

Local Market Update – March 2026

A Research Tool Provided by California Regional Multiple Listing Service, Inc



LAGUNA BOARD OF REALTORS®
1924 - 2024

Laguna Beach - 92651

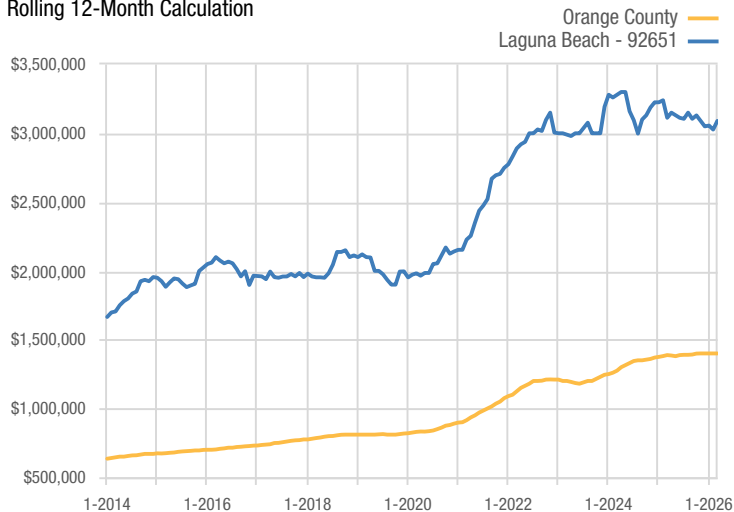
| Single Family | March | | | Year to Date | | |
|---------------------------------|-------------|--------------------|----------|--------------|--------------------|----------|
| | 2025 | 2026 | % Change | Thru 3-2025 | Thru 3-2026 | % Change |
| Key Metrics | | | | | | |
| New Listings | 33 | 24 | - 27.3% | 92 | 74 | - 19.6% |
| Pending Sales | 14 | 10 | - 28.6% | 31 | 31 | 0.0% |
| Closed Sales | 12 | 15 | + 25.0% | 28 | 28 | 0.0% |
| Days Active in MLS | 46 | 52 | + 13.0% | 76 | 53 | - 30.3% |
| Median Sales Price* | \$2,860,063 | \$3,275,000 | + 14.5% | \$2,997,500 | \$3,118,750 | + 4.0% |
| Average Sales Price* | \$3,168,969 | \$4,539,797 | + 43.3% | \$3,617,058 | \$4,281,111 | + 18.4% |
| Percent of List Price Received* | 95.7% | 94.5% | - 1.3% | 95.6% | 94.8% | - 0.8% |
| Inventory of Homes for Sale | 113 | 93 | - 17.7% | — | — | — |
| Months Supply of Inventory | 11.5 | 7.6 | - 33.9% | — | — | — |

| Townhouse/Condo | March | | | Year to Date | | |
|---------------------------------|-------------|--------------------|----------|--------------|--------------------|----------|
| | 2025 | 2026 | % Change | Thru 3-2025 | Thru 3-2026 | % Change |
| Key Metrics | | | | | | |
| New Listings | 5 | 3 | - 40.0% | 13 | 11 | - 15.4% |
| Pending Sales | 5 | 1 | - 80.0% | 6 | 5 | - 16.7% |
| Closed Sales | 3 | 3 | 0.0% | 4 | 6 | + 50.0% |
| Days Active in MLS | 67 | 62 | - 7.5% | 68 | 67 | - 1.5% |
| Median Sales Price* | \$3,000,888 | \$1,500,000 | - 50.0% | \$2,825,444 | \$1,540,000 | - 45.5% |
| Average Sales Price* | \$3,200,296 | \$2,123,000 | - 33.7% | \$2,687,722 | \$2,020,667 | - 24.8% |
| Percent of List Price Received* | 97.9% | 97.1% | - 0.8% | 98.4% | 97.3% | - 1.1% |
| Inventory of Homes for Sale | 15 | 13 | - 13.3% | — | — | — |
| Months Supply of Inventory | 8.8 | 8.4 | - 4.5% | — | — | — |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

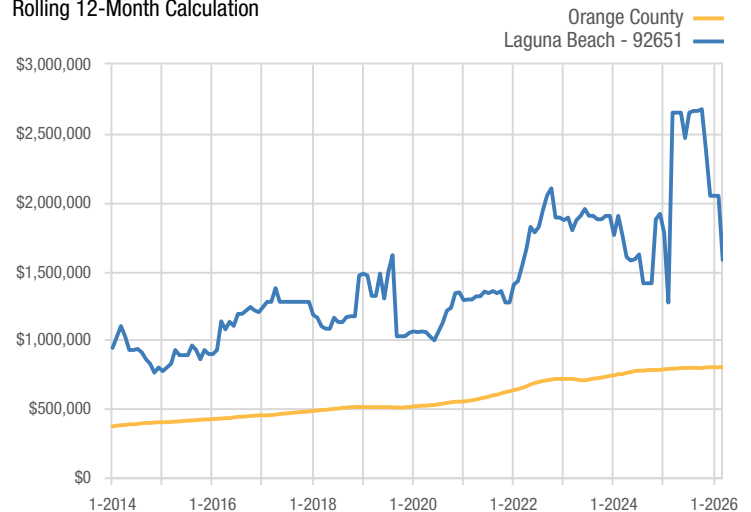
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.