View Drive	4	3	6,500	$2,290,000	9/15/25
2570 Queda Way	5	5	7,200	$7,300,000	9/15/25
10 Camel Point	6	5	11,052	$8,168,500	9/15/25
411 San Nicholas Court	3	3		$933,000	9/12/25
750 Manzanita Drive	5	6	6,250	$4,600,000	9/11/25
513 Oak Street	2	2	4,500	$2,300,000	9/10/25
1088 Del Mar Avenue	4	5	5,000	$4,400,000	9/9/25
1212 Morningside Drive	3	3	7,910	$2,350,000	9/8/25
2760 Highland Way	3	3	2,400	$2,380,000	9/8/25
2130 Glenneyre Street	2	2	4,250	$2,200,000	9/5/25
2125 Ocean Way	4	5	10,400	$20,000,000	9/5/25
31867 8th Avenue	2	1	4,375	$1,777,000	9/4/25
124 Sunset Terrace	4	4	4,000	$5,537,500	9/3/25
425 Monterey Drive	2	2	2,500	$1,938,000	9/3/25
970 Quivera Street	4	4	5,000	$3,300,000	9/2/25

AUGUST 2025

END OF SUMMER! WHAT TO EXPECT IN 2025? SHIFTING MACRO ECONOMIC FUNDAMENTALS? RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 7/31/2025] **CLOSED SALES (178) +2%** OVER **2024 (173)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES BEGINNING TO SLIP? OR, A CHANGE IN THE MIX OF SALES?

2025 MEDIAN PRICE IS

$2,855,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-7%**
2023	$2,850,000	**FLAT**
2022	$3,000,000	**-4%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+50%**

2025 AVERAGE PRICE IS

$3,026,175

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-25%**
2023	$3,644,930	**-16%**
2022	$4,137,885	**-26%**
2021	$3,497,338	**-13%**
2020	$2,724,349	**+11%**
2019	$2,672,437	**+13%**

ACTIVE INVENTORY HAS INCREASED SUBSTANTIALLY!

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Feb-25	23	vs	Feb-24	19	**+21%**
Mar-25	30	vs	Mar-24	24	**+25%**
Apr-25	25	vs	Apr-24	29	**-13%**
May-25	23	vs	May-24	30	**-23%**
Jun-25	29	vs	Jun-24	28	**+1%**
Jul-25	27	vs	Jul-24	22	**+22%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Jul-24	22	**+22%**
		vs	Jul-23	21	**+28%**
Jul-25	**27**	vs	Jul-22	14	**+92%**
		vs	Jul-21	52	**-48%**
		vs	Jul-20	48	**-43%**
		vs	Jul-19	35	**-22%**

LAGUNA BEACH CLOSED MLS SALES JULY 2025: 7/01/2025 - 7/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1020 La Mirada Street	4	4	5,000	$2,875,000	7/31/2025
741 Marlin Drive	4	3	6,003	$3,160,000	7/31/2025
31706 Seacliff Drive	4	4	3,850	$3,895,000	7/31/2025
1000 Oriole Drive	4	5	63,539	$9,995,000	7/30/2025
31532 Valido Road	4	5	7,280	$4,675,000	7/29/2025
232 San Joaquin Street	3	3	4,356	$3,090,000	7/25/2025
89 Blue Lagoon	3	3	1,027	$3,500,000	7/25/2025
13 Lagunita Drive	4	6	5,640	$15,400,000	7/25/2025
2936 Alexander Road	3	2	2,265	$1,800,000	7/21/2025
551 Anita Street	3	2	1,800	$1,925,000	7/21/2025
21722 Ocean Vista Drive #B	2	1	-	$1,262,400	7/18/2025
577 Calliope Street	3	3	8,354	$2,250,000	7/17/2025
163 Nyes Place	4	5	3,825	$4,700,000	7/16/2025
883 Katella Street	3	3	2,500	$2,192,500	7/15/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1029 Katella Street	3	3	2,500	$2,250,000	7/15/2025
1250 Anacapa Way	4	5	7,205	$4,780,000	7/15/2025
2960 Alta Laguna Blvd	3	2	7,500	$1,700,000	7/11/2025
140 Crescent Bay Drive	5	5	7,000	$7,850,000	7/11/2025
32221 Coast Highway	2	2	161,172	$22,000,000	7/11/2025
90 Blue Lagoon	3	4	1,027	$3,168,000	7/10/2025
11 S. Callecita	4	3	5,000	$3,450,000	7/10/2025
803 Gainsborough Drive	3	5	9,825	$4,400,000	7/9/2025
883 Santa Ana Street	4	2	2,500	$2,100,000	7/7/2025
541 Thalia Street	2	2	3,412	$2,318,500	7/7/2025
937 Gaviota Drive	3	4		$6,432,000	7/7/2025
1205 Victory Walk	3	2	6,390	$1,570,000	7/3/2025
1651 Catalina Street	2	2	1,875	$2,800,000	7/3/2025

JUNE 2025

SUMMER IS ALMOST HERE! WHAT TO EXPECT IN 2025?, SHIFTING MACRO ECONOMIC FUNDAMENTALS? - RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 5/31/2025] **CLOSED SALES (122) UP ONLY .8%** OVER **2024 (123)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES BEGINNING TO SLIP? OR, A CHANGE IN THE MIX OF SALES?

2025 MEDIAN PRICE IS

$2,712,563

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-12%**
2023	$2,850,000	**-4%**
2022	$3,000,000	**-9%**
2021	$2,670,000	**+1%**
2020	$2,000,000	**+35%**
2019	$1,900,000	**+42%**

2025 AVERAGE PRICE IS

$3,214,818

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-21%**
2023	$3,644,930	**-11%**
2022	$4,137,885	**-22%**
2021	$3,497,338	**-8%**
2020	$2,724,349	**+18%**
2019	$2,672,437	**+20%**

ACTIVE INVENTORY HAS INCREASED SUBSTANTIALLY!

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-24	22	vs	Dec-23	18	**+22%**
Jan-25	21	vs	Jan-24	16	**+31%**
Feb-25	23	vs	Feb-24	19	**+21%**
Mar-25	30	vs	Mar-24	24	**+25%**
Apr-25	25	vs	Apr-24	29	**-13%**
May-25	23	vs	May-24	30	**-23%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-25	**23**	vs	May-24	30	**-23%**
		vs	May-23	30	**-23%**
		vs	May-22	35	**-34%**
		vs	May-21	54	**-57%**
		vs	May-20	17	**+35%**
		vs	May-19	41	**-43%**

LAGUNA BEACH CLOSED MLS SALES MAY 2025: 5/01/2025 - 5/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1661 Catalina Street	2	2	1,500	$1,885,000	5/29/25
31885 9th Avenue	3	3	5,080	$1,925,000	5/29/25
2559 Bonita Way	2	3	4,750	$2,150,000	5/28/25
703 Gainsborough Place	5	4	4,400	$4,900,000	5/28/25
31592 Santa Rosa Drive	2	2	2,100	$1,566,000	5/28/25
1065 Santa Ana Street	3	3	2,500	$2,050,000	5/24/25
155 McAulay Place	3	3	2,400	$3,250,000	5/23/25
649 Anita Street	3	3	5,581	$5,100,000	5/23/25
31561 Table Rock Dr. #413	2	1	-	$2,400,000	5/22/25
680 Temple Hills Drive	4	4	4,350	$4,750,000	5/21/25
328 Emerald Bay	4	5	5,645	$8,250,000	5/16/25
22 North Vista De Catalina	4	4	6,477	$5,200,000	5/16/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
968 Acapulco Street	2	3	2,500	$1,849,000	5/15/25
1362 Morningside Drive	5	4	13,419	$2,995,000	5/15/25
2626 Glenneyre Street	3	5	5,400	$5,075,000	5/15/25
31703 Seacliff Drive	3	3	4,436	$5,100,000	5/12/25
962 Glenneyre Street	2	2	3,000	$2,450,000	5/8/25
501 Lombardy Lane	2	2	2,884	$3,100,000	5/8/25
189 Lower Cliff Drive	3	3	3,920	$2,200,000	5/5/25
2909 Alta Laguna Blvd	3	2	6,880	$2,495,000	5/5/25
638 Seaview Street	3	3	4,978	$4,400,000	5/5/25
3059 Cresta Way	5	5	7,500	$5,200,000	5/5/25
31423 Coast Hwy #59	3	2	-	$4,700,000	5/1/25

MAY 2025

SPRING IS HERE! WHAT TO EXPECT IN 2025?, SHIFTING MACRO ECONOMIC FUNDAMENTALS? - RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2025 - 4/30/2025] **CLOSED SALES (99) UP +6%** OVER **2024 (93)**
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES BEGINNING TO SLIP? OR, A CHANGE IN THE MIX OF SALES?

2025 MEDIAN PRICE IS

$2,675,000

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-13%**
2023	$2,850,000	**-6%**
2022	$3,000,000	**-10%**
2021	$2,670,000	**+.1%**
2020	$2,000,000	**+33%**
2019	$1,900,000	**+40%**

2025 AVERAGE PRICE IS

$3,123,413

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-23%**
2023	$3,644,930	**-14%**
2022	$4,137,885	**-24%**
2021	$3,497,338	**-10%**
2020	$2,724,349	**+14%**
2019	$2,672,437	**+16%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Nov-24	18	vs	Nov-23	23	**-21%**
Dec-24	22	vs	Dec-23	18	**+22%**
Jan-25	21	vs	Jan-24	16	**+31%**
Feb-25	23	vs	Feb-24	19	**+21%**
Mar-25	30	vs	Mar-24	24	**+25%**
Apr-25	25	vs	Apr-24	29	**-13%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Apr-24	29	**-13%**
		vs	Apr-23	27	**-7%**
Apr-25	**25**	vs	Apr-22	37	**-32%**
		vs	Apr-21	60	**-58%**
		vs	Apr-20	15	**-66%**
		vs	Apr-19	34	**-26%**

LAGUNA BEACH CLOSED MLS SALES APRIL 2025: 4/01/2025 - 4/30/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
420 Cypress Drive #420	2	2		$1,305,000	4/30/25
791 Barracuda Way	4	3	13,256	$4,700,000	4/29/25
21657 Ocean Vista Dr. #19	3	3		$2,675,000	4/28/25
32002 Coast Highway	3	4	3,766	$2,700,000	4/28/25
991 Meadowlark Drive	3	2	7,700	$2,550,000	4/25/25
31508 Mar Vista Avenue	3	3	7,500	$3,725,000	4/25/25
1465 Bluebird Canyon Dr	2	3	3,485	$825,000	4/24/25
28911 Sommet Du Monde	4	4	11,674	$8,500,000	4/24/25
151 Myrtle Street #7	1	2	9,755	$2,100,888	4/21/25
979 Capistrano Avenue	3	4	2,500	$2,650,000	4/18/25
213 Santa Rosa Court	2	3		$865,000	4/17/25
3103 Bern Drive	5	3	29,900	$2,475,000	4/16/25
2930 Alta Laguna Blvd	4	3	11,249	$3,500,000	4/16/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1095 Miramar Street	3	2	2,500	$1,745,000	4/15/25
727 Bayview Place	4	6	7,510	$6,450,000	4/15/25
31561 Table Rock Dr #210	2	2		$2,675,000	4/15/25
967 Meadowlark Lane	3	4	6,480	$2,952,000	4/14/25
2677 Victoria Drive	3	3	3,720	$7,900,000	4/14/25
12 S. Encino	3	2	5,500	$6,325,000	4/14/25
1095 Flamingo Road	4	3	10,400	$2,600,000	4/11/25
464 Linden Street	4	4	6,125	$4,938,000	4/9/25
1568 Via Majorca	3	3	5,915	$5,400,000	4/4/25
402 Aster Street	3	2	6,286	$3,100,000	4/3/25
21703 Ocean Vista Dr #101	2	2		$1,350,000	4/2/25
1984 Cortez Avenue	2	2	2,500	$1,275,000	4/1/25

APRIL 2025

SPRING IS HERE! WHAT TO EXPECT IN 2025?, MACRO ECONOMIC FUNDAMENTALS? - RATES?
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2025 [01/01/2024 - 3/31/2025] **CLOSED SALES** (74) **UP +15%** OVER **2024** (64)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
YEAR TO DATE MEDIAN AND AVERAGE PRICES BEGINNING TO SLIP? CHANGE IN THE MIX OF SALES?

2025 MEDIAN PRICE IS

$2,687,563

VERSUS

	MEDIAN $	RATE
2024	$3,100,000	**-13%**
2023	$2,850,000	**-5%**
2022	$3,000,000	**-10%**
2021	$2,670,000	**+.6%**
2020	$2,000,000	**+34%**
2019	$1,900,000	**+41%**

2025 AVERAGE PRICE IS

$3,026,175

VERSUS

	AVERAGE $	RATE
2024	$4,086,180	**-25%**
2023	$3,644,930	**-16%**
2022	$4,137,885	**-26%**
2021	$3,497,338	**-13%**
2020	$2,724,349	**+11%**
2019	$2,672,437	**+13%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2025 & 2024 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-24	22	vs	Oct-23	17	**+29%**
Nov-24	18	vs	Nov-23	23	**-21%**
Dec-24	22	vs	Dec-23	18	**+22%**
Jan-25	21	vs	Jan-24	16	**+31%**
Feb-25	23	vs	Feb-24	19	**+21%**
Mar-25	30	vs	Mar-24	24	**+25%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Mar-24	24	**+25%**
		vs	Mar-23	22	**+36%**
Mar-25	**30**	vs	Mar-22	47	**-36%**
		vs	Mar-21	43	**-30%**
		vs	Mar-20	31	**-3%**
		vs	Mar-19	35	**-14%**

LAGUNA BEACH CLOSED MLS SALES MARCH 2025: 3/01/2025 - 3/31/2025

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
936 Tia Juana Street	3	3	2,500	$1,685,000	3/31/25
544 Flora Street	1	1	3,000	$1,415,000	3/31/25
3043 Mountain View Dr	4	3	7,644	$3,000,000	3/31/25
21711 Wesley Drive #C	2	1	56,971	$1,215,000	3/31/25
21675 Ocean Vista Dr #28	3	3	-	$2,650,000	3/31/25
31423 S. Coast Hwy #36	2	2	-	$3,950,000	3/31/25
410 San Nicholas Court	2	3	60,777	$840,000	3/28/25
1071 Baja Street	4	3	2,500	$3,050,000	3/28/25
970 Baja Street	4	3	5,000	$3,545,000	3/28/25
289 Chiquita Street	3	1	4,500	$1,873,000	3/26/25
31387 Ceanothus Drive	3	4	5,983	$5,200,000	3/26/25
791 Nyes Place	3	4	7,076	$5,557,000	3/24/25
35 Carmel Court	3	3	2,800	$1,200,000	3/21/25
1744 Del Mar Avenue	2	2	2,458	$1,500,000	3/21/25
543 Temple Hills Drive	4	4	7,666	$3,200,000	3/21/25

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
31532 Valido Road	4	5	7,280	$3,965,000	3/20/25
631 Cliff Drive #A6	2	2	40,564	$3,000,888	3/19/25
31112 Monterey Street	3	2	6,656	$3,850,000	3/19/25
472 Poplar Street	2	2	7,350	$3,305,000	3/17/25
510 Emerald Bay	4	6	6,300	$9,162,500	3/17/25
31570 Eagle Rock Way	3	2	2,700	$2,075,000	3/17/25
31502 Shrewsbury Drive	2	3	2,000	$2,440,000	3/14/25
2177 Glenneyre Street	2	3	2,500	$2,170,000	3/12/25
912 Santa Ana Street	3	3	2,500	$2,300,000	3/7/25
134 Wave Street	7	4	5,663	$4,091,000	3/7/25
192 Nyes Place	3	3	2,550	$3,150,000	3/6/25
54 La Costa Court	3	3	2,800	$1,130,000	3/5/25
605 Agate Street	2	3	3,000	$2,995,000	3/5/25
329 Dartmoor Street	4	3	6,750	$4,275,000	3/3/25
31985 Virginia Way	3	4	3,920	$2,725,125	3/3/25

JANUARY 2025

IT'S A NEW YEAR, WHAT TO EXPECT IN 2025? MORTGAGE BUY DOWNS - INVENTORY UP
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 12/31/2024] **CLOSED SALES** (278) **UP +7%** OVER **2023** (258)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 8% VS 2023, AND **UP AS MUCH AS 68% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,100,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+8%**
2022	$3,000,000	**+3%**
2021	$2,670,000	**+16%**
2020	$2,000,000	**+55%**
2019	$1,900,000	**+63%**
2018	$1,842,000	**+68%**

2024 AVERAGE PRICE IS

$4,086,180

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+12%**
2022	$4,137,885	**-1%**
2021	$3,497,338	**+16%**
2020	$2,724,349	**+49%**
2019	$2,672,437	**+52%**
2018	$3,121,740	**+30%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET CONTINUES TO RECALIBRATE
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jul-24	22	vs	Jul-23	21	**+.4%**
Aug-24	23	vs	Aug-23	25	**-8%**
Sep-24	20	vs	Sep-23	28	**-28%**
Oct-24	22	vs	Oct-23	17	**+29%**
Nov-24	18	vs	Nov-23	23	**-21%**
Dec-24	22	vs	Dec-23	18	**+22%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-24	**22**	vs	Dec-23	18	**+22%**
		vs	Dec-22	12	**+83%**
		vs	Dec-21	36	**-38%**
		vs	Dec-20	43	**-48%**
		vs	Dec-19	32	**-31%**
		vs	Dec-18	13	**+69%**

LAGUNA BEACH CLOSED MLS SALES DECEMBER 2024: 12/01/2024 - 12/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
232 San Joaquin Street	3	3	4,356	$2,300,000	12/30/24
389 Park Avenue	4	2	3,624	$2,500,000	12/27/24
1127 Noria Street	3	3	5,000	$3,300,000	12/27/24
503 Brooks Street	3	2	4,535	$3,475,000	12/27/24
31401 Mar Vista Avenue	5	8	518,109	$17,500,000	12/26/24
270 Moss Street	5	4	7,164	$3,110,000	12/24/24
3188 Bern Drive	4	3	7,004	$3,400,000	12/23/24
773 Barracuda Way	4	3	6,000	$3,500,000	12/23/24
7 S.Vista De Catalina	3	2	6,205	$4,850,000	12/23/24
167 Cypress Drive	2	3	5,865	$3,216,000	12/20/24
875 Santa Ana Street	3	3	2,500	$2,125,000	12/18/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
21662 Ocean Vista Drive	2	1	-	$1,010,000	12/18/24
451 Hawthorne Road	5	5	17,762	$11,000,000	12/17/24
2590 Juanita Way	3	3	2,600	$2,807,000	12/16/24
1445 Hillcrest Drive	6	6	4,356	$3,750,000	12/16/24
20 N. Stonington Road	4	5	6,867	$4,638,000	12/16/24
1445 Santa Cruz Street	2	2	3,230	$2,200,000	12/6/24
865 La Mirada Street	3	3	2,500	$1,730,000	12/5/24
979 Capistrano Avenue	3	4	2,500	$2,575,000	12/5/24
41 Emerald Bay	3	3	3,954	$6,510,000	12/3/24
77 Blue Lagoon	2	3	1,027	$4,700,000	12/3/24
1140 Noria Street	3	2	10,800	$2,075,000	12/2/24

DECEMBER 2024

THE HOLIDAY SEASON, WHAT'S NEXT? MORTGAGE BUY DOWNS - INVENTORY UP
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 11/30/2024] **CLOSED SALES** (257) **UP +6%** OVER **2023** (240)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 8% VS 2023, AND **UP AS MUCH AS 68% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,095,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+8%**
2022	$3,000,000	**+3%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+54%**
2019	$1,900,000	**+62%**
2018	$1,842,000	**+68%**

2024 AVERAGE PRICE IS

$4,065,727

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+11%**
2022	$4,137,885	**-1%**
2021	$3,497,338	**+16%**
2020	$2,724,349	**+49%**
2019	$2,672,437	**+52%**
2018	$3,121,740	**+30%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jun-24	28	vs	Jun-23	18	**+55%**
Jul-24	22	vs	Jul-23	21	**+.4%**
Aug-24	23	vs	Aug-23	25	**-8%**
Sep-24	20	vs	Sep-23	28	**-28%**
Oct-24	22	vs	Oct-23	17	**+29%**
Nov-24	18	vs	Nov-23	23	**-21%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Nov-23	23	**-21%**
		vs	Nov-22	15	**+2%**
Nov-24	**18**	vs	Nov-21	43	**-58%**
		vs	Nov-20	43	**-58%**
		vs	Nov-19	23	**-21%**
		vs	Nov-18	25	**-28%**

LAGUNA BEACH CLOSED MLS SALES NOVEMBER 2024: 11/01/2024 - 11/30/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
156 Chiquita Street	4	3	7,000	$4,850,000	11/27/24
385 Hawthorne Road	3	4	6,125	$4,075,000	11/25/24
206 Grandview Street	3	3	6,852	$3,850,000	11/25/24
402 San Nicholas Court	2	3	-	$800,000	11/18/24
540 Park Avenue	7	6	4,792	$5,200,000	11/18/24
480 Calliope Street	2	3	2,450	$2,253,802	11/15/24
394 Pinecrest Drive	2	2	6,000	$3,300,000	11/14/24
806 Temple Hills Drive	3	3	5,280	$3,370,000	11/12/24
31423 Coast Hwy #86, 87	4	3	-	$4,195,000	11/9/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
444 Graceland Drive	3	3	4,000	$3,900,000	11/8/24
1041 Santa Ana Street	4	4	5,000	$2,354,000	11/8/24
40 Lagunita Drive	3	3	6,864	$7,000,000	11/8/24
San Nicholas CT	2	3	1,000	$779,000	11/7/24
414 Bluebird Canyon Dr	4	3	6,000	$4,375,000	11/7/24
781 Summit Drive	4	5	4,979	$3,350,000	11/4/24
1105 Summit Drive	3	2	7,500	$2,100,000	11/4/24
1330 La Mirada Street	2	3	2,500	$1,430,000	11/4/24
1094 Noria Street	3	2	5,000	$2,350,000	11/4/24

NOVEMBER 2024

THE FALL SEASON IS HERE, WHAT'S NEXT? MORTGAGE RATES DOWN - INVENTORY UP
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 10/31/2024] **CLOSED SALES** (238) **UP +9%** OVER **2023** (217)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 8% VS 2023, AND **UP AS MUCH AS 67% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,081,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+8%**
2022	$3,000,000	**+2%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+54%**
2019	$1,900,000	**+62%**
2018	$1,842,000	**+67%**

2024 AVERAGE PRICE IS

$4,135,105

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+13%**
2022	$4,137,885	**0%**
2021	$3,497,338	**+18%**
2020	$2,724,349	**+51%**
2019	$2,672,437	**+54%**
2018	$3,121,740	**+32%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-24	30	vs	May-23	30	**0%**
Jun-24	28	vs	Jun-23	18	**+55%**
Jul-24	22	vs	Jul-23	21	**+.4%**
Aug-24	23	vs	Aug-23	25	**-8%**
Sep-24	20	vs	Sep-23	28	**-28%**
Oct-24	22	vs	Oct-23	17	**+29%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-24	**22**	vs	Oct-23	17	**+29%**
		vs	Oct-22	19	**+15%**
		vs	Oct-21	38	**-42%**
		vs	Oct-20	45	**-51%**
		vs	Oct-19	40	**-45%**
		vs	Oct-18	26	**-15%**

LAGUNA BEACH CLOSED MLS SALES OCTOBER 2024: 10/01/2024 - 10/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
251 Lower Cliff Drive #11	2	2	1,000	$1,637,500	10/31/24
31566 Jewel Avenue	2	2	2,100	$1,310,000	10/30/24
368 Oak Street	4	3	4,678	$3,030,000	10/30/24
862 Summit Drive	4	3	4,800	$2,171,000	10/30/24
531 Allview Terrace	4	5	3,770	$4,400,000	10/25/24
31452 Ceanothus Drive	4	5	7,046	$5,750,000	10/25/24
1305 La Mirada Street	3	4	5,000	$3,525,000	10/25/24
435 Holly Street	4	4	6,125	$5,150,000	10/24/24
31462 Ceanothus Drive	4	5	5,544	$4,500,000	10/23/24
31671 Sea Bluff Lane	4	5	12,600	$10,300,000	10/21/24
521 Alta Vista Way	4	4	4,800	$6,750,000	10/21/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2735 Laguna Canyon Rd	3	2	6,000	$1,160,000	10/21/24
32146 Coast Highway	3	2	3,750	$2,670,000	10/21/24
439 Thalia Street	3	2	3,875	$2,617,500	10/17/24
216 Cajon Street	2	2	4,356	$2,237,500	10/16/24
390 Ledroit Street	5	6	13,504	$11,500,000	10/15/24
223 & 217 Nyes Place	2	2	2,500	$2,340,000	10/15/24
779 Saint Anns Drive	2	2	3,600	$1,800,000	10/15/24
715 Mystic Way	4	5	7,360	$5,630,000	10/11/24
495 El Camino Del Mar	5	4	11,761	$5,000,000	10/9/24
903 Meadowlark Lane	3	2	6,050	$2,625,000	10/2/24
155 Oak Street	4	5	6,800	$13,500,000	10/1/24

OCTOBER 2024

THE FALL SEASON IS HERE, WHAT'S NEXT? MORTGAGE RATES DOWN - INVENTORY UP
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 09/30/2024] **CLOSED SALES** (216) **UP +8%** OVER **2023** (200)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 8% VS 2023, AND **UP AS MUCH AS 67% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,081,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+8%**
2022	$3,000,000	**+2%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+54%**
2019	$1,900,000	**+62%**
2018	$1,842,000	**+67%**

2024 AVERAGE PRICE IS

$4,095,146

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+12%**
2022	$4,137,885	**-1%**
2021	$3,497,338	**+17%**
2020	$2,724,349	**+50%**
2019	$2,672,437	**+53%**
2018	$3,121,740	**+31%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Apr-24	29	vs	Apr-23	27	**+7%**
May-24	30	vs	May-23	30	**0%**
Jun-24	28	vs	Jun-23	18	**+55%**
Jul-24	22	vs	Jul-23	21	**+.4%**
Aug-24	23	vs	Aug-23	25	**-8%**
Sep-24	20	vs	Sep-23	28	**-28%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Sep-23	28	**-28%**
		vs	Sep-22	20	**0%**
Sept-24	**20**	vs	Sep-21	50	**-60%**
		vs	Sep-20	61	**-67%**
		vs	Sep-19	42	**-52%**
		vs	Sep-18	30	**-33%**

LAGUNA BEACH CLOSED MLS SALES SEPTEMBER 2024: 9/01/2024 - 9/30/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
326 Ledroit Street	3	3	6,177	$3,250,000	9/30/24
21625 Ocean Vista #3	2	3		$2,280,000	9/30/24
31361 Holly Drive	3	4	6,552	$4,750,000	9/30/24
51 La Costa Court	3	3	2,800	$910,000	9/27/24
455 El Bosque	4	4	7,772	$3,500,000	9/26/24
355 Pearl Street	3	3	3,750	$2,350,000	9/25/24
1888 Temple Hills Drive	3	4	13,632	$4,595,000	9/24/24
1725 Del Mar Avenue	3	4	7,500	$5,820,000	9/20/24
515 Dunnegan Drive	4	4	7,200	$8,700,000	9/20/24
276 Canyon Acres Drive	4	4	10,400	$3,150,000	9/17/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2891 Chateau Way	4	4	5,200	$3,100,000	9/16/24
31561 Mar Vista Avenue	3	4	6,831	$5,400,000	9/16/24
575 Blumont Street	2	2	3,900	$2,600,000	9/10/24
1680 Louise Street	4	4	6,000	$5,675,000	9/9/24
490 Aster Street	3	3	6,125	$4,175,000	9/4/24
705 Saint Ann's Drive	2	2	3,920	$1,800,000	9/3/24
2664 Victoria Drive	2	3	2,959	$4,570,000	9/3/24
1168 Skyline Drive	3	4	8,613	$4,700,000	9/3/24
105 High Drive	4	4	4,352	$3,250,000	9/3/24
31702 Seacliff Drive	5	5	6,000	$10,600,000	9/3/24

SEPTEMBER 2024

END OF SUMMER, WHAT'S NEXT?, MORTGAGE RATES DOWN - INVENTORY UP
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 8/31/2024] **CLOSED SALES** (196) **UP +13%** OVER **2023** (172)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 3% VS 2023, AND **UP AS MUCH AS 59% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$2,937,500

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+3%**
2022	$3,000,000	**-2%**
2021	$2,670,000	**+10%**
2020	$2,000,000	**+46%**
2019	$1,900,000	**+54%**
2018	$1,842,000	**+59%**

2024 AVERAGE PRICE IS

$4,078,452

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+11%**
2022	$4,137,885	**-1%**
2021	$3,497,338	**+16%**
2020	$2,724,349	**+49%**
2019	$2,672,437	**+52%**
2018	$3,121,740	**+30%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Mar-24	24	vs	Mar-23	22	**+9%**
Apr-24	29	vs	Apr-23	27	**+7%**
May-24	30	vs	May-23	30	**0%**
Jun-24	28	vs	Jun-23	18	**+55%**
Jul-24	22	vs	Jul-23	21	**+.4%**
Aug-24	23	vs	Aug-23	25	**-8%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Aug-23	25	**-8%**
		vs	Aug-22	41	**-43%**
Aug-24	**23**	vs	Aug-21	56	**-58%**
		vs	Aug-20	54	**-57%**
		vs	Aug-19	27	**-14%**
		vs	Aug-18	33	**-30%**

LAGUNA BEACH CLOSED MLS SALES AUGUST 2024: 8/01/2024 - 8/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1397 Terrace Way	3	3	13,504	$2,800,000	8/30/24
505 Graceland Drive	2	2	4,000	$1,860,000	8/29/24
2695 Laguna Canyon Rd	4	4	27,007	$1,750,000	8/28/24
891 Acapulco Street	3	3	2,500	$1,987,000	8/28/24
31666 Wildwood Road	3	3	4,901	$2,347,500	8/27/24
300 San Nicholas Court	2	3	0/0	$852,000	8/23/24
2845 Rounsevel Terrace	3	3	2,614	$3,112,500	8/23/24
790 Nyes Place	3	4	8,610	$5,100,000	8/22/24
684 Seaview Street	2	1	4,974	$2,100,000	8/20/24
50 La Costa Court	2	3	2,800	$1,081,200	8/19/24
2175 S. Coast Hwy #16	1	2		$1,270,000	8/19/24
1266 Dunning Drive	3	2	11,000	$2,550,000	8/19/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1503 Carmelita Street	3	4	26,250	$5,354,714	8/19/24
2616 Queda Way	4	6	7,200	$3,650,000	8/16/24
825 Summit Drive	3	3	5,300	$2,500,000	8/15/24
31345 Holly Drive	3	4	7,440	$5,300,000	8/15/24
319 San Nicholas Court	2	3		$750,000	8/8/24
30872 Driftwood Drive	4	6	8,228	$3,850,000	8/6/24
1041Temple Terrace	3	3	3,015	$2,925,000	8/5/24
1364 Dunning Drive	3	2	6,902	$2,140,000	8/3/24
32156 Virginia Way	3	4	3,750	$2,675,000	8/2/24
2130 Hillview Drive	5	4	10,449	$3,900,000	8/1/24
2175 South Coast Hwy	1	2		$1,150,000	8/1/24

AUGUST 2024

HOT AUGUST NIGHTS, TEMPERATURES RISING, **MORTGAGE RATES FALLING? INVENTORY UP**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 7/31/2024] **CLOSED SALES** (173) **UP +17%** OVER **2023** (147)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 7% VS 2023, AND **UP AS MUCH AS 66% OVER** PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,075,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+7%**
2022	$3,000,000	**+2%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+53%**
2019	$1,900,000	**+61%**
2018	$1,842,000	**+66%**

2024 AVERAGE PRICE IS

$4,268,044

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+17%**
2022	$4,137,885	**+3%**
2021	$3,497,338	**+22%**
2020	$2,724,349	**+56%**
2019	$2,672,437	**+59%**
2018	$3,121,740	**+36%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Feb-24	24	vs	Feb-23	12	**+100%**
Mar-24	24	vs	Mar-23	22	**+9%**
Apr-24	29	vs	Apr-23	27	**+7%**
May-24	30	vs	May-23	30	**0%**
Jun-24	28	vs	Jun-23	18	**+55%**
Jul-24	22	vs	Jul-23	21	**+.4%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Jul-23	21	**+.4%**
		vs	Jul-22	14	**+57%**
Jun-24	**22**	vs	Jul-21	52	**-57%**
		vs	Jul-20	48	**-54%**
		vs	Jul-19	35	**-37%**
		vs	Jul-18	34	**-35%**

LAGUNA BEACH CLOSED MLS SALES JULY 2024: 7/01/2024 - 7/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
21777 Ocean Vista Dr #28	2	3	-	$1,599,000	7/30/24
30 S. La Senda Drive	4	5	11,193	$18,800,000	7/30/24
611 Griffith Way	4	4	4,792	$2,200,000	7/29/24
470 Flora Street	4	3	6,000	$4,200,000	7/26/24
508 Linden Street	4	5	6,000	$5,750,000	7/26/24
1029 Glenneyre Street	2	1	2,500	$2,025,000	7/25/24
1104 Baja Street	3	3	2,500	$2,195,000	7/25/24
31561 Table Rock Dr #212	2	2	-	$4,800,000	7/24/24
31161 Monterey Street	3	4	6,336	$4,680,000	7/23/24
1401 Coral Drive	2	2	7,650	$2,900,000	7/19/24
1351 La Mirada Street	3	3	3,800	$3,650,000	7/19/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
490 Alta Vista Way	2	2	1,850	$2,100,000	7/17/24
1549 N. Coast Highway	2	2	-	$2,025,000	7/17/24
2855 Chateau Way	4	3	8,268	$4,000,000	7/16/24
515 Alta Vista Way	5	4	5,238	$7,250,000	7/16/24
21682 Ocean Vista Dr #D	2	1	-	$1,190,000	7/16/24
626 Anita Street	3	2	2,480	$2,775,000	7/15/24
2835 Chillon Way	3	2	7,500	$2,850,000	7/12/24
177 Crescent Bay Drive	4	6	5,000	$7,450,000	7/11/24
2395 Temple Hills Drive	4	3	33,759	$2,875,000	7/10/24
855 La Mirada Street	4	3	3,750	$3,350,000	7/5/24
32041 Point Place	4	3	2,427	$3,775,000	7/1/24

JULY 2024

THE SUMMER SEASON, WHAT'S NEXT FOR 2024? **MORTGAGE RATES? INVENTORY?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [01/01/2024 - 6/30/2024] **CLOSED SALES** (151) **UP +19%** OVER **2023** (126)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 7% VS 2023, AND UP **AS MUCH AS 66%** OVER PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,075,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+7%**
2022	$3,000,000	**+2%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+53%**
2019	$1,900,000	**+61%**
2018	$1,842,000	**+66%**

2024 AVERAGE PRICE IS

$4,277,700

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+17%**
2022	$4,137,885	**+3%**
2021	$3,497,338	**+22%**
2020	$2,724,349	**+57%**
2019	$2,672,437	**+60%**
2018	$3,121,740	**+37%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jan-24	16	vs	Jan-23	17	**-1%**
Feb-24	24	vs	Feb-23	12	**+100%**
Mar-24	24	vs	Mar-23	22	**+9%**
Apr-24	29	vs	Apr-23	27	**+7%**
May-24	30	vs	May-23	30	**0%**
Jun-24	28	vs	Jun-23	18	**+55%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Jun-23	18	**+55%**
		vs	Jun-22	23	**+21%**
Jun-24	**28**	vs	Jun-21	63	**-55%**
		vs	Jun-20	37	**-24%**
		vs	Jun-19	34	**-17%**
		vs	Jun-18	41	**-31%**

LAGUNA BEACH | CLOSED MLS SALES JUNE 2024: 6/01/2024 - 6/30/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1959 Temple Hills Drive	4	4	7,632	$3,960,000	6/30/24
843 Acapulco Street	3	2	2,500	$2,150,000	6/28/24
2708 Temple Hills Drive	4	3	9,020	$3,230,000	6/28/24
2060 Temple Hills Drive	4	3	8,100	$3,325,000	6/28/24
1201 Emerald Bay	3	4	8,080	$8,830,000	6/28/24
21722 Ocean Vista Dr #G	2	1		$1,120,000	6/28/24
22212 Paseo Del Sur	3	2	10,530	$2,576,788	6/25/24
536 Legion Street	3	2	4,000	$2,350,000	6/24/24
1593 Tahiti Avenue	3	2	14,000	$3,600,000	6/24/24
3 Stickley Drive	3	4		$8,000,000	6/24/24
1541 N. Coast Hwy. #17	2	2		$1,950,000	6/21/24
524 Park Avenue	2	2	2,040	$1,600,000	6/20/24
1080 Noria Street	3	2	5,000	$2,345,000	6/18/24
556 Through Street	2	1	6,000	$2,422,222	6/18/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
464 El Bosque	3	3	6,480	$4,100,000	6/17/24
2669 Nido Way	4	2	4,500	$2,117,000	6/14/24
2329 Crestview Drive	4	4	7,080	$6,625,000	6/14/24
400 Panorama Drive	2	2	7,392	$3,525,000	6/14/24
31656 Wildwood Road	2	1	2,100	$1,650,000	6/14/24
2696 Queda Way	2	2	1,271	$1,700,000	6/12/24
1450 Morningside Drive	3	2	10,790	$2,710,000	6/10/24
2412 Lomita Way	4	5	13,950	$9,400,000	6/7/24
276 Chiquita Street	5	4	8,999	$3,087,000	6/7/24
1017 Santa Ana Street	3	2	2,500	$2,000,000	6/6/24
2549 Bonita Way	4	4	4,560	$3,825,000	6/6/24
366 High Drive	4	5	6,710	$6,100,000	6/5/24
11 Castle Rock Road	2	2	18,000	$1,500,000	6/4/24
31402 Ocean View Street	3	3	7,440	$3,650,000	6/3/24

JUNE 2024

THE SUMMER SEASON, WHAT'S NEXT FOR 2024? **MORTGAGE RATES? INVENTORY?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [1/01/2024 - 5/31/2024] **CLOSED SALES** (123) **UP +13%** OVER **2023** (108)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 7% VS 2023, AND **UP AS MUCH AS 66%** OVER PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,075,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+7%**
2022	$3,000,000	**+2%**
2021	$2,670,000	**+15%**
2020	$2,000,000	**+53%**
2019	$1,900,000	**+61%**
2018	$1,842,000	**+66%**

2024 AVERAGE PRICE IS

$4,442,965

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+21%**
2022	$4,137,885	**+7%**
2021	$3,497,338	**+27%**
2020	$2,724,349	**+63%**
2019	$2,672,437	**+66%**
2018	$3,121,740	**+42%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT SLOWLY INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-23	18	vs	Dec-22	12	**+50%**
Jan-24	16	vs	Jan-23	17	**-1%**
Feb-24	24	vs	Feb-23	12	**+100%**
Mar-24	24	vs	Mar-23	22	**+9%**
Apr-24	29	vs	Apr-23	27	**+7%**
May-24	30	vs	May-23	30	**0%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	May-23	30	**0%**
		vs	May-22	35	**-14%**
May-24	**30**	vs	May-21	54	**-44%**
		vs	May-20	17	**+76%**
		vs	May-19	41	**-26%**
		vs	May-18	29	**-3%**

LAGUNA BEACH | CLOSED MLS SALES MAY: 5/1/2024 - 5/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
1596 Del Mar Avenue	2	2	2,675	$1,600,000	5/30/24
277 Pearl Street	3	3	7,500	$5,025,000	5/30/24
2677 Solana Way	2	3	1,500	$3,062,500	5/29/24
31755 Coast Highway	2	2		$2,700,000	5/29/24
1390 Dunning Drive	3	2	6,420	$2,185,000	5/24/24
705 Gainsborough Place	4	4	7,342	$7,500,000	5/24/24
1811 Ocean Way	4	4	7,257	$8,200,000	5/24/24
648 Canyon View Drive	6	7	54,014	$18,250,000	5/24/24
319 Viejo Street	3	4	4,480	$5,650,000	5/24/24
883 Santa Ana Street	3	2	2,500	$2,295,000	5/23/24
1797 Temple Hills Drive	4	3	11,568	$4,850,000	5/20/24
1884 Del Mar Avenue	3	3	2,338	$2,095,000	5/17/24
1073 Gaviota Drive	5	3	3,049	$7,225,000	5/17/24
16 Lagunita Drive	5	8	14,700	$25,975,000	5/16/24
2260 Park Avenue	5	5	14,250	$7,100,000	5/15/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
31165 Holly Drive	3	4	5,000	$3,600,000	5/15/24
1415 Emerald Bay	4	4	9,102	$14,000,000	5/14/24
1474 Terrace Way	3	2	7,475	$2,995,000	5/13/24
30 N. Portola	2	1	4,000	$5,000,000	5/13/24
217 Santa Rosa Court	3	3		$920,000	5/8/24
994 La Mirada Street	3	4	5,000	$2,900,000	5/8/24
1415 Bluebird Canyon Drive	1	2	8,450	$1,690,000	5/7/24
2844 Chateau Way	3	2	7,210	$2,400,000	5/7/24
682 Alta Vista Way	2	2	2,840	$1,750,000	5/6/24
31561 Table Rock Drive	2	2		$2,300,000	5/6/24
31792 Florence Avenue	3	3	3,150	$2,375,000	5/6/24
565 Lombardy Lane	2	1	1,742	$1,850,000	5/3/24
501 Lombardy Lane	2	2	2,884	$2,050,000	5/3/24
540 Alta Vista Way	3	5	4,837	$3,520,000	5/2/24
21712 Wesley Drive #Unit	1	1		$1,199,000	5/1/24

MAY 2024

SPRING IS HERE, WHAT'S NEXT FOR 2024? **MORTGAGE RATES? INVENTORY?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [1/01/2024 - 4/30/2024] **CLOSED SALES** (93) **UP +19%** OVER **2023** (78)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 8% VS 2023, AND **UP AS MUCH AS 68%** OVER PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,100,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+8%**
2022	$3,000,000	**+3%**
2021	$2,670,000	**+16%**
2020	$2,000,000	**+55%**
2019	$1,900,000	**+63%**
2018	$1,842,000	**+68%**

2024 AVERAGE PRICE IS

$4,238,959

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+16%**
2022	$4,137,885	**+2%**
2021	$3,497,338	**+21%**
2020	$2,724,349	**+55%**
2019	$2,672,437	**+58%**
2018	$3,121,740	**+35%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Nov-23	23	vs	Nov-22	16	**+43%**
Dec-23	18	vs	Dec-22	12	**+50%**
Jan-24	16	vs	Jan-23	17	**-1%**
Feb-24	24	vs	Feb-23	12	**+100%**
Mar-24	24	vs	Mar-23	22	**+9%**
Apr-24	29	vs	Apr-23	27	**+7%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Apr-24	**29**	vs	Apr-23	27	**+7%**
		vs	Apr-22	37	**-21%**
		vs	Apr-21	60	**-51%**
		vs	Apr-20	15	**+93%**
		vs	Apr-19	34	**-14%**
		vs	Apr-18	42	**-30%**

LAGUNA BEACH | CLOSED MLS SALES APRIL: 4/1/2024 - 4/30/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2967 Alta Laguna Blvd	4	2	7,500	$3,180,000	4/29/24
757 Coast View Drive	4	4	4,335	$4,275,000	4/27/24
1305 Skyline Drive	4	5	8,692	$4,287,070	4/26/24
1547 N. Coast Highway	2	2		$1,900,000	4/25/24
1140 Katella Street	3	3	2,500	$2,665,000	4/23/24
1313 Morningside Drive	4	3	17,719	$3,310,000	4/22/24
1455 Bluebird Canyon	2	1	3,116	$1,287,500	4/22/24
92 S. La Senda Drive	4	4	8,284	$11,995,000	4/19/24
32416 Coast Highway	3	4	6,000	$2,500,000	4/18/24
968 Oriole Drive	3	3	6,076	$2,839,000	4/18/24
11 N. Vista De Catalina	4	3	6,469	$5,200,000	4/17/24
15 Smithcliffs Road	4	9	9,761	$11,500,000	4/16/24
28 N. Stonington Road	5	4	6,174	$3,500,000	4/13/24
18 S. Stonington Road	3	2	6,000	$3,330,000	4/12/24
323 Magnolia Drive	4	3	6,000	$3,800,000	4/12/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
30731 Marilyn Drive	3	3	8,330	$4,475,000	4/12/24
2790 Solana Way	2	2	1,800	$1,600,000	4/11/24
1435 Mar Vista Way	3	3	8,100	$1,750,000	4/10/24
740 Bolsana Drive	4	5	8,110	$6,600,000	4/10/24
28852 Alta Laguna Blvd	3	2	4,601	$2,300,000	4/10/24
26 Lagunita Drive	5	5	7,650	$9,995,000	4/9/24
28 Lagunita Drive	4	4	8,750	$9,300,000	4/5/24
1234 La Mirada Street	2	2	5,000	$2,500,000	4/4/24
1645 Tahiti Avenue	4	4	15,360	$5,450,000	4/3/24
1229 Temple Hills Drive	4	3	9,240	$2,950,000	4/2/24
2755 Temple Hills Drive	3	2	8,798	$2,300,000	4/2/24
2450 Monaco Drive	4	4	12,669	$12,000,000	4/2/24
830 Temple Hills Drive	4	3	7,409	$4,000,000	4/1/24
31423 Coast Highway #88	2	2	4,792	$2,450,000	4/1/24

APRIL 2024

SPRING IS HERE, WHAT'S NEXT FOR 2024? **MORTGAGE RATES? INVENTORY?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [1/01/2024 - 3/31/2024] **CLOSED SALES** (64) **UP +25%** OVER **2023** (51)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES UP 6% VS 2023, BUT **UP AS MUCH AS 64%** OVER PREVIOUS YEARS

2024 MEDIAN PRICE IS

$3,037,500

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**+6%**
2022	$3,000,000	**+1%**
2021	$2,670,000	**+13%**
2020	$2,000,000	**+51%**
2019	$1,900,000	**+59%**
2018	$1,842,000	**+64%**

2024 AVERAGE PRICE IS

$4,077,884

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+11%**
2022	$4,137,885	**-1%**
2021	$3,497,338	**+16%**
2020	$2,724,349	**+49%**
2019	$2,672,437	**+52%**
2018	$3,121,740	**+30%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-23	17	vs	Oct-22	19	**-10%**
Nov-23	23	vs	Nov-22	16	**+43%**
Dec-23	18	vs	Dec-22	12	**+50%**
Jan-24	16	vs	Jan-23	17	**-1%**
Feb-24	24	vs	Feb-23	12	**+100%**
Mar-24	24	vs	Mar-23	22	**+9%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Mar-24	**24**	vs	Mar-23	22	**+9%**
		vs	Mar-22	47	**-48%**
		vs	Mar-21	43	**-44%**
		vs	Mar-20	31	**-22%**
		vs	Mar-19	35	**-31%**
		vs	Mar-18	33	**-27%**

LAGUNA BEACH | CLOSED MLS SALES MARCH: 3/1/2024 - 3/31/2024

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
540 Brooks Street	2	2	4,408	$2,475,000	3/29/24
34 Smithcliffs Road	4	5	11,727	$10,000,000	3/29/24
31964 10th Avenue	3	2	3,500	$3,075,000	3/29/24
488 Mountain Road	2	2	4,700	$2,555,000	3/27/24
2850 Zell Drive	5	4	6,314	$3,605,000	3/27/24
594 Brooks Street	2	1	2,680	$2,338,000	3/26/24
30632 Marilyn Drive	2	2	9,000	$2,575,000	3/26/24
31401 Ceanothus Drive	3	3	5,032	$3,225,000	3/26/24
721 Manzanita Drive	3	3	5,445	$4,400,000	3/25/24
1354 Morningside Drive	4	4	11,550	$2,175,000	3/22/24
245 Calliope Street #2	2	2		$1,610,000	3/20/24
640 Temple Hills Drive	3	3	4,792	$5,800,000	3/20/24

ADDRESS	BED	BATH	LOT SIZE	PRICE	SOLD DATE
2767 Victoria Drive	2	2	3,193	$3,375,000	3/19/24
2975 Alpine Way	4	4	8,280	$3,750,000	3/19/24
474 Oak Street	4	4	7,405	$3,180,000	3/15/24
2409 Glenneyre Street	6	6	7,405	$4,200,000	3/14/24
604 Anita Street	2	2	2,491	$2,750,000	3/12/24
31562 Mar Vista Avenue	3	3	12,100	$4,000,000	3/6/24
1041 Santa Ana Street	4	3	2,500	$1,700,000	3/5/24
400 Poplar Street	2	2	3,625	$2,600,000	3/5/24
23 Castle Rock Road	2	2	17,424	$1,400,000	3/4/24
1260 Anacapa Way	4	3	6,723	$3,850,000	3/4/24
221 Santa Rosa Court	2	3		$800,000	3/1/24
138 Sunset Terrace	3	4	2,400	$4,250,000	3/1/24

MARCH 2024

THE NEW YEAR IS HERE, WHAT'S NEXT FOR 2024? **MORTGAGE RATES? INVENTORY?**
2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [1/01/2024 - 2/29/2024] **CLOSED SALES** (40) **UP +37%** OVER **2023** (29)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
2024 MEDIAN PRICES FLAT VS 2023, BUT **UP AS MUCH AS 54%** OVER EACH OF THE PREVIOUS 5 YEARS

2024 MEDIAN PRICE IS

$2,850,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**0%**
2022	$3,000,000	**-5%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+50%**
2018	$1,842,000	**+54%**

2024 AVERAGE PRICE IS

$4,532,415

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**+24%**
2022	$4,137,885	**+9%**
2021	$3,497,338	**+29%**
2020	$2,724,349	**+66%**
2019	$2,672,437	**+69%**
2018	$3,121,740	**+45%**

LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2024 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **INCREASING**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Sep-23	28	vs	Sep-22	20	**+40%**
Oct-23	17	vs	Oct-22	19	**-10%**
Nov-23	23	vs	Nov-22	16	**+43%**
Dec-23	18	vs	Dec-22	12	**+50%**
Jan-24	16	vs	Jan-23	17	**-1%**
Feb-24	24	vs	Feb-23	12	**+100%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Feb-23	12	**+100%**
		vs	Feb-22	32	**-25%**
Feb-24	**24**	vs	Feb-21	37	**-38%**
		vs	Feb-20	31	**-22%**
		vs	Feb-19	18	**+33%**
		vs	Jan-18	17	**+41%**

LAGUNA BEACH | CLOSED MLS SALES FEBRUARY: 2/1/2024 - 2/29/2024

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
1164 La Mirada Street	2 | 2	5,000	$1,996,000	2/29/24
630 Loretta Drive	3 | 4	6,000	$3,500,000	2/29/24
2345 S. Coast Highway	6 | 7	31,188	$21,500,000	2/29/24
135 Crescent Bay Drive	5 | 5	5,000	$7,200,000	2/29/24
25 Blue Lagoon	3 | 3	1,027	$3,100,000	2/29/24
422 San Nicholas Court	2 | 3		$738,000	2/28/24
3008 Mountain View Drive	4 | 2	8,010	$2,610,190	2/28/24
1340 Cerritos Drive	3 | 3	7,070	$3,350,000	2/27/24
905 Canyon View Drive	4 | 5	8,400	$5,875,000	2/27/24
3044 Cresta Way	5 | 4	7,500	$2,335,000	2/22/24
2925 Zell Drive	4 | 2	14,378	$3,095,000	2/22/24
294 Chiquita Street	4 | 2	4,500	$2,380,000	2/21/24

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
802 Rembrandt Drive	4 | 4	8,002	$6,200,000	2/16/24
2321 S. Coast Highway	5 | 5	12,050	$15,000,000	2/16/24
1364 Dunning Drive	3 | 2	6,902	$1,700,000	2/14/24
31392 Monterey Street	3 | 4	6,098	$4,400,000	2/14/24
255 Cypress Drive #16	1 | 1		$900,000	2/13/24
216 & 216 1/2 Cliff Drive	4 | 3	3,485	$2,400,000	2/9/24
20 La Costa Court	2 | 3	2,800	$987,000	2/8/24
432 Shadow Lane	3 | 2	3,576	$2,250,000	2/2/24
161 Ruby Street	3 | 2		$3,100,000	2/2/24
31897 Circle Drive	4 | 5	3,240	$6,848,000	2/2/24
35 N. La Senda	3 | 3	11,293	$6,855,500	2/2/24
1569 Skyline Drive	3 | 2	7,200	$2,500,000	2/1/24

FEBRUARY 2024

IT'S A NEW YEAR, **MORTGAGE RATES TOPPED OUT, HEADING DOWN?** WHAT'S NEXT?

2021 & 2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL 2023

2024 [1/01/2024 - 1/31/2024] **CLOSED SALES** (16) **↓DOWN -1%** OVER **2023** (17)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
↓DOWN 5% - 11% FROM 2022, BUT **STILL ↑UP 4% - 58%** OVER EACH OF THE PREVIOUS 5 YEARS.

2024 MEDIAN PRICE IS

$2,695,000

VERSUS

	MEDIAN $	RATE
2023	$2,850,000	**-1%**
2022	$3,000,000	**-10%**
2021	$2,670,000	**+1%**
2020	$2,000,000	**+34%**
2019	$1,900,000	**+41%**
2018	$1,842,000	**+46%**

2024 AVERAGE PRICE IS

$4,404,807

VERSUS

	AVERAGE $	RATE
2023	$3,644,930	**20%**
2022	$4,137,885	**+6%**
2021	$3,497,338	**+25%**
2020	$2,724,349	**+61%**
2019	$2,672,437	**+64%**
2018	$3,121,740	**+41%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **BEGINNNG TO INCREASE**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Aug-23	25	vs	Aug-22	41	**-39%**
Sep-23	28	vs	Sep-22	20	**+40%**
Oct-23	17	vs	Oct-22	19	**-10%**
Nov-23	23	vs	Nov-22	16	**+43%**
Dec-23	18	vs	Dec-22	12	**+50%**
Jan-24	16	vs	Jan-23	17	**-1%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jan-24	**16**	vs	Jan-23	17	**-1%**
		vs	Jan-22	26	**-38%**
		vs	Jan-21	33	**-51%**
		vs	Jan-20	17	**-1%**
		vs	Jan-19	32	**-27%**
		vs	Jan-18	30	**-46%**

LAGUNA BEACH | CLOSED MLS SALES JANUARY: 1/1/2024 - 1/31/2024

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
1375 Bluebird Canyon Dr	3 | 3	4,000	$2,200,000	1/30/2024
7 Montage Way	6 | 9	12,632	$31,000,000	1/25/2024
235 Calliope Street	2 | 3		$1,550,000	1/22/2024
62 Lagunita Drive	3 | 2	6,283	$3,845,000	1/22/2024
1880 Capistrano Avenue	3 | 2	2,500	$2,150,000	1/19/2024
455 Brooks Street	3 | 4	4,677	$3,510,000	1/19/2024
259 Lower Cliff Drive #3	2 | 2		$2,316,915	1/17/2024
1759 Glenneyre Street	5 | 5	7,500	$2,700,000	1/12/2024

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
1339 La Mirada Street	3 | 3	6,700	$2,690,000	1/10/2024
22332 Eagle Rock Way	4 | 3	6,570	$3,135,000	1/10/2024
950 Hillcrest Drive	4 | 5	6,098	$4,625,000	1/9/2024
1125 Keller Way	3 | 3	12,000	$1,820,000	1/5/2024
477 Center Street	2 | 2	7,500	$3,325,000	1/3/2024
54 La Costa Court	3 | 3	2,800	$830,000	1/2/2024
977 Noria Sreet	3 | 2	2,500	$1,780,000	1/2/2024
31522 Toto Loma Lane	3 | 3	8,306	$3,000,000	1/2/2024

JANUARY 2024

IT'S A NEW YEAR, MORTGAGE RATES TOPPED OUT, HEADING DOWN? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 12/31/2023] **CLOSED SALES** (257) **↓DOWN -20%** OVER **2022** (322)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
↓DOWN 5% - 11% FROM 2022, BUT **STILL ↑UP 4% - 58%** OVER EACH OF THE PREVIOUS 5 YEARS.

2023 MEDIAN PRICE IS

$2,850,000

VERSUS

	MEDIAN $	RATE
2022	$3,000,000	**-5%**
2021	$2,670,000	**+6%**
2020	$2,000,000	**+42%**
2019	$1,900,000	**+50%**
2018	$1,842,000	**+54%**
2017	$1,800,000	**+58%**

2023 AVERAGE PRICE IS

$3,644,930

VERSUS

	AVERAGE $	RATE
2022	$4,137,885	**-11%**
2021	$3,497,338	**+4%**
2020	$2,724,349	**+33%**
2019	$2,672,437	**+36%**
2018	$3,121,740	**+16%**
2017	$2,436,005	**+49%**

ACTIVE INVENTORY IS STILL AT HISTORIC LOW LEVELS, **BUT INCREASING**

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **BEGINNNG TO INCREASE**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jul-23	20	vs	Jul-22	14	**+42%**
Aug-23	25	vs	Aug-22	41	**-39%**
Sep-23	28	vs	Sep-22	20	**+40%**
Oct-23	17	vs	Oct-22	19	**-10%**
Nov-23	23	vs	Nov-22	16	**+43%**
Dec-23	18	vs	Dec-22	12	**+50%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-23	**18**	vs	Dec-22	12	**+50%**
		vs	Dec-21	36	**-50%**
		vs	Dec-20	43	**-58%**
		vs	Dec-19	32	**-43%**
		vs	Dec-18	13	**+38%**
		vs	Dec-17	30	**-40%**

LAGUNA BEACH | CLOSED MLS SALES DECEMBER: 12/1/2023 - 12/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
1325 La Mirada Street	3 | 2	2,500	$2,175,000	12/29/2023
1770 Palm Drive	3 | 5	6,400	$3,800,000	12/27/2023
515 Poplar Street	4 | 3	7,488	$5,800,000	12/27/2023
226 Chiquita Street	3 | 3	4,500	$1,729,000	12/22/2023
2190 Temple Hills Drive	4 | 5	16,728	$4,800,000	12/21/2023
1377 Gaviota Drive	3 | 3	5,516	$8,150,000	12/20/2023
638 Seaview Street	3 | 3	4,978	$4,150,000	12/19/2023
1630 Del Mar Avenue	2 | 3	2,625	$1,875,000	12/18/2023
690 Cliff Drive #R1	3 | 3		$2,200,000	12/18/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
240 Moss Street #15	1 | 1		$1,000,000	12/15/2023
361 Cypress Drive	6 | 5	6,098	$3,075,000	12/12/2023
240 Moss Street #6	2 | 2		$1,400,000	12/7/2023
750 Coast View Drive	2 | 1	9,540	$3,810,000	12/7/2023
31201 Ceanothus Drive	4 | 4	5,928	$3,800,000	12/7/2023
459 Jasmine Street	2 | 2	6,125	$4,165,000	12/5/2023
674 Lombardy Lane	2 | 2	2,700	$2,560,000	12/4/2023
298 Beverly Street	3 | 3	4,500	$2,029,800	12/1/2023
21682 Ocean Vista Dr #D	2 | 1		$1,180,000	12/1/2023

DECEMBER 2023

HOLIDAY SEASON IS HERE, MORTGAGE RATES TOPPED OUT? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 11/30/2023] **CLOSED SALES** (239) **⬇DOWN -22%** OVER **2022** (310)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
⬇DOWN 5% - 11% FROM 2022, BUT **STILL ⬆UP 4% - 57%** OVER EACH OF THE PREVIOUS 5 YEARS.

2023 MEDIAN PRICE IS

$2,830,000

VERSUS

	MEDIAN $	RATE
2022	$3,000,000	**-5%**
2021	$2,670,000	**+5%**
2020	$2,000,000	**+41%**
2019	$1,900,000	**+48%**
2018	$1,842,000	**+53%**
2017	$1,800,000	**+57%**

2023 AVERAGE PRICE IS

$3,662,711

VERSUS

	AVERAGE $	RATE
2022	$4,137,885	**-11%**
2021	$3,497,338	**+4%**
2020	$2,724,349	**+34%**
2019	$2,672,437	**+37%**
2018	$3,121,740	**+17%**
2017	$2,436,005	**+50%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**, BUT INCREASING

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR **BEGINNNG TO INCREASE**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jun-23	18	vs	Jun-22	23	**-21%**
Jul-23	20	vs	Jul-22	14	**+42%**
Aug-23	25	vs	Aug-22	41	**-39%**
Sep-23	28	vs	Sep-22	20	**+40%**
Oct-23	17	vs	Oct-22	19	**-10%**
Nov-23	23		Nov-22	16	**+43%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Nov-23	**23**	vs	Nov-22	16	**+43%**
		vs	Nov-21	43	**-46%**
		vs	Nov-20	43	**-46%**
		vs	Nov-19	23	**0%**
		vs	Nov-18	25	**-1%**
		vs	Nov-17	34	**-32%**

LAGUNA BEACH | CLOSED MLS SALES NOVEMBER: 11/1/2023 - 11/30/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
1475 Coral Drive	3 | 2	11,250	$2,905,000	11/30/2023
30832 Marilyn Drive	4 | 3	10,666	$4,085,000	11/30/2023
1480 Bluebird Canyon Dr	2 | 1	4,464	$1,400,000	11/29/2023
387 Oak Street	4 | 4	3,000	$2,250,000	11/28/2023
21702 Ocean Vista Dr #G	2 | 1		$1,135,000	11/27/2023
1784 Del Mar Avenue	3 | 2	2,375	$1,400,000	11/21/2023
146 Crescent Bay Drive	2 | 2	4,000	$3,022,500	11/20/2023
460 Holly Street	4 | 6	6,125	$6,220,000	11/20/2023
31631 Jewel Avenue	3 | 2	2,100	$1,400,000	11/16/2023
461 Shadow Lane	3 | 3	7,154	$3,500,000	11/15/2023
1930 Catalina Street	3 | 3	7,500	$4,650,000	11/15/2023
385 Hawthorne Road	2 | 1	6,125	$1,950,000	11/15/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
30812 Driftwood Drive	3 | 3	8,190	$3,900,000	11/15/2023
367 Cypress Drive #B	2 | 2		$2,750,000	11/14/2023
394 Pinecrest Drive	1 | 1	6,000	$3,160,000	11/10/2023
811 Coast View Drive	3 | 3	4,725	$4,772,910	11/9/2023
676 Vista Lane	5 | 7	7,650	$6,350,000	11/9/2023
478 Holly Street	2 | 1	6,125	$2,850,000	11/9/2023
2918 Alta Laguna Blvd	5 | 2	10,220	$2,592,500	11/8/2023
21722 Ocean Vista Dr #F	2 | 1		$1,057,000	11/8/2023
2020 Ocean Way	4 | 4	4,250	$8,150,000	11/7/2023
394 Aster Street	6 | 4	6,098	$3,500,000	11/3/2023
2626 Glenneyre Street	3 | 5	5,400	$4,200,000	11/2/2023

NOVEMBER 2023

AUTUMN 2023 IS HERE, STILL A MIXED MARKET? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 10/31/2023] **CLOSED SALES** (216) **↓DOWN -26%** OVER **2022** (294)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
↓DOWN 6% - 13% FROM 2022, BUT **STILL ↑UP 4% - 55%** OVER EACH OF THE PREVIOUS 5 YEARS.

2023 MEDIAN PRICE IS

$2,800,000

VERSUS

	MEDIAN $	RATE
2022	$3,000,000	**-6%**
2021	$2,670,000	**+4%**
2020	$2,000,000	**+40%**
2019	$1,900,000	**+47%**
2018	$1,842,000	**+52%**
2017	$1,800,000	**+55%**

2023 AVERAGE PRICE IS

$3,712,260

VERSUS

	AVERAGE $	RATE
2022	$4,137,885	**-10%**
2021	$3,497,338	**+6%**
2020	$2,724,349	**+36%**
2019	$2,672,437	**+38%**
2018	$3,121,740	**+18%**
2017	$2,436,005	**+52%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**, BUT INCREASING

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-23	30	vs	May-22	35	**-14%**
Jun-23	18	vs	Jun-22	23	**-21%**
Jul-23	20	vs	Jul-22	14	**+42%**
Aug-23	25	vs	Aug-22	41	**-39%**
Sep-23	28	vs	Sep-22	20	**+40%**
Oct-23	17	vs	Oct-22	19	**-10%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-23	**17**	vs	Oct-22	19	**-10%**
		vs	Oct-21	38	**-55%**
		vs	Oct-20	45	**-62%**
		vs	Oct-19	40	**-57%**
		vs	Oct-28	26	**-34%**
		vs	Oct-17	42	**-59%**

LAGUNA BEACH | CLOSED MLS SALES SEPTEMBER: 10/1/2023 - 10/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
145 Emerald Bay	5 | 7	8,450	$25,000,000	10/30/2023
31505 Eagle Rock Way	3 | 3	4,375	$2,000,000	10/24/2023
475 Thalia Street	3 | 3	4,144	$2,250,000	10/23/2023
2526 Monaco Drive	4 | 5	11,564	$11,000,000	10/23/2023
502 San Nicholas Court	2 | 3		$750,000	10/18/2023
711 Bluebird Canyon Drive	3 | 3	5,900	$3,000,000	10/17/2023
195 High Drive	4 | 3	6,662	$2,100,000	10/17/2023
1275 Skyline Drive	3 | 2	10,038	$3,450,000	10/13/2023
560 Anita Street	5 | 3	5,227	$3,000,000	10/12/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
21701 Wesley Drive #D	2 | 1		$910,000	10/12/2023
31721 Seacliff Drive	4 | 5	13,944	$12,800,000	10/12/2023
1998 San Remo Drive	4 | 4	7,700	$3,530,000	10/11/2023
119 Blue Lagoon	2 | 3	1,082	$2,210,000	10/5/2023
31955 Coast Highway	3 | 4	17,143	$5,800,000	10/5/2023
370 Los Olivos	3 | 3	6,206	$3,300,000	10/4/2023
371 El Camino Del Mar	3 | 4	6,785	$3,675,000	10/4/2023
1025 Oro Street	3 | 3	2,500	$1,525,000	10/3/2023

OCTOBER 2023

AUTUMN 2023 IS HERE, STILL A MIXED MARKET? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 9/30/2023] **CLOSED SALES** (200) ⬇**DOWN -27%** OVER **2022** (275)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
DOWN FROM 2022, BUT **STILL** ⬆**UP 4% - 54%** OVER EACH OF THE PREVIOUS 5 YEARS.

2023 MEDIAN PRICE IS

$2,775,000

VERSUS

	MEDIAN $	RATE
2022	$3,000,000	**-7.5%**
2021	$2,670,000	**+4%**
2020	$2,000,000	**+38%**
2019	$1,900,000	**+46%**
2018	$1,842,000	**+52%**
2017	$1,800,000	**+54%**

2023 AVERAGE PRICE IS

$3,577,754

VERSUS

	AVERAGE $	RATE
2022	$4,137,885	**-13%**
2021	$3,497,338	**+2%**
2020	$2,724,349	**+31%**
2019	$2,672,437	**+33%**
2018	$3,121,740	**+14%**
2017	$2,436,005	**+46%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**, BUT INCREASING

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Apr-23	27	vs	Apr-22	37	**-27%**
May-23	30	vs	May-22	35	**-14%**
Jun-23	18	vs	Jun-22	23	**-21%**
Jul-23	20	vs	Jul-22	14	**+42%**
Aug-23	25	vs	Aug-22	41	**-39%**
Sep-23	28	vs	Sep-22	20	**+40%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Sep-22	20	**+40%**
		vs	Sep-21	50	**-44%**
		vs	Sep-20	61	**-54%**
Sep-23	**28**	vs	Sep-19	42	**-33%**
		vs	Sep-18	30	**-6%**
		vs	Aug-17	35	**-6%**

LAGUNA BEACH | CLOSED MLS SALES SEPTEMBER: 9/1/2023 - 9/30/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
439 Thalia Street	3 | 2	3,875	$2,500,000	9/29/2023
1570 Via Capri #8	2 | 1	NA	$1,198,000	9/29/2023
580 Seaview Street	4 | 4	3,412	$4,150,000	9/29/2023
155 Thalia Street #3	2 | 2	NA	$4,240,000	9/29/2023
856 Cliff Drive	3 | 2	2,500	$3,725,000	9/29/2023
1003 Van Dyke Drive	3 | 2	5,501	$2,400,000	9/29/2023
1065 Tia Juana Street	3 | 3	2,500	$2,118,000	9/28/2023
31451 Alta Loma Drive	5 | 4	8,800	$3,900,000	9/28/2023
411 Emerald Bay	4 | 3	7,200	$6,500,000	9/26/2023
1369 Bluebird Canyon Dr	3 | 3	4,424	$2,575,000	9/25/2023
283 Dolphin Way	4 | 4	5,166	$3,150,000	9/25/2023
601 Glomstad Lane	3 | 4	3,969	$2,400,000	9/22/2023
386 Canyon Acres Drive	2 | 3	3,000	$2,400,000	9/22/2023
733 Bolsana Drive	3 | 4	6,079	$2,950,000	9/21/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
557 Blumont Street	4 | 4	8,136	$4,080,000	9/20/2023
45 La Costa Court	3 | 3	2,800	$1,285,000	9/19/2023
599 Diamond Street	3 | 4	4,491	$2,900,000	9/19/2023
239 Viejo Street	3 | 2	4,500	$1,540,000	9/18/2023
21692 Ocean Vista Dr #F	2 | 1	1,000	$1,110,000	9/18/2023
868 Hillcrest Drive	4 | 5	6,000	$7,300,000	9/15/2023
3250 Rimcrest Circle	3 | 3	6,160	$2,600,000	9/12/2023
2805 Chillon Way	2 | 2	7,742	$2,450,000	9/12/2023
1108 Keller Way	3 | 4	5,625	$1,200,000	9/11/2023
1044 Noria Street	4 | 3	5,000	$2,750,000	9/8/2023
478 Saint Ann's Drive	1 | 1	4,800	$1,425,000	9/7/2023
525 Bluebird Canyon Dr	2 | 1	6,000	$1,950,000	9/7/2023
336 Locust Street #1	3 | 3	6,125	$3,300,000	9/1/2023
31844 Coast Highway	4 | 3	5,625	$3,600,000	9/1/2023

SEPTEMBER 2023

END OF SUMMER 2023, A MIXED MARKET? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 8/31/2023] **CLOSED SALES** (172) ⬇**DOWN -32%** OVER **2022** (255)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
DOWN FROM 2022, BUT **STILL** ⬆**UP 4% - 55%** OVER EACH OF THE PREVIOUS 5 YEARS.

2023 MEDIAN PRICE IS

$2,800,000

VERSUS

	MEDIAN $	RATE
2022	$3,000,000	**-6%**
2021	$2,670,000	**+4%**
2020	$2,000,000	**+40%**
2019	$1,900,000	**+47%**
2018	$1,842,000	**+52%**
2017	$1,800,000	**+55%**

2023 AVERAGE PRICE IS

$3,685,202

VERSUS

	AVERAGE $	RATE
2022	$4,137,885	**-10%**
2021	$3,497,338	**+5%**
2020	$2,724,349	**+35%**
2019	$2,672,437	**+37%**
2018	$3,121,740	**+18%**
2017	$2,436,005	**+51%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**, BUT INCREASING

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Mar-23	22	vs	Mar-22	47	**-53%**
Apr-23	27	vs	Apr-22	37	**-27%**
May-23	30	vs	May-22	35	**-14%**
Jun-23	18	vs	Jun-22	23	**-21%**
Jul-23	20	vs	Jul-22	14	**+42%**
Aug-23	25	vs	Aug-22	41	**-39%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Aug-23	**25**	vs	Aug-22	41	**-39%**
		vs	Aug-21	56	**-55%**
		vs	Aug-20	54	**-53%**
		vs	Aug-19	27	**-7%**
		vs	Aug-18	33	**-24%**
		vs	Aug-17	35	**-28%**

LAGUNA BEACH | CLOSED MLS SALES AUGUST: 8/1/2023 - 8/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
2017 Ocean Way	5 | 3	9,030	$10,325,000	8/30/2023
31851 Sunset Avenue	3 | 2	2,680	$2,000,000	8/28/2023
909 Summit Way	3 | 4	4,480	$3,505,600	8/25/2023
1034 Santa Ana Street	2 | 2	2,500	$1,650,000	8/22/2023
1305 Bounty Way	3 | 3	9,840	$5,100,000	8/22/2023
755 Pelican Drive	3 | 5	34,924	$4,595,000	8/21/2023
28782 Top of the World Dr.	6 | 6	206,910	$6,216,000	8/21/2023
237 Canyon Acres Drive	2 | 2	10,000	$1,600,000	8/18/2023
31641 2nd Avenue	2 | 1	2,362	$1,800,000	8/18/2023
1640 Hillcrest Drive	3 | 2	6,174	$2,607,000	8/17/2023
533 Brooks Street	4 | 3	5,050	$4,500,000	8/15/2023
467 Canyon Acres Drive	3 | 2	7,200	$1,975,000	8/14/2023
963 Oriole Drive	3 | 2	6,300	$2,200,000	8/14/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
645 Nyes Place	3 | 3	20,424	$4,950,000	8/14/2023
1187 Marine Drive	4 | 5	8,160	$27,500,000	8/14/2023
945 Rembrandt Drive	2 | 1	4,505	$2,050,000	8/11/2023
21712 Wesley Drive #7	2 | 2	NA	$1,620,000	8/11/2023
31431 Alta Loma Drive	5 | 5	7,442	$4,900,000	8/11/2023
24 La Costa Court	3 | 3	2,800	$1,035,000	8/10/2023
440 Linden Street	3 | 2	6,125	$3,300,000	8/9/2023
13 N. Callecita	4 | 3	5,000	$5,500,000	8/7/2023
3 Lagunita Drive	3 | 3	6,480	$4,700,000	8/4/2023
151 Myrtle Street #2	2 | 2	0/0	$2,695,000	8/3/2023
565 Park Avenue	4 | 2	3,000	$2,650,000	8/2/2023
2900 Terry Road	2 | 2	2,550	$2,975,000	8/2/2023

AUGUST 2023

AT MID SUMMER 2023, A MIXED MARKET? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW

2023 [1/01/2023 - 7/31/2023] **CLOSED SALES** (146) ⬇**DOWN -31%** OVER **2022** (214)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
SLIGHTLY **DOWN** FROM 2022, BUT **STILL ⬆UP 1% - 55%** OVER EACH OF THE PREVIOUS 5 YEARS.

MEDIAN $				MEDIAN $	RATE
2023	$2,800,000	vs	2022	$3,000,000	**-6%**
		vs	2021	$2,670,000	**+4%**
		vs	2020	$2,000,000	**+40%**
		vs	2019	$1,900,000	**+47%**
		vs	2018	$1,842,000	**+52%**
		vs	2017	$1,800,000	**+55%**

AVERAGE $				AVERAGE $	RATE
2023	$3,518,535	vs	2022	$4,137,885	**-14%**
		vs	2021	$3,497,338	**+.6%**
		vs	2020	$2,724,349	**+29%**
		vs	2019	$2,672,437	**+31%**
		vs	2018	$3,121,740	**+12%**
		vs	2017	$2,436,005	**+44%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**, BUT INCREASING

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Feb-23	12	vs	Feb-22	32	**-62%**
Mar-23	22	vs	Mar-22	47	**-53%**
Apr-23	27	vs	Apr-22	37	**-27%**
May-23	30	vs	May-22	35	**-14%**
Jun-23	18	vs	Jun-22	23	**-21%**
Jul-23	20	vs	Jul-22	14	**+42%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jul-23	20	vs	Jul-22	14	**+42%**
		vs	Jul-21	52	**-61%**
		vs	Jul-20	48	**-58%**
		vs	Jul-19	35	**-42%**
		vs	Jul-18	34	**-41%**
		vs	Jul-17	33	**-39%**

LAGUNA BEACH | CLOSED MLS SALES JULY: 7/1/2023 - 7/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
31312 Pedro Street	2 | 2	6,180	$2,700,000	7/31/2023
31572 Bluff Drive	4 | 4	8,700	$3,564,250	7/31/2023
627 Nyes Place	3 | 5	33,000	$8,200,000	7/19/2023
214 High Drive	3 | 2	4,500	$3,444,780	7/19/2023
218 Santa Rosa Court	2 | 3	NA	$815,000	7/18/2023
675 Wendt Terrace	3 | 2	6,213	$2,560,000	7/14/2023
420 Ashton Drive	4 | 3	5,100	$3,895,000	7/14/2023
557 Mountain Road	3 | 4	7,300	$5,400,000	7/12/2023
668 Buena Vista Way	4 | 5	6,534	$6,000,000	7/12/2023
741 Marlin Drive	3 | 3	6,003	$2,750,000	7/11/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
32092 Coast Highway	3 | 3	3,750	$3,195,000	7/11/2023
202 Cypress Drive	5 | 5	6,125	$4,900,000	7/10/2023
508 San Nicholas Court	2 | 3	NA	$795,000	7/7/2023
2072 Hidden Valley Canyon	3 | 2	3,244	$1,699,000	7/7/2023
154 Cliff Drive	2 | 3	NA	$2,800,000	7/7/2023
249 Cypress Drive	3 | 3	7,507	$2,810,000	7/6/2023
480 Calliope Street	2 | 3	2,450	$2,350,000	7/5/2023
8 Bay Drive	2 | 2	4,150	$5,490,000	7/5/2023
637 Virginia Park Drive	4 | 4	6,700	$2,500,000	7/3/2023
1425 Skyline Drive	4 | 4	12,760	$4,295,000	7/3/2023

JULY 2023

AT MID YEAR 2023, A MIXED MARKET? WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW.

2023 [1/01/2023 - 6/30/2023] **CLOSED SALES** (126) ⬇**DOWN -37%** OVER **2022** (200)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
SLIGHTLY DOWN FROM 2022, BUT **STILL ⬆UP 1% - 51%** OVER EACH OF THE PREVIOUS 5 YEARS.

	MEDIAN $			MEDIAN $	RATE
2023	$2,718,063	vs	2022	$3,000,000	**-9%**
		vs	2021	$2,670,000	**+1%**
		vs	2020	$2,000,000	**+35%**
		vs	2019	$1,900,000	**+43%**
		vs	2018	$1,842,000	**+47%**
		vs	2017	$1,800,000	**+51%**

	AVERAGE $			AVERAGE $	RATE
2023	$3,520,183	vs	2022	$4,137,885	**-14%**
		vs	2021	$3,497,338	**+.06%**
		vs	2020	$2,724,349	**+29%**
		vs	2019	$2,672,437	**+31%**
		vs	2018	$3,121,740	**+12%**
		vs	2017	$2,436,005	**+44%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS** ENTERING THE SUMMER MARKET

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jan-23	17	vs	Jan-22	26	**-34%**
Feb-23	12	vs	Feb-22	32	**-62%**
Mar-23	22	vs	Mar-22	47	**-53%**
Apr-23	27	vs	Apr-22	37	**-27%**
May-23	30	vs	May-22	35	**-14%**
Jun-23	18	vs	Jun-22	23	**-21%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jun-23	18	vs	Jun-22	23	**-21%**
		vs	Jun-21	63	**-71%**
		vs	Jun-20	37	**-51%**
		vs	Jun-19	34	**-47%**
		vs	Jun-18	41	**-56%**
		vs	Jun-17	36	**-50%**

LAGUNA BEACH | CLOSED MLS SALES JUNE: 6/01/2023 - 6/30/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
505 San Nicholas Court	3 | 3	NA	$956,000	6/30/2023
16 S Vista De Catalina	3 | 3	6,000	$4,350,000	6/30/2023
1211 Skyline Drive	3 | 2	8,930	$2,500,000	6/28/2023
332 Locust Street	4 | 4	6,125	$2,800,000	6/27/2023
214 Santa Rosa Court	2 | 3	NA	$740,000	6/21/2023
150 Cress Street	8 | 6	7,241	$8,250,000	6/19/2023
2604 Victoria Drive	3 | 2	3,200	$3,600,000	6/16/2023
1712 Thurston Drive	6 | 6	19,125	$6,415,000	6/14/2023
31503 Eagle Rock Way	4 | 4	4,375	$2,500,000	6/13/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
115 Santa Rosa Court	2 | 3	NA	$725,000	6/9/2023
2155 Temple Hills Drive	3 | 5	24,263	$4,000,000	6/9/2023
490 Aster Street	3 | 2	6,125	$2,500,000	6/7/2023
21775 Ocean Vista Drive #7	3 | 3	NA	$1,850,000	6/7/2023
30502 Coast Highway #A2	2 | 2	NA	$1,600,000	6/6/2023
616 Mystic View	4 | 3	9,310	$4,500,000	6/6/2023
3140 Alta Laguna Blvd	4 | 5	6,825	$3,610,000	6/5/2023
31131 Monterey Street	4 | 6	11,139	$8,450,000	6/5/2023
1094 Katella Street	3 | 3	2,500	$2,300,000	6/1/2023

JUNE 2023

AS 2023 UNFOLDS, WILL THE MARKET KEEP ITS COOL?

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW.

2023 [1/01/2023 - 5/31/2023] **CLOSED SALES** (108) ⬇**DOWN -38%** OVER **2022** (177)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
SLIGHTLY DOWN FROM 2022, **STILL ⬆UP 1% - 51%** OVER EACH OF THE PREVIOUS 5 YEARS.

	MEDIAN $			MEDIAN $	RATE
2023	$2,718,063	vs	2022	$3,000,000	**-9%**
		vs	2021	$2,670,000	**+1%**
		vs	2020	$2,000,000	**+35%**
		vs	2019	$1,900,000	**+43%**
		vs	2018	$1,842,000	**+47%**
		vs	2017	$1,800,000	**+51%**

	AVERAGE $			AVERAGE $	RATE
2023	$3,536,084	vs	2022	$4,137,885	**-14%**
		vs	2021	$3,497,338	**+1%**
		vs	2020	$2,724,349	**+29%**
		vs	2019	$2,672,437	**+32%**
		vs	2018	$3,121,740	**+13%**
		vs	2017	$2,436,005	**+45%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS** ENTERING THE SUMMER MARKET

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Dec-22	12	vs	Dec-21	36	**-66%**
Jan-23	17	vs	Jan-22	26	**-34%**
Feb-23	12	vs	Feb-22	32	**-62%**
Mar-23	22	vs	Mar-22	47	**-53%**
Apr-23	27	vs	Apr-22	37	**-27%**
May-23	30	vs	May-22	35	**-14%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
May-23	30	vs	May-22	35	**-14%**
		vs	May-21	54	**-44%**
		vs	May-20	17	**+76%**
		vs	May-19	41	**-26%**
		vs	May-18	29	**+3%**
		vs	May-17	43	**-30%**

LAGUNA BEACH | CLOSED MLS SALES MAY: 5/01/2023 - 5/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
684 Glenneyre Street	2 | 2	7,520	$3,150,000	5/26/2023
31862 8th Avenue	3 | 2	2,362	$1,950,000	5/26/2023
21625 Ocean Vista Dr #3	2 | 3	15,000	$2,180,000	5/26/2023
359 Dartmoor Street	4 | 3	6,545	$4,475,000	5/25/2023
2965 Terry Road	4 | 4	2,614	$2,650,000	5/24/2023
415 Ledroit Street	4 | 4	14,100	$5,000,000	5/24/2023
213 Santa Rosa Court	2 | 3	NA	$770,000	5/23/2023
31911 Crestwood Place	2 | 2	2,100	$2,250,000	5/23/2023
31423 Coast Highway #36	2 | 2	NA	$3,350,000	5/23/2023
1071 Flamingo Street	4 | 4	10,019	$4,127,000	5/22/2023
21075 Raquel Road	3 | 2	7,642	$1,700,000	5/19/2023
634 Glenneyre Street	2 | 2	2,805	$1,700,000	5/18/2023
31678 Seacliff Drive	2 | 3	2,200	$5,585,000	5/15/2023
225 Santa Rosa Court	2 | 3	1,383	$775,000	5/12/2023
329 Dartmoor Street	4 | 3	6,750	$3,300,000	5/12/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
26 N Vista De Catalina	3 | 3	6,497	$6,500,000	5/12/2023
700 Temple Hills Drive	3 | 3	5,145	$3,260,000	5/10/2023
890 Canyon View Drive	2 | 3	7,125	$3,985,000	5/9/2023
21799 Ocean Vista Drive	4 | 3	NA	$2,000,000	5/8/2023
31885 Circle Drive	5 | 6	10,695	$9,900,000	5/8/2023
31635 Wildwood Road	3 | 3	2,100	$1,295,000	5/5/2023
21703 Ocean Vista Dr #304	3 | 3	7,000	$1,450,000	5/5/2023
1445 Bluebird Canyon Dr	3 | 2	3,402	$1,300,000	5/4/2023
2155 Crestview Drive	4 | 4	4,140	$2,000,000	5/4/2023
1388 La Mirada Street	4 | 4	9,225	$3,950,000	5/4/2023
794 Summit Drive	2 | 2	6,180	$4,050,000	5/4/2023
885 Tia Juana Street	4 | 3	2,500	$2,100,000	5/2/2023
1905 Del Mar Avenue	2 | 2	2,500	$2,048,000	5/1/2023
740 Bolsana Drive	4 | 3	8,110	$5,625,000	5/1/2023
234 Cliff Drive #12	2 | 2	7,560	$1,549,000	5/1/2023

MAY 2023

AS 2023 UNFOLDS, WILL THE MARKET KEEP ITS COOL?

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW.

2023 [1/01/2023 - 4/30/2023] **CLOSED SALES** (78) ⬇**DOWN -45%** OVER **2022** (142)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
SLIGHTLY DOWN FROM 2022, **STILL ⬆UP 3% - 54%** OVER EACH OF THE PREVIOUS 5 YEARS.

	MEDIAN $			MEDIAN $	RATE
2023	$2,775,000	vs	2022	$3,000,000	**-7%**
		vs	2021	$2,670,000	**+3%**
		vs	2020	$2,000,000	**+38%**
		vs	2019	$1,900,000	**+46%**
		vs	2018	$1,842,000	**+50%**
		vs	2017	$1,800,000	**+54%**

	AVERAGE $			AVERAGE $	RATE
2023	$3,691,322	vs	2022	$4,137,885	**-10%**
		vs	2021	$3,497,338	**+5%**
		vs	2020	$2,724,349	**+35%**
		vs	2019	$2,672,437	**+38%**
		vs	2018	$3,121,740	**+18%**
		vs	2017	$2,436,005	**+51%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS** ENTERING THE SPRING MARKET

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Nov-22	16	vs	Nov-21	43	**-62%**
Dec-22	12	vs	Dec-21	36	**-66%**
Jan-23	17	vs	Jan-22	26	**-34%**
Feb-23	12	vs	Feb-22	32	**-62%**
Mar-23	22	vs	Mar-22	47	**-53%**
Apr-23	27	vs	Apr-22	37	**-27%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Apr-23	27	vs	Apr-22	37	**-27%**
		vs	Apr-21	60	**-55%**
		vs	Apr-20	15	**+80%**
		vs	Apr-19	34	**-20%**
		vs	Apr-18	42	**-35%**
		vs	Apr-17	27	**0%**

LAGUNA BEACH | CLOSED MLS SALES APRIL: 4/01/2023 - 4/30/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
21391 Stans Lane	4 | 2	8,253	$1,370,000	4/28/23
416 Legion/575 Through St	6 | 6	5,227	$3,900,000	4/27/23
116 Blue Lagoon	2 | 3	1,027	$2,150,000	4/27/23
521 Emerald Bay	3 | 4	6,361	$6,900,000	4/26/23
31582 West Street	3 | 3	7,681	$4,500,000	4/26/23
438 Holly Street	3 | 3	6,125	$2,900,000	4/25/23
518 San Nicholas Court	2 | 3	1,000	$730,000	4/24/23
1165 Gaviota Drive	5 | 6	6,098	$14,600,000	4/24/23
21712 Wesley Drive #8	2 | 2		$1,750,000	4/24/23
456 Bent Street	2 | 2	5,469	$2,410,000	4/21/23
183 Dumond Drive	6 | 5	5,227	$4,725,000	4/21/23
31860 8th Avenue	2 | 2	2,362	$1,700,000	4/21/23
531 Allview Terrace	4 | 3	3,770	$2,201,000	4/20/23
908 Quivera Street	4 | 4	5,000	$4,050,000	4/19/23

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
580 Seaview Street	3 | 3	3,412	$3,000,000	4/19/23
1210 Anacapa Way	3 | 3	7,905	$2,800,000	4/17/23
314 San Nicholas Court	2 | 3		$800,000	4/14/23
865 Fen Way	4 | 3	5,084	$3,410,000	4/14/23
324 Emerald Bay	5 | 6	9,620	$9,000,000	4/14/23
922 Acapulco Street	3 | 3	2,500	$2,062,500	4/13/23
25 Blue Lagoon	3 | 3	1,027	$2,180,000	4/13/23
1648 Louise Street	3 | 2	6,000	$3,300,000	4/11/23
747 Bayview Place	4 | 4	6,400	$7,550,000	4/10/23
24 S. La Senda Drive	4 | 4	16,250	$14,000,000	4/10/23
28892 Top Of The World Dr	2 | 2	5,000	$1,600,000	4/5/23
31711 Mar Vista Avenue	4 | 3	9,500	$2,686,125	4/5/23
520 Cliff Drive #202	2 | 2	7,560	$1,900,000	4/1/23

APRIL 2023

2022 COMES TO A CLOSE, AS MARKET KEEPS ITS COOL.

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES HAVE SOARED - UNTIL NOW.

2023 [1/01/2023 - 3/31/2023] **CLOSED SALES** (51) ↓**DOWN -51%** OVER **2022** (105)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
DOWN FROM 2022, **STILL ↑UP 1% - 52%** OVER EACH OF THE PREVIOUS 5 YEARS.

MEDIAN $				MEDIAN $	RATE
2023	$2,750,000	vs	2022	$3,000,000	**-8%**
		vs	2021	$2,670,000	**+2%**
		vs	2020	$2,000,000	**+37%**
		vs	2019	$1,900,000	**+44%**
		vs	2018	$1,842,000	**+49%**
		vs	2017	$1,800,000	**+52%**

AVERAGE $				AVERAGE $	RATE
2023	$3,524,480	vs	2022	$4,137,885	**-14%**
		vs	2021	$3,497,338	**+.7%**
		vs	2020	$2,724,349	**+29%**
		vs	2019	$2,672,437	**+31%**
		vs	2018	$3,121,740	**+12%**
		vs	2017	$2,436,005	**+44%**

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS** ENTERING THE SPRING MARKET

THE MARKET IS STILL RECALIBRATING
LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Oct-22	19	vs	Oct-21	38	**-50%**
Nov-22	16	vs	Nov-21	43	**-62%**
Dec-22	12	vs	Dec-21	36	**-66%**
Jan-23	17	vs	Jan-22	26	**-34%**
Feb-23	12	vs	Feb-22	32	**-62%**
Mar-23	22	vs	Mar-22	47	**-53%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Mar-23	22	vs	Mar-22	47	**-53%**
		vs	Mar-21	43	**-48%**
		vs	Mar-20	31	**-29%**
		vs	Mar-19	35	**-37%**
		vs	Mar-18	33	**-33%**
		vs	Mar-17	36	**-38%**

LAGUNA BEACH | CLOSED MLS SALES MARCH: 3/01/2023 - 3/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
390 Mountain Road	2 | 2	3,750	$2,600,000	3/31/23
2448 Lomita Way	1 | 1	3,600	$1,250,000	3/30/23
450 Ruby Street	3 | 3	2,100	$1,900,000	3/30/23
1031 Madison Place	3 | 2	9,750	$2,257,850	3/29/23
530 Cliff Drive #304	2 | 2	NA	$1,400,000	3/28/23
819 Emerald Bay	3 | 5	6,720	$6,500,000	3/28/23
802 Rembrandt Drive	4 | 4	8,002	$6,275,000	3/24/23
1814 Rim Rock Canyon Road	4 | 5	12,000	$4,025,000	3/22/23
509 San Nicholas Court	2 | 3	NA	$725,000	3/21/23
219 Santa Rosa Court	2 | 3	NA	$775,000	3/21/23
2342 S. Coast Highway	3 | 2	6,925	$3,157,000	3/20/23

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
16 La Costa Court	3 | 3	3,600	$940,000	3/17/23
1585 S. Coast Highway #31	3 | 2	NA	$4,200,000	3/17/23
1595 Arroyo Drive	2 | 1	7,500	$1,025,000	3/16/23
165 Dumond Drive	4 | 3	3,920	$6,500,000	3/16/23
365 Flora Street	3 | 2	2,750	$2,500,000	3/15/23
1265 Pacific Avenue	4 | 5	9,800	$7,550,000	3/13/23
655 Griffith Way	3 | 2	6,098	$1,375,000	3/8/23
253 Calliope Street	3 | 2	NA	$1,599,000	3/7/23
2604 Victoria Drive	3 | 2	3,200	$2,900,000	3/2/23
712 Cliff Drive	2 | 2	NA	$2,650,000	3/2/23
133 Emerald Bay	4 | 3	7,560	$6,200,000	3/1/23

MARCH 2023

AS 2023 UNFOLDS, WILL THE MARKET KEEP ITS COOL?

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES SOARED - UNTIL NOW.

2023 [1/01/2023 - 2/28/2023] **CLOSED SALES** (29) ↓**DOWN -50%** OVER **2022** (58)
MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
DOWN FROM 2022, **STILL ↑UP 8% - 61%** OVER EACH OF THE PREVIOUS 5 YEARS.

MEDIAN $				MEDIAN $	RATE
2023	$2,900,000	vs	2022	$3,000,000	-3%
		vs	2021	$2,670,000	+8%
		vs	2020	$2,000,000	+45%
		vs	2019	$1,900,000	+52%
		vs	2018	$1,842,000	+57%
		vs	2017	$1,800,000	+61%

AVERAGE $				AVERAGE $	RATE
2023	$3,842,918	vs	2022	$4,137,885	-7%
		vs	2021	$3,497,338	+9%
		vs	2020	$2,724,349	+41%
		vs	2019	$2,672,437	+43%
		vs	2018	$3,121,740	+23%
		vs	2017	$2,436,005	+57%

ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**

THE MARKET IS STILL RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Sep-22	20	vs	Sep-21	50	-60%
Oct-22	19	vs	Oct-21	38	-50%
Nov-22	16	vs	Nov-21	43	-62%
Dec-22	12	vs	Dec-21	36	-66%
Jan-23	17	vs	Jan-22	26	-34%
Feb-23	12	vs	Feb-22	32	-62%

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Feb-23	12	vs	Feb-22	32	-62%
		vs	Feb-21	37	-67%
		vs	Feb-20	31	-61%
		vs	Feb-19	18	-33%
		vs	Feb-18	17	-29%
		vs	Feb-17	26	-53%

LAGUNA BEACH | CLOSED MLS SALES FEBRUARY: 2/01/2023 - 2/28/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
617 San Nicholas Court #617	2 | 3	1,000	$890,000	2/27/23
22 Vista Del Sol	3 | 4	8,495	$4,500,000	2/22/23
386 Holly Street	3 | 3	6,125	$2,275,000	2/21/23
30692 Marilyn Drive	4 | 4	7,488	$3,600,000	2/17/23
1521 Caribbean Way	5 | 4	7,600	$3,400,800	2/15/23
1472 Morningside Circle	3 | 2	9,600	$2,630,000	2/10/23

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
31788 5th Avenue	2 | 1	2,362	$1,600,000	2/10/23
1028 Santa Ana Street	3 | 3	2,500	$2,195,000	2/8/23
1215 Brangwyn Way	2 | 2	4,352	$2,200,000	2/7/23
836 Diamond Street	4 | 4	14,855	$3,997,000	2/6/23
705 Temple Hills Drive	5 | 8	8,276	$7,450,000	2/6/23
30801 Driftwood Drive	3 | 4	7,848	$3,575,000	2/6/23

FEBRUARY 2023

IT'S A NEW YEAR – WILL THE MARKET KEEP ITS COOL?

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES HAVE SOARED - UNTIL NOW.

2022 [01/01/2022 - 12/31/2022] **CLOSED SALES** (322) ↓**DOWN -43%** OVER **2021** (565)
2022 MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
STILL ↑UP 12% - 69% OVER EACH OF THE PREVIOUS 5 YEARS.

MEDIAN $				MEDIAN $	RATE
		vs	2021	$2,670,000	**+12%**
		vs	2020	$2,000,000	**+50%**
2022	**$3,000,000**	vs	2019	$1,900,000	**+57%**
		vs	2018	$1,842,000	**+62%**
		vs	2017	$1,800,000	**+66%**

AVERAGE $				AVERAGE $	RATE
		vs	2021	$3,497,338	**+18%**
		vs	2020	$2,724,349	**+51%**
2022	**$4,137,885**	vs	2019	$2,672,437	**+54%**
		vs	2018	$3,121,740	**+32%**
		vs	2017	$2,436,005	**+69%**

BUYER DEMAND **MODERATING** | ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**

THE MARKET IS RECALIBRATING

LAGUNA BEACH 2022 & 2023 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Aug-22	40	vs	Aug-21	56	**-28%**
Sep-22	20	vs	Sep-21	50	**-60%**
Oct-22	19	vs	Oct-21	38	**-50%**
Nov-22	16	vs	Nov-21	43	**-62%**
Dec-22	12	vs	Dec-21	36	**-66%**
Jan-23	17	vs	Jan-22	26	**-34%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Jan-22	26	**-34%**
		vs	Jan-21	33	**-48%**
Jan-23	**17**	vs	Jan-20	17	**0%**
		vs	Jan-19	22	**-22%**
		vs	Jan-18	30	**-43%**
		vs	Jan-17	29	**-41%**

LAGUNA BEACH | CLOSED MLS SALES JANUARY: 1/1/2023 - 1/31/2023

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
825 Park Avenue	6 | 6	6,098	$2,500,000	1/31/23
151 Crescent Bay Drive	4 | 3	5,000	$4,325,000	1/31/23
1495 Regatta Road	3 | 2	8,325	$2,037,500	1/27/23
455 Brooks Street	2 | 3	4,663	$2,900,000	1/27/23
31592 Santa Rosa Drive	2 | 2	2,100	$1,401,575	1/25/23
463 Myrtle Street	4 | 4	6,125	$3,225,000	1/23/23
1864 Upper Rim Rock Road	3 | 3	9,440	$4,500,000	1/20/23
419 N. Coast Highway / Time Share	0 | 1	4,299	$2,500	1/18/23

ADDRESS	BED | BATH	LOT SIZE	PRICE	SOLD DATE
8 N. La Senda Drive	3 | 4	17,080	$10,500,000	1/17/23
2770 Highland Way	2 | 2	2,400	$2,150,000	1/13/23
5 Shreve Drive	2 | 3		$8,141,250	1/12/23
336 Y Place	6 | 6	5,212	$2,900,000	1/11/23
1183 La Mirada Street	3 | 3	2,500	$2,750,000	1/5/23
1267 Starlit Drive	5 | 3	7,695	$2,900,000	1/5/23
494 Hilledge Drive	3 | 4	6,180	$5,000,000	1/5/23
31423 Coast Highway #41	3 | 2		$799,000	1/4/23
31791 Coast Highway	4 | 6	21,780	$17,100,000	1/3/23

JANUARY 2023

2022 COMES TO A CLOSE, AS MARKET KEEPS ITS COOL.

WHAT'S NEXT?

2022 MEDIAN AND AVERAGE PRICE INCREASES HAVE SOARED - UNTIL NOW.

2022 [01/01/2022 - 12/31/2022] **CLOSED SALES** (322) ↓**DOWN -43%** OVER **2021** (565)
2022 MEDIAN AND AVERAGE PRICE INCREASES SOFTENING:
STILL ↑UP 12% - 69% OVER EACH OF THE PREVIOUS 5 YEARS.

MEDIAN $				MEDIAN $	RATE
		vs	2021	$2,670,000	**+12%**
		vs	2020	$2,000,000	**+50%**
2022	**$3,000,000**	vs	2019	$1,900,000	**+57%**
		vs	2018	$1,842,000	**+62%**
		vs	2017	$1,800,000	**+66%**

AVERAGE $				AVERAGE $	RATE
		vs	2021	$3,497,338	**+18%**
		vs	2020	$2,724,349	**+51%**
2022	**$4,137,885**	vs	2019	$2,672,437	**+54%**
		vs	2018	$3,121,740	**+32%**
		vs	2017	$2,436,005	**+69%**

BUYER DEMAND **MODERATING** | ACTIVE INVENTORY IS STILL AT **HISTORIC LOW LEVELS**

THE MARKET IS RECALIBRATING
LAGUNA BEACH 2022 MONTHLY CLOSED SALES YEAR OVER YEAR SLOWING

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
Jul-22	14	vs	Jul-21	52	**-73%**
Aug-22	40	vs	Aug-21	56	**-28%**
Sep-22	20	vs	Sep-21	50	**-60%**
Oct-22	19	vs	Oct-21	38	**-50%**
Nov-22	16	vs	Nov-21	43	**-62%**
Dec-22	12	vs	Dec-21	36	**-66%**

MONTH	# OF SALES		MONTH	# OF SALES	% CHANGE
		vs	Dec-21	36	**-66%**
		vs	Dec-20	43	**-72%**
Dec-22	**12**	vs	Dec-19	32	**-62%**
		vs	Dec-18	13	**-7%**
		vs	Dec-17	30	**-60%**
		vs	Dec-16	28	**-57%**