



Coastal Real Estate Guide

Dana Point, CA 92629

REPORT FOR 4/5/2024
Single-Family Homes

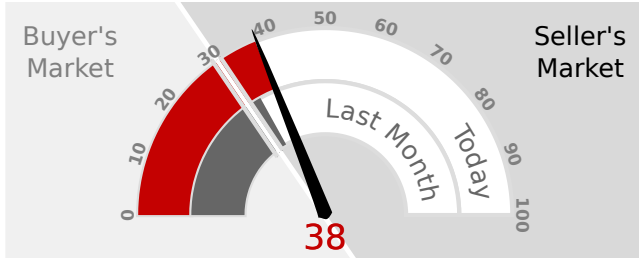
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This week the median list price for Dana Point, CA 92629 is \$4,250,000 with the market action index hovering around 38. This is an increase over last month's market action index of 34. Inventory has decreased to 39.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

REAL-TIME MARKET PROFILE

Median List Price		\$4,250,000
Median Price of New Listings		\$10,050,000
Per Square Foot		\$1,500
Average Days on Market		132
Median Days on Market		77
Price Decreased		33%
Price Increased		0%
Relisted		13%
Inventory		39
Median Rent		\$7,950
Market Action		38

Slight Seller's Advantage

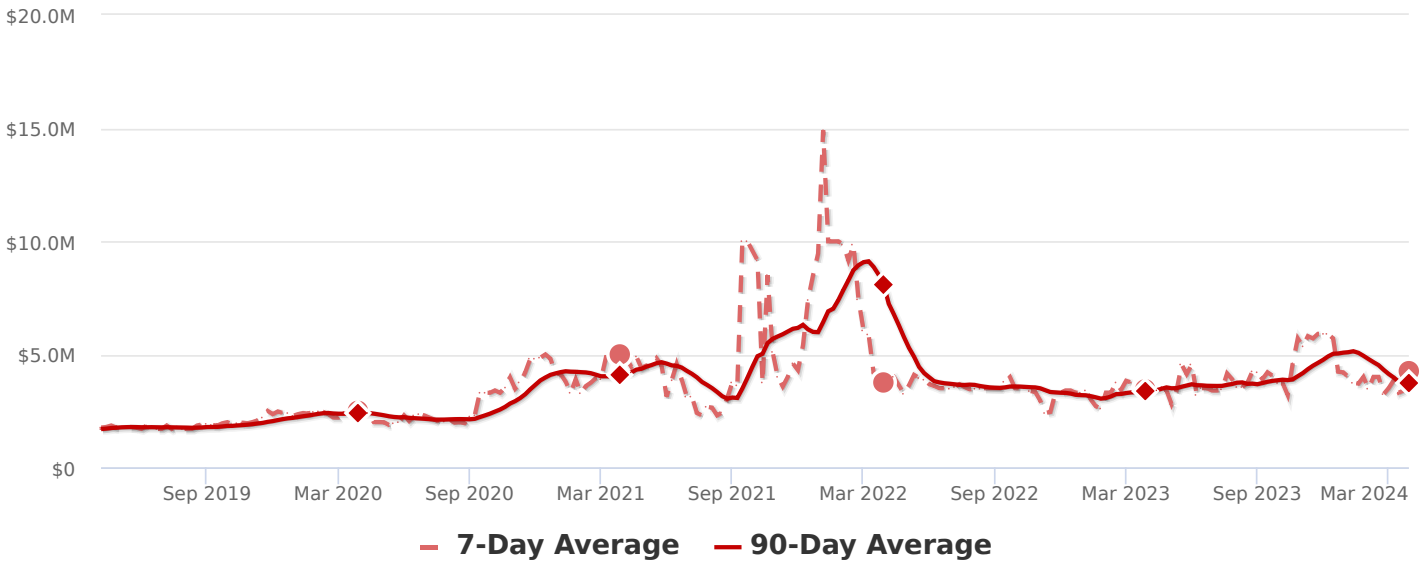
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$16,500,000	6,247	0.25 - 0.5 acre	5	7	10	1	0	168
\$8,625,000	2,991	0.25 - 0.5 acre	3	4	56	0	0	164
\$3,345,000	2,605	6,500 - 8,000 sqft	3	3.5	37	1	5	49
\$1,758,500	1,878	0 - 4,500 sqft	3	3	39	0	3	49

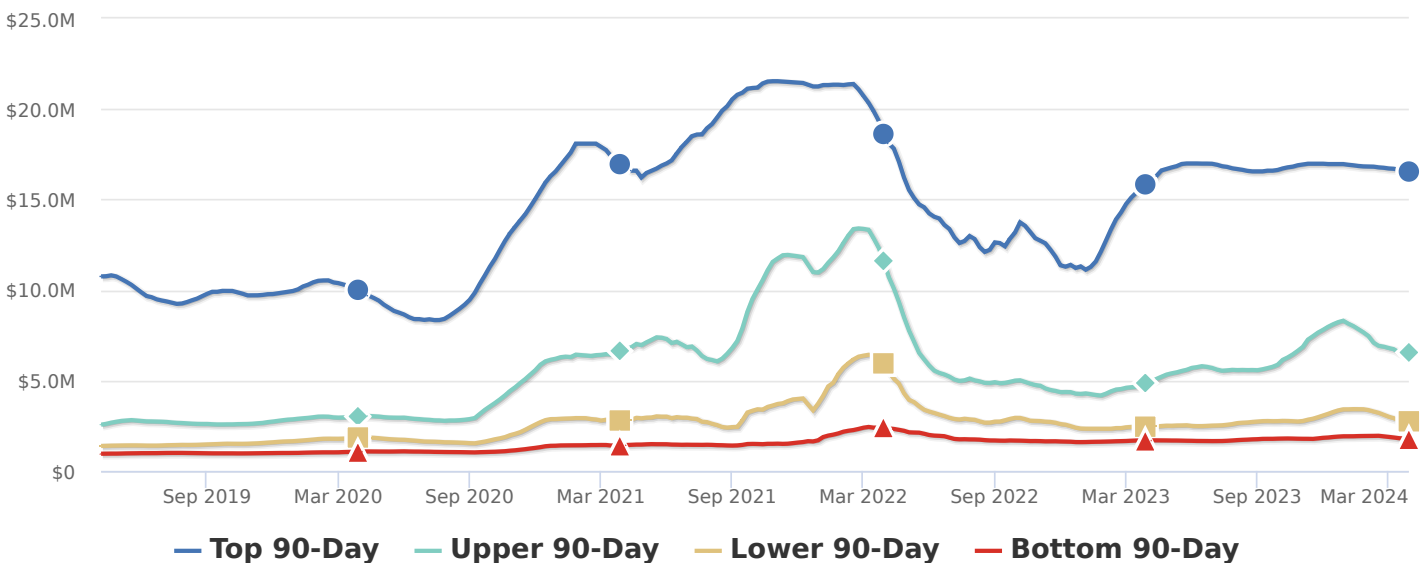
MEDIAN LIST PRICE

Prices in this zip code have been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.



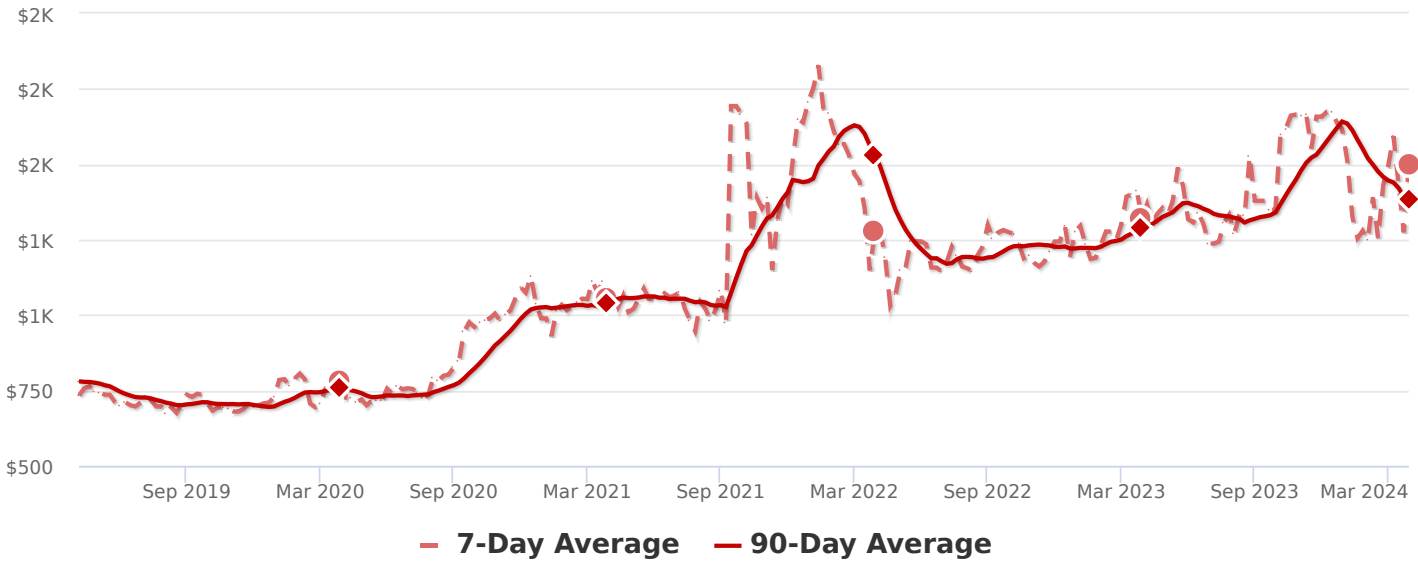
SEGMENTS

In the quartile market segments, we see the market's price weakness evident across the board. Quartiles 2, 3, and 4 have been in price decline in recent weeks, with Quartile 1 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



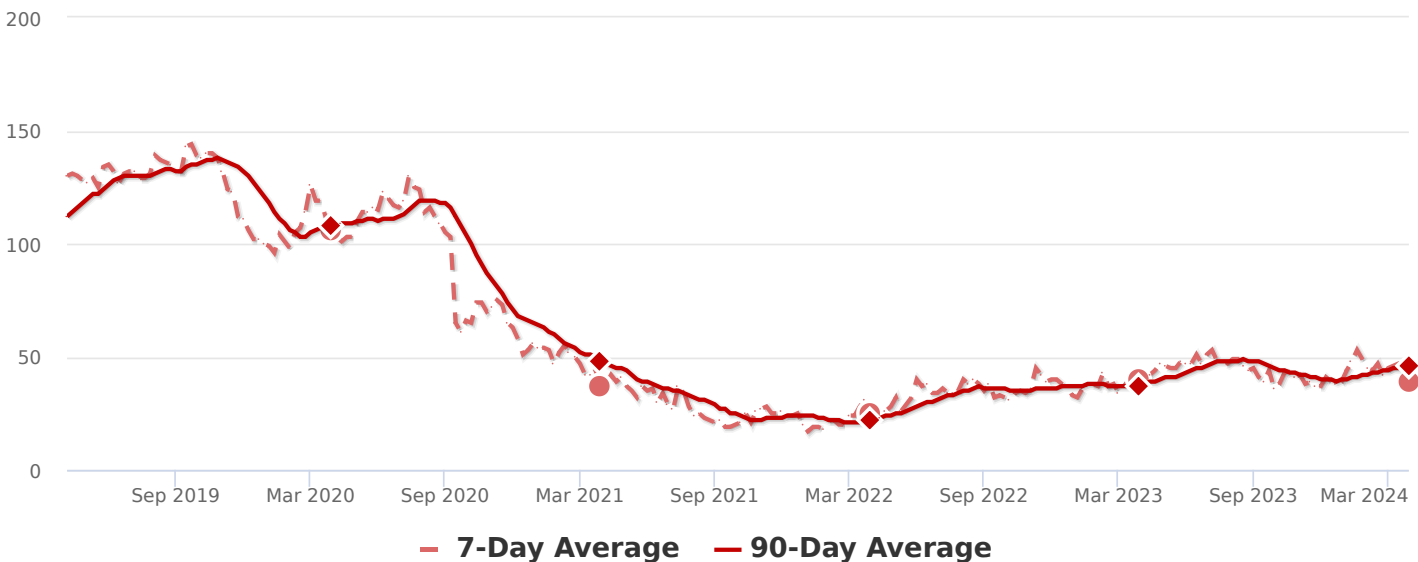
PRICE PER SQUARE FOOT

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



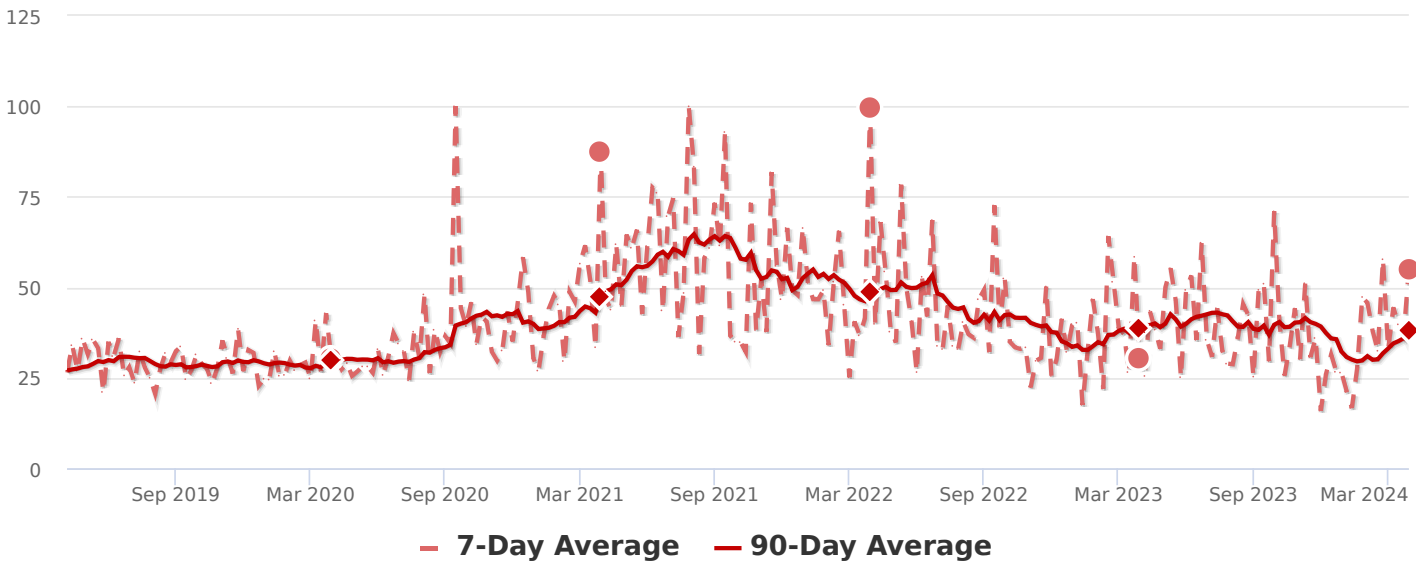
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



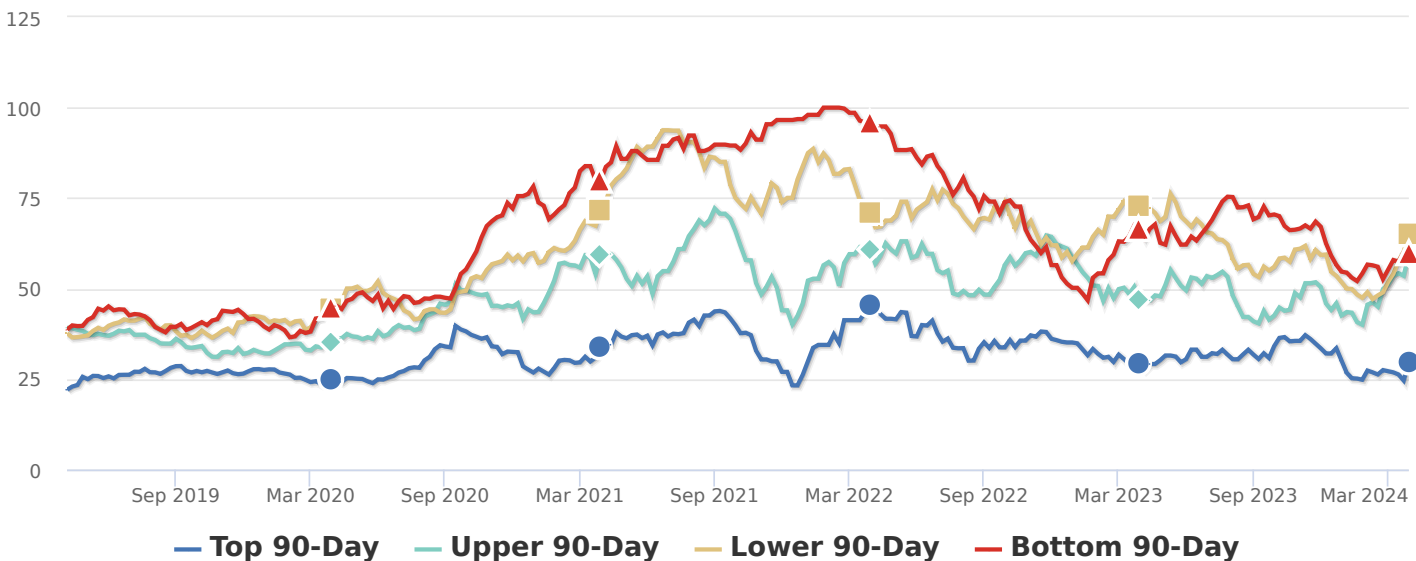
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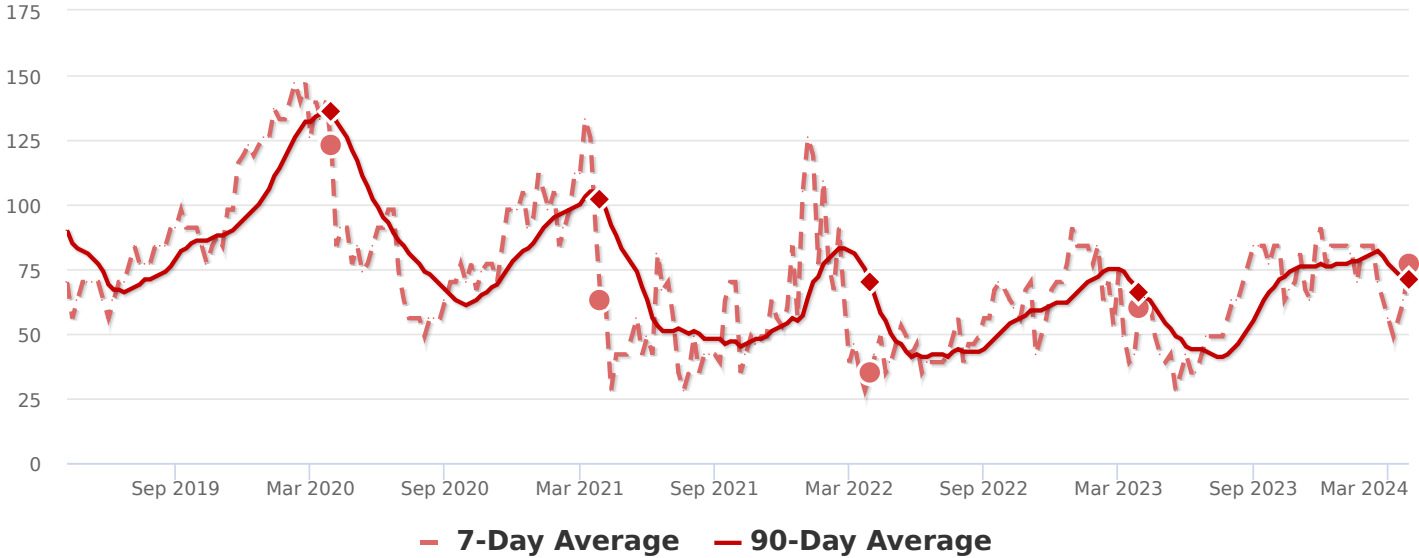
MARKET ACTION SEGMENTS

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 122 days. Half of the listings have come newly on the market in the past 71 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.

