



Coastal Real Estate Guide

Dana Point, CA 92629

REPORT FOR 1/19/2024

Single-Family Homes

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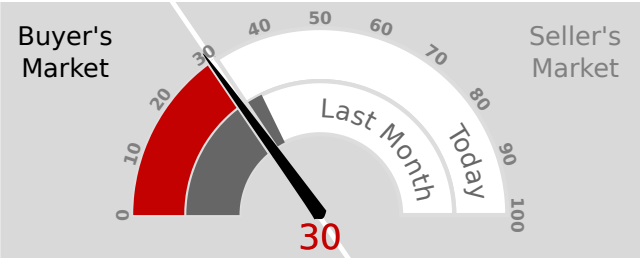
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Dana Point, CA 92629

This week the median list price for Dana Point, CA 92629 is \$3,735,000 with the market action index hovering around 30. This is less than last month's market action index of 36. Inventory has increased to 48.

MARKET ACTION INDEX










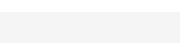

This answers “How’s the Market?” by comparing rate of sales versus inventory.



Slight Seller's Advantage

The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we’re in a Seller’s Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer’s zone, watch for downward pressure on prices.

REAL-TIME MARKET PROFILE

Median List Price		\$3,735,000
Median Price of New Listings		\$2,407,000
Per Square Foot		\$1,325
Average Days on Market		118
Median Days on Market		81
Price Decreased		19%
Price Increased		4%
Relisted		8%
Inventory		48
Median Rent		\$6,950
Market Action		30

Slight Seller's Advantage

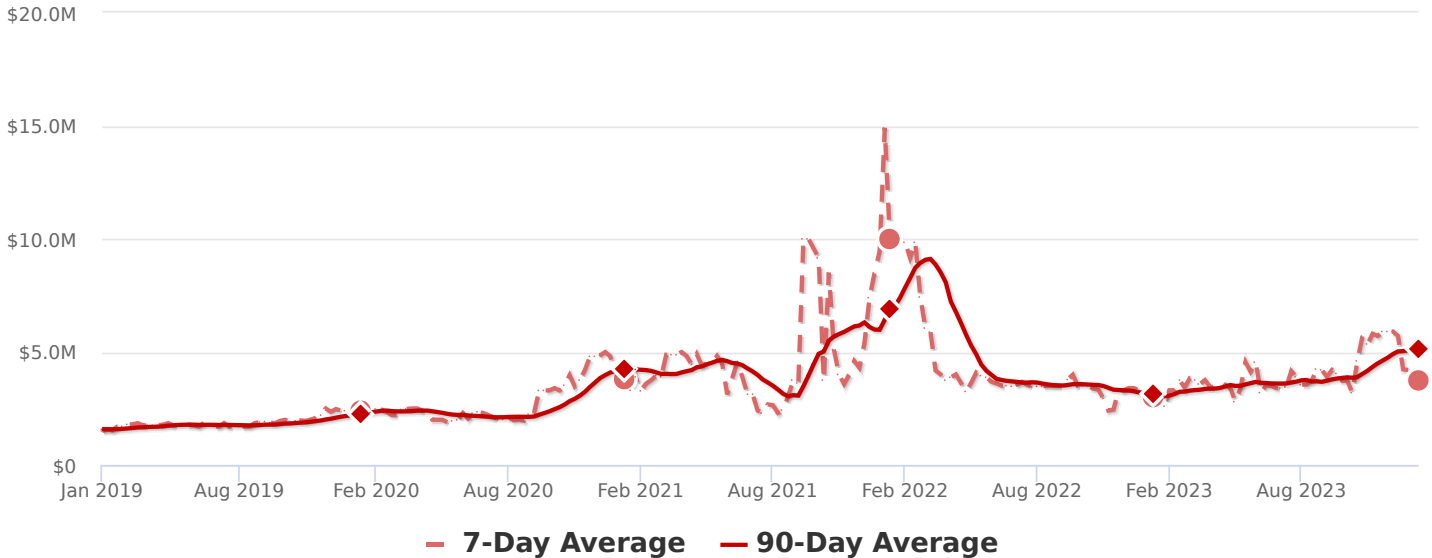
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$16,375,000	6,237	0.25 - 0.5 acre	4	6.5	10	0	0	154
\$4,974,500	3,305	0.25 - 0.5 acre	4	3.3	45	0	0	101
\$2,716,000	2,298	4,500 - 6,500 sqft	4	3	36	2	0	35
\$1,799,000	1,729	4,500 - 6,500 sqft	3	2.5	44	2	0	28

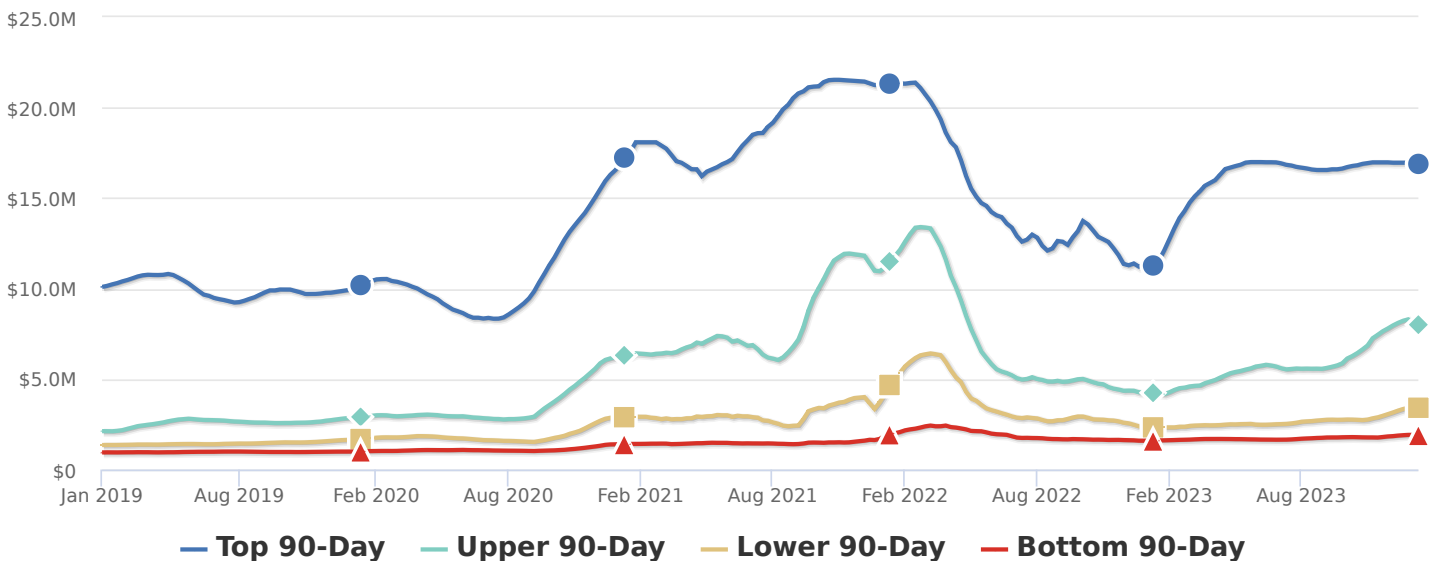
MEDIAN LIST PRICE

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.



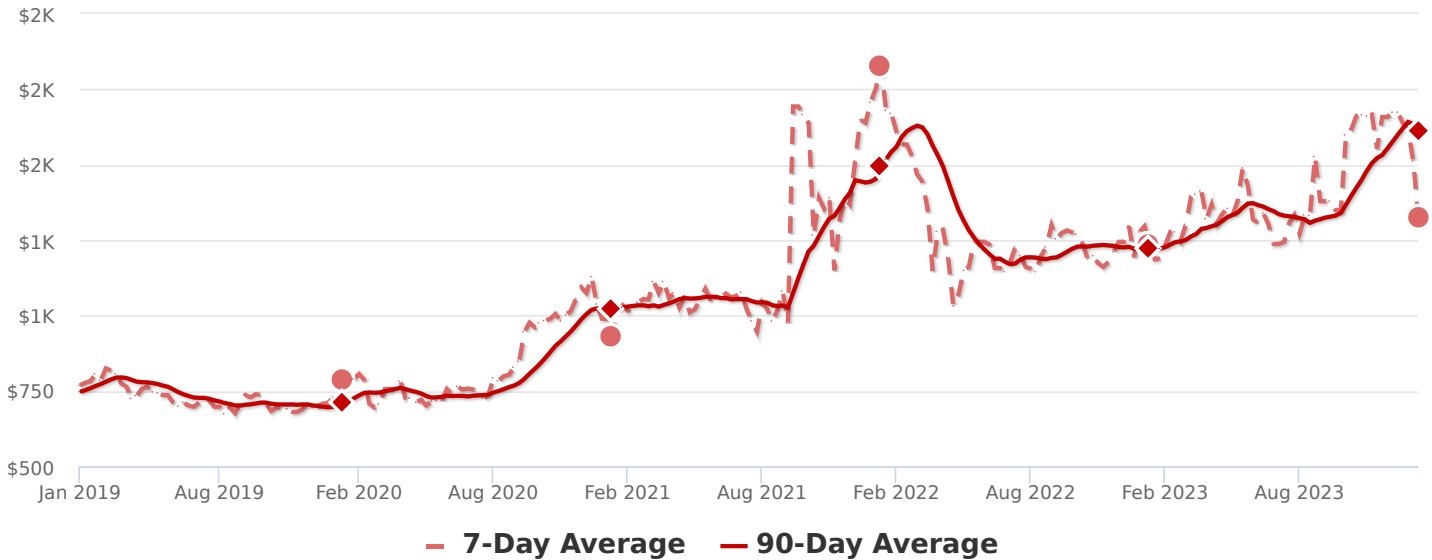
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 3 is on a bit of an up trend 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.



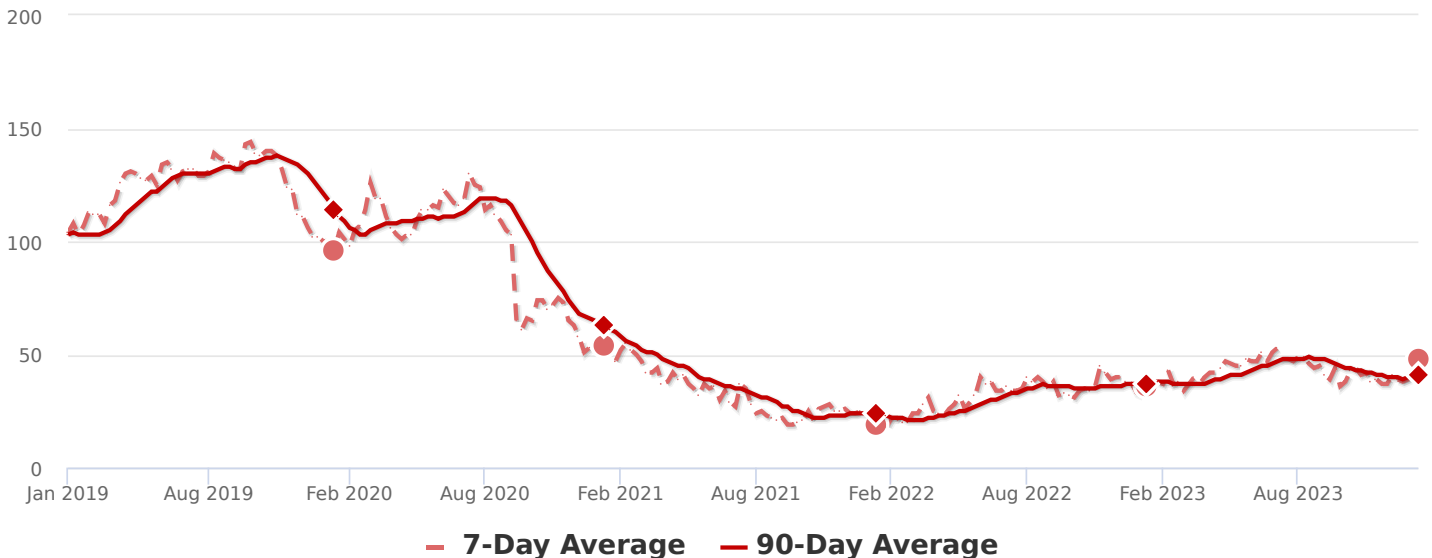
PRICE PER SQUARE FOOT

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.



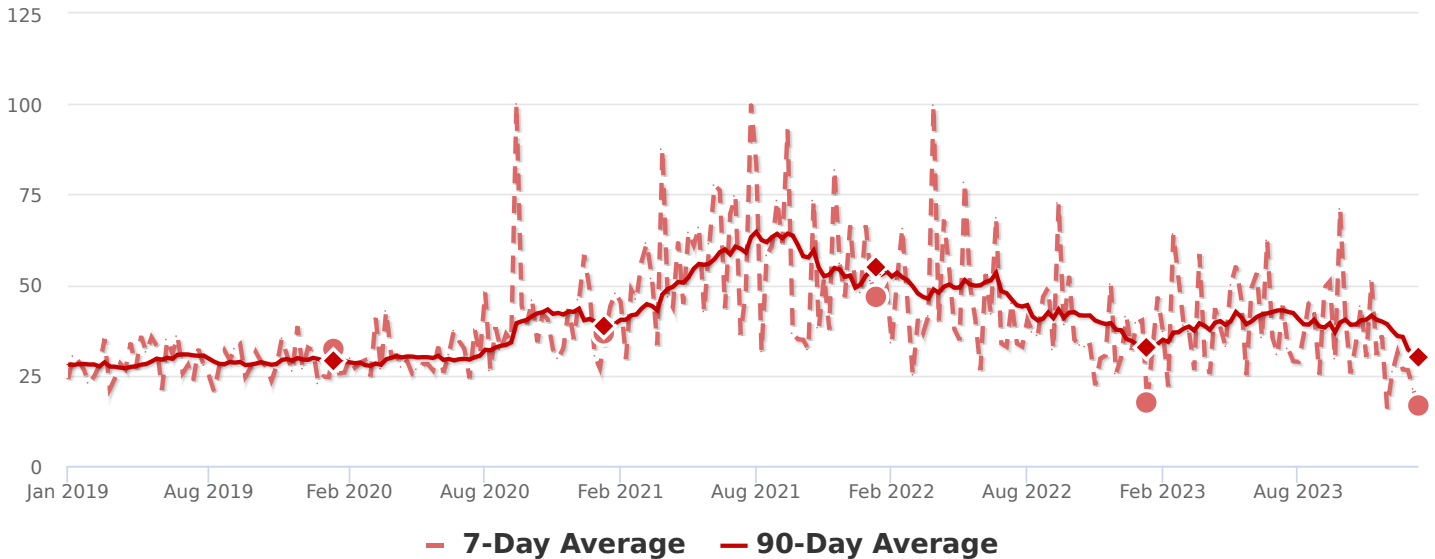
INVENTORY

Inventory has been relatively steady around these levels in recent weeks.



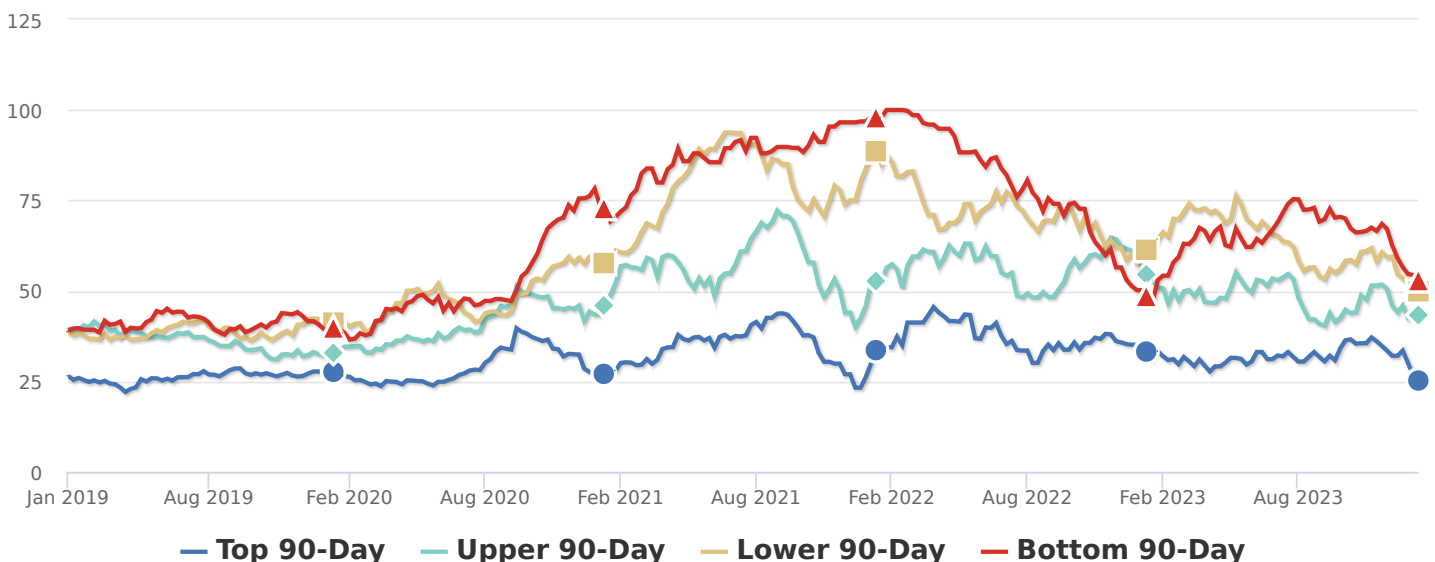
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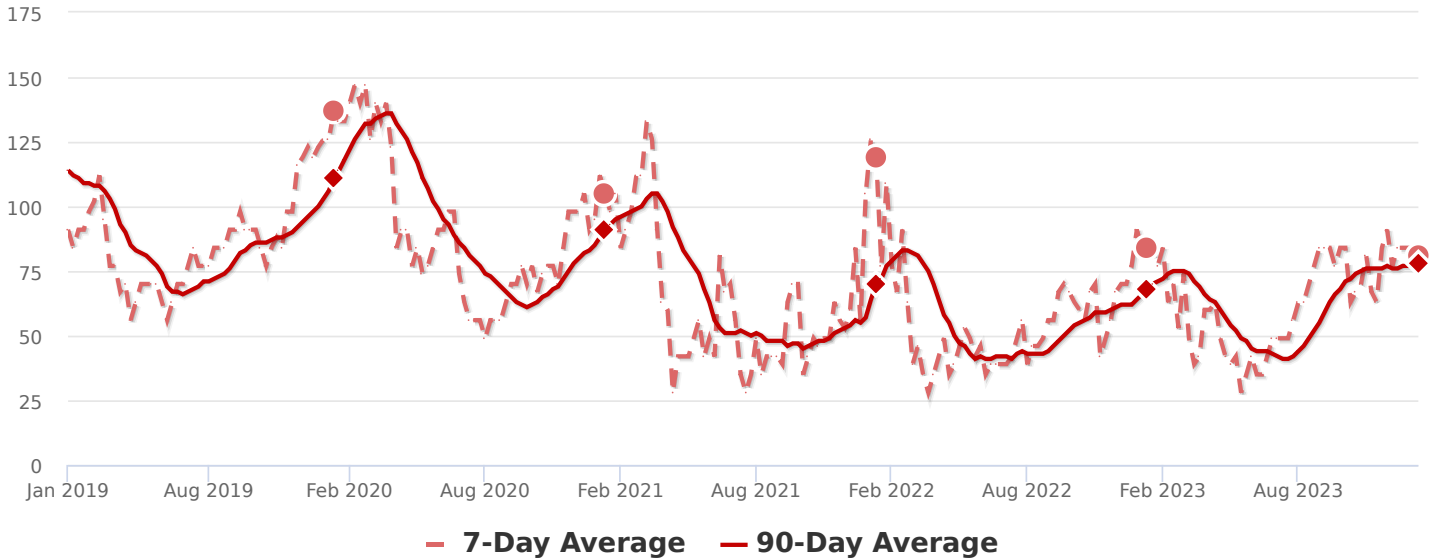
MARKET ACTION SEGMENTS

Three of the four quartiles of this zip code are in the Seller's Market zone with relatively low amounts of inventory given the current levels of demand. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 120 days. Half of the listings have come newly on the market in the past 78 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.

