

Market Action Report

March 2022

City: Carmel



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY		YTD	Prior YTD
Median List Price of all Current Listings	\$2,050,000	4%		3%				
Average List Price of all Current Listings	\$3,470,499	-2%		16%				
March Median Sales Price	\$2,455,000	44%	13%	40%	29%	\$2,205,000	26%	16%
March Average Sales Price	\$3,229,220	68%	19%	52%	28%	\$2,660,455	21%	6%
Total Properties Currently for Sale (Inventory)	73	11%		-39%				
March Number of Properties Sold	39	26%		-32%		105	-8%	
March Average Days on Market (Solds)	52	-5%	-16%	-33%	-16%	56	-31%	-10%
Asking Price per Square Foot (based on New Listings)	\$1,344	-6%	-4%	10%	8%	\$1,396	20%	12%
March Sold Price per Square Foot	\$1,562	47%	19%	43%	32%	\$1,333	22%	13%
March Month's Supply of Inventory	1.9	-12%	-7%	-11%	-32%	2.0	-43%	-26%
March Sale Price vs List Price Ratio	100.4%	2.7%	2.3%	2.3%	3.2%	98.6%	3%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

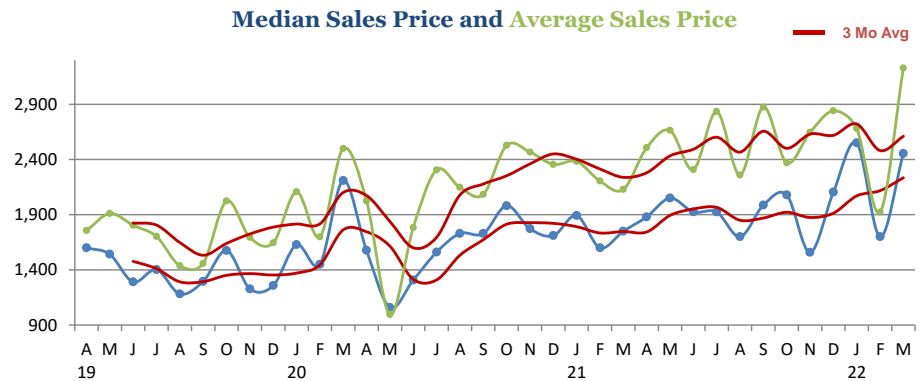
Property Sales

March Property sales were 39, down 31.6% from 57 in March of 2021 and 25.8% higher than the 31 sales last month. March 2022 sales were at a mid level compared to March of 2021 and 2020. March YTD sales of 105 are running 7.9% behind last year's year-to-date sales of 114.



Prices

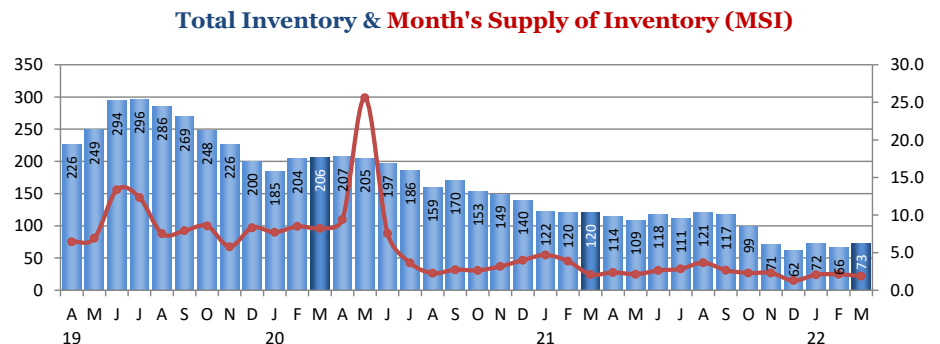
The Median Sales Price in March was \$2,455,000, up 40.3% from \$1,750,000 in March of 2021 and up 44.4% from \$1,700,000 last month. The Average Sales Price in March was \$3,229,220, up 51.7% from \$2,128,464 in March of 2021 and up 67.9% from \$1,923,216 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 73, up 10.6% from 66 last month and down 39.2% from 120 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

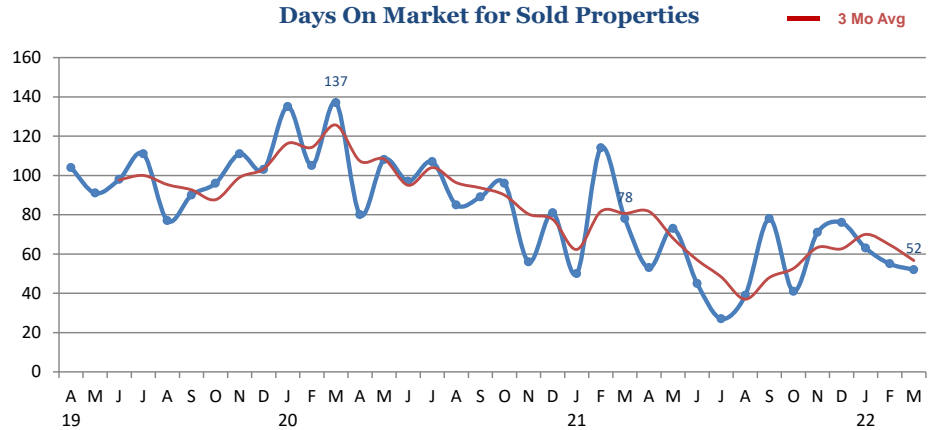
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 1.9 months was at its lowest level compared with March of 2021 and 2020.



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 52, down 5.5% from 55 days last month and down 33.3% from 78 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

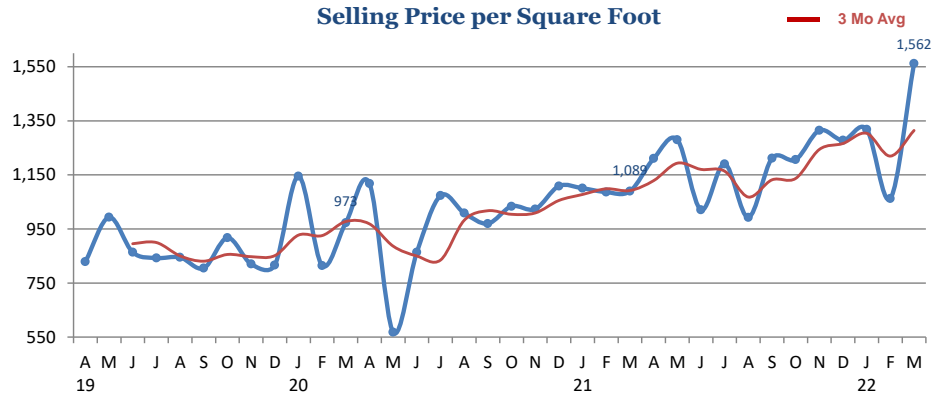
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$1,562 was up 47.1% from \$1,062 last month and up 43.4% from 1,089 in March of last year.

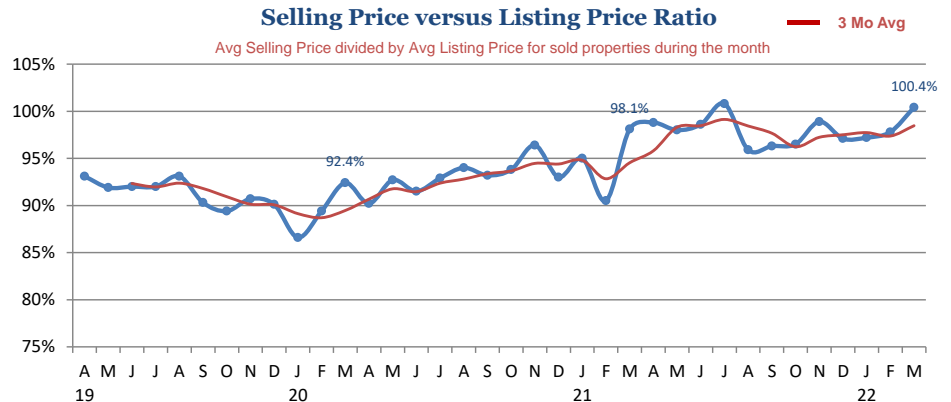
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 100.4% was up from 97.8% last month and up from 98.1% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 51, up 37.8% from 37 last month and equal to 51 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Carmel

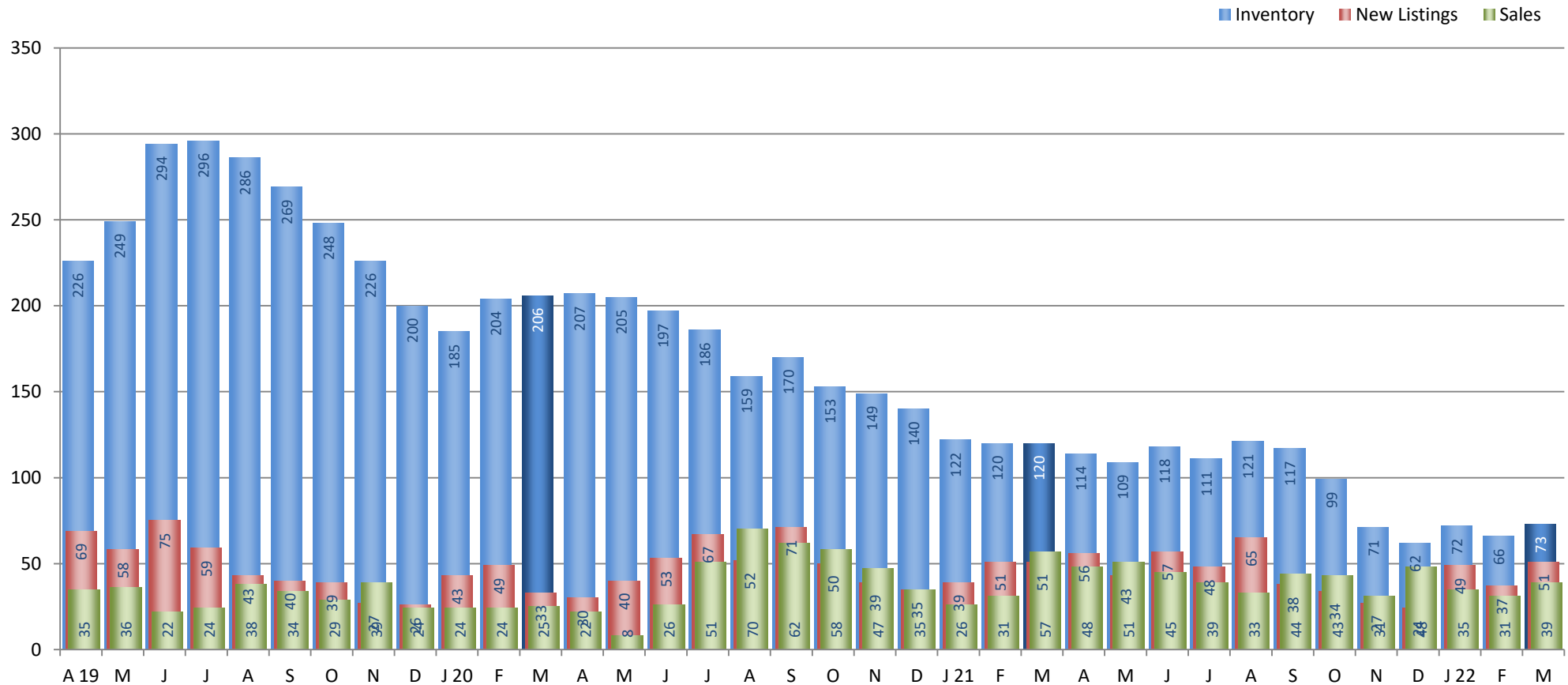


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 51, up 37.8% from 37 last month and equal to 51 in March of last year.



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Market Action Report

City: Carmel Valley

March 2022



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

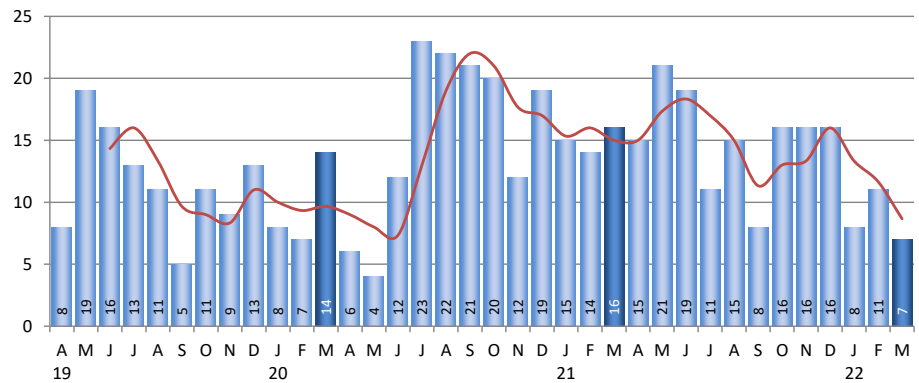
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$995,000	14%		-20%				
Average List Price of all Current Listings	\$1,521,646	2%		-6%				
March Median Sales Price	\$1,300,000	-30%	-20%	-5%	-5%	\$1,625,000	28%	18%
March Average Sales Price	\$1,344,286	-40%	-26%	-10%	-16%	\$1,839,303	22%	15%
Total Properties Currently for Sale (Inventory)	37	32%		-21%				
March Number of Properties Sold	7	-36%		-56%		26	-42%	
March Average Days on Market (Solds)	17	-62%	-74%	-86%	-82%	74	-44%	-21%
Asking Price per Square Foot (based on New Listings)	\$697	-17%	-7%	19%	-2%	\$751	20%	6%
March Sold Price per Square Foot	\$591	-30%	-18%	-13%	-12%	\$736	12%	10%
March Month's Supply of Inventory	5.3	108%	33%	80%	64%	4.0	2%	24%
March Sale Price vs List Price Ratio	98.5%	3.1%	3.2%	5.1%	4.3%	96.0%	3%	2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 7, down 56.3% from 16 in March of 2021 and 36.4% lower than the 11 sales last month. March 2022 sales were at their lowest level compared to March of 2021 and 2020. March YTD sales of 26 are running 42.2% behind last year's year-to-date sales of 45.

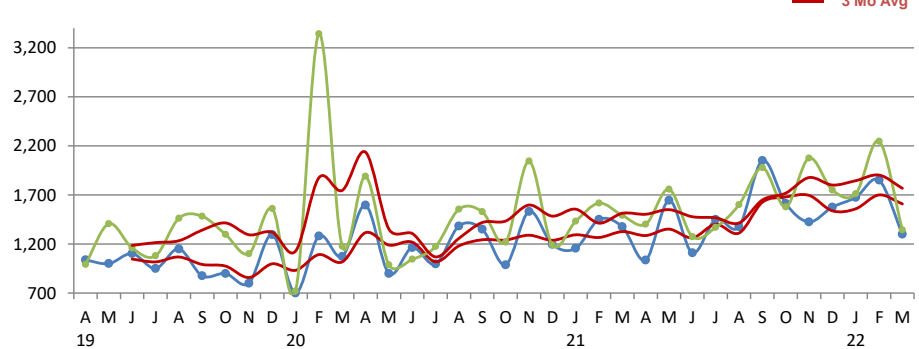
Number of Properties Sold



Prices

The Median Sales Price in March was \$1,300,000, down 5.5% from \$1,375,000 in March of 2021 and down 29.7% from \$1,850,000 last month. The Average Sales Price in March was \$1,344,286, down 9.9% from \$1,491,219 in March of 2021 and down 40.2% from \$2,247,727 last month. March 2022 ASP was at a mid range compared to March of 2021 and 2020.

Median Sales Price and Average Sales Price

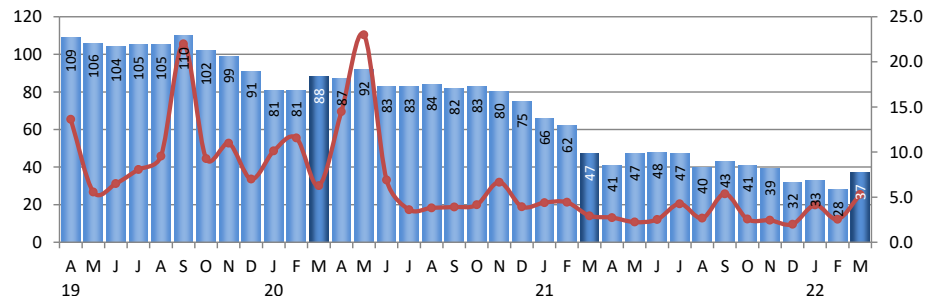


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 37, up 32.1% from 28 last month and down 21.3% from 47 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 5.3 months was at a mid level compared with March of 2021 and 2020.

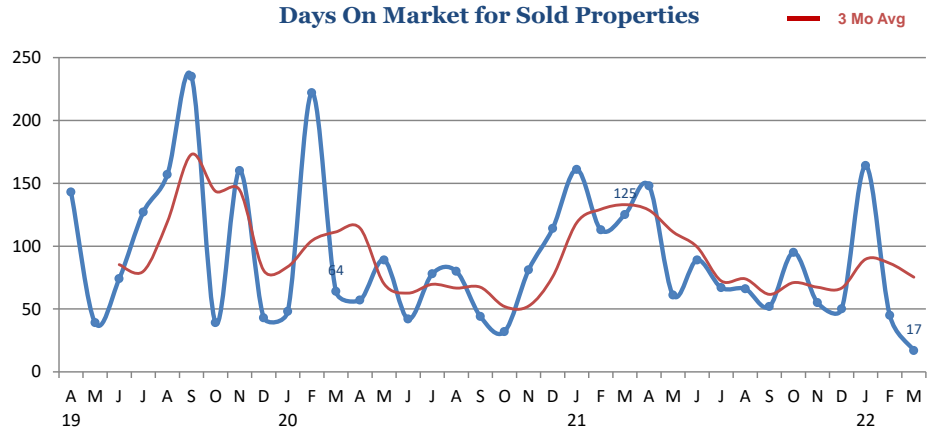
Total Inventory & Month's Supply of Inventory (MSI)



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 17, down 62.2% from 45 days last month and down 86.4% from 125 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

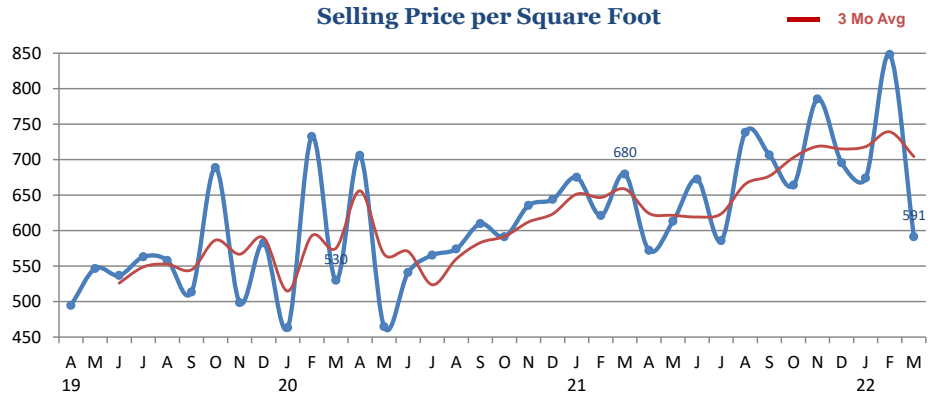
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$591 was down 30.3% from \$848 last month and down 13.0% from 680 in March of last year.

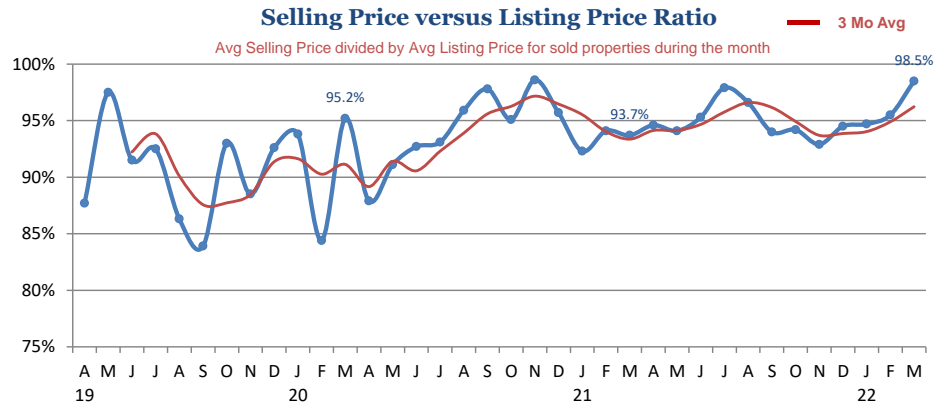
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 98.5% was up from 95.5% last month and up from 93.7% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 13, up 18.2% from 11 last month and equal to 13 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Carmel Valley

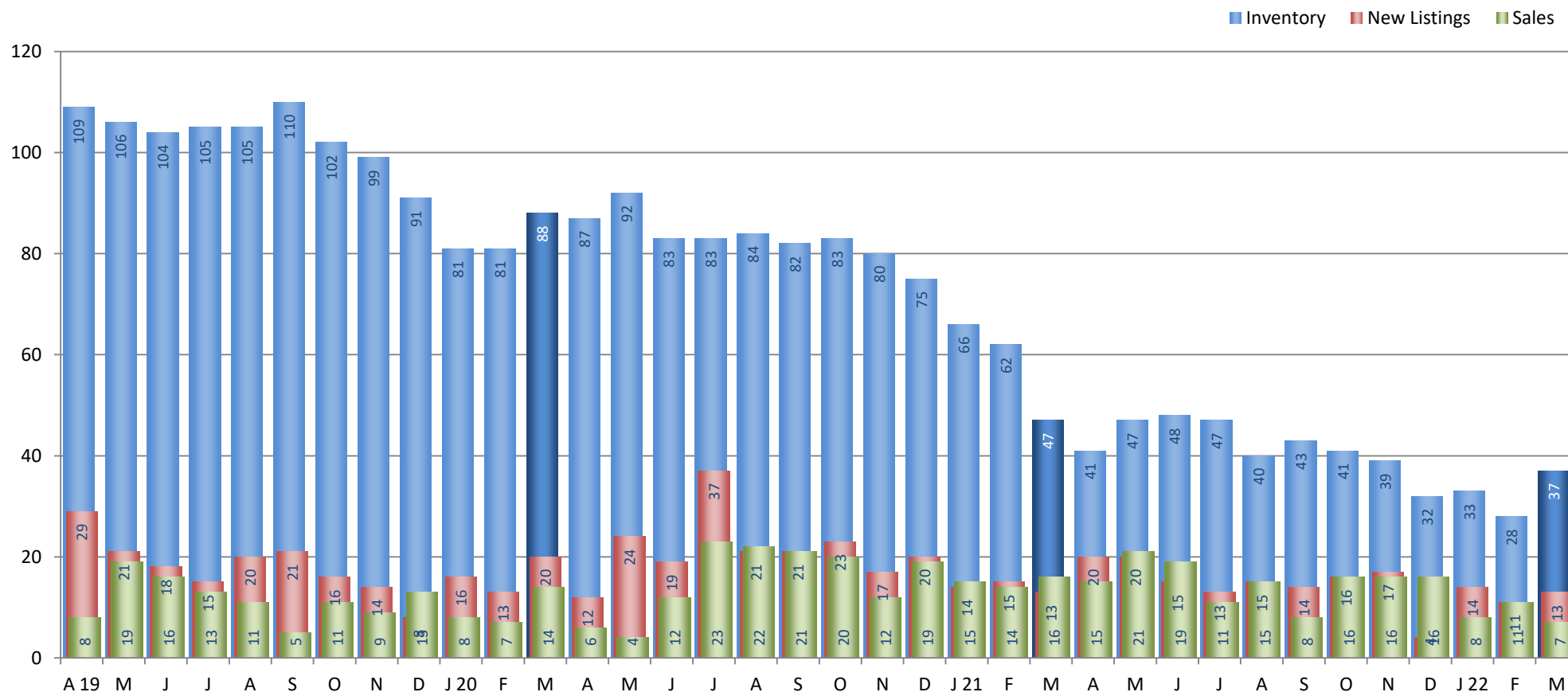


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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Market Action Report

March 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpaso



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

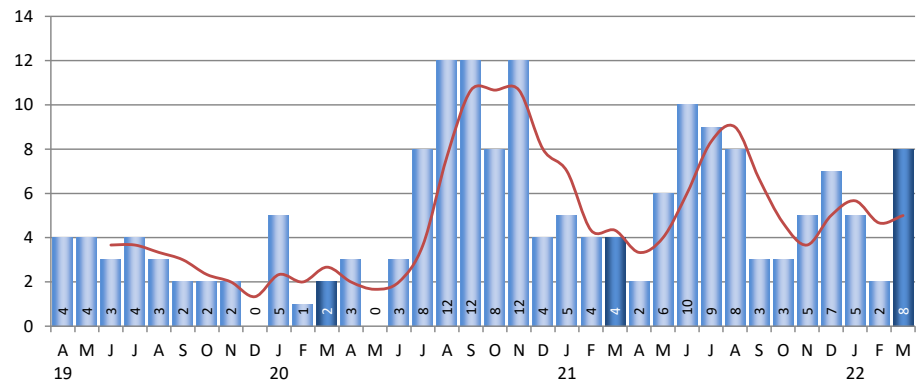
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$5,500,000	206%		206%				
Average List Price of all Current Listings	\$6,323,524	12%		55%				
March Median Sales Price	\$3,550,000	57%	16%	17%	69%	\$3,100,000	57%	48%
March Average Sales Price	\$5,672,375	151%	46%	109%	67%	\$4,788,267	84%	41%
Total Properties Currently for Sale (Inventory)	21	-16%		-43%				
March Number of Properties Sold	8	300%		100%		15	15%	
March Average Days on Market (Solds)	219	99%	68%	131%	90%	152	32%	32%
Asking Price per Square Foot (based on New Listings)	\$2,096	-15%	2%	47%	28%	\$1,917	42%	17%
March Sold Price per Square Foot	\$2,468	156%	57%	68%	111%	\$1,838	72%	57%
March Month's Supply of Inventory	2.6	-79%	-63%	-72%	-68%	7.0	-24%	-15%
March Sale Price vs List Price Ratio	98.7%	-4%	3.3%	14.8%	6.0%	98.1%	4%	5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 8, up 100.0% from 4 in March of 2021 and 300.0% higher than the 2 sales last month. March 2022 sales were at their highest level compared to March of 2021 and 2020. March YTD sales of 15 are running 15.4% ahead of last year's year-to-date sales of 13.

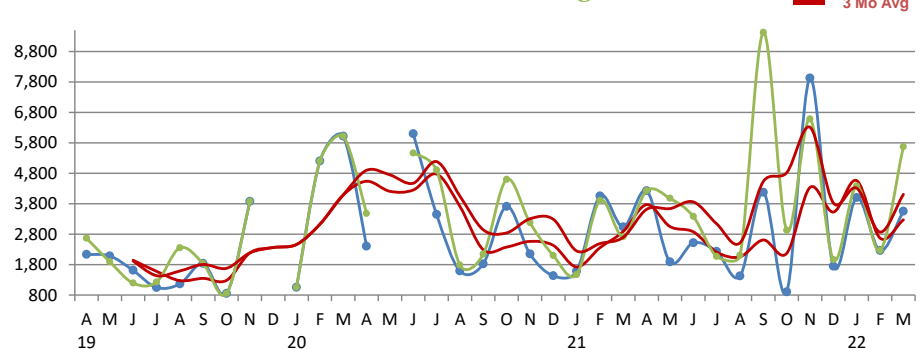
Number of Properties Sold



Prices

The Median Sales Price in March was \$3,550,000, up 16.9% from \$3,037,500 in March of 2021 and up 56.9% from \$2,262,500 last month. The Average Sales Price in March was \$5,672,375, up 108.6% from \$2,718,750 in March of 2021 and up 150.7% from \$2,262,500 last month. March 2022 ASP was at a mid range compared to March of 2021 and 2020.

Median Sales Price and Average Sales Price

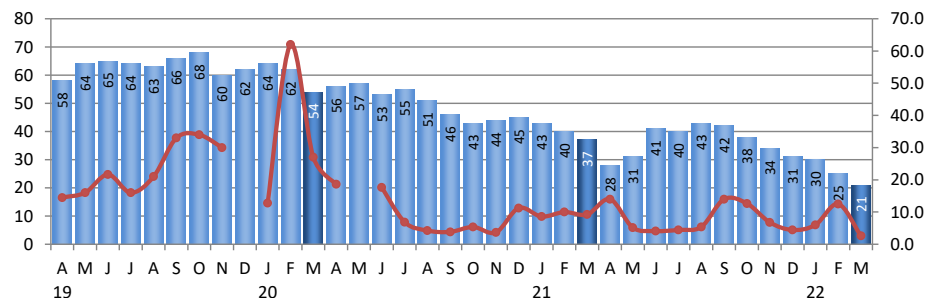


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 21, down 16.0% from 25 last month and down 43.2% from 37 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

Total Inventory & Month's Supply of Inventory (MSI)

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 2.6 months was at its lowest level compared with March of 2021 and 2020.



Market Action Report

March 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpaso



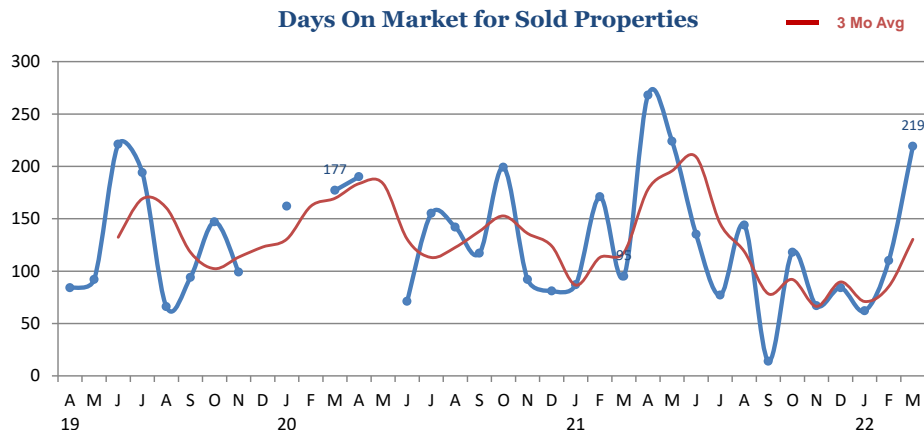
Sotheby's
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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 219, up 99.1% from 110 days last month and up 130.5% from 95 days in March of last year. The March 2022 DOM was at a mid level compared with March of 2021 and 2020.

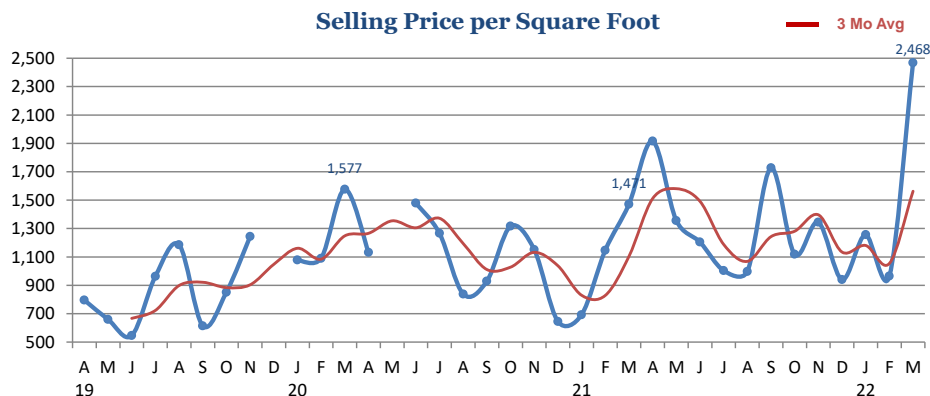
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$2,468 was up 156.0% from \$964 last month and up 67.8% from 1,471 in March of last year.

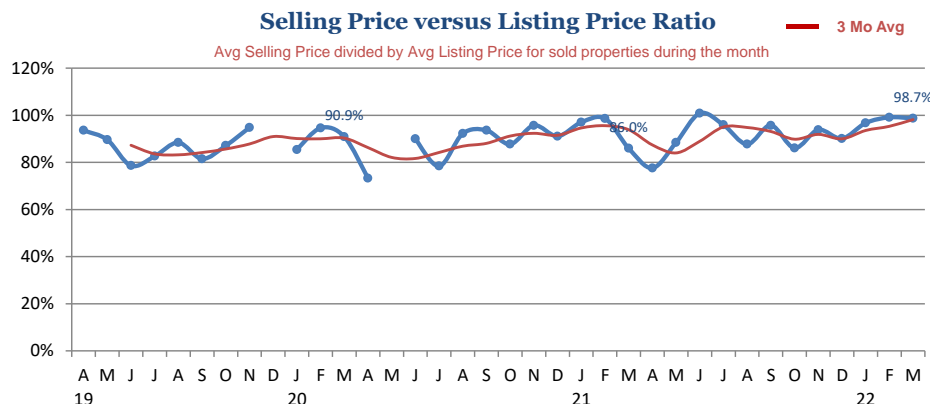
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 98.7% was down from 99.1% last month and up from 86.0% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 6, up 100.0% from 3 last month and up 100.0% from 3 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpasso ..

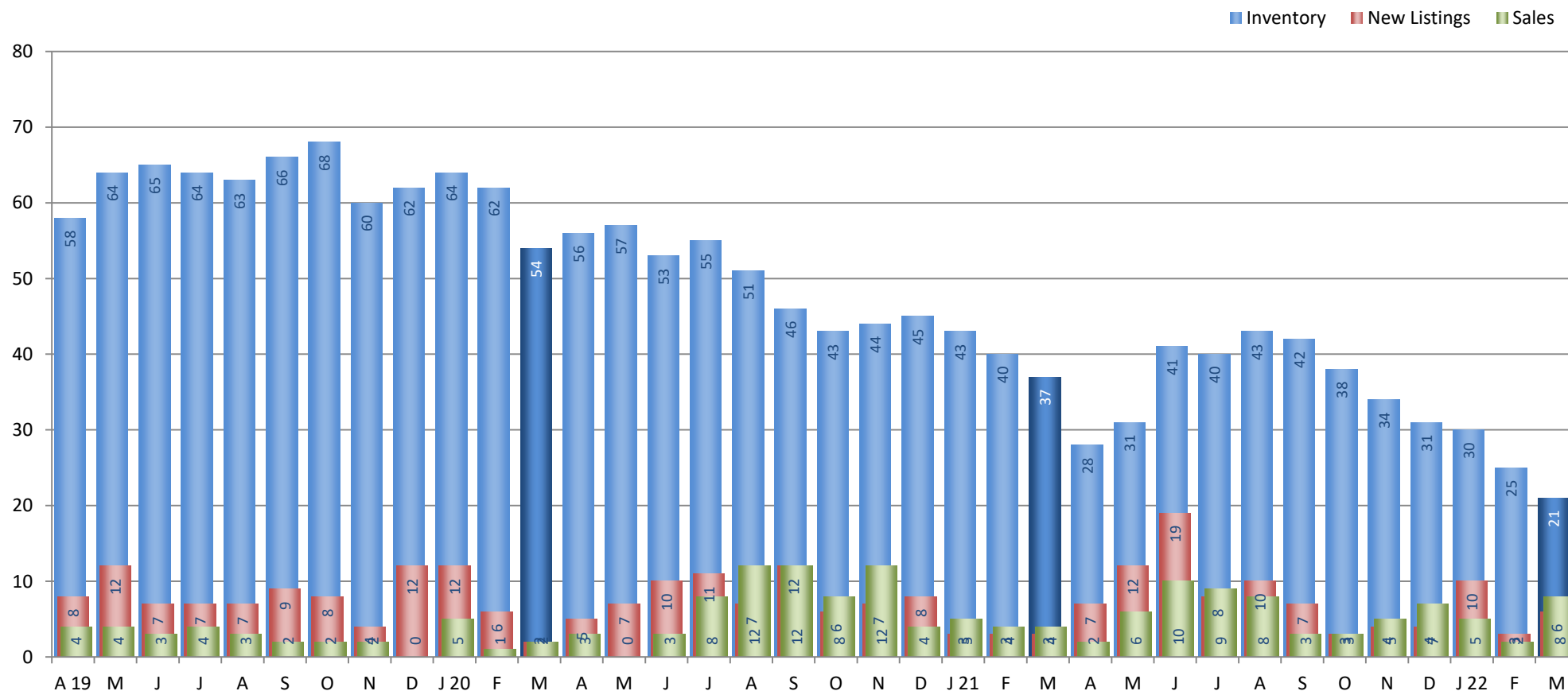


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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Market Action Report

City: Pebble Beach

March 2022



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

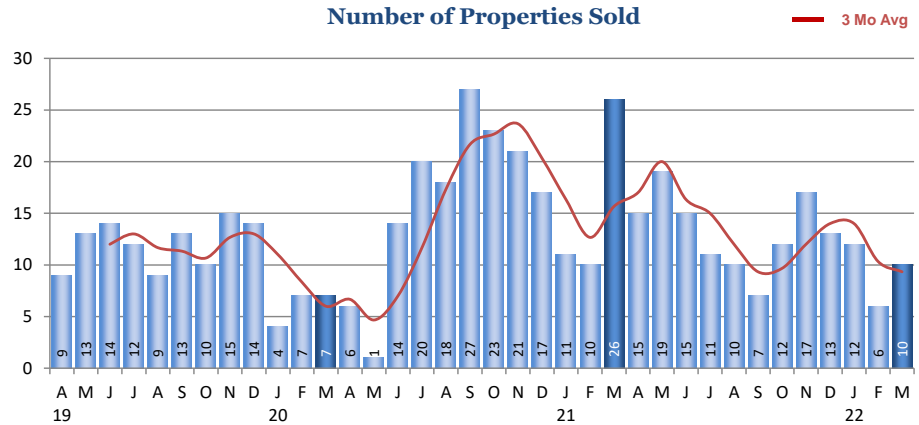
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$9,008,000	-5%		45%				
Average List Price of all Current Listings	\$9,810,626	-5%		24%				
March Median Sales Price	\$2,140,000	-90%	-35%	-25%	-23%	\$3,352,500	38%	21%
March Average Sales Price	\$4,811,814	-75%	-34%	25%	15%	\$7,879,123	96%	88%
Total Properties Currently for Sale (Inventory)	19	-5%		-39%				
March Number of Properties Sold	10	67%		-62%		28	-40%	
March Average Days on Market (Solds)	5	-93%	-90%	-89%	-89%	39	-28%	-17%
Asking Price per Square Foot (based on New Listings)	\$1,319	-16%	-16%	64%	-2%	\$1,596	27%	19%
March Sold Price per Square Foot	\$1,324	-41%	-16%	25%	17%	\$1,590	44%	40%
March Month's Supply of Inventory	1.9	-43%	-14%	59%	-31%	2.2	-29%	-20%
March Sale Price vs List Price Ratio	100.6%	8.3%	5.7%	3.1%	4.0%	97.5%	0%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

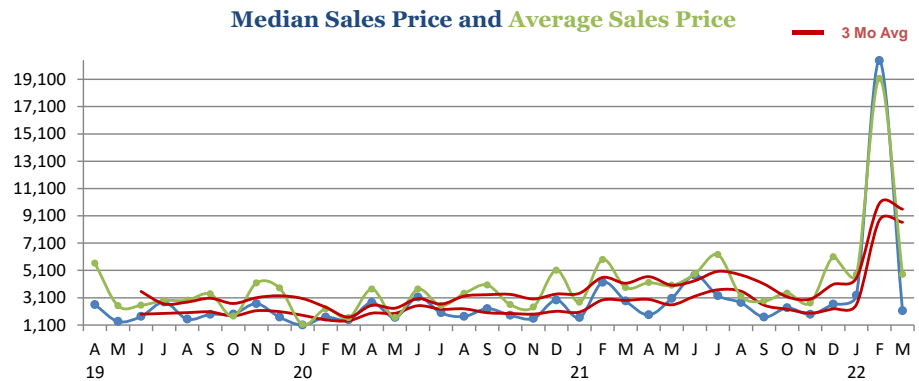
Property Sales

March Property sales were 10, down 61.5% from 26 in March of 2021 and 66.7% higher than the 6 sales last month. March 2022 sales were at a mid level compared to March of 2021 and 2020. March YTD sales of 28 are running 40.4% behind last year's year-to-date sales of 47.



Prices

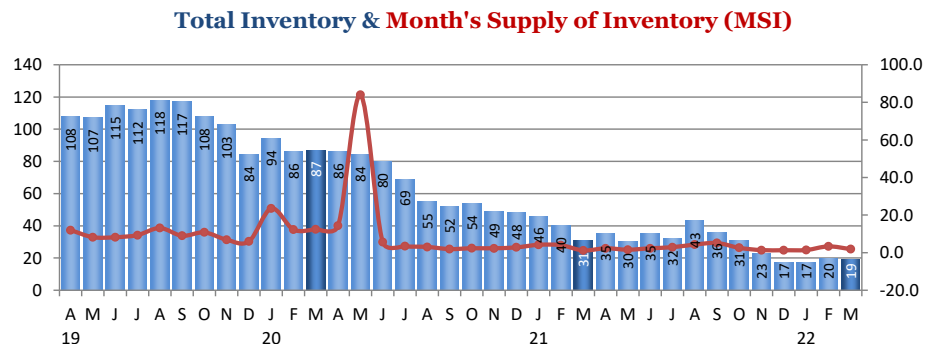
The Median Sales Price in March was \$2,140,000, down 25.2% from \$2,861,500 in March of 2021 and down 89.5% from \$20,466,667 last month. The Average Sales Price in March was \$4,811,814, up 25.3% from \$3,840,301 in March of 2021 and down 74.9% from \$19,160,339 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 19, down 5.0% from 20 last month and down 38.7% from 31 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 1.9 months was at a mid level compared with March of 2021 and 2020.



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 5, down 93.1% from 72 days last month and down 89.4% from 47 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

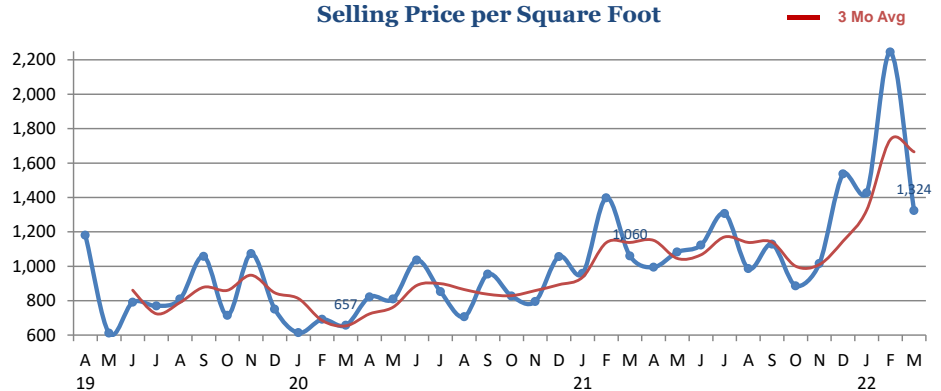
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$1,324 was down 41.0% from \$2,244 last month and up 24.9% from 1,060 in March of last year.

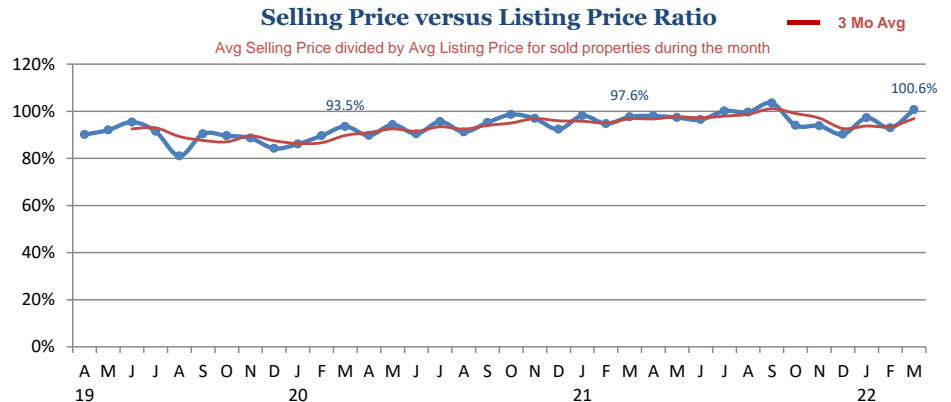
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 100.6% was up from 92.9% last month and up from 97.6% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 12, equal to 12 last month and equal to 12 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Pebble Beach

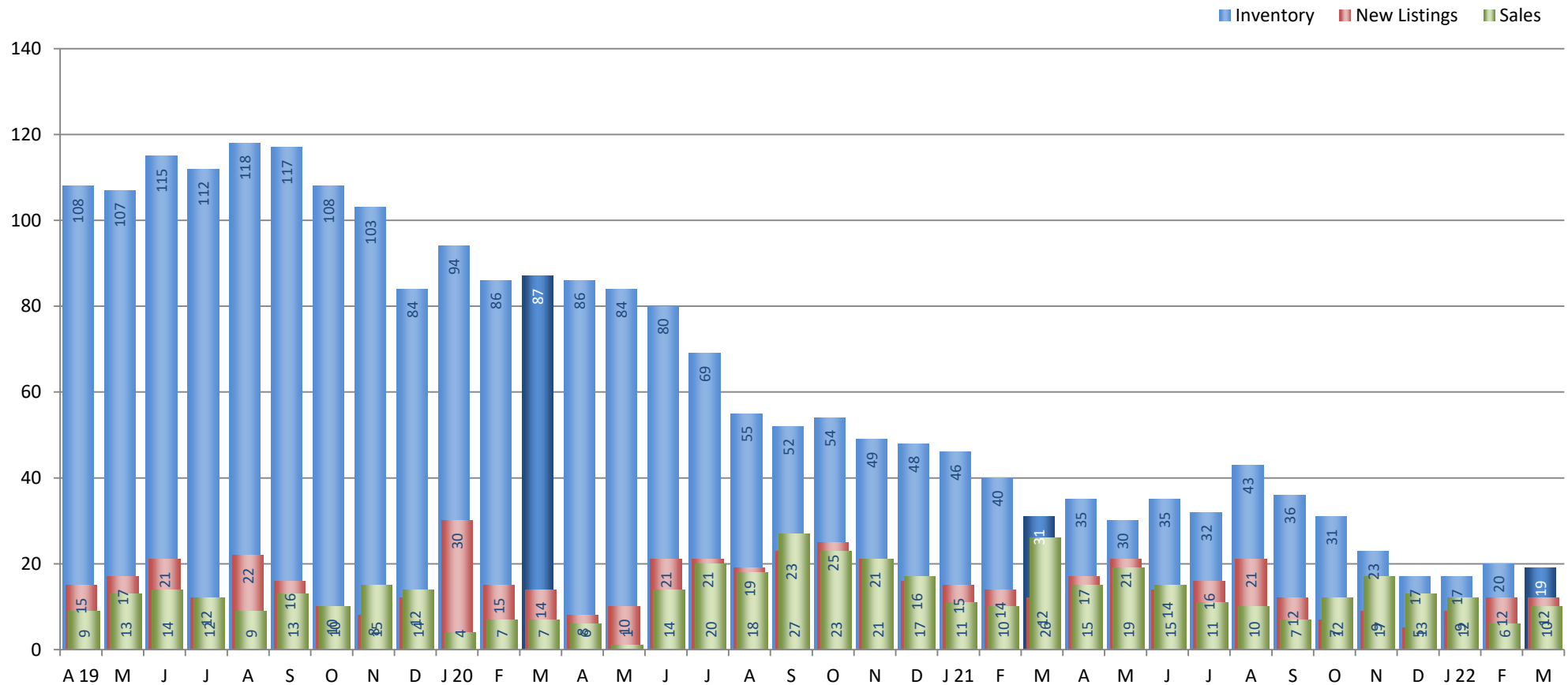


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 12, equal to 12 last month and equal to 12 in March of last year.



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Market Action Report

City: Pacific Grove

March 2022



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

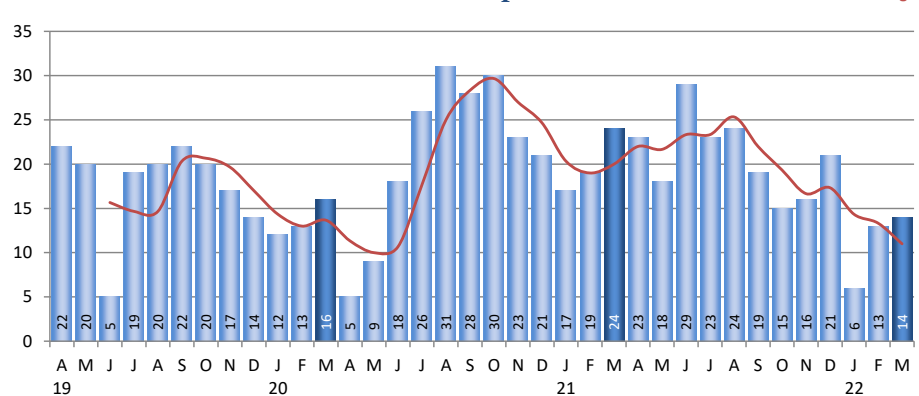
	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,875,000	0%		46%				
Average List Price of all Current Listings	\$2,336,068	20%		54%				
March Median Sales Price	\$1,852,500	32%	45%	48%	46%	\$1,500,000	5%	18%
March Average Sales Price	\$2,475,071	72%	51%	70%	68%	\$1,867,646	22%	27%
Total Properties Currently for Sale (Inventory)	13	86%		-54%				
March Number of Properties Sold	14	8%		-42%		33	-45%	
March Average Days on Market (Solds)	25	-58%	-36%	-42%	-26%	39	-11%	15%
Asking Price per Square Foot (based on New Listings)	\$1,025	3%	3%	19%	7%	\$984	2%	3%
March Sold Price per Square Foot	\$1,129	16%	11%	22%	17%	\$1,039	19%	8%
March Month's Supply of Inventory	0.9	72%	-1%	-20%	-32%	0.9	-47%	-31%
March Sale Price vs List Price Ratio	103.3%	3.6%	4.4%	7.7%	3.1%	100.7%	4%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 14, down 41.7% from 24 in March of 2021 and 7.7% higher than the 13 sales last month. March 2022 sales were at their lowest level compared to March of 2021 and 2020. March YTD sales of 33 are running 45.0% behind last year's year-to-date sales of 60.

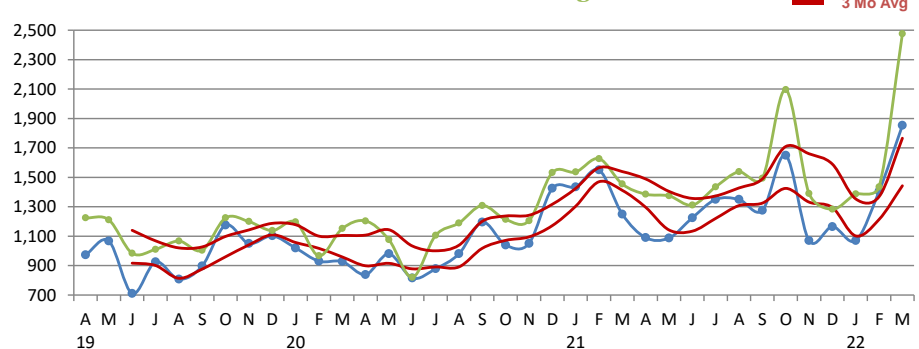
Number of Properties Sold



Prices

The Median Sales Price in March was \$1,852,500, up 48.3% from \$1,249,500 in March of 2021 and up 31.9% from \$1,405,000 last month. The Average Sales Price in March was \$2,475,071, up 70.2% from \$1,454,273 in March of 2021 and up 72.4% from \$1,435,504 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.

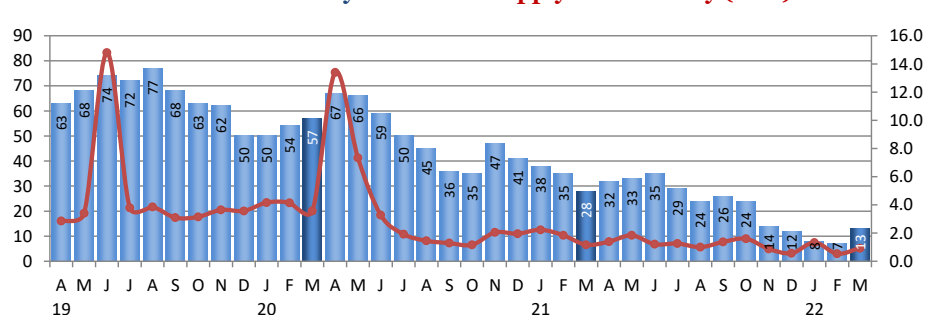
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 13, up 85.7% from 7 last month and down 53.6% from 28 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

Total Inventory & Month's Supply of Inventory (MSI)

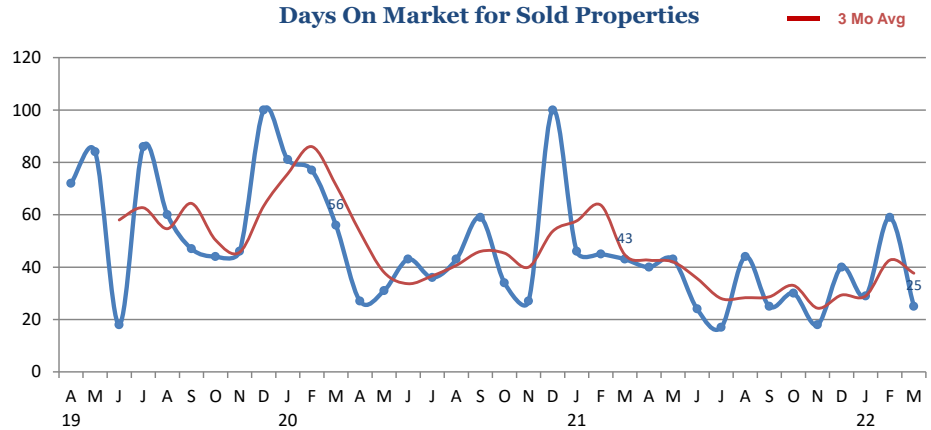


A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 0.9 months was at its lowest level compared with March of 2021 and 2020.

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 25, down 57.6% from 59 days last month and down 41.9% from 43 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

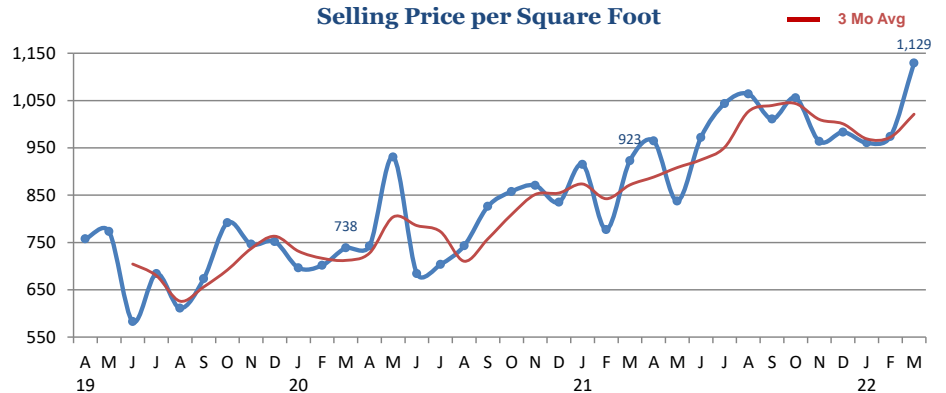
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$1,129 was up 16.0% from \$974 last month and up 22.4% from 923 in March of last year.

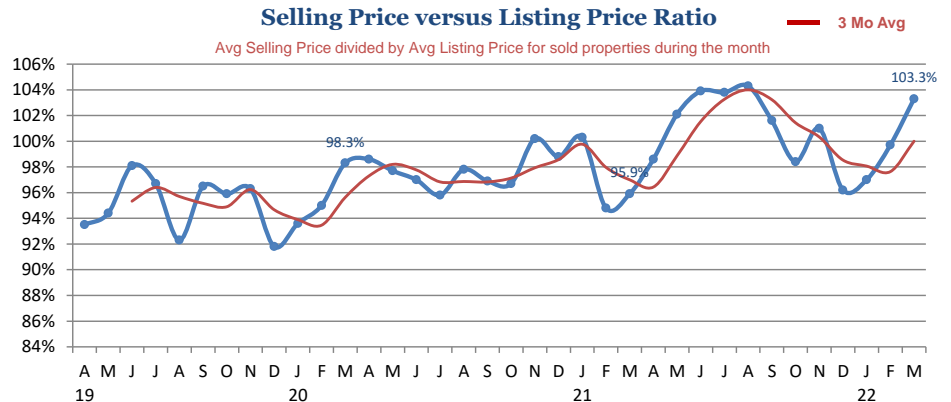
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 103.3% was up from 99.7% last month and up from 95.9% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 26, up 100.0% from 13 last month and up 30.0% from 20 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Pacific Grove

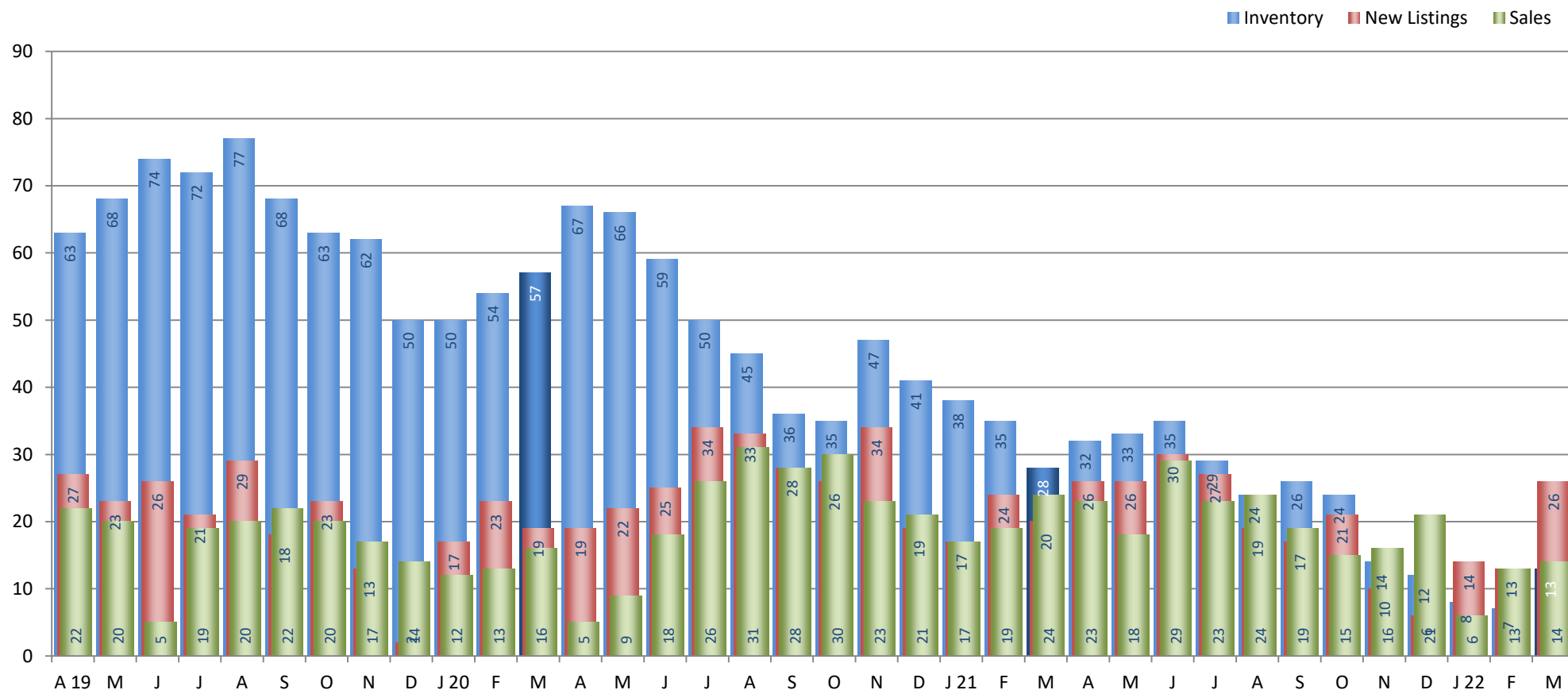


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 26, up 100.0% from 13 last month and up 30.0% from 20 in March of last year.



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Market Action Report

March 2022

City: Monterey



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

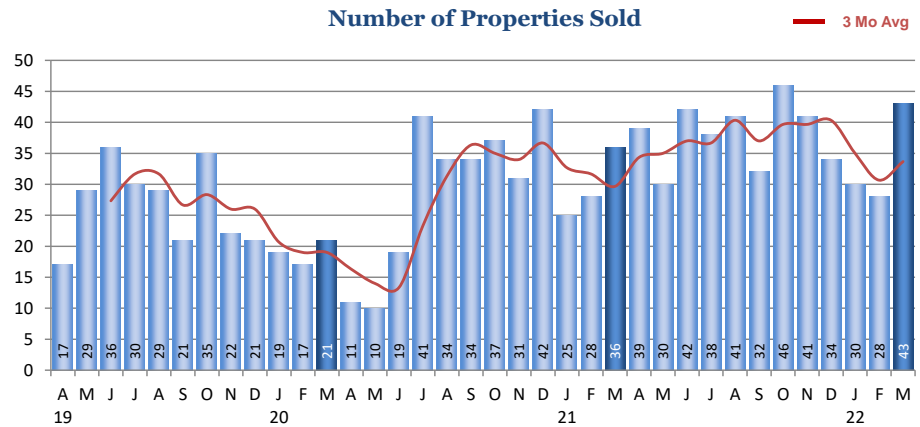
Market Profile & Trends Overview

	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,355,875	-2%		7%				
Average List Price of all Current Listings	\$1,811,759	1%		-9%				
March Median Sales Price	\$1,325,000	74%	15%	40%	37%	\$1,150,000	26%	19%
March Average Sales Price	\$1,395,911	34%	-2%	29%	14%	\$1,389,875	41%	14%
Total Properties Currently for Sale (Inventory)	44	-10%		-15%				
March Number of Properties Sold	43	54%		19%		101	13%	
March Average Days on Market (Solds)	43	13%	2%	30%	8%	41	-5%	2%
Asking Price per Square Foot (based on New Listings)	\$683	-10%	-3%	4%	0%	\$713	13%	5%
March Sold Price per Square Foot	\$752	13%	8%	11%	12%	\$708	12%	6%
March Month's Supply of Inventory	1.0	-42%	-33%	-29%	-49%	1.5	-33%	-24%
March Sale Price vs List Price Ratio	98.5%	-4%	-6%	-1.3%	-1.3%	99.0%	1%	-1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

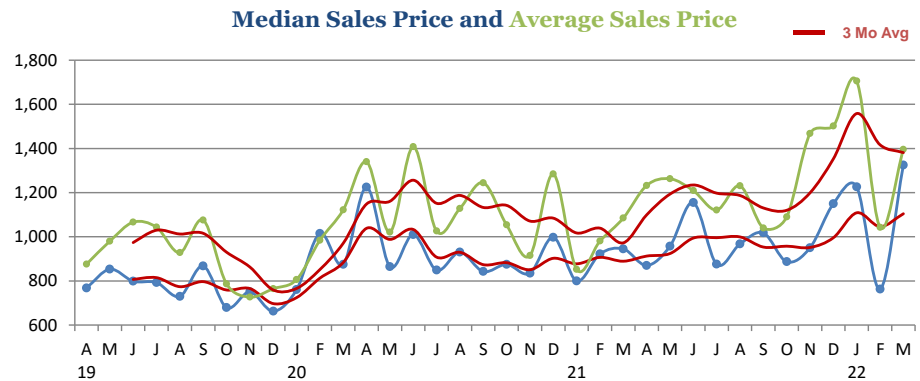
Property Sales

March Property sales were 43, up 19.4% from 36 in March of 2021 and 53.6% higher than the 28 sales last month. March 2022 sales were at their highest level compared to March of 2021 and 2020. March YTD sales of 101 are running 13.5% ahead of last year's year-to-date sales of 89.



Prices

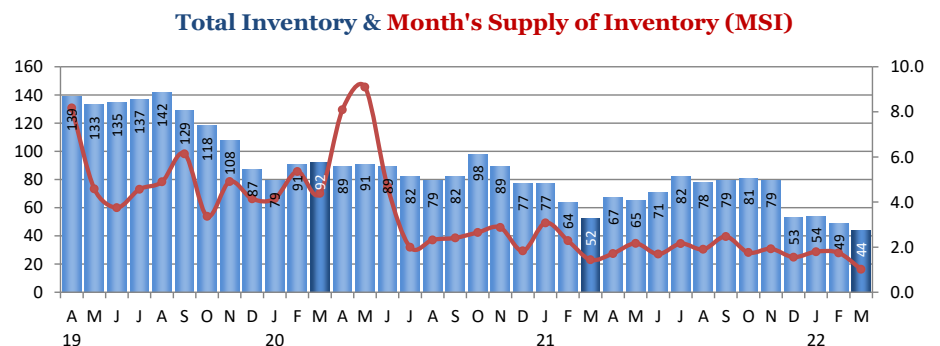
The Median Sales Price in March was \$1,325,000, up 40.2% from \$945,000 in March of 2021 and up 73.9% from \$762,000 last month. The Average Sales Price in March was \$1,395,911, up 28.7% from \$1,084,789 in March of 2021 and up 33.9% from \$1,042,739 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 44, down 10.2% from 49 last month and down 15.4% from 52 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

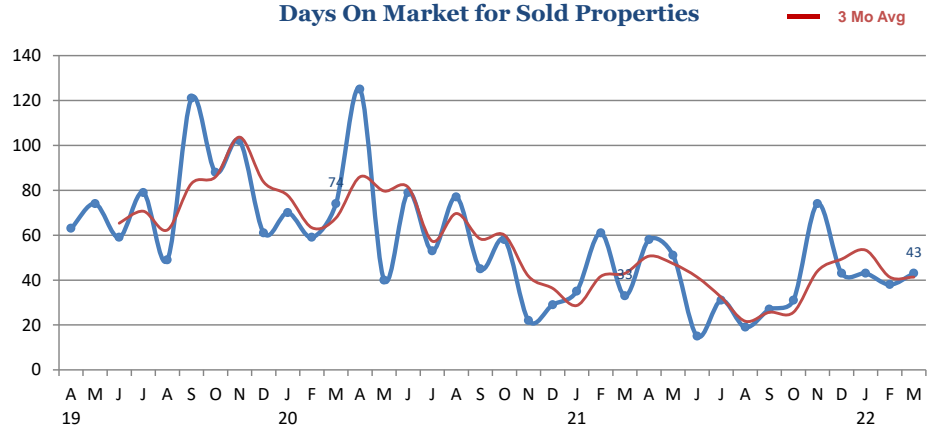
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 1.0 months was at its lowest level compared with March of 2021 and 2020.



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 43, up 13.2% from 38 days last month and up 30.3% from 33 days in March of last year. The March 2022 DOM was at a mid level compared with March of 2021 and 2020.

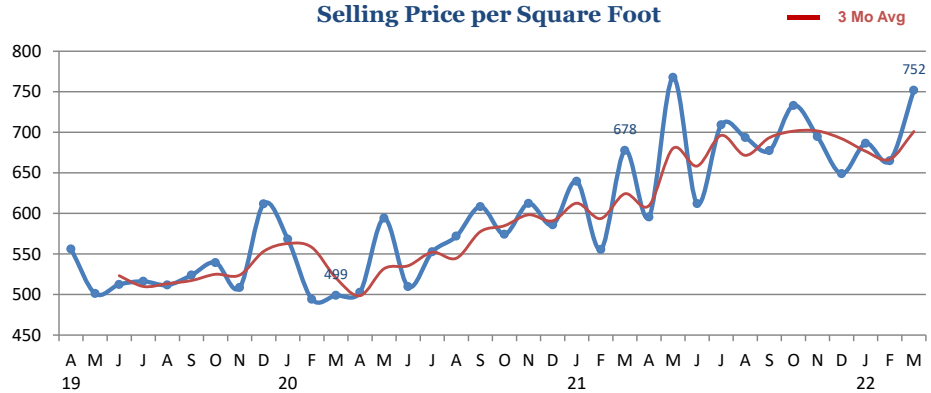
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$752 was up 13.1% from \$665 last month and up 10.9% from 678 in March of last year.

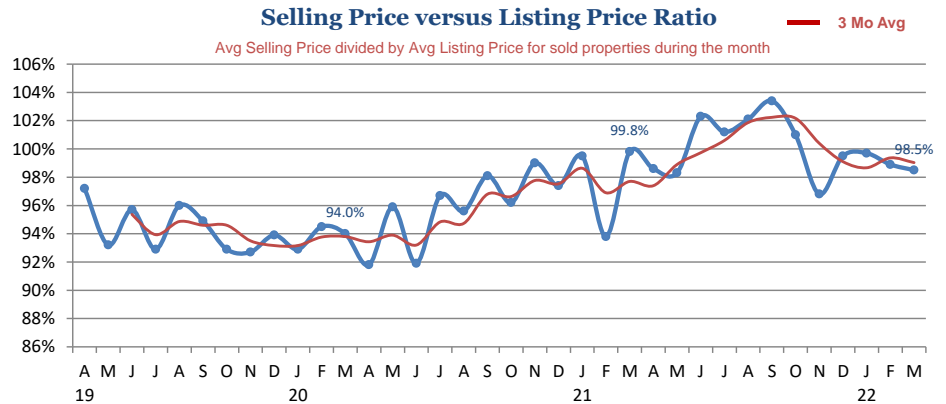
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 98.5% was down from 98.9% last month and down from 99.8% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 29, down 6.5% from 31 last month and down 9.4% from 32 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Monterey

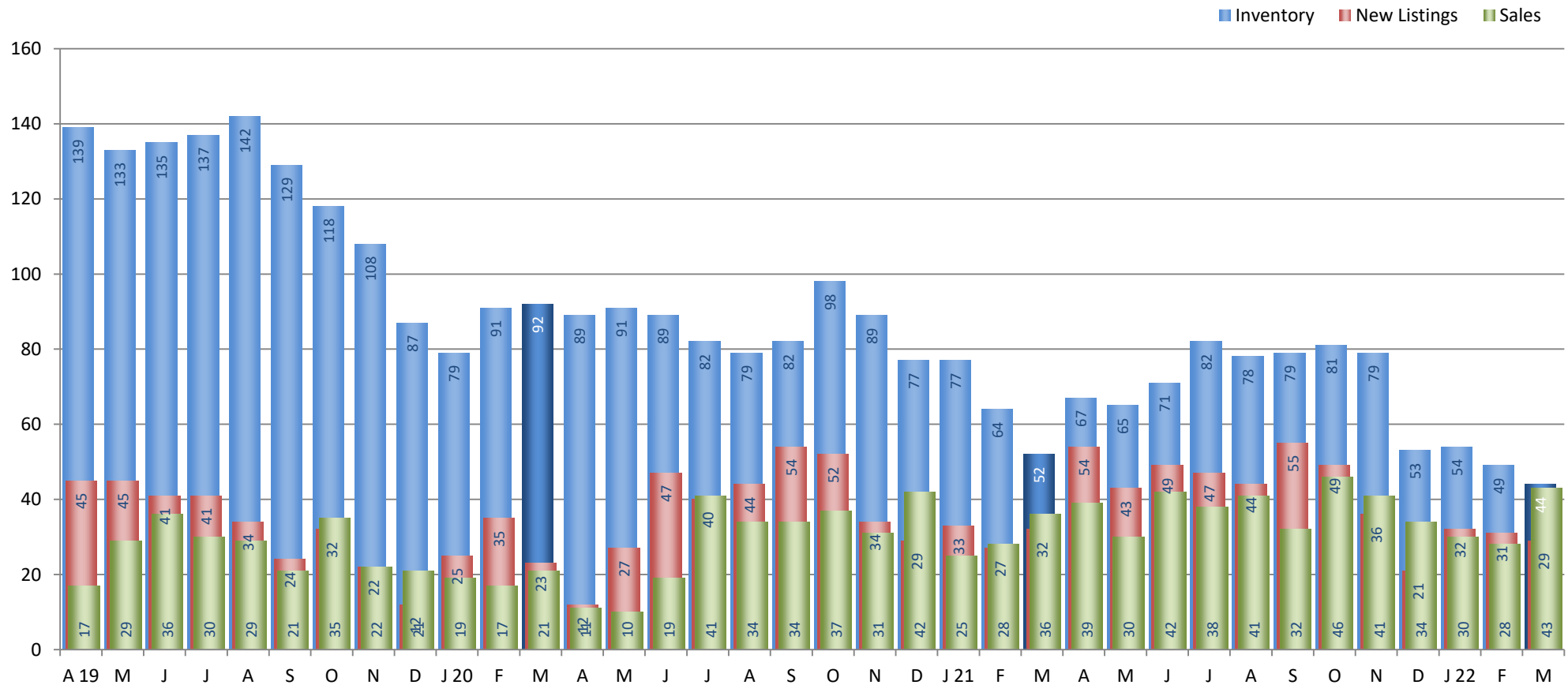


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 29, down 6.5% from 31 last month and down 9.4% from 32 in March of last year.



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Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

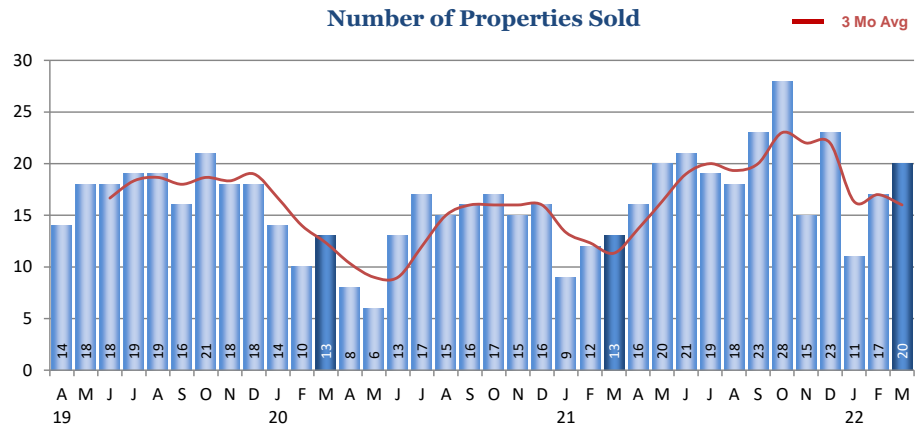
	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$689,000	-8%		15%				
Average List Price of all Current Listings	\$706,895	-3%		22%				
March Median Sales Price	\$777,500	7%	4%	20%	11%	\$752,000	16%	7%
March Average Sales Price	\$755,250	6%	3%	18%	3%	\$723,977	6%	-1%
Total Properties Currently for Sale (Inventory)	21	5%		5%				
March Number of Properties Sold	20	18%		54%		48	41%	
March Average Days on Market (Solds)	23	-28%	-12%	-12%	-8%	28	-3%	12%
Asking Price per Square Foot (based on New Listings)	\$637	4%	2%	27%	15%	\$616	24%	11%
March Sold Price per Square Foot	\$536	-14%	-9%	18%	-2%	\$579	11%	6%
March Month's Supply of Inventory	1.1	-11%	-14%	-32%	-19%	1.2	-24%	-6%
March Sale Price vs List Price Ratio	102.3%	2.3%	1.4%	2.6%	1.3%	100.9%	2%	-0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 20, up 53.8% from 13 in March of 2021 and 17.6% higher than the 17 sales last month. March 2022 sales were at their highest level compared to March of 2021 and 2020. March YTD sales of 48 are running 41.2% ahead of last year's year-to-date sales of 34.

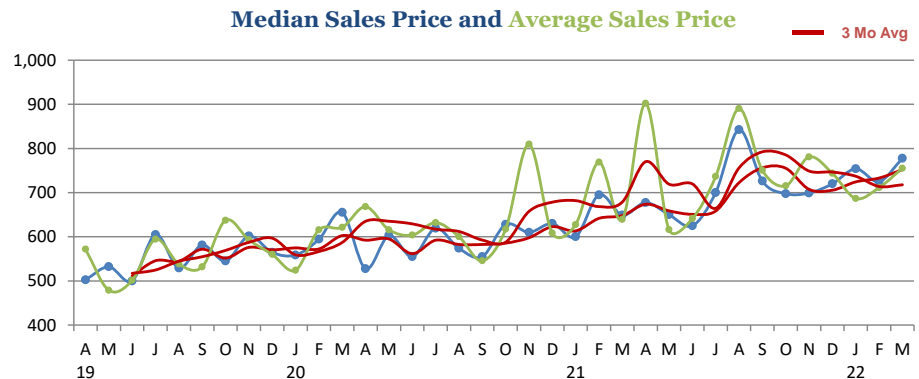
Number of Properties Sold



Prices

The Median Sales Price in March was \$777,500, up 19.8% from \$648,800 in March of 2021 and up 7.2% from \$725,000 last month. The Average Sales Price in March was \$755,250, up 18.1% from \$639,356 in March of 2021 and up 6.2% from \$711,294 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.

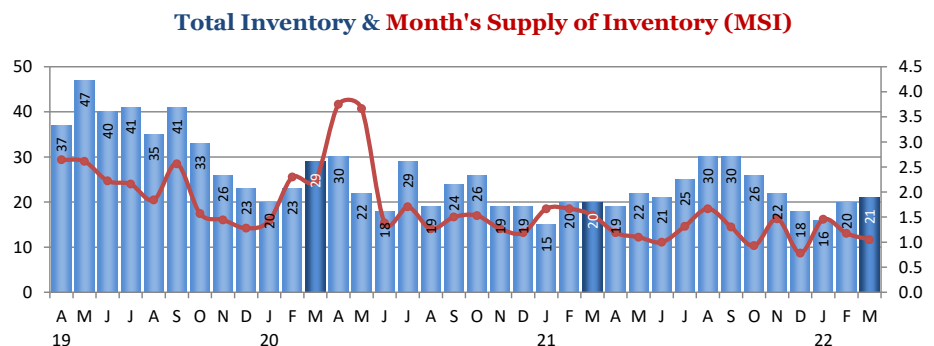
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 21, up 5.0% from 20 last month and up 5.0% from 20 in March of last year. March 2022 Inventory was at a mid level compared with March of 2021 and 2020.

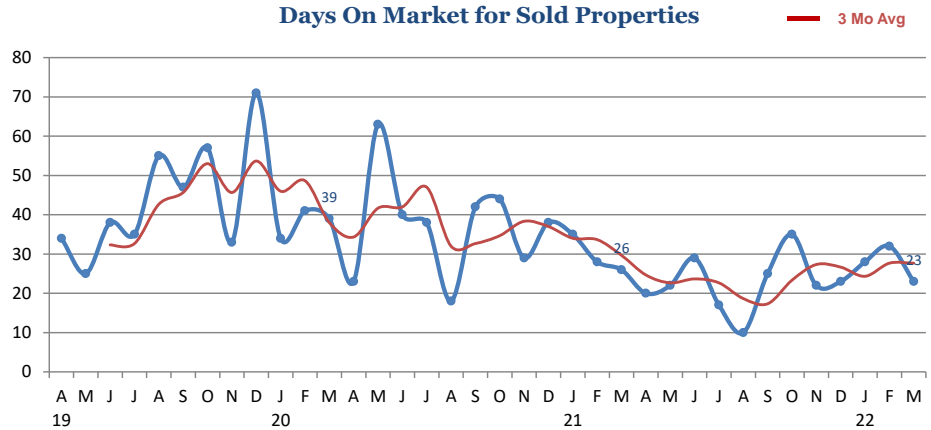
Total Inventory & Month's Supply of Inventory (MSI)



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 23, down 28.1% from 32 days last month and down 11.5% from 26 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

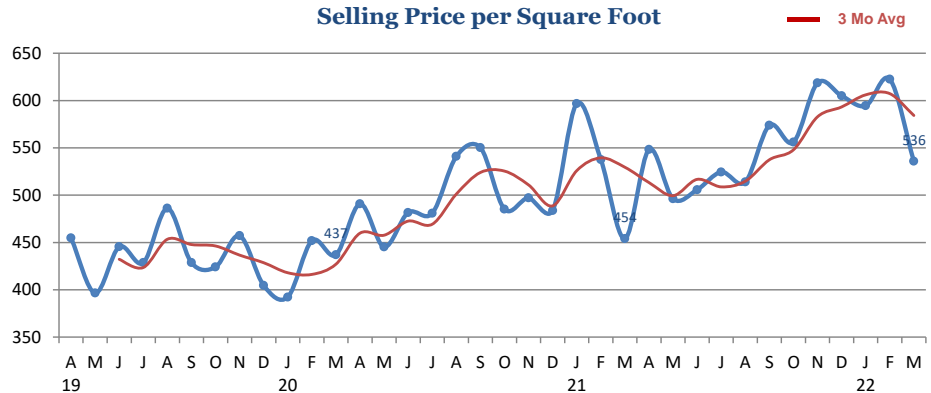
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$536 was down 13.9% from \$622 last month and up 18.0% from 454 in March of last year.

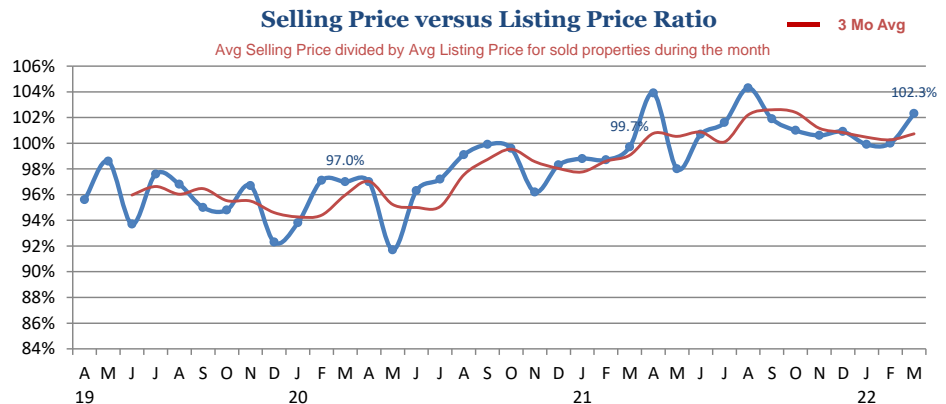
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 102.3% was up from 100.0% last month and up from 99.7% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 25, up 4.2% from 24 last month and up 31.6% from 19 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Seaside

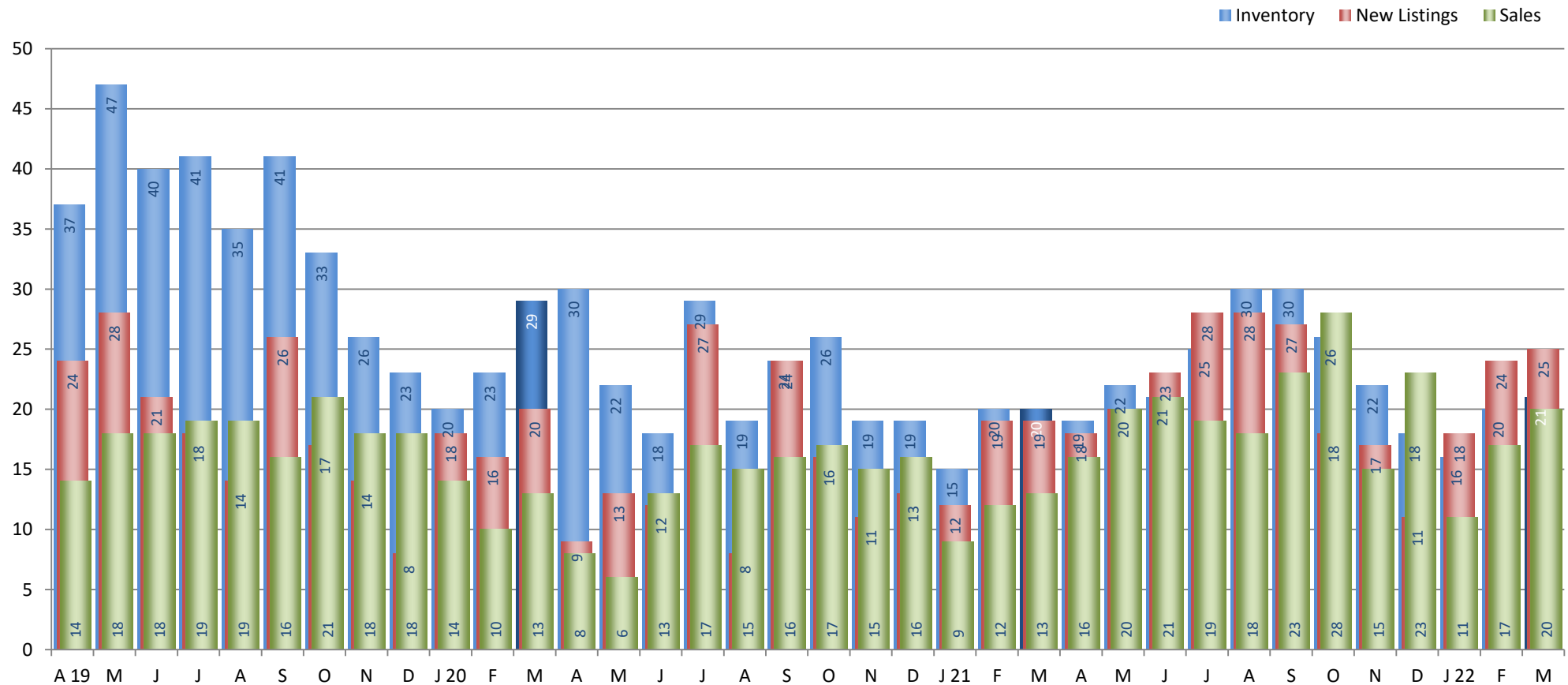


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 25, up 4.2% from 24 last month and up 31.6% from 19 in March of last year.



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Market Profile & Trends Overview

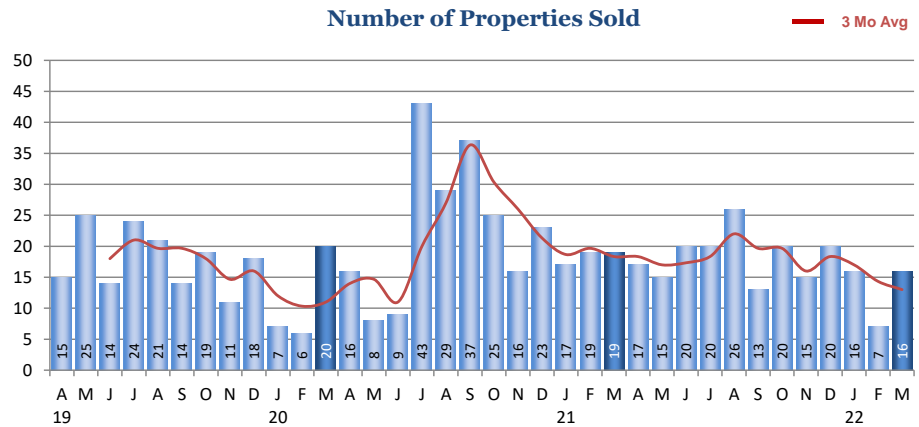
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,050,000	41%		31%				
Average List Price of all Current Listings	\$960,481	25%		23%				
March Median Sales Price	\$797,500	-13%	-5%	5%	1%	\$849,000	16%	7%
March Average Sales Price	\$772,568	-12%	-7%	-1%	-2%	\$801,666	12%	2%
Total Properties Currently for Sale (Inventory)	8	-20%		-27%				
March Number of Properties Sold	16	129%		-16%		39	-29%	
March Average Days on Market (Solds)	41	193%	41%	193%	141%	32	100%	88%
Asking Price per Square Foot (based on New Listings)	\$483	-14%	-5%	13%	6%	\$512	16%	12%
March Sold Price per Square Foot	\$483	1%	3%	12%	6%	\$474	12%	4%
March Month's Supply of Inventory	0.5	-65%	-37%	-14%	-30%	0.8	61%	10%
March Sale Price vs List Price Ratio	101.5%	-2%	.9%	-.1%	.4%	100.8%	-1%	-0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 16, down 15.8% from 19 in March of 2021 and 128.6% higher than the 7 sales last month. March 2022 sales were at their lowest level compared to March of 2021 and 2020. March YTD sales of 39 are running 29.1% behind last year's year-to-date sales of 55.

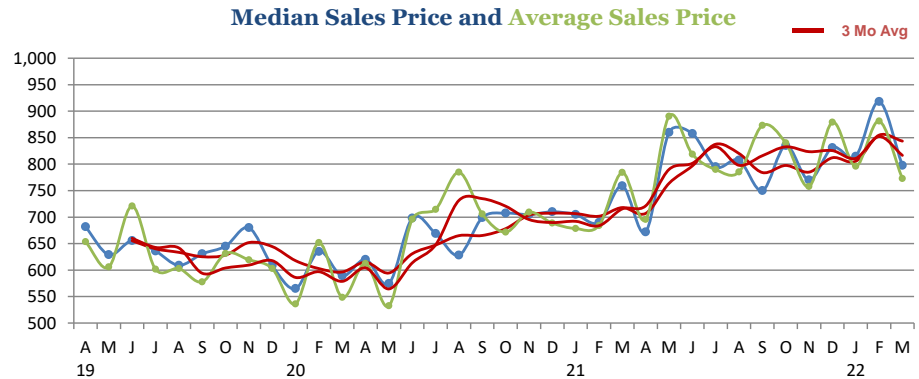
Number of Properties Sold



Prices

The Median Sales Price in March was \$797,500, up 5.1% from \$759,000 in March of 2021 and down 13.1% from \$918,000 last month. The Average Sales Price in March was \$772,568, down 1.5% from \$784,152 in March of 2021 and down 12.3% from \$881,143 last month. March 2022 ASP was at a mid range compared to March of 2021 and 2020.

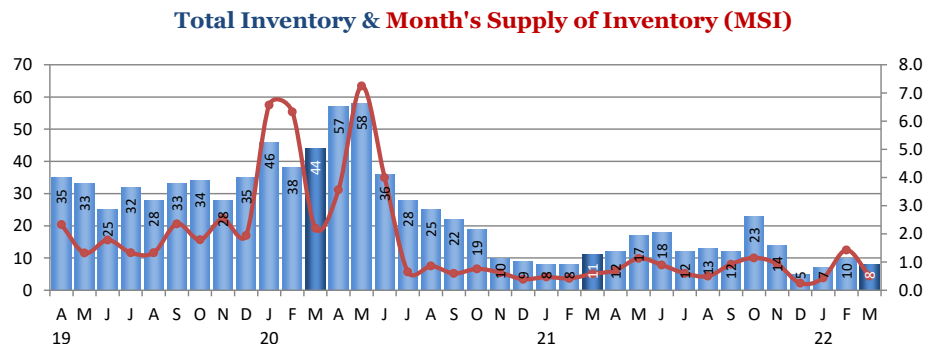
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 8, down 20.0% from 10 last month and down 27.3% from 11 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

Total Inventory & Month's Supply of Inventory (MSI)

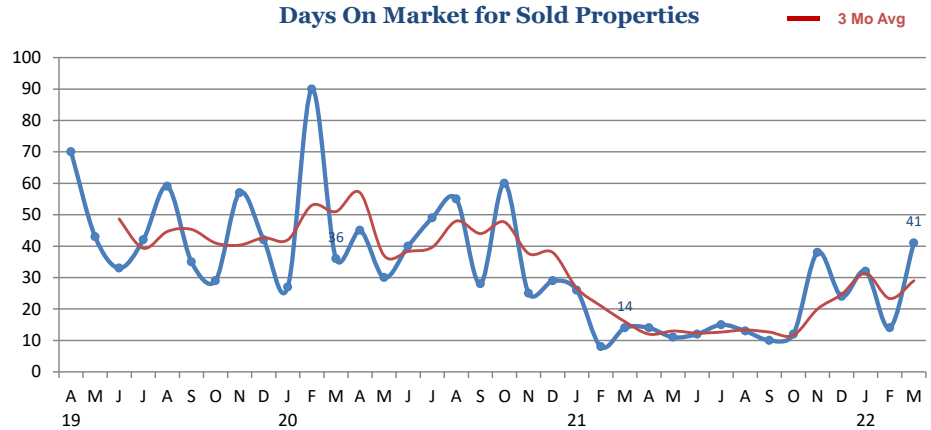


A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 0.5 months was at its lowest level compared with March of 2021 and 2020.

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 41, up 192.9% from 14 days last month and up 192.9% from 14 days in March of last year. The March 2022 DOM was at a mid level compared with March of 2021 and 2020.

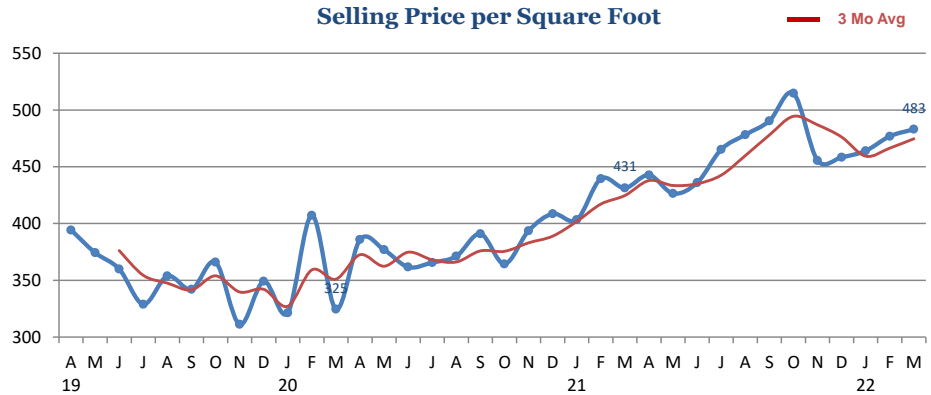
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$483 was up 1.3% from \$477 last month and up 12.0% from 431 in March of last year.

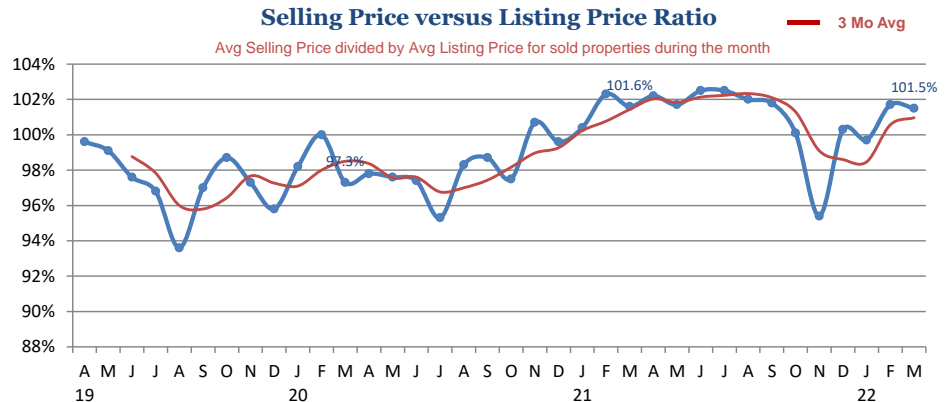
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 101.5% was down from 101.7% last month and down from 101.6% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 21, up 31.3% from 16 last month and up 5.0% from 20 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

City: Marina

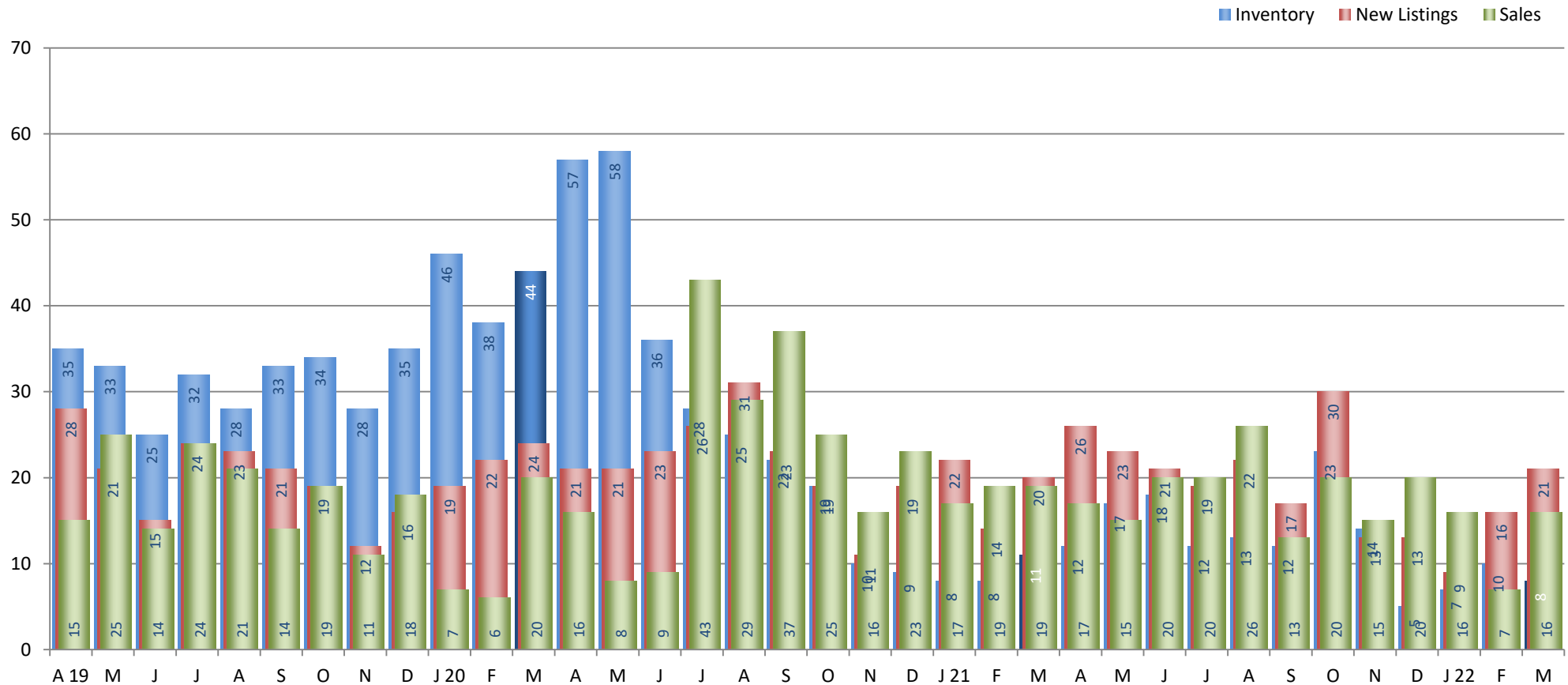


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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Market Action Report

March 2022

MLS Area: Las Palmas Ranch #99,
Monterra #139, Pasadera, Laguna Seca,



Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

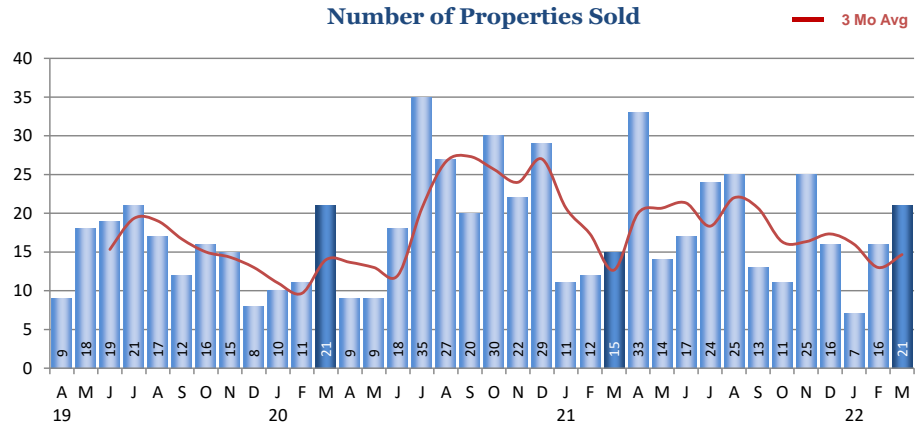
Market Profile & Trends Overview

	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,500,000	0%		28%				
Average List Price of all Current Listings	\$2,029,839	5%		15%				
March Median Sales Price	\$1,299,000	13%	2%	48%	15%	\$1,255,000	31%	12%
March Average Sales Price	\$1,418,095	2%	-13%	27%	-2%	\$1,500,621	32%	4%
Total Properties Currently for Sale (Inventory)	31	11%		-23%				
March Number of Properties Sold	21	31%		40%		44	16%	
March Average Days on Market (Solds)	72	11%	7%	-32%	9%	64	-2%	-3%
Asking Price per Square Foot (based on New Listings)	\$531	-37%	-12%	6%	-10%	\$606	23%	3%
March Sold Price per Square Foot	\$606	18%	10%	23%	19%	\$551	16%	8%
March Month's Supply of Inventory	1.5	-16%	-40%	-45%	-50%	2.5	-43%	-17%
March Sale Price vs List Price Ratio	98.4%	.6%	.7%	-.8%	.8%	98.1%	-0%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

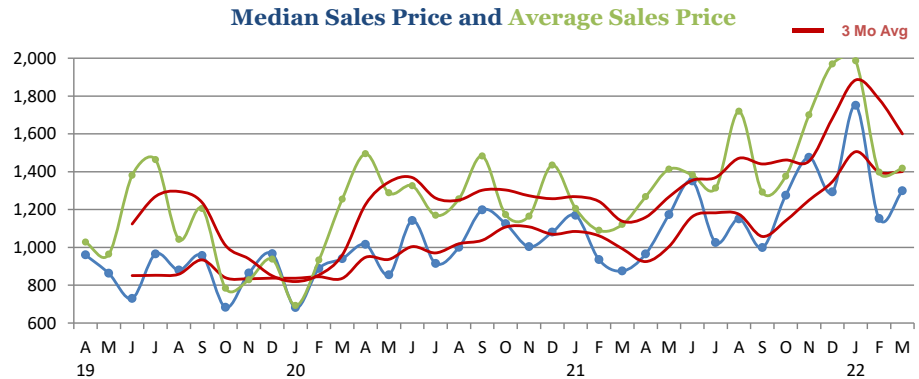
Property Sales

March Property sales were 21, up 40.0% from 15 in March of 2021 and 31.3% higher than the 16 sales last month. March 2022 sales were at their highest level compared to March of 2021 and 2020. March YTD sales of 44 are running 15.8% ahead of last year's year-to-date sales of 38.



Prices

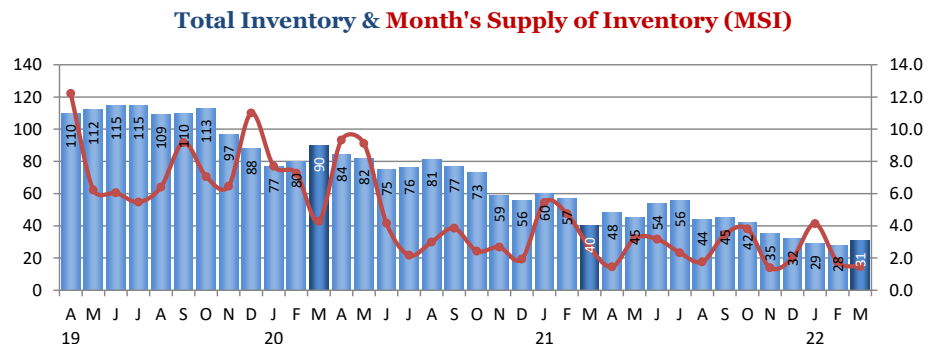
The Median Sales Price in March was \$1,299,000, up 48.5% from \$875,000 in March of 2021 and up 12.7% from \$1,152,500 last month. The Average Sales Price in March was \$1,418,095, up 26.6% from \$1,120,493 in March of 2021 and up 1.5% from \$1,396,834 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 31, up 10.7% from 28 last month and down 22.5% from 40 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2022 MSI of 1.5 months was at its lowest level compared with March of 2021 and 2020.



Market Action Report

March 2022

MLS Area: Las Palmas Ranch #99,
Monterey #139, Pasadena, Laguna Seca, Bay



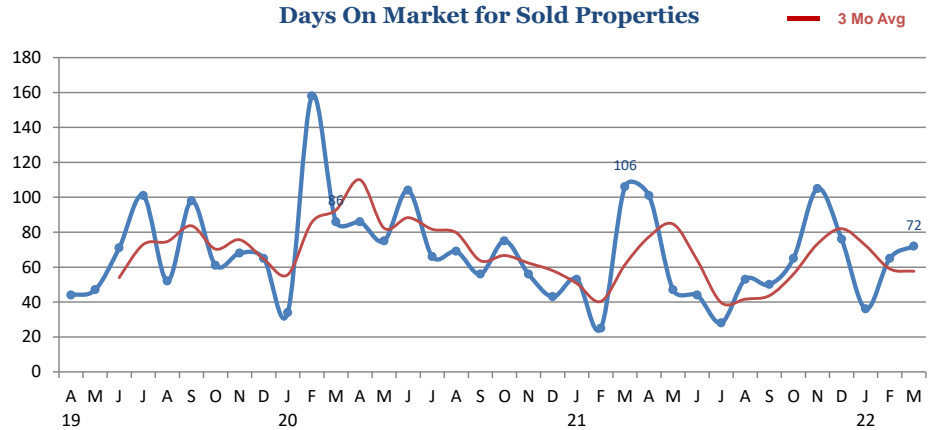
Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 72, up 10.8% from 65 days last month and down 32.1% from 106 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

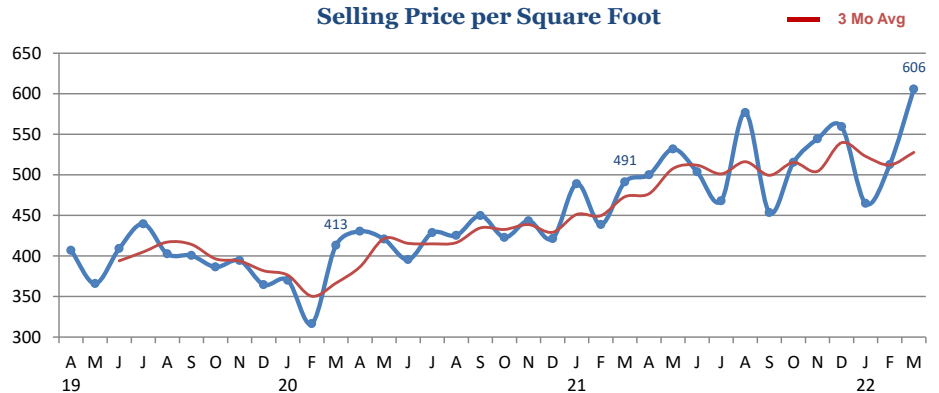
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$606 was up 18.2% from \$513 last month and up 23.3% from 491 in March of last year.

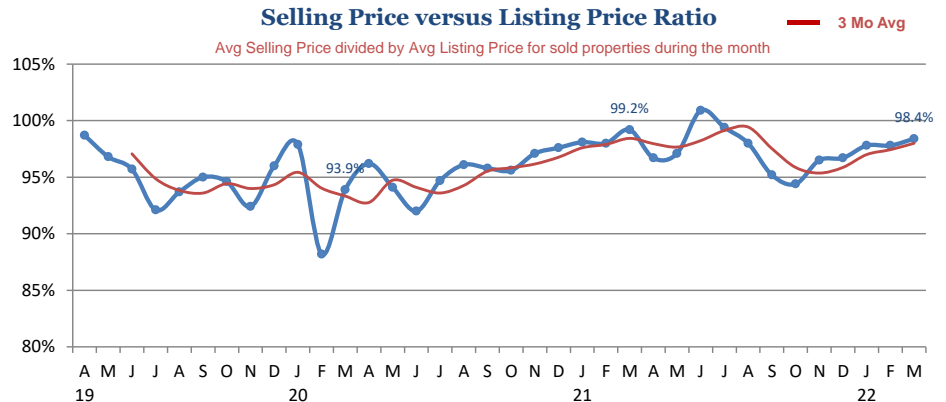
Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 98.4% was up from 97.8% last month and down from 99.2% in March of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 18, up 50.0% from 12 last month and down 10.0% from 20 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

MLS Area: Las Palmas Ranch #99,
Monterra #139, Pasadera, Laguna Seca,

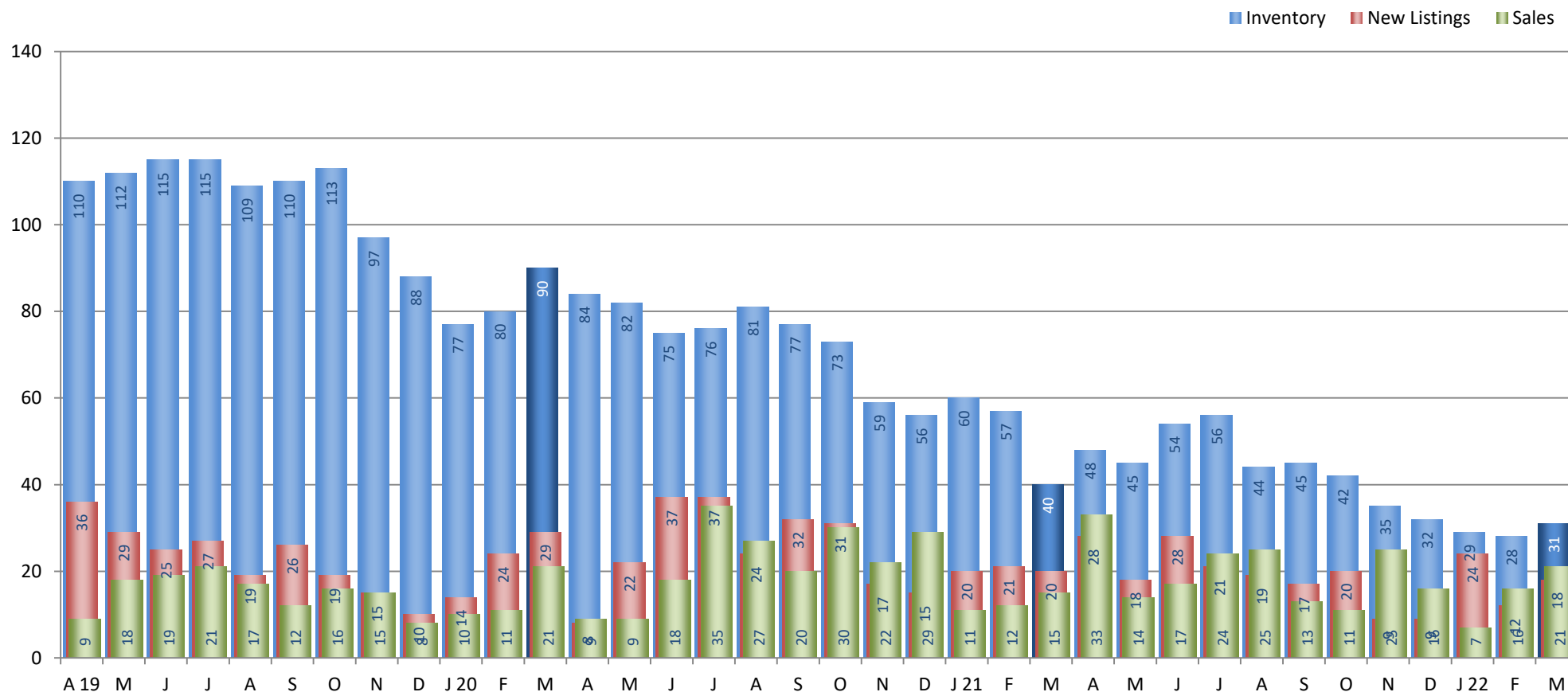


Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 18, up 50.0% from 12 last month and down 10.0% from 20 in March of last year.



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Market Action Report

March 2022

County: Monterey



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INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Market Profile & Trends Overview

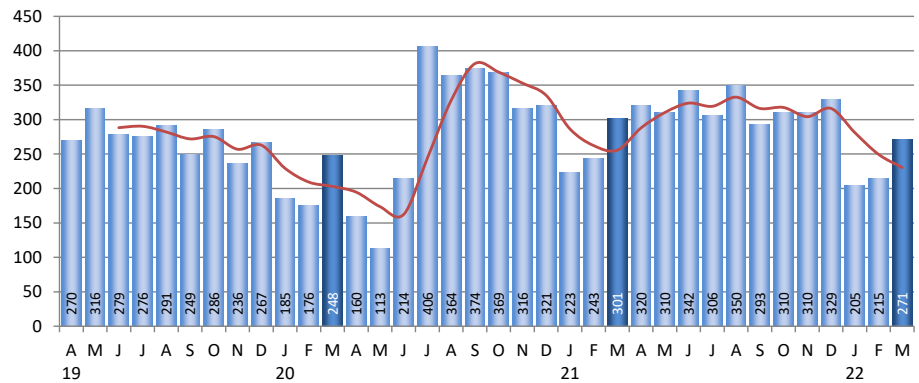
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$949,000	7%		-4%				
Average List Price of all Current Listings	\$2,176,411	3%		7%				
March Median Sales Price	\$875,000	5%	3%	2%	9%	\$853,000	7%	6%
March Average Sales Price	\$1,510,220	-5%	1%	9%	17%	\$1,529,820	21%	19%
Total Properties Currently for Sale (Inventory)	377	1%		-30%				
March Number of Properties Sold	271	26%		-10%		691	-10%	
March Average Days on Market (Solds)	39	-20%	-13%	-25%	-7%	43	-19%	2%
Asking Price per Square Foot (based on New Listings)	\$696	-4%	-3%	17%	5%	\$721	15%	9%
March Sold Price per Square Foot	\$747	10%	7%	10%	17%	\$712	14%	11%
March Month's Supply of Inventory	1.4	-20%	-15%	-22%	-26%	1.6	-29%	-13%
March Sale Price vs List Price Ratio	100.7%	1.9%	1.2%	1.6%	1.0%	99.8%	1%	0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD = Year-to-date

Property Sales

March Property sales were 271, down 10.0% from 301 in March of 2021 and 26.0% higher than the 215 sales last month. March 2022 sales were at a mid level compared to March of 2021 and 2020. March YTD sales of 691 are running 9.9% behind last year's year-to-date sales of 767.

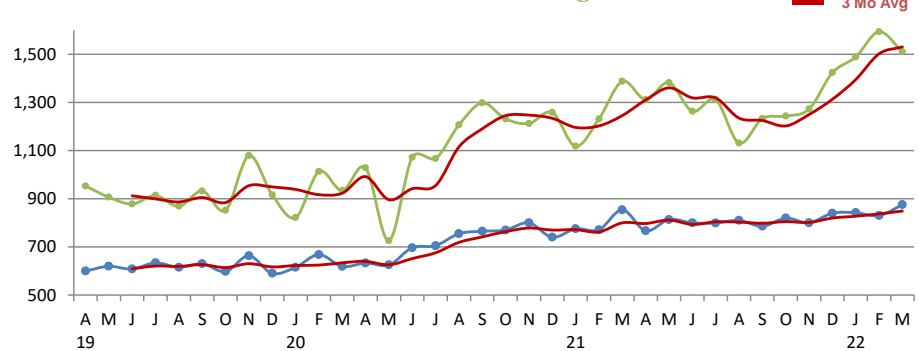
Number of Properties Sold



Prices

The Median Sales Price in March was \$875,000, up 2.5% from \$854,000 in March of 2021 and up 5.4% from \$830,000 last month. The Average Sales Price in March was \$1,510,220, up 8.8% from \$1,387,471 in March of 2021 and down 5.2% from \$1,593,758 last month. March 2022 ASP was at the highest level compared to March of 2021 and 2020.

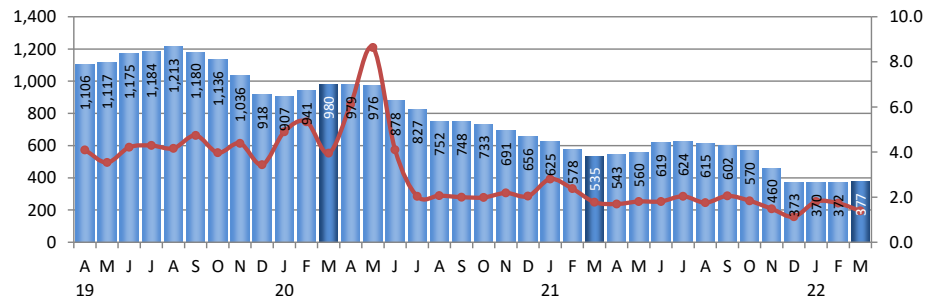
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 377, up 1.3% from 372 last month and down 29.5% from 535 in March of last year. March 2022 Inventory was at its lowest level compared with March of 2021 and 2020.

Total Inventory & Month's Supply of Inventory (MSI)

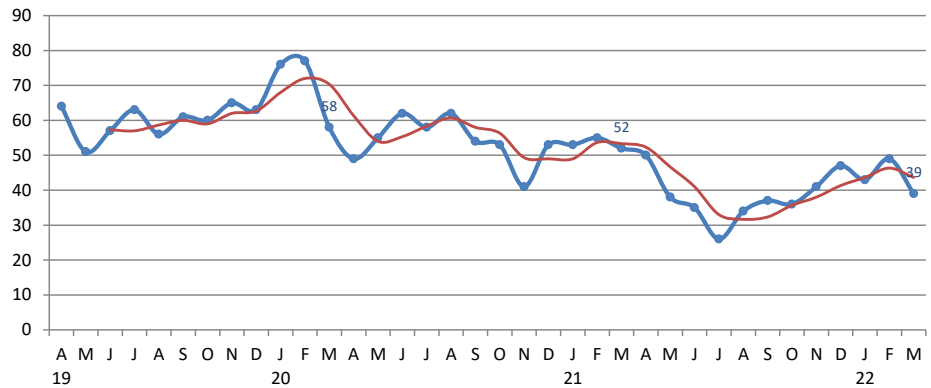




Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 39, down 20.4% from 49 days last month and down 25.0% from 52 days in March of last year. The March 2022 DOM was at its lowest level compared with March of 2021 and 2020.

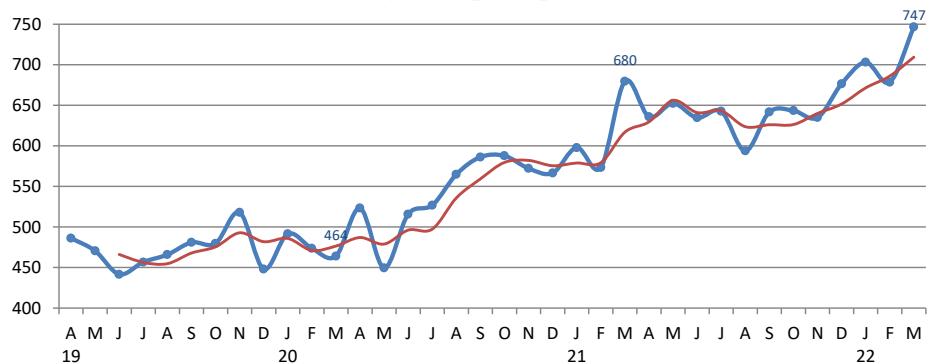
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2022 Selling Price per Square Foot of \$747 was up 10.0% from \$679 last month and up 9.8% from 680 in March of last year.

Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2022 Selling Price vs Original List Price of 100.7% was up from 98.8% last month and up from 99.1% in March of last year.

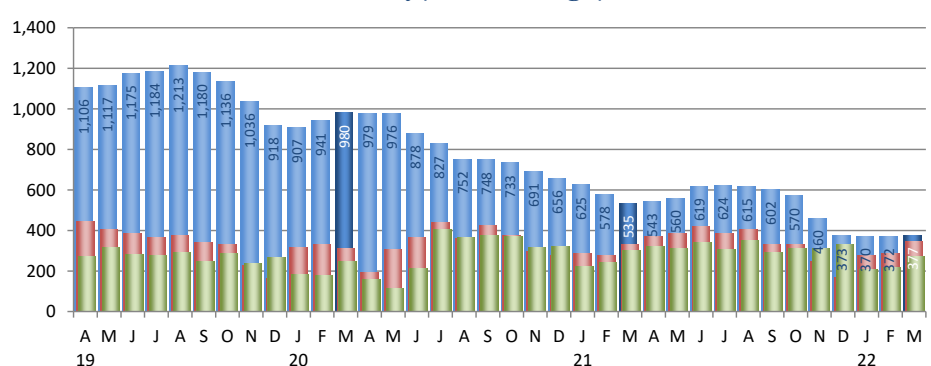
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 347, up 20.9% from 287 last month and up 5.2% from 330 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2022

County: Monterey

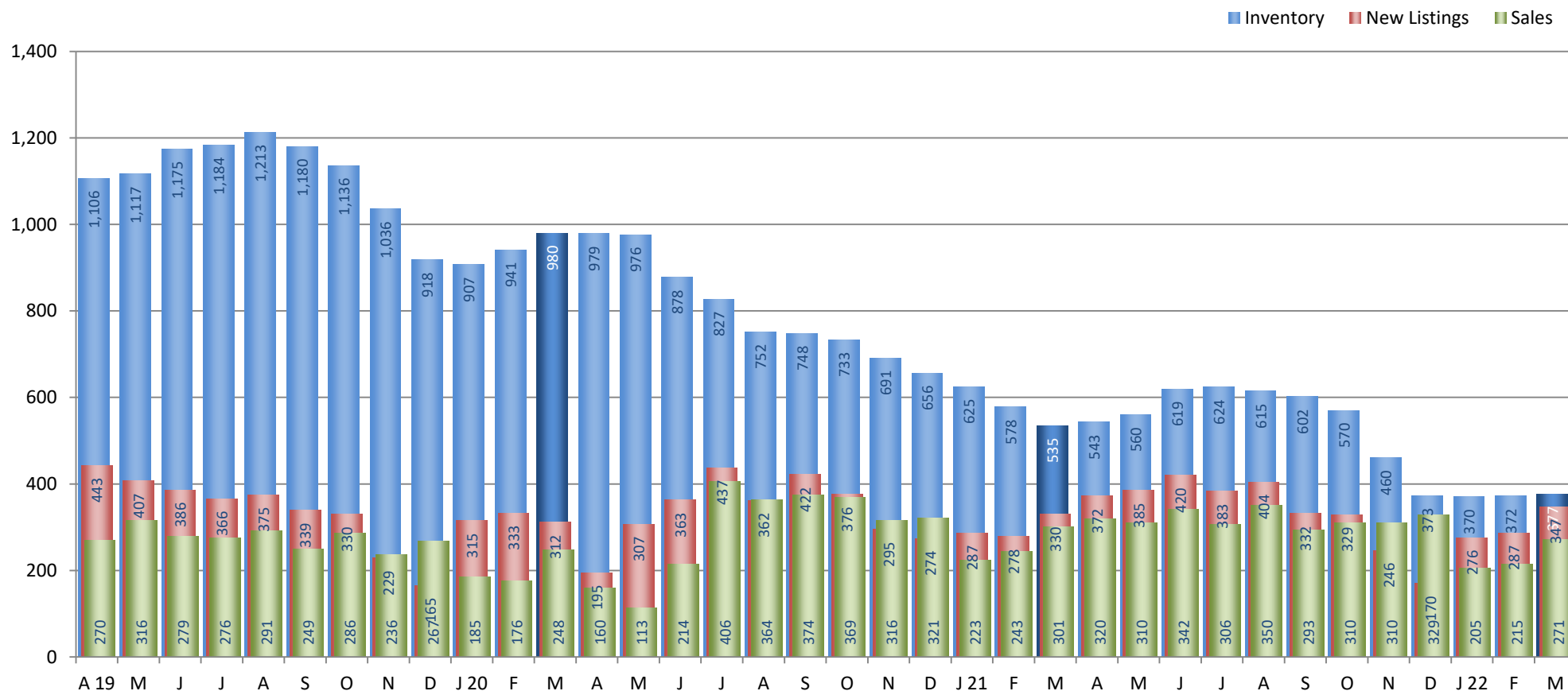


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INTERNATIONAL REALTY

Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2022 was 347, up 20.9% from 287 last month and up 5.2% from 330 in March of last year.



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