

# Comparative Market Analysis

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**Dana Point**

**Lantern District Single Family  
Homes**

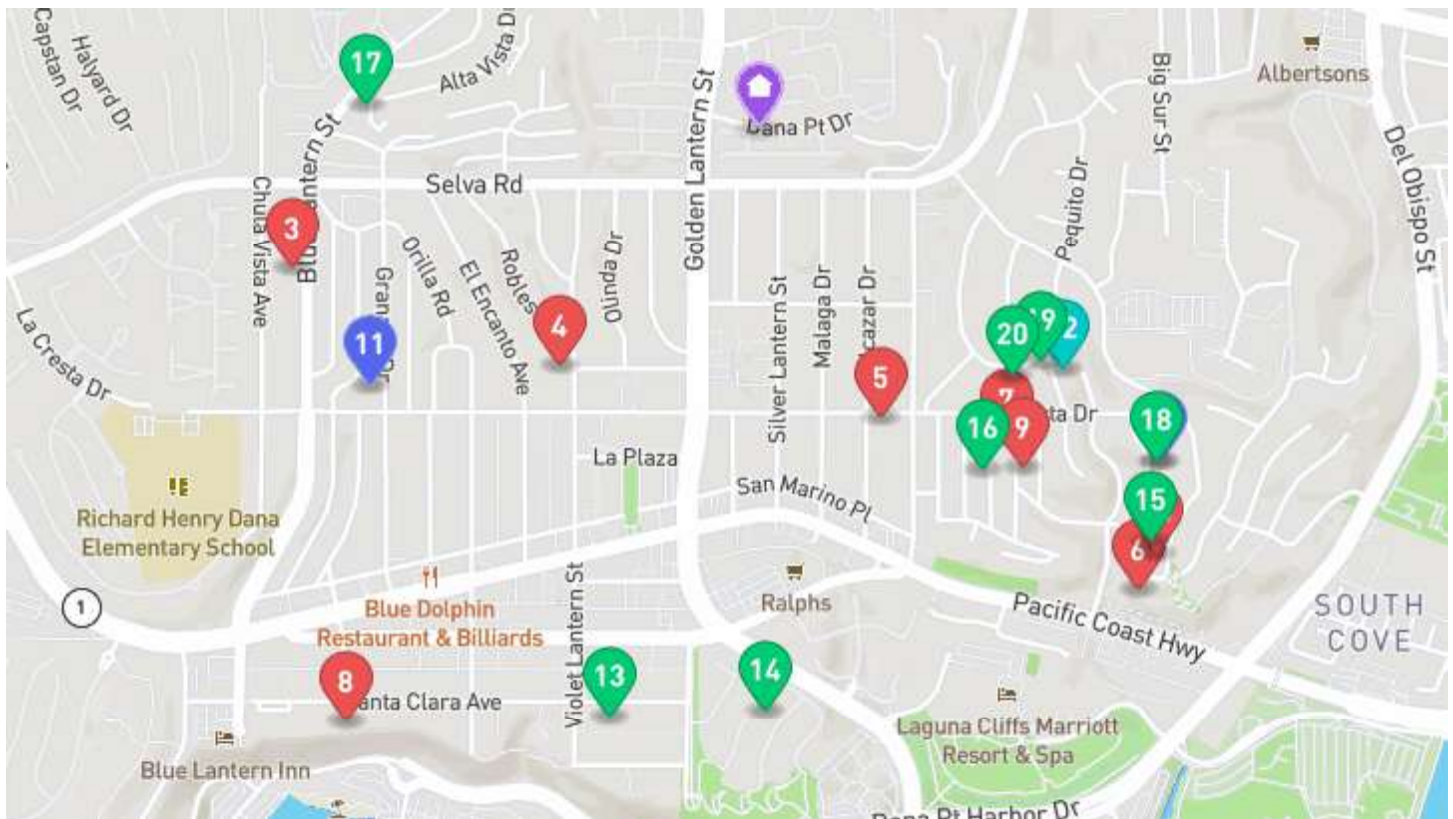
SEPTEMBER-OCTOBER 2025



**Leilani Serrao-Baker**

Civitas Realty

# Map of Comparable Listings



STATUS: X = EXPIRED S = CLOSED C = CANCELED B = ACTIVE UNDER CONTRACT A = COMING SOON A = ACTIVE

|          | MLS #          | STATUS                               | ADDRESS                     | BEDS | BATHS | SQFT    | PRICE        |
|----------|----------------|--------------------------------------|-----------------------------|------|-------|---------|--------------|
| <b>1</b> | <b>Subject</b> |                                      | <b>Dana Point</b>           | -    | -     | -       | -            |
| 2        | OC25124442     | <span style="color: blue;">X</span>  | 34061 Mazo Drive            | 3    | 3.00  | 2,000.0 | \$999,000    |
| 3        | OC24203798     | <span style="color: red;">S</span>   | 33841 Blue Lantern Street   | 4    | 4.00  | 3,600.0 | \$3,762,250  |
| 4        | IG25095794     | <span style="color: red;">S</span>   | 33935 Violet Lantern Street | 2    | 2.00  | 1,062.0 | \$1,550,000  |
| 5        | LG25129822     | <span style="color: red;">S</span>   | 24932 La Cresta Drive       | 3    | 2.00  | 1,120.0 | \$1,650,000  |
| 6        | OC25070447     | <span style="color: red;">S</span>   | 25252 Manzanita Drive       | 3    | 4.00  | 2,936.0 | \$3,100,000  |
| 7        | OC25112820     | <span style="color: red;">S</span>   | 34031 Zarzito Drive         | 4    | 2.00  | 1,824.0 | \$1,500,000  |
| 8        | LG25110609     | <span style="color: red;">S</span>   | 24352 Santa Clara Ave       | 5    | 6.00  | 5,502.0 | \$12,150,000 |
| 9        | OC25122855     | <span style="color: red;">S</span>   | 34062 Zarzito Drive         | 3    | 2.00  | 1,906.0 | \$1,660,000  |
| 10       | OC25124907     | <span style="color: red;">S</span>   | 34155 Calle La Primavera    | 3    | 3.00  | 1,916.0 | \$2,395,000  |
| 11       | OC25067046     | <span style="color: blue;">C</span>  | 33961 Granada Drive         | 5    | 6.00  | 4,672.0 | \$6,690,000  |
| 12       | OC25141741     | <span style="color: teal;">B</span>  | 33942 Pequito Drive         | 4    | 3.00  | 2,357.0 | \$2,300,000  |
| 13       | NDP2509079     | <span style="color: green;">A</span> | 24642 Santa Clara Avenue    | 4    | 4.00  | 3,594.0 | \$6,950,000  |



**Leilani Serrao-Baker**

Civitas Realty

Cell: 949-444-9175

leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

|    |            |   |                          |   |      |         |              |
|----|------------|---|--------------------------|---|------|---------|--------------|
| 14 | NP25186196 | A | 34312 Starboard Lantern  | 5 | 6.00 | 4,842.0 | \$10,995,000 |
| 15 | OC25158756 | A | 34145 Calle La Primavera | 3 | 3.00 | 2,282.0 | \$2,150,000  |
| 16 | OC25218407 | A | 34061 Formosa Drive      | 4 | 3.00 | 2,536.0 | \$2,499,998  |
| 17 | LG25013921 | A | 24400 Alta Vista Drive   | 2 | 3.00 | 2,372.0 | \$2,595,000  |
| 18 | OC25191986 | A | 34061 Mazo Drive         | 3 | 3.00 | 2,000.0 | \$995,000    |
| 19 | SR25183110 | A | 25142 Alicia Drive       | 3 | 4.00 | 1,878.0 | \$1,900,000  |
| 20 | OC25169853 | A | 25102 Alicia Drive       | 5 | 6.00 | 6,146.0 | \$6,700,000  |

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# Summary of Comparable Properties

## X EXPIRED LISTINGS

| ADDRESS          | SOLD DATE | BEDS | BATHS | SQFT         | PRICE            | \$/SQ.FT     |
|------------------|-----------|------|-------|--------------|------------------|--------------|
| 34061 Mazo Drive | -         | 3    | 3.00  | 2,000.0      | \$999,000        | \$500        |
| <b>Averages</b>  |           |      |       | <b>2,000</b> | <b>\$999,000</b> | <b>\$500</b> |

## S SOLD LISTINGS

| ADDRESS                     | SOLD DATE | BEDS | BATHS | SQFT         | SOLD PRICE         | \$/SQ.FT       |
|-----------------------------|-----------|------|-------|--------------|--------------------|----------------|
| 33841 Blue Lantern Street   | 7/25/25   | 4    | 4.00  | 3,600.0      | \$3,762,250        | \$1,045        |
| 33935 Violet Lantern Street | 7/31/25   | 2    | 2.00  | 1,062.0      | \$1,550,000        | \$1,460        |
| 24932 La Cresta Drive       | 7/31/25   | 3    | 2.00  | 1,120.0      | \$1,650,000        | \$1,473        |
| 25252 Manzanita Drive       | 8/18/25   | 3    | 4.00  | 2,936.0      | \$3,100,000        | \$1,056        |
| 34031 Zarzito Drive         | 9/16/25   | 4    | 2.00  | 1,824.0      | \$1,500,000        | \$822          |
| 24352 Santa Clara Ave       | 8/14/25   | 5    | 6.00  | 5,502.0      | \$12,150,000       | \$2,208        |
| 34062 Zarzito Drive         | 6/27/25   | 3    | 2.00  | 1,906.0      | \$1,660,000        | \$871          |
| 34155 Calle La Primavera    | 7/11/25   | 3    | 3.00  | 1,916.0      | \$2,395,000        | \$1,250        |
| <b>Averages</b>             |           |      |       | <b>2,483</b> | <b>\$3,470,906</b> | <b>\$1,273</b> |

## C CANCELLED LISTINGS

| ADDRESS             | SOLD DATE | BEDS | BATHS | SQFT         | PRICE              | \$/SQ.FT       |
|---------------------|-----------|------|-------|--------------|--------------------|----------------|
| 33961 Granada Drive | -         | 5    | 6.00  | 4,672.0      | \$6,690,000        | \$1,432        |
| <b>Averages</b>     |           |      |       | <b>4,672</b> | <b>\$6,690,000</b> | <b>\$1,432</b> |

## B BACKUP OFFER LISTINGS

| ADDRESS             | SOLD DATE | BEDS | BATHS | SQFT         | PRICE              | \$/SQ.FT     |
|---------------------|-----------|------|-------|--------------|--------------------|--------------|
| 33942 Pequito Drive | -         | 4    | 3.00  | 2,357.0      | \$2,300,000        | \$976        |
| <b>Averages</b>     |           |      |       | <b>2,357</b> | <b>\$2,300,000</b> | <b>\$976</b> |

## A ACTIVE LISTINGS

| ADDRESS                  | SOLD DATE | BEDS | BATHS | SQFT    | PRICE        | \$/SQ.FT |
|--------------------------|-----------|------|-------|---------|--------------|----------|
| 24642 Santa Clara Avenue | -         | 4    | 4.00  | 3,594.0 | \$6,950,000  | \$1,934  |
| 34312 Starboard Lantern  | -         | 5    | 6.00  | 4,842.0 | \$10,995,000 | \$2,271  |
| 34145 Calle La Primavera | -         | 3    | 3.00  | 2,282.0 | \$2,150,000  | \$942    |



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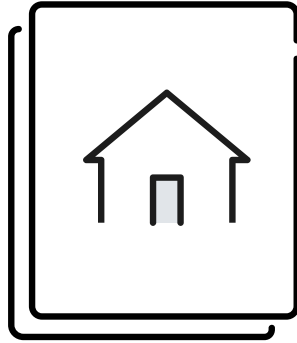
leilani@leilanihomes.com | civitasrealtyca.com | DRE # 01908226



|                        |   |   |      |         |             |         |
|------------------------|---|---|------|---------|-------------|---------|
| 34061 Formosa Drive    | - | 4 | 3.00 | 2,536.0 | \$2,499,998 | \$986   |
| 24400 Alta Vista Drive | - | 2 | 3.00 | 2,372.0 | \$2,595,000 | \$1,094 |
| 34061 Mazo Drive       | - | 3 | 3.00 | 2,000.0 | \$995,000   | \$498   |
| 25142 Alicia Drive     | - | 3 | 4.00 | 1,878.0 | \$1,900,000 | \$1,012 |
| 25102 Alicia Drive     | - | 5 | 6.00 | 6,146.0 | \$6,700,000 | \$1,090 |
| Averages               |   |   |      | 3,206   | \$4,348,124 | \$1,228 |



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Listings



**Leilani Serrao-Baker**

Civitas Realty

# Comparable Properties



## 34061 Mazo Drive

Dana Point, CA 92629

**EXPIRED** 6/3/25



## 33841 Blue Lantern Street

Dana Point, CA 92629

**CLOSED** 7/25/25



## 33935 Violet Lantern Street

Dana Point, CA 92629

**CLOSED** 7/31/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25124442           |
| List Price      | \$999,000            |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$500                |
| DOM             | 58                   |
| Year Built      | 2025                 |
| Sqft            | 2,000.0              |
| Lot Size (sqft) | 2,560                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.0588               |

Coldwell Banker Realty

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC24203798           |
| List Price      | \$3,978,000          |
| Sold Price      | \$3,762,250          |
| Adjusted Price  | -                    |
| Sold Date       | 7/25/25              |
| \$/Sqft         | \$1,045              |
| DOM             | 243                  |
| Year Built      | 1977                 |
| Sqft            | 3,600.0              |
| Lot Size (sqft) | 7,500                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 4                    |
| Baths           | 4.00                 |
| Garages         | 3                    |
| Acres           | 0.1722               |

Bullock Russell RE Services

|                 |                      |
|-----------------|----------------------|
| MLS #           | IG25095794           |
| List Price      | \$1,599,900          |
| Sold Price      | \$1,550,000          |
| Adjusted Price  | -                    |
| Sold Date       | 7/31/25              |
| \$/Sqft         | \$1,460              |
| DOM             | 63                   |
| Year Built      | 1959                 |
| Sqft            | 1,062.0              |
| Lot Size (sqft) | 4,422                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 2.00                 |
| Garages         | 2                    |
| Acres           | 0.1015               |

Keller Williams Realty



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Comparable Properties



## 24932 La Cresta Drive

Dana Point, CA 92629

**CLOSED** 7/31/25

## 25252 Manzanita Drive

Dana Point, CA 92629

**CLOSED** 8/18/25

## 34031 Zarzito Drive

Dana Point, CA 92629

**CLOSED** 9/16/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | LG25129822           |
| List Price      | \$1,580,000          |
| Sold Price      | \$1,650,000          |
| Adjusted Price  | -                    |
| Sold Date       | 7/31/25              |
| \$/Sqft         | \$1,473              |
| DOM             | 6                    |
| Year Built      | 1954                 |
| Sqft            | 1,120.0              |
| Lot Size (sqft) | 4,240                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 2.00                 |
| Garages         | 2                    |
| Acres           | 0.0973               |

First Team Real Estate

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25070447           |
| List Price      | \$3,150,000          |
| Sold Price      | \$3,100,000          |
| Adjusted Price  | -                    |
| Sold Date       | 8/18/25              |
| \$/Sqft         | \$1,056              |
| DOM             | 91                   |
| Year Built      | 1991                 |
| Sqft            | 2,936.0              |
| Lot Size (sqft) | 16,200               |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 4.00                 |
| Garages         | 2                    |
| Acres           | 0.3719               |

Realty One Group West

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25112820           |
| List Price      | \$1,674,999          |
| Sold Price      | \$1,500,000          |
| Adjusted Price  | -                    |
| Sold Date       | 9/16/25              |
| \$/Sqft         | \$822                |
| DOM             | 93                   |
| Year Built      | 1962                 |
| Sqft            | 1,824.0              |
| Lot Size (sqft) | 2,100                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 4                    |
| Baths           | 2.00                 |
| Garages         | 1                    |
| Acres           | 0.0482               |

Compass



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Comparable Properties



## 24352 Santa Clara Ave

Dana Point, CA 92629

**CLOSED** 8/14/25



## 34062 Zarzito Drive

Dana Point, CA 92629

**CLOSED** 6/27/25



## 34155 Calle La Primavera

Dana Point, CA 92629

**CLOSED** 7/11/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | LG25110609           |
| List Price      | \$12,950,000         |
| Sold Price      | \$12,150,000         |
| Adjusted Price  | -                    |
| Sold Date       | 8/14/25              |
| \$/Sqft         | \$2,208              |
| DOM             | 27                   |
| Year Built      | 1997                 |
| Sqft            | 5,502.0              |
| Lot Size (sqft) | 9,462                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 5                    |
| Baths           | 6.00                 |
| Garages         | 2                    |
| Acres           | 0.2172               |

Pacific Sotheby's International Realty

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25122855           |
| List Price      | \$1,678,000          |
| Sold Price      | \$1,660,000          |
| Adjusted Price  | -                    |
| Sold Date       | 6/27/25              |
| \$/Sqft         | \$871                |
| DOM             | 7                    |
| Year Built      | 1961                 |
| Sqft            | 1,906.0              |
| Lot Size (sqft) | 2,100                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 2.00                 |
| Garages         | 1                    |
| Acres           | 0.0482               |

Bullock Russell RE Services

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25124907           |
| List Price      | \$2,395,000          |
| Sold Price      | \$2,395,000          |
| Adjusted Price  | -                    |
| Sold Date       | 7/11/25              |
| \$/Sqft         | \$1,250              |
| DOM             | 6                    |
| Year Built      | 1977                 |
| Sqft            | 1,916.0              |
| Lot Size (sqft) | 2,750                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.0631               |

Nova Real Estate Services



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Comparable Properties



## 33961 Granada Drive

Dana Point, CA 92629

**CANCELED** 3/26/25



## 33942 Pequito Drive

Dana Point, CA 92629

**ACTIVE UNDER CONTRACT** 9/10/25



## 24642 Santa Clara Avenue

Dana Point, CA 92629

**COMING SOON** 9/12/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25067046           |
| List Price      | \$6,690,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,432              |
| DOM             | 161                  |
| Year Built      | 1987                 |
| Sqft            | 4,672.0              |
| Lot Size (sqft) | 6,000                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 5                    |
| Baths           | 6.00                 |
| Garages         | 2                    |
| Acres           | 0.1377               |

Douglas Elliman of California

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25141741           |
| List Price      | \$2,300,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$976                |
| DOM             | 36                   |
| Year Built      | 1977                 |
| Sqft            | 2,357.0              |
| Lot Size (sqft) | 2,700                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 4                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.062                |

Engel & Volkers Dana Point

|                 |                      |
|-----------------|----------------------|
| MLS #           | NDP2509079           |
| List Price      | \$6,950,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,934              |
| DOM             | 8                    |
| Year Built      | 2016                 |
| Sqft            | 3,594.0              |
| Lot Size (sqft) | 10,125               |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 4                    |
| Baths           | 4.00                 |
| Garages         | 2                    |
| Acres           | 0.2324               |

Berkshire Hathaway HomeService



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Comparable Properties



## 34312 Starboard Lantern

Dana Point, CA 92629

**ACTIVE** 9/9/25



## 34145 Calle La Primavera

Dana Point, CA 92629

**ACTIVE** 7/15/25



## 34061 Formosa Drive

Dana Point, CA 92629

**COMING SOON** 9/16/25

### Details

|                        |                      |
|------------------------|----------------------|
| MLS #                  | NP25186196           |
| List Price             | \$10,995,000         |
| Sold Price             | -                    |
| Adjusted Price         | -                    |
| Sold Date              | -                    |
| \$/Sqft                | \$2,271              |
| DOM                    | 5                    |
| Year Built             | 1984                 |
| Sqft                   | 4,842.0              |
| Lot Size (sqft)        | 19,090               |
| Area                   | LT - Lantern Village |
| Taxes                  | -                    |
| Beds                   | 5                    |
| Baths                  | 6.00                 |
| Garages                | 3                    |
| Acres                  | 0.4382               |
| Coldwell Banker Realty |                      |

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25158756           |
| List Price      | \$2,150,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$942                |
| DOM             | 54                   |
| Year Built      | 1977                 |
| Sqft            | 2,282.0              |
| Lot Size (sqft) | 5,040                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.1157               |
| CRI             |                      |

|                        |                      |
|------------------------|----------------------|
| MLS #                  | OC25218407           |
| List Price             | \$2,499,998          |
| Sold Price             | -                    |
| Adjusted Price         | -                    |
| Sold Date              | -                    |
| \$/Sqft                | \$986                |
| DOM                    | 4                    |
| Year Built             | 1967                 |
| Sqft                   | 2,536.0              |
| Lot Size (sqft)        | 2,100                |
| Area                   | LT - Lantern Village |
| Taxes                  | -                    |
| Beds                   | 4                    |
| Baths                  | 3.00                 |
| Garages                | 2                    |
| Acres                  | 0.0482               |
| First Team Real Estate |                      |



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# Comparable Properties



## 24400 Alta Vista Drive

Dana Point, CA 92629

**ACTIVE** 1/20/25



## 34061 Mazo Drive

Dana Point, CA 92629

**ACTIVE** 8/25/25



## 25142 Alicia Drive

Dana Point, CA 92629

**ACTIVE** 8/13/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | LG25013921           |
| List Price      | \$2,595,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,094              |
| DOM             | 198                  |
| Year Built      | 2004                 |
| Sqft            | 2,372.0              |
| Lot Size (sqft) | 4,486                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.103                |

Laguna Coast Real Estate

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25191986           |
| List Price      | \$995,000            |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$498                |
| DOM             | 10                   |
| Year Built      | 2025                 |
| Sqft            | 2,000.0              |
| Lot Size (sqft) | 2,560                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.0588               |

Coldwell Banker Realty

|                 |                      |
|-----------------|----------------------|
| MLS #           | SR25183110           |
| List Price      | \$1,900,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,012              |
| DOM             | 28                   |
| Year Built      | 1972                 |
| Sqft            | 1,878.0              |
| Lot Size (sqft) | 3,250                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 4.00                 |
| Garages         | 2                    |
| Acres           | 0.0746               |

Keller Williams Realty-Studio City



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# Comparable Properties



## 25102 Alicia Drive

Dana Point, CA 92629

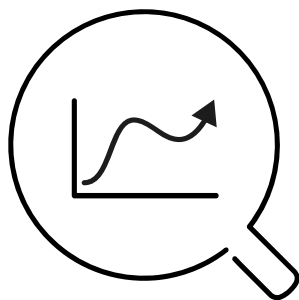
**ACTIVE** 7/14/25

### Details

|                        |                      |
|------------------------|----------------------|
| MLS #                  | OC25169853           |
| List Price             | \$6,700,000          |
| Sold Price             | -                    |
| Adjusted Price         | -                    |
| Sold Date              | -                    |
| \$/Sqft                | \$1,090              |
| DOM                    | 37                   |
| Year Built             | 1992                 |
| Sqft                   | 6,146.0              |
| Lot Size (sqft)        | 6,300                |
| Area                   | LT - Lantern Village |
| Taxes                  | -                    |
| Beds                   | 5                    |
| Baths                  | 6.00                 |
| Garages                | 3                    |
| Acres                  | 0.1446               |
| First Team Real Estate |                      |



**Leilani Serrao-Baker**  
Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Analysis

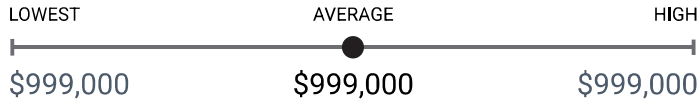


**Leilani Serrao-Baker**

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# Comparable Property Statistics

## X 1 Expired Listings



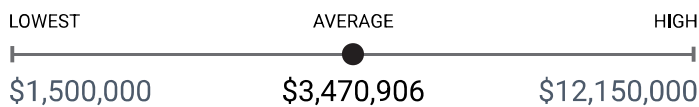
AVG PRICE / SQFT

**\$500**

AVG DOM

**58**

## S 8 Sold Listings



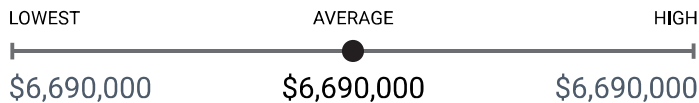
AVG PRICE / SQFT

**\$1,273**

AVG DOM

**67**

## C 1 Cancelled Listings



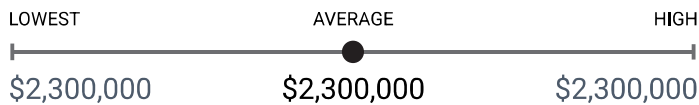
AVG PRICE / SQFT

**\$1,432**

AVG DOM

**161**

## B 1 Backup Offer Listings



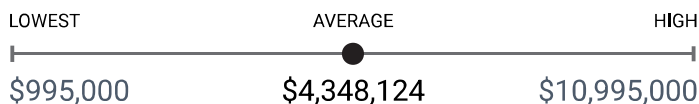
AVG PRICE / SQFT

**\$976**

AVG DOM

**36**

## A 8 Active Listings



AVG PRICE / SQFT

**\$1,228**

AVG DOM

**43****Leilani Serrao-Baker**

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# Sold Property Analysis

## Averages

97.11%

Homes sold for an average of 97.11% of their list price.

67

Days on market

It took an average of 67 days for a home to sell.

## Analysis

| ADDRESS                     | ORIG LIST PRICE | SOLD PRICE   | % OF ORIG LIST PRICE | DOM | \$ PER SQFT |
|-----------------------------|-----------------|--------------|----------------------|-----|-------------|
| 33841 Blue Lantern Street   | \$3,998,000     | \$3,762,250  | 94.10%               | 243 | \$1,045     |
| 33935 Violet Lantern Street | \$1,699,900     | \$1,550,000  | 91.18%               | 63  | \$1,460     |
| 24932 La Cresta Drive       | \$1,580,000     | \$1,650,000  | 104.43%              | 6   | \$1,473     |
| 25252 Manzanita Drive       | \$3,299,000     | \$3,100,000  | 93.97%               | 91  | \$1,056     |
| 34031 Zarzito Drive         | \$1,800,000     | \$1,500,000  | 83.33%               | 93  | \$822       |
| 24352 Santa Clara Ave       | \$10,950,000    | \$12,150,000 | 110.96%              | 27  | \$2,208     |
| 34062 Zarzito Drive         | \$1,678,000     | \$1,660,000  | 98.93%               | 7   | \$871       |
| 34155 Calle La Primavera    | \$2,395,000     | \$2,395,000  | 100.00%              | 6   | \$1,250     |
| Averages                    | \$3,424,987     | \$3,470,906  | 97.11%               | 67  | \$1,273     |



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# Time To Sell

67 Days on Market

97.08% of list price

Sold homes were on the market for an average of 67 days before they accepted an offer. These homes sold for an average of 97.08% of list price.



○ Original list price    ● Most recent price or sold price

|                 | ADDRESS                     | STATUS                  | LIST PRICE         | SOLD PRICE         | DOM       | % OF LIST \$  |
|-----------------|-----------------------------|-------------------------|--------------------|--------------------|-----------|---------------|
| 1               | 34061 Mazo Drive            | ● Expired               | \$999,000          | -                  | 58        | -             |
| 2               | 33841 Blue Lantern Street   | ● Closed                | \$3,978,000        | \$3,762,250        | 243       | 94.58%        |
| 3               | 33935 Violet Lantern Street | ● Closed                | \$1,599,900        | \$1,550,000        | 63        | 96.88%        |
| 4               | 24932 La Cresta Drive       | ● Closed                | \$1,580,000        | \$1,650,000        | 6         | 104.43%       |
| 5               | 25252 Manzanita Drive       | ● Closed                | \$3,150,000        | \$3,100,000        | 91        | 98.41%        |
| 6               | 34031 Zarzito Drive         | ● Closed                | \$1,674,999        | \$1,500,000        | 93        | 89.55%        |
| 7               | 24352 Santa Clara Ave       | ● Closed                | \$12,950,000       | \$12,150,000       | 27        | 93.82%        |
| 8               | 34062 Zarzito Drive         | ● Closed                | \$1,678,000        | \$1,660,000        | 7         | 98.93%        |
| 9               | 34155 Calle La Primavera    | ● Closed                | \$2,395,000        | \$2,395,000        | 6         | 100.00%       |
| 10              | 33961 Granada Drive         | ● Canceled              | \$6,690,000        | -                  | 122       | -             |
| 11              | 33942 Pequito Drive         | ● Active Under Contract | \$2,300,000        | -                  | 36        | -             |
| <b>Averages</b> |                             |                         | <b>\$3,883,152</b> | <b>\$3,470,906</b> | <b>60</b> | <b>97.08%</b> |



**Leilani Serrao-Baker**

Civitas Realty

Cell: 949-444-9175

leilani@leilanihomes.com | civitasrealtyca.com | DRE # 01908226

|                 |                          |               |                    |                    |           |               |
|-----------------|--------------------------|---------------|--------------------|--------------------|-----------|---------------|
| 12              | 24642 Santa Clara Avenue | ● Coming Soon | \$6,950,000        | -                  | 8         | -             |
| 13              | 34312 Starboard Lantern  | ● Active      | \$10,995,000       | -                  | 5         | -             |
| 14              | 34145 Calle La Primavera | ● Active      | \$2,150,000        | -                  | 54        | -             |
| 15              | 34061 Formosa Drive      | ● Coming Soon | \$2,499,998        | -                  | 4         | -             |
| 16              | 24400 Alta Vista Drive   | ● Active      | \$2,595,000        | -                  | 198       | -             |
| 17              | 34061 Mazo Drive         | ● Active      | \$995,000          | -                  | 10        | -             |
| 18              | 25142 Alicia Drive       | ● Active      | \$1,900,000        | -                  | 28        | -             |
| 19              | 25102 Alicia Drive       | ● Active      | \$6,700,000        | -                  | 37        | -             |
| <b>Averages</b> |                          |               | <b>\$3,883,152</b> | <b>\$3,470,906</b> | <b>60</b> | <b>97.08%</b> |



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Average Price Per Sq Ft

\$1,273 Sqft.

Comparable homes sold for an average of \$1,273 / sq. ft. Many factors such as location, use of space, condition, quality, and amenities determine the market value per square foot, so reviewing each comp carefully is important.



Trendline (based on SOLD listings only)

|          | ADDRESS                     | STATUS                | SOLD PRICE   | SQ. FT. | \$/SQ.FT |
|----------|-----------------------------|-----------------------|--------------|---------|----------|
| 1        | 34061 Mazo Drive            | Expired               | -            | 2,000   | \$500    |
| 2        | 33841 Blue Lantern Street   | Closed                | \$3,762,250  | 3,600   | \$1,045  |
| 3        | 33935 Violet Lantern Street | Closed                | \$1,550,000  | 1,062   | \$1,460  |
| 4        | 24932 La Cresta Drive       | Closed                | \$1,650,000  | 1,120   | \$1,473  |
| 5        | 25252 Manzanita Drive       | Closed                | \$3,100,000  | 2,936   | \$1,056  |
| 6        | 34031 Zarzito Drive         | Closed                | \$1,500,000  | 1,824   | \$822    |
| 7        | 24352 Santa Clara Ave       | Closed                | \$12,150,000 | 5,502   | \$2,208  |
| 8        | 34062 Zarzito Drive         | Closed                | \$1,660,000  | 1,906   | \$871    |
| 9        | 34155 Calle La Primavera    | Closed                | \$2,395,000  | 1,916   | \$1,250  |
| 10       | 33961 Granada Drive         | Canceled              | -            | 4,672   | \$1,432  |
| 11       | 33942 Pequito Drive         | Active Under Contract | -            | 2,357   | \$976    |
| Averages |                             |                       | \$3,470,906  | 2,871   | \$1,206  |



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|          |                          |               |   |             |         |         |
|----------|--------------------------|---------------|---|-------------|---------|---------|
| 12       | 24642 Santa Clara Avenue | ● Coming Soon | - | 3,594       | \$1,934 |         |
| 13       | 34312 Starboard Lantern  | ● Active      | - | 4,842       | \$2,271 |         |
| 14       | 34145 Calle La Primavera | ● Active      | - | 2,282       | \$942   |         |
| 15       | 34061 Formosa Drive      | ● Coming Soon | - | 2,536       | \$986   |         |
| 16       | 24400 Alta Vista Drive   | ● Active      | - | 2,372       | \$1,094 |         |
| 17       | 34061 Mazo Drive         | ● Active      | - | 2,000       | \$498   |         |
| 18       | 25142 Alicia Drive       | ● Active      | - | 1,878       | \$1,012 |         |
| 19       | 25102 Alicia Drive       | ● Active      | - | 6,146       | \$1,090 |         |
| Averages |                          |               |   | \$3,470,906 | 2,871   | \$1,206 |



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# Comparative Market Analysis

---



**Dana point**

**Lantern District Attached**

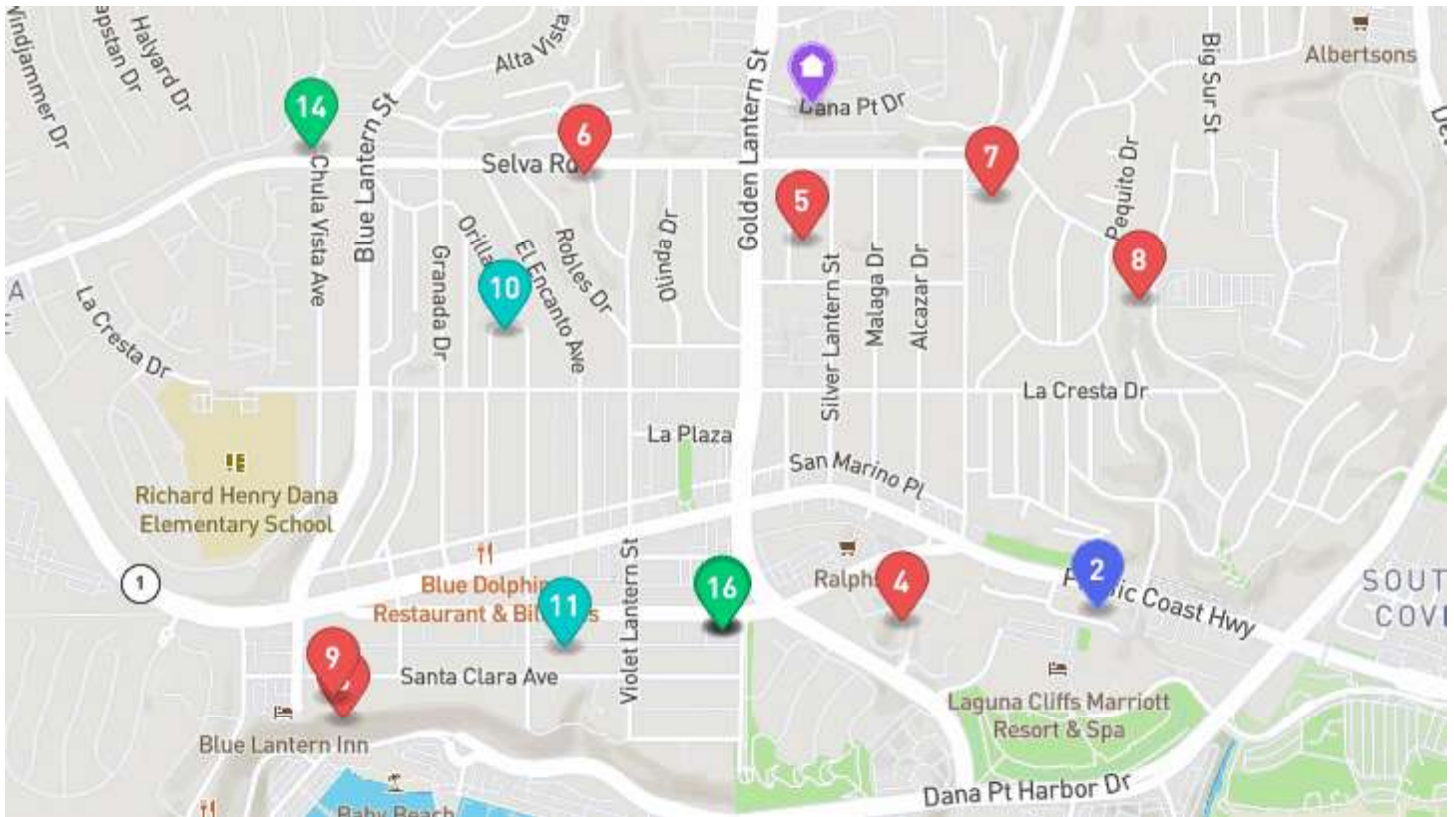
SEPTEMBER-OCTOBER 2025



**Leilani Serrao-Baker**

Civitas Realty

# Map of Comparable Listings



STATUS: X = EXPIRED S = CLOSED B = ACTIVE UNDER CONTRACT A = ACTIVE

|    | MLS #          | STATUS                               | ADDRESS                        | BEDS | BATHS | SQFT    | PRICE       |
|----|----------------|--------------------------------------|--------------------------------|------|-------|---------|-------------|
| 1  | <b>Subject</b> |                                      | <b>Dana point</b>              | -    | -     | -       | -           |
| 2  | NP25036441     | <span style="color: blue;">X</span>  | 25153 Terrace Lantern 4        | 2    | 2.00  | 1,062.0 | \$1,050,000 |
| 3  | OC25093179     | <span style="color: red;">S</span>   | 24242 Santa Clara Avenue 26    | 2    | 2.00  | 1,058.0 | \$1,900,000 |
| 4  | LG25108810     | <span style="color: red;">S</span>   | 34300 Lantern Bay Drive 41     | 2    | 2.00  | 2,055.0 | \$1,800,000 |
| 5  | PW25097036     | <span style="color: red;">S</span>   | 33822 Colegio Drive C          | 3    | 2.00  | 1,251.0 | \$1,475,000 |
| 6  | OC25081790     | <span style="color: red;">S</span>   | 33751 Castano Drive 1          | 2    | 3.00  | 1,845.0 | \$1,499,000 |
| 7  | PW25121792     | <span style="color: red;">S</span>   | 33772 Copper Lantern Street B  | 2    | 3.00  | 1,100.0 | \$999,900   |
| 8  | OC25169208     | <span style="color: red;">S</span>   | 33891 Calle La Primavera 33891 | 3    | 3.00  | 2,277.0 | \$780,000   |
| 9  | P1-22851       | <span style="color: red;">S</span>   | 24242 Santa Clara Avenue 7     | 2    | 2.00  | 1,014.0 | \$1,175,000 |
| 10 | OC25107787     | <span style="color: teal;">B</span>  | 33926 La Serena Drive 7        | 3    | 2.00  | 1,185.0 | \$1,245,000 |
| 11 | PW25128767     | <span style="color: teal;">B</span>  | 24545 Santa Clara Avenue       | 2    | 3.00  | 1,623.0 | \$1,699,000 |
| 12 | NP25215558     | <span style="color: green;">A</span> | 24722 Del Prado 404            | 1    | 2.00  | 1,315.0 | \$1,750,000 |
| 13 | OC25078857     | <span style="color: green;">A</span> | 24722 Del Prado 206            | 2    | 3.00  | 1,836.0 | \$2,480,000 |



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



|    |            |   |                          |   |      |         |             |
|----|------------|---|--------------------------|---|------|---------|-------------|
| 14 | OC25217716 | A | 33737 Chula Vista Avenue | 4 | 4.00 | 3,167.0 | \$3,699,999 |
| 15 | NP25215589 | A | 24722 Del Prado 303      | 2 | 2.00 | 1,479.0 | \$1,850,000 |
| 16 | NP25167644 | A | 24722 Del Prado 403      | 2 | 2.00 | 1,491.0 | \$2,300,000 |



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Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Summary of Comparable Properties

X

## EXPIRED LISTINGS

| ADDRESS                 | SOLD DATE | BEDS | BATHS | SQFT    | PRICE       | \$/SQ.FT |
|-------------------------|-----------|------|-------|---------|-------------|----------|
| 25153 Terrace Lantern 4 | -         | 2    | 2.00  | 1,062.0 | \$1,050,000 | \$989    |
| Averages                |           |      |       | 1,062   | \$1,050,000 | \$989    |

S

## SOLD LISTINGS

| ADDRESS                        | SOLD DATE | BEDS | BATHS | SQFT    | SOLD PRICE  | \$/SQ.FT |
|--------------------------------|-----------|------|-------|---------|-------------|----------|
| 24242 Santa Clara Avenue 26    | 8/20/25   | 2    | 2.00  | 1,058.0 | \$1,900,000 | \$1,796  |
| 34300 Lantern Bay Drive 41     | 6/23/25   | 2    | 2.00  | 2,055.0 | \$1,800,000 | \$876    |
| 33822 Colegio Drive C          | 8/5/25    | 3    | 2.00  | 1,251.0 | \$1,475,000 | \$1,179  |
| 33751 Castano Drive 1          | 7/25/25   | 2    | 3.00  | 1,845.0 | \$1,499,000 | \$812    |
| 33772 Copper Lantern Street B  | 7/24/25   | 2    | 3.00  | 1,100.0 | \$999,900   | \$909    |
| 33891 Calle La Primavera 33891 | 9/10/25   | 3    | 3.00  | 2,277.0 | \$780,000   | \$343    |
| 24242 Santa Clara Avenue 7     | 9/12/25   | 2    | 2.00  | 1,014.0 | \$1,175,000 | \$1,159  |
| Averages                       |           |      |       | 1,514   | \$1,375,557 | \$1,011  |

B

## BACKUP OFFER LISTINGS

| ADDRESS                  | SOLD DATE | BEDS | BATHS | SQFT    | PRICE       | \$/SQ.FT |
|--------------------------|-----------|------|-------|---------|-------------|----------|
| 33926 La Serena Drive 7  | -         | 3    | 2.00  | 1,185.0 | \$1,245,000 | \$1,051  |
| 24545 Santa Clara Avenue | -         | 2    | 3.00  | 1,623.0 | \$1,699,000 | \$1,047  |
| Averages                 |           |      |       | 1,404   | \$1,472,000 | \$1,049  |

A

## ACTIVE LISTINGS

| ADDRESS                  | SOLD DATE | BEDS | BATHS | SQFT    | PRICE       | \$/SQ.FT |
|--------------------------|-----------|------|-------|---------|-------------|----------|
| 24722 Del Prado 404      | -         | 1    | 2.00  | 1,315.0 | \$1,750,000 | \$1,331  |
| 24722 Del Prado 206      | -         | 2    | 3.00  | 1,836.0 | \$2,480,000 | \$1,351  |
| 33737 Chula Vista Avenue | -         | 4    | 4.00  | 3,167.0 | \$3,699,999 | \$1,168  |
| 24722 Del Prado 303      | -         | 2    | 2.00  | 1,479.0 | \$1,850,000 | \$1,251  |
| 24722 Del Prado 403      | -         | 2    | 2.00  | 1,491.0 | \$2,300,000 | \$1,543  |
| Averages                 |           |      |       | 1,857   | \$2,415,999 | \$1,329  |

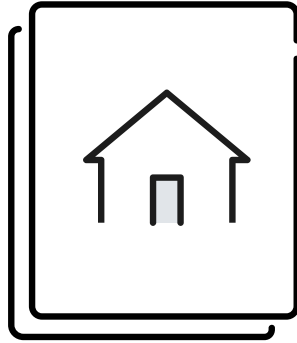


Leilani Serrao-Baker

Civitas Realty

Cell: 949-444-9175

leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Listings



**Leilani Serrao-Baker**

Civitas Realty

# Comparable Properties



## 25153 Terrace Lantern 4

Dana Point, CA 92629

**EXPIRED** 2/18/25



## 24242 Santa Clara Avenue 26

Dana Point, CA 92629

**CLOSED** 8/20/25



## 34300 Lantern Bay Drive 41

Dana Point, CA 92629

**CLOSED** 6/23/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | NP25036441           |
| List Price      | \$1,050,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$989                |
| DOM             | 214                  |
| Year Built      | 1984                 |
| Sqft            | 1,062.0              |
| Lot Size (sqft) | 37,288               |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 2.00                 |
| Garages         | -                    |
| Acres           | 0.856                |
|                 | Compass              |

|                 |                             |
|-----------------|-----------------------------|
| MLS #           | OC25093179                  |
| List Price      | \$1,925,000                 |
| Sold Price      | \$1,900,000                 |
| Adjusted Price  | -                           |
| Sold Date       | 8/20/25                     |
| \$/Sqft         | \$1,796                     |
| DOM             | 65                          |
| Year Built      | 1972                        |
| Sqft            | 1,058.0                     |
| Lot Size (sqft) | 62,235                      |
| Area            | LT - Lantern Village        |
| Taxes           | -                           |
| Beds            | 2                           |
| Baths           | 2.00                        |
| Garages         | 2                           |
| Acres           | 1.4287                      |
|                 | Bullock Russell RE Services |

|                 |                        |
|-----------------|------------------------|
| MLS #           | LG25108810             |
| List Price      | \$1,849,000            |
| Sold Price      | \$1,800,000            |
| Adjusted Price  | -                      |
| Sold Date       | 6/23/25                |
| \$/Sqft         | \$876                  |
| DOM             | 7                      |
| Year Built      | 1983                   |
| Sqft            | 2,055.0                |
| Lot Size (sqft) | 250,558                |
| Area            | LT - Lantern Village   |
| Taxes           | -                      |
| Beds            | 2                      |
| Baths           | 2.00                   |
| Garages         | 2                      |
| Acres           | 5.752                  |
|                 | Coldwell Banker Realty |



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Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Comparable Properties



### 33822 Colegio Drive C

Dana Point, CA 92629

**CLOSED** 8/5/25



### 33751 Castano Drive 1

Dana Point, CA 92629

**CLOSED** 7/25/25



### 33772 Copper Lantern Street B

Dana Point, CA 92629

**CLOSED** 7/24/25

## Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | PW25097036           |
| List Price      | \$1,500,000          |
| Sold Price      | \$1,475,000          |
| Adjusted Price  | -                    |
| Sold Date       | 8/5/25               |
| \$/Sqft         | \$1,179              |
| DOM             | 61                   |
| Year Built      | 1988                 |
| Sqft            | 1,251.0              |
| Lot Size (sqft) | 7,724                |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 3                    |
| Baths           | 2.00                 |
| Garages         | 2                    |
| Acres           | 0.1773               |

Circle Real Estate

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25081790           |
| List Price      | \$1,499,000          |
| Sold Price      | \$1,499,000          |
| Adjusted Price  | -                    |
| Sold Date       | 7/25/25              |
| \$/Sqft         | \$812                |
| DOM             | 53                   |
| Year Built      | 1989                 |
| Sqft            | 1,845.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | -                    |

Conrad Realtors Inc

|                 |                      |
|-----------------|----------------------|
| MLS #           | PW25121792           |
| List Price      | \$999,990            |
| Sold Price      | \$999,900            |
| Adjusted Price  | -                    |
| Sold Date       | 7/24/25              |
| \$/Sqft         | \$909                |
| DOM             | 35                   |
| Year Built      | 1991                 |
| Sqft            | 1,100.0              |
| Lot Size (sqft) | 14,887               |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.3418               |

Pridemark Real Estate



### Leilani Serrao-Baker

Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Comparable Properties



**33891 Calle La Primavera**  
**33891**  
Dana Point, CA 92629  
**CLOSED** 9/10/25



**24242 Santa Clara Avenue 7**  
Dana Point, CA 92629  
**CLOSED** 9/12/25



**33926 La Serena Drive 7**  
Dana Point, CA 92629  
**ACTIVE UNDER CONTRACT** 8/24/25

## Details

|                      |                      |                  |                      |                             |                      |
|----------------------|----------------------|------------------|----------------------|-----------------------------|----------------------|
| MLS #                | OC25169208           | MLS #            | P1-22851             | MLS #                       | OC25107787           |
| List Price           | \$1,049,900          | List Price       | \$1,349,000          | List Price                  | \$1,245,000          |
| Sold Price           | \$780,000            | Sold Price       | \$1,175,000          | Sold Price                  | -                    |
| Adjusted Price       | -                    | Adjusted Price   | -                    | Adjusted Price              | -                    |
| Sold Date            | 9/10/25              | Sold Date        | 9/12/25              | Sold Date                   | -                    |
| \$/Sqft              | \$343                | \$/Sqft          | \$1,159              | \$/Sqft                     | \$1,051              |
| DOM                  | 39                   | DOM              | 59                   | DOM                         | 90                   |
| Year Built           | 1982                 | Year Built       | 1972                 | Year Built                  | 1962                 |
| Sqft                 | 2,277.0              | Sqft             | 1,014.0              | Sqft                        | 1,185.0              |
| Lot Size (sqft)      | 11,476               | Lot Size (sqft)  | -                    | Lot Size (sqft)             | 49,982               |
| Area                 | LT - Lantern Village | Area             | LT - Lantern Village | Area                        | LT - Lantern Village |
| Taxes                | -                    | Taxes            | -                    | Taxes                       | -                    |
| Beds                 | 3                    | Beds             | 2                    | Beds                        | 3                    |
| Baths                | 3.00                 | Baths            | 2.00                 | Baths                       | 2.00                 |
| Garages              | 2                    | Garages          | 2                    | Garages                     | 1                    |
| Acres                | 0.2635               | Acres            | -                    | Acres                       | 1.1474               |
| Kai Andersen, Broker |                      | Vimvi California |                      | Bullock Russell RE Services |                      |



**Leilani Serrao-Baker**  
Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Comparable Properties



## 24545 Santa Clara Avenue

Dana Point, CA 92629

ACTIVE UNDER CONTRACT 8/8/25



## 24722 Del Prado 404

Dana Point, CA 92629

ACTIVE 9/15/25



## 24722 Del Prado 206

Dana Point, CA 92629

ACTIVE 4/10/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | PW25128767           |
| List Price      | \$1,699,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,047              |
| DOM             | 74                   |
| Year Built      | 1991                 |
| Sqft            | 1,623.0              |
| Lot Size (sqft) | 40,499               |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 3.00                 |
| Garages         | 2                    |
| Acres           | 0.9297               |

Sage Real Estate Group, Inc.

|                 |                      |
|-----------------|----------------------|
| MLS #           | NP25215558           |
| List Price      | \$1,750,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,331              |
| DOM             | 1                    |
| Year Built      | 2025                 |
| Sqft            | 1,315.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 1                    |
| Baths           | 2.00                 |
| Garages         | 2                    |
| Acres           | -                    |

Coldwell Banker Realty

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25078857           |
| List Price      | \$2,480,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,351              |
| DOM             | 60                   |
| Year Built      | 2025                 |
| Sqft            | 1,836.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 3.00                 |
| Garages         | -                    |
| Acres           | -                    |

Coldwell Banker Realty



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leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Comparable Properties



## 33737 Chula Vista Avenue

Dana Point, CA 92629

**ACTIVE** 9/15/25



## 24722 Del Prado 303

Dana Point, CA 92629

**ACTIVE** 9/15/25



## 24722 Del Prado 403

Dana Point, CA 92629

**ACTIVE** 7/25/25

### Details

|                 |                      |
|-----------------|----------------------|
| MLS #           | OC25217716           |
| List Price      | \$3,699,999          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,168              |
| DOM             | 2                    |
| Year Built      | 1991                 |
| Sqft            | 3,167.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 4                    |
| Baths           | 4.00                 |
| Garages         | 2                    |

Berkshire Hathaway Home Services

|                 |                      |
|-----------------|----------------------|
| MLS #           | NP25215589           |
| List Price      | \$1,850,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,251              |
| DOM             | 1                    |
| Year Built      | 2025                 |
| Sqft            | 1,479.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 2.00                 |
| Garages         | 2                    |

Coldwell Banker Realty

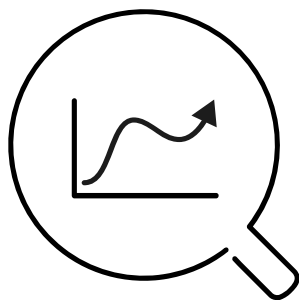
|                 |                      |
|-----------------|----------------------|
| MLS #           | NP25167644           |
| List Price      | \$2,300,000          |
| Sold Price      | -                    |
| Adjusted Price  | -                    |
| Sold Date       | -                    |
| \$/Sqft         | \$1,543              |
| DOM             | 50                   |
| Year Built      | 2025                 |
| Sqft            | 1,491.0              |
| Lot Size (sqft) | -                    |
| Area            | LT - Lantern Village |
| Taxes           | -                    |
| Beds            | 2                    |
| Baths           | 2.00                 |
| Garages         | 2                    |

Coldwell Banker Realty



### Leilani Serrao-Baker

Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# Analysis



**Leilani Serrao-Baker**

Civitas Realty

# Comparable Property Statistics

X

## 1 Expired Listings



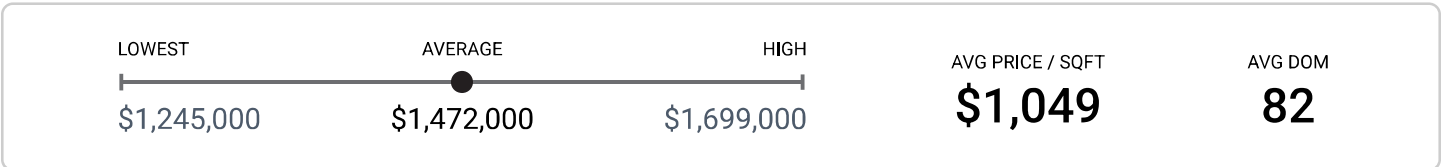
S

## 7 Sold Listings



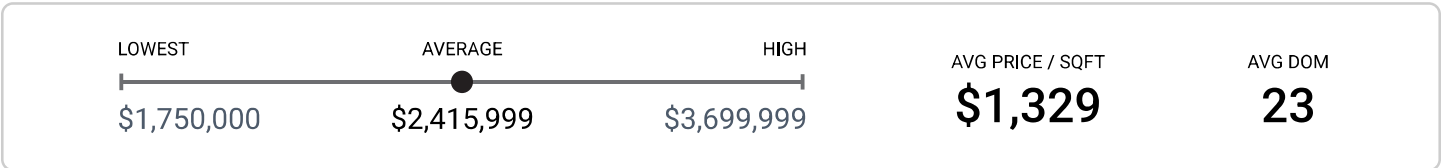
B

## 2 Backup Offer Listings



A

## 5 Active Listings



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# Sold Property Analysis

## Averages

88.98%

Homes sold for an average of 88.98% of their list price.

46

Days on market

It took an average of 46 days for a home to sell.

## Analysis

| ADDRESS                        | ORIG LIST PRICE | SOLD PRICE  | % OF ORIG LIST PRICE | DOM | \$ PER SQFT |
|--------------------------------|-----------------|-------------|----------------------|-----|-------------|
| 24242 Santa Clara Avenue 26    | \$1,978,000     | \$1,900,000 | 96.06%               | 65  | \$1,796     |
| 34300 Lantern Bay Drive 41     | \$1,849,000     | \$1,800,000 | 97.35%               | 7   | \$876       |
| 33822 Colegio Drive C          | \$1,500,000     | \$1,475,000 | 98.33%               | 61  | \$1,179     |
| 33751 Castano Drive 1          | \$1,750,000     | \$1,499,000 | 85.66%               | 53  | \$812       |
| 33772 Copper Lantern Street B  | \$999,990       | \$999,900   | 99.99%               | 35  | \$909       |
| 33891 Calle La Primavera 33891 | \$1,199,900     | \$780,000   | 65.01%               | 39  | \$343       |
| 24242 Santa Clara Avenue 7     | \$1,460,000     | \$1,175,000 | 80.48%               | 59  | \$1,159     |
| Averages                       | \$1,533,841     | \$1,375,557 | 88.98%               | 46  | \$1,011     |



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# Time To Sell

46 Days on Market

|

93.68% of list price

Sold homes were on the market for an average of 46 days before they accepted an offer. These homes sold for an average of 93.68% of list price.



|          | ADDRESS                        | STATUS                  | LIST PRICE  | SOLD PRICE  | DOM | % OF LIST \$ |
|----------|--------------------------------|-------------------------|-------------|-------------|-----|--------------|
| 1        | 25153 Terrace Lantern 4        | ● Expired               | \$1,050,000 | -           | 214 | -            |
| 2        | 24242 Santa Clara Avenue 26    | ● Closed                | \$1,925,000 | \$1,900,000 | 65  | 98.70%       |
| 3        | 34300 Lantern Bay Drive 41     | ● Closed                | \$1,849,000 | \$1,800,000 | 7   | 97.35%       |
| 4        | 33822 Colegio Drive C          | ● Closed                | \$1,500,000 | \$1,475,000 | 61  | 98.33%       |
| 5        | 33751 Castano Drive 1          | ● Closed                | \$1,499,000 | \$1,499,000 | 53  | 100.00%      |
| 6        | 33772 Copper Lantern Street B  | ● Closed                | \$999,990   | \$999,900   | 35  | 99.99%       |
| 7        | 33891 Calle La Primavera 33891 | ● Closed                | \$1,049,900 | \$780,000   | 39  | 74.29%       |
| 8        | 24242 Santa Clara Avenue 7     | ● Closed                | \$1,349,000 | \$1,175,000 | 59  | 87.10%       |
| 9        | 33926 La Serena Drive 7        | ● Active Under Contract | \$1,245,000 | -           | 90  | -            |
| 10       | 24545 Santa Clara Avenue       | ● Active Under Contract | \$1,699,000 | -           | 74  | -            |
| 11       | 24722 Del Prado 404            | ● Active                | \$1,750,000 | -           | 1   | -            |
| Averages |                                |                         | \$1,749,726 | \$1,375,557 | 54  | 93.68%       |



|          |                          |          |             |             |    |        |
|----------|--------------------------|----------|-------------|-------------|----|--------|
| 12       | 24722 Del Prado 206      | ● Active | \$2,480,000 | -           | 60 | -      |
| 13       | 33737 Chula Vista Avenue | ● Active | \$3,699,999 | -           | 2  | -      |
| 14       | 24722 Del Prado 303      | ● Active | \$1,850,000 | -           | 1  | -      |
| 15       | 24722 Del Prado 403      | ● Active | \$2,300,000 | -           | 50 | -      |
| Averages |                          |          | \$1,749,726 | \$1,375,557 | 54 | 93.68% |

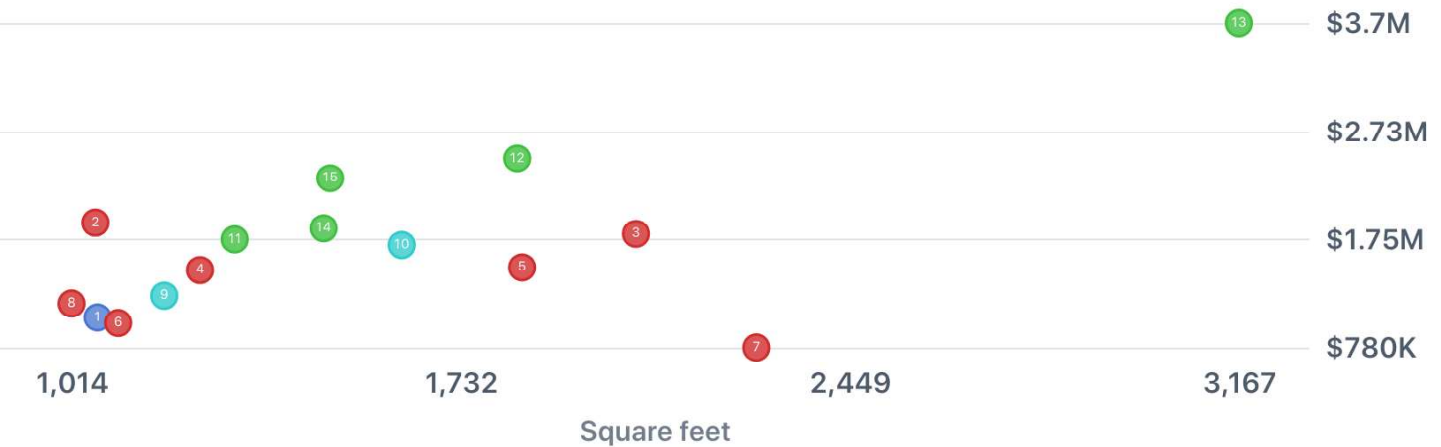


Leilani Serrao-Baker  
Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226

# Average Price Per Sq Ft

\$1,011 Sqft.

Comparable homes sold for an average of \$1,011 / sq. ft. Many factors such as location, use of space, condition, quality, and amenities determine the market value per square foot, so reviewing each comp carefully is important.



Trendline (based on SOLD listings only)

|          | ADDRESS                        | STATUS                | SOLD PRICE  | SQ. FT. | \$/SQ.FT |
|----------|--------------------------------|-----------------------|-------------|---------|----------|
| 1        | 25153 Terrace Lantern 4        | Expired               | -           | 1,062   | \$989    |
| 2        | 24242 Santa Clara Avenue 26    | Closed                | \$1,900,000 | 1,058   | \$1,796  |
| 3        | 34300 Lantern Bay Drive 41     | Closed                | \$1,800,000 | 2,055   | \$876    |
| 4        | 33822 Colegio Drive C          | Closed                | \$1,475,000 | 1,251   | \$1,179  |
| 5        | 33751 Castano Drive 1          | Closed                | \$1,499,000 | 1,845   | \$812    |
| 6        | 33772 Copper Lantern Street B  | Closed                | \$999,900   | 1,100   | \$909    |
| 7        | 33891 Calle La Primavera 33891 | Closed                | \$780,000   | 2,277   | \$343    |
| 8        | 24242 Santa Clara Avenue 7     | Closed                | \$1,175,000 | 1,014   | \$1,159  |
| 9        | 33926 La Serena Drive 7        | Active Under Contract | -           | 1,185   | \$1,051  |
| 10       | 24545 Santa Clara Avenue       | Active Under Contract | -           | 1,623   | \$1,047  |
| 11       | 24722 Del Prado 404            | Active                | -           | 1,315   | \$1,331  |
| Averages |                                |                       | \$1,375,557 | 1,584   | \$1,120  |



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|          |                          |          |             |       |         |
|----------|--------------------------|----------|-------------|-------|---------|
| 12       | 24722 Del Prado 206      | ● Active | -           | 1,836 | \$1,351 |
| 13       | 33737 Chula Vista Avenue | ● Active | -           | 3,167 | \$1,168 |
| 14       | 24722 Del Prado 303      | ● Active | -           | 1,479 | \$1,251 |
| 15       | 24722 Del Prado 403      | ● Active | -           | 1,491 | \$1,543 |
| Averages |                          |          | \$1,375,557 | 1,584 | \$1,120 |



**Leilani Serrao-Baker**  
Civitas Realty  
Cell: 949-444-9175  
leilani@leilanibakerhomes.com | civitasrealtyca.com | DRE # 01908226



# **Your Local Monthly Market Report**

## **Dana Point, CA**

Single-Family Homes

CIVITAS  
REALTY

Presented by Altos Orange County

This week the median list price for Dana Point, CA is \$4,750,000 with the market action index hovering around 36. This is an increase over last month's market action index of 35. Inventory has decreased to 53.

Market Action Index

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



Market Narrative

The market has begun to heat up in recent weeks. We're already in a Seller's market and not surprisingly prices are showing evidence of moving up along with the lower levels of inventory.

Real-Time Market Profile

|                              |  |             |
|------------------------------|--|-------------|
| Median List Price            |  | \$4,750,000 |
| Median Price of New Listings |  | \$5,247,500 |
| Per Square Foot              |  | \$1,518     |
| Average Days on Market       |  | 128         |
| Median Days on Market        |  | 77          |
| Price Decreased              |  | 34%         |
| Price Increased              |  | 0%          |
| Relisted                     |  | 9%          |
| Inventory                    |  | 53          |
| Median Rent                  |  | \$7,995     |
| Market Action                |  | 36          |

Slight Seller's Advantage

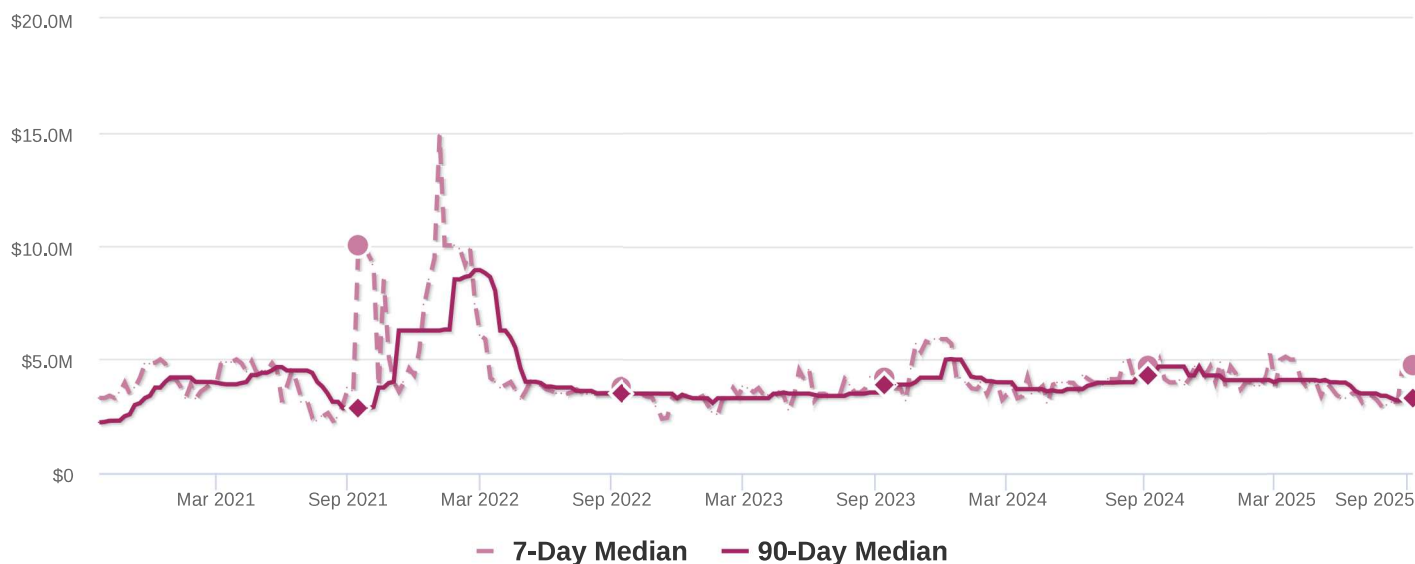
Market Segments

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

| Median Price | Sq. Ft. | Lot Size           | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|--------------------|------|------|-----|-----|----------|-----|
| \$15,120,000 | 6,261   | 0.25 - 0.5 acre    | 5    | 6    | 7   | 0 2 | 1 1 3 2  | 213 |
| \$6,795,000  | 3,502   | 0.25 - 0.5 acre    | 4    | 4.5  | 33  | 0 2 |          | 28  |
| \$2,690,000  | 2,361   | 4,500 - 6,500 sqft | 3    | 3    | 37  |     |          | 70  |
| \$1,698,000  | 1,878   | 0 - 4,500 sqft     | 3    | 3    | 48  |     |          | 49  |

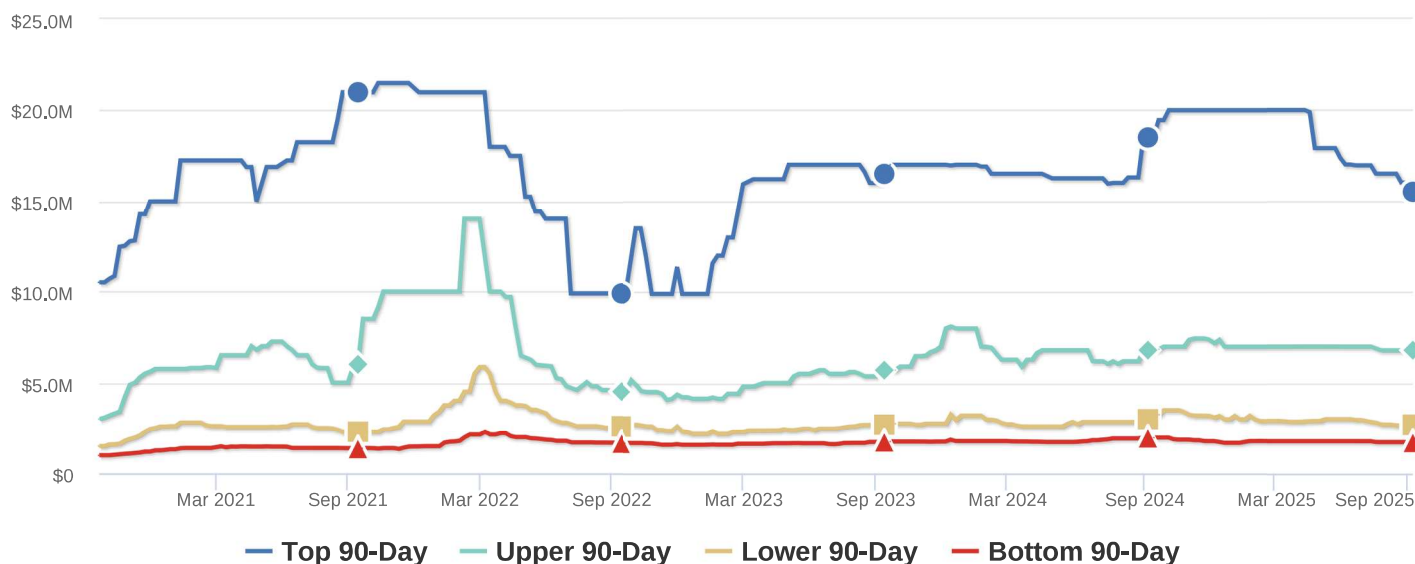
### Median List Price

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



### Segments

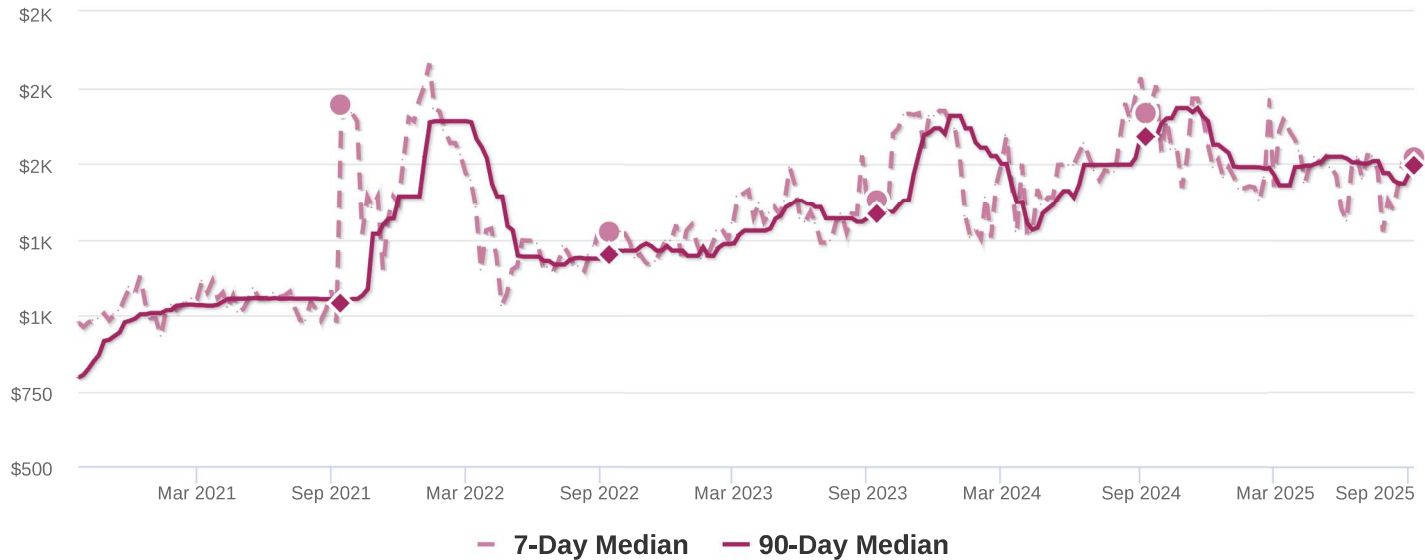
Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.





### Price Per Square Foot

In a market where prices are rising some, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



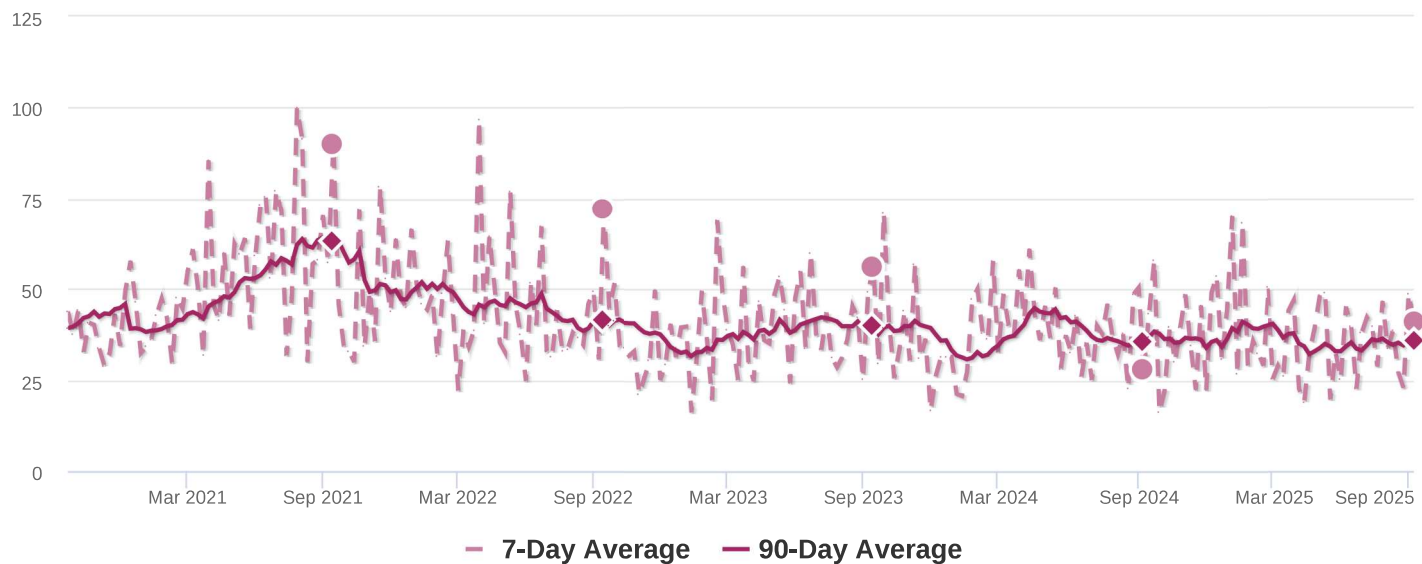
### Inventory

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.



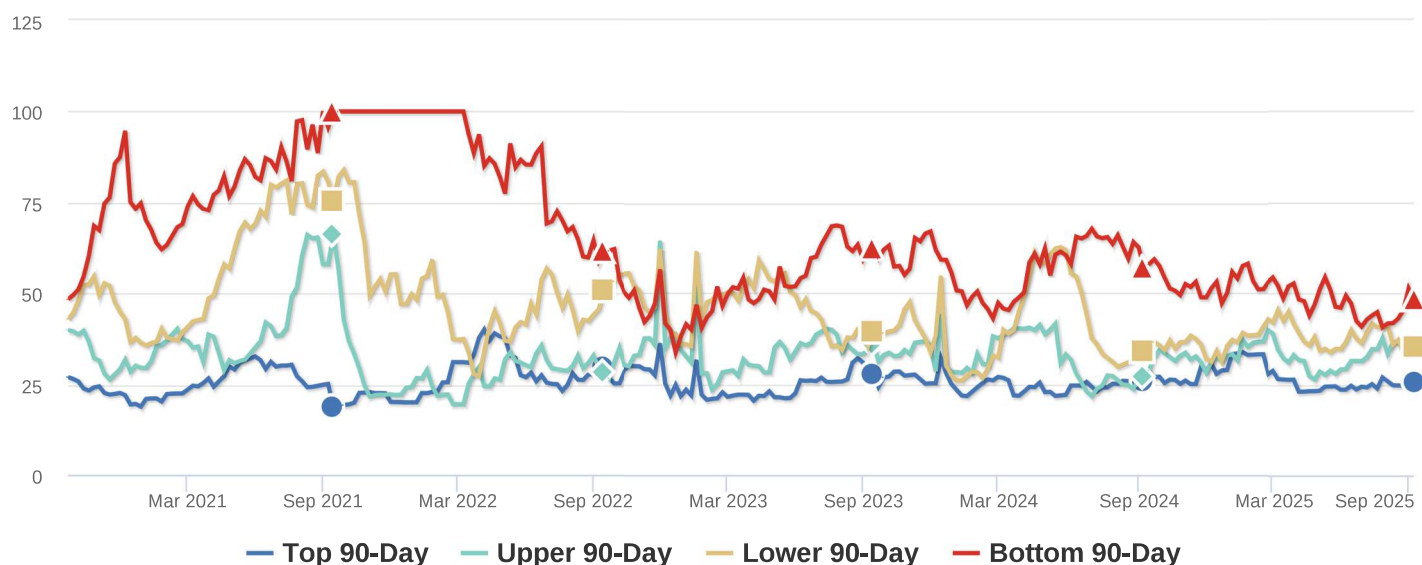
### Market Action Index

The market has begun to heat up in recent weeks. We're already in a Seller's market and not surprisingly prices are showing evidence of moving up along with the lower levels of inventory.



### Market Action Segments

Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



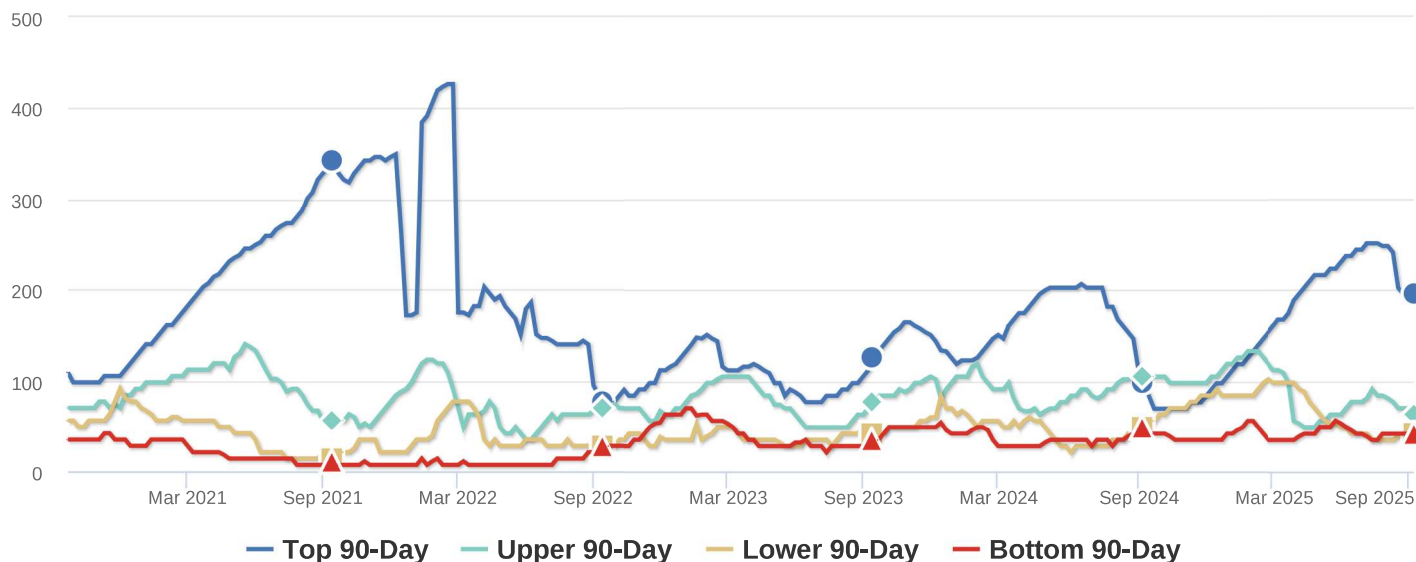
### Median Days on Market (DOM)

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 67 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.





# **Your Local Monthly Market Report**

## **Dana Point, CA**

Condos and Townhomes

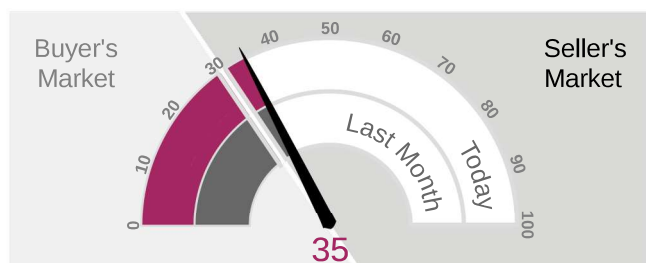
CIVITAS  
REALTY

Presented by Altos Orange County  
[altosoc@bhhsca.com](mailto:altosoc@bhhsca.com)

This week the median list price for Dana Point, CA is \$1,199,999 with the market action index hovering around 35. This is less than last month's market action index of 36. Inventory has held steady at or around 46.

### Market Action Index

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



**Slight Seller's Advantage**

### Market Narrative

The market has started cooling and prices have recently plateaued. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its 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            |  | \$1,199,999 |
| Median Price of New Listings |  | \$1,025,000 |
| Per Square Foot              |  | \$928       |
| Average Days on Market       |  | 137         |
| Median Days on Market        |  | 60          |
| Price Decreased              |  | 24%         |
| Price Increased              |  | 0%          |
| Relisted                     |  | 7%          |
| Inventory                    |  | 46          |
| Median Rent                  |  | \$4,500     |
| Market Action                |  | 35          |

**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 |
|--------------|---------|----------------|------|------|-----|-----|----------|-----|
| \$2,200,000  | 1,900   | 0 - 4,500 sqft | 3    | 2.8  | 9   | 0   | 1 3 1 1  | 63  |
| \$1,299,000  | 1,500   | 0 - 4,500 sqft | 2    | 2.5  | 37  | 3   |          | 70  |
| \$1,097,500  | 1,472   | 2.5 - 5 acres  | 2    | 2.3  | 43  | 0   |          | 56  |
| \$657,000    | 858     | 0 - 4,500 sqft | 1    | 1    | 36  | 3   |          | 49  |

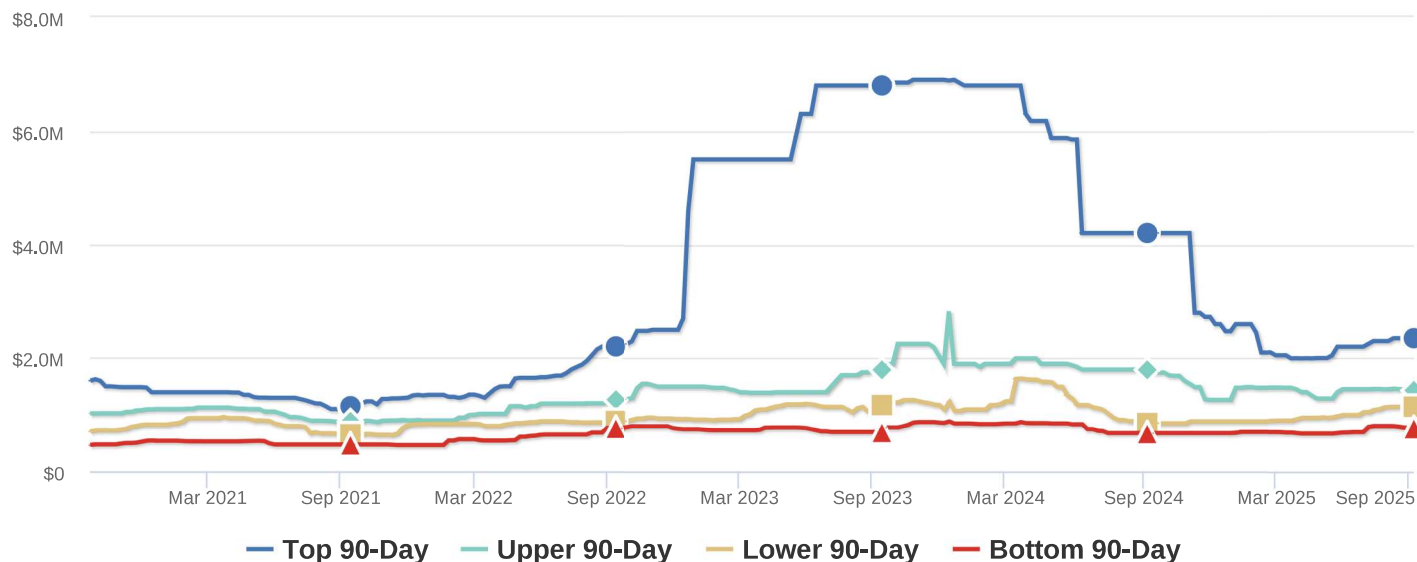
### Median List Price

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



### Segments

Prices have generally settled at a plateau, although Quartile 2 has been trending a bit downward 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.





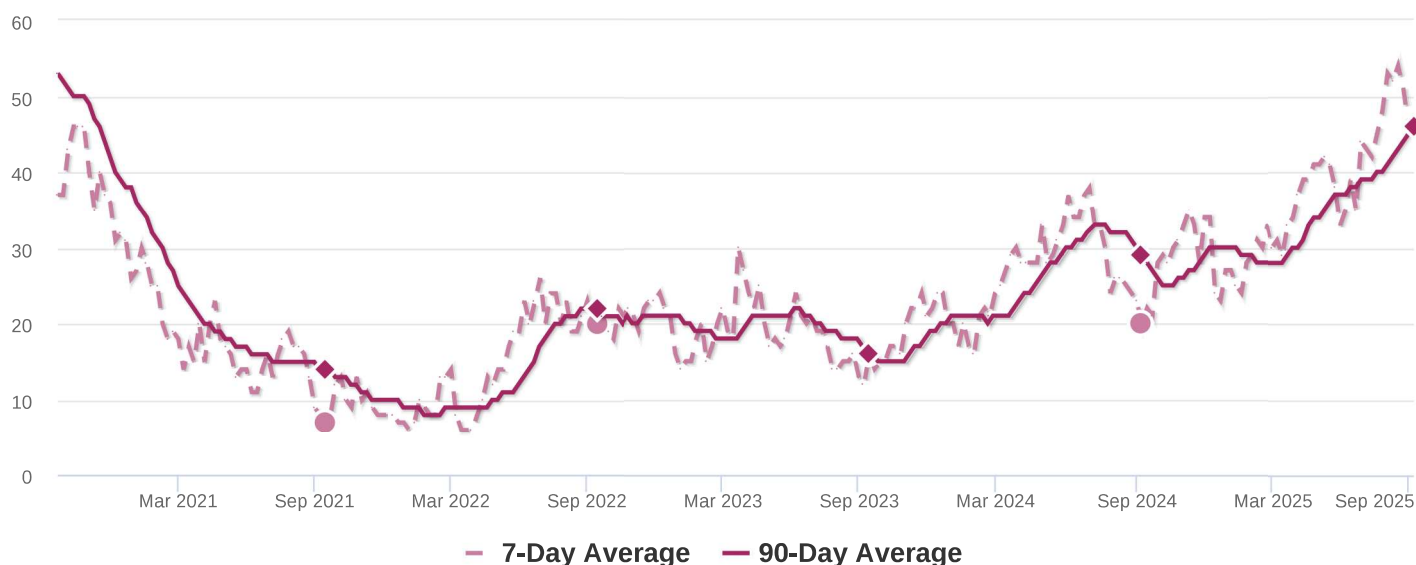
### Price Per Square Foot

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.



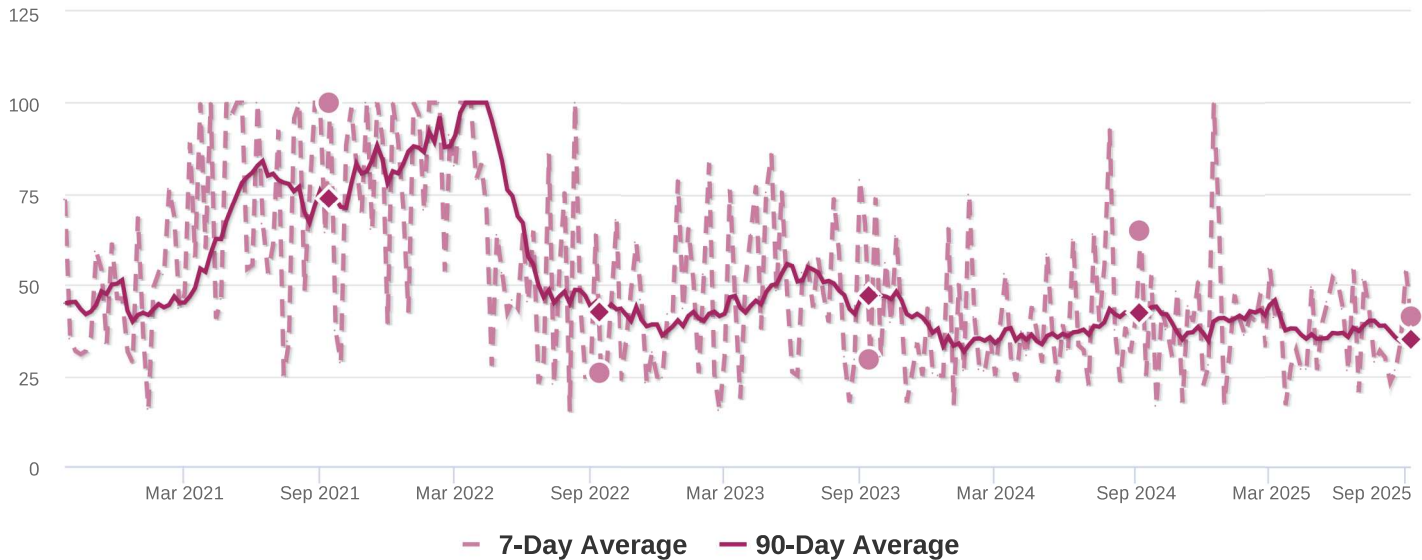
### Inventory

Inventory has been 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.



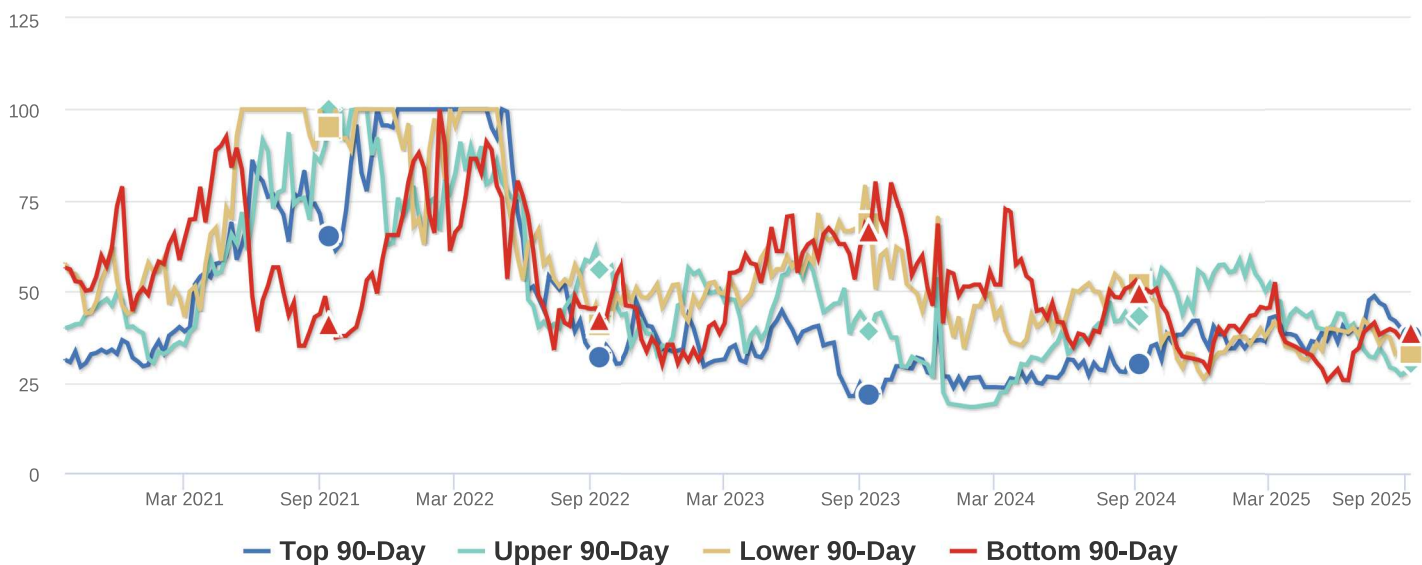
### Market Action Index

The market has started cooling and prices have recently plateaued. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



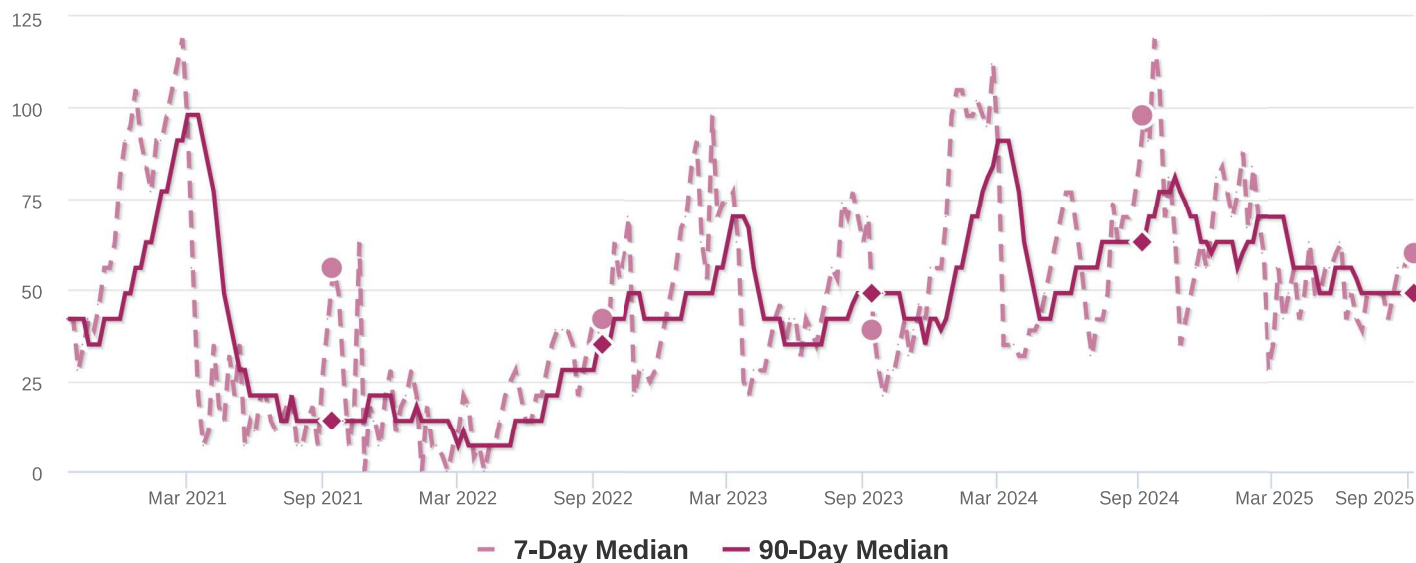
### Market Action Segments

Not surprisingly, all segments in the market 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 119 days. Half of the listings have come newly on the market in the past 50 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.

