

# Local Market Update – October 2025

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



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

## Laguna Beach - 92651

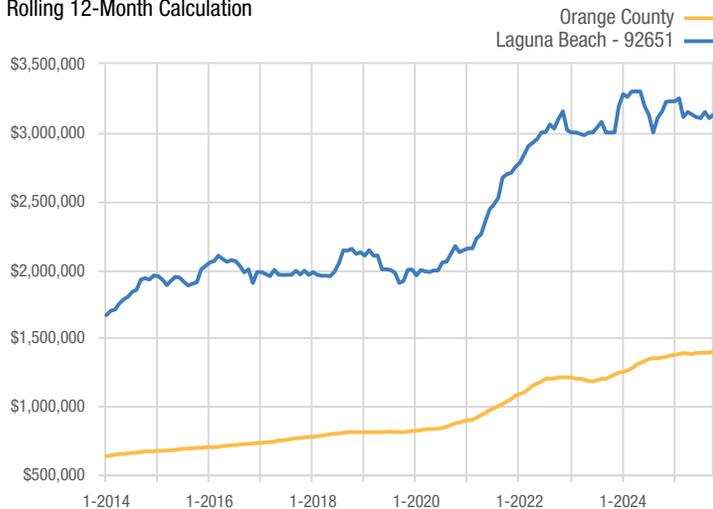
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
<b>Key Metrics</b>						
New Listings	21	14	- 33.3%	208	242	+ 16.3%
Pending Sales	6	10	+ 66.7%	102	123	+ 20.6%
Closed Sales	14	12	- 14.3%	102	120	+ 17.6%
Days on Market Until Sale	63	96	+ 52.4%	60	69	+ 15.0%
Median Sales Price*	\$3,097,500	<b>\$3,330,000</b>	+ 7.5%	\$3,106,250	<b>\$3,068,750</b>	- 1.2%
Average Sales Price*	\$5,009,893	<b>\$3,576,875</b>	- 28.6%	\$3,854,300	<b>\$3,917,649</b>	+ 1.6%
Percent of List Price Received*	94.8%	<b>94.5%</b>	- 0.3%	96.1%	<b>95.6%</b>	- 0.5%
Inventory of Homes for Sale	92	<b>88</b>	- 4.3%	—	—	—
Months Supply of Inventory	9.5	<b>7.5</b>	- 21.1%	—	—	—

Townhouse/Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
<b>Key Metrics</b>						
New Listings	8	3	- 62.5%	27	36	+ 33.3%
Pending Sales	1	3	+ 200.0%	6	17	+ 183.3%
Closed Sales	0	2	—	5	15	+ 200.0%
Days on Market Until Sale	—	144	—	37	92	+ 148.6%
Median Sales Price*	—	<b>\$2,200,000</b>	—	\$1,550,000	<b>\$2,650,000</b>	+ 71.0%
Average Sales Price*	—	<b>\$2,200,000</b>	—	\$1,800,000	<b>\$2,307,452</b>	+ 28.2%
Percent of List Price Received*	—	<b>88.0%</b>	—	96.5%	<b>95.4%</b>	- 1.1%
Inventory of Homes for Sale	12	13	+ 8.3%	—	—	—
Months Supply of Inventory	10.3	<b>6.5</b>	- 36.9%	—	—	—

\* 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.

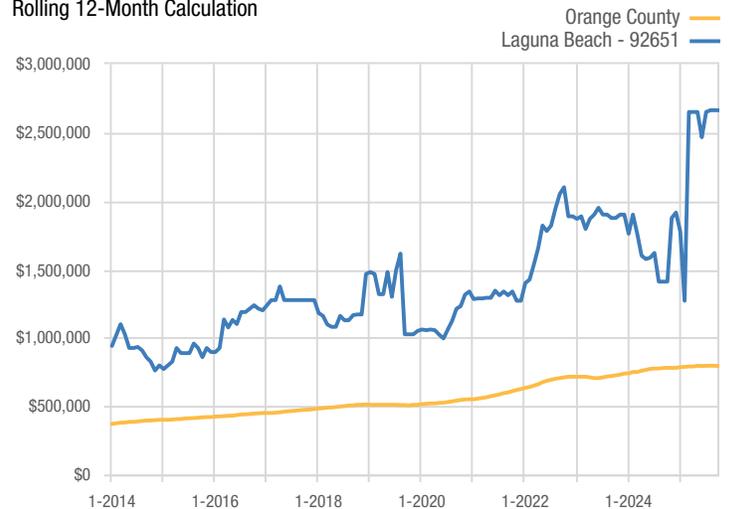
### Median Sales Price - Single Family

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.