

Local Market Update – March 2025

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



LAGUNA BOARD OF REALTORS®
1924 - 2024

Laguna Beach - 92651

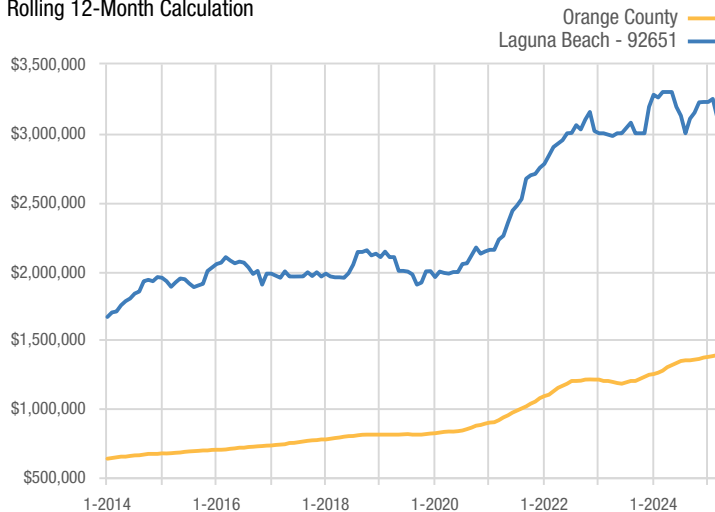
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	19	29	+ 52.6%	61	87	+ 42.6%
Pending Sales	13	12	- 7.7%	32	29	- 9.4%
Closed Sales	10	12	+ 20.0%	25	28	+ 12.0%
Days on Market Until Sale	92	46	- 50.0%	69	76	+ 10.1%
Median Sales Price*	\$3,300,000	\$2,860,063	- 13.3%	\$3,095,000	\$2,997,500	- 3.2%
Average Sales Price*	\$3,064,300	\$3,168,969	+ 3.4%	\$3,165,348	\$3,617,058	+ 14.3%
Percent of List Price Received*	93.1%	95.7%	+ 2.8%	94.6%	95.6%	+ 1.1%
Inventory of Homes for Sale	68	106	+ 55.9%	—	—	—
Months Supply of Inventory	6.6	11.0	+ 66.7%	—	—	—

Townhouse/Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	2	4	+ 100.0%	7	12	+ 71.4%
Pending Sales	0	5	—	3	6	+ 100.0%
Closed Sales	1	3	+ 200.0%	3	4	+ 33.3%
Days on Market Until Sale	9	67	+ 644.4%	40	68	+ 70.0%
Median Sales Price*	\$800,000	\$3,000,888	+ 275.1%	\$1,550,000	\$2,825,444	+ 82.3%
Average Sales Price*	\$800,000	\$3,200,296	+ 300.0%	\$1,816,667	\$2,687,722	+ 47.9%
Percent of List Price Received*	93.7%	97.9%	+ 4.5%	94.9%	98.4%	+ 3.7%
Inventory of Homes for Sale	8	11	+ 37.5%	—	—	—
Months Supply of Inventory	4.2	6.4	+ 52.4%	—	—	—

* 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.

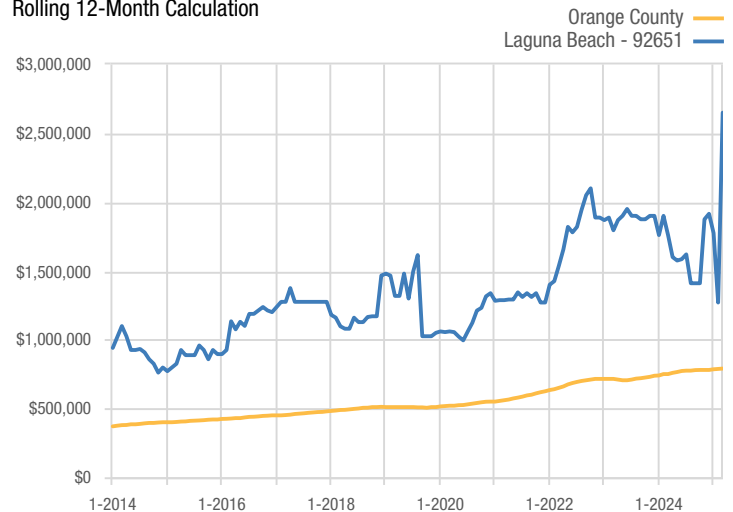
Median Sales Price - Single Family

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.