November 2026 Coastal Housing Update

Dana Point • Monarch Bay Terrace • Monarch Bay

Updated November 10, 2026 | Prepared by Tony Maniaci, Realtor® at The Agency

As we move into November, I remain optimistic about the opportunities in our coastal communities. Buyers have reason to take a fresh look as mortgage rates ease, while sellers can distinguish their homes through thoughtful preparation and realistic pricing. Our ocean views, beach lifestyle, and distinctive neighborhoods remain central to the appeal of owning here.

The latest figures suggest a deliberate market: fewer homes are available countywide, but pending activity has also softened. My approach is to match each home's advantages with what qualified buyers are considering today, with particular attention to Dana Point, Monarch Bay Terrace, and Monarch Bay.

Orange County heading into the holidays

Orange County Real Estate, Inc.'s November 9 weekly report provides this snapshot. [1]

Measure	November 9	Prior week
Active listings	4,912	4,945
Pending and under contract	1,445	1,494
New listings in the prior seven days	509	449
Closed sales in the prior seven days	330	488
Median days on market	51 days	49 days
Median days on market at $2 million and above	61 days	61 days

My reading is that preparation and patience remain valuable. Lower inventory does not automatically mean stronger competition when fewer properties are entering or remaining in escrow. Weekly closings can fluctuate substantially, so I look for a sustained pattern before changing a pricing strategy.

The pending figure counts outstanding under-contract properties; it is not a weekly count of new contracts. The days-on-market figures describe the report's listing snapshot and do not predict a particular home's selling time.

Mortgage rates offer some encouragement

Freddie Mac reported a national average 30-year fixed mortgage rate of 7.18% on November 5, down from 7.24% the prior week, marking a third consecutive weekly decline. The year-earlier average was 6.22%. [2]

That improvement gives financed buyers a reason to refresh their lender quotes. Jumbo and private-bank terms can differ from this conforming-loan benchmark. I recommend evaluating affordability at today's quoted rate and treating future refinancing as a possibility.

Dana Point deserves a neighborhood view

Realtor.com's October 2026 citywide snapshot reported 137 active listings, a median asking price of $2,464,900, and median listing days on market of 59. Inventory was down 2.48% from September, while listing days on market rose 20.41%. These are October measures, not a live November inventory count. [3]

My takeaway is that buyers still have options, while sellers need to make a strong first impression. Dana Point includes condominiums, beach cottages, renovation projects, and luxury estates. I evaluate a home against its closest alternatives, with adjustments for view quality, lot utility, condition, floor plan, privacy, and beach access.

Monarch Bay Terrace

As a Monarch Bay Terrace homeowner and Realtor serving the neighborhood, I appreciate the appeal of its ocean views, generous lots, and single-level living. The strongest pricing analysis starts with the specific home and its setting.

A public CRMLS-based compilation lists 15 recorded home sales in Monarch Bay Terrace during 2026 as reviewed November 10. The median of those listed prices is $5,290,000. Selected sales illustrate the range of properties changing hands. [4]

Selected Monarch Bay Terrace sale	Closing date	Sale price
23182 Mindanao	October 9, 2026	$3,626,000
32571 Sea Island Drive	August 7, 2026	$7,500,000
32711 Caribbean Drive	March 23, 2026	$12,400,000

These sales are examples, not interchangeable comparables. A renovated ocean-view residence, a smaller home, and a property requiring substantial construction can serve very different buyers. My recommendation is to assess the quality of the view and the total cost of creating the finished home, rather than relying on square footage alone.

Monarch Bay

The same public compilation lists eight recorded Monarch Bay home sales during 2026, with a median of $12,825,000. The latest listed closing is 165 Monarch Bay Drive, which sold October 16 for $13,300,000. [5]

For buyers considering Monarch Bay's guarded entrance and coastal setting, I place particular emphasis on view orientation, privacy, location within the community, and the home's condition. A purchase should also include a clear understanding of the applicable ownership and association arrangements. [6]

My view is that the recent closings provide encouraging evidence of buyers committing substantial capital here. With only eight recorded sales in this compilation, the median can change significantly when one property closes. It should not be read as the appreciation rate of a particular home or a guarantee of what another owner can achieve.

What this means for sellers

A successful strategy starts with a price buyers can understand and support. I consider closed sales, current competition, and available pending activity, then account for your home's specific advantages. An exceptional view or thoughtful renovation can support a premium when the comparison is convincing.

Before marketing begins, I recommend addressing visible maintenance, cleaning windows and exterior glass, and choosing staging that complements the home. Professional photography and video should make the view, floor plan, and outdoor spaces easy to appreciate. We should then review showing activity and feedback promptly so we can respond to the market.

If you are considering selling in early 2027, this is a useful time to plan. Your readiness, carrying costs, and competing inventory should guide the listing date. A carefully prepared home can make a compelling offering in either season.

What this means for buyers

A measured market can create room to compare properties and negotiate terms that support your plans. Review comparable sales, price history, inspections, insurance quotes, association obligations, and likely improvements before deciding what to offer. A price reduction is a reason to reassess the property's value.

For renovation opportunities in Monarch Bay Terrace or Monarch Bay, I recommend assessing the purchase price alongside a realistic construction budget, professional fees, and approval timeline. Cash buyers have flexibility, while financed buyers benefit from updated qualifications and a clear understanding of their payment options.

My outlook for the remainder of 2026

I approach the rest of the year with measured optimism. Recent luxury closings show that transactions continue, and easing mortgage rates provide some encouragement. The timing and strength of any improvement in demand remain uncertain, so I focus on decisions that make sense under current conditions.

Whether you are considering a purchase, preparing to sell, or curious about your home's value, I would welcome a confidential conversation. Local knowledge and a property-specific strategy are especially valuable in Monarch Bay Terrace and Monarch Bay, where similar-sized homes can offer very different experiences.

Thank you for your continued trust, referrals, and support. It is a privilege to help clients throughout our coastal communities.

Warm regards,
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Sources and reporting periods

[1] Orange County Real Estate, Inc. Weekly Housing Report, November 9, 2026. ocrealestateinc.com/orange-county-housing-report/

[2] Freddie Mac. Primary Mortgage Market Survey, November 5, 2026. freddiemac.com/pmms

[3] Realtor.com Economic Research. Dana Point market summary, October 2026. realtor.com/local/market/california/orange-county/dana-point

[4] Realatrends, CRMLS-based Monarch Bay Terrace recorded sales in 2026, reviewed November 10. realatrends.com/homes/dana-point/monarch-bay-terrace/sales/2026/

[5] Realatrends, CRMLS-based Monarch Bay recorded sales in 2026, reviewed November 10. realatrends.com/homes/dana-point/monarch-bay/sales/2026/

[6] CRMLS listing LG26224675, 165 Monarch Bay Drive, community and security details, via Realatrends. Neighborhood medians are calculated from the listed sale prices in [4] and [5]. Public compilations may omit transactions; medians reflect the mix of homes sold and are not individual valuations.