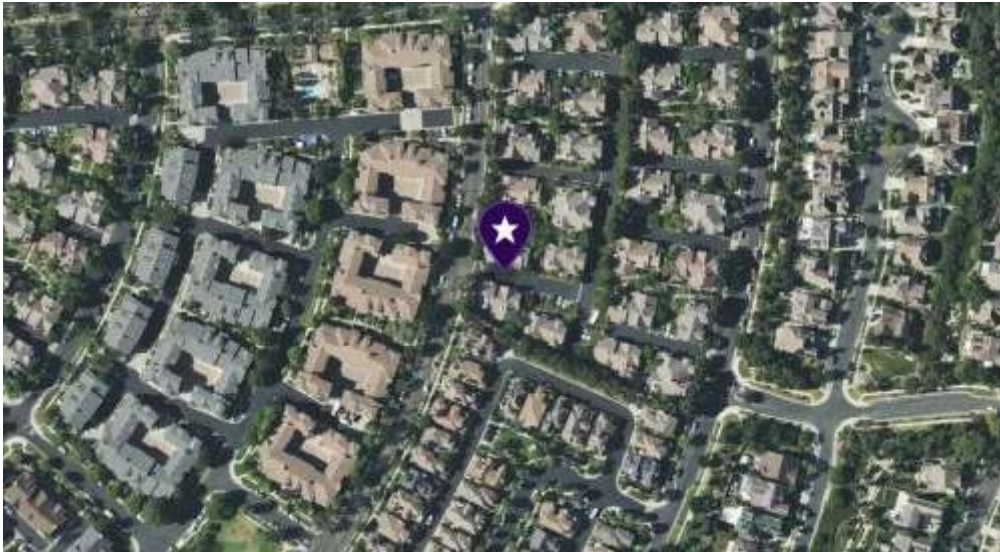


Comparative Market Analysis



Winter

Monarch Beach Area Single Family Homes

DECEMBER 16, 2025



Leilani Serrao-Baker

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Contact Me



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Map of Comparable Listings



STATUS: S = CLOSED

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject		Winter	-	-	-	-
2	OC25145377	S	126 Monarch Bay	5	5.00	5,452.0	\$12,000,000
3	OC25143150	S	10 Monaco	4	3.00	2,292.0	\$2,600,000
4	OC25111402	S	32512 Azores Road	4	3.00	3,182.0	\$4,550,000
5	LG25217458	S	23731 Montego Bay	3	2.00	1,900.0	\$3,800,000
6	LG25162460	S	32131 Sea Island Drive	4	3.00	4,655.0	\$7,750,000
7	OC25181769	S	12 Chelsea Pointe	3	3.00	2,081.0	\$2,355,000
8	OC25250573	S	20 Regina	5	4.00	3,012.0	\$3,888,000
9	NP25203420	S	23262 Ellice Circle	4	4.00	3,005.0	\$4,995,000
10	OC25155990	S	129 Monarch Bay Drive	3	3.00	3,547.0	\$10,000,000
11	OC25147068	S	32081 Sea Island Drive	4	6.00	5,080.0	\$11,060,000
12	LG25234481	S	162 Monarch Bay Drive	3	2.00	2,452.0	\$6,300,000
13	OC25007980	S	70 Ritz Cove Drive	4	5.00	5,708.0	\$9,000,000



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14	OC25194991	S	32671 Mediterranean Drive	4	3.00	2,782.0	\$3,900,000
15	OC25122055	S	32512 Seven Seas Drive	3	2.00	1,984.0	\$3,570,000
16	OC24206677	S	130 Monarch Bay Drive	6	7.00	6,004.0	\$15,000,000
17	OC25187432	S	27 Gavina	4	5.00	4,626.0	\$8,150,000
18	OC25228418	S	32311 Via Mentone	5	3.00	3,594.0	\$4,000,000
19	LG25228511	S	23835 BLUEHILL Bay	3	2.00	1,754.0	\$3,300,000
20	PW25243378	S	22 Via Monarca Street	5	4.00	4,224.0	\$3,200,000
21	IG25229501	S	33925 Cape Cv	3	3.00	2,005.0	\$2,550,000
22	OC25190853	S	83 Palm Beach Court	2	2.00	1,624.0	\$2,450,000
23	LG25200114	S	1 Beach View Avenue	5	6.00	5,361.0	\$18,000,000
24	OC25261502	S	23741 Montego Bay	3	2.00	1,425.0	\$4,200,000
25	LG25171597	S	22911 Via Orvieto	4	4.00	3,502.0	\$4,825,000
26	PW25244751	S	33512 Dosinia	4	3.00	2,243.0	\$3,200,000
27	OC25122519	S	11 Porto Cervo Drive	4	4.00	2,602.0	\$2,500,000



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Summary of Comparable Properties

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	SOLD PRICE	\$/SQ.FT
126 Monarch Bay	10/27/25	5	5.00	5,452.0	\$12,000,000	\$2,201
10 Monaco	10/29/25	4	3.00	2,292.0	\$2,600,000	\$1,134
32512 Azores Road	10/22/25	4	3.00	3,182.0	\$4,550,000	\$1,430
23731 Montego Bay	11/10/25	3	2.00	1,900.0	\$3,800,000	\$2,000
32131 Sea Island Drive	10/6/25	4	3.00	4,655.0	\$7,750,000	\$1,665
12 Chelsea Pointe	10/27/25	3	3.00	2,081.0	\$2,355,000	\$1,132
20 Regina	11/26/25	5	4.00	3,012.0	\$3,888,000	\$1,291
23262 Ellice Circle	12/15/25	4	4.00	3,005.0	\$4,995,000	\$1,662
129 Monarch Bay Drive	10/8/25	3	3.00	3,547.0	\$10,000,000	\$2,819
32081 Sea Island Drive	10/3/25	4	6.00	5,080.0	\$11,060,000	\$2,177
162 Monarch Bay Drive	10/6/25	3	2.00	2,452.0	\$6,300,000	\$2,569
70 Ritz Cove Drive	11/7/25	4	5.00	5,708.0	\$9,000,000	\$1,577
32671 Mediterranean Drive	11/12/25	4	3.00	2,782.0	\$3,900,000	\$1,402
32512 Seven Seas Drive	10/14/25	3	2.00	1,984.0	\$3,570,000	\$1,799
130 Monarch Bay Drive	10/16/25	6	7.00	6,004.0	\$15,000,000	\$2,498
27 Gavina	10/31/25	4	5.00	4,626.0	\$8,150,000	\$1,762
32311 Via Mentone	11/17/25	5	3.00	3,594.0	\$4,000,000	\$1,113
23835 BLUEHILL Bay	11/17/25	3	2.00	1,754.0	\$3,300,000	\$1,881
22 Via Monarca Street	10/20/25	5	4.00	4,224.0	\$3,200,000	\$758
33925 Cape Cv	10/24/25	3	3.00	2,005.0	\$2,550,000	\$1,272
83 Palm Beach Court	11/12/25	2	2.00	1,624.0	\$2,450,000	\$1,509
1 Beach View Avenue	11/20/25	5	6.00	5,361.0	\$18,000,000	\$3,358
23741 Montego Bay	12/15/25	3	2.00	1,425.0	\$4,200,000	\$2,947
22911 Via Orvieto	10/31/25	4	4.00	3,502.0	\$4,825,000	\$1,378
33512 Dosinia	11/13/25	4	3.00	2,243.0	\$3,200,000	\$1,427
11 Porto Cervo Drive	11/13/25	4	4.00	2,602.0	\$2,500,000	\$961
Averages				3,311	\$6,043,961	\$1,759

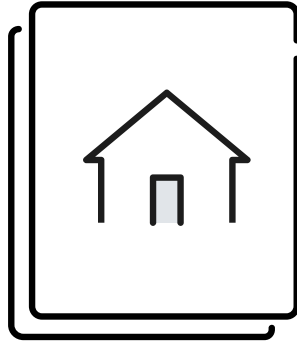


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Listings



Leilani Serrao-Baker

Civitas Realty

Comparable Properties



126 Monarch Bay

Dana Point, CA 92629

CLOSED 10/27/25



10 Monaco

Dana Point, CA 92629

CLOSED 10/29/25



32512 Azores Road

Dana Point, CA 92629

CLOSED 10/22/25

Details

MLS #	OC25145377
List Price	\$13,500,000
Sold Price	\$12,000,000
Adjusted Price	-
Sold Date	10/27/25
\$/Sqft	\$2,201
DOM	88
Year Built	1979
Sqft	5,452.0
Lot Size (sqft)	11,000
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	5.00
Garages	3
Acres	0.2525
Compass	

MLS #	OC25143150
List Price	\$2,550,000
Sold Price	\$2,600,000
Adjusted Price	-
Sold Date	10/29/25
\$/Sqft	\$1,134
DOM	95
Year Built	1995
Sqft	2,292.0
Lot Size (sqft)	7,800
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	3.00
Garages	2
Acres	0.1791
Berkshire Hathaway HomeService	

MLS #	OC25111402
List Price	\$4,750,000
Sold Price	\$4,550,000
Adjusted Price	-
Sold Date	10/22/25
\$/Sqft	\$1,430
DOM	8
Year Built	1978
Sqft	3,182.0
Lot Size (sqft)	16,404
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	3.00
Garages	2
Acres	0.3766
Focus Realty, Inc.	



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Comparable Properties



23731 Montego Bay

Dana Point, CA 92629

CLOSED 11/10/25



32131 Sea Island Drive

Dana Point, CA 92629

CLOSED 10/6/25



12 Chelsea Pointe

Dana Point, CA 92629

CLOSED 10/27/25

Details

MLS #	LG25217458
List Price	\$4,250,000
Sold Price	\$3,800,000
Adjusted Price	-
Sold Date	11/10/25
\$/Sqft	\$2,000
DOM	29
Year Built	1971
Sqft	1,900.0
Lot Size (sqft)	7,200
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.1653

Berkshire Hathaway HomeService

MLS #	LG25162460
List Price	\$7,950,000
Sold Price	\$7,750,000
Adjusted Price	-
Sold Date	10/6/25
\$/Sqft	\$1,665
DOM	20
Year Built	1977
Sqft	4,655.0
Lot Size (sqft)	20,909
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	3.00
Garages	3
Acres	0.48

Engel & Voelkers Dana Point

MLS #	OC25181769
List Price	\$2,349,900
Sold Price	\$2,355,000
Adjusted Price	-
Sold Date	10/27/25
\$/Sqft	\$1,132
DOM	12
Year Built	1984
Sqft	2,081.0
Lot Size (sqft)	6,000
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.1377

Coldwell Banker Realty



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Comparable Properties



20 Regina
Dana Point, CA 92629
CLOSED 11/26/25



23262 Ellice Circle
Dana Point, CA 92629
CLOSED 12/15/25



129 Monarch Bay Drive
Dana Point, CA 92629
CLOSED 10/8/25

Details

MLS #	OC25250573
List Price	\$3,888,000
Sold Price	\$3,888,000
Adjusted Price	-
Sold Date	11/26/25
\$/Sqft	\$1,291
DOM	2
Year Built	1994
Sqft	3,012.0
Lot Size (sqft)	7,500
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	4.00
Garages	2
Acres	0.1722
eXp Realty of California Inc	

MLS #	NP25203420
List Price	\$4,995,000
Sold Price	\$4,995,000
Adjusted Price	-
Sold Date	12/15/25
\$/Sqft	\$1,662
DOM	55
Year Built	1974
Sqft	3,005.0
Lot Size (sqft)	7,800
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	4.00
Garages	3
Acres	0.1791
Coldwell Banker Realty	

MLS #	OC25155990
List Price	\$10,500,000
Sold Price	\$10,000,000
Adjusted Price	-
Sold Date	10/8/25
\$/Sqft	\$2,819
DOM	59
Year Built	1971
Sqft	3,547.0
Lot Size (sqft)	11,220
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.2576
Michael Winterhalter, Broker	



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Comparable Properties



32081 Sea Island Drive

Dana Point, CA 92629

CLOSED 10/3/25



162 Monarch Bay Drive

Dana Point, CA 92629

CLOSED 10/6/25



70 Ritz Cove Drive

Dana Point, CA 92629

CLOSED 11/7/25

Details

MLS #	OC25147068
List Price	\$12,995,000
Sold Price	\$11,060,000
Adjusted Price	-
Sold Date	10/3/25
\$/Sqft	\$2,177
DOM	57
Year Built	2022
Sqft	5,080.0
Lot Size (sqft)	15,656
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	6.00
Garages	3
Acres	0.3594
Douglas Elliman of California	

MLS #	LG25234481
List Price	\$6,300,000
Sold Price	\$6,300,000
Adjusted Price	-
Sold Date	10/6/25
\$/Sqft	\$2,569
DOM	18
Year Built	1962
Sqft	2,452.0
Lot Size (sqft)	9,430
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.2165
Compass	

MLS #	OC25007980
List Price	\$9,500,000
Sold Price	\$9,000,000
Adjusted Price	-
Sold Date	11/7/25
\$/Sqft	\$1,577
DOM	248
Year Built	1989
Sqft	5,708.0
Lot Size (sqft)	9,000
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	5.00
Garages	5
Acres	0.2066
Keller Williams OC Coastal Realty	



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Comparable Properties



32671 Mediterranean Drive

Dana Point, CA 92629

CLOSED 11/12/25



32512 Seven Seas Drive

Dana Point, CA 92629

CLOSED 10/14/25



130 Monarch Bay Drive

Dana Point, CA 92629

CLOSED 10/16/25

Details

MLS #	OC25194991
List Price	\$4,200,000
Sold Price	\$3,900,000
Adjusted Price	-
Sold Date	11/12/25
\$/Sqft	\$1,402
DOM	56
Year Built	1989
Sqft	2,782.0
Lot Size (sqft)	9,900
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	3.00
Garages	2
Acres	0.2273

Bullock Russell RE Services

MLS #	OC25122055
List Price	\$3,995,000
Sold Price	\$3,570,000
Adjusted Price	-
Sold Date	10/14/25
\$/Sqft	\$1,799
DOM	26
Year Built	1964
Sqft	1,984.0
Lot Size (sqft)	10,500
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.241

Engel & Volkers Dana Point

MLS #	OC24206677
List Price	\$15,490,000
Sold Price	\$15,000,000
Adjusted Price	-
Sold Date	10/16/25
\$/Sqft	\$2,498
DOM	349
Year Built	2022
Sqft	6,004.0
Lot Size (sqft)	15,390
Area	MB - Monarch Beach
Taxes	-
Beds	6
Baths	7.00
Garages	2
Acres	0.3533

Compass



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Comparable Properties



27 Gavina
Dana Point, CA 92629
CLOSED 10/31/25



32311 Via Mentone
Dana Point, CA 92629
CLOSED 11/17/25



23835 BLUEHILL Bay
Dana Point, CA 92629
CLOSED 11/17/25

Details

MLS #	OC25187432
List Price	\$8,995,000
Sold Price	\$8,150,000
Adjusted Price	-
Sold Date	10/31/25
\$/Sqft	\$1,762
DOM	45
Year Built	2024
Sqft	4,626.0
Lot Size (sqft)	14,000
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	5.00
Garages	3
Acres	0.3214
Pacific Sotheby's Int'l Realty	

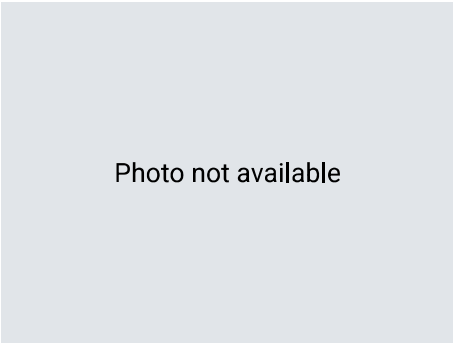
MLS #	OC25228418
List Price	\$4,200,000
Sold Price	\$4,000,000
Adjusted Price	-
Sold Date	11/17/25
\$/Sqft	\$1,113
DOM	6
Year Built	1977
Sqft	3,594.0
Lot Size (sqft)	10,400
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	3.00
Garages	3
Acres	0.2388
Keller Williams OC Coastal Realty	

MLS #	LG25228511
List Price	\$3,350,000
Sold Price	\$3,300,000
Adjusted Price	-
Sold Date	11/17/25
\$/Sqft	\$1,881
DOM	28
Year Built	1974
Sqft	1,754.0
Lot Size (sqft)	4,050
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.093
Compass	



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Comparable Properties



22 Via Monarca Street

Dana Point, CA 92629

CLOSED 10/20/25



33925 Cape Cv

Dana Point, CA 92629

CLOSED 10/24/25



83 Palm Beach Court

Dana Point, CA 92629

CLOSED 11/12/25

Details

MLS #	PW25243378
List Price	\$3,200,000
Sold Price	\$3,200,000
Adjusted Price	-
Sold Date	10/20/25
\$/Sqft	\$758
DOM	2
Year Built	1999
Sqft	4,224.0
Lot Size (sqft)	5,654
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	4.00
Garages	2
Acres	0.1298

Compass Newport Beach

MLS #	IG25229501
List Price	\$2,650,000
Sold Price	\$2,550,000
Adjusted Price	-
Sold Date	10/24/25
\$/Sqft	\$1,272
DOM	6
Year Built	1979
Sqft	2,005.0
Lot Size (sqft)	3,360
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.0771

Berkshire Hathaway Homeservices California Realty

MLS #	OC25190853
List Price	\$2,549,000
Sold Price	\$2,450,000
Adjusted Price	-
Sold Date	11/12/25
\$/Sqft	\$1,509
DOM	13
Year Built	1986
Sqft	1,624.0
Lot Size (sqft)	5,800
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	2
Acres	0.1331

Nationwide Capital Group, Inc



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Comparable Properties



1 Beach View Avenue

Dana Point, CA 92629

CLOSED 11/20/25



23741 Montego Bay

Dana Point, CA 92629

CLOSED 12/15/25



22911 Via Orvieto

Dana Point, CA 92629

CLOSED 10/31/25

Details

MLS #	LG25200114
List Price	\$18,995,000
Sold Price	\$18,000,000
Adjusted Price	-
Sold Date	11/20/25
\$/Sqft	\$3,358
DOM	19
Year Built	2025
Sqft	5,361.0
Lot Size (sqft)	8,813
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	6.00
Garages	3
Acres	0.2023
	Compass

MLS #	OC25261502
List Price	\$3,990,000
Sold Price	\$4,200,000
Adjusted Price	-
Sold Date	12/15/25
\$/Sqft	\$2,947
DOM	5
Year Built	1972
Sqft	1,425.0
Lot Size (sqft)	5,500
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.1263
	Engel & Volkers Dana Point

MLS #	LG25171597
List Price	\$4,825,000
Sold Price	\$4,825,000
Adjusted Price	-
Sold Date	10/31/25
\$/Sqft	\$1,378
DOM	58
Year Built	1988
Sqft	3,502.0
Lot Size (sqft)	11,875
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	4.00
Garages	3
Acres	0.2726
	Compass



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Comparable Properties



33512 Dosinia

Dana Point, CA 92629

CLOSED 11/13/25



11 Porto Cervo Drive

Dana Point, CA 92629

CLOSED 11/13/25

Details

MLS #	PW25244751
List Price	\$2,500,000
Sold Price	\$3,200,000
Adjusted Price	-
Sold Date	11/13/25
\$/Sqft	\$1,427
DOM	14
Year Built	1972
Sqft	2,243.0
Lot Size (sqft)	7,360
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	3.00
Garages	3
Acres	0.169
	Re/Max Terrasol

MLS #	OC25122519
List Price	\$2,599,000
Sold Price	\$2,500,000
Adjusted Price	-
Sold Date	11/13/25
\$/Sqft	\$961
DOM	117
Year Built	1986
Sqft	2,602.0
Lot Size (sqft)	9,520
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	4.00
Garages	3
Acres	0.2185
	Compass

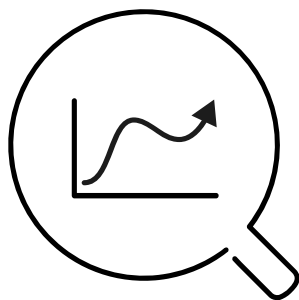


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Analysis



Leilani Serrao-Baker

Civitas Realty

Comparable Property Statistics

S

26 Sold Listings



Leilani Serrao-Baker

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Sold Property Analysis

Averages

94.71%

Homes sold for an average of 94.71% of their list price.

55

Days on market

It took an average of 55 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
126 Monarch Bay	\$13,500,000	\$12,000,000	88.89%	88	\$2,201
10 Monaco	\$2,690,000	\$2,600,000	96.65%	95	\$1,134
32512 Azores Road	\$4,750,000	\$4,550,000	95.79%	8	\$1,430
23731 Montego Bay	\$4,250,000	\$3,800,000	89.41%	29	\$2,000
32131 Sea Island Drive	\$7,950,000	\$7,750,000	97.48%	20	\$1,665
12 Chelsea Pointe	\$2,349,900	\$2,355,000	100.22%	12	\$1,132
20 Regina	\$3,888,000	\$3,888,000	100.00%	2	\$1,291
23262 Ellice Circle	\$5,995,000	\$4,995,000	83.32%	55	\$1,662
129 Monarch Bay Drive	\$10,500,000	\$10,000,000	95.24%	59	\$2,819
32081 Sea Island Drive	\$12,995,000	\$11,060,000	85.11%	57	\$2,177
162 Monarch Bay Drive	\$6,300,000	\$6,300,000	100.00%	18	\$2,569
70 Ritz Cove Drive	\$11,500,000	\$9,000,000	78.26%	248	\$1,577
32671 Mediterranean Drive	\$4,200,000	\$3,900,000	92.86%	56	\$1,402
32512 Seven Seas Drive	\$3,995,000	\$3,570,000	89.36%	26	\$1,799
Averages	\$6,616,419	\$6,043,962	94.71%	55	\$1,759



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Averages

94.71%

Homes sold for an average of 94.71% of their list price.

55

Days on market

It took an average of 55 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
130 Monarch Bay Drive	\$18,995,000	\$15,000,000	78.97%	349	\$2,498
27 Gavina	\$8,995,000	\$8,150,000	90.61%	45	\$1,762
32311 Via Mentone	\$4,200,000	\$4,000,000	95.24%	6	\$1,113
23835 BLUEHILL Bay	\$3,475,000	\$3,300,000	94.96%	28	\$1,881
22 Via Monarca Street	\$3,200,000	\$3,200,000	100.00%	2	\$758
33925 Cape Cv	\$2,650,000	\$2,550,000	96.23%	6	\$1,272
83 Palm Beach Court	\$2,549,000	\$2,450,000	96.12%	13	\$1,509
1 Beach View Avenue	\$18,995,000	\$18,000,000	94.76%	19	\$3,358
23741 Montego Bay	\$3,990,000	\$4,200,000	105.26%	5	\$2,947
22911 Via Orvieto	\$4,825,000	\$4,825,000	100.00%	58	\$1,378
33512 Dosinia	\$2,500,000	\$3,200,000	128.00%	14	\$1,427
11 Porto Cervo Drive	\$2,790,000	\$2,500,000	89.61%	117	\$961
Averages	\$6,616,419	\$6,043,962	94.71%	55	\$1,759

Time To Sell

55 Days on Market

|

97.26% of list price

Sold homes were on the market for an average of 55 days before they accepted an offer. These homes sold for an average of 97.26% of list price.



	ADDRESS	STATUS	LIST PRICE	SOLD PRICE	DOM	% OF LIST \$
1	126 Monarch Bay	● Closed	\$13,500,000	\$12,000,000	88	88.89%
2	10 Monaco	● Closed	\$2,550,000	\$2,600,000	95	101.96%
3	32512 Azores Road	● Closed	\$4,750,000	\$4,550,000	8	95.79%
4	23731 Montego Bay	● Closed	\$4,250,000	\$3,800,000	29	89.41%
5	32131 Sea Island Drive	● Closed	\$7,950,000	\$7,750,000	20	97.48%
6	12 Chelsea Pointe	● Closed	\$2,349,900	\$2,355,000	12	100.22%
7	20 Regina	● Closed	\$3,888,000	\$3,888,000	2	100.00%
8	23262 Ellice Circle	● Closed	\$4,995,000	\$4,995,000	55	100.00%
9	129 Monarch Bay Drive	● Closed	\$10,500,000	\$10,000,000	59	95.24%
10	32081 Sea Island Drive	● Closed	\$12,995,000	\$11,060,000	57	85.11%
11	162 Monarch Bay Drive	● Closed	\$6,300,000	\$6,300,000	18	100.00%
Averages			\$6,348,688	\$6,043,962	55	97.26%



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12	70 Ritz Cove Drive	● Closed	\$9,500,000	\$9,000,000	248	94.74%
13	32671 Mediterranean Drive	● Closed	\$4,200,000	\$3,900,000	56	92.86%
14	32512 Seven Seas Drive	● Closed	\$3,995,000	\$3,570,000	26	89.36%
15	130 Monarch Bay Drive	● Closed	\$15,490,000	\$15,000,000	349	96.84%
16	27 Gavina	● Closed	\$8,995,000	\$8,150,000	45	90.61%
17	32311 Via Mentone	● Closed	\$4,200,000	\$4,000,000	6	95.24%
18	23835 BLUEHILL Bay	● Closed	\$3,350,000	\$3,300,000	28	98.51%
19	22 Via Monarca Street	● Closed	\$3,200,000	\$3,200,000	2	100.00%
20	33925 Cape Cv	● Closed	\$2,650,000	\$2,550,000	6	96.23%
21	83 Palm Beach Court	● Closed	\$2,549,000	\$2,450,000	13	96.12%
22	1 Beach View Avenue	● Closed	\$18,995,000	\$18,000,000	19	94.76%
23	23741 Montego Bay	● Closed	\$3,990,000	\$4,200,000	5	105.26%
24	22911 Via Orvieto	● Closed	\$4,825,000	\$4,825,000	58	100.00%
25	33512 Dosinia	● Closed	\$2,500,000	\$3,200,000	14	128.00%
26	11 Porto Cervo Drive	● Closed	\$2,599,000	\$2,500,000	117	96.19%
Averages			\$6,348,688	\$6,043,962	55	97.26%



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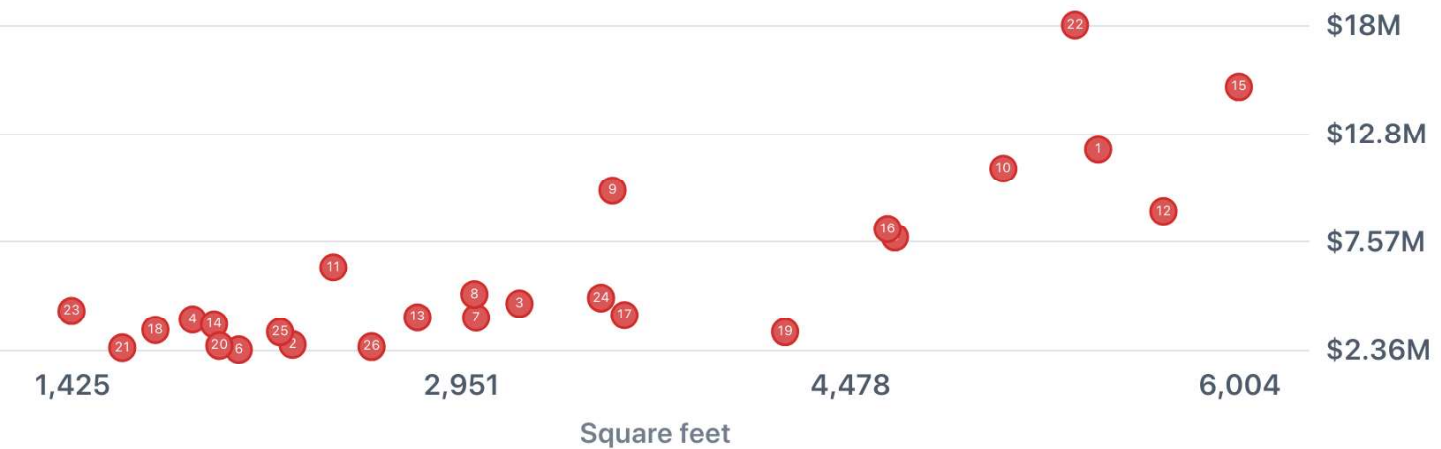
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Average Price Per Sq Ft

\$1,759 Sqft.

Comparable homes sold for an average of \$1,759 / 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.



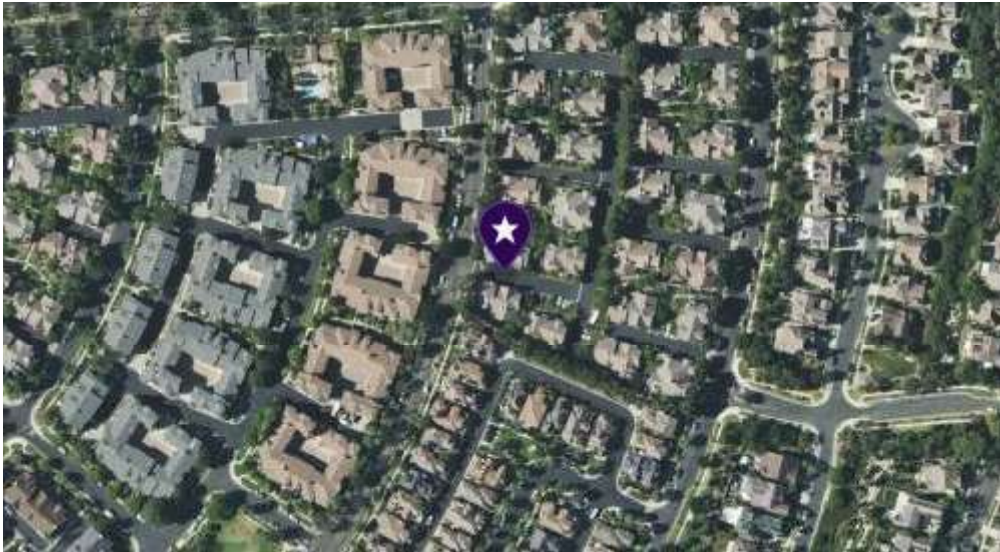
Trendline (based on SOLD listings only)

	ADDRESS	STATUS	SOLD PRICE	SQ. FT.	\$/SQ.FT
1	126 Monarch Bay	● Closed	\$12,000,000	5,452	\$2,201
2	10 Monaco	● Closed	\$2,600,000	2,292	\$1,134
3	32512 Azores Road	● Closed	\$4,550,000	3,182	\$1,430
4	23731 Montego Bay	● Closed	\$3,800,000	1,900	\$2,000
5	32131 Sea Island Drive	● Closed	\$7,750,000	4,655	\$1,665
6	12 Chelsea Pointe	● Closed	\$2,355,000	2,081	\$1,132
7	20 Regina	● Closed	\$3,888,000	3,012	\$1,291
8	23262 Ellice Circle	● Closed	\$4,995,000	3,005	\$1,662
9	129 Monarch Bay Drive	● Closed	\$10,000,000	3,547	\$2,819
10	32081 Sea Island Drive	● Closed	\$11,060,000	5,080	\$2,177
11	162 Monarch Bay Drive	● Closed	\$6,300,000	2,452	\$2,569
Averages			\$6,043,961	3,311	\$1,759



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Comparative Market Analysis



Winter

Monarch Beach Area Attached Homes

DECEMBER 16, 2025



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Map of Comparable Listings



STATUS: X = EXPIRED S = CLOSED P = PENDING C = CANCELED B = ACTIVE UNDER CONTRACT A = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject		Winter	-	-	-	-
2	OC25170410	X	23277 Atlantis Way	3	3.00	2,045.0	\$2,695,000
3	NP25041919	X	60 Corniche Drive C	1	1.00	755.0	\$629,000
4	PW25218527	X	54 Corniche Drive B	2	2.00	1,165.0	\$839,950
5	OC25188682	S	34014 Selva Road 18	1	1.00	701.0	\$839,000
6	LG25191665	S	24135 Windward Drive	3	2.00	1,515.0	\$2,700,000
7	OC25181520	S	32312 Linda Vista Lane	2	3.00	1,478.0	\$870,000
8	OC25123081	S	34132 Selva Road 252	2	2.00	1,022.0	\$1,100,000
9	OC25177916	S	33966 Cape Cove	2	2.00	1,350.0	\$2,000,000
10	LG25180045	S	33695 Crossjack Drive	3	3.00	2,361.0	\$4,350,000
11	OC25218269	S	56 Corniche Drive J	2	2.00	1,130.0	\$829,950
12	OC25221187	S	34010 Selva Rd	2	2.00	930.0	\$1,032,525
13	OC25233266	P	23782 Perth Bay	3	2.00	1,758.0	\$2,795,000



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14	LG25067227	C	33571 Binnacle Drive	3	3.00	1,900.0	\$2,995,000
15	SW25141059	C	23414 Highcrest Road	3	3.00	1,478.0	\$1,235,000
16	OC25025793	B	16 Corniche Drive A	2	2.00	1,130.0	\$839,000
17	OC25251891	A	23277 Atlantis Way	3	3.00	2,045.0	\$2,695,000
18	OC25189916	A	34365 Dana Strand Road 3	2	2.00	1,092.0	\$3,495,000
19	NP25150895	A	34385 Dana Strand Road B	3	4.00	4,537.0	\$8,995,000
20	OC25193216	A	34022 Selva Road 52	2	2.00	873.0	\$1,050,000
21	OC25104408	A	71 Ritz Cove Drive	5	7.00	9,048.0	\$18,800,000
22	LG24236746	A	51 Monarch Beach Resort S	3	4.00	3,797.0	\$6,799,000
23	NP25246172	A	72 Monarch Beach Resort S	3	5.00	3,325.0	\$5,995,000
24	OC25145660	A	34028 Selva Road 77	2	2.00	1,010.0	\$1,195,888
25	GD25266390	A	36 Saint Kitts	2	3.00	1,631.0	\$1,430,000
26	NP25159692	A	75 Monarch Beach Resort S	4	4.00	3,996.0	\$5,749,000



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Summary of Comparable Properties

X EXPIRED LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
23277 Atlantis Way	-	3	3.00	2,045.0	\$2,695,000	\$1,318
60 Corniche Drive C	-	1	1.00	755.0	\$629,000	\$833
54 Corniche Drive B	-	2	2.00	1,165.0	\$839,950	\$721
Averages				1,321	\$1,387,983	\$957

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	SOLD PRICE	\$/SQ.FT
34014 Selva Road 18	10/6/25	1	1.00	701.0	\$839,000	\$1,197
24135 Windward Drive	9/29/25	3	2.00	1,515.0	\$2,700,000	\$1,782
32312 Linda Vista Lane	11/21/25	2	3.00	1,478.0	\$870,000	\$589
34132 Selva Road 252	12/5/25	2	2.00	1,022.0	\$1,100,000	\$1,076
33966 Cape Cove	9/17/25	2	2.00	1,350.0	\$2,000,000	\$1,481
33695 Crossjack Drive	10/20/25	3	3.00	2,361.0	\$4,350,000	\$1,842
56 Corniche Drive J	10/14/25	2	2.00	1,130.0	\$829,950	\$734
34010 Selva Rd	11/13/25	2	2.00	930.0	\$1,032,525	\$1,110
Averages				1,310	\$1,715,184	\$1,227

P PENDING LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
23782 Perth Bay	-	3	2.00	1,758.0	\$2,795,000	\$1,590
Averages				1,758	\$2,795,000	\$1,590

C CANCELLED LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
33571 Binnacle Drive	-	3	3.00	1,900.0	\$2,995,000	\$1,576
23414 Highcrest Road	-	3	3.00	1,478.0	\$1,235,000	\$836
Averages				1,689	\$2,115,000	\$1,206

B BACKUP OFFER LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
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16 Corniche Drive A	-	2	2.00	1,130.0	\$839,000	\$742
Averages				1,130	\$839,000	\$742

A

ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
23277 Atlantis Way	-	3	3.00	2,045.0	\$2,695,000	\$1,318
34365 Dana Strand Road 3	-	2	2.00	1,092.0	\$3,495,000	\$3,201
34385 Dana Strand Road B	-	3	4.00	4,537.0	\$8,995,000	\$1,983
34022 Selva Road 52	-	2	2.00	873.0	\$1,050,000	\$1,203
71 Ritz Cove Drive	-	5	7.00	9,048.0	\$18,800,000	\$2,078
51 Monarch Beach Resort S	-	3	4.00	3,797.0	\$6,799,000	\$1,791
72 Monarch Beach Resort S	-	3	5.00	3,325.0	\$5,995,000	\$1,803
34028 Selva Road 77	-	2	2.00	1,010.0	\$1,195,888	\$1,184
36 Saint Kitts	-	2	3.00	1,631.0	\$1,430,000	\$877
75 Monarch Beach Resort S	-	4	4.00	3,996.0	\$5,749,000	\$1,439
Averages				3,135	\$5,620,388	\$1,687

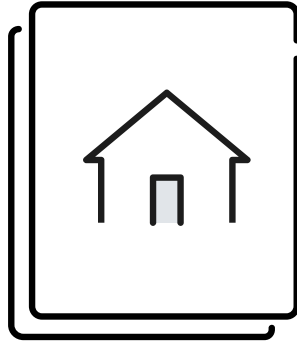


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Listings



Leilani Serrao-Baker

Civitas Realty

Comparable Properties



23277 Atlantis Way

Dana Point, CA 92629

EXPIRED 7/29/25

60 Corniche Drive C

Dana Point, CA 92629

EXPIRED 2/25/25

54 Corniche Drive B

Dana Point, CA 92629

EXPIRED 9/16/25

Details

MLS #	OC25170410
List Price	\$2,695,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,318
DOM	83
Year Built	1973
Sqft	2,045.0
Lot Size (sqft)	3,500
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.0803
	Compass

MLS #	NP25041919
List Price	\$629,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$833
DOM	237
Year Built	1989
Sqft	755.0
Lot Size (sqft)	952,561
Area	MB - Monarch Beach
Taxes	-
Beds	1
Baths	1.00
Garages	-
Acres	21.8678
	Coastal Pacific Real Estate, I

MLS #	PW25218527
List Price	\$839,950
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$721
DOM	20
Year Built	1989
Sqft	1,165.0
Lot Size (sqft)	952,561
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	21.8678
	Allview Real Estate



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Comparable Properties



34014 Selva Road 18

Dana Point, CA 92629

CLOSED 10/6/25



24135 Windward Drive

Dana Point, CA 92629

CLOSED 9/29/25



32312 Linda Vista Lane

Dana Point, CA 92629

CLOSED 11/21/25

Details

MLS #	OC25188682
List Price	\$849,000
Sold Price	\$839,000
Adjusted Price	-
Sold Date	10/6/25
\$/Sqft	\$1,197
DOM	15
Year Built	1982
Sqft	701.0
Lot Size (sqft)	215,507
Area	MB - Monarch Beach
Taxes	-
Beds	1
Baths	1.00
Garages	1
Acres	4.9474

Harcourts Signature Properties

MLS #	LG25191665
List Price	\$2,748,000
Sold Price	\$2,700,000
Adjusted Price	-
Sold Date	9/29/25
\$/Sqft	\$1,782
DOM	4
Year Built	1972
Sqft	1,515.0
Lot Size (sqft)	4,305
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.0988

Surterre Properties

MLS #	OC25181520
List Price	\$890,000
Sold Price	\$870,000
Adjusted Price	-
Sold Date	11/21/25
\$/Sqft	\$589
DOM	69
Year Built	1980
Sqft	1,478.0
Lot Size (sqft)	266,377
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	3.00
Garages	2
Acres	6.1152

Utopia Real Estate



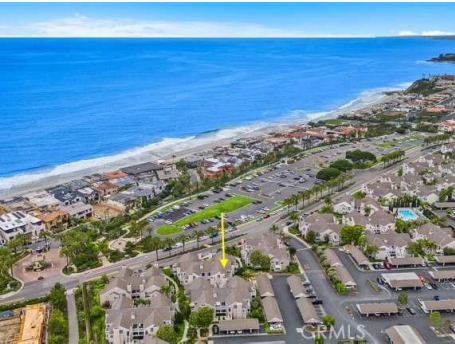
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Comparable Properties



34132 Selva Road 252

Dana Point, CA 92629

CLOSED 12/5/25



33966 Cape Cove

Dana Point, CA 92629

CLOSED 9/17/25



33695 Crossjack Drive

Dana Point, CA 92629

CLOSED 10/20/25

Details

MLS #	OC25123081
List Price	\$1,159,000
Sold Price	\$1,100,000
Adjusted Price	-
Sold Date	12/5/25
\$/Sqft	\$1,076
DOM	162
Year Built	1983
Sqft	1,022.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	-

Bullock Russell RE Services

MLS #	OC25177916
List Price	\$2,095,000
Sold Price	\$2,000,000
Adjusted Price	-
Sold Date	9/17/25
\$/Sqft	\$1,481
DOM	14
Year Built	1980
Sqft	1,350.0
Lot Size (sqft)	4,256
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	2
Acres	0.0977

Compass

MLS #	LG25180045
List Price	\$4,350,000
Sold Price	\$4,350,000
Adjusted Price	-
Sold Date	10/20/25
\$/Sqft	\$1,842
DOM	32
Year Built	2016
Sqft	2,361.0
Lot Size (sqft)	4,884
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.1121

Berkshire Hathaway HomeServices California Properties



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Comparable Properties



56 Corniche Drive J

Dana Point, CA 92629

CLOSED 10/14/25



34010 Selva Rd

Dana Point, CA 92629

CLOSED 11/13/25



23782 Perth Bay

Dana Point, CA 92629

PENDING 11/16/25

Details

MLS #	OC25218269
List Price	\$829,950
Sold Price	\$829,950
Adjusted Price	-
Sold Date	10/14/25
\$/Sqft	\$734
DOM	4
Year Built	1989
Sqft	1,130.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	-
Compass	

MLS #	OC25221187
List Price	\$1,059,000
Sold Price	\$1,032,525
Adjusted Price	-
Sold Date	11/13/25
\$/Sqft	\$1,110
DOM	21
Year Built	1982
Sqft	930.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	-
Douglas Elliman of California	

MLS #	OC25233266
List Price	\$2,795,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,590
DOM	40
Year Built	1971
Sqft	1,758.0
Lot Size (sqft)	4,050
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	2.00
Garages	2
Acres	0.093
Harcourts Prime Properties	



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Comparable Properties



33571 Binnacle Drive

Dana Point, CA 92629

CANCELED 3/27/25



23414 Highcrest Road

Dana Point, CA 92629

CANCELED 6/23/25



16 Corniche Drive A

Dana Point, CA 92629

ACTIVE UNDER CONTRACT 11/17/25

Details

MLS #	LG25067227
List Price	\$2,995,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,576
DOM	230
Year Built	1972
Sqft	1,900.0
Lot Size (sqft)	2,760
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.0634

Berkshire Hathaway HomeService

MLS #	SW25141059
List Price	\$1,235,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$836
DOM	113
Year Built	1980
Sqft	1,478.0
Lot Size (sqft)	1,478
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.0339

Premier Agent Network

MLS #	OC25025793
List Price	\$839,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$742
DOM	308
Year Built	1989
Sqft	1,130.0
Lot Size (sqft)	1,500
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	0.0344

Coldwell Banker Platinum Prop



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Comparable Properties



23277 Atlantis Way

Dana Point, CA 92629

ACTIVE 11/1/25



34365 Dana Strand Road 3

Dana Point, CA 92629

ACTIVE 8/22/25



34385 Dana Strand Road B

Dana Point, CA 92629

ACTIVE 7/7/25

Details

MLS #	OC25251891
List Price	\$2,695,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,318
DOM	4
Year Built	1973
Sqft	2,045.0
Lot Size (sqft)	3,500
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	3.00
Garages	2
Acres	0.0803
	Compass

MLS #	OC25189916
List Price	\$3,495,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$3,201
DOM	77
Year Built	1963
Sqft	1,092.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	1
Acres	-
	Keller Williams Realty

MLS #	NP25150895
List Price	\$8,995,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,983
DOM	126
Year Built	1990
Sqft	4,537.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	4.00
Garages	7
Acres	-
	Coldwell Banker Realty



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Comparable Properties



34022 Selva Road 52

Dana Point, CA 92629

ACTIVE 8/27/25



71 Ritz Cove Drive

Dana Point, CA 92629

ACTIVE 5/10/25



51 Monarch Beach Resort S

Dana Point, CA 92629

ACTIVE 11/20/24

Details

MLS #	OC25193216
List Price	\$1,050,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,203
DOM	103
Year Built	1982
Sqft	873.0
Lot Size (sqft)	211,471
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	4.8547

Berkshire Hathaway HomeService

MLS #	OC25104408
List Price	\$18,800,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$2,078
DOM	152
Year Built	2002
Sqft	9,048.0
Lot Size (sqft)	19,577
Area	MB - Monarch Beach
Taxes	-
Beds	5
Baths	7.00
Garages	3
Acres	0.4494

Luxe Real Estate

MLS #	LG24236746
List Price	\$6,799,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,791
DOM	368
Year Built	2016
Sqft	3,797.0
Lot Size (sqft)	-
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	4.00
Garages	2
Acres	-

DOUGLAS ELLIMAN OF CALIFORNIA, INC.



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Comparable Properties



72 Monarch Beach Resort S

Dana Point, CA 92629

ACTIVE 10/27/25



34028 Selva Road 77

Dana Point, CA 92629

ACTIVE 7/18/25



36 Saint Kitts

Dana Point, CA 92629

ACTIVE 11/25/25

Details

MLS #	NP25246172
List Price	\$5,995,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,803
DOM	29
Year Built	2015
Sqft	3,325.0
Lot Size (sqft)	110,656
Area	MB - Monarch Beach
Taxes	-
Beds	3
Baths	5.00
Garages	2
Acres	2.5403
Coldwell Banker Realty	

MLS #	OC25145660
List Price	\$1,195,888
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,184
DOM	85
Year Built	1982
Sqft	1,010.0
Lot Size (sqft)	211,471
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	2.00
Garages	-
Acres	4.8547
Beach Cities Real Estate	

MLS #	GD25266390
List Price	\$1,430,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$877
DOM	11
Year Built	1986
Sqft	1,631.0
Lot Size (sqft)	4,200
Area	MB - Monarch Beach
Taxes	-
Beds	2
Baths	3.00
Garages	2
Acres	0.0964
Coldwell Banker Hallmark	



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Comparable Properties



75 Monarch Beach Resort S

Dana Point, CA 92629

ACTIVE 7/15/25

Details

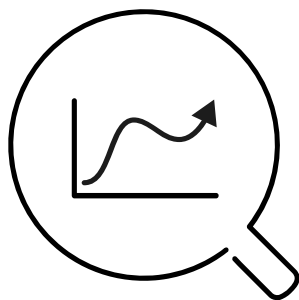
MLS #	NP25159692
List Price	\$5,749,000
Sold Price	-
Adjusted Price	-
Sold Date	-
\$/Sqft	\$1,439
DOM	110
Year Built	2015
Sqft	3,996.0
Lot Size (sqft)	110,656
Area	MB - Monarch Beach
Taxes	-
Beds	4
Baths	4.00
Garages	2
Acres	2.5403

Coldwell Banker Realty



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Analysis



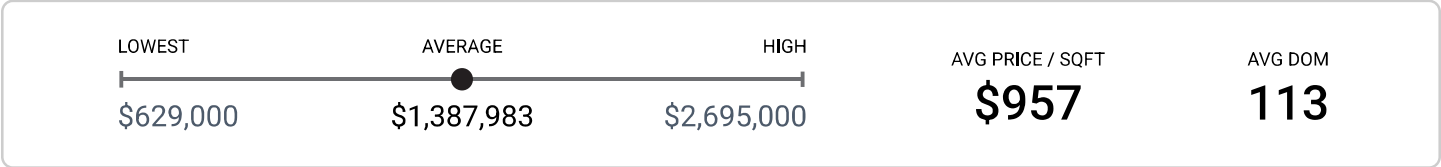
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Comparable Property Statistics

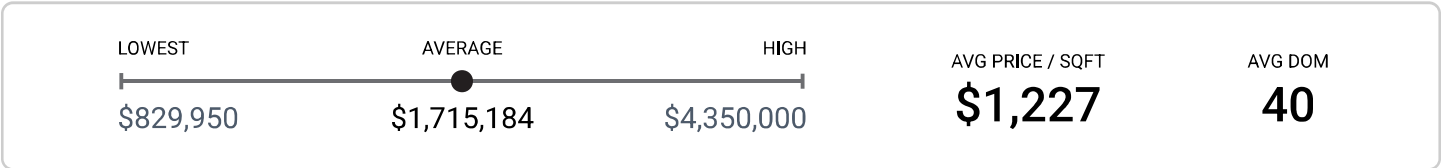
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3 Expired Listings



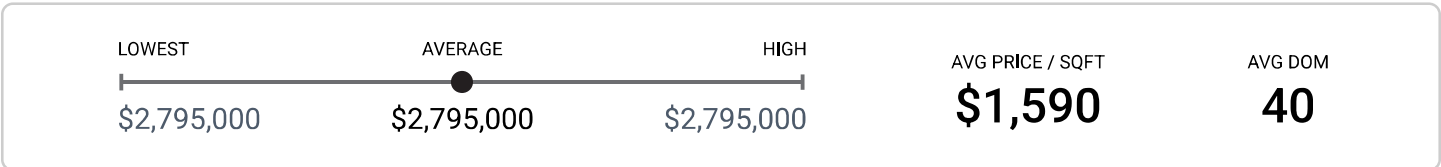
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8 Sold Listings



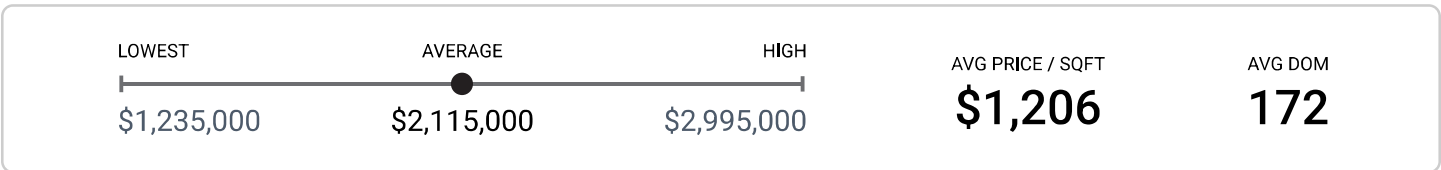
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1 Pending Listings



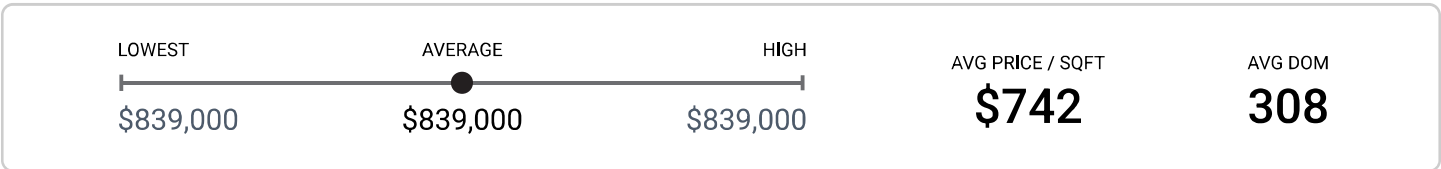
C

2 Cancelled Listings



B

1 Backup Offer Listings



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A 10 Active Listings



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Sold Property Analysis

Averages

94.63%

Homes sold for an average of 94.63% of their list price.

40

Days on market

It took an average of 40 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
34014 Selva Road 18	\$849,000	\$839,000	98.82%	15	\$1,197
24135 Windward Drive	\$2,748,000	\$2,700,000	98.25%	4	\$1,782
32312 Linda Vista Lane	\$980,000	\$870,000	88.78%	69	\$589
34132 Selva Road 252	\$1,249,000	\$1,100,000	88.07%	162	\$1,076
33966 Cape Cove	\$2,095,000	\$2,000,000	95.47%	14	\$1,481
33695 Crossjack Drive	\$4,750,000	\$4,350,000	91.58%	32	\$1,842
56 Corniche Drive J	\$829,950	\$829,950	100.00%	4	\$734
34010 Selva Rd	\$1,075,000	\$1,032,525	96.05%	21	\$1,110
Averages	\$1,821,993	\$1,715,184	94.63%	40	\$1,227



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Time To Sell

40 Days on Market

| 97.84% of list price

Sold homes were on the market for an average of 40 days before they accepted an offer. These homes sold for an average of 97.84% of list price.



	ADDRESS	STATUS	LIST PRICE	SOLD PRICE	DOM	% OF LIST \$
1	23277 Atlantis Way	Expired	\$2,695,000	-	83	-
2	60 Corniche Drive C	Expired	\$629,000	-	237	-
3	54 Corniche Drive B	Expired	\$839,950	-	20	-
4	34014 Selva Road 18	Closed	\$849,000	\$839,000	15	98.82%
5	24135 Windward Drive	Closed	\$2,748,000	\$2,700,000	4	98.25%
6	32312 Linda Vista Lane	Closed	\$890,000	\$870,000	69	97.75%
7	34132 Selva Road 252	Closed	\$1,159,000	\$1,100,000	162	94.91%
8	33966 Cape Cove	Closed	\$2,095,000	\$2,000,000	14	95.47%
9	33695 Crossjack Drive	Closed	\$4,350,000	\$4,350,000	32	100.00%
10	56 Corniche Drive J	Closed	\$829,950	\$829,950	4	100.00%
11	34010 Selva Rd	Closed	\$1,059,000	\$1,032,525	21	97.50%
Averages			\$3,288,472	\$1,715,184	97	97.84%

12	23782 Perth Bay	● Pending	\$2,795,000	-	40	-
13	33571 Binnacle Drive	● Canceled	\$2,995,000	-	229	-
14	23414 Highcrest Road	● Canceled	\$1,235,000	-	109	-
15	16 Corniche Drive A	● Active Under Contract	\$839,000	-	308	-
16	23277 Atlantis Way	● Active	\$2,695,000	-	4	-
17	34365 Dana Strand Road 3	● Active	\$3,495,000	-	77	-
18	34385 Dana Strand Road B	● Active	\$8,995,000	-	126	-
19	34022 Selva Road 52	● Active	\$1,050,000	-	103	-
20	71 Ritz Cove Drive	● Active	\$18,800,000	-	152	-
21	51 Monarch Beach Resort S	● Active	\$6,799,000	-	368	-
22	72 Monarch Beach Resort S	● Active	\$5,995,000	-	29	-
23	34028 Selva Road 77	● Active	\$1,195,888	-	85	-
24	36 Saint Kitts	● Active	\$1,430,000	-	11	-
25	75 Monarch Beach Resort S	● Active	\$5,749,000	-	110	-
Averages			\$3,288,472	\$1,715,184	97	97.84%



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Average Price Per Sq Ft

\$1,227 Sqft.

Comparable homes sold for an average of \$1,227 / 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.



	ADDRESS	STATUS	SOLD PRICE	SQ. FT.	\$/SQ.FT
1	23277 Atlantis Way	Expired	-	2,045	\$1,318
2	60 Corniche Drive C	Expired	-	755	\$833
3	54 Corniche Drive B	Expired	-	1,165	\$721
4	34014 Selva Road 18	Closed	\$839,000	701	\$1,197
5	24135 Windward Drive	Closed	\$2,700,000	1,515	\$1,782
6	32312 Linda Vista Lane	Closed	\$870,000	1,478	\$589
7	34132 Selva Road 252	Closed	\$1,100,000	1,022	\$1,076
8	33966 Cape Cove	Closed	\$2,000,000	1,350	\$1,481
9	33695 Crossjack Drive	Closed	\$4,350,000	2,361	\$1,842
10	56 Corniche Drive J	Closed	\$829,950	1,130	\$734
11	34010 Selva Rd	Closed	\$1,032,525	930	\$1,110
Averages			\$1,715,184	2,083	\$1,372



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12	23782 Perth Bay	<div><div></div>Pending</div>	-	1,758	\$1,590	
13	33571 Binnacle Drive	<div><div></div>Canceled</div>	-	1,900	\$1,576	
14	23414 Highcrest Road	<div><div></div>Canceled</div>	-	1,478	\$836	
15	16 Corniche Drive A	<div><div></div>Active Under Contract</div>	-	1,130	\$742	
16	23277 Atlantis Way	<div><div></div>Active</div>	-	2,045	\$1,318	
17	34365 Dana Strand Road 3	<div><div></div>Active</div>	-	1,092	\$3,201	
18	34385 Dana Strand Road B	<div><div></div>Active</div>	-	4,537	\$1,983	
19	34022 Selva Road 52	<div><div></div>Active</div>	-	873	\$1,203	
20	71 Ritz Cove Drive	<div><div></div>Active</div>	-	9,048	\$2,078	
21	51 Monarch Beach Resort S	<div><div></div>Active</div>	-	3,797	\$1,791	
22	72 Monarch Beach Resort S	<div><div></div>Active</div>	-	3,325	\$1,803	
23	34028 Selva Road 77	<div><div></div>Active</div>	-	1,010	\$1,184	
24	36 Saint Kitts	<div><div></div>Active</div>	-	1,631	\$877	
25	75 Monarch Beach Resort S	<div><div></div>Active</div>	-	3,996	\$1,439	
Averages				\$1,715,184	2,083	\$1,372



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"IN ESCROW IN 21 DAYS! PREVIOUSLY LISTED WITH ANOTHER AGENT FOR 120 DAYS. LISTED AT \$995,000 "This is the first time I've worked with Leilani and if I ever sell another home she will be the first person I go to. From day 1 she was 100% committed to getting our home sold...A wonderful real estate agent that goes above and beyond!!!"-Seller of 32861 Buccaneer St- **Don Bainum**

"Leilani is a consummate real estate professional. She skillfully guided us on our home selling endeavor with grit and grace. Her grit showed in her depth and range of professional attributes, including counseling us through staging as well as immersing us in designing an excellent home selling experience from beginning to end. Leilani's grace was on display as she thoughtfully and thoroughly advised us on details that would help to show our home well, which got us top dollar. She gave our family strength and confidence through a process that would have otherwise been a stressful and slightly overwhelming experience. We are honored to know her, as she is a true community leader as well as a comprehensive authority on real estate in Sea Canyon."-Seller of 33025 Christina Dr., Dana Point- **Dori Campbell**

"Leilani was by far one of the best! She understood us and had a special touch. There was no fake front about her. Such and incredibly refreshing realness about her. Very thankful we stumbled across her!"-Buyer of 24411 Barbados Dr., Dana Point- **Alicia Zamparelli**

"Leilani did everything we asked and more, providing accurate and precise guidance on pricing and sales/marketing strategy used. She provided a 'tick list' of things we needed to do, and worked with a budget in staging and preparing our home. We had an offer in four days and under contract in seven, which we considered a great result. I'd recommend Leilani wholeheartedly to anyone."-Seller of 33025 Christina Cr., Dana Point- **Tegan Campbell**



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The Value of Your Home

In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.



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Your Local Market Report

Dana Point, CA

REPORT FOR Single-Family Homes

This week the median list price for Dana Point, CA is \$5,847,000 with the market action index hovering around 37. This is less than last month's market action index of 39. Inventory has decreased to 38.

Market Action Index

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



Market Narrative

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.

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
\$17,275,000	6,983	0.25 - 0.5 acre	5	6	13	0 0	0 0 0 2	252
\$6,950,000	4,474	0.25 - 0.5 acre	4	5	27	1 1		112
\$4,635,000	2,877	8,000 - 10,000 sqft	3	2.5	51			35
\$1,749,999	1,789	0 - 4,500 sqft	3	2.5	48			56

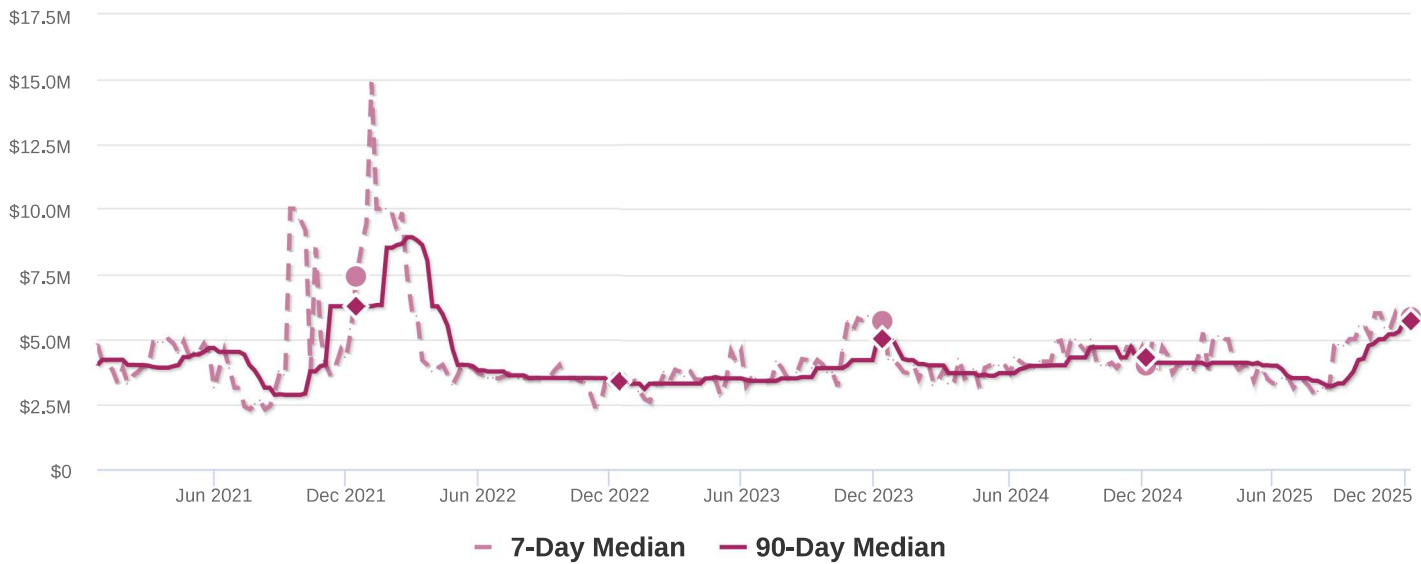
Real-Time Market Profile

Median List Price		\$5,847,000
Median Price of New Listings		\$2,900,000
Per Square Foot		\$1,765
Average Days on Market		133
Median Days on Market		88
Price Decreased		24%
Price Increased		3%
Relisted		13%
Inventory		38
Median Rent		\$6,250
Market Action		37

Slight Seller's Advantage

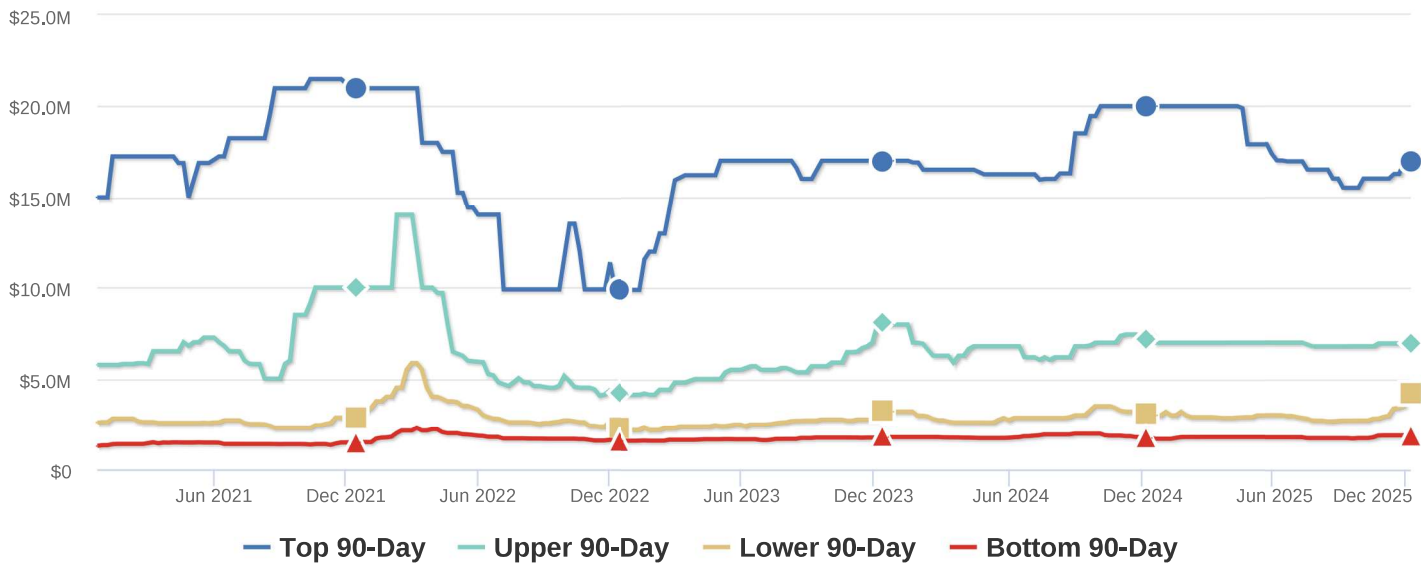
Median List Price

Prices continue their climb again this week. We're a long way from the market's price high-point so watch the Market Action Index as an indicator of how long this trend will last.



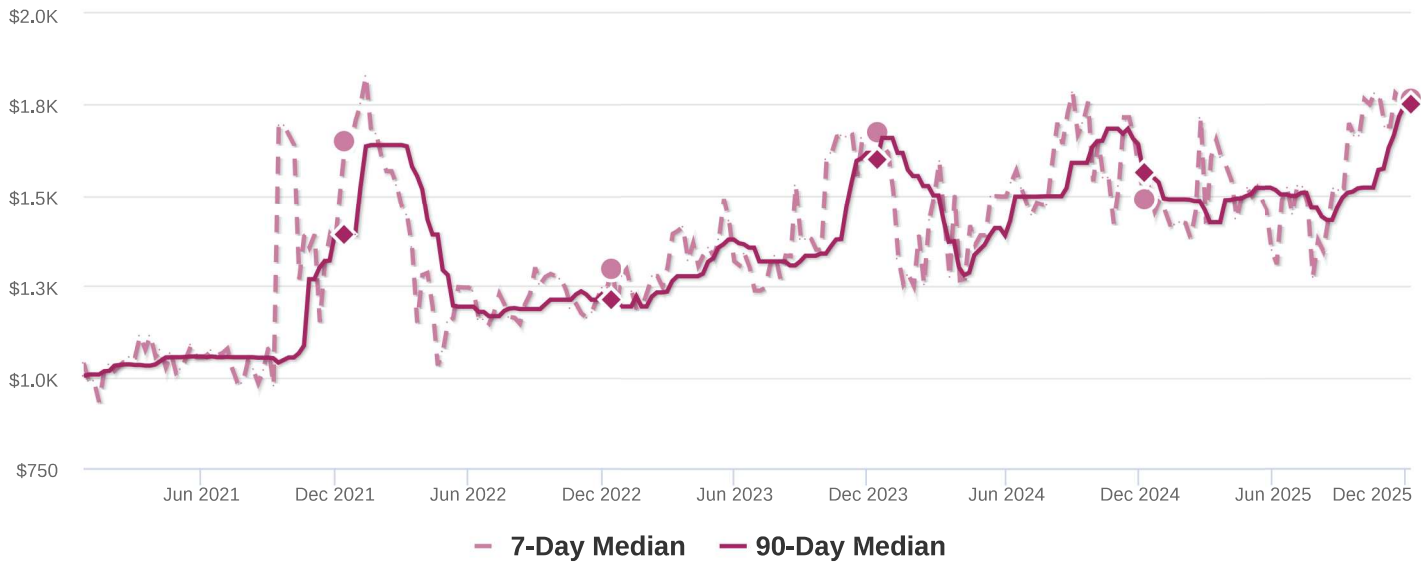
Segments

Pricing trends have been lacking strong directional indication lately. Quartiles 4 and 2 are mixed, while Quartiles 3 and 1 are up. Look to persistent downward shift in the Market Action Index as a leading indicator for a plateau in the market as a whole.



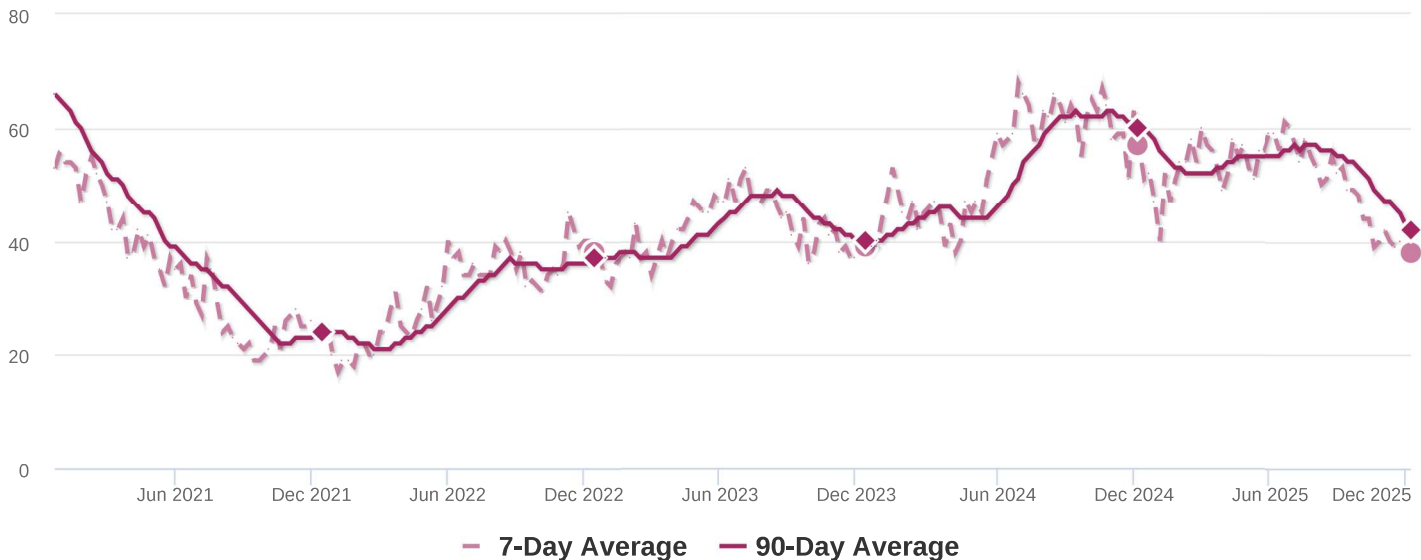
Price Per Square Foot

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.



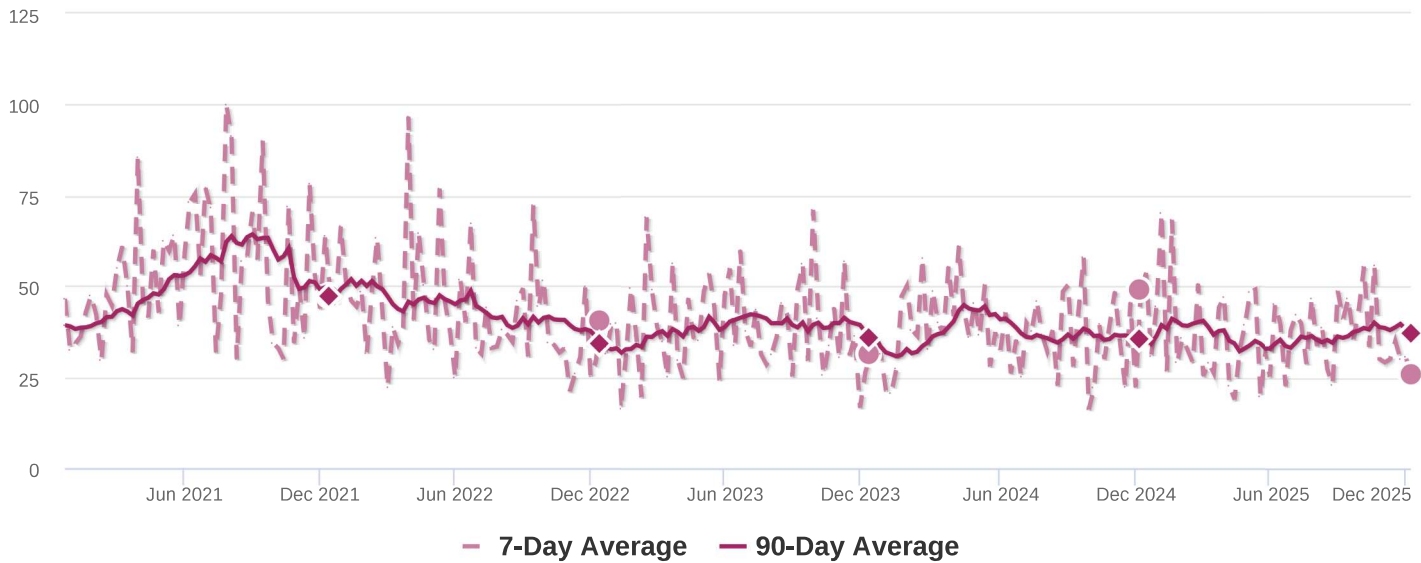
Inventory

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.



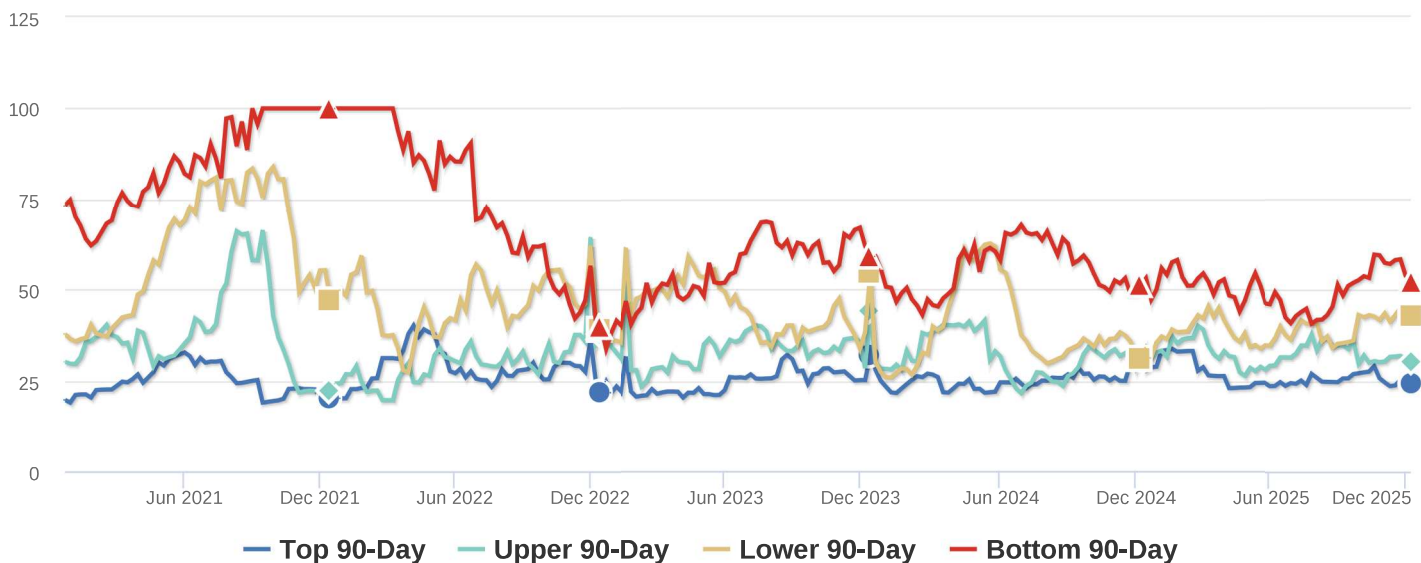
Market Action Index

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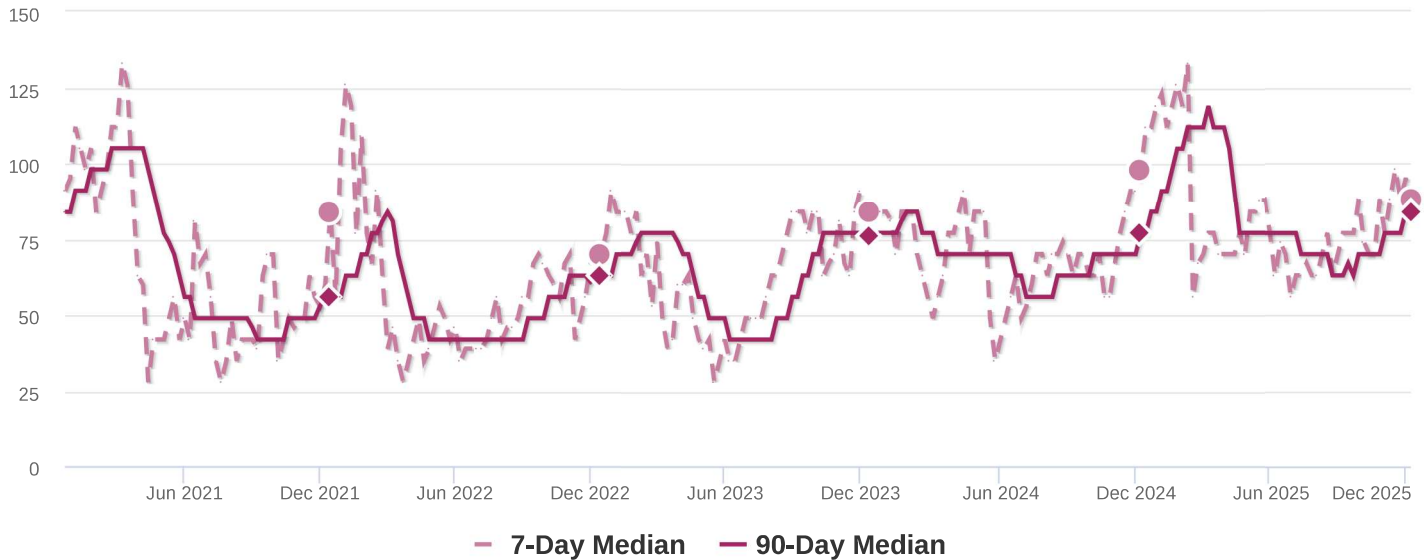
Market Action Segments

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.



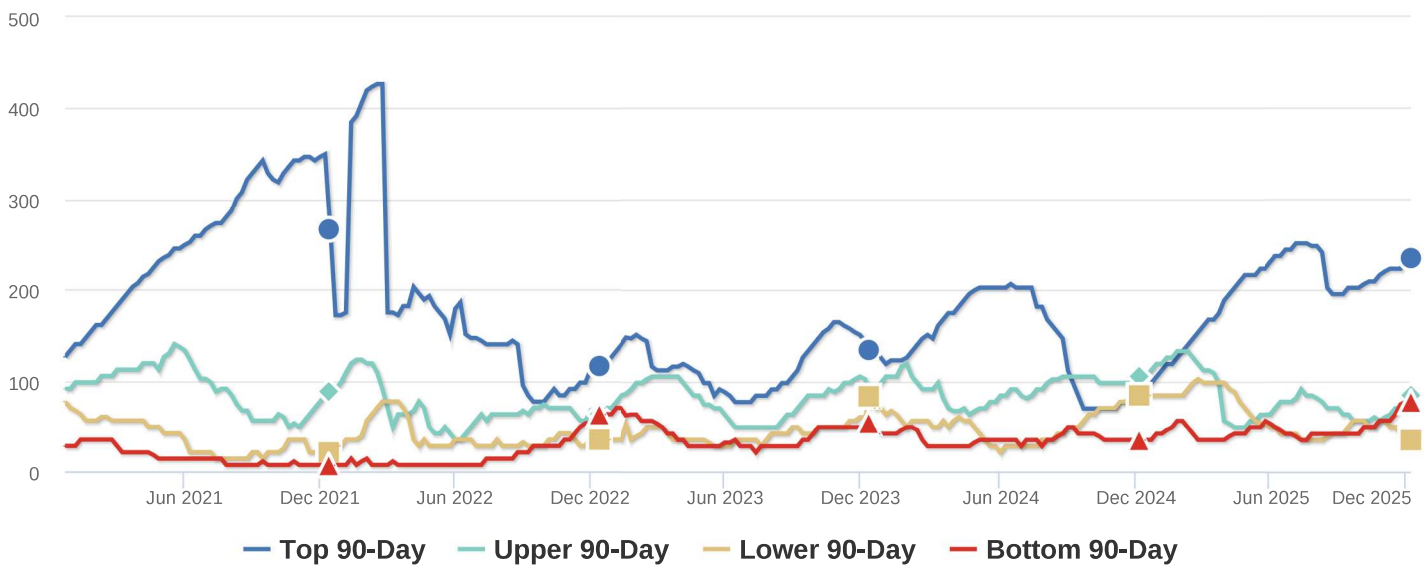
Median Days on Market (DOM)

The properties have been on the market for an average of 129 days. Half of the listings have come newly on the market in the past 83 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 Market Report

Dana Point, CA

REPORT FOR Condos /Townhomes Attached Homes

This week the median list price for Dana Point, CA is \$1,425,000 with the market action index hovering around 33. This is less than last month's market action index of 36. Inventory has decreased to 39.

Market Action Index












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



Market Narrative

The market has been cooling off a bit in recent weeks, as more homes are available and demand is less. However, the market is still notably in the Seller's zone so we haven't yet seen prices move lower as a result. 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		\$1,425,000
Median Price of New Listings		\$3,095,000
Per Square Foot		\$971
Average Days on Market		179
Median Days on Market		112
Price Decreased		38%
Price Increased		8%
Relisted		10%
Inventory		39
Median Rent		\$3,995
Market Action		33

Slight Seller's Advantage

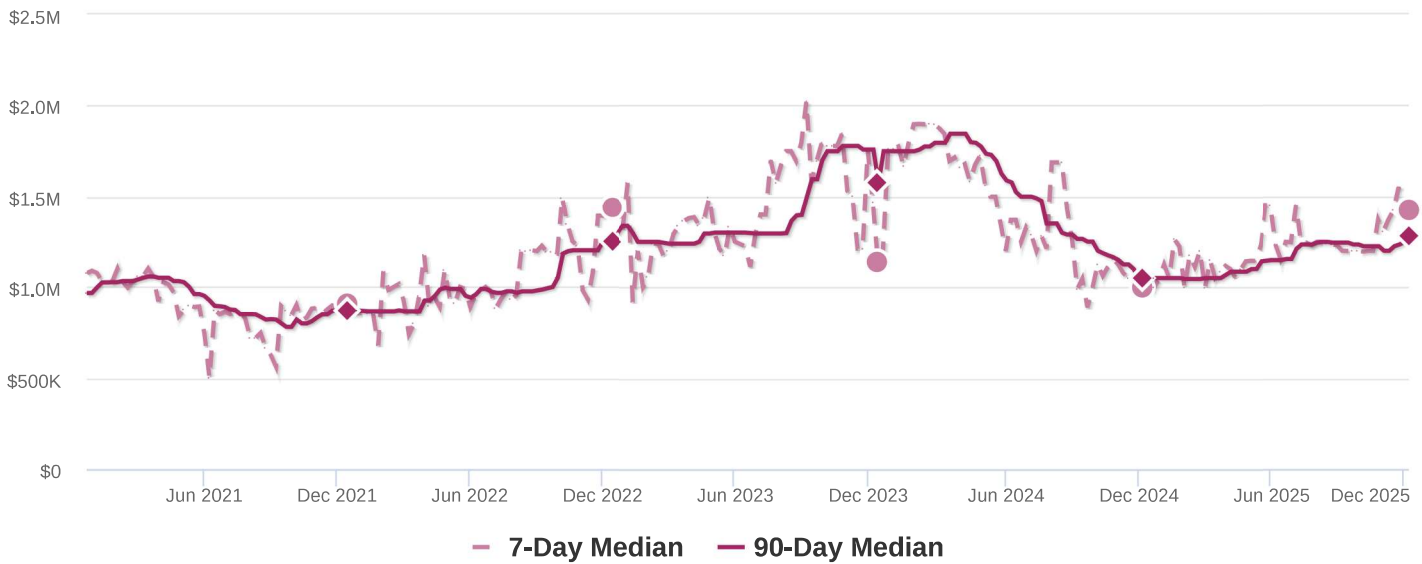
Market Segments

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$3,597,499	3,007	-	3	3.5	22	1	0 0 0 0	129
\$1,832,500	1,880	0 - 4,500 sqft	2	2	6	0		77
\$1,177,444	1,586	0 - 4,500 sqft	2	2.5	36	0		94
\$855,000	1,028	0 - 4,500 sqft	2	2	38	0		126

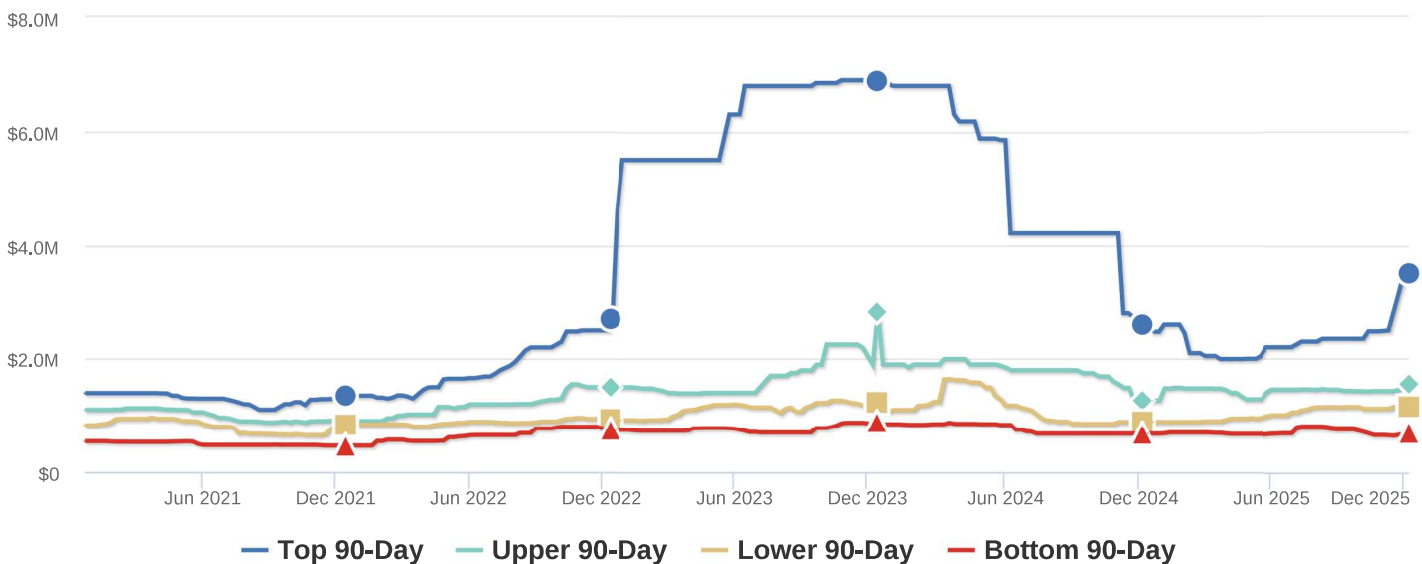
Median List Price

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.



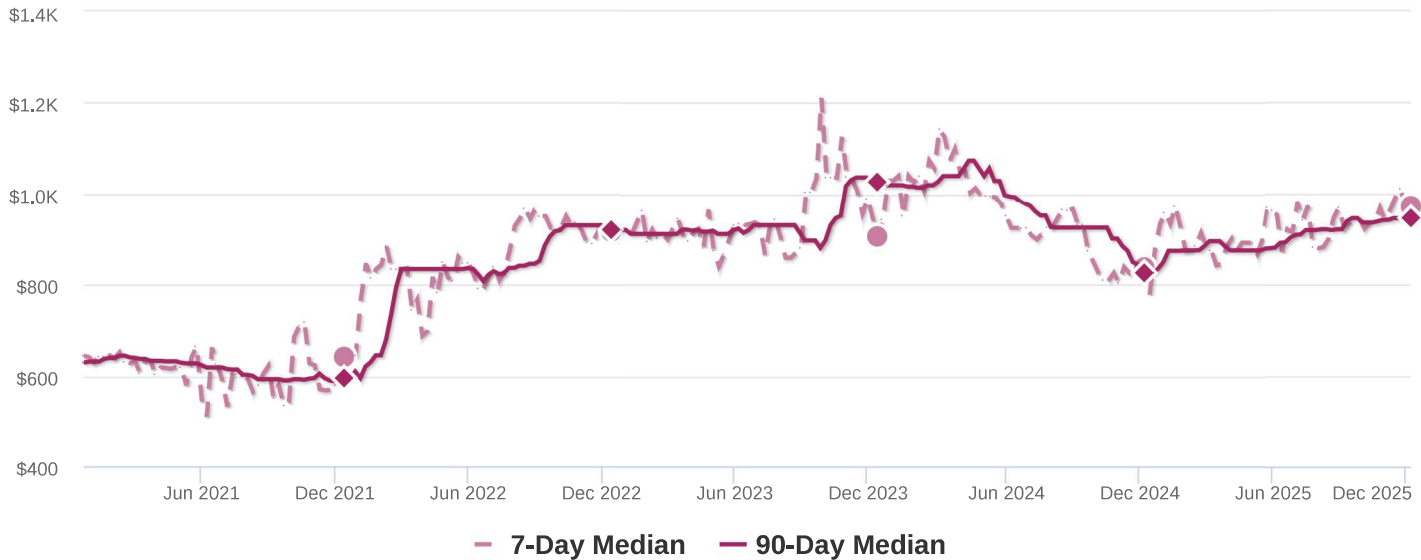
Segments

Price at the upper end of the market are showing signs of strength. While this strength hasn't percolated through to Quartiles 3 and 4 yet, expect the low end of the market to follow up.



Price Per Square Foot

In a market where prices are rising mildly, 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.



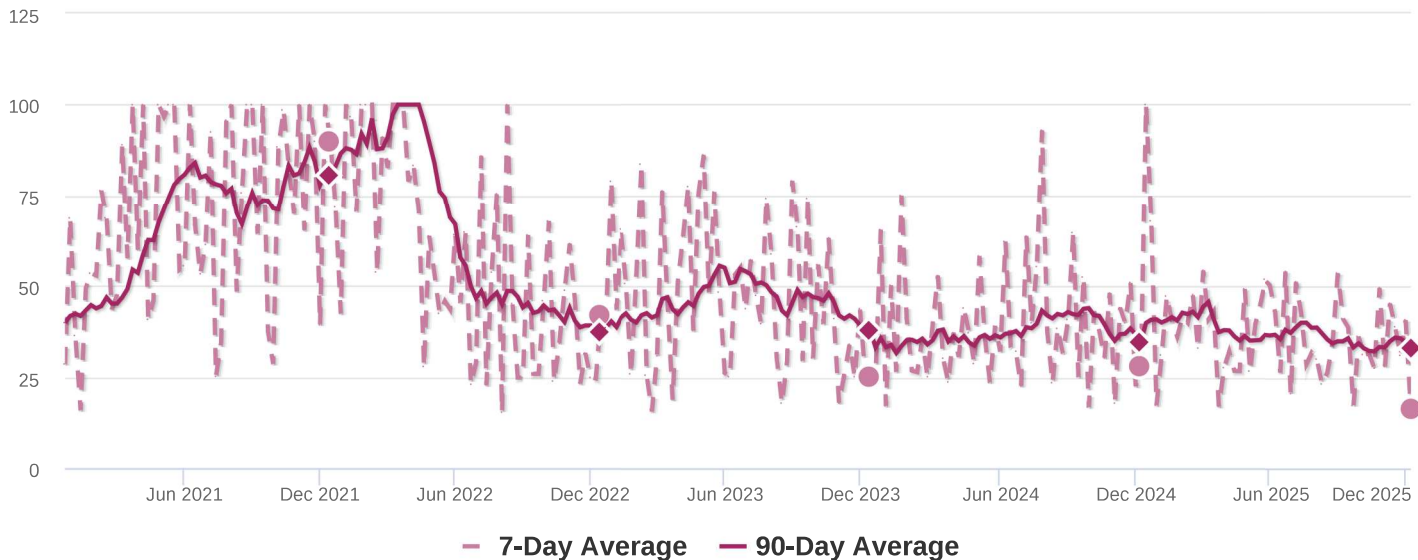
Inventory

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.



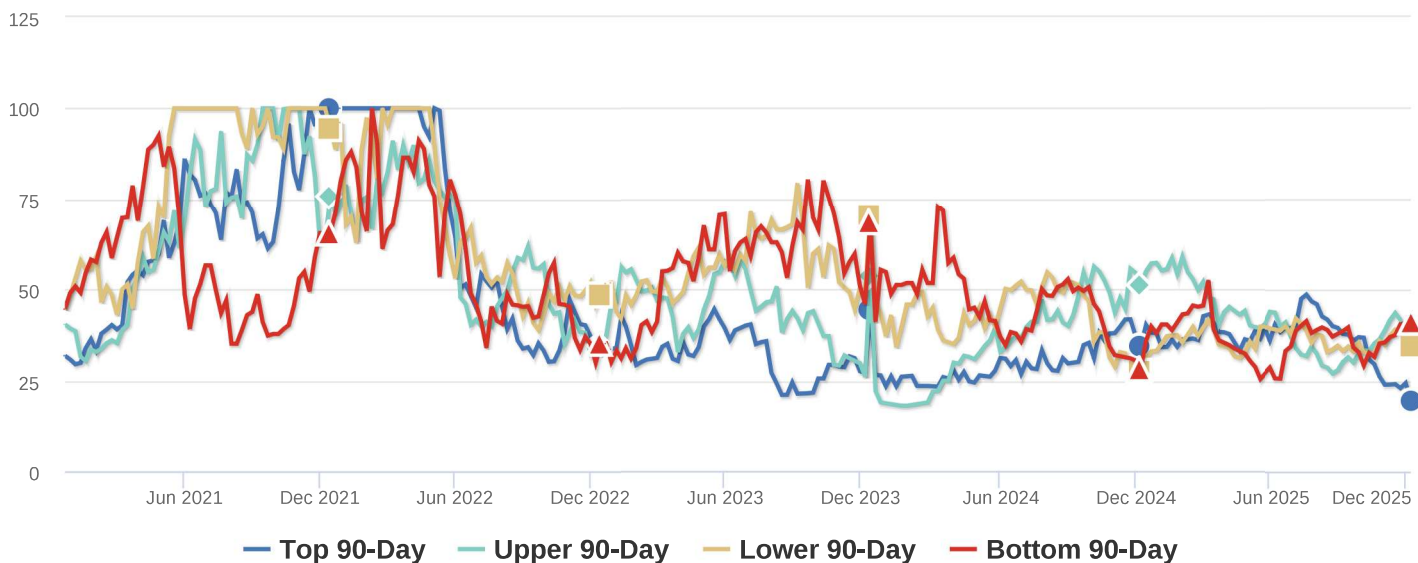
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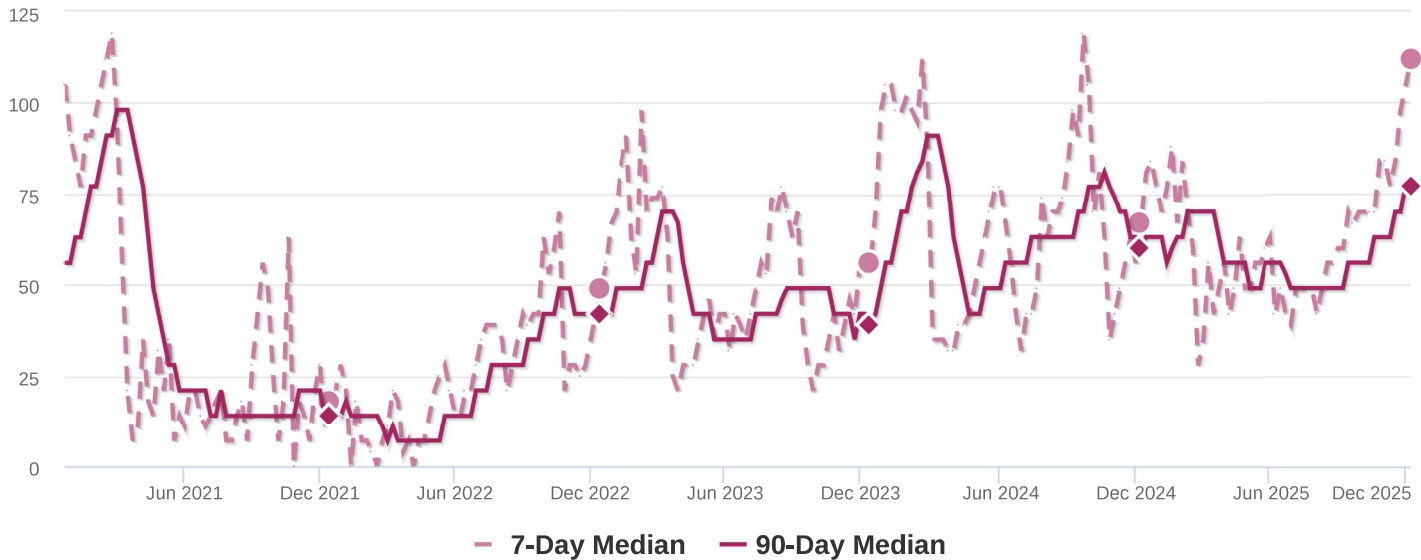
Market Action Segments

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 150 days. Half of the listings have come newly on the market in the past 82 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.

