



Coastal Real Estate Guide

Dana Point, CA 92629

REPORT FOR 12/19/2023

Single-Family Homes

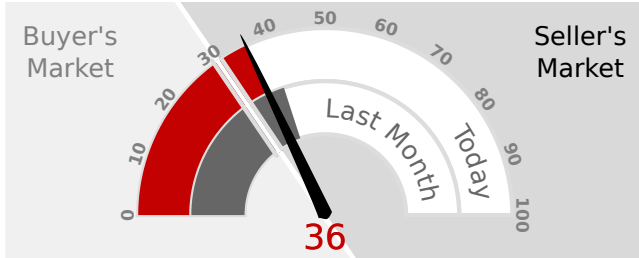
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This week the median list price for Dana Point, CA 92629 is \$5,699,000 with the market action index hovering around 36. This is less than last month's market action index of 40. Inventory has held steady at or around 39.

MARKET ACTION INDEX

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



Slight Seller's Advantage

Market appears to have begun to cool. As we're still notably in the Seller's zone, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.

REAL-TIME MARKET PROFILE

Median List Price		\$5,699,000
Median Price of New Listings		\$1,795,000
Per Square Foot		\$1,674
Average Days on Market		125
Median Days on Market		84
Price Decreased		26%
Price Increased		0%
Relisted		5%
Inventory		39
Median Rent		\$7,225
Market Action		36

Slight Seller's Advantage

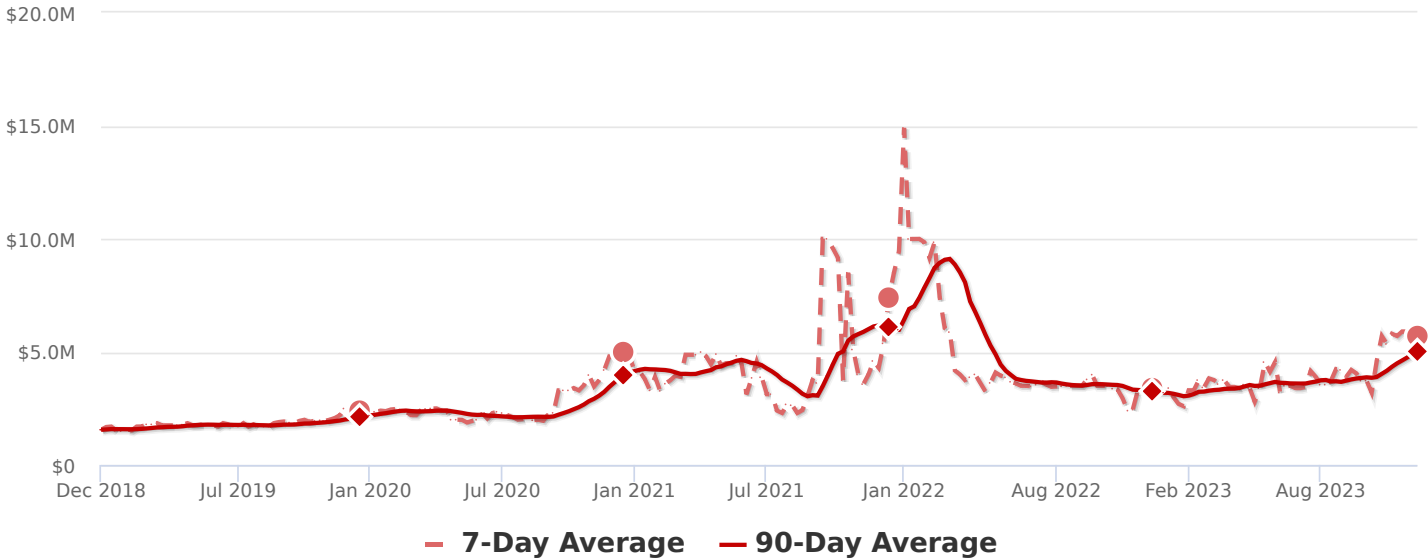
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$16,995,000	7,717	0.25 - 0.5 acre	5	7	58	0	0	105
\$8,362,500	3,429	0.25 - 0.5 acre	4	4.5	58	0	2	87
\$3,996,000	2,504	8,000 - 10,000 sqft	4	3	47	0	0	49
\$2,170,000	2,070	4,500 - 6,500 sqft	3	3	34	1	1	84

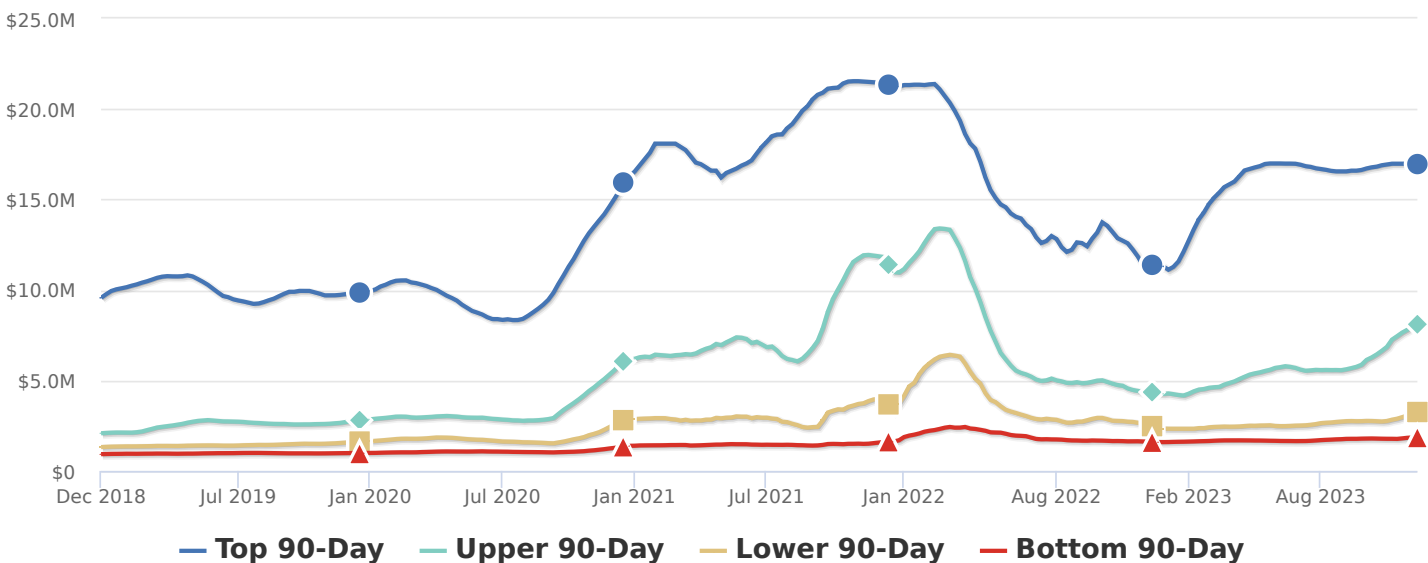
MEDIAN LIST PRICE

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



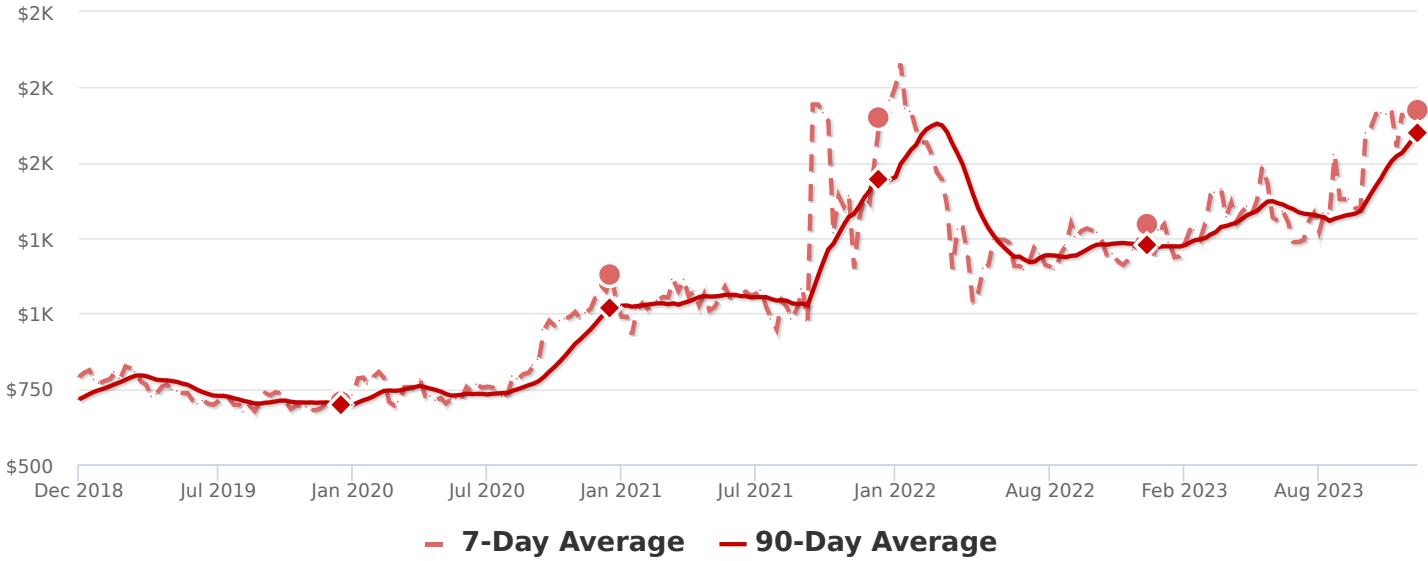
SEGMENTS

In the quartile market segments, we see prices in most of this zip code trending higher in recent weeks but the high-end of the market (Quartile 1) is essentially flat. Look to the Market Action Index Quartile breakdown to see a leading indicator for each quartile.



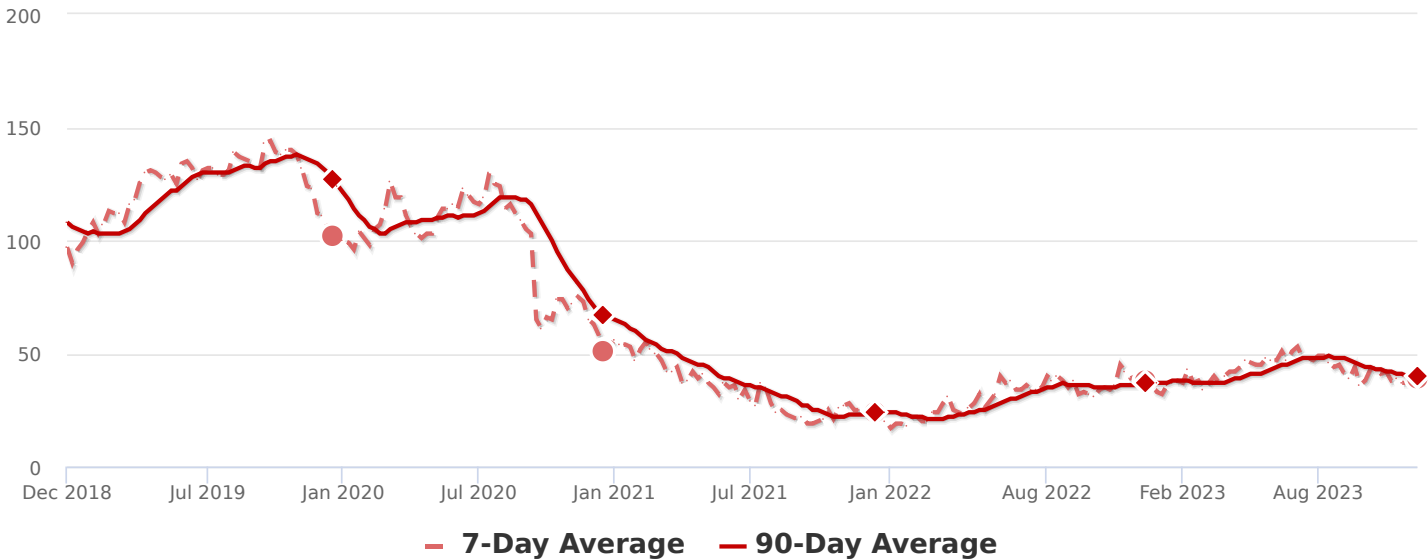
PRICE PER SQUARE FOOT

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



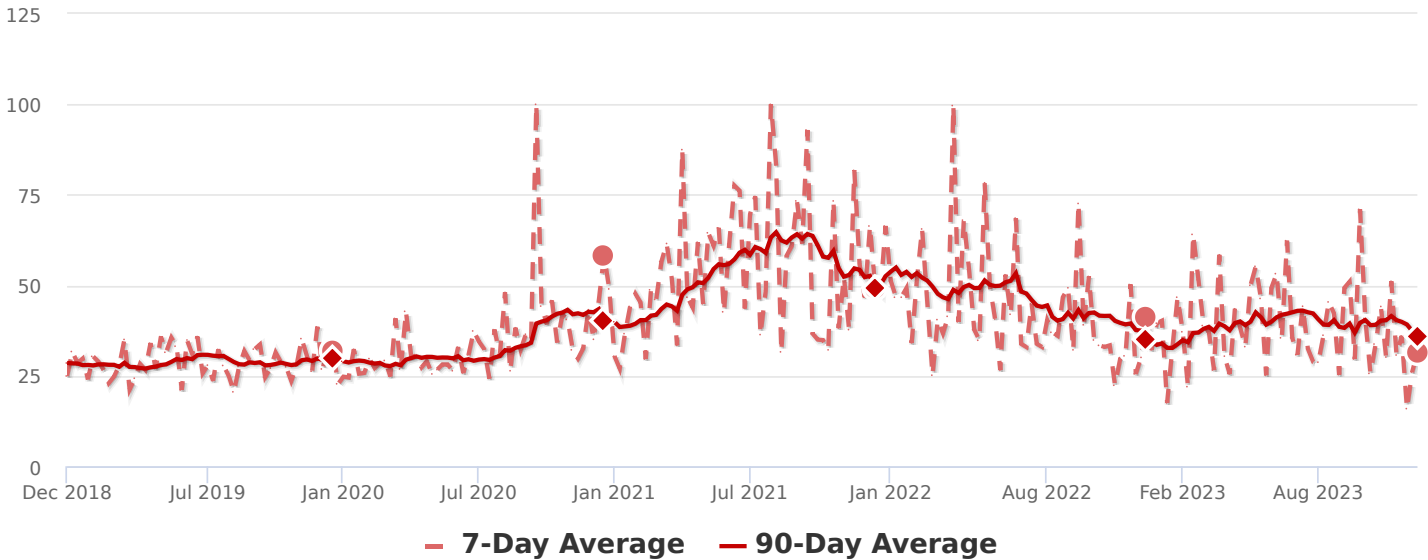
INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



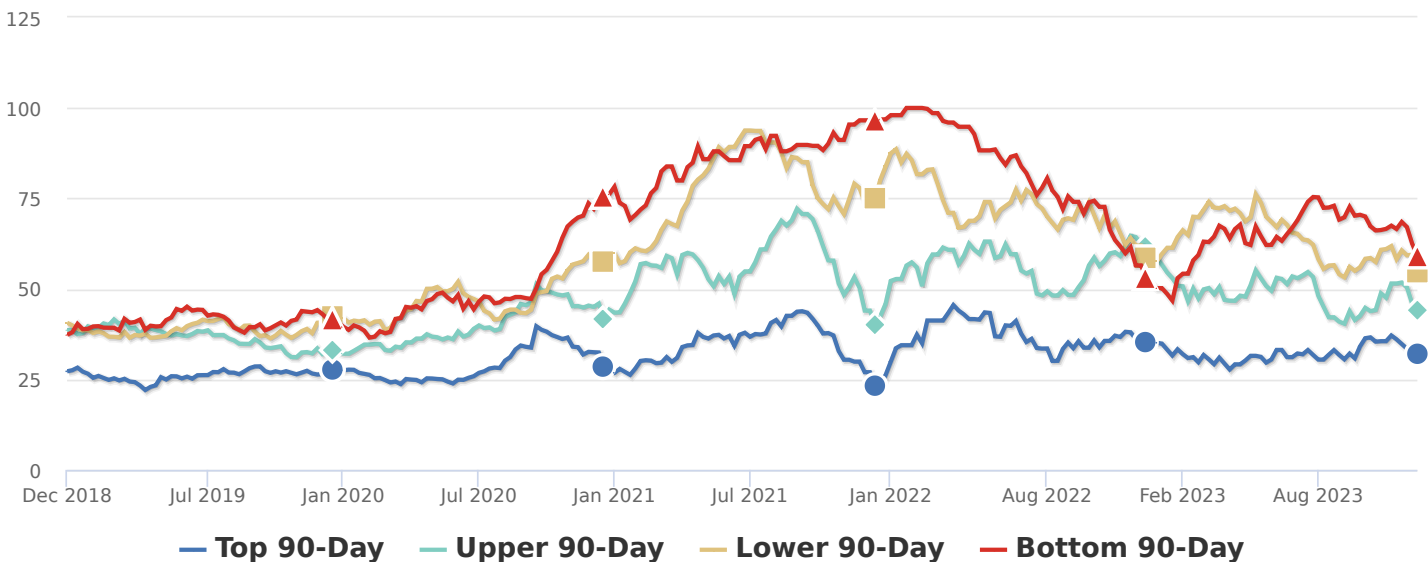
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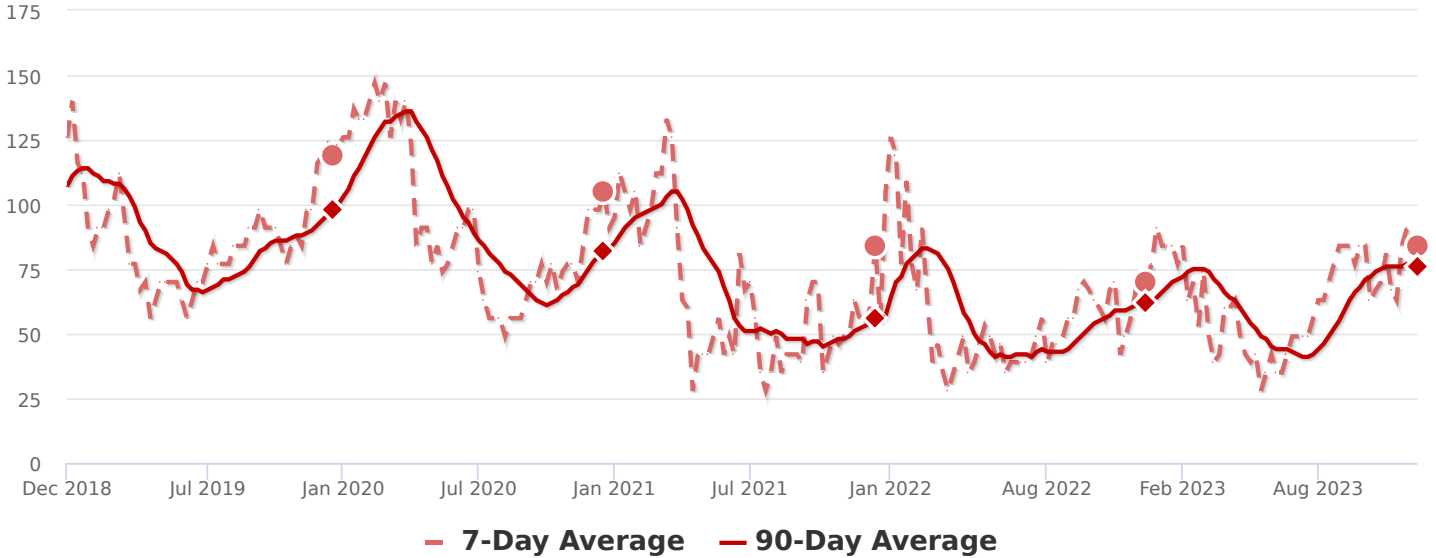
MARKET ACTION SEGMENTS

Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 118 days. Half of the listings have come newly on the market in the past 76 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.

