

NOVEMBER 2020

THE
Coastal Pulse



THE CINQUINI GROUP



Douglas Elliman

YOUR LOCAL REAL ESTATE EXPERT

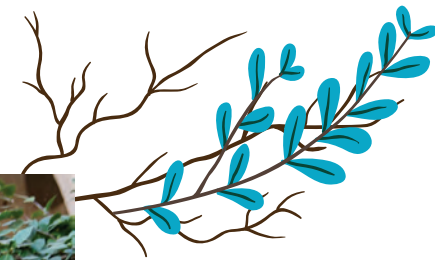


DEAR FRIENDS, CLIENTS + NEIGHBORS,

Gratitude is the reason for the season. And, despite the year's ups, downs, twists and turns, I find myself with more thanks to give than ever as we approach the official start of the holiday season.

With my boys ringing in the holidays at the tender ages 3 and 5, I have to tell you, my mom heart is absolutely jumping for joy. For, in spite of the circumstantial array of learning to expect the unexpected in 2020, the magic and joy of the holiday season experienced through a child's eyes cannot be frayed...no matter what life throws your way.

So, as we gather with the ones we love this holiday season – whatever that looks like for you and yours – I invite you to take pause. Experience joy. Give thanks. Focus on the good. Give back. Believe. Love. Be kind. Show empathy. Breathe. And, if all else fails, channel your inner 5-year-old. Because, there is no purer heart than that of a little girl or boy believing wholeheartedly in the magic of the season.



As always, I am ever grateful for the opportunity to grace your mailboxes and be a part of our community each month. Whether you hang on to this for the hard-hitting real estate data or the word search, my door is always open to you. The New Year is often an x-marks-the-spot for change and transition. And, I encourage those considering an opportunistic real estate move in 2021 to get a jump start on their plans and stay ahead of the curve as we close out this year.

Please contact me directly anytime @ 949.633.0006 for a confidential conversation about your unique real estate needs and goals. In the meantime, a warm and heartfelt Happy Thanksgiving from our family table to yours.

With Gratitude,
Nicole Cinquini





Gratitude Challenge



A LIST OF DAILY CHALLENGES TO PRACTICE GRATITUDE

- ◆ Look for beauty around you. Share what you see!
- ◆ Write a letter of thanks.
- ◆ Think of a smell you are grateful for.
- ◆ Imagine what life would be like without colors. Appreciate the colors you see!
- ◆ Take a moment to practice gratitude before each meal you eat.
- ◆ Find three things in your room that you're thankful for.
- ◆ Create a poster to inspire others to practice gratitude.
- ◆ Draw a picture of five things you are grateful for.
- ◆ Write about an animal you are glad exists.
- ◆ Thank a friend.
- ◆ Thank a teacher.
- ◆ Write a short essay about what gratitude means to you.
- ◆ Share a feeling that you are grateful for.
- ◆ Think of a taste you are grateful for.
- ◆ Draw a picture of someone you are grateful for.
- ◆ Share something you are grateful to be able to see.
- ◆ Write a thank you note to your garbage collector or your school's custodian.
- ◆ Imagine what life would be like without other people. Be grateful for those around you.
- ◆ List 10 parts of your environment you are thankful for.
- ◆ Write 10 things you love about your life.
- ◆ Share a funny memory that you are grateful for.
- ◆ Thank a community member.
- ◆ Write a thank you note to your mail carrier.
- ◆ Leave an anonymous note for someone.
- ◆ Take deep breaths and practice gratitude for your body.
- ◆ Draw or paint a picture of five things you are grateful for.

WHY SELL YOUR HOME NOW?

ITS VALUE MAY NEVER BE HIGHER

Home values have risen at their fastest rate in two years, according to CoreLogic. In October, CNBC reported that prices jumped to a 5.9 percent increase annually and another 1 percent increase monthly. The market normally sees fractional changes month to month and rarely full percent increases. Demand is high and home availability is still low. Bidding wars are ensuing on more homes than ever in recent years making it almost certain to drive up the value of your home. **If you're thinking about selling, now is the time.**



Market Update

Orange County

Data*	Sep 2019	6 Month	3 Month	Sep 2020	% Change
Median Price	\$818,194	\$875,000	\$860,000	\$904,000	10.5%
Average Price per Square Foot	\$479	\$493	\$502	\$531	10.9%
Properties Sold	1612	1449	1386	2115	31.2%
Properties Pending Sale	1535	1104	1986	2116	37.9%
Properties For Sale	7,083	5,174	5,855	5,229	-26.2%
Days on Market (Pending Sale)	49	30	42	33	-33.6%
Month's Supply of Inventory	4.4	3.6	4.2	2.5	-43.7%
Percent Under Contract	21.7%	21.3%	33.9%	40.5%	86.7%
Average Median Price for Last 12 Months	\$807,829	\$875,500	\$901,333	\$856,842	6.1%

*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Orange County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

The current market is powerful, strong, and resilient. Expect its power to continue to carve out a Hot Seller's Market for the remainder of 2020 and into the New Year.

	2020	2019	2018	2017	2016	2015	2014	2013	2012
Current Actives	4,173	6,412	7,292	5,215	6,337	6,509	7,174	6,333	4,043
Demand (last 30 Days Pending)	3,153	2,251	1,974	2,393	2,480	2,333	2,215	2,310	3,145
Expected Market Time	40 DAYS	85 DAYS	110 DAYS	65 DAYS	77 DAYS	84 DAYS	97 DAYS	82 DAYS	39 DAYS

Current Market Snapshot

\$904,000

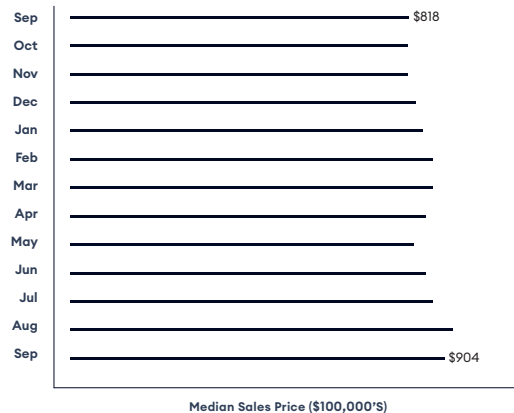
Median sales price.

\$531

Average price per square foot.

2.5

Month's supply of inventory.



Micro Market Report : September 2020

	EXPECTED MARKET TIME	SHARE OF HOUSING INVENTORY	SHARE OF CURRENT DEMAND	LAST YEAR
OC \$0 - \$750K	29 DAYS	34%	47%	56 DAYS
OC \$750K - \$1M	27 DAYS	18%	26%	70 DAYS
OC \$1M - \$1.25M	42 DAYS	10%	9%	109 DAYS
OC \$1.25 - \$1.5M	55 DAYS	8%	6%	118 DAYS
OC \$1.5M - \$2M	61 DAYS	8%	5%	200 DAYS
OC \$2M - \$4M	109 DAYS	14%	5%	316 DAYS
OC \$4M+	194 DAYS	9%	1%	619 DAYS

Market Update

San Clemente

Data*	Sep 2019	6 Month	3 Month	Sep 2020	% Change
Median Price	\$1,020,000	\$1,040,000	\$1,155,000	\$1,155,000	13.2%
Average Price per Square Foot	\$467	\$483	\$477	\$491	5.1%
Properties Sold	61	62	69	91	49.2%
Properties Pending Sale	50	46	80	91	82.0%
Properties For Sale	284	232	223	200	-29.6%
Days on Market (Pending Sale)	55	29	50	22	-60.2%
Month's Supply of Inventory	4.7	3.7	3.2	2.2	-52.8%
Percent Under Contract	17.6%	19.8%	35.9%	45.5%	158.4%
Average Median Price for Last 12 Months	\$1,088,458	\$1,122,833	\$1,151,500	\$1,084,346	-0.4%

*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Clemente Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

San Juan Capistrano

Data*	Sep 2019	6 Month	3 Month	Sep 2020	% Change
Median Price	\$974,500	\$982,000	\$1,191,500	\$1,236,000	26.8%
Average Price per Square Foot	\$404	\$417	\$380	\$424	5.0%
Properties Sold	22	32	23	30	36.4%
Properties Pending Sale	25	22	43	40	60.0%
Properties For Sale	180	132	132	133	-26.1%
Days on Market (Pending Sale)	106	31	51	30	-72.0%
Month's Supply of Inventory	8.2	4.1	5.7	4.4	-45.8%
Percent Under Contract	13.9%	16.7%	32.6%	30.1%	116.5%
Average Median Price for Last 12 Months	\$924,229	\$1,061,575	\$1,117,000	\$970,458	5.0%

*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Juan Capistrano Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

Current Market Snapshot

\$1,155,000

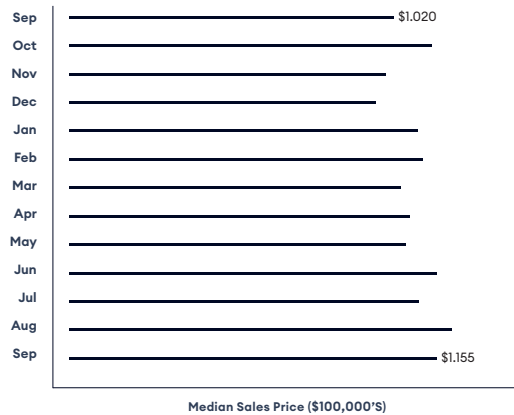
Median sales price.

\$491

Average price per square foot.

2.2

Month's supply of inventory.



Micro Market Report : September 2020

Current Market Snapshot

\$1,236,000

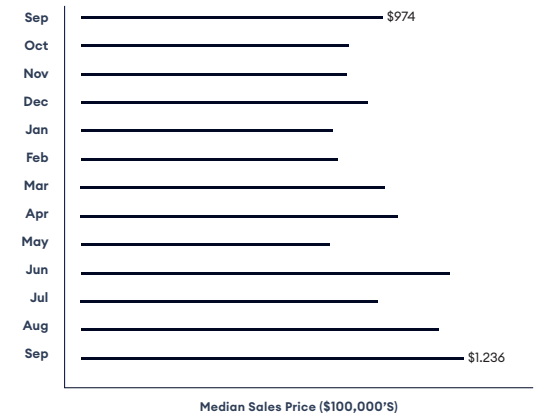
Median sales price.

\$424

Average price per square foot.

4.4

Month's supply of inventory.



Micro Market Report : September 2020

Market Update

Dana Point

Data*	Sep 2019	6 Month	3 Month	Sep 2020	% Change
Median Price	\$994,000	\$1,151,525	\$1,490,000	\$1,360,000	36.8%
Average Price per Square Foot	\$595	\$613	\$832	\$800	34.5%
Properties Sold	24	32	36	53	120.8%
Properties Pending Sale	32	17	50	32	0.0%
Properties For Sale	232	187	199	146	-37.1%
Days on Market (Pending Sale)	55	49	99	64	16.8%
Month's Supply of Inventory	9.7	5.8	5.5	2.8	-71.5%
Percent Under Contract	13.8%	9.1%	25.1%	21.9%	58.9%
Average Median Price for Last 12 Months	\$1,138,042	\$1,405,417	\$1,407,500	\$1,257,344	10.5%

*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Dana Point Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

Current Market Snapshot

\$1,360,000

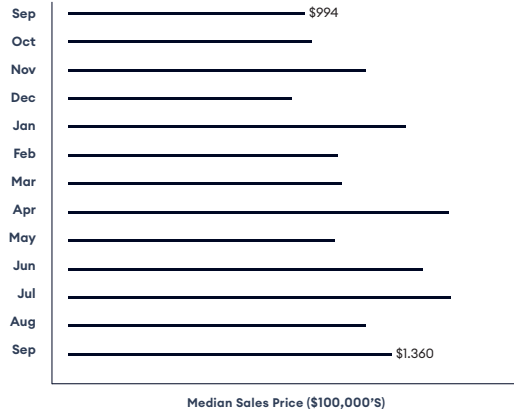
Median sales price.

\$800

Average price per square foot.

2.8

Month's supply of inventory.



Micro Market Report : September 2020



WHAT'S MY HOME WORTH?

Why Understanding Pricing Strategy Matters

FEATURED LISTING

SPRAWLING EQUESTRIAN ESTATE IN ORANGE PARK ACRES

7241 E Lewis Ave, Orange CA 92869
6 Bed | 3 Bath | Approx 4,000 Sq. Ft.
On a 1.2 Acre Lot

Verdant 1.2 Acre Estate with 3-Car Garage and Barn! Escape to a lush and peaceful retreat on a private cul-de-sac in the hills of Orange Park Acres. Backed by Santiago Oaks Regional Park, the property boasts an expansive exterior spanning an oversized swimming pool, generous lawn, built-in fire pit, and patio hardscape fit to entertain dozens of guests. The compound includes a 4,000 sq ft residence, detached 3-car garage and full-sized barn, all surrounded by vibrant landscaping, mature oak trees, and equestrian-zoned for private stables. The home has great bones with original wood-beam ceilings, clean lines and ample light, ready for you to re-imagine and make your own! Unleash your inner designer, or recruit an expert builder to create your new retreat in the hills.

For more information or to schedule a tour of this unique opportunity contact Nicole Cinquini at 949.633.0006.





Why going to market with a proven strategy will always deliver the highest price and best results!

24672 Jeremiah Dr, Dana Point, CA 92629
4 Bed | 2 Bath | Approx. 2,000 Sq. Ft.
Single level

Curious about our process?
Looking for results?

Contact Nicole today
for a private & confidential
consultation.

A rare single level fixer upper in the coveted Bible Belt community of Dana Point, this recently listed property was listed and placed under contract in just 13 days! With a staggering 12 qualified offers, we employed our proven process to analyze, negotiate and act as a TRUE fiduciary for our clients. Through our multifaceted analysis, the most qualified buyer was selected, resulting in more than \$50,000 of additional profit for our Sellers.

My proprietary go-to-market strategy has been honed through 17 years of marketing expertise combined with 4 years as a top producer in the Orange County real estate market.

If you're considering selling your home, don't play real estate roulette! Contact me any time for a confidential consultation and learn how we can achieve these results for you.

Good Process Drives Good Results

Cgo

FEATURED LISTING

CHIC LIVING IN THE HEART OF COSTA MESA

3049 Paragon
Costa Mesa, CA 92626
3 Bed | 2.5 Bath
Approx. 2000 Sq. Ft.

Modern Luxury detached home in the most ideal location in Orange County with easy access to beaches, shopping, dining, nightlife, the arts, the airport...literally close to everything! The best unit in The Edge, situated next to the park allows for extreme privacy and an abundance of natural light. This beautiful home, built 2015, offers a luxurious modern retreat in the heart of a vibrant community. Enjoy contemporary styling inside and out, with a bright open layout featuring luxury upgrades including a loft-style exposed brick wall, rich hardwood floors, custom California Closets throughout and a chic & tranquil backyard. White shaker cabinets, marble tile backsplash, quartz countertops and stainless appliances grace the kitchen, and sliding doors open to the secluded patio with built-in grill and fire pit, an entertainer's dream! The versatile floor plan offers two bedrooms and a loft that is an optional third bedroom and three bathrooms. Low-maintenance living includes upstairs laundry, drip irrigation, Ring doorbell, custom sunshades and smart Nest thermostat.

**For more information or to schedule
a tour of this modern home contact
Nicole Cinquini at 949.633.0006.**



\$120 MILLION IN PERSONAL

SALES VOLUME & COUNTING!



24672 Jeremiah Dr | 4BD
2BA | 1,792 SF | \$925,000



28002 Sheffield | 4BD | 3BA
2,360 SF | \$999,999



22831 Mariano Dr | 2BD | 2BA
1,369 SF | \$759,900



29591 Sea Horse Cove | 2BD
2BA | 1,355 SF | \$615,900



6 Lakeridge | 4BD | 1BA
2,731 SF | \$1,124,999



8 Ibiza | 4BD | 2BA
2,096 SF | \$649,000



33862 Alcazar Dr
3,223 SF | \$1,600,000



33861 Copper Lantern St
3,223 SF | \$1,600,000



28051 Paseo Ventura | 4BD
2BA | 1,662 SF | \$864,900



21701 Wesley Dr #C | 2BD
1BA | 800 SF | \$741,000



4023 Calle Isabella | 4BD
3BA | 2,719 SF | \$1,799,000



34 Via Alivio | 2BD | 2BA
971 SF | \$439,000

UNDER CONTRACT
WITH OUR ELLIMAN TEAM

Buyer Spotlight

In today's low supply, high demand environment, who you work with matters! Amidst multiple offers, in one of the hottest markets in Orange County, my asecure their single level Costa Mesa DREAM home. This Cinderella story is well on its way to a happy ending for two very happy newlyweds!

COMMUNITY SPOTLIGHT



Taste the magic

We recently had the opportunity to collaborate with the new owners of Sugar Blossom Bake shop (spoiler alert for our past clients – be on the lookout for holiday pie giveaway soon!) to give thanks to our amazing clients and friends and pay it forward this holiday season with a little magic. Tracy XX and Carolyn XX are the new owners of the beloved Sugar Blossom Bake Shop and we're excited to share their story with you!

Tell us about yourselves, who are the new owners of Sugar Blossom Bake Shop?

We met a few years ago while working for another Southern California Cake Studio. And sometimes, on our days off, would volunteer at the Cabrillo Playhouse painting sets. Little did we know that we would one day own the Sugar Blossom Bake Shop!



We are an enthusiastic and skilled creative duo, who specialize in artistic & uniquely designed custom wedding cakes, specialty cakes and desserts that will leave a lasting impression on any special occasion. We adore the artsy small town beach vibe of San Clemente. Tracy is a San Clemente local, and Carolyn lives in Laguna Niguel.

When did you take over as the new owners of Sugar Blossom?

We closed escrow on March 28th, 2020, right when the pandemic hit and businesses were forced to shut down.

Baking is a competitive and business of passion, creativity and tradition...what inspires you in this business?

We are both inspired by bringing our customers ideas to life, pleasing them and making them feel like we went above and beyond what they ever could have imagined, especially during this time when everyone needs a little more happiness. It's a sometimes

exhausting job, but when you love what you do, it is so very rewarding.

What would you like to share with your neighbors in San Clemente about the newly revamped Sugar Blossom?

We've created a clean, charming, modern, artisan bake/coffee shop vibe, with ready made cakes, cupcakes, cookies, trendy glitter birthday candles and other last-minute-party must haves such as our "Who Invited Karen?" napkins. Our Red Velvet Hot Chocolate & Pumpkin Pie Spiced Lattes are really yummy, as is our local organic roast, pour over coffee.

What are you grateful for this holiday season?

We are grateful for our incredibly patient and supportive families and friends, who we've neglected for the past 6 months. For Jerry & team at The Tax Pros, Joey and team at the Chamber Of Commerce, SC Downtown Small Business Association, The Cabrillo Playhouse-Michael, Dolly, Sandra, Tanya, Jan & Warren,

our neighboring businesses and restaurants who embraced us "newbies" with open arms and lots of love and support! Avila's, Beach Fire, Miki's On Del Mar, Rocketfizz, Melrose OC and so many more. And of course, our staff: Tiffany, Shauna, Stephanie, Isaac, Francesca, Vanessa, Justin, Aidan and "Jessica".

1-949-429-5555
sugarblossombakeshop.com
IG: @sugarblossombakeshop



COMMUNITY SPOTLIGHT

Bow Wow Beautiful Pet Spa

Heidi Cooper, Founder of Bow Wow Beautiful Pet Spa, is just a small town mountain girl that runs the largest, award winning grooming shop in the South Orange County. The size of her amazing, talented staff matters, as their hard work has allowed her the freedom to give back to the community and donate grooming services to the shelters and rescue groups who need it most.

Heidi's 26 years of professional dog grooming experience, which originated as a terrier, cat and Show Samoyed Specialist, has evolved to include behaviorally challenged dogs as well. Perfecting techniques and providing resources to help owners and pets build a happier, forever relationship together is her primary goal and passion.



“Working with animals is a way for me to connect and stay balanced with nature, and at the end of the day helping someone or some ‘thing’ is what makes my heart full.”

When not at the shop Heidi can be found internationally washing elephants at sanctuaries, swimming with whale sharks, and appreciating all the splendor this earth has to offer. North Shore of Oahu and a mom to 2 amazing kids.

SPECIAL OFFER

Celebrate the season with your pet by trying our pumpkin spice shampoo, a deep conditioner, pumpkin spice cologne and a CBD pumpkin spice joint and mobility treat to help him/her relax after a ruff day.

949.702.3130
364 Cam. de Estrella, San Clemente
Bowwowbeautiful.com

Here are Heidi's top tips for keeping your four legged friends safe and healthy this holiday season:

- 1** If there's a will there's a way; pet proofing your home AND car is essential during the holidays. Take it from a girl who lost her entire 10lb honey baked Christmas ham to her 15 pound dog one year in less than 5 minutes. While it was funny to look at, the 3 days in the Pet ER was not.
- 2** Traveling with your dog? Gone in 60 seconds is a good rule of thumb to live by when leaving food near your little ninjas. Make sure all food items are SECURED in a cooler, or your pet is secured in a kennel.
- 3** Avoid glass ornaments that resemble the shape of a ball.
- 4** Secure your tree by using dumbbells, or easy up weight bags hidden under the tree skirt to secure them. Be sure to cover all electrical cords as well.
- 5** Poinsettias are toxic to pets: there are lots of great fakes that look festive and save your pet's belly.
- 6** Cool down baked goods away from your pets.

NOVEMBER

Home

CHECKLIST



1 MAKE A DONATION TO YOUR LOCAL FOOD PANTRY

Getting holiday meal essentials to families in need can make a big impact. Reach out to your local food pantry and see what items they need!

2 DECORATE FOR THE SEASON NATURALLY

Fall is the easiest time to decorate for. Get a few pumpkins or gourds, collect pinecones and acorns and clean them off. Light a pumpkin candle and call it a day.

3 SCHEDULE A PREHOLIDAYS CARPET CLEANING

You want your carpet to be fresh for the holidays. So whether you rent a carpet cleaning machine or hire cleaners, your carpet will look good and that's one less thing to achieve in the new year.

4 DEEP CLEAN THE KITCHEN

Making sure your kitchen is super clean now will give you a chance to figure out what's in those cupboards and pantry before any major holiday cooking. Get rid of anything that has expired and clean the dust and grime out of your pantry and appliances.

5 ORGANIZE CLOSETS

When fall starts and outerwear accumulates, your closet can appear too full. Move those staple jackets and sweaters to the forefront and get rid of anything you don't wear regularly. Donate it if it's still in good condition.

6 ORDER HOLIDAY CARDS AND UPDATE YOUR CONTACT LIST

Planning to send out holiday cards? Add your new contacts, clean up your contact list and get it done ahead of time. Holiday shopping can get hectic next month and this is something you can knock out in November.

Fun Thanksgiving Appetizers



SWEET POTATO BITES

Ingredients

- 4 medium sweet potatoes, peeled and sliced into 1/4" thick rounds
- 2 tbsp. melted butter
- 1 tsp. maple syrup
- Kosher salt
- 1 (10-oz.) bag marshmallows
- 1/2 c. pecan halves

Directions

Preheat oven to 400°. On a large baking sheet, toss sweet potatoes with melted butter and maple syrup and arrange in an even layer. Season with salt. Bake until tender, flipping halfway through, about 20 minutes. Remove baking sheet

from oven and switch oven to broil. Top each sweet potato round with a marshmallow and broil until puffed and golden. Immediately top each marshmallow with a pecan half and serve.

TURKEY CHEESE BALL

Purposely a little over the top to be the centerpiece of your hors d'oeuvres spread.

Ingredients For Cheese Ball

- 2 (8-oz.) packages cream cheese, softened
- 4 tbsp. butter, softened
- 6 oz. goat cheese

- 1/2 tsp. garlic powder
- 1/3 c. freshly chopped chives
- 3/4 c. freshly chopped parsley
- 1 sprig thyme, stem removed, plus more for serving
- Kosher salt
- Freshly ground black pepper

For Decorating And Serving

- 1 1/4 c. pecan halves toasted, divided
- Red and yellow bell peppers
- Orange and white carrots julienned
- Pretzels
- Crackers

Directions

Combine cream cheese, butter, goat cheese and garlic powder in the bowl of a food processor. Pulse until smooth. Add chives, parsley, and thyme leaves and pulse a few times until well combined. Season with salt and pepper. Form mixture into a large ball.

To make the turkey body, Pulse 3/4 cups pecan halves in a food processor until finely chopped. Roll cheese ball in pecan crumbs and chill for at least 1 hour to allow the cheese ball to set up.

To decorate: Make the tail by sticking pretzels, pretzel sticks and multi colored julienned carrots into the tail end of the

turkey. Slice carrots to make the turkey feet. Cut a red bell pepper into a large triangle to make the face of the turkey and place on cheese ball using a toothpick or pressing into the cheese ball. Slice a smaller triangle from a yellow bell pepper and attach to the red triangle to make the beak using another toothpick. Slice a thin carrot crosswise to get 2 rounds, for the turkey eyes and place onto red triangle with toothpicks. For the wings, stick pecan halves into the sides of the body, overlapping each other to make a wing shape. Serve cheese ball turkey on a platter along with crackers.



Trouble Navigating Today's Health Care Plans?

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James Edwards, CEO

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WE ARE PROUD TO HAVE 94 5-STAR ZILLOW REVIEWS AND COUNTING!



"Nicole's amazing mix of marketing expertise and real estate knowledge make her an exceptional partner when you are looking to purchase or sell a home. She helped my husband and I get a record high sale for our townhouse and purchase our new forever home. We are incredibly grateful for all her hard work and would highly recommend working with her on your real estate needs."

-Daniela O.



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