



Coastal Real Estate Guide

Laguna Beach, CA 92651

REPORT FOR 4/5/2024

Single-Family Homes

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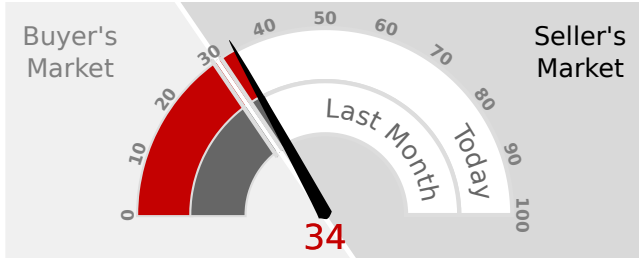
Presented by Scott Sanchez
949-715-4100
scott@firebrandmediainc.com

Laguna Beach, CA 92651

This week the median list price for Laguna Beach, CA 92651 is \$4,995,000 with the market action index hovering around 34. This is less than last month's market action index of 35. Inventory has increased to 100.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

REAL-TIME MARKET PROFILE

Median List Price		\$4,995,000
Median Price of New Listings		\$5,495,000
Per Square Foot		\$1,810
Average Days on Market		159
Median Days on Market		119
Price Decreased		33%
Price Increased		3%
Relisted		17%
Inventory		100
Median Rent		\$11,000
Market Action		34

Slight Seller's Advantage

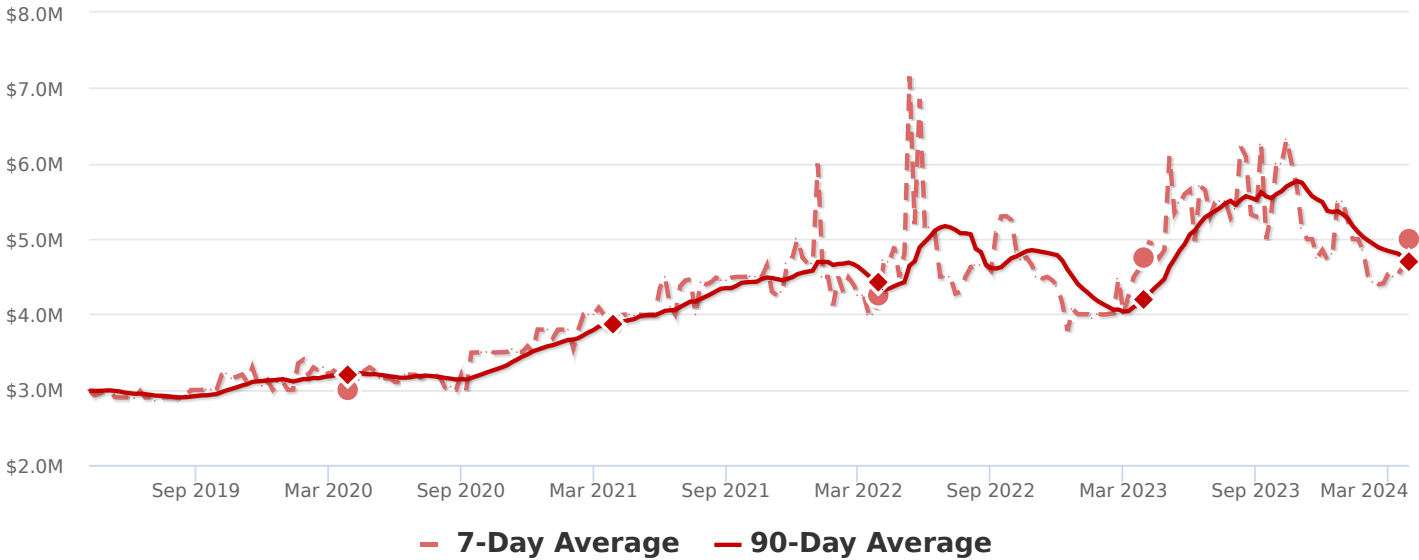
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$15,495,000	5,109	0.25 - 0.5 acre	4	5	25	4	0	252
\$6,995,000	3,568	8,000 - 10,000 sqft	4	5	27	4	2	196
\$4,250,000	2,817	8,000 - 10,000 sqft	4	3	49	2	1	70
\$2,414,000	1,741	0 - 4,500 sqft	3	2	59	3	2	84

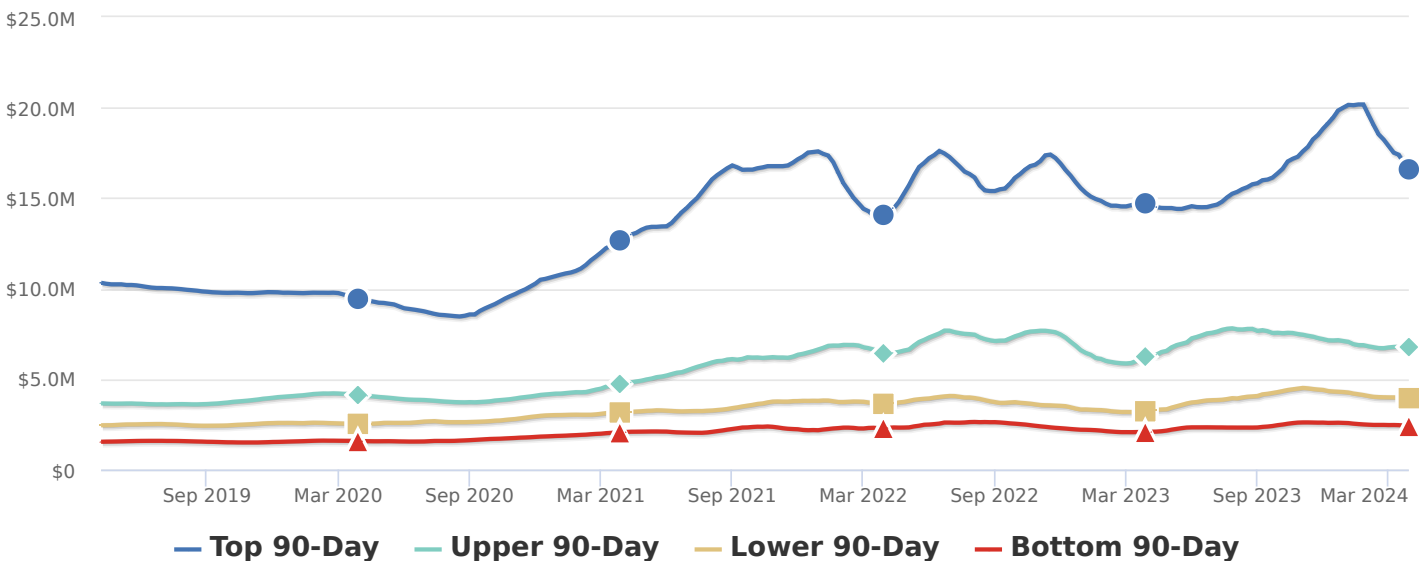
MEDIAN LIST PRICE

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



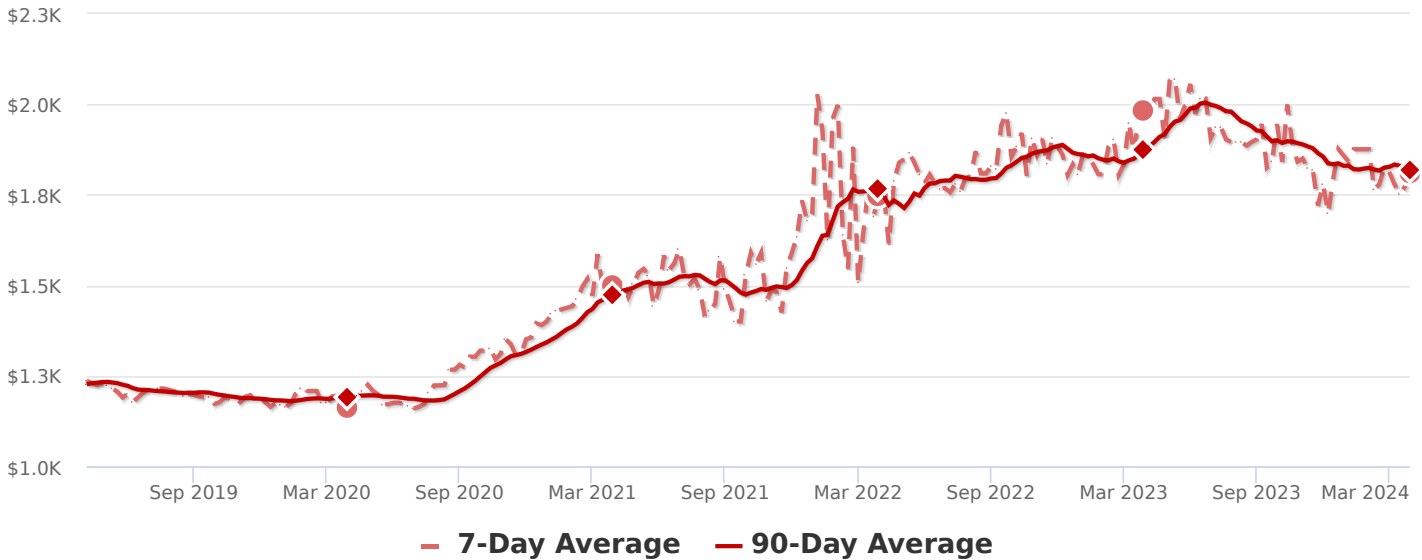
SEGMENTS

In the quartile market segments, we see prices in this zip code have generally settled at a plateau, although Quartile 1 has been trending a bit downward in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



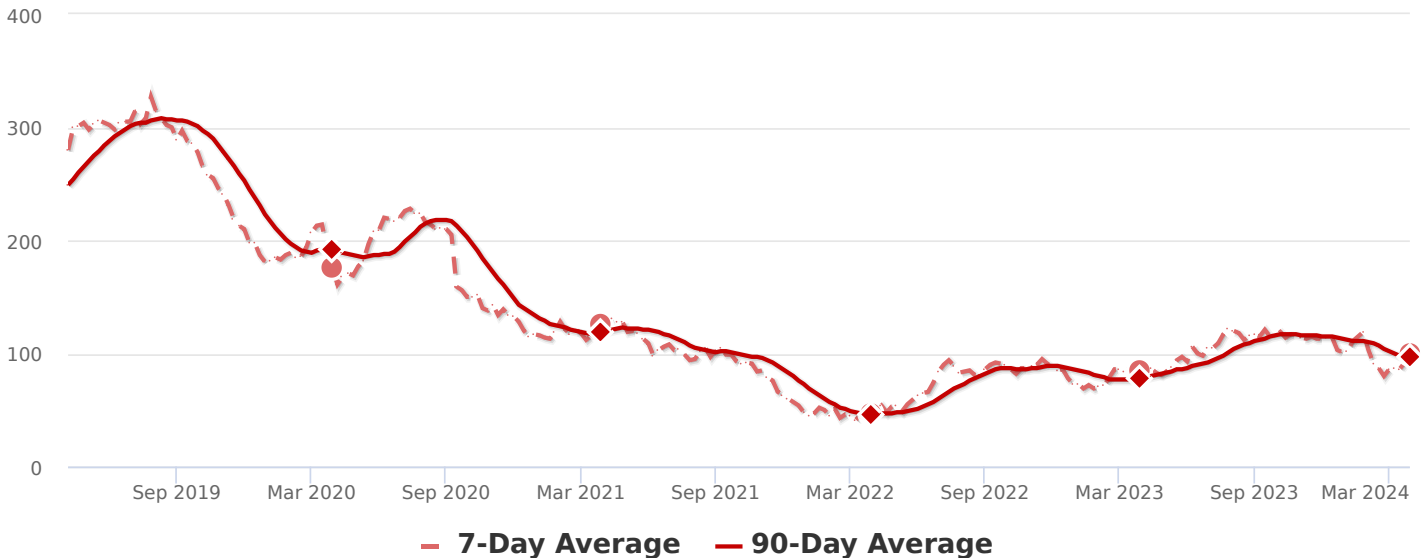
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



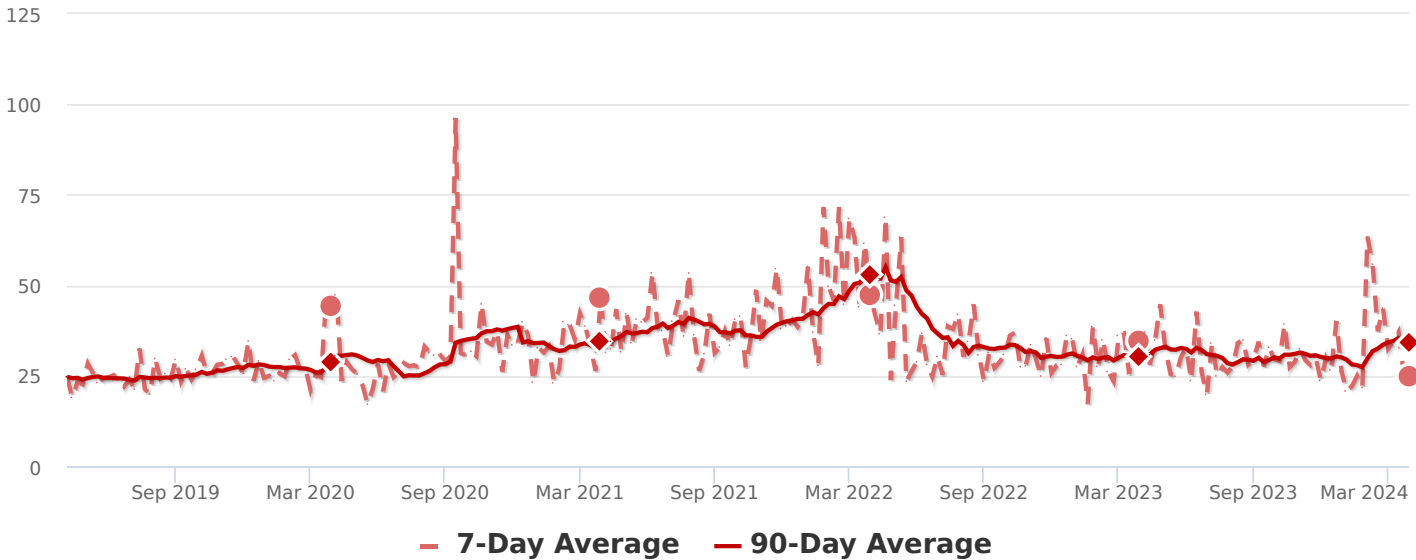
INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



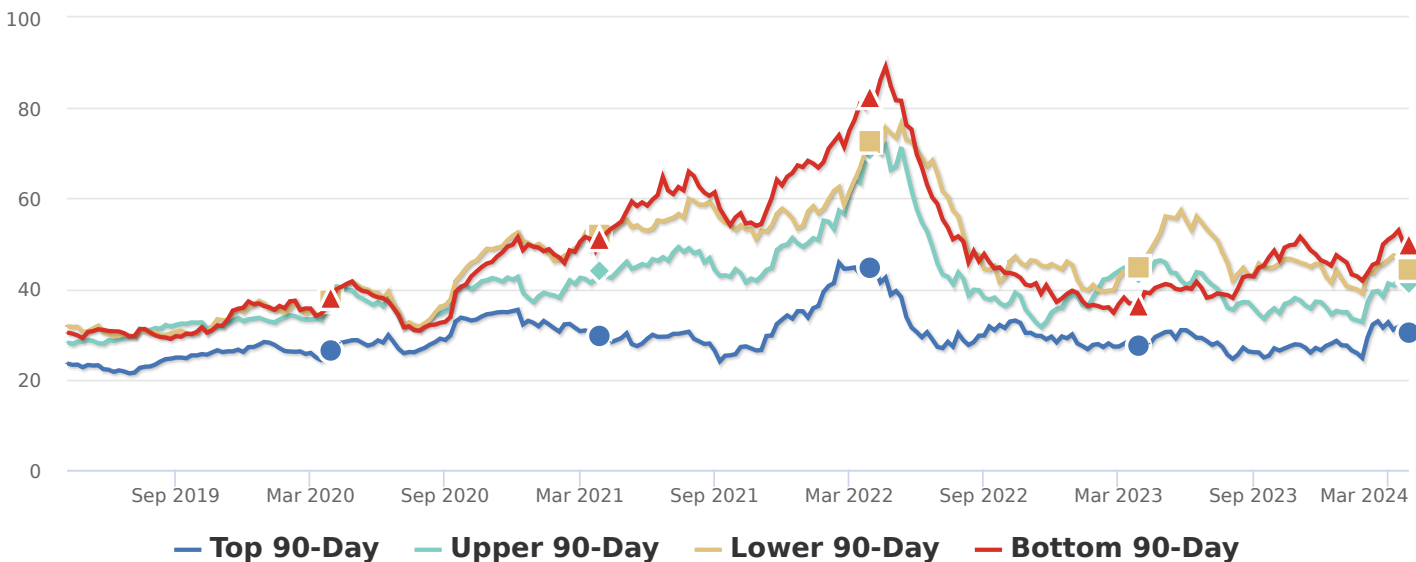
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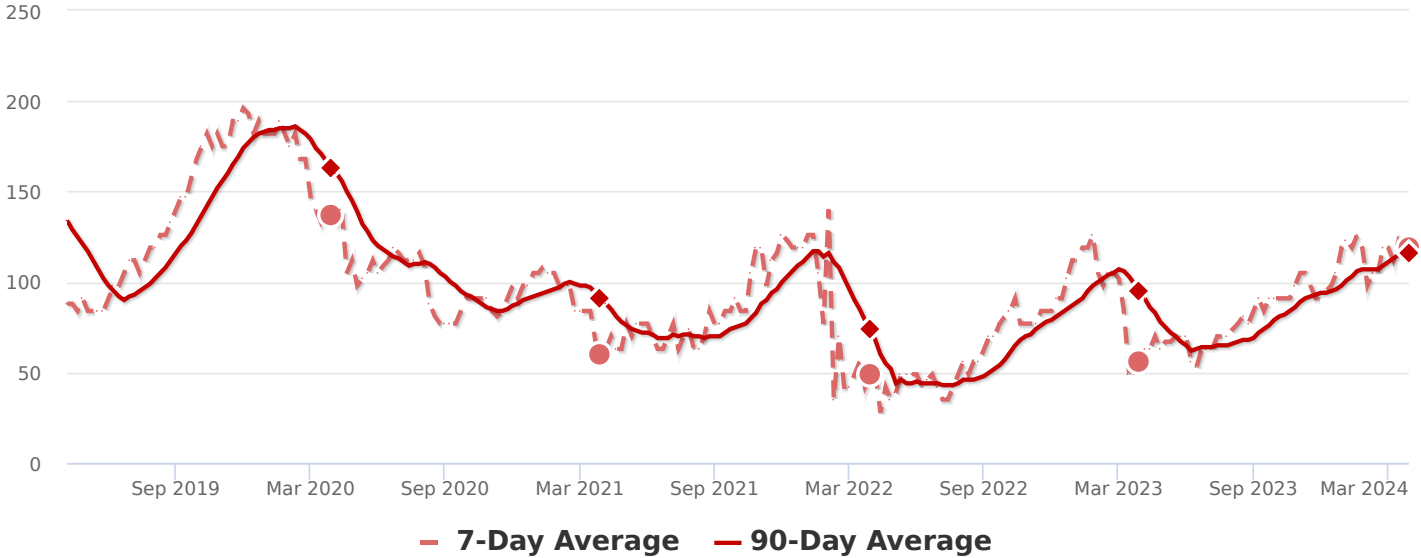
MARKET ACTION SEGMENTS

Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 156 days. Half of the listings have come newly on the market in the past 116 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

