

# Local Market Update – November 2025

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



**LAGUNA BOARD OF REALTORS®**  
1924 - 2024

## Laguna Beach - 92651

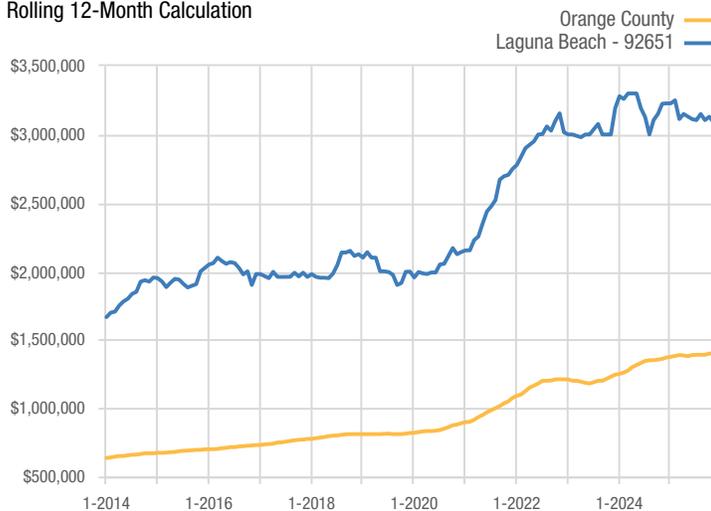
Single Family	November			Year to Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
<b>Key Metrics</b>						
New Listings	16	13	- 18.8%	224	256	+ 14.3%
Pending Sales	14	7	- 50.0%	116	134	+ 15.5%
Closed Sales	8	13	+ 62.5%	110	133	+ 20.9%
Days on Market Until Sale	78	90	+ 15.4%	61	71	+ 16.4%
Median Sales Price*	\$3,987,500	<b>\$2,950,000</b>	- 26.0%	\$3,187,500	<b>\$3,062,500</b>	- 3.9%
Average Sales Price*	\$3,978,750	<b>\$3,285,127</b>	- 17.4%	\$3,863,351	<b>\$3,855,824</b>	- 0.2%
Percent of List Price Received*	96.4%	<b>95.7%</b>	- 0.7%	96.2%	<b>95.6%</b>	- 0.6%
Inventory of Homes for Sale	82	80	- 2.4%	—	—	—
Months Supply of Inventory	7.9	7.0	- 11.4%	—	—	—

Townhouse/Condo	November			Year to Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
<b>Key Metrics</b>						
New Listings	3	3	0.0%	30	41	+ 36.7%
Pending Sales	2	1	- 50.0%	8	18	+ 125.0%
Closed Sales	1	2	+ 100.0%	6	17	+ 183.3%
Days on Market Until Sale	449	58	- 87.1%	105	88	- 16.2%
Median Sales Price*	\$4,195,000	<b>\$1,297,500</b>	- 69.1%	\$1,915,000	<b>\$2,100,888</b>	+ 9.7%
Average Sales Price*	\$4,195,000	<b>\$1,297,500</b>	- 69.1%	\$2,199,167	<b>\$2,188,634</b>	- 0.5%
Percent of List Price Received*	93.3%	<b>97.9%</b>	+ 4.9%	96.0%	<b>95.7%</b>	- 0.3%
Inventory of Homes for Sale	12	15	+ 25.0%	—	—	—
Months Supply of Inventory	9.0	7.9	- 12.2%	—	—	—

\* 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.

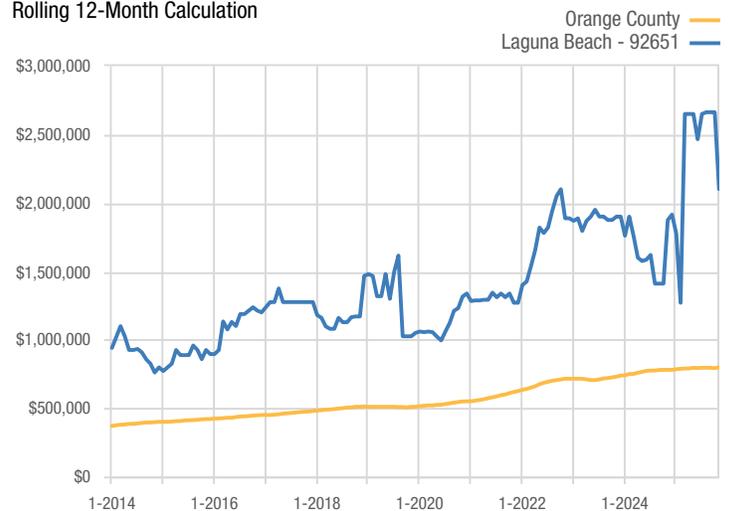
### Median Sales Price - Single Family

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.