



## 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	\$2,495,000	-2%		51%				
Average List Price of all Current Listings	\$3,552,665	-0%		31%				
May Median Sales Price	\$2,800,000	56%	28%	37%	47%	\$2,202,500	19%	16%
May Average Sales Price	\$3,532,653	30%	24%	33%	40%	\$2,813,483	18%	12%
Total Properties Currently for Sale (Inventory)	85	8%		-23%				
May Number of Properties Sold	28	-35%		-45%		176	-17%	
May Average Days on Market (Solds)	23	0%	-39%	-68%	-63%	43	-41%	-31%
Asking Price per Square Foot (based on New Listings)	\$1,385	2%	1%	40%	12%	\$1,380	21%	11%
May Sold Price per Square Foot	\$1,594	24%	16%	25%	35%	\$1,367	18%	16%
May Month's Supply of Inventory	3.0	65%	31%	39%	9%	2.3	-26%	-18%
May Sale Price vs List Price Ratio	100.0%	-7%	.2%	2.0%	2.8%	99.3%	3%	2%

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

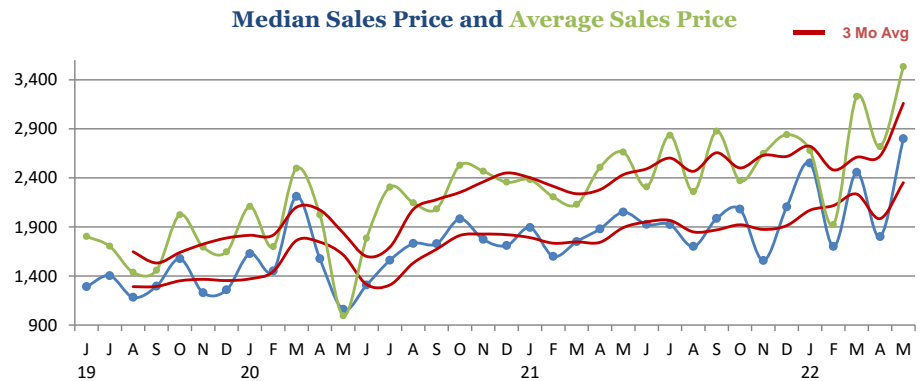
## Property Sales

May Property sales were 28, down 45.1% from 51 in May of 2021 and 34.9% lower than the 43 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 176 are running 17.4% behind last year's year-to-date sales of 213.



## Prices

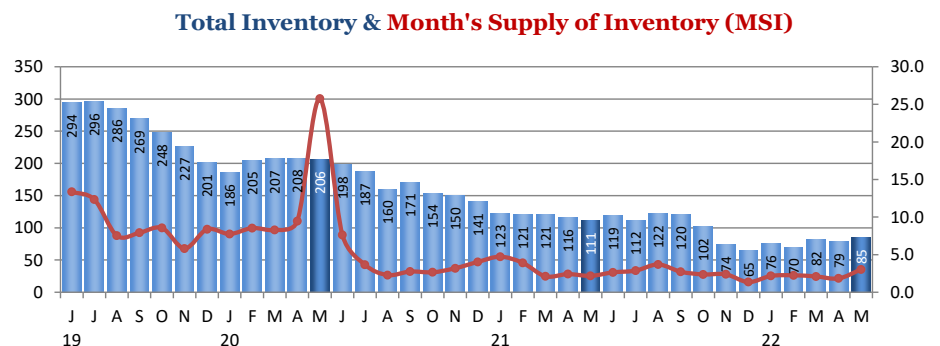
The Median Sales Price in May was \$2,800,000, up 36.6% from \$2,050,000 in May of 2021 and up 55.6% from \$1,800,000 last month. The Average Sales Price in May was \$3,532,653, up 32.6% from \$2,663,250 in May of 2021 and up 29.9% from \$2,718,861 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 85, up 7.6% from 79 last month and down 23.4% from 111 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 3.0 months was at a mid level compared with May of 2021 and 2020.



# Market Action Report

City: Carmel

May 2022



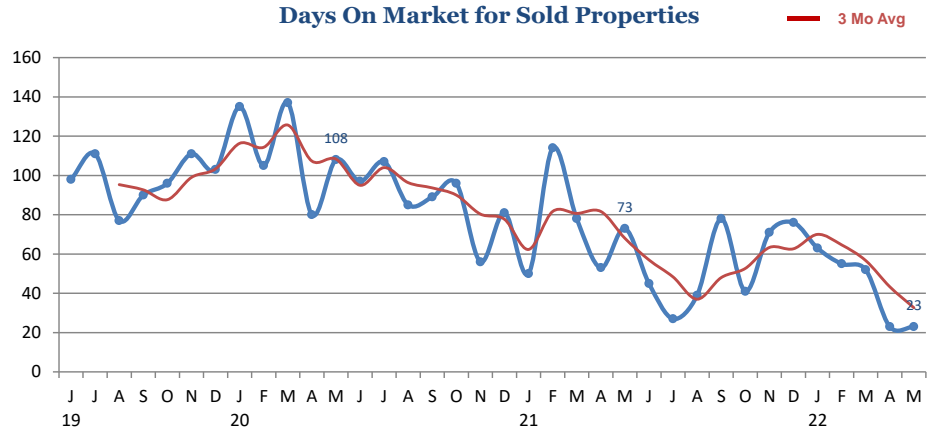
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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## 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 May was 23, equal to 23 days last month and down 68.5% from 73 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

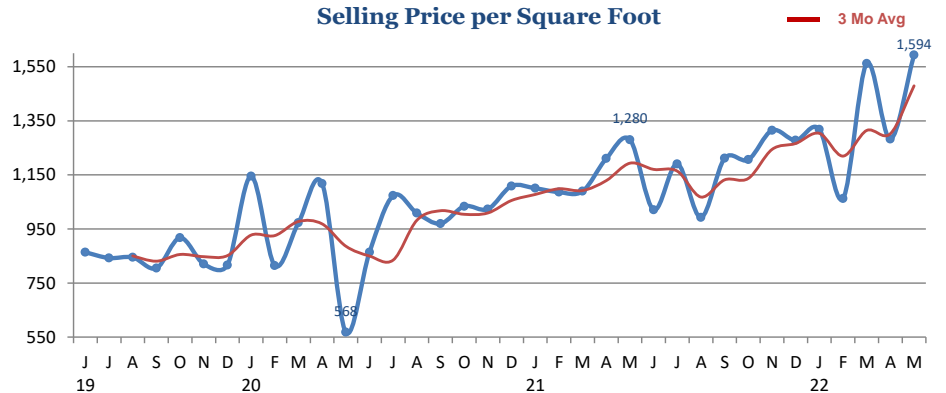
## Days On Market for Sold Properties



## 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 May 2022 Selling Price per Square Foot of \$1,594 was up 24.3% from \$1,282 last month and up 24.5% from \$1,280 in May of last year.

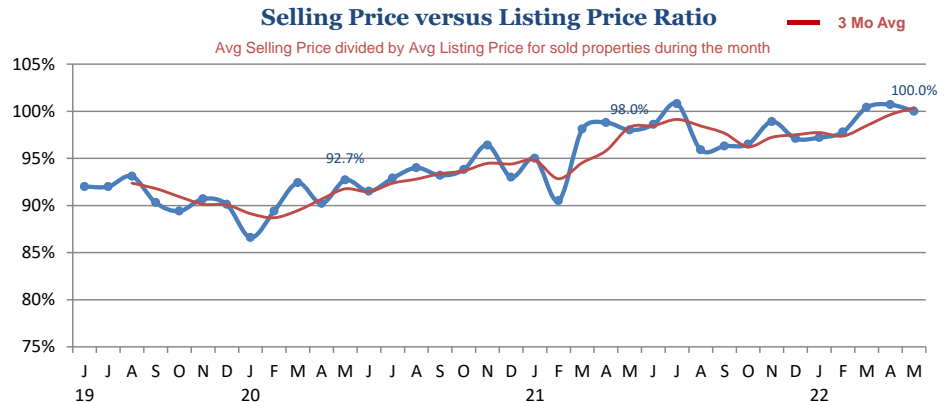
## Selling Price per Square Foot



## 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 May 2022 Selling Price vs Original List Price of 100.0% was down from 100.7% last month and up from 98.0% in May 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 May 2022 was 46, up 4.5% from 44 last month and up 7.0% from 43 in May of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Carmel

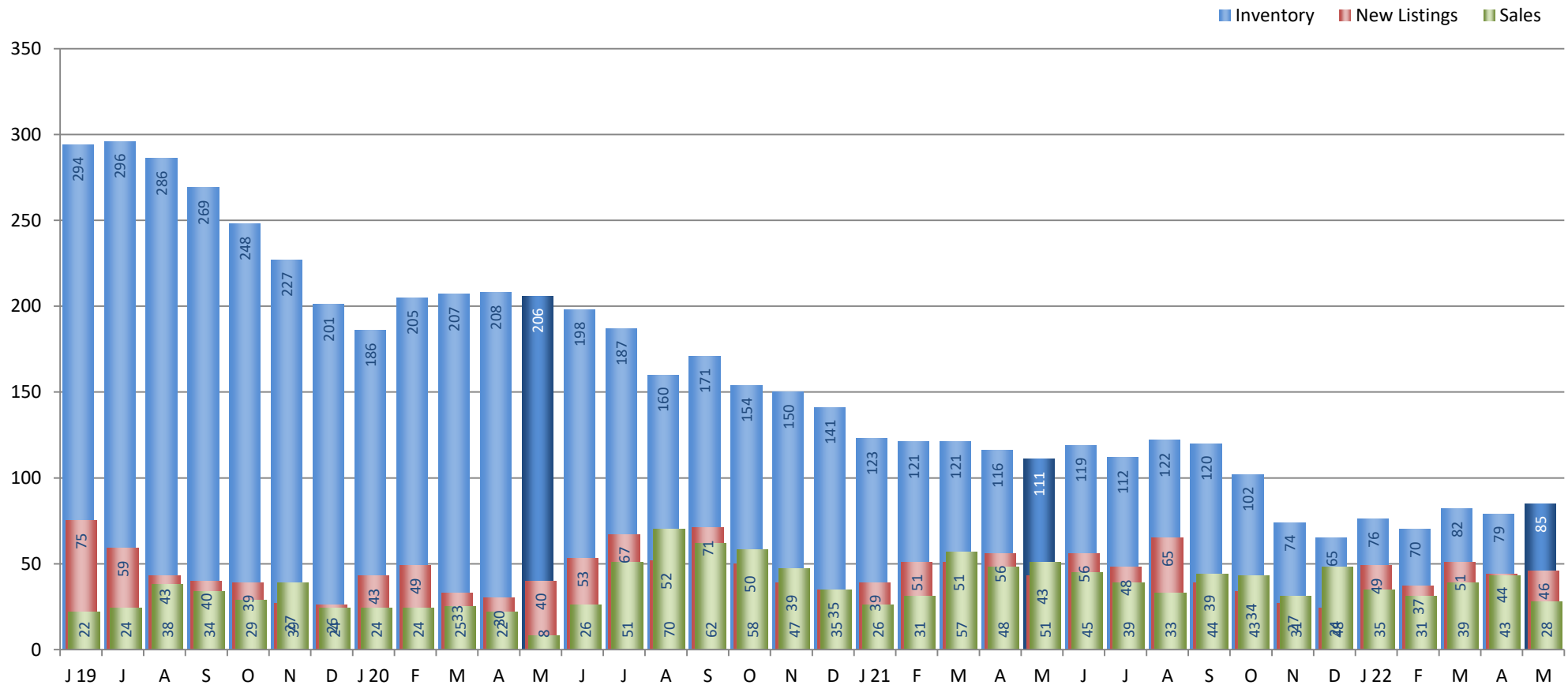


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 May 2022 was 46, up 4.5% from 44 last month and up 7.0% from 43 in May of last year.



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# Market Action Report

City: Carmel Valley

May 2022



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

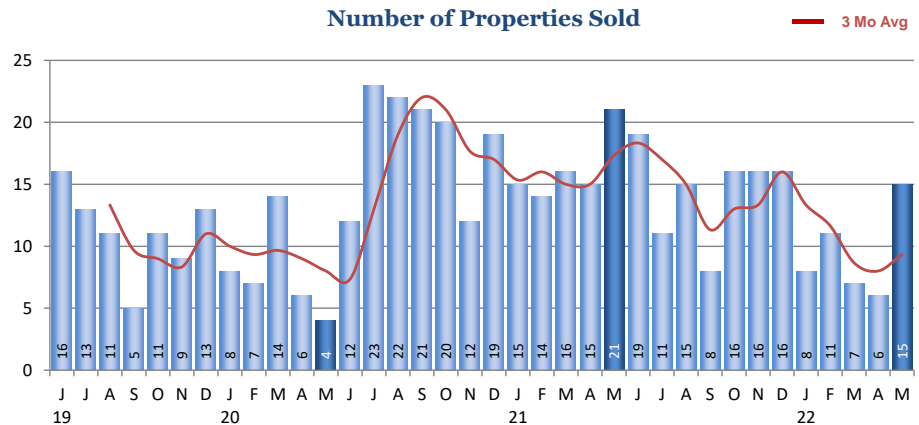
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,124,500	32%		-6%				
Average List Price of all Current Listings	\$1,646,389	16%		-9%				
May Median Sales Price	\$1,349,000	-16%	-15%	-18%	-2%	\$1,600,000	19%	16%
May Average Sales Price	\$1,710,033	-46%	-15%	-3%	6%	\$1,970,136	27%	23%
Total Properties Currently for Sale (Inventory)	36	20%		-23%				
May Number of Properties Sold	15	150%		-29%		47	-42%	
May Average Days on Market (Solds)	53	-35%	8%	-13%	-44%	68	-42%	-28%
Asking Price per Square Foot (based on New Listings)	\$814	15%	6%	17%	15%	\$757	11%	7%
May Sold Price per Square Foot	\$701	-25%	-8%	14%	5%	\$752	19%	12%
May Month's Supply of Inventory	2.4	-52%	-43%	7%	-25%	3.9	16%	21%
May Sale Price vs List Price Ratio	99.5%	2.3%	1.7%	5.7%	5.3%	97.3%	4%	3%

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

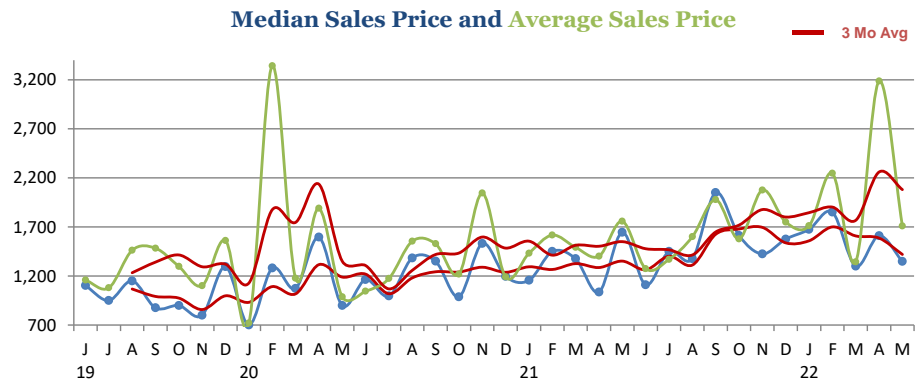
## Property Sales

May Property sales were 15, down 28.6% from 21 in May of 2021 and 150.0% higher than the 6 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 47 are running 42.0% behind last year's year-to-date sales of 81.



## Prices

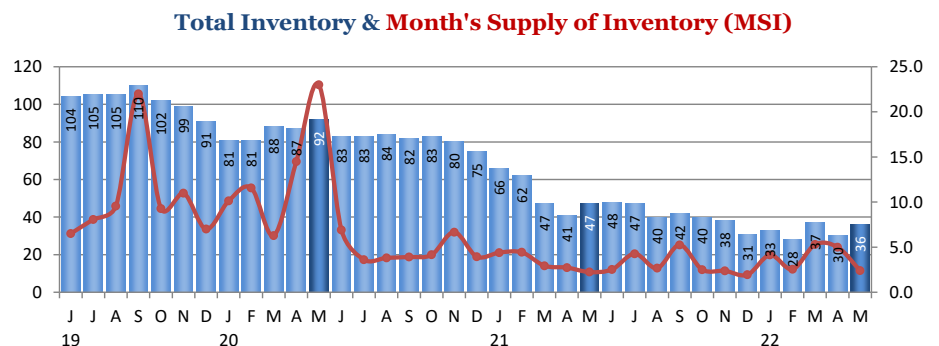
The Median Sales Price in May was \$1,349,000, down 18.0% from \$1,645,000 in May of 2021 and down 16.2% from \$1,610,000 last month. The Average Sales Price in May was \$1,710,033, down 2.7% from \$1,757,824 in May of 2021 and down 46.3% from \$3,187,333 last month. May 2022 ASP was at a mid range compared to May of 2021 and 2020.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 36, up 20.0% from 30 last month and down 23.4% from 47 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 2.4 months was at a mid level compared with May of 2021 and 2020.

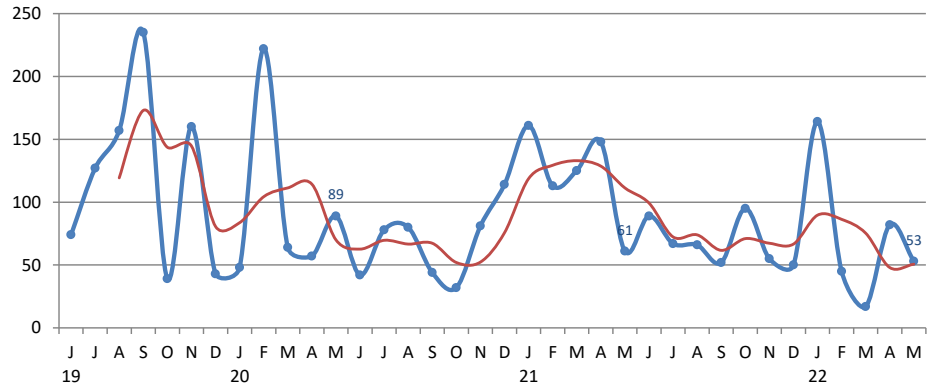


## Market Time

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 May was 53, down 35.4% from 82 days last month and down 13.1% from 61 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

Days On Market for Sold Properties

3 Mo Avg

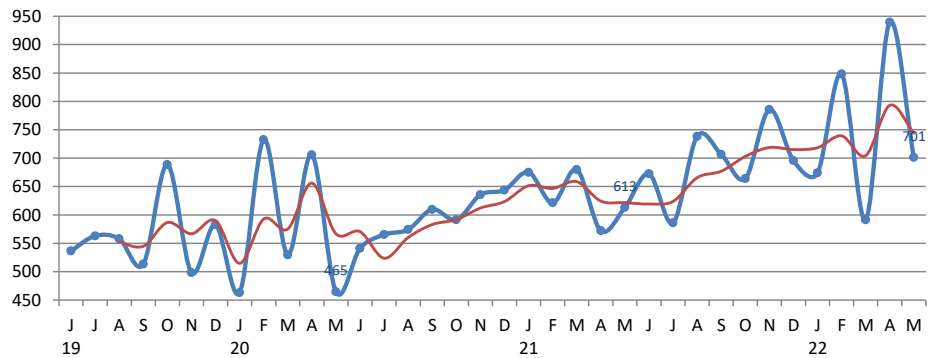


## Selling Price per Square Foot

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 May 2022 Selling Price per Square Foot of \$701 was down 25.4% from \$940 last month and up 14.4% from 613 in May of last year.

Selling Price per Square Foot

3 Mo Avg



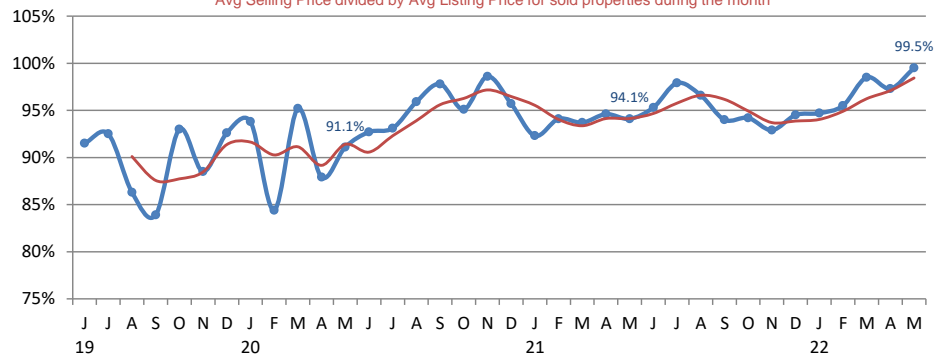
## Selling Price vs Original Listings Price

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 May 2022 Selling Price vs Original List Price of 99.5% was up from 97.3% last month and up from 94.1% in May of last year.

Selling Price versus Listing Price Ratio

3 Mo Avg

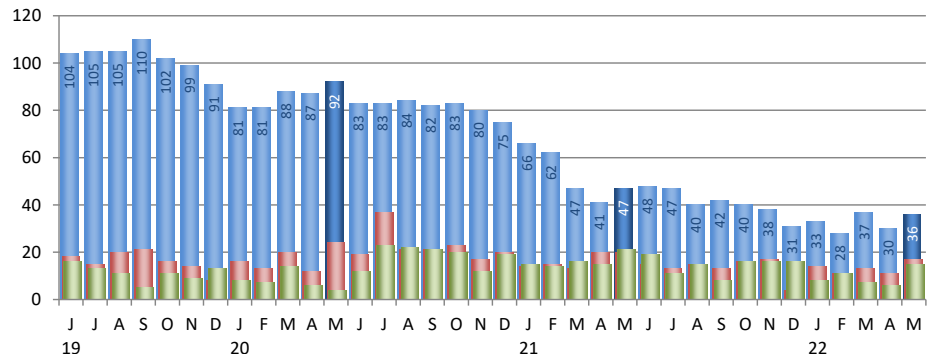
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 May 2022 was 17, up 54.5% from 11 last month and down 15.0% from 20 in May of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Carmel Valley

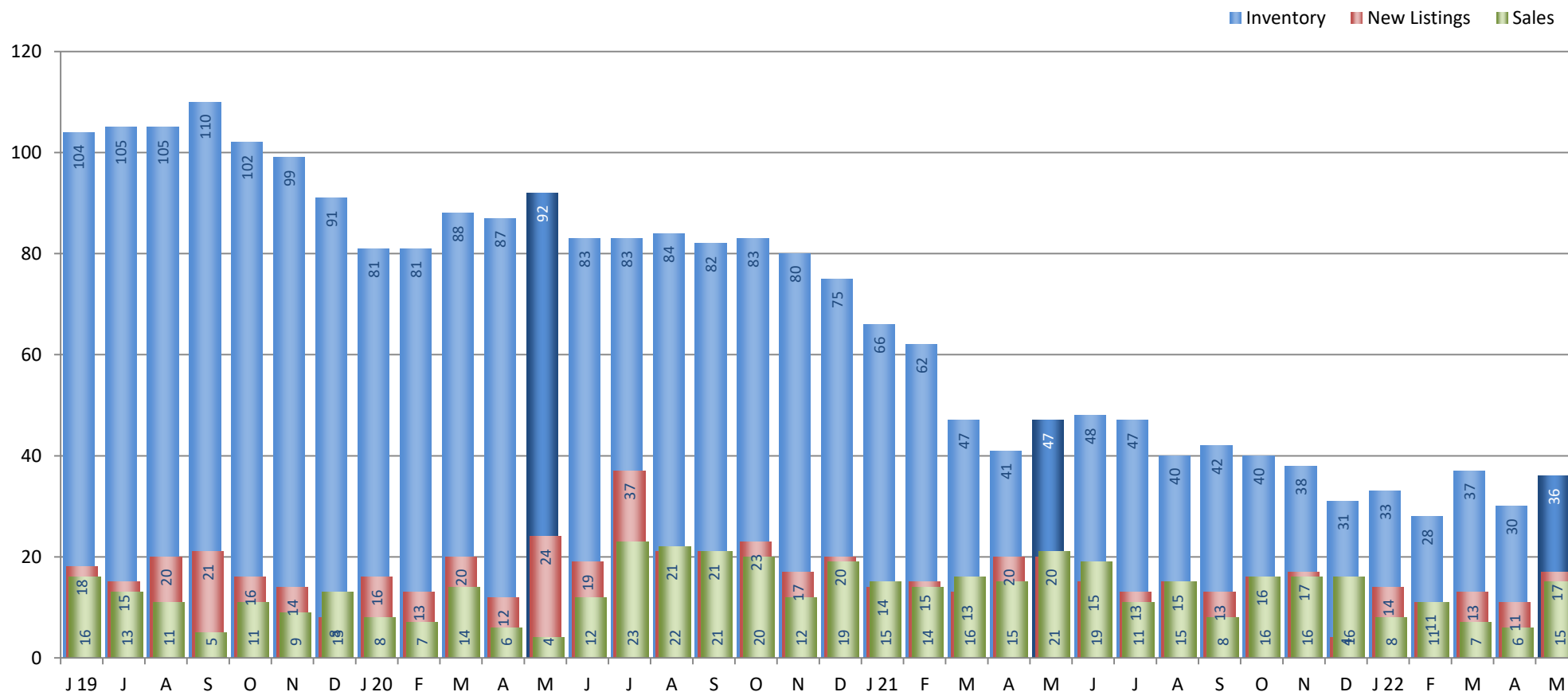


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## Inventory / New Listings / Sales

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# Market Action Report

May 2022

MLS Area: Point Lobos #152, Highlands Inn #154, Malpaso #155, Otter Cove /



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

## Market Profile & Trends Overview

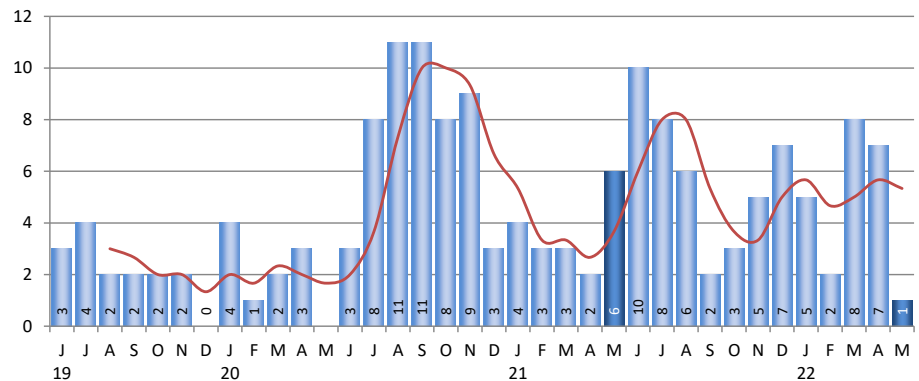
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$5,500,000	57%		189%				
Average List Price of all Current Listings	\$7,678,600	11%		68%				
May Median Sales Price	\$7,677,777	249%	151%	307%	275%	\$3,100,000	65%	51%
May Average Sales Price	\$7,677,777	151%	75%	93%	124%	\$4,388,556	45%	28%
Total Properties Currently for Sale (Inventory)	25	4%		-17%				
May Number of Properties Sold	1	-86%		-83%		23	28%	
May Average Days on Market (Solds)	0	-100%	-100%	-100%	-100%	161	-12%	29%
Asking Price per Square Foot (based on New Listings)	\$2,121	-21%	-10%	80%	26%	\$2,164	62%	29%
May Sold Price per Square Foot	\$2,519	54%	22%	86%	114%	\$1,830	56%	55%
May Month's Supply of Inventory	25.0	629%	141%	400%	154%	10.2	-6%	4%
May Sale Price vs List Price Ratio	96.6%	5.2%	.7%	9.3%	3.9%	96.1%	7%	3%

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

## Property Sales

May Property sales were 1, down 83.3% from 6 in May of 2021 and 85.7% lower than the 7 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 23 are running 27.8% ahead of last year's year-to-date sales of 18.

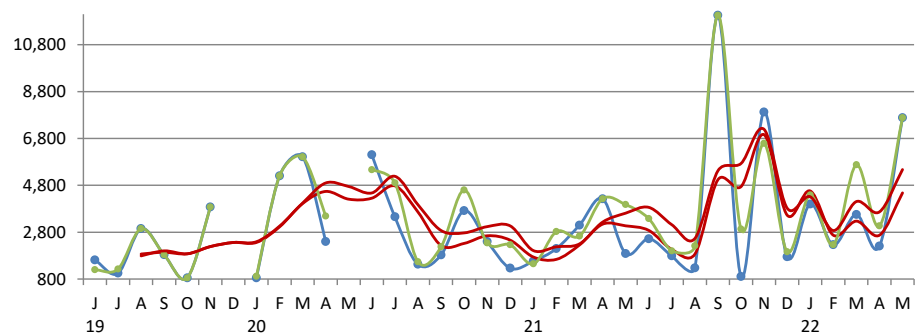
## Number of Properties Sold



## Prices

The Median Sales Price in May was \$7,677,777, up 306.7% from \$1,888,000 in May of 2021 and up 249.0% from \$2,200,000 last month. The Average Sales Price in May was \$7,677,777, up 93.1% from \$3,975,167 in May of 2021 and up 150.7% from \$3,062,143 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.

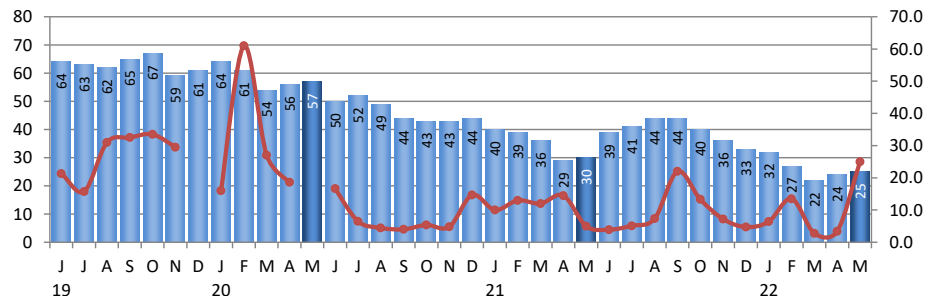
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 25, up 4.2% from 24 last month and down 16.7% from 30 in May of last year. May 2022 Inventory was at its lowest level compared with May 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 May 2022 MSI of 25.0 months was at its highest level compared with May of 2021 and 2020.



# Market Action Report

May 2022

MLS Area: Point Lobos #152, Highlands Inn #154, Malpaso #155, Otter Cove /



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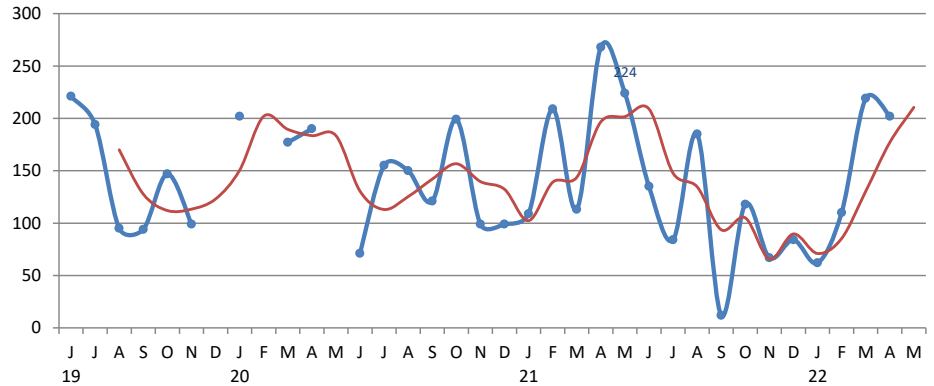
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 May was 0, down 100.0% from 202 days last month and down 100.0% from 224 days in May of last year. The May 2022 DOM was at a mid level compared with May of 2021 and 2020.

## Days On Market for Sold Properties

3 Mo Avg

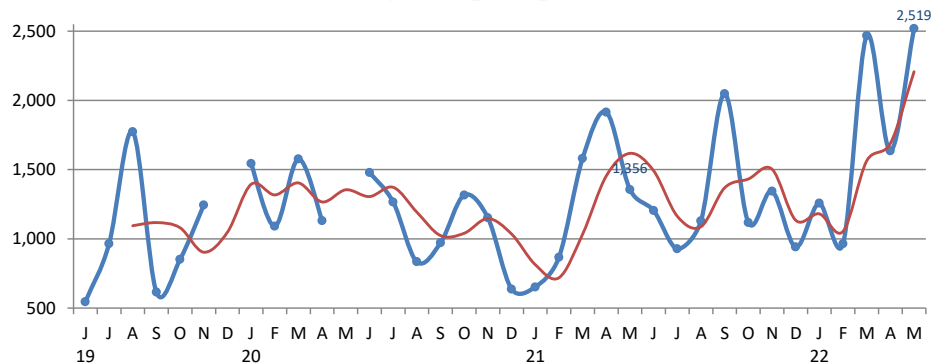


## Selling Price per Square Foot

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 May 2022 Selling Price per Square Foot of \$2,519 was up 54.0% from \$1,635 last month and up 85.7% from 1,356 in May of last year.

## Selling Price per Square Foot

3 Mo Avg



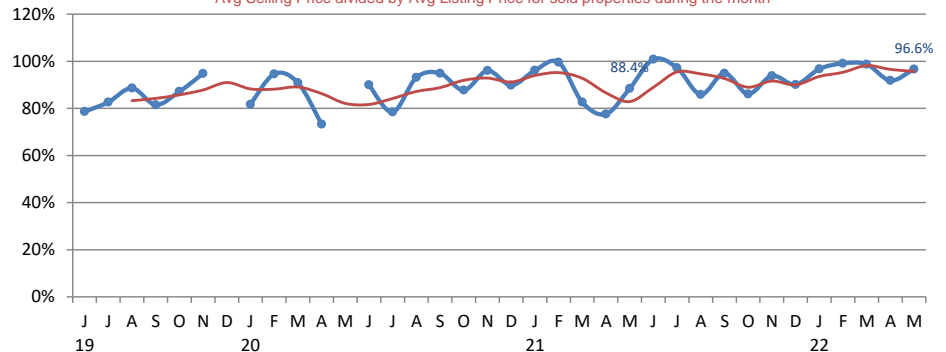
## Selling Price vs Original Listings Price

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 May 2022 Selling Price vs Original List Price of 96.6% was up from 91.8% last month and up from 88.4% in May of last year.

## Selling Price versus Listing Price Ratio

3 Mo Avg

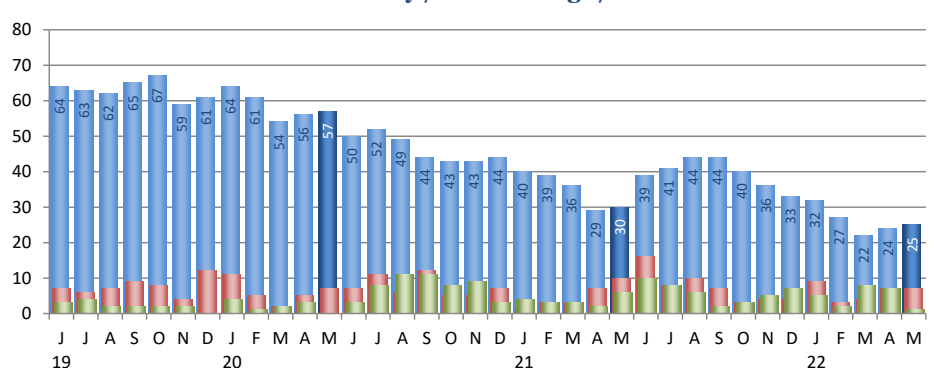
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 May 2022 was 7, equal to 7 last month and down 30.0% from 10 in May of last year.

## Inventory / New Listings / Sales





# Inventory / Listings / Sales

May 2022

MLS Area: Point Lobos #152, Highlands

Inn #154, Malpasos #155, Otter Cove /

.. .. .

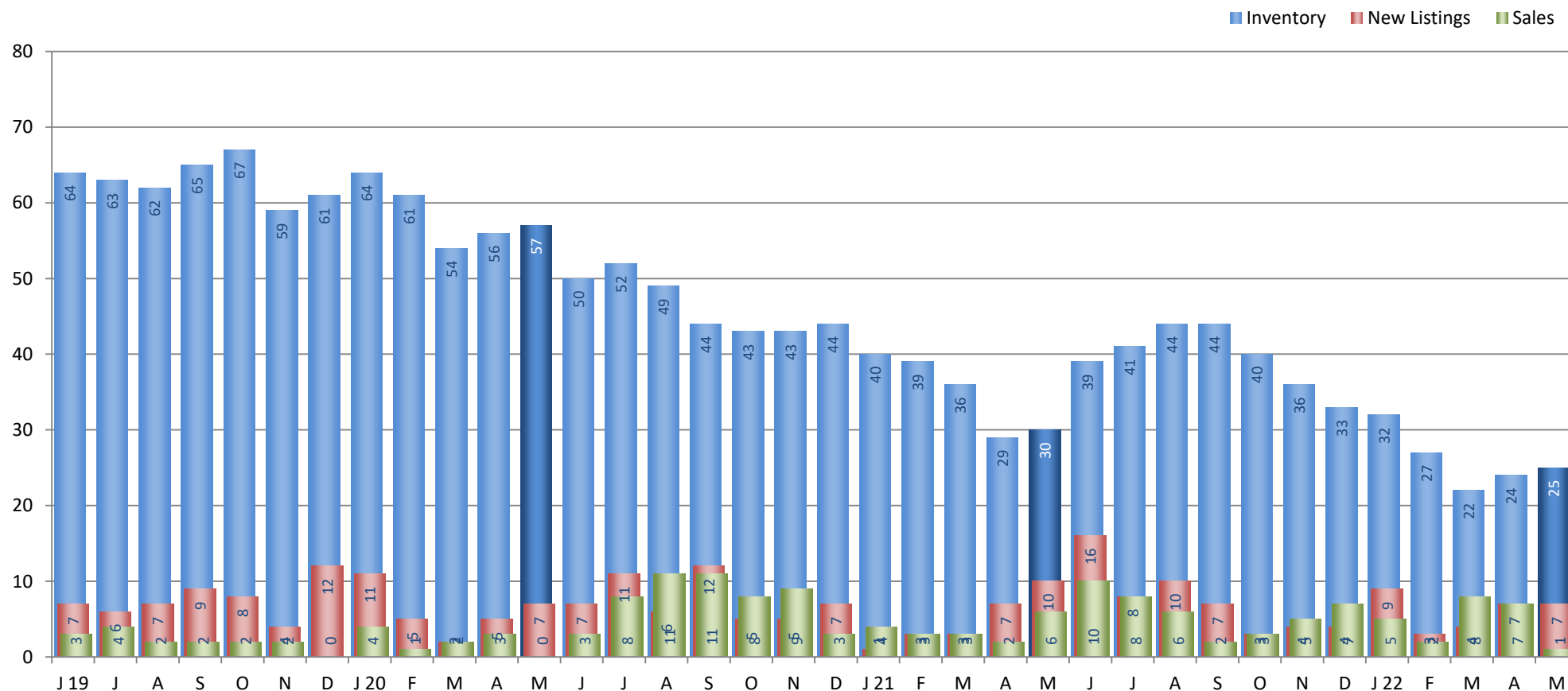
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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INTERNATIONAL REALTY

## Inventory / New Listings / Sales

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# Market Action Report

City: Pebble Beach

May 2022



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

## Market Profile & Trends Overview

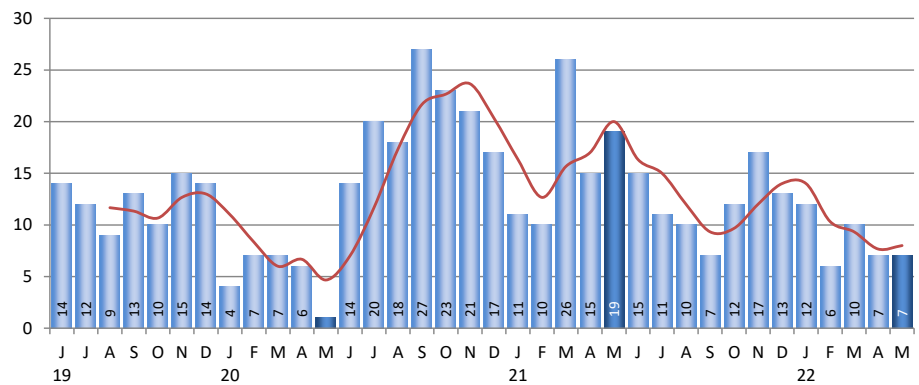
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$9,354,000	-4%		42%				
Average List Price of all Current Listings	\$9,684,268	-6%		7%				
May Median Sales Price	\$3,150,000	125%	18%	3%	14%	\$3,137,500	31%	13%
May Average Sales Price	\$5,953,571	282%	-17%	49%	42%	\$6,504,534	61%	55%
Total Properties Currently for Sale (Inventory)	22	0%		-27%				
May Number of Properties Sold	7	0%		-63%		42	-48%	
May Average Days on Market (Solds)	47	683%	68%	27%	0%	35	-30%	-26%
Asking Price per Square Foot (based on New Listings)	\$1,426	7%	2%	5%	6%	\$1,489	20%	11%
May Sold Price per Square Foot	\$1,677	94%	11%	55%	48%	\$1,487	38%	31%
May Month's Supply of Inventory	3.1	0%	11%	99%	14%	2.7	1%	-3%
May Sale Price vs List Price Ratio	105.9%	3.3%	5.1%	8.8%	9.5%	99.7%	2%	3%

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

## Property Sales

May Property sales were 7, down 63.2% from 19 in May of 2021 and the same as the 7 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 42 are running 48.1% behind last year's year-to-date sales of 81.

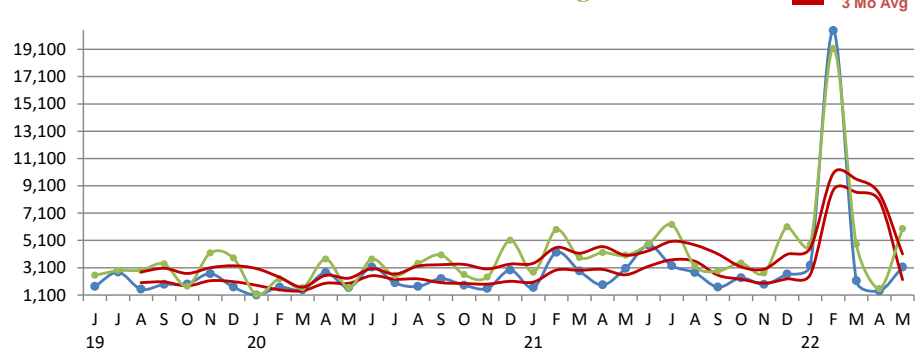
## Number of Properties Sold



## Prices

The Median Sales Price in May was \$3,150,000, up 3.2% from \$3,051,375 in May of 2021 and up 125.0% from \$1,400,000 last month. The Average Sales Price in May was \$5,953,571, up 48.7% from \$4,003,718 in May of 2021 and up 282.3% from \$1,557,143 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.

## Median Sales Price and Average Sales Price

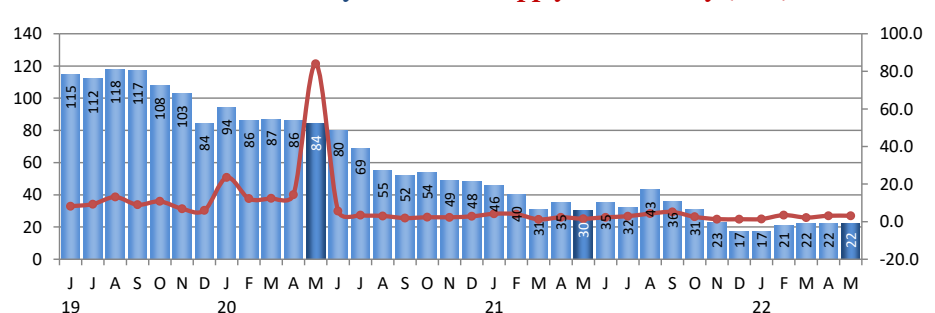


## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 22, equal to 22 last month and down 26.7% from 30 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 3.1 months was at a mid level compared with May of 2021 and 2020.

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

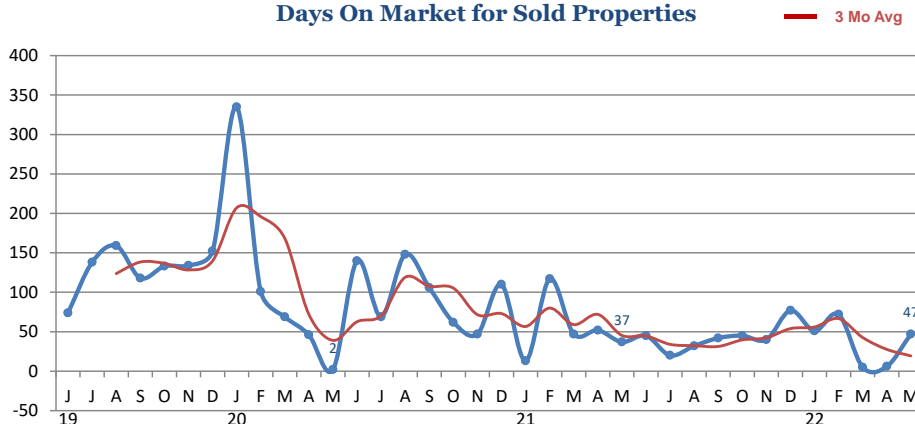




## Market Time

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 May was 47, up 683.3% from 6 days last month and up 27.0% from 37 days in May of last year. The May 2022 DOM was at a mid level compared with May of 2021 and 2020.

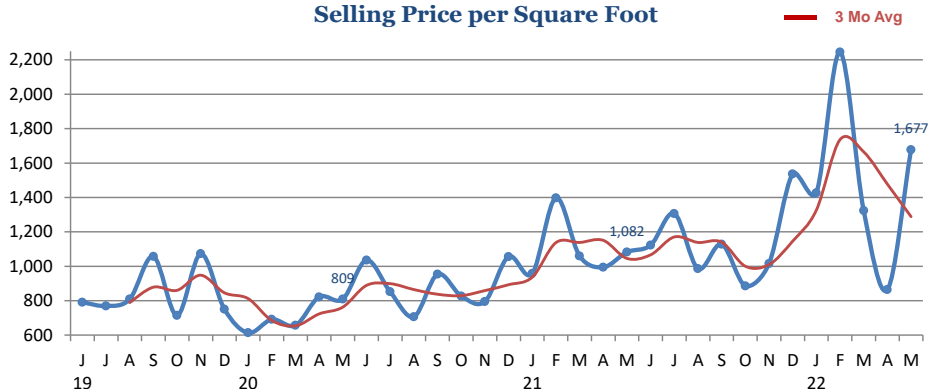
Days On Market for Sold Properties



## 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 May 2022 Selling Price per Square Foot of \$1,677 was up 94.0% from \$865 last month and up 55.0% from 1,082 in May of last year.

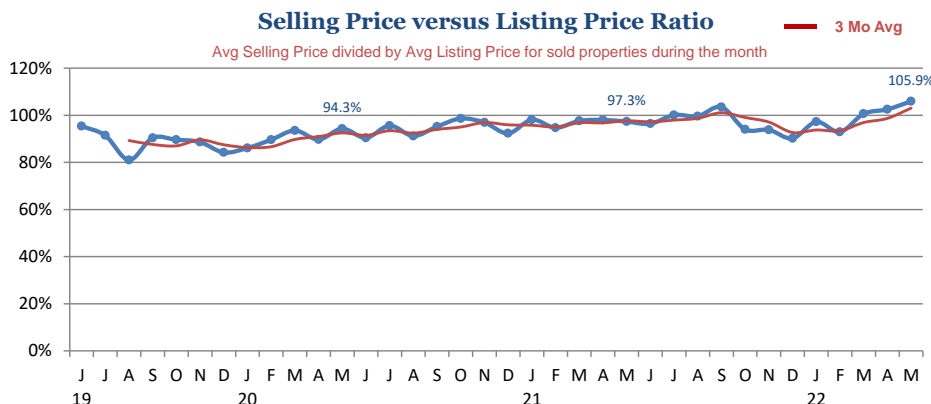
Selling Price per Square Foot



## 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 May 2022 Selling Price vs Original List Price of 105.9% was up from 102.5% last month and up from 97.3% in May 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 May 2022 was 12, up 33.3% from 9 last month and down 42.9% from 21 in May of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Pebble Beach

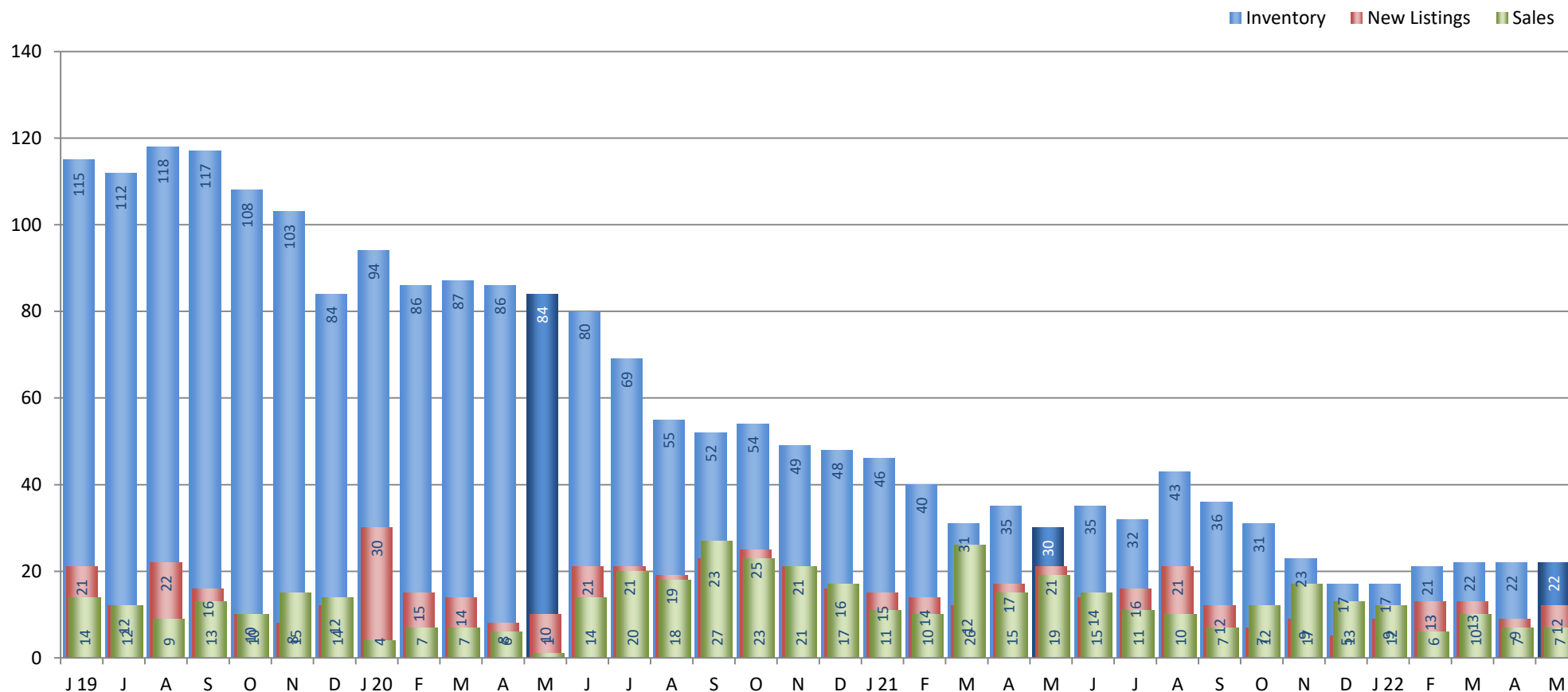


**Sotheby's**  
INTERNATIONAL REALTY

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 May 2022 was 12, up 33.3% from 9 last month and down 42.9% from 21 in May of last year.



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# Market Action Report

May 2022

City: Pacific Grove



**Sotheby's**  
INTERNATIONAL REALTY

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

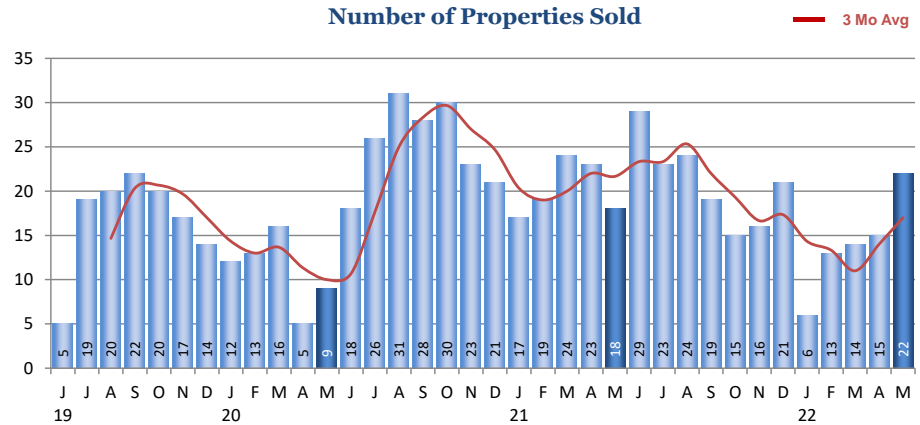
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,875,000	0%		50%				
Average List Price of all Current Listings	\$2,762,214	26%		75%				
May Median Sales Price	\$1,340,000	3%	-4%	23%	5%	\$1,380,000	5%	8%
May Average Sales Price	\$1,515,342	0%	-11%	10%	3%	\$1,680,983	14%	14%
Total Properties Currently for Sale (Inventory)	28	22%		-15%				
May Number of Properties Sold	22	47%		22%		70	-31%	
May Average Days on Market (Solds)	11	-21%	-56%	-74%	-68%	25	-42%	-26%
Asking Price per Square Foot (based on New Listings)	\$1,150	2%	6%	13%	20%	\$1,063	12%	11%
May Sold Price per Square Foot	\$983	-5%	-4%	17%	2%	\$1,021	15%	6%
May Month's Supply of Inventory	1.3	-17%	2%	-31%	-7%	1.1	-34%	-18%
May Sale Price vs List Price Ratio	103.8%	-8%	.7%	1.7%	3.6%	102.5%	4%	2%

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

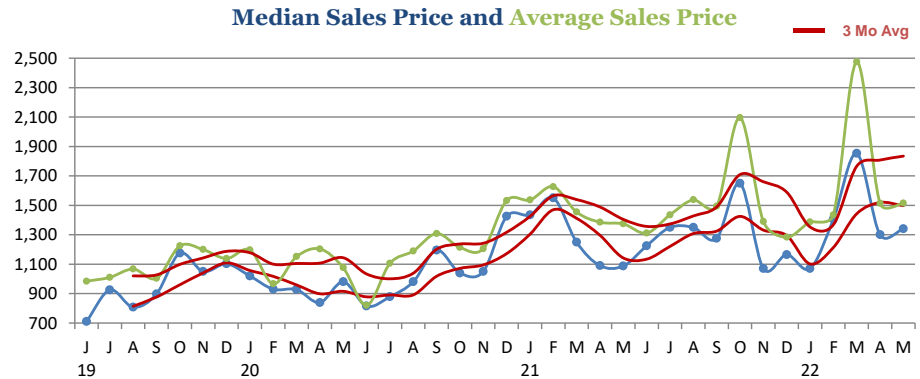
## Property Sales

May Property sales were 22, up 22.2% from 18 in May of 2021 and 46.7% higher than the 15 sales last month. May 2022 sales were at their highest level compared to May of 2021 and 2020. May YTD sales of 70 are running 30.7% behind last year's year-to-date sales of 101.



## Prices

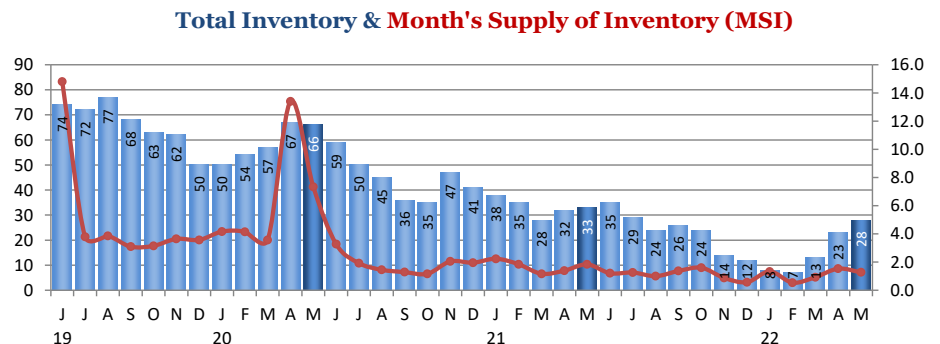
The Median Sales Price in May was \$1,340,000, up 23.2% from \$1,087,500 in May of 2021 and up 3.1% from \$1,300,000 last month. The Average Sales Price in May was \$1,515,342, up 10.3% from \$1,373,889 in May of 2021 and up 0.1% from \$1,513,267 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 28, up 21.7% from 23 last month and down 15.2% from 33 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 1.3 months was at its lowest level compared with May of 2021 and 2020.



# Market Action Report

City: Pacific Grove

May 2022



**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 May was 11, down 21.4% from 14 days last month and down 74.4% from 43 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

## 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 May 2022 Selling Price per Square Foot of \$983 was down 5.2% from \$1,037 last month and up 17.4% from 838 in May of last year.

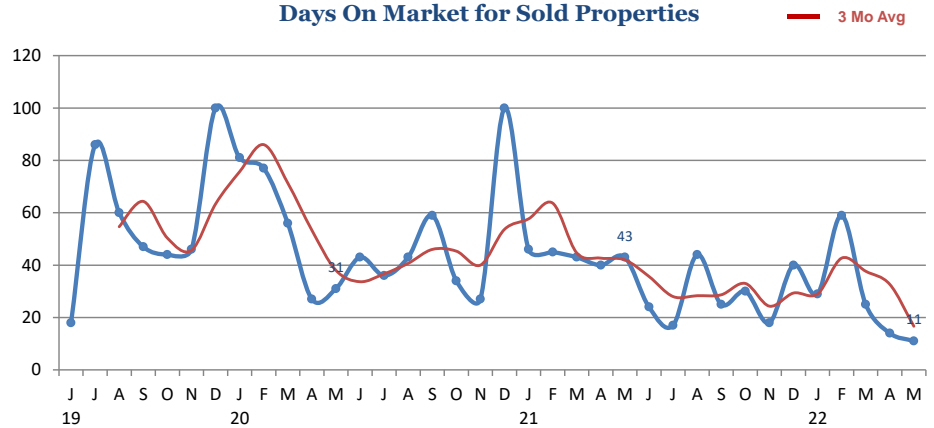
## Selling Price vs Original Listings Price

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 May 2022 Selling Price vs Original List Price of 103.8% was down from 104.6% last month and up from 102.1% in May of last year.

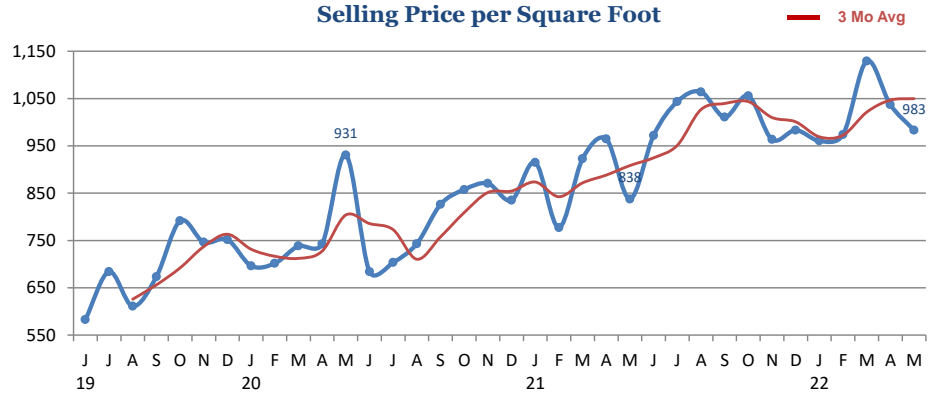
## Inventory / New Listings / Sales

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 May 2022 was 27, up 3.8% from 26 last month and up 3.8% from 26 in May of last year.

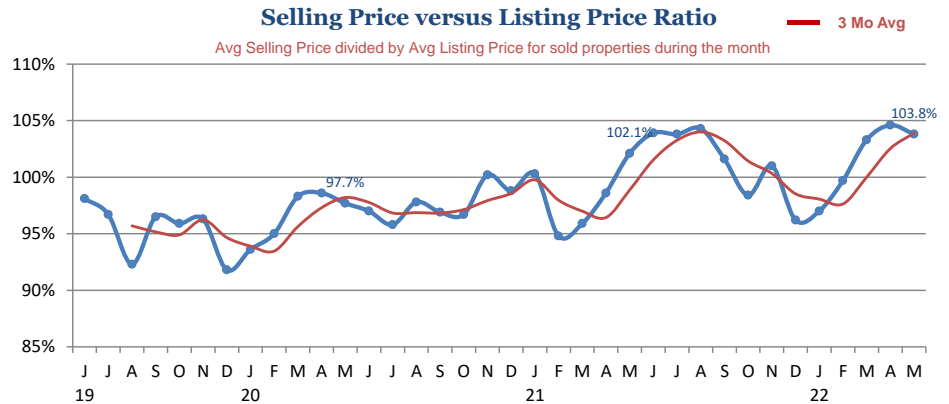
## Days On Market for Sold Properties



## Selling Price per Square Foot



## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Pacific Grove

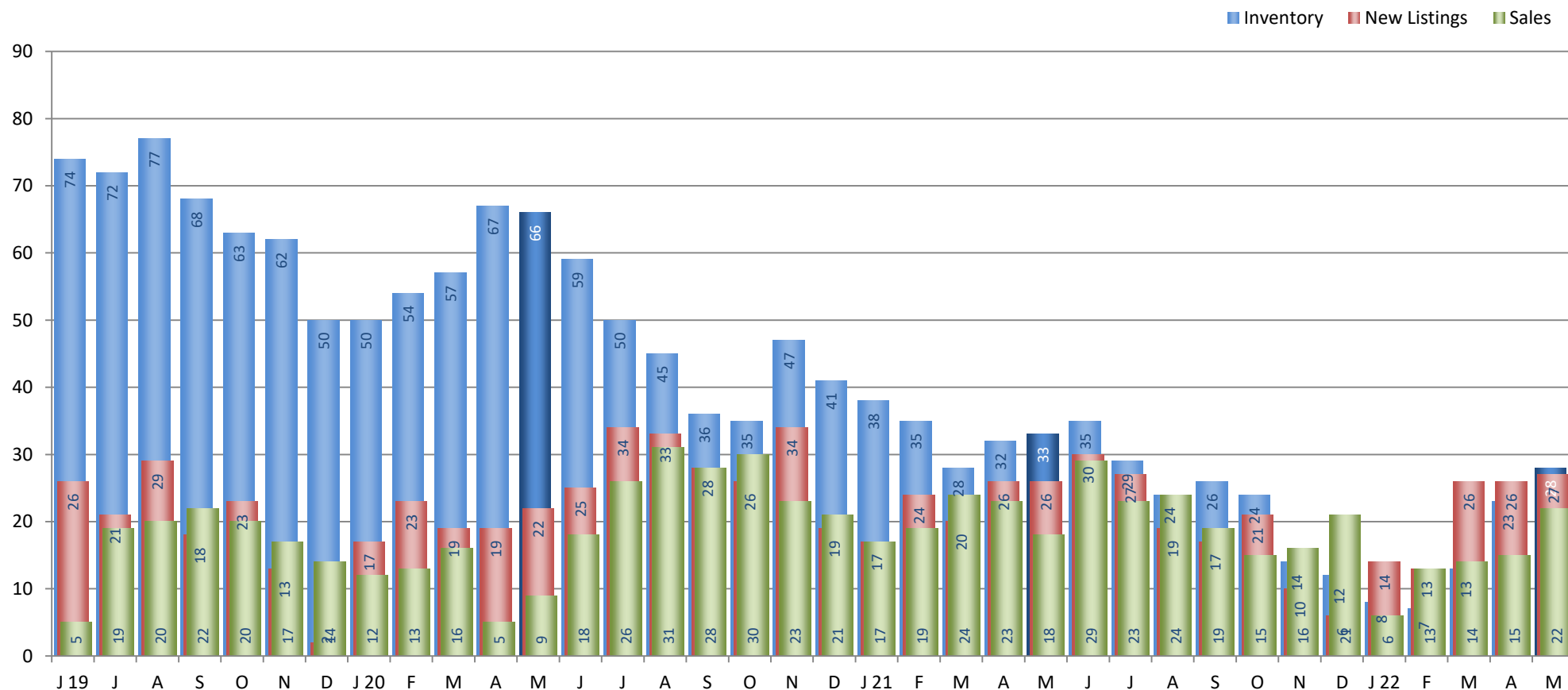


**Sotheby's**  
INTERNATIONAL REALTY

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 May 2022 was 27, up 3.8% from 26 last month and up 3.8% from 26 in May of last year.



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# Market Action Report

City: Monterey

May 2022



**Sotheby's**  
INTERNATIONAL REALTY

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

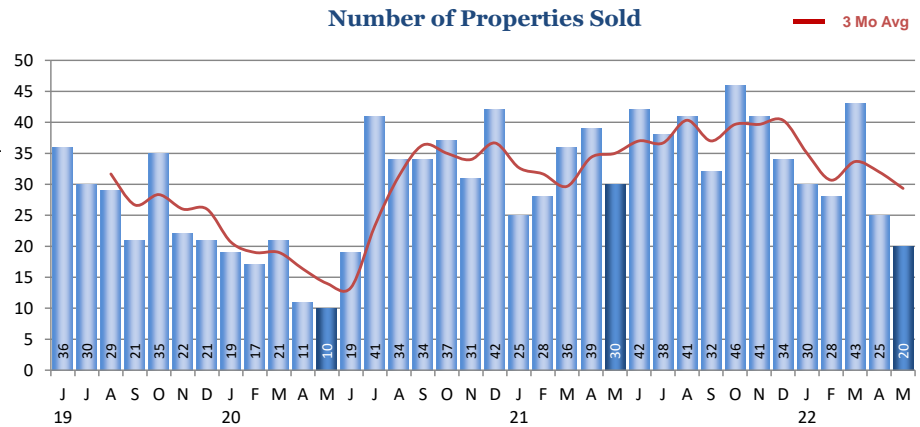
## Market Profile & Trends Overview

	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY		YTD	Prior YTD
Median List Price of all Current Listings	\$1,437,500	5%		7%				
Average List Price of all Current Listings	\$1,736,680	7%		-10%				
May Median Sales Price	\$1,151,500	-6%	4%	20%	19%	\$1,157,500	27%	19%
May Average Sales Price	\$1,601,400	23%	21%	27%	31%	\$1,404,658	28%	15%
Total Properties Currently for Sale (Inventory)	44	-8%		-32%				
May Number of Properties Sold	20	-20%		-33%		146	-8%	
May Average Days on Market (Solds)	31	-28%	-23%	-39%	-23%	40	-17%	0%
Asking Price per Square Foot (based on New Listings)	\$776	6%	5%	13%	14%	\$732	13%	7%
May Sold Price per Square Foot	\$783	18%	9%	2%	17%	\$713	10%	6%
May Month's Supply of Inventory	2.2	15%	27%	2%	9%	1.8	-18%	-13%
May Sale Price vs List Price Ratio	102.5%	4.1%	3.2%	4.3%	2.7%	99.4%	1%	-0%

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

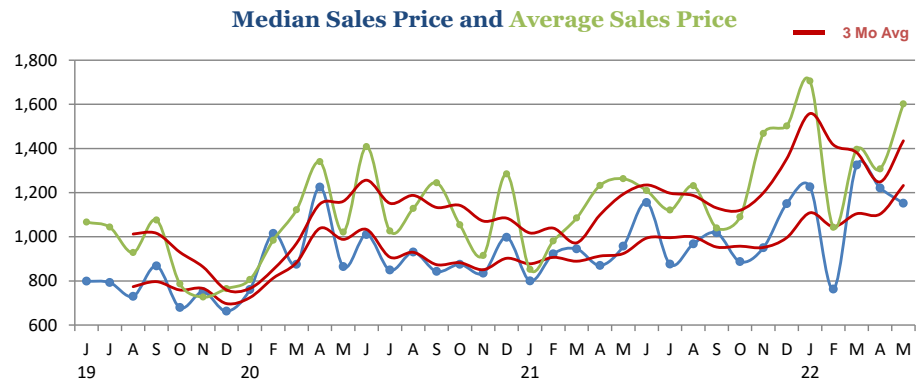
## Property Sales

May Property sales were 20, down 33.3% from 30 in May of 2021 and 20.0% lower than the 25 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 146 are running 7.6% behind last year's year-to-date sales of 158.



## Prices

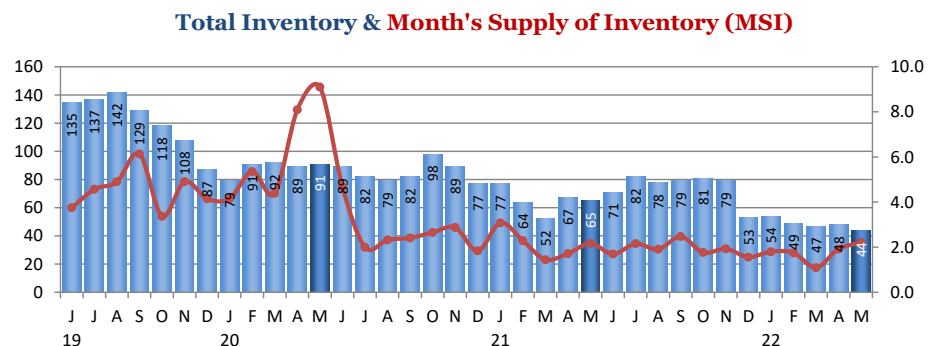
The Median Sales Price in May was \$1,151,500, up 20.3% from \$957,000 in May of 2021 and down 5.7% from \$1,221,000 last month. The Average Sales Price in May was \$1,601,400, up 26.8% from \$1,262,733 in May of 2021 and up 22.5% from \$1,306,986 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 44, down 8.3% from 48 last month and down 32.3% from 65 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 2.2 months was at a mid level compared with May of 2021 and 2020.



# Market Action Report

City: Monterey

May 2022



**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 May was 31, down 27.9% from 43 days last month and down 39.2% from 51 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

## 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 May 2022 Selling Price per Square Foot of \$783 was up 17.6% from \$666 last month and up 2.0% from 768 in May of last year.

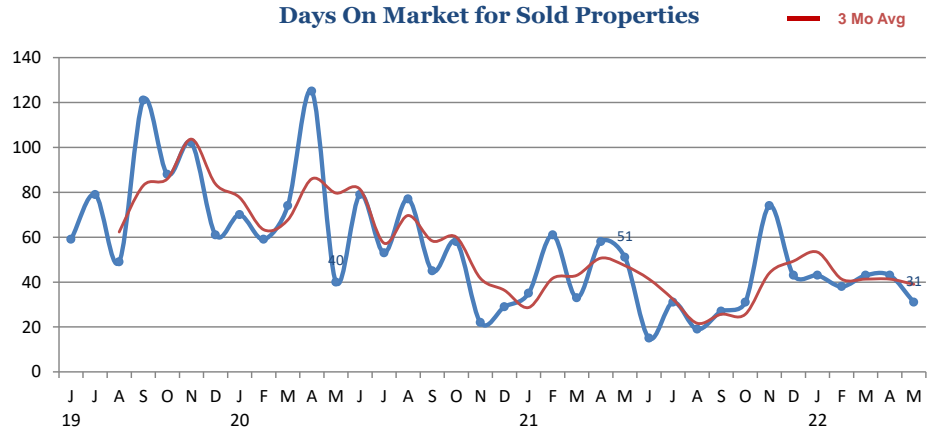
## Selling Price vs Original Listings Price

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 May 2022 Selling Price vs Original List Price of 102.5% was up from 98.5% last month and up from 98.3% in May of last year.

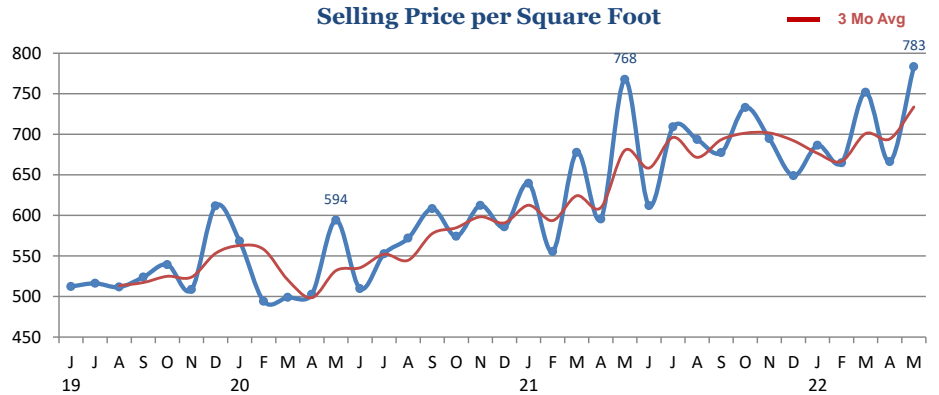
## Inventory / New Listings / Sales

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 May 2022 was 40, up 60.0% from 25 last month and down 7.0% from 43 in May of last year.

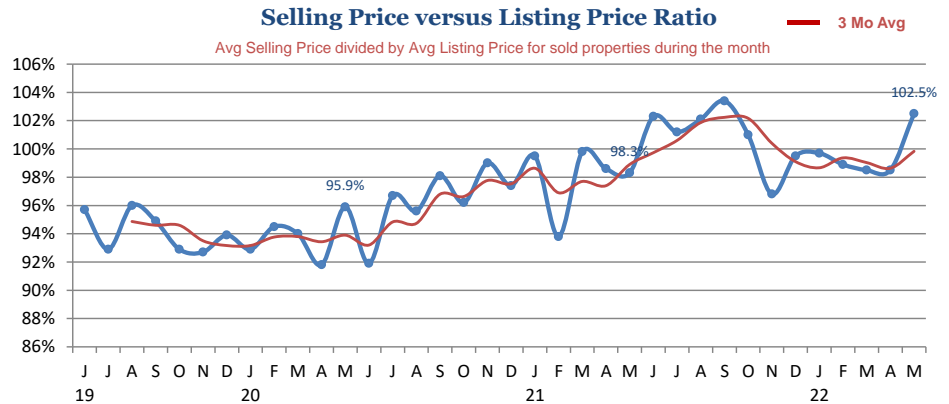
### Days On Market for Sold Properties



### Selling Price per Square Foot



### Selling Price versus Listing Price Ratio



### Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Monterey

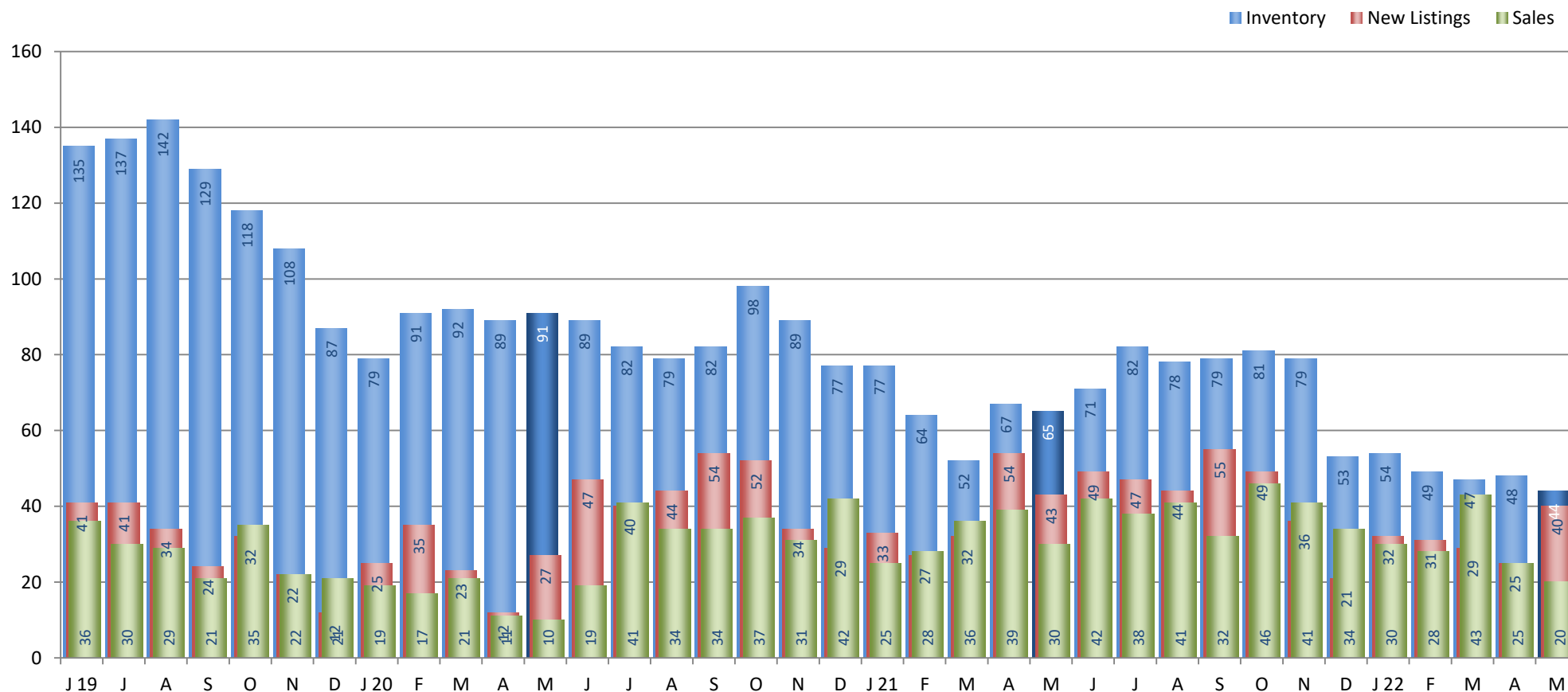


**Sotheby's**  
INTERNATIONAL REALTY

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 May 2022 was 40, up 60.0% from 25 last month and down 7.0% from 43 in May of last year.



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# Market Action Report

May 2022

MLS Area: Pasadera, Laguna Seca, Bay Ridge, Hidden Hill #75, Undeveloped Area



**Sotheby's**  
INTERNATIONAL REALTY

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

## Market Profile & Trends Overview

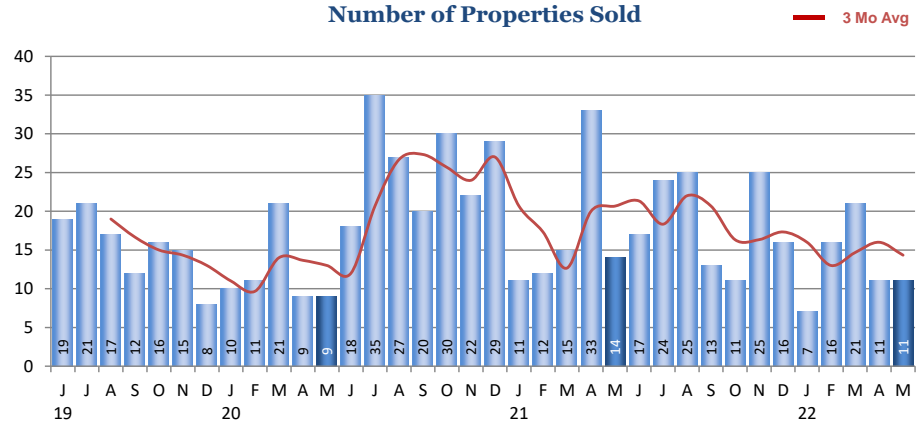
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,529,500	2%		13%				
Average List Price of all Current Listings	\$2,554,143	0%		33%				
May Median Sales Price	\$1,350,000	4%	5%	15%	20%	\$1,292,000	34%	15%
May Average Sales Price	\$1,996,364	56%	34%	41%	38%	\$1,546,308	25%	7%
Total Properties Currently for Sale (Inventory)	42	8%		-7%				
May Number of Properties Sold	11	0%		-21%		66	-22%	
May Average Days on Market (Solds)	43	30%	-25%	-9%	-35%	55	-28%	-17%
Asking Price per Square Foot (based on New Listings)	\$609	-56%	-28%	28%	3%	\$772	59%	31%
May Sold Price per Square Foot	\$584	-6%	1%	10%	15%	\$567	15%	11%
May Month's Supply of Inventory	3.8	8%	28%	19%	28%	3.1	-13%	3%
May Sale Price vs List Price Ratio	99.7%	-2.0%	.6%	2.7%	2.2%	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

May Property sales were 11, down 21.4% from 14 in May of 2021 and the same as the 11 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 66 are running 22.4% behind last year's year-to-date sales of 85.

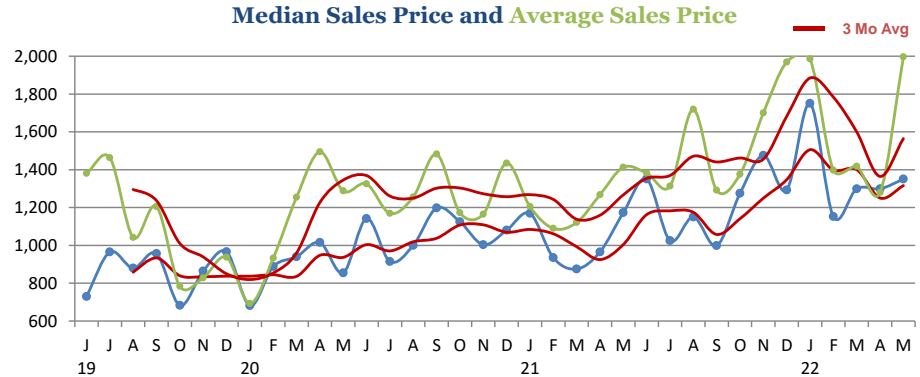
## Number of Properties Sold



## Prices

The Median Sales Price in May was \$1,350,000, up 15.1% from \$1,172,500 in May of 2021 and up 3.9% from \$1,299,000 last month. The Average Sales Price in May was \$1,996,364, up 41.3% from \$1,412,857 in May of 2021 and up 56.1% from \$1,279,000 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.

## Median Sales Price and Average Sales Price

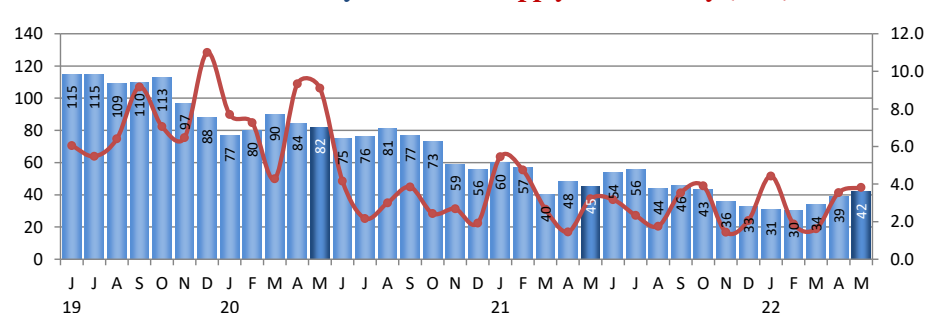


## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 42, up 7.7% from 39 last month and down 6.7% from 45 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 3.8 months was at a mid level compared with May of 2021 and 2020.

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



# Market Action Report

May 2022

MLS Area: *Pasadena, Laguna Seca, Bay Ridge, Hidden Hill #75, Undeveloped Area*



**Sotheby's**  
INTERNATIONAL REALTY

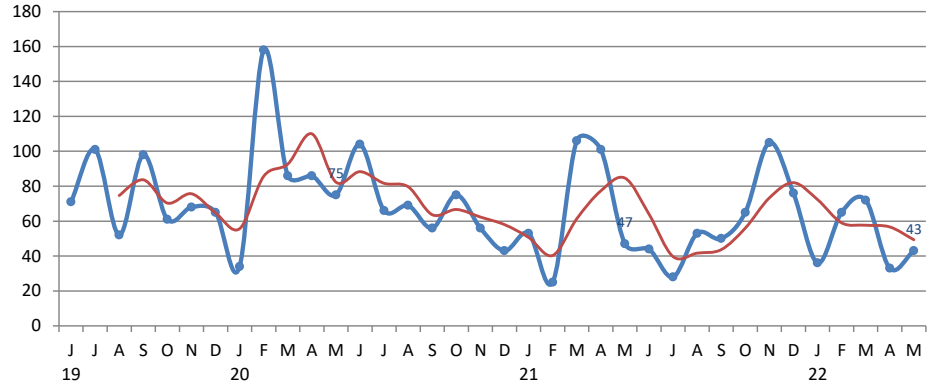
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 May was 43, up 30.3% from 33 days last month and down 8.5% from 47 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

## Days On Market for Sold Properties

3 Mo Avg



# Inventory / Listings / Sales

May 2022

MLS Area: Pasadera, Laguna Seca, Bay Ridge, Hidden Hill #75, Undeveloped Area

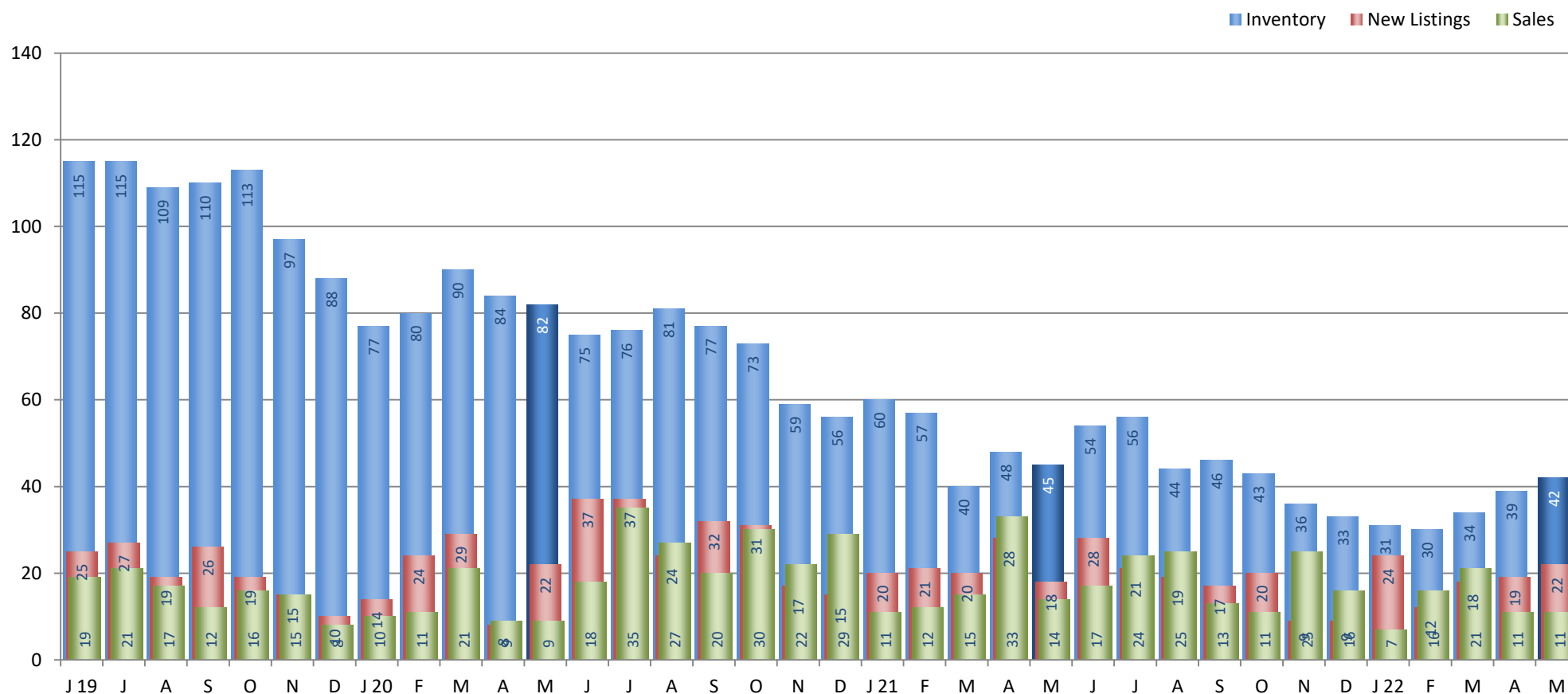


**Sotheby's**  
INTERNATIONAL REALTY

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 May 2022 was 22, up 15.8% from 19 last month and up 22.2% from 18 in May of last year.



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# Market Action Report

City: Seaside

May 2022



**Sotheby's**  
INTERNATIONAL REALTY

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

## Market Profile & Trends Overview

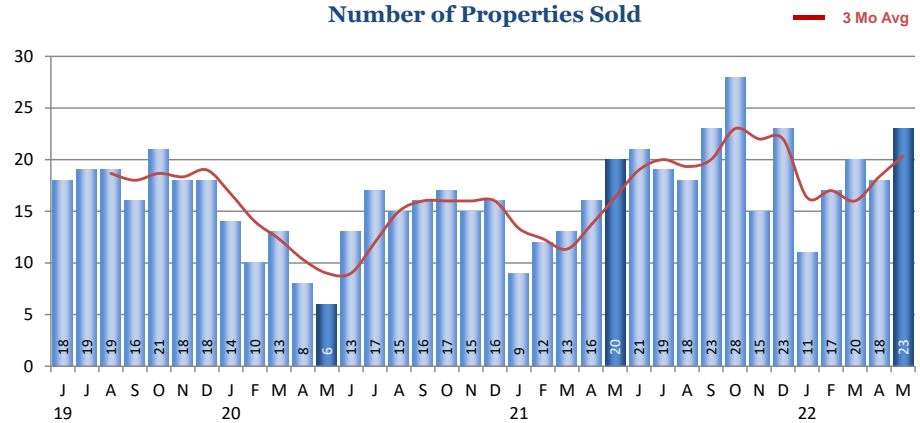
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$726,500	0%		24%				
Average List Price of all Current Listings	\$796,440	-3%		37%				
May Median Sales Price	\$770,000	-7%	-1%	18%	10%	\$768,000	16%	10%
May Average Sales Price	\$809,109	-5%	3%	31%	10%	\$771,532	8%	5%
Total Properties Currently for Sale (Inventory)	30	36%		36%				
May Number of Properties Sold	23	28%		15%		89	27%	
May Average Days on Market (Solds)	12	-33%	-43%	-45%	-52%	22	-12%	-12%
Asking Price per Square Foot (based on New Listings)	\$648	10%	4%	17%	17%	\$616	21%	11%
May Sold Price per Square Foot	\$639	-3%	4%	29%	17%	\$611	18%	12%
May Month's Supply of Inventory	1.3	7%	6%	19%	0%	1.3	-12%	-3%
May Sale Price vs List Price Ratio	102.1%	-3.0%	-3%	4.2%	1.1%	102.1%	2%	1%

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

## Property Sales

May Property sales were 23, up 15.0% from 20 in May of 2021 and 27.8% higher than the 18 sales last month. May 2022 sales were at their highest level compared to May of 2021 and 2020. May YTD sales of 89 are running 27.1% ahead of last year's year-to-date sales of 70.

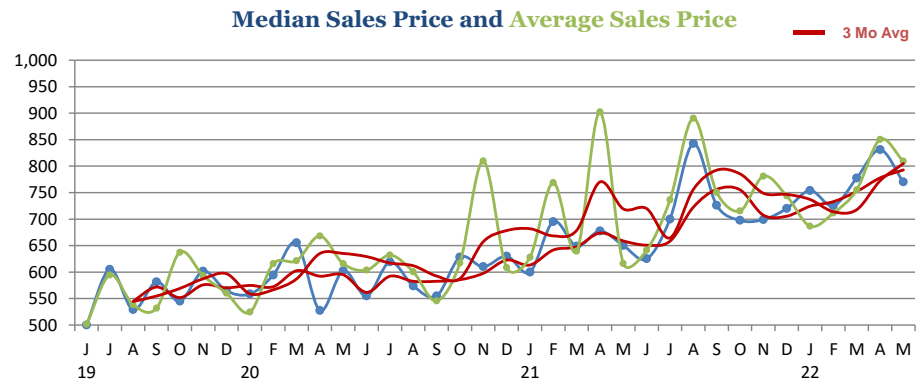
## Number of Properties Sold



## Prices

The Median Sales Price in May was \$770,000, up 18.5% from \$650,000 in May of 2021 and down 7.3% from \$831,000 last month. The Average Sales Price in May was \$809,109, up 31.3% from \$616,195 in May of 2021 and down 4.8% from \$850,333 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.

## Median Sales Price and Average Sales Price

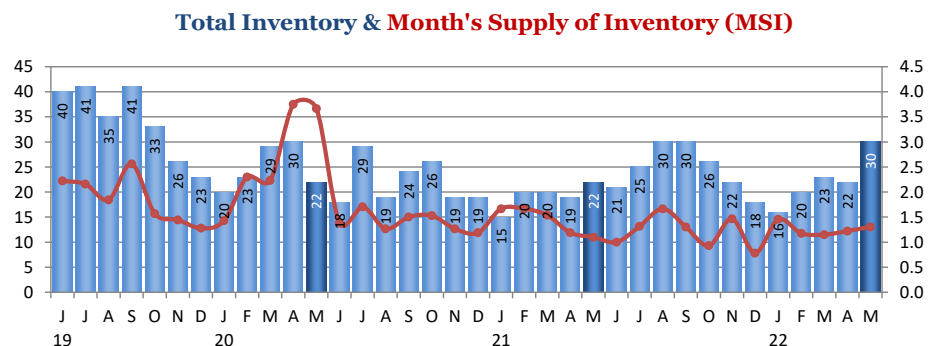


## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 30, up 36.4% from 22 last month and up 36.4% from 22 in May of last year. May 2022 Inventory was at its highest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 1.3 months was at a mid level compared with May of 2021 and 2020.

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







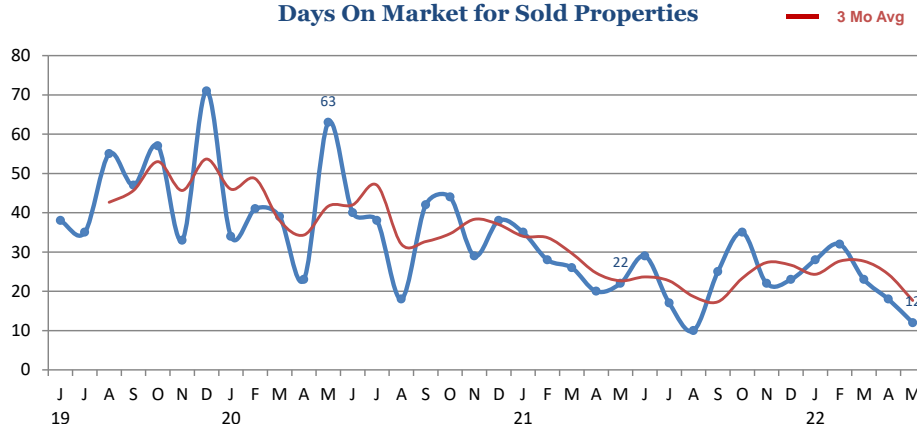
**Sotheby's**  
INTERNATIONAL REALTY

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 May was 12, down 33.3% from 18 days last month and down 45.5% from 22 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

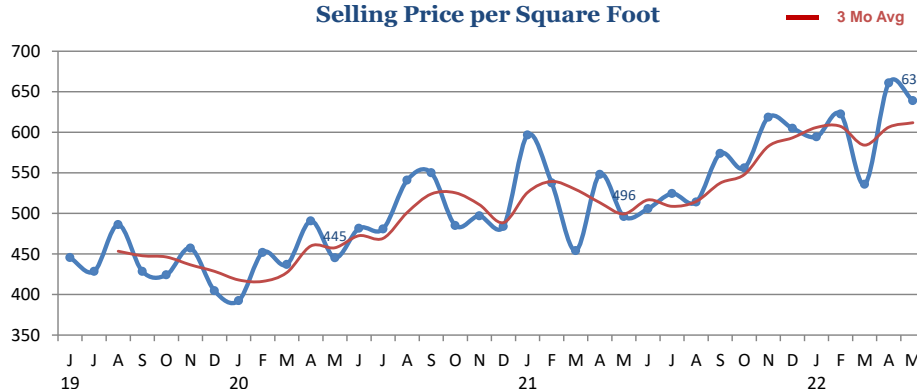
Days On Market for Sold Properties



## 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 May 2022 Selling Price per Square Foot of \$639 was down 3.3% from \$661 last month and up 28.8% from 496 in May of last year.

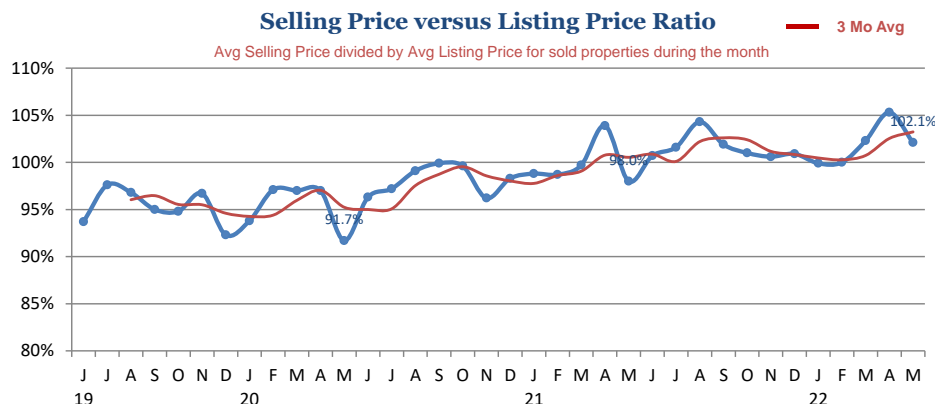
Selling Price per Square Foot



## 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 May 2022 Selling Price vs Original List Price of 102.1% was down from 105.3% last month and up from 98.0% in May of last year.

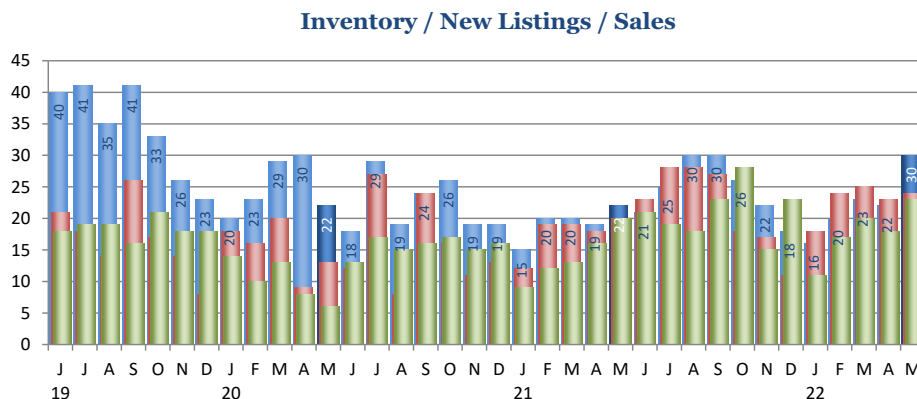
Selling Price versus Listing Price Ratio



## 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 May 2022 was 24, up 4.3% from 23 last month and up 20.0% from 20 in May of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

City: Seaside

May 2022

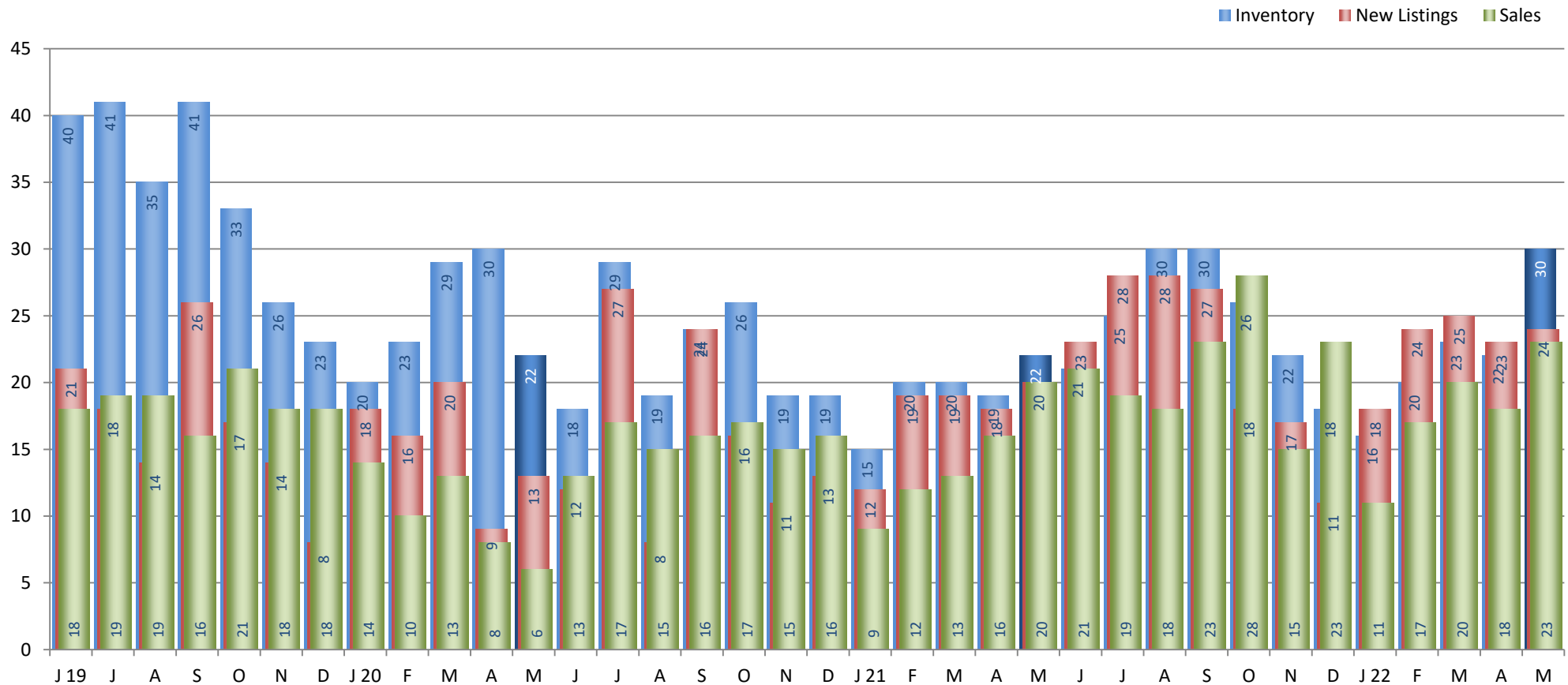


**Sotheby's**  
INTERNATIONAL REALTY

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 May 2022 was 24, up 4.3% from 23 last month and up 20.0% from 20 in May of last year.



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# Market Action Report

May 2022

City: Marina



**Sotheby's**  
INTERNATIONAL REALTY

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

## Market Profile & Trends Overview

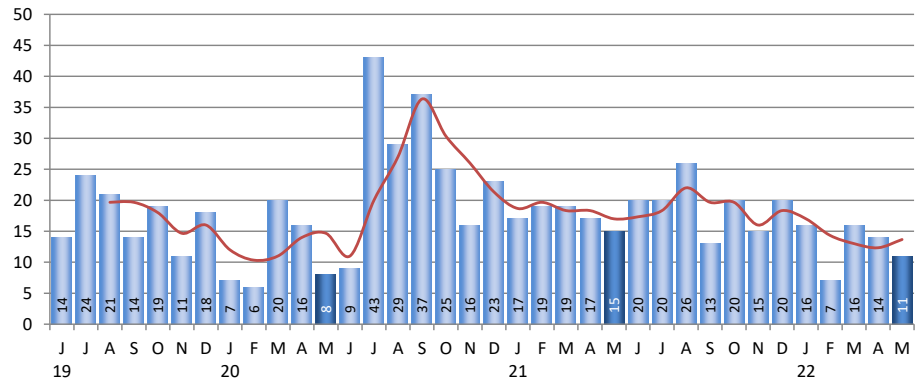
	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY		YTD	Prior YTD
Median List Price of all Current Listings	\$925,000	-5%		16%				
Average List Price of all Current Listings	\$977,942	5%		-8%				
May Median Sales Price	\$870,000	8%	2%	1%	10%	\$847,000	14%	7%
May Average Sales Price	\$901,546	11%	9%	1%	14%	\$821,078	11%	4%
Total Properties Currently for Sale (Inventory)	28	17%		65%				
May Number of Properties Sold	11	-21%		-27%		64	-26%	
May Average Days on Market (Solds)	18	20%	-25%	64%	6%	26	86%	53%
Asking Price per Square Foot (based on New Listings)	\$537	1%	2%	27%	18%	\$524	20%	15%
May Sold Price per Square Foot	\$497	-6%	0%	17%	9%	\$490	14%	8%
May Month's Supply of Inventory	2.5	48%	58%	125%	257%	1.3	102%	87%
May Sale Price vs List Price Ratio	100.1%	-2.2%	-1.3%	-1.6%	-9%	101.0%	-1%	-0%

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

## Property Sales

May Property sales were 11, down 26.7% from 15 in May of 2021 and 21.4% lower than the 14 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 64 are running 26.4% behind last year's year-to-date sales of 87.

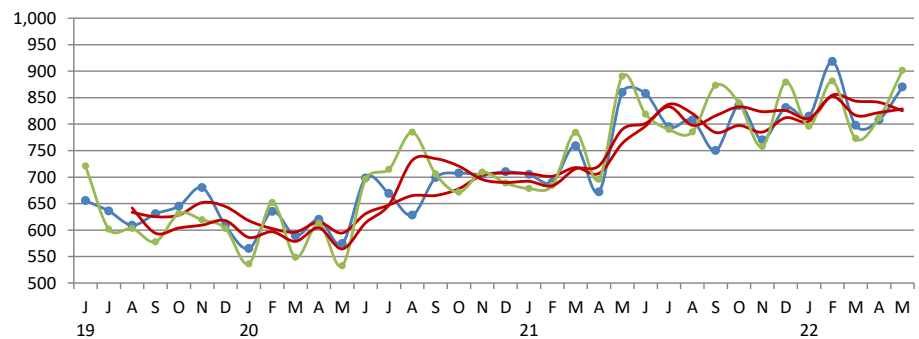
## Number of Properties Sold



## Prices

The Median Sales Price in May was \$870,000, up 1.2% from \$860,000 in May of 2021 and up 7.7% from \$808,000 last month. The Average Sales Price in May was \$901,546, up 1.3% from \$890,333 in May of 2021 and up 11.0% from \$811,929 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.

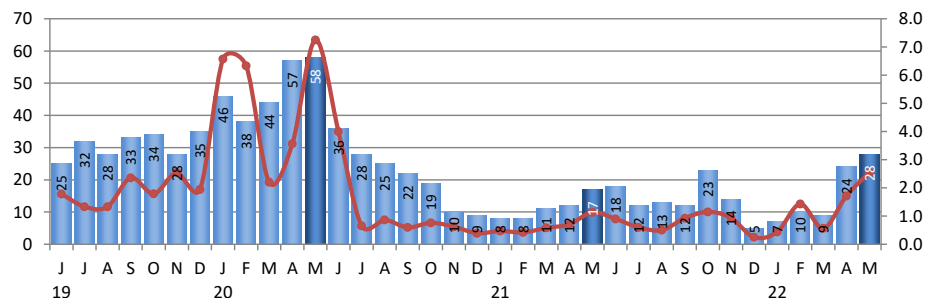
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 28, up 16.7% from 24 last month and up 64.7% from 17 in May of last year. May 2022 Inventory was at a mid level compared with May 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 May 2022 MSI of 2.5 months was at a mid level compared with May of 2021 and 2020.

City: Marina

May 2022



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

**Sotheby's**  
INTERNATIONAL REALTY

## 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 May was 18, up 20.0% from 15 days last month and up 63.6% from 11 days in May of last year. The May 2022 DOM was at a mid level compared with May of 2021 and 2020.

### 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 May 2022 Selling Price per Square Foot of \$497 was down 5.7% from \$527 last month and up 16.5% from 427 in May of last year.

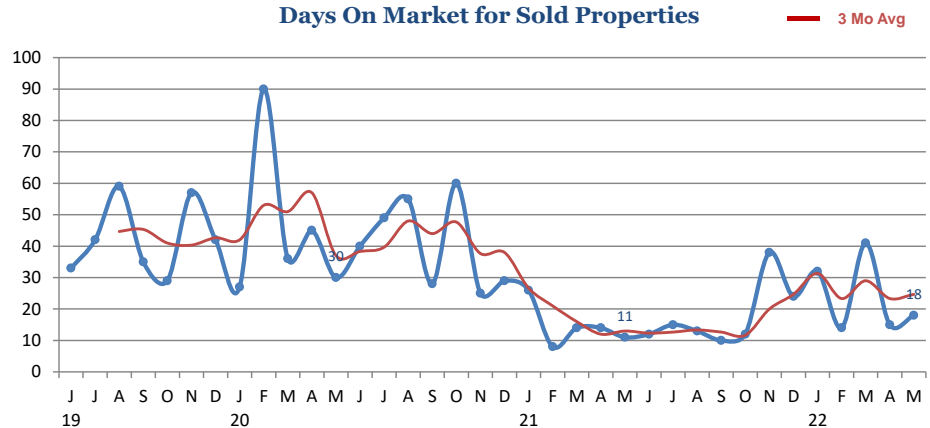
### Selling Price vs Original Listings Price

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 May 2022 Selling Price vs Original List Price of 100.1% was down from 102.3% last month and down from 101.7% in May of last year.

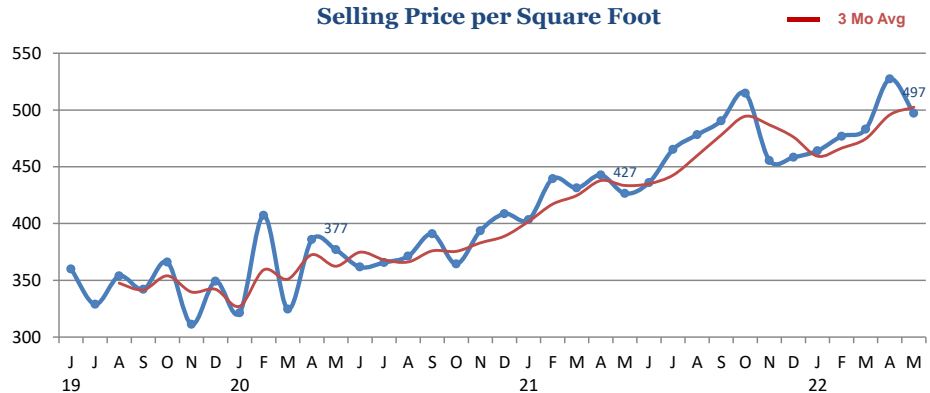
### Inventory / New Listings / Sales

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 May 2022 was 29, up 20.8% from 24 last month and up 26.1% from 23 in May of last year.

## Days On Market for Sold Properties

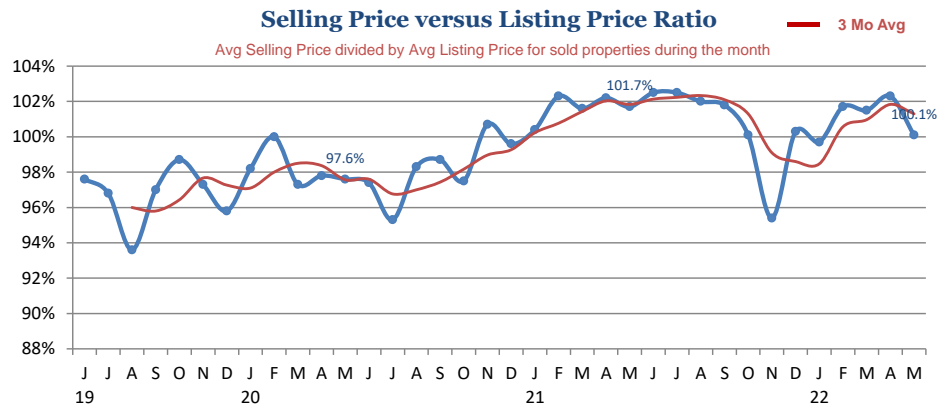


### Selling Price per Square Foot



### Selling Price versus Listing Price Ratio

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales



# Inventory / Listings / Sales

May 2022

City: Marina

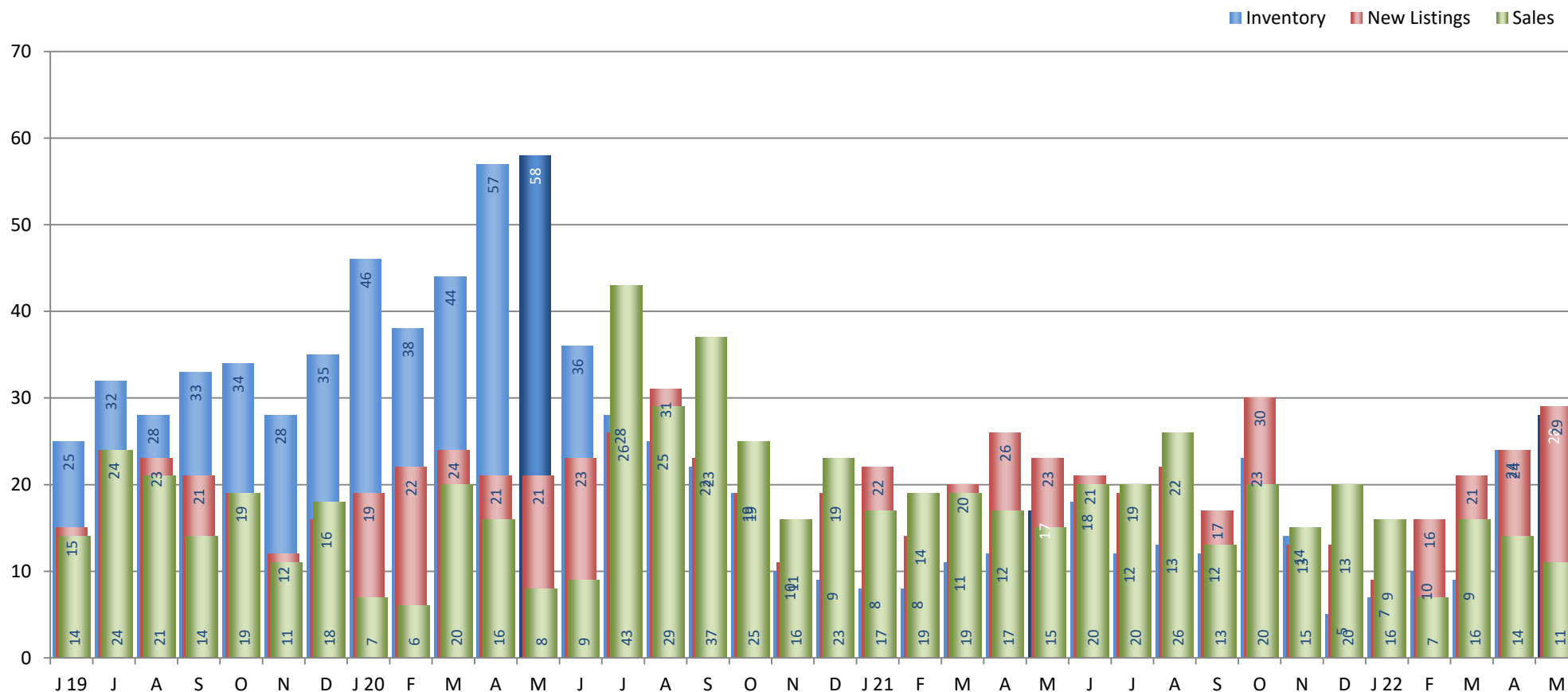


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INTERNATIONAL REALTY

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 May 2022 was 29, up 20.8% from 24 last month and up 26.1% from 23 in May of last year.



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# Market Action Report

May 2022

County: Monterey



**Sotheby's**  
INTERNATIONAL REALTY

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

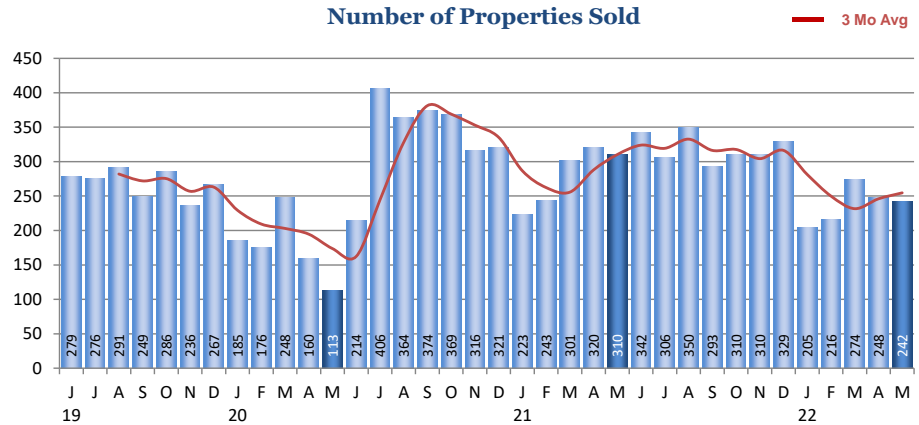
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$975,000	8%		3%				
Average List Price of all Current Listings	\$2,170,605	3%		8%				
May Median Sales Price	\$865,000	3%	2%	6%	7%	\$850,000	7%	6%
May Average Sales Price	\$1,448,277	14%	0%	5%	12%	\$1,456,644	12%	13%
Total Properties Currently for Sale (Inventory)	510	5%		-9%				
May Number of Properties Sold	242	-2%		-22%		1,185	-15%	
May Average Days on Market (Solds)	22	-12%	-35%	-42%	-48%	35	-29%	-17%
Asking Price per Square Foot (based on New Listings)	\$737	-2%	2%	18%	11%	\$730	16%	10%
May Sold Price per Square Foot	\$733	6%	3%	12%	15%	\$712	13%	11%
May Month's Supply of Inventory	2.1	8%	14%	16%	11%	1.8	-12%	-3%
May Sale Price vs List Price Ratio	101.0%	-2%	.6%	1.3%	1.3%	100.3%	1%	1%

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

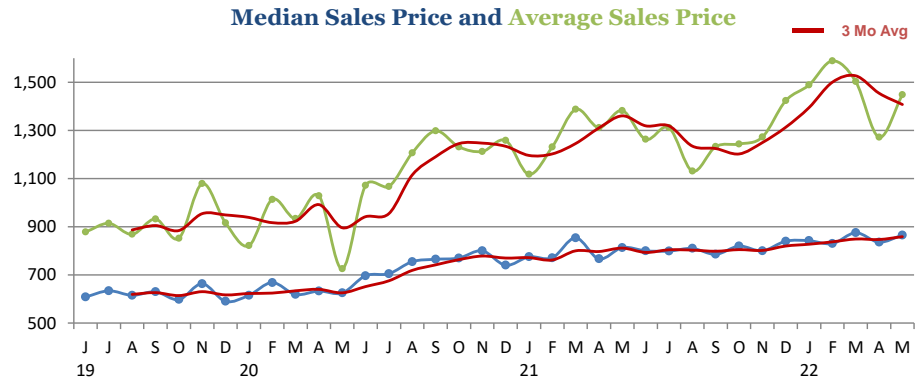
## Property Sales

May Property sales were 242, down 21.9% from 310 in May of 2021 and 2.4% lower than the 248 sales last month. May 2022 sales were at a mid level compared to May of 2021 and 2020. May YTD sales of 1,185 are running 15.2% behind last year's year-to-date sales of 1,397.



## Prices

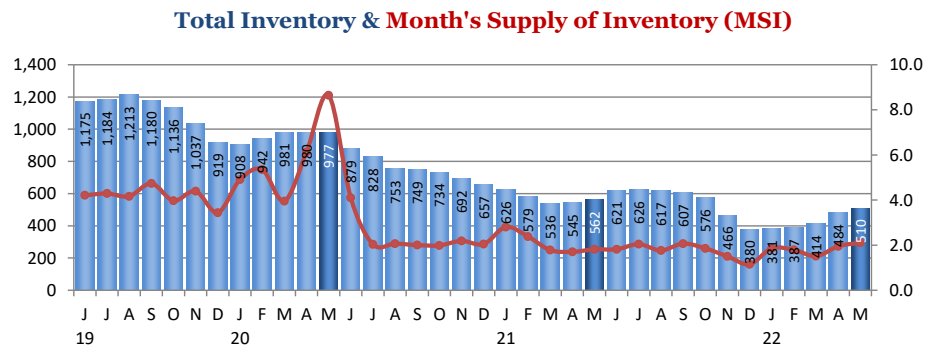
The Median Sales Price in May was \$865,000, up 6.3% from \$813,500 in May of 2021 and up 3.5% from \$836,000 last month. The Average Sales Price in May was \$1,448,277, up 4.8% from \$1,382,515 in May of 2021 and up 13.9% from \$1,271,807 last month. May 2022 ASP was at the highest level compared to May of 2021 and 2020.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 510, up 5.4% from 484 last month and down 9.3% from 562 in May of last year. May 2022 Inventory was at its lowest level compared with May of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2022 MSI of 2.1 months was at a mid level compared with May of 2021 and 2020.



# Market Action Report

County: *Monterey*

May 2022



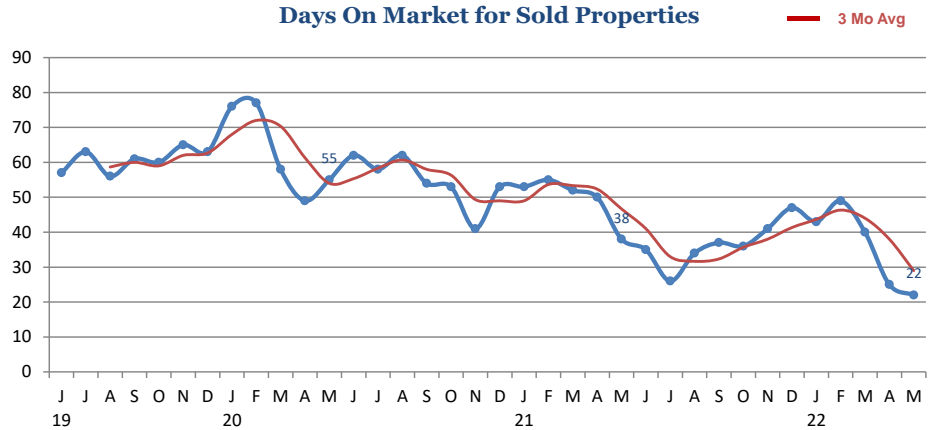
**Sotheby's**  
INTERNATIONAL REALTY

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 May was 22, down 12.0% from 25 days last month and down 42.1% from 38 days in May of last year. The May 2022 DOM was at its lowest level compared with May of 2021 and 2020.

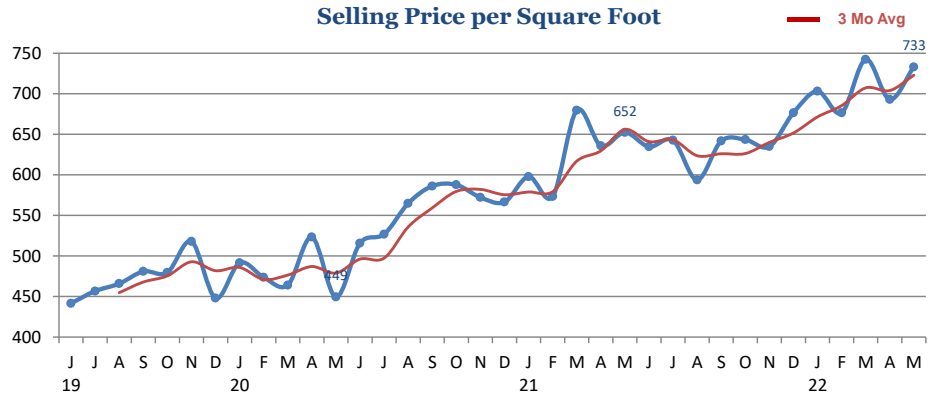
## Days On Market for Sold Properties



## 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 May 2022 Selling Price per Square Foot of \$733 was up 5.8% from \$693 last month and up 12.4% from 652 in May of last year.

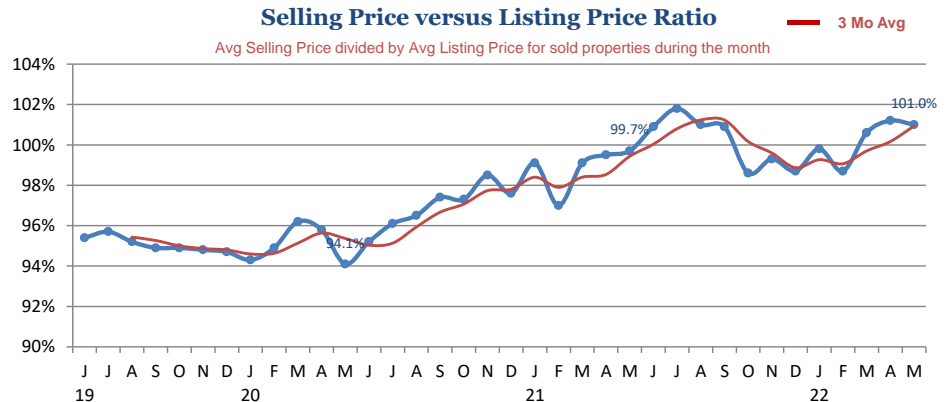
## Selling Price per Square Foot



## 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 May 2022 Selling Price vs Original List Price of 101.0% was down from 101.2% last month and up from 99.7% in May of last year.

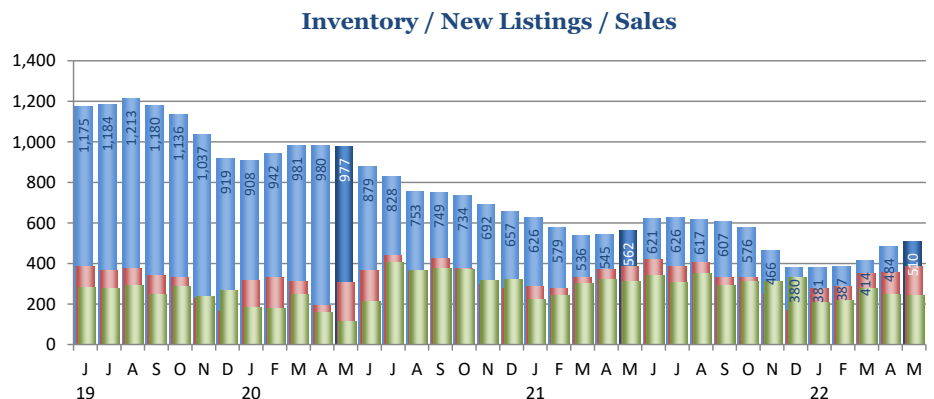
## Selling Price versus Listing Price Ratio



## 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 May 2022 was 384, up 7.6% from 357 last month and down 0.3% from 385 in May of last year.

## Inventory / New Listings / Sales





# Inventory / Listings / Sales

May 2022

County: Monterey

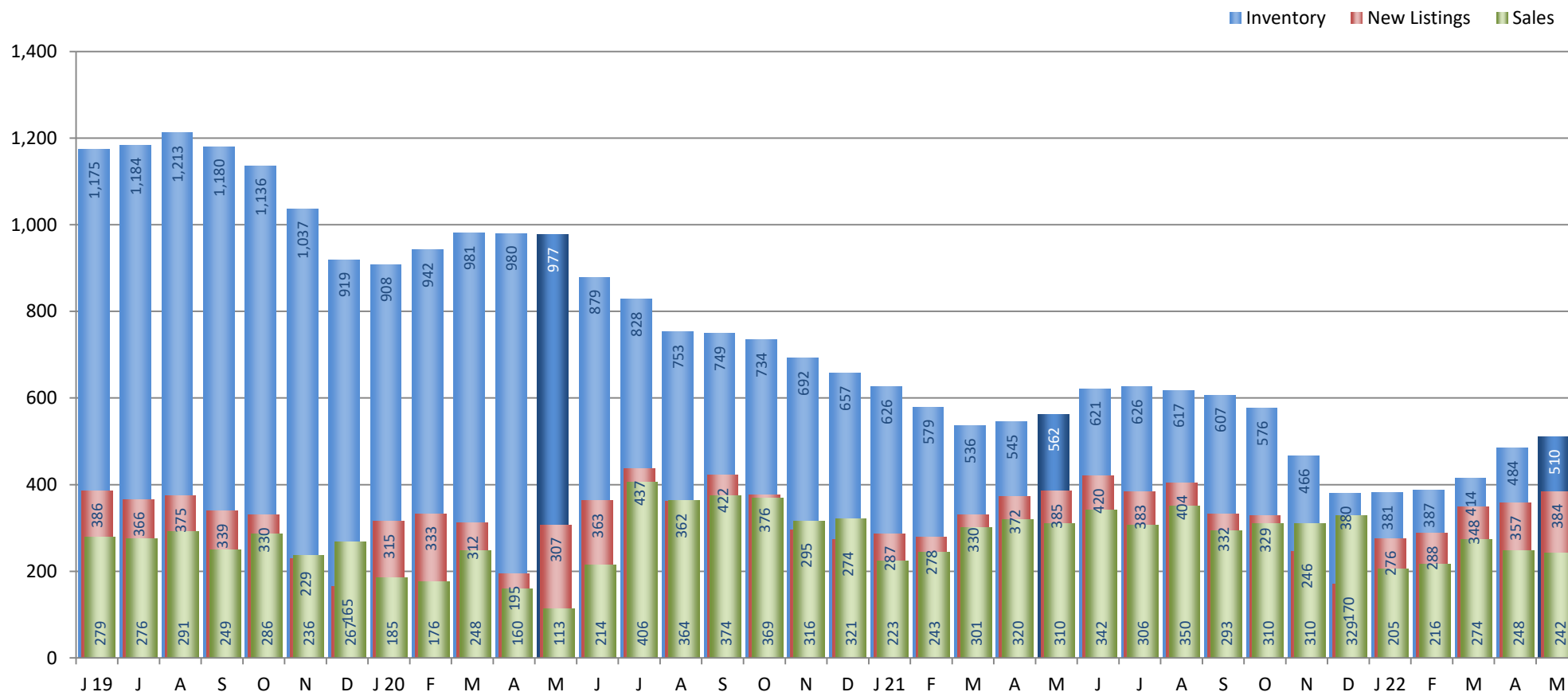


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 May 2022 was 384, up 7.6% from 357 last month and down 0.3% from 385 in May of last year.



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