

Market Action Report

June 2022

City: Carmel



Sotheby's
INTERNATIONAL REALTY

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

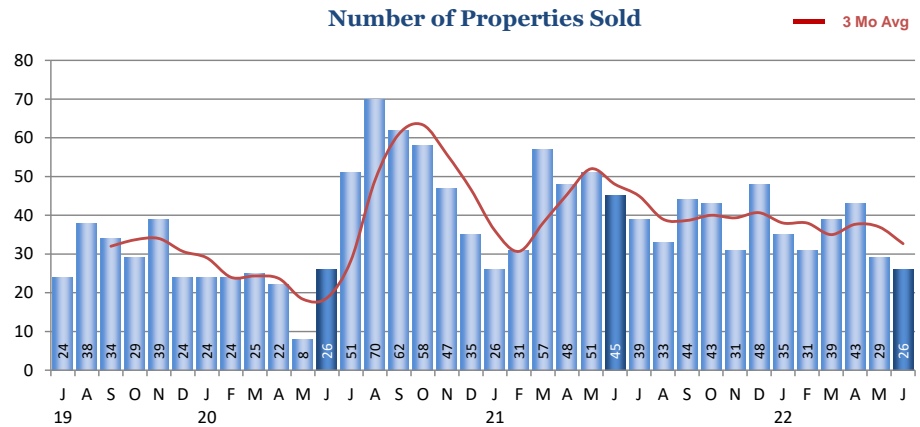
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,575,000	4%		54%				
Average List Price of all Current Listings	\$3,600,595	-0%		37%				
June Median Sales Price	\$2,412,500	-9%	3%	25%	27%	\$2,207,000	18%	16%
June Average Sales Price	\$2,514,442	-27%	-16%	9%	0%	\$2,767,850	17%	10%
Total Properties Currently for Sale (Inventory)	101	10%		-15%				
June Number of Properties Sold	26	-10%		-42%		203	-21%	
June Average Days on Market (Solds)	97	194%	106%	116%	56%	51	-25%	-18%
Asking Price per Square Foot (based on New Listings)	\$1,639	19%	17%	62%	32%	\$1,410	27%	14%
June Sold Price per Square Foot	\$1,432	-10%	-2%	40%	21%	\$1,376	21%	17%
June Month's Supply of Inventory	3.9	22%	31%	47%	40%	2.6	-14%	-7%
June Sale Price vs List Price Ratio	98.0%	-3.2%	-2.2%	-6%	.7%	99.3%	2%	2%

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

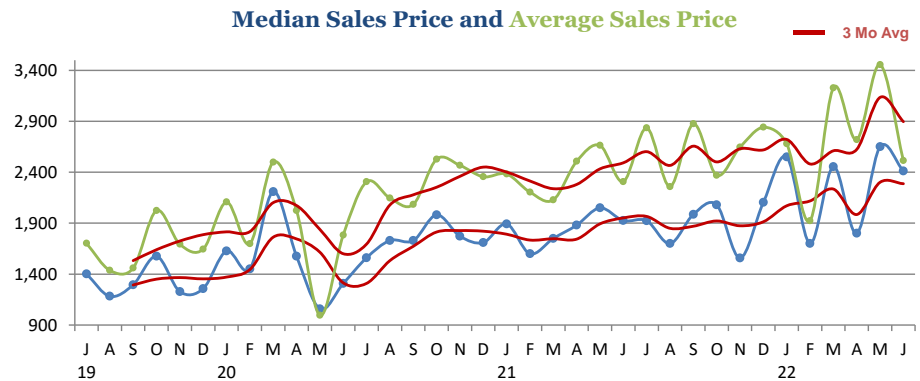
Property Sales

June Property sales were 26, down 42.2% from 45 in June of 2021 and 10.3% lower than the 29 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 203 are running 21.3% behind last year's year-to-date sales of 258.



Prices

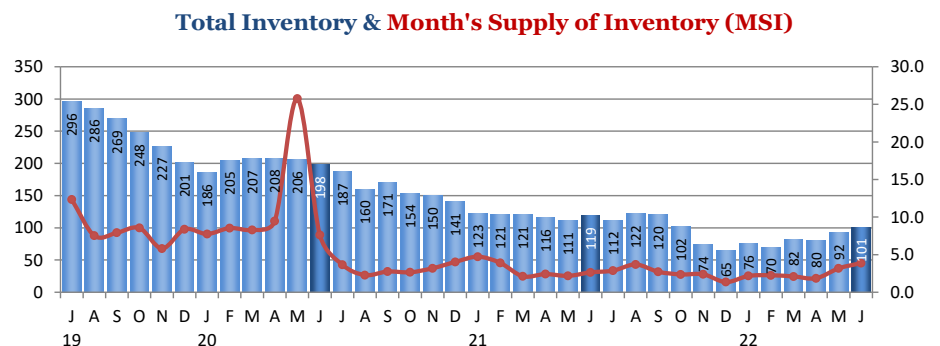
The Median Sales Price in June was \$2,412,500, up 25.3% from \$1,925,000 in June of 2021 and down 9.0% from \$2,650,000 last month. The Average Sales Price in June was \$2,514,442, up 8.9% from \$2,308,048 in June of 2021 and down 27.3% from \$3,456,527 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 101, up 9.8% from 92 last month and down 15.1% from 119 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

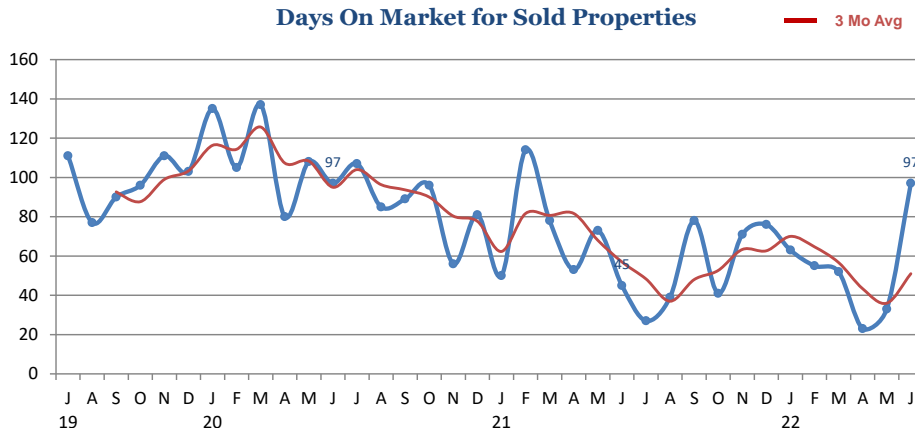
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 3.9 months was at a mid level compared with June of 2021 and 2020.



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 June was 97, up 193.9% from 33 days last month and up 115.6% from 45 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

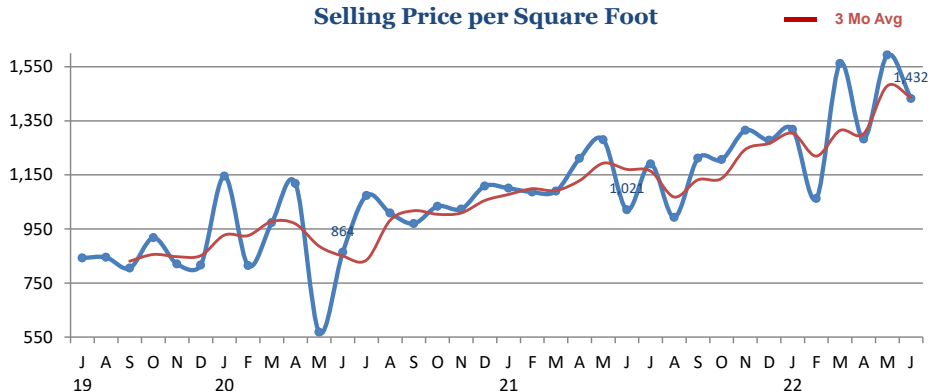
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$1,432 was down 10.1% from \$1,594 last month and up 40.3% from 1,021 in June of last year.

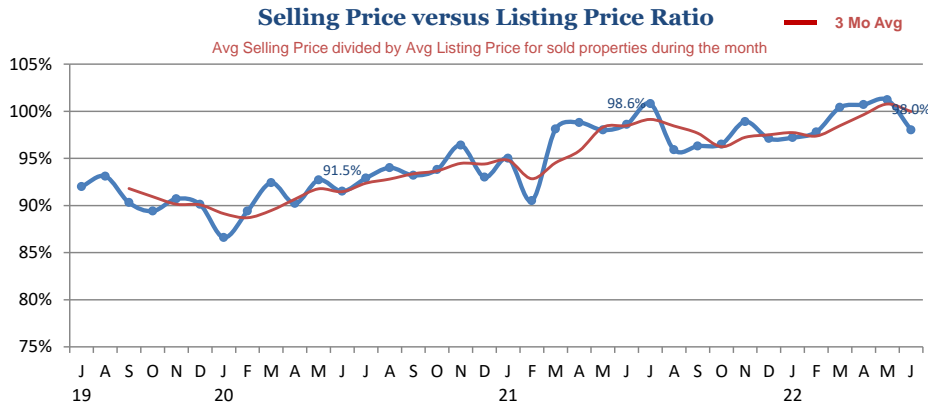
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 98.0% was down from 101.2% last month and down from 98.6% in June 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 June 2022 was 37, down 19.6% from 46 last month and down 33.9% from 56 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Carmel

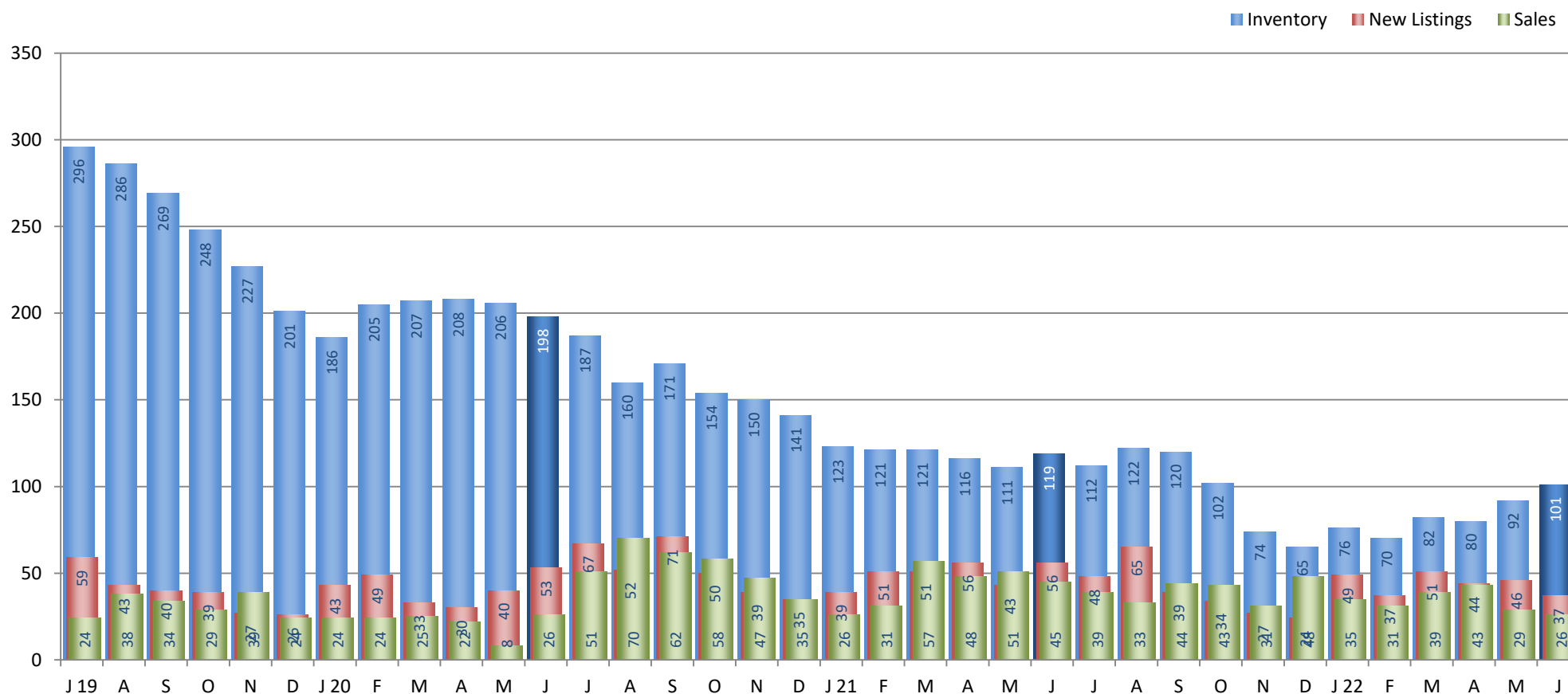


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

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Market Action Report

City: Carmel Valley

June 2022



Sotheby's
INTERNATIONAL REALTY

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

Market Profile & Trends Overview

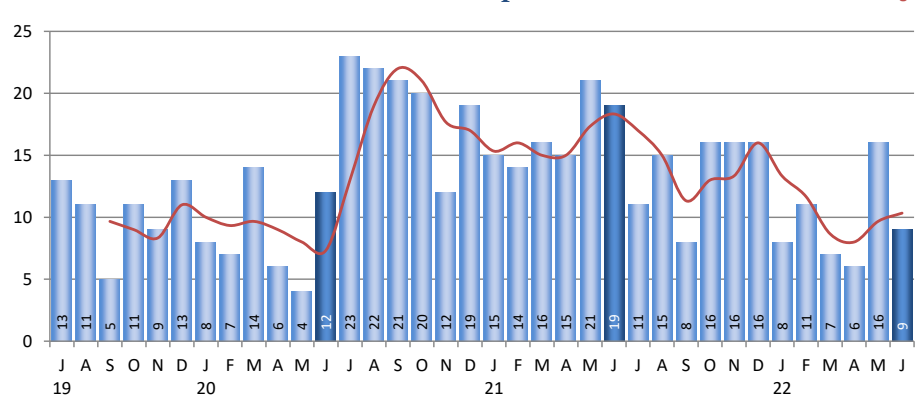
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,275,000	19%		-2%				
Average List Price of all Current Listings	\$1,648,891	2%		-8%				
June Median Sales Price	\$1,300,000	-3%	-1%	17%	-5%	\$1,590,000	26%	16%
June Average Sales Price	\$1,886,667	13%	-1%	48%	17%	\$1,941,165	29%	21%
Total Properties Currently for Sale (Inventory)	46	28%		-4%				
June Number of Properties Sold	9	-44%		-53%		57	-43%	
June Average Days on Market (Solds)	60	22%	18%	-33%	-36%	66	-41%	-30%
Asking Price per Square Foot (based on New Listings)	\$905	14%	14%	39%	27%	\$787	16%	11%
June Sold Price per Square Foot	\$718	1%	-2%	7%	7%	\$750	17%	12%
June Month's Supply of Inventory	5.1	127%	24%	102%	60%	4.1	26%	27%
June Sale Price vs List Price Ratio	93.6%	-5.8%	-4.0%	-1.8%	-9%	96.7%	3%	2%

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

Property Sales

June Property sales were 9, down 52.6% from 19 in June of 2021 and 43.8% lower than the 16 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 57 are running 43.0% behind last year's year-to-date sales of 100.

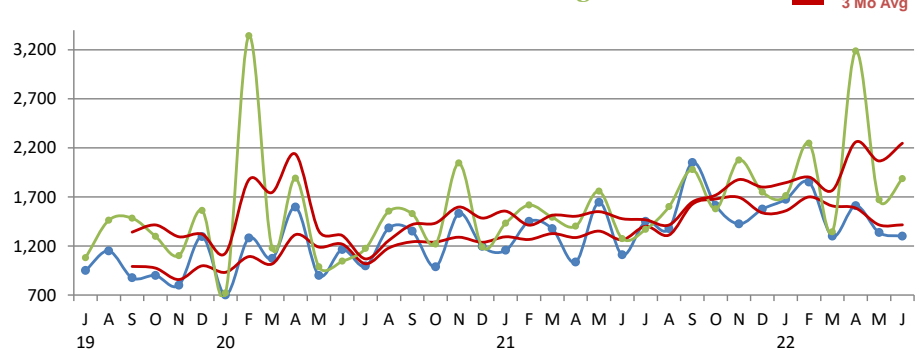
Number of Properties Sold



Prices

The Median Sales Price in June was \$1,300,000, up 17.1% from \$1,110,000 in June of 2021 and down 2.8% from \$1,337,000 last month. The Average Sales Price in June was \$1,886,667, up 48.0% from \$1,274,737 in June of 2021 and up 13.0% from \$1,670,031 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.

Median Sales Price and Average Sales Price

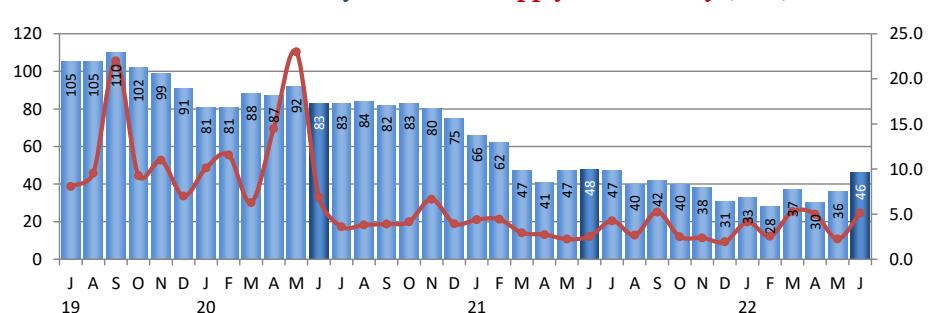


Inventory & MSI

The Total Inventory of Properties available for sale as of June was 46, up 27.8% from 36 last month and down 4.2% from 48 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 5.1 months was at a mid level compared with June 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 June was 60, up 22.4% from 49 days last month and down 32.6% from 89 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

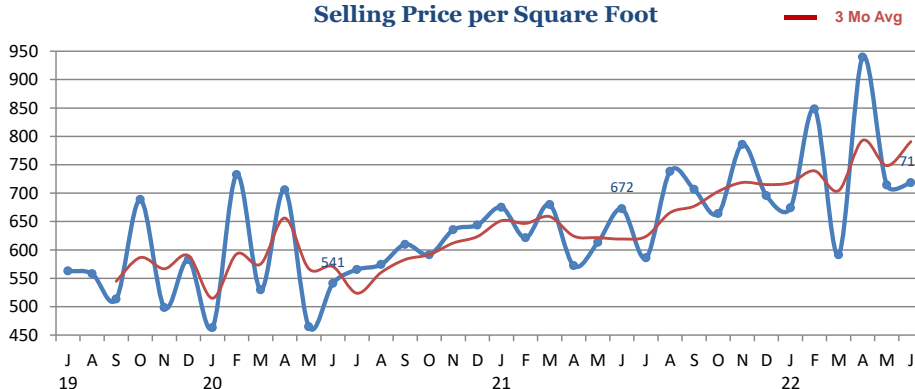
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$718 was up 0.5% from \$714 last month and up 6.8% from 672 in June of last year.

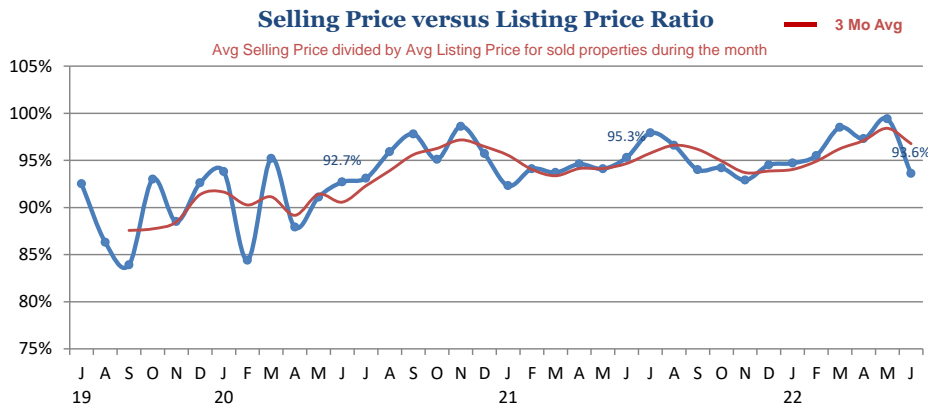
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 93.6% was down from 99.4% last month and down from 95.3% in June of last year.

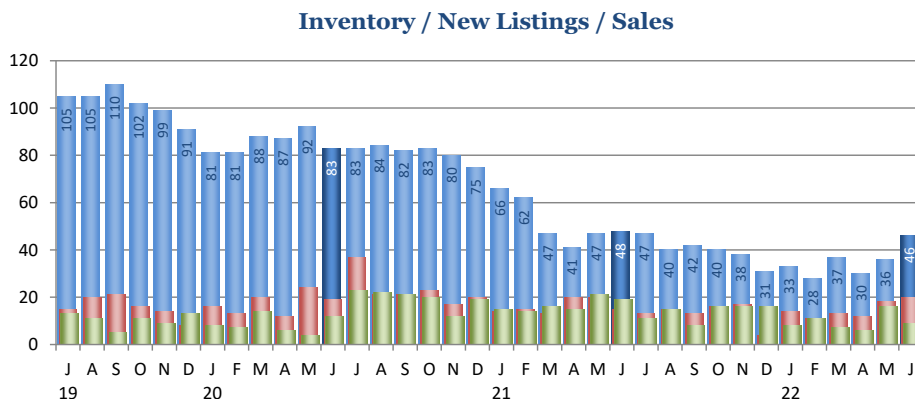
Selling Price versus Listing Price Ratio



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 June 2022 was 20, up 11.1% from 18 last month and up 33.3% from 15 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Carmel Valley

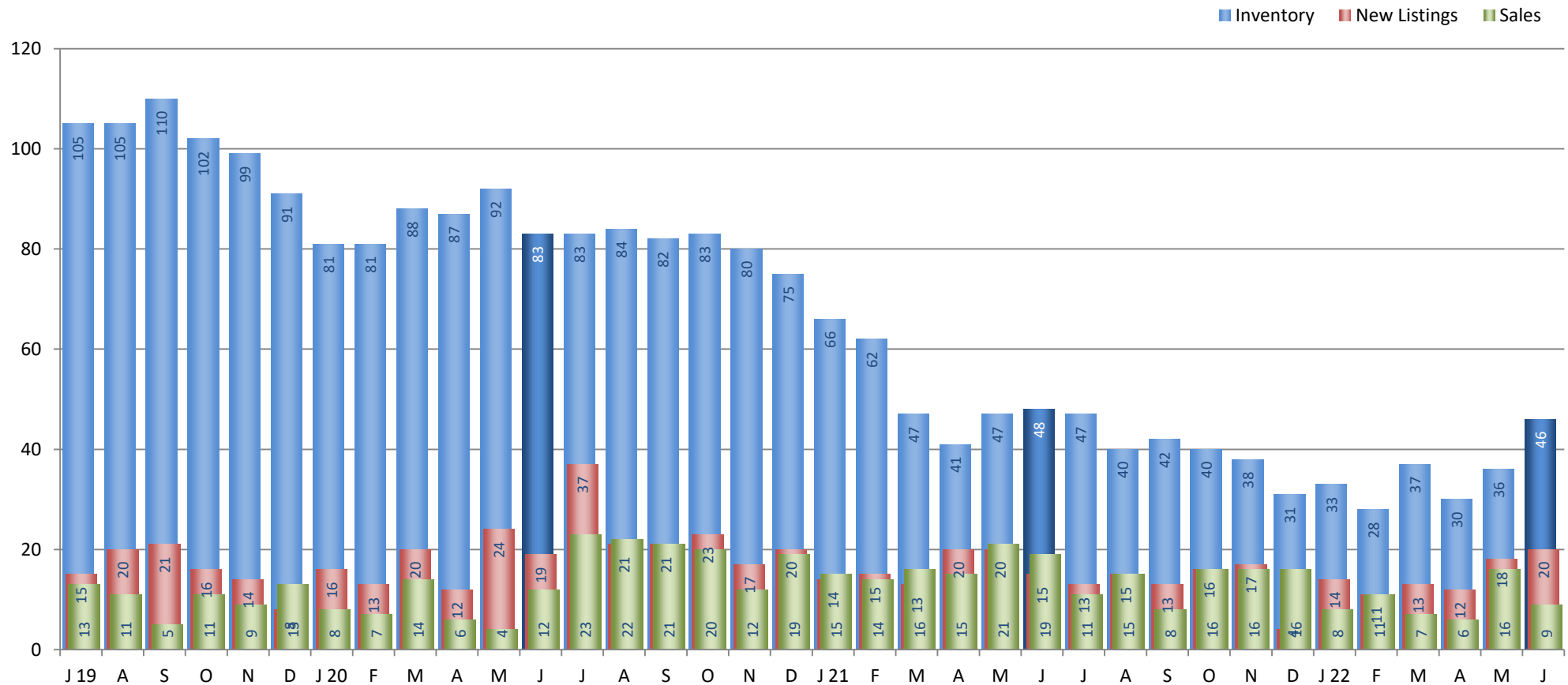


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 June 2022 was 20, up 11.1% from 18 last month and up 33.3% from 15 in June of last year.



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Market Action Report

June 2022

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



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INTERNATIONAL REALTY

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

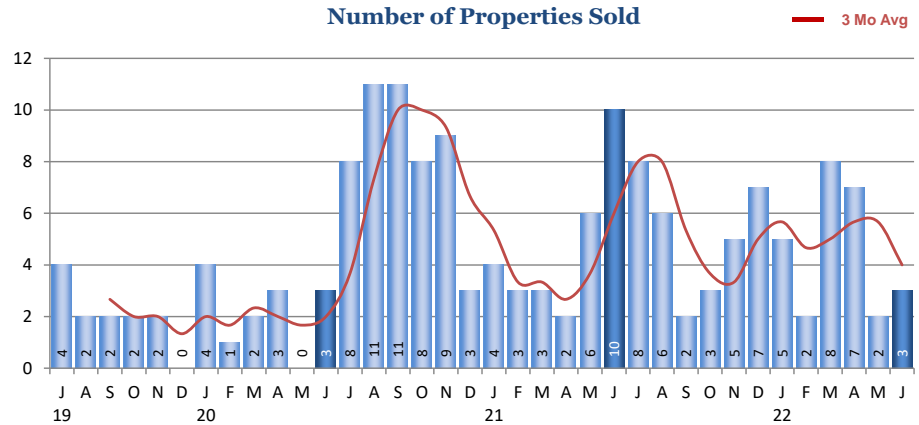
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$4,042,000	-27%		125%				
Average List Price of all Current Listings	\$7,821,536	7%		98%				
June Median Sales Price	\$435,000	-90%	-84%	-83%	-79%	\$3,025,000	48%	48%
June Average Sales Price	\$2,967,160	-34%	-30%	-12%	-13%	\$4,117,158	31%	20%
Total Properties Currently for Sale (Inventory)	28	-3%		-28%				
June Number of Properties Sold	3	50%		-70%		27	-4%	
June Average Days on Market (Solds)	337	125%	50%	150%	170%	185	12%	48%
Asking Price per Square Foot (based on New Listings)	\$3,461	64%	41%	280%	106%	\$2,254	88%	34%
June Sold Price per Square Foot	\$1,733	-31%	-18%	44%	47%	\$1,820	53%	54%
June Month's Supply of Inventory	9.3	-36%	2%	139%	-5%	8.3	-14%	-15%
June Sale Price vs List Price Ratio	86.7%	#####	-9.9%	#####	-6.7%	96.5%	3%	4%

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

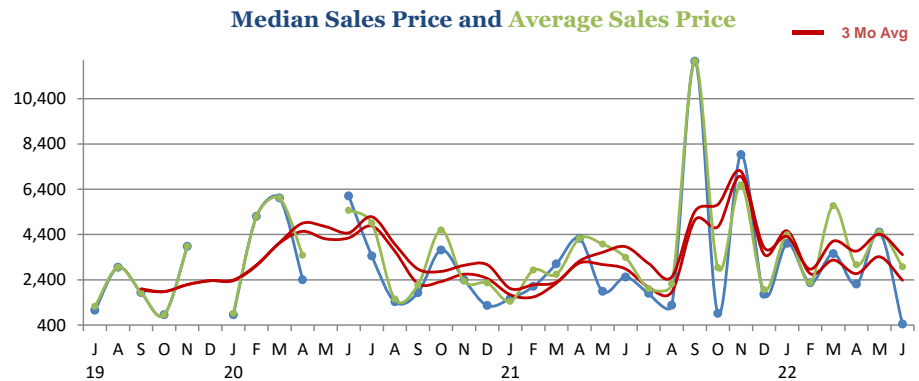
Property Sales

June Property sales were 3, down 70.0% from 10 in June of 2021 and 50.0% higher than the 2 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 27 are running 3.6% behind last year's year-to-date sales of 28.



Prices

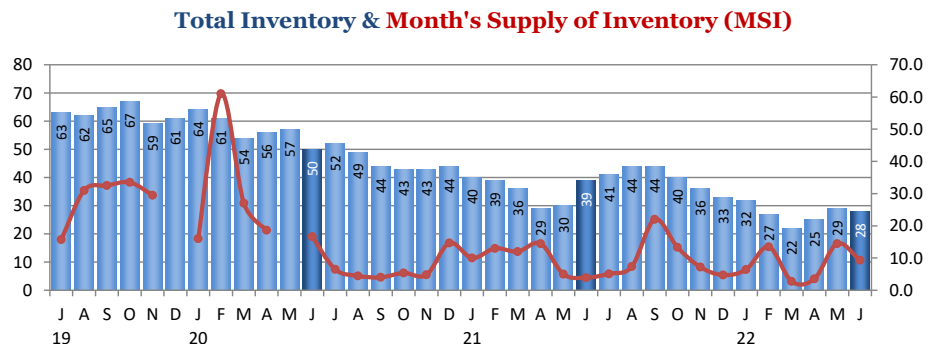
The Median Sales Price in June was \$435,000, down 82.7% from \$2,517,500 in June of 2021 and down 90.3% from \$4,501,389 last month. The Average Sales Price in June was \$2,967,160, down 12.2% from \$3,378,400 in June of 2021 and down 34.1% from \$4,501,389 last month. June 2022 ASP was at the lowest level compared to June of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 28, down 3.4% from 29 last month and down 28.2% from 39 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 9.3 months was at a mid level compared with June of 2021 and 2020.



Market Action Report

June 2022

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



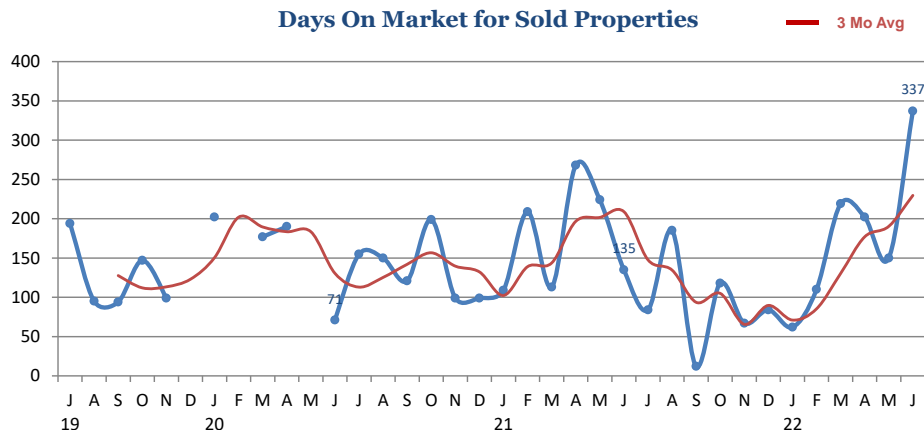
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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 June was 337, up 124.7% from 150 days last month and up 149.6% from 135 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

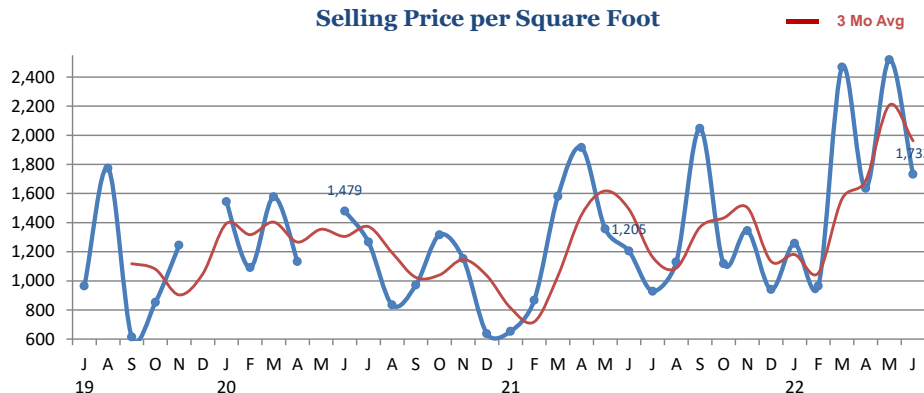
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$1,733 was down 31.2% from \$2,519 last month and up 43.8% from 1,205 in June of last year.

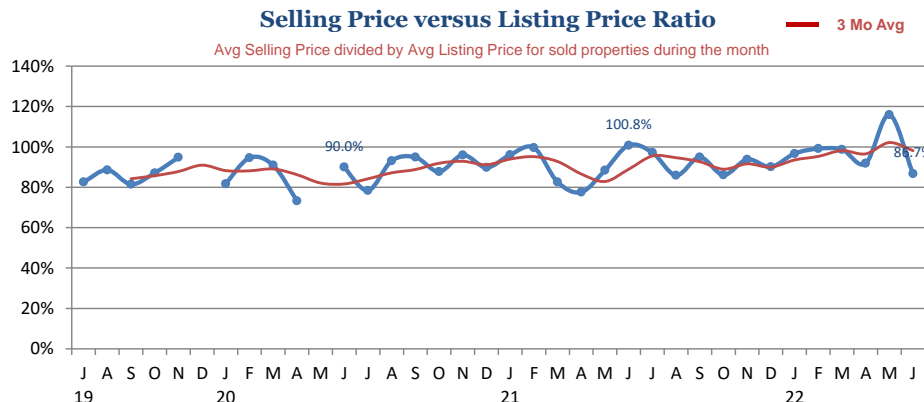
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 86.7% was down from 115.9% last month and down from 100.8% in June 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 June 2022 was 3, down 57.1% from 7 last month and down 81.3% from 16 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

MLS Area: Point Lobos #152, Highlands

Inn #154, Malpaso #155, Otter Cove /

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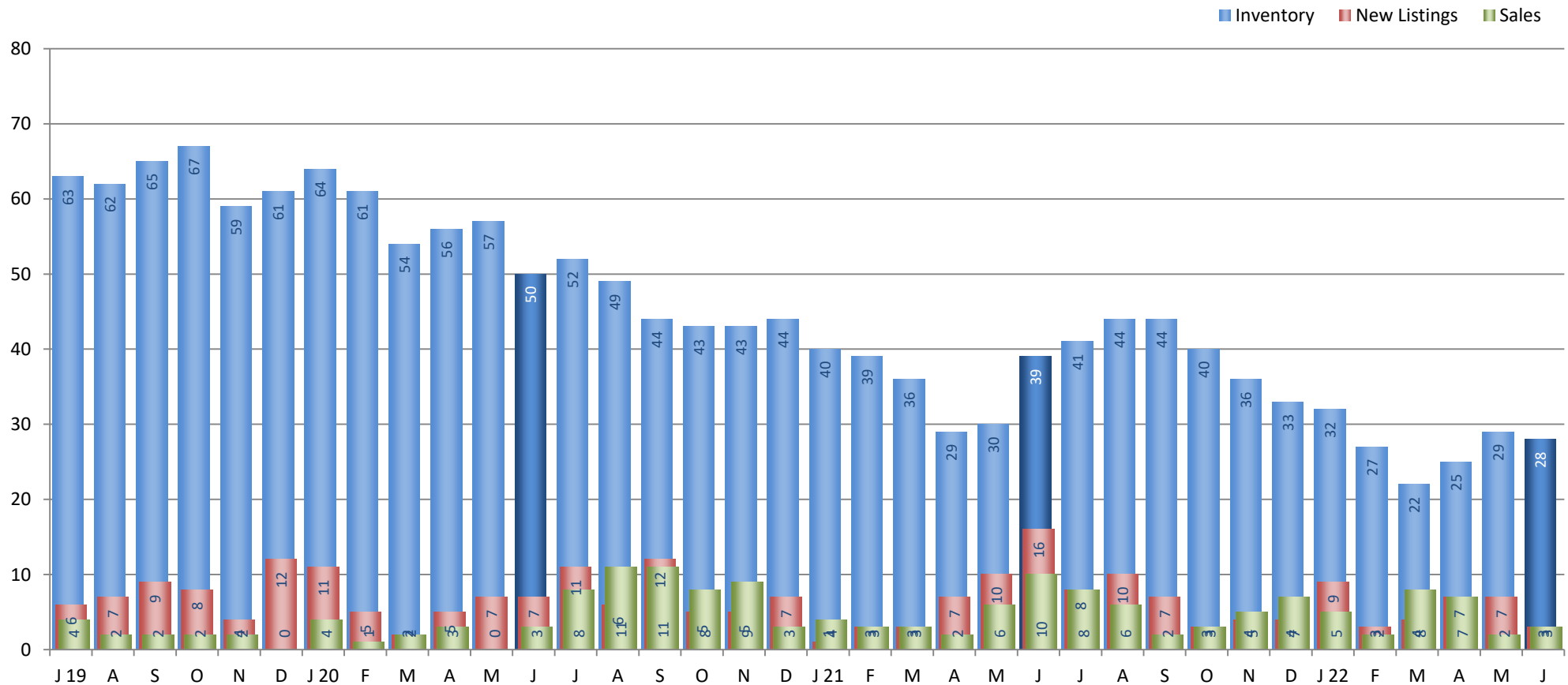
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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Inventory / New Listings / Sales

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Market Action Report

City: Pebble Beach

June 2022



Sotheby's
INTERNATIONAL REALTY

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

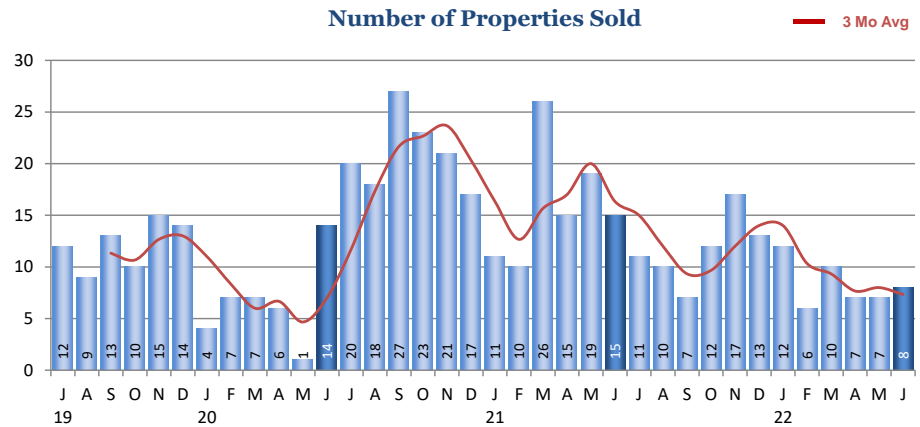
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
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Median List Price of all Current Listings	\$4,999,000	-41%		9%				
Average List Price of all Current Listings	\$7,890,663	-9%		0%				
June Median Sales Price	\$5,550,000	76%	108%	17%	100%	\$3,200,000	21%	16%
June Average Sales Price	\$6,111,026	3%	31%	26%	46%	\$6,441,573	54%	54%
Total Properties Currently for Sale (Inventory)	27	8%		-23%				
June Number of Properties Sold	8	14%		-47%		50	-48%	
June Average Days on Market (Solds)	67	43%	123%	49%	43%	40	-18%	-15%
Asking Price per Square Foot (based on New Listings)	\$1,081	-23%	-15%	0%	-20%	\$1,414	16%	5%
June Sold Price per Square Foot	\$1,452	-13%	9%	29%	28%	\$1,481	36%	31%
June Month's Supply of Inventory	3.4	-6%	-1%	45%	22%	2.9	11%	4%
June Sale Price vs List Price Ratio	97.3%	-8.1%	-4.0%	.9%	.6%	99.3%	2%	3%

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

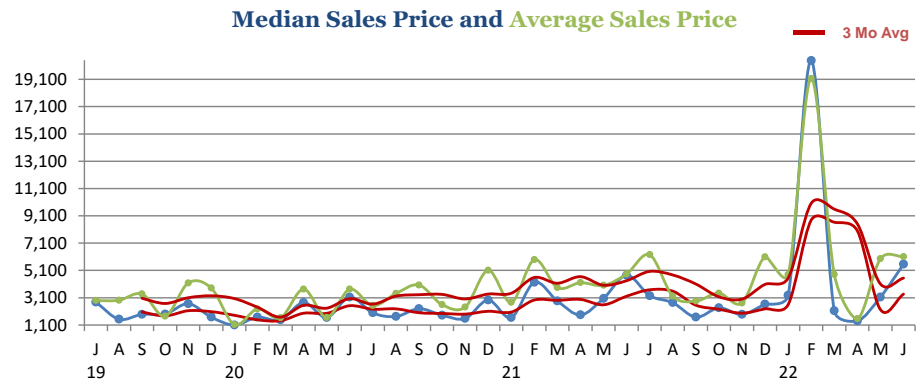
Property Sales

June Property sales were 8, down 46.7% from 15 in June of 2021 and 14.3% higher than the 7 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 50 are running 47.9% behind last year's year-to-date sales of 96.



Prices

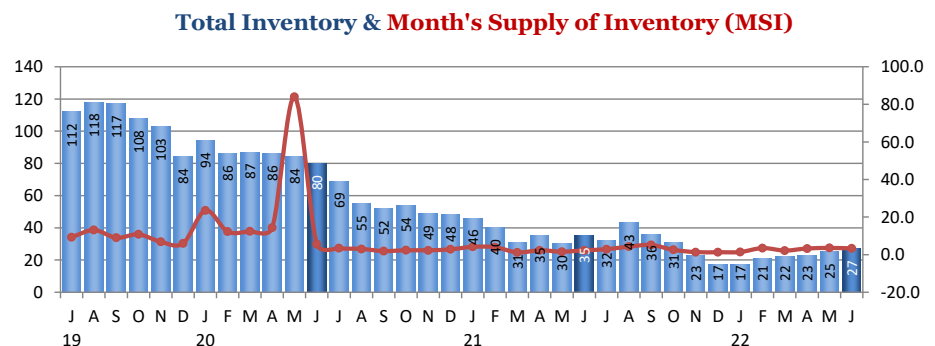
The Median Sales Price in June was \$5,550,000, up 16.9% from \$4,746,655 in June of 2021 and up 76.2% from \$3,150,000 last month. The Average Sales Price in June was \$6,111,026, up 26.2% from \$4,842,420 in June of 2021 and up 2.6% from \$5,953,571 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 27, up 8.0% from 25 last month and down 22.9% from 35 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

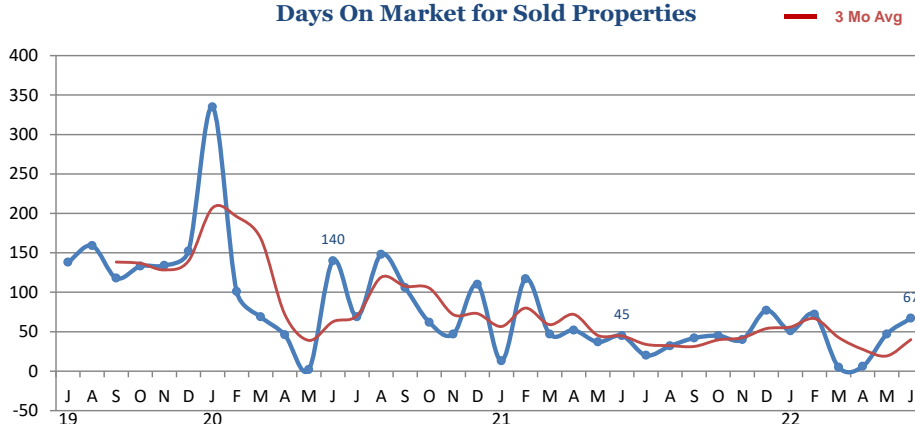
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 3.4 months was at a mid level compared with June of 2021 and 2020.



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 June was 67, up 42.6% from 47 days last month and up 48.9% from 45 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

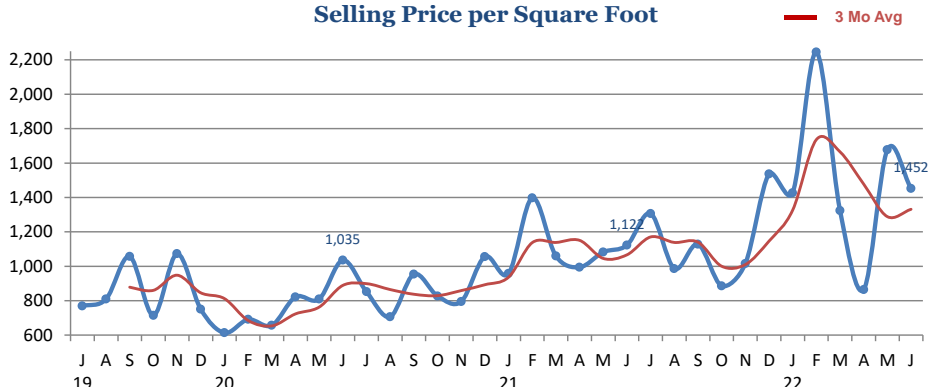
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$1,452 was down 13.4% from \$1,677 last month and up 29.4% from 1,122 in June of last year.

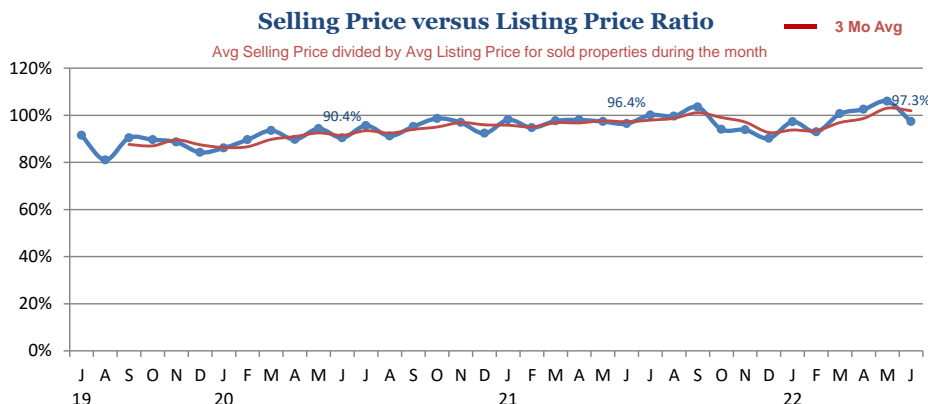
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 97.3% was down from 105.9% last month and up from 96.4% in June 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 June 2022 was 11, down 8.3% from 12 last month and down 21.4% from 14 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Pebble Beach

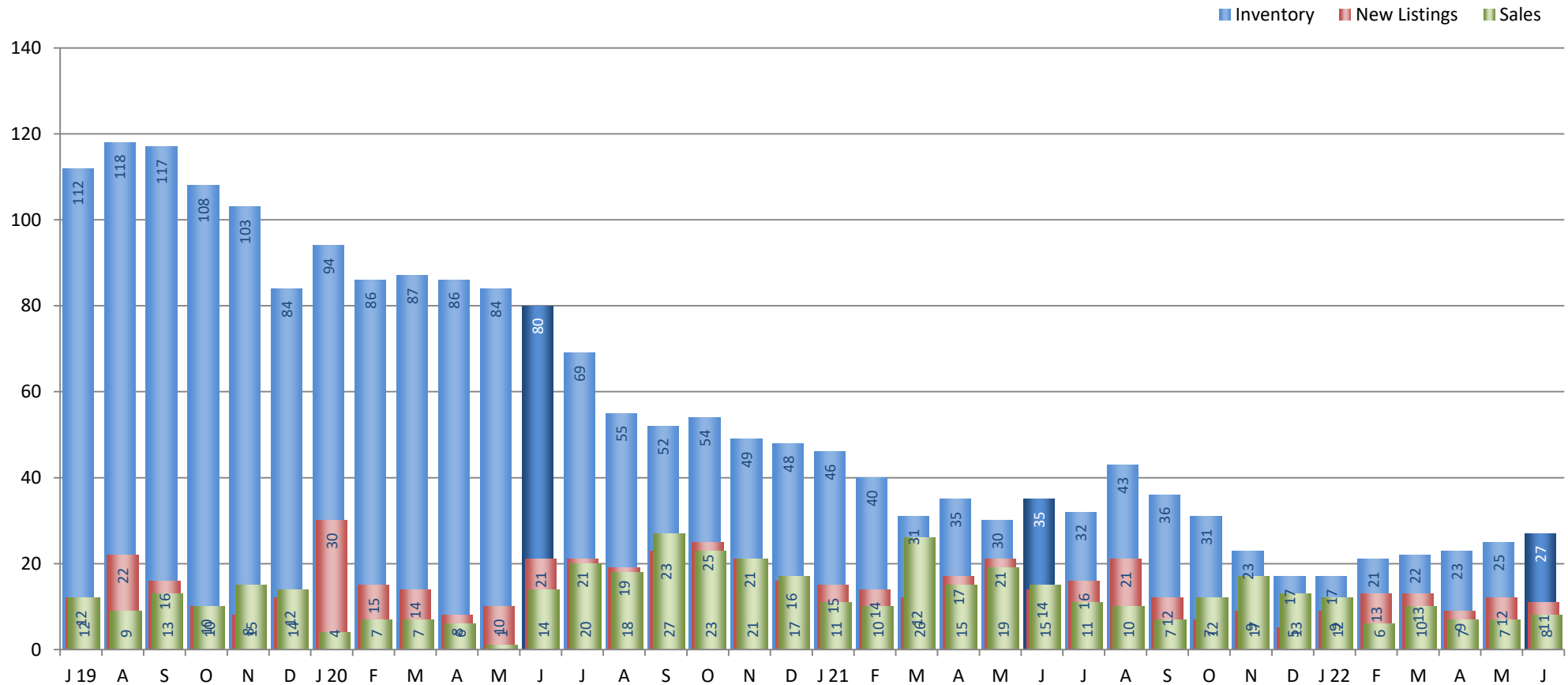


Sotheby's
INTERNATIONAL REALTY

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 June 2022 was 11, down 8.3% from 12 last month and down 21.4% from 14 in June of last year.



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Market Action Report

June 2022

City: Pacific Grove



Sotheby's
INTERNATIONAL REALTY

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

Market Profile & Trends Overview

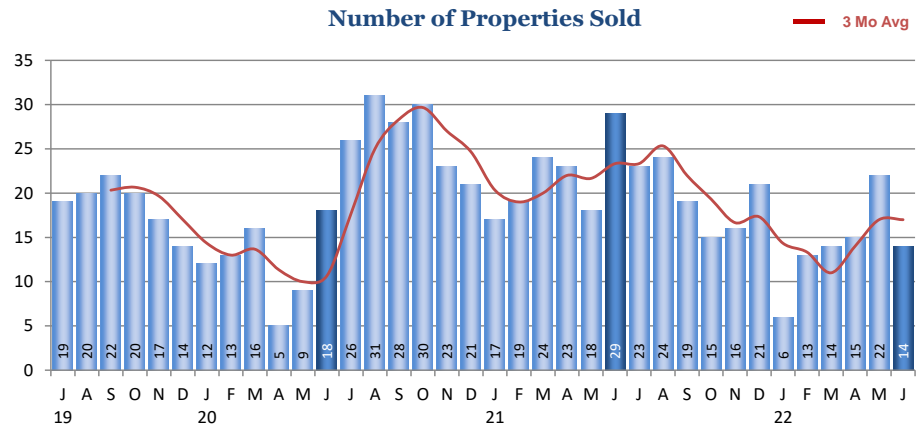
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,746,500	-7%		46%				
Average List Price of all Current Listings	\$2,148,901	-19%		34%				
June Median Sales Price	\$1,455,000	9%	4%	19%	14%	\$1,398,344	9%	10%
June Average Sales Price	\$1,544,478	2%	-11%	18%	5%	\$1,658,232	16%	13%
Total Properties Currently for Sale (Inventory)	36	20%		3%				
June Number of Properties Sold	14	-36%		-52%		84	-35%	
June Average Days on Market (Solds)	21	91%	24%	-13%	-38%	24	-38%	-29%
Asking Price per Square Foot (based on New Listings)	\$1,096	-4%	1%	20%	14%	\$1,061	13%	11%
June Sold Price per Square Foot	\$1,003	2%	-3%	3%	4%	\$1,018	12%	6%
June Month's Supply of Inventory	2.6	89%	39%	113%	89%	1.4	-11%	6%
June Sale Price vs List Price Ratio	103.9%	.1%	.0%	.0%	3.7%	102.7%	3%	3%

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

Property Sales

June Property sales were 14, down 51.7% from 29 in June of 2021 and 36.4% lower than the 22 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 84 are running 35.4% behind last year's year-to-date sales of 130.

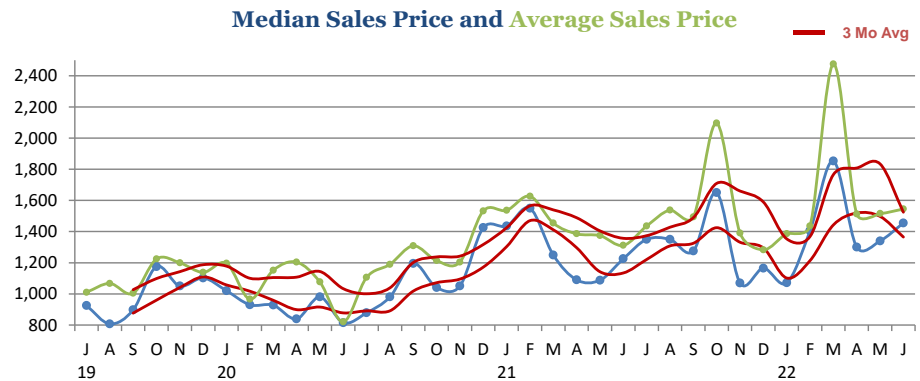
Number of Properties Sold



Prices

The Median Sales Price in June was \$1,455,000, up 18.8% from \$1,225,000 in June of 2021 and up 8.6% from \$1,340,000 last month. The Average Sales Price in June was \$1,544,478, up 17.8% from \$1,311,033 in June of 2021 and up 1.9% from \$1,515,342 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.

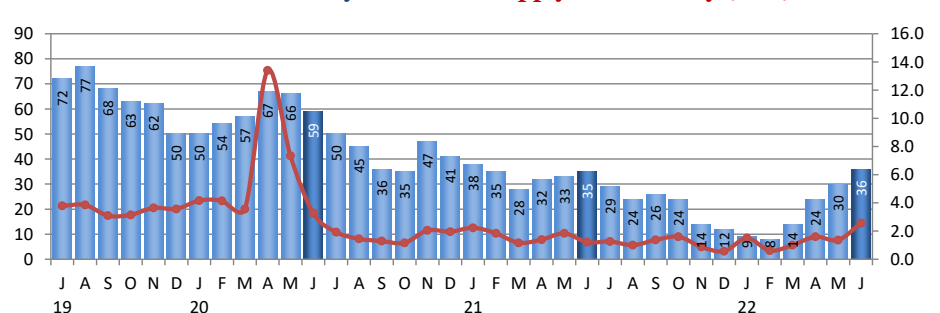
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 36, up 20.0% from 30 last month and up 2.9% from 35 in June of last year. June 2022 Inventory was at a mid level compared with June 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 June 2022 MSI of 2.6 months was at a mid level compared with June of 2021 and 2020.

Market Action Report

June 2022

City: Pacific Grove



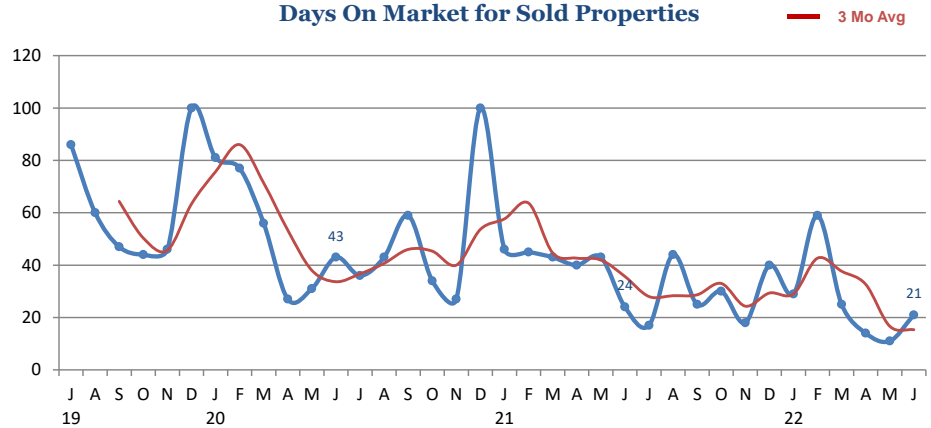
Sotheby's
INTERNATIONAL REALTY

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 June was 21, up 90.9% from 11 days last month and down 12.5% from 24 days in June of last year. The June 2022 DOM was at its lowest level compared with June of 2021 and 2020.

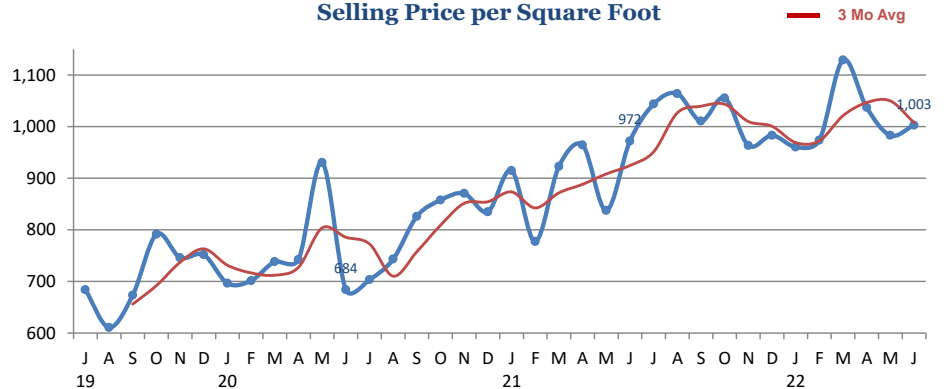
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$1,003 was up 2.0% from \$983 last month and up 3.1% from 972 in June of last year.

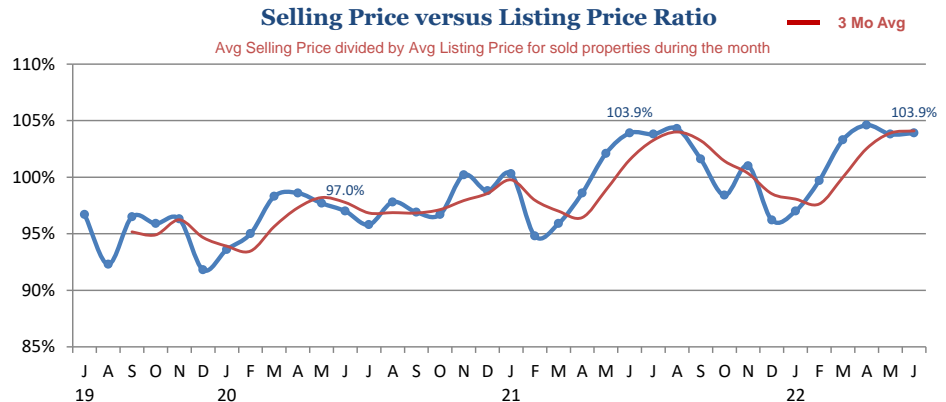
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 103.9% was up from 103.8% last month and equal to 103.9% in June 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 June 2022 was 33, up 22.2% from 27 last month and up 10.0% from 30 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Pacific Grove

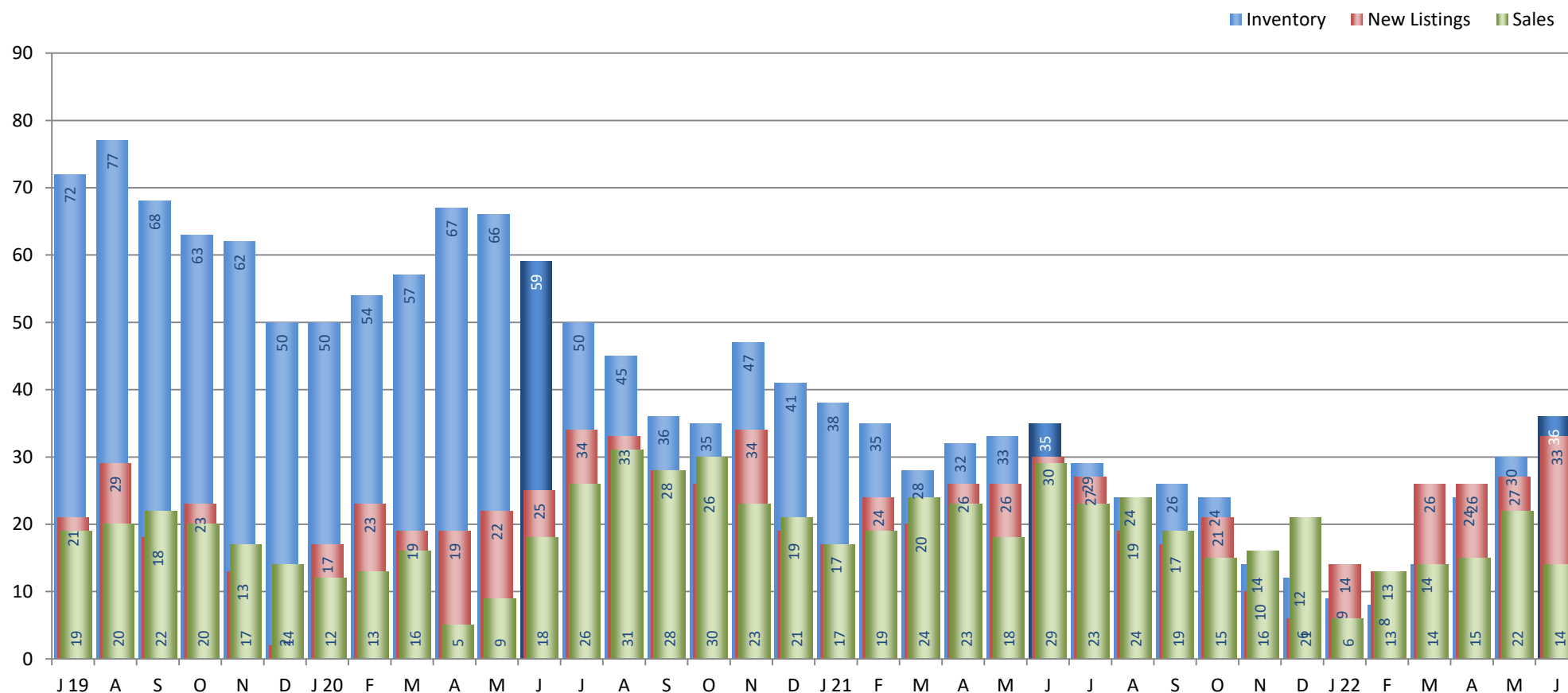


Sotheby's
INTERNATIONAL REALTY

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 June 2022 was 33, up 22.2% from 27 last month and up 10.0% from 30 in June of last year.



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Market Action Report

June 2022

City: Monterey



Sotheby's
INTERNATIONAL REALTY

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

Market Profile & Trends Overview

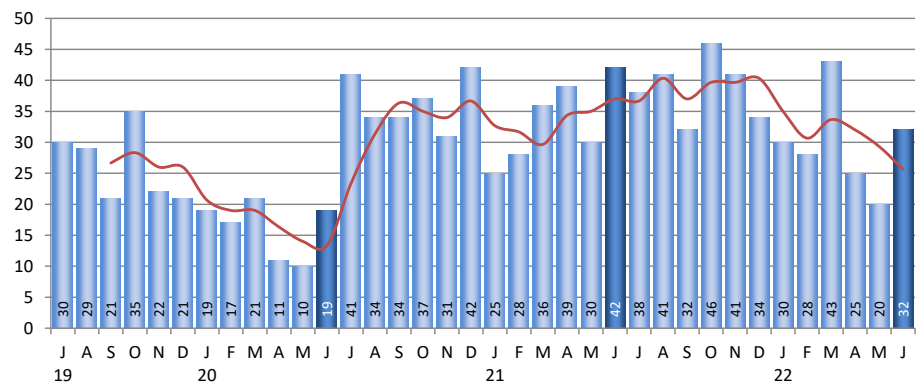
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,369,500	-0%		6%				
Average List Price of all Current Listings	\$2,483,565	47%		30%				
June Median Sales Price	\$1,106,500	-4%	-4%	-4%	14%	\$1,147,000	23%	18%
June Average Sales Price	\$1,128,803	-30%	-16%	-7%	-7%	\$1,355,066	21%	11%
Total Properties Currently for Sale (Inventory)	46	0%		-35%				
June Number of Properties Sold	32	60%		-24%		178	-11%	
June Average Days on Market (Solds)	77	148%	54%	413%	93%	47	15%	18%
Asking Price per Square Foot (based on New Listings)	\$1,052	36%	30%	42%	54%	\$783	17%	15%
June Sold Price per Square Foot	\$697	-11%	-4%	14%	4%	\$710	11%	6%
June Month's Supply of Inventory	1.4	-38%	-24%	-15%	-29%	1.7	-17%	-14%
June Sale Price vs List Price Ratio	99.3%	-3.1%	-1%	-2.9%	-5%	99.4%	0%	-0%

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

Property Sales

June Property sales were 32, down 23.8% from 42 in June of 2021 and 60.0% higher than the 20 sales last month. June 2022 sales were at a mid level compared to June of 2021 and 2020. June YTD sales of 178 are running 11.0% behind last year's year-to-date sales of 200.

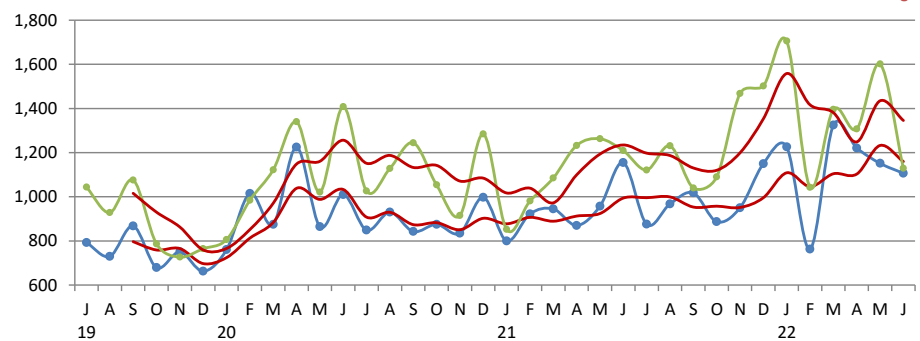
Number of Properties Sold



Prices

The Median Sales Price in June was \$1,106,500, down 4.2% from \$1,155,188 in June of 2021 and down 3.9% from \$1,151,500 last month. The Average Sales Price in June was \$1,128,803, down 6.6% from \$1,208,902 in June of 2021 and down 29.5% from \$1,601,400 last month. June 2022 ASP was at the lowest level compared to June of 2021 and 2020.

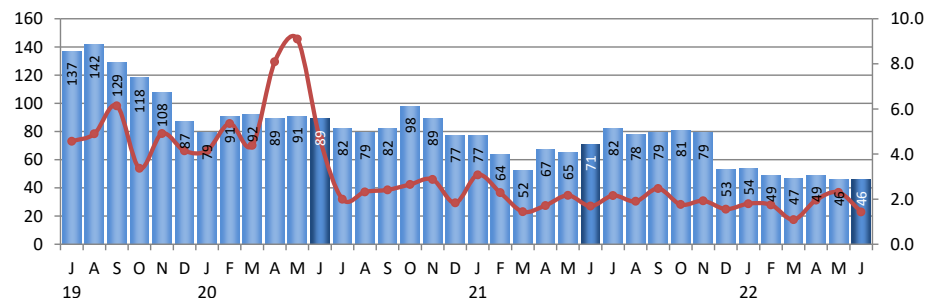
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 46, equal to 46 last month and down 35.2% from 71 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

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

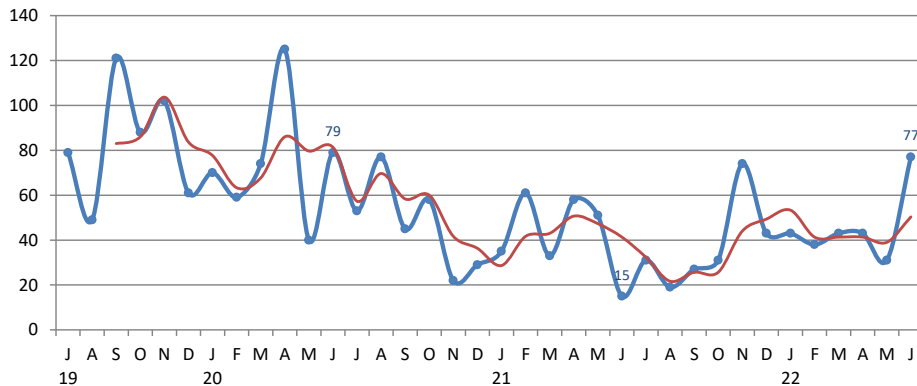


Market Time

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 June was 77, up 148.4% from 31 days last month and up 413.3% from 15 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

Days On Market for Sold Properties

3 Mo Avg

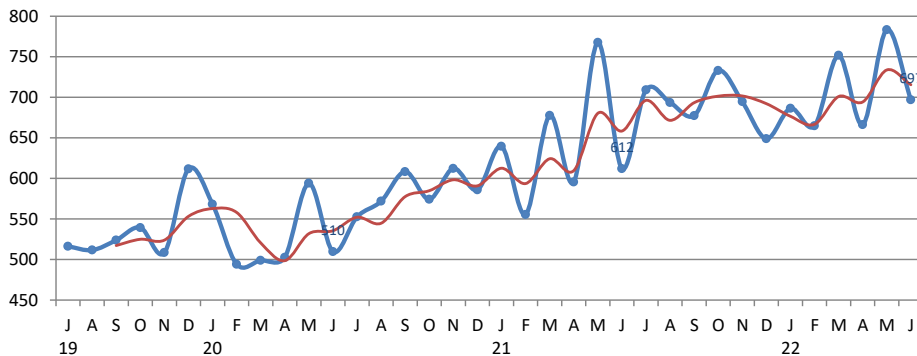


Selling Price per Square Foot

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 June 2022 Selling Price per Square Foot of \$697 was down 11.0% from \$783 last month and up 13.9% from 612 in June of last year.

Selling Price per Square Foot

3 Mo Avg



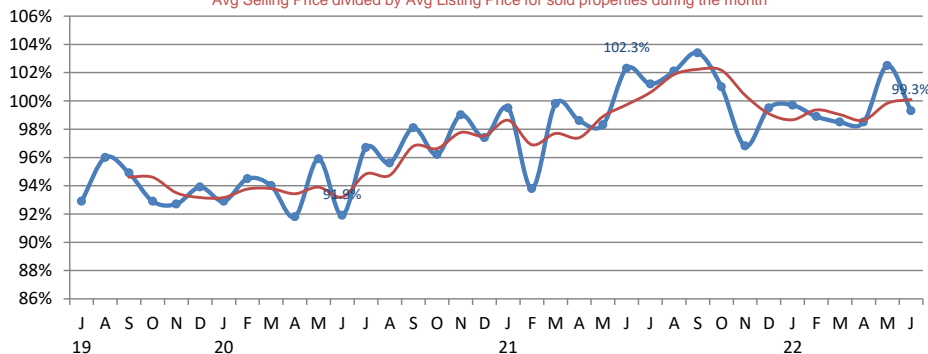
Selling Price vs Original Listings Price

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 June 2022 Selling Price vs Original List Price of 99.3% was down from 102.5% last month and down from 102.3% in June of last year.

Selling Price versus Listing Price Ratio

3 Mo Avg

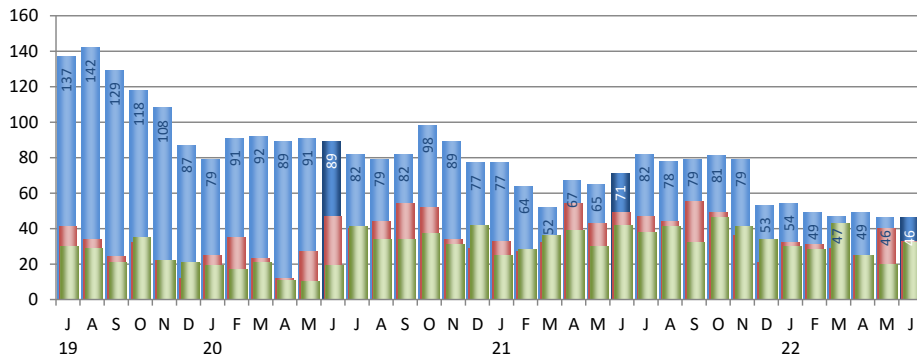
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2022 was 33, down 17.5% from 40 last month and down 32.7% from 49 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Monterey

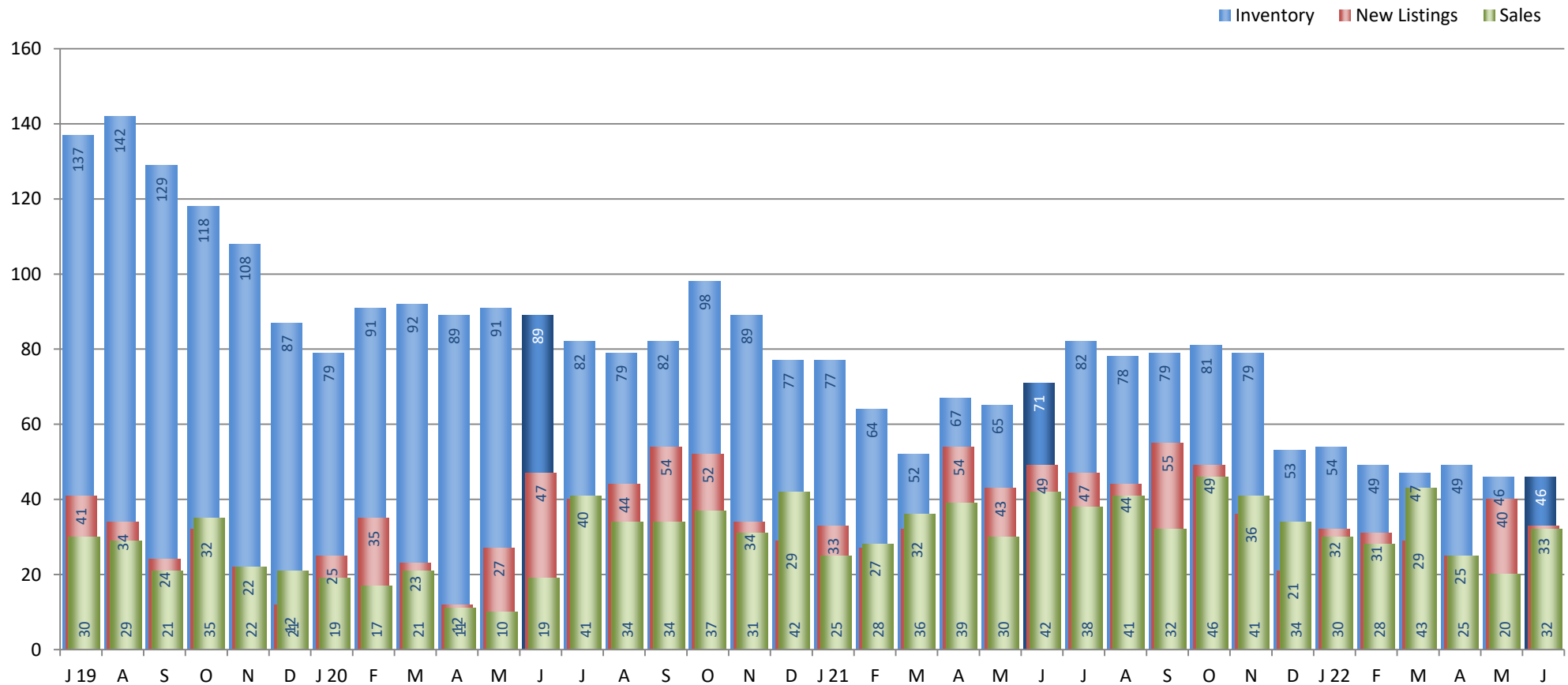


Sotheby's
INTERNATIONAL REALTY

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 June 2022 was 33, down 17.5% from 40 last month and down 32.7% from 49 in June of last year.



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Market Action Report

June 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 Profile & Trends Overview

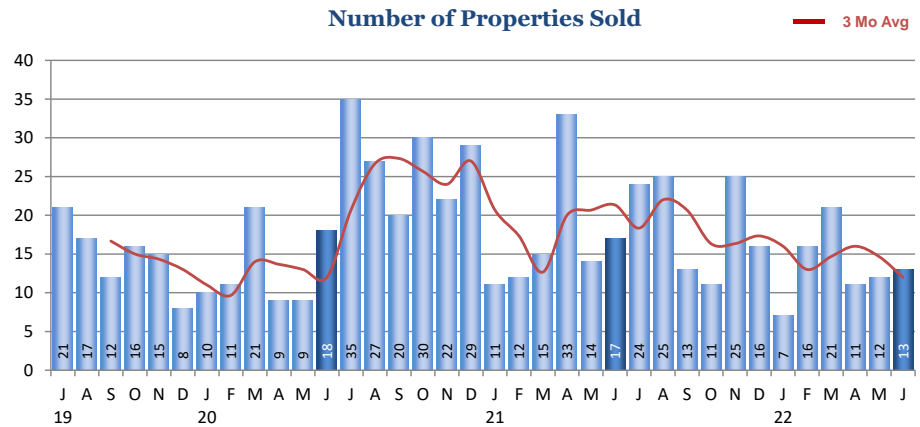
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,497,000	-2%		1%				
Average List Price of all Current Listings	\$2,528,770	-1%		36%				
June Median Sales Price	\$1,065,000	-21%	-18%	-21%	-5%	\$1,255,000	27%	12%
June Average Sales Price	\$1,289,308	-32%	-12%	-7%	-11%	\$1,496,467	19%	3%
Total Properties Currently for Sale (Inventory)	44	5%		-19%				
June Number of Properties Sold	13	8%		-24%		80	-22%	
June Average Days on Market (Solds)	41	0%	-20%	-7%	-38%	52	-27%	-21%
Asking Price per Square Foot (based on New Listings)	\$629	4%	-21%	27%	7%	\$749	53%	27%
June Sold Price per Square Foot	\$477	-16%	-17%	-5%	-6%	\$551	12%	8%
June Month's Supply of Inventory	3.4	-3%	-3%	7%	14%	3.1	-11%	3%
June Sale Price vs List Price Ratio	103.8%	5.3%	3.5%	2.9%	6.4%	99.6%	1%	2%

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

Property Sales

June Property sales were 13, down 23.5% from 17 in June of 2021 and 8.3% higher than the 12 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 80 are running 21.6% behind last year's year-to-date sales of 102.

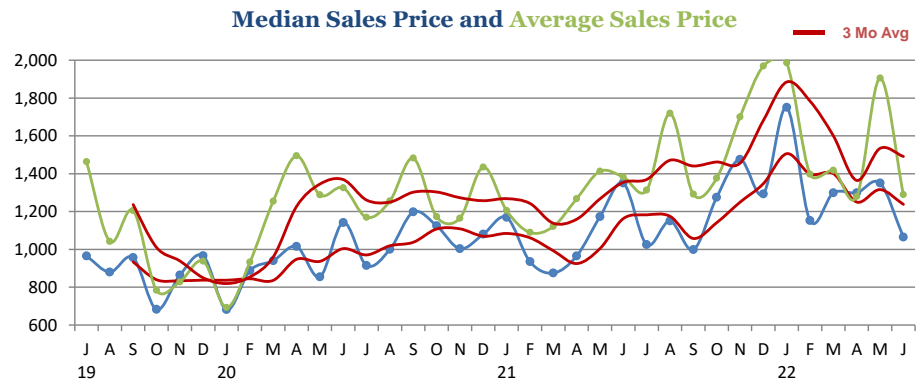
Number of Properties Sold



Prices

The Median Sales Price in June was \$1,065,000, down 21.1% from \$1,350,000 in June of 2021 and down 21.1% from \$1,350,000 last month. The Average Sales Price in June was \$1,289,308, down 6.7% from \$1,382,353 in June of 2021 and down 32.3% from \$1,905,000 last month. June 2022 ASP was at the lowest level compared to June of 2021 and 2020.

Median Sales Price and Average Sales Price

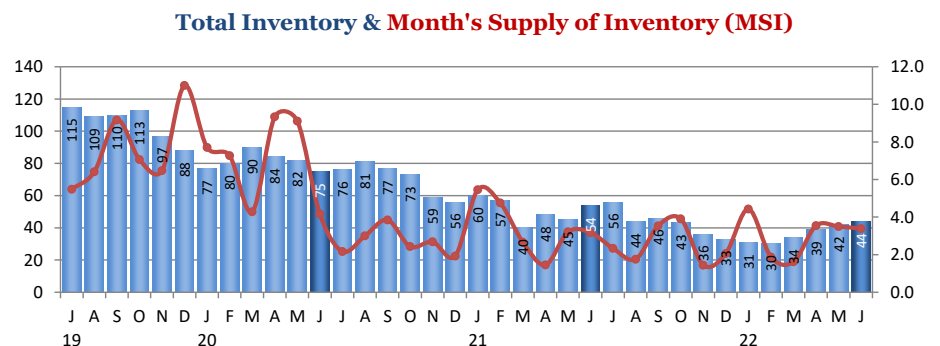


Inventory & MSI

The Total Inventory of Properties available for sale as of June was 44, up 4.8% from 42 last month and down 18.5% from 54 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 3.4 months was at a mid level compared with June of 2021 and 2020.

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



Market Action Report

June 2022

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



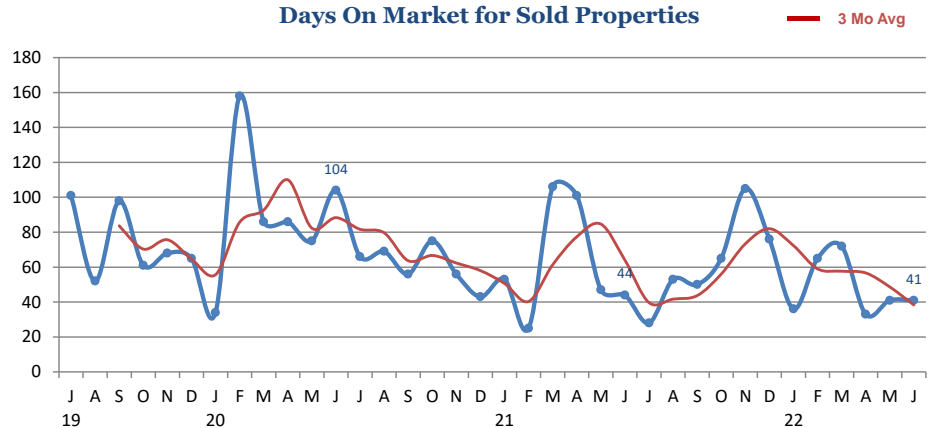
Sotheby's
INTERNATIONAL REALTY

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 June was 41, equal to 41 days last month and down 6.8% from 44 days in June of last year. The June 2022 DOM was at its lowest level compared with June of 2021 and 2020.

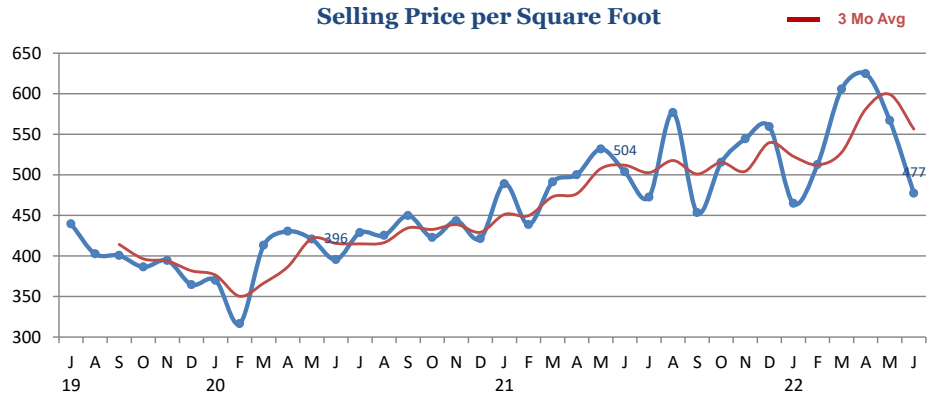
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$477 was down 15.8% from \$567 last month and down 5.2% from 504 in June of last year.

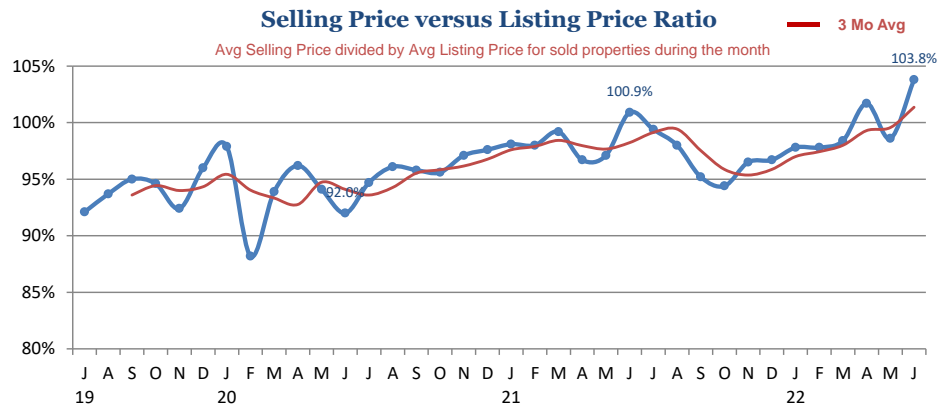
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 103.8% was up from 98.6% last month and up from 100.9% in June 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 June 2022 was 20, down 9.1% from 22 last month and down 28.6% from 28 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

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

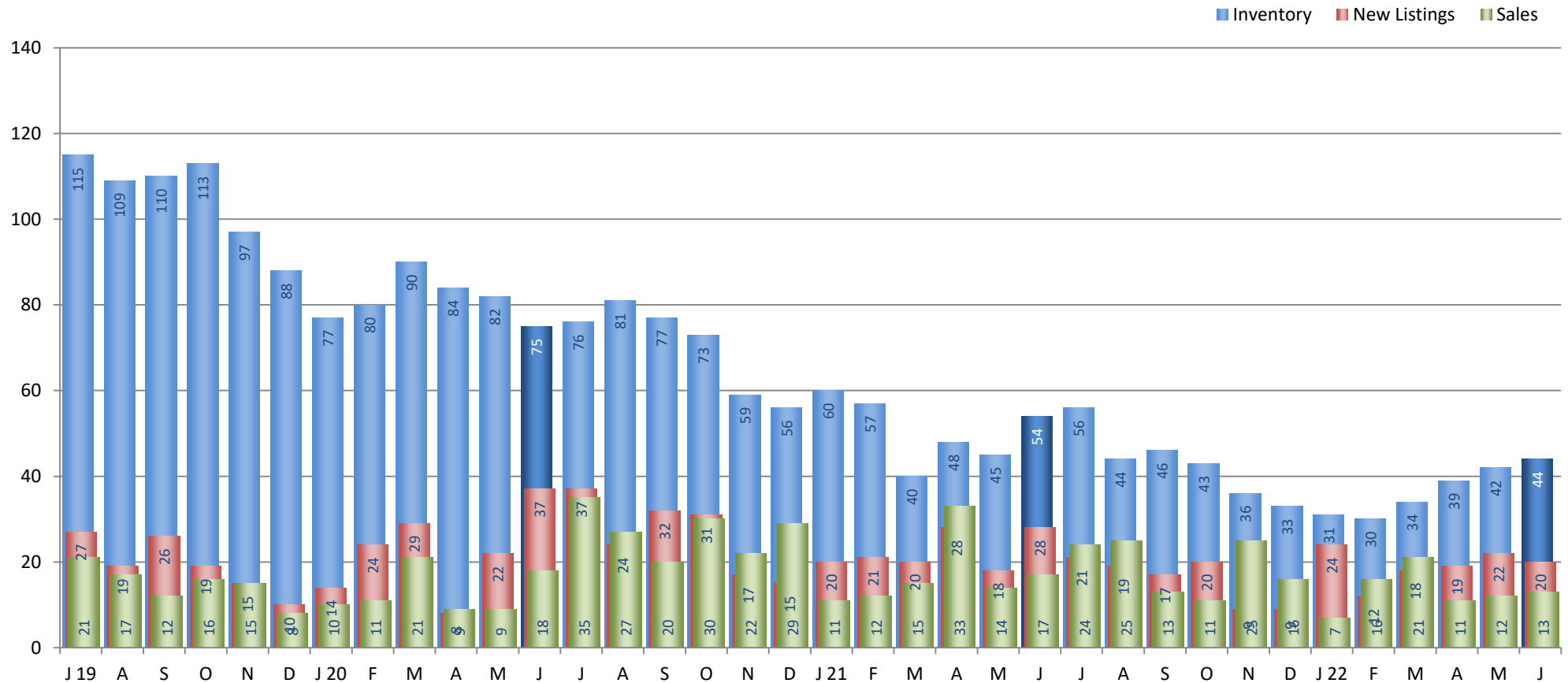


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

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Market Action Report

June 2022

City: Seaside



Sotheby's
INTERNATIONAL REALTY

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

Market Profile & Trends Overview

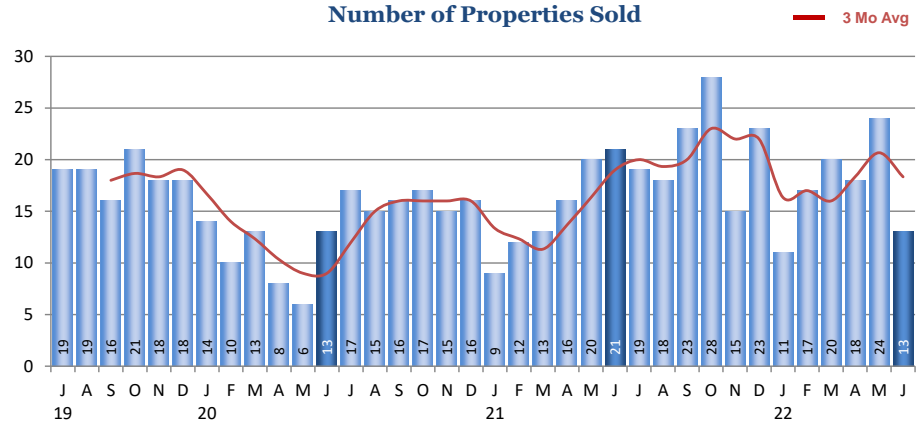
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$759,000	1%		17%				
Average List Price of all Current Listings	\$840,492	-3%		24%				
June Median Sales Price	\$850,000	9%	6%	36%	21%	\$780,000	20%	11%
June Average Sales Price	\$821,885	-1%	1%	28%	12%	\$782,873	12%	7%
Total Properties Currently for Sale (Inventory)	32	3%		52%				
June Number of Properties Sold	13	-46%		-38%		103	13%	
June Average Days on Market (Solds)	13	8%	-19%	-55%	-48%	20	-23%	-20%
Asking Price per Square Foot (based on New Listings)	\$650	2%	0%	23%	18%	\$636	24%	15%
June Sold Price per Square Foot	\$644	0%	4%	27%	18%	\$617	19%	13%
June Month's Supply of Inventory	2.5	91%	48%	146%	89%	1.5	7%	12%
June Sale Price vs List Price Ratio	100.5%	-1.5%	-2.0%	-2%	-4%	101.9%	2%	1%

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

Property Sales

June Property sales were 13, down 38.1% from 21 in June of 2021 and 45.8% lower than the 24 sales last month. June 2022 sales were at their lowest level compared to June of 2021 and 2020. June YTD sales of 103 are running 13.2% ahead of last year's year-to-date sales of 91.

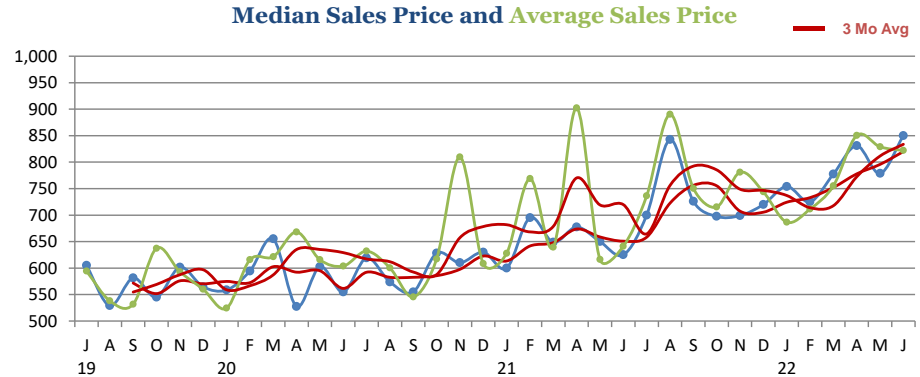
Number of Properties Sold



Prices

The Median Sales Price in June was \$850,000, up 36.0% from \$625,000 in June of 2021 and up 9.1% from \$778,750 last month. The Average Sales Price in June was \$821,885, up 28.2% from \$641,173 in June of 2021 and down 0.9% from \$828,938 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.

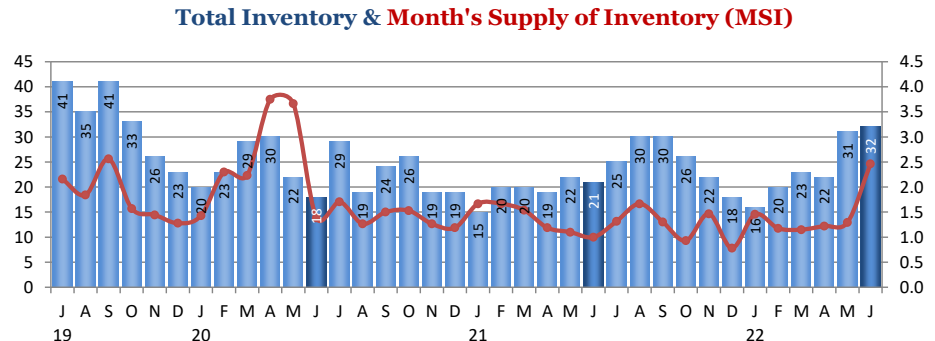
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 32, up 3.2% from 31 last month and up 52.4% from 21 in June of last year. June 2022 Inventory was at its highest level compared with June of 2021 and 2020.

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

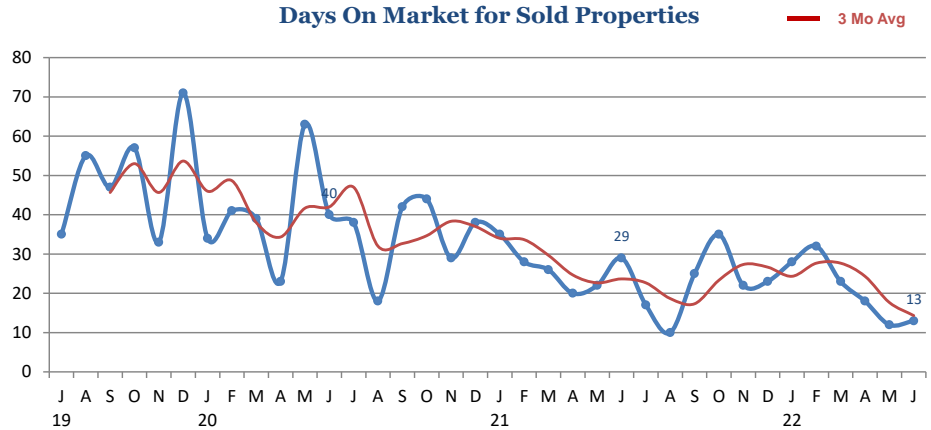


A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2022 MSI of 2.5 months was at its highest level compared with June of 2021 and 2020.

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 June was 13, up 8.3% from 12 days last month and down 55.2% from 29 days in June of last year. The June 2022 DOM was at its lowest level compared with June of 2021 and 2020.

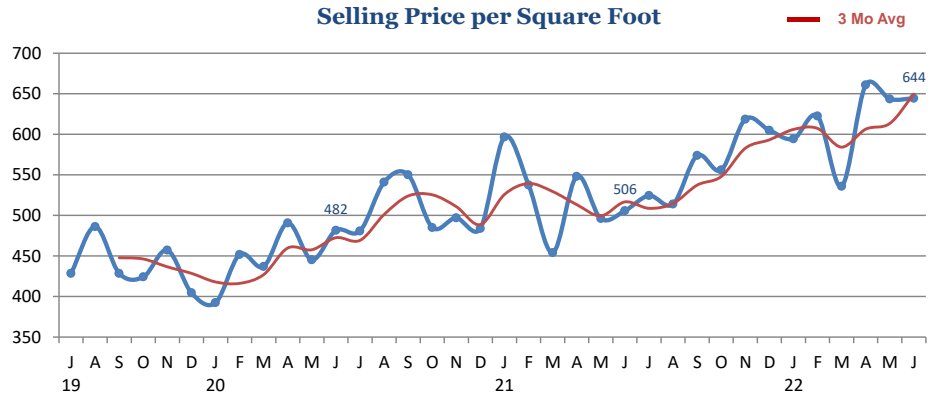
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$644 was up 0.1% from \$644 last month and up 27.4% from 506 in June of last year.

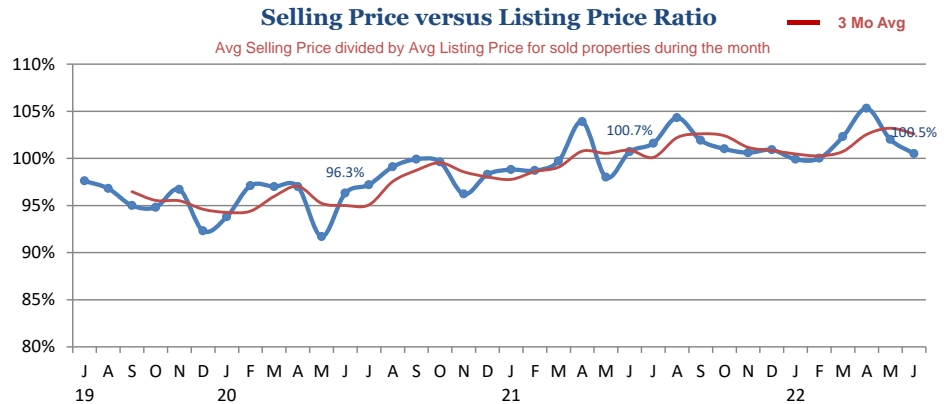
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 100.5% was down from 102.0% last month and down from 100.7% in June 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 June 2022 was 21, down 12.5% from 24 last month and down 8.7% from 23 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Seaside

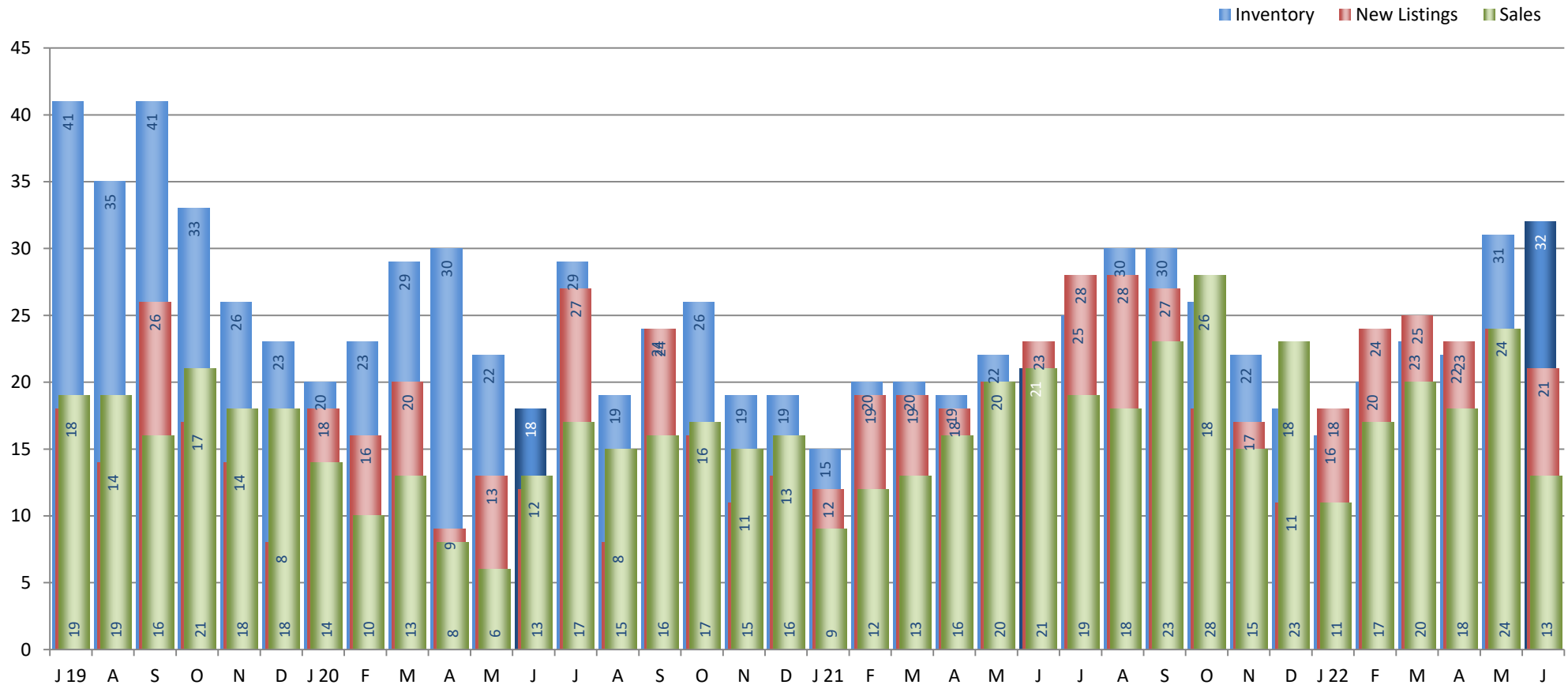


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

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Market Profile & Trends Overview

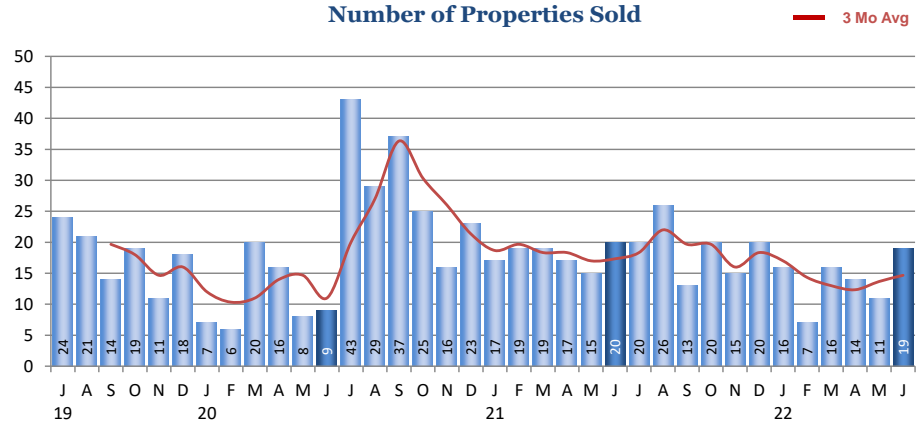
	Month	Trending versus*:					Trending versus*:	
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$895,000	-2%		16%				
Average List Price of all Current Listings	\$938,426	-3%		-7%				
June Median Sales Price	\$845,000	-3%	2%	-1%	7%	\$845,000	12%	7%
June Average Sales Price	\$828,553	-8%	1%	1%	5%	\$822,789	9%	4%
Total Properties Currently for Sale (Inventory)	33	18%		83%				
June Number of Properties Sold	19	73%		-5%		83	-22%	
June Average Days on Market (Solds)	20	11%	-17%	67%	18%	25	79%	47%
Asking Price per Square Foot (based on New Listings)	\$512	-4%	-1%	17%	12%	\$520	19%	14%
June Sold Price per Square Foot	\$532	7%	4%	22%	17%	\$499	16%	10%
June Month's Supply of Inventory	1.7	-32%	-13%	93%	143%	1.4	100%	97%
June Sale Price vs List Price Ratio	99.3%	-8%	-1.4%	-3.1%	-1.7%	100.6%	-1%	-0%

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

Property Sales

June Property sales were 19, down 5.0% from 20 in June of 2021 and 72.7% higher than the 11 sales last month. June 2022 sales were at a mid level compared to June of 2021 and 2020. June YTD sales of 83 are running 22.4% behind last year's year-to-date sales of 107.

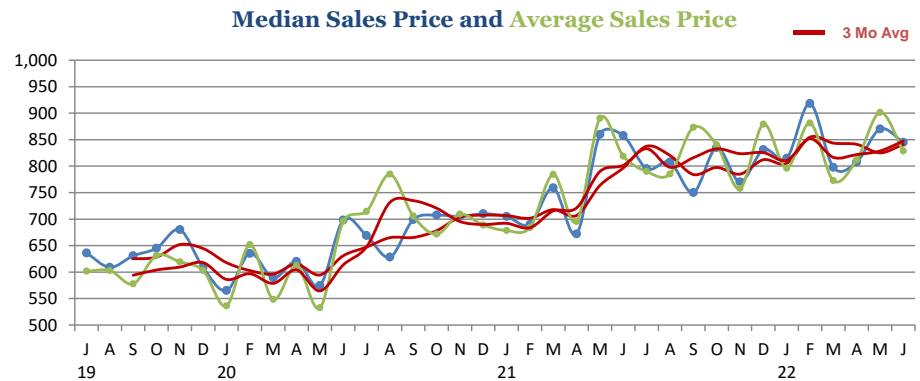
Number of Properties Sold



Prices

The Median Sales Price in June was \$845,000, down 1.5% from \$857,778 in June of 2021 and down 2.9% from \$870,000 last month. The Average Sales Price in June was \$828,553, up 1.2% from \$818,803 in June of 2021 and down 8.1% from \$901,546 last month. June 2022 ASP was at the highest level compared to June of 2021 and 2020.

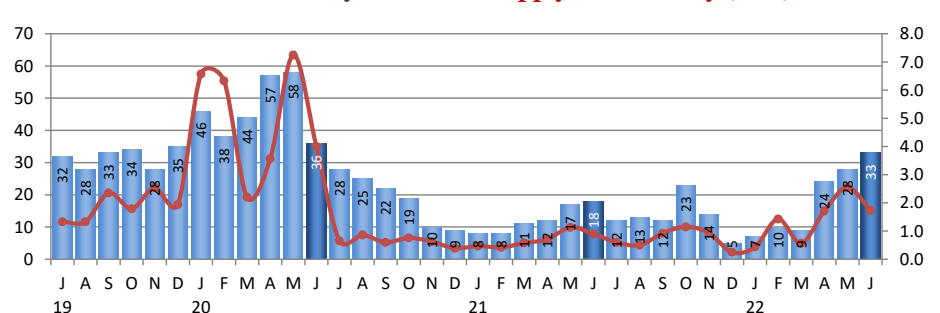
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 33, up 17.9% from 28 last month and up 83.3% from 18 in June of last year. June 2022 Inventory was at a mid level compared with June 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 June 2022 MSI of 1.7 months was at a mid level compared with June 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 June was 20, up 11.1% from 18 days last month and up 66.7% from 12 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

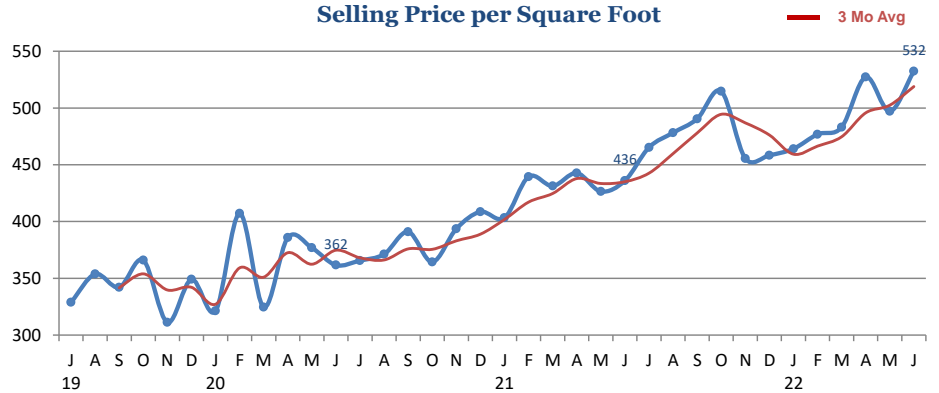
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$532 was up 7.1% from \$497 last month and up 22.1% from 436 in June of last year.

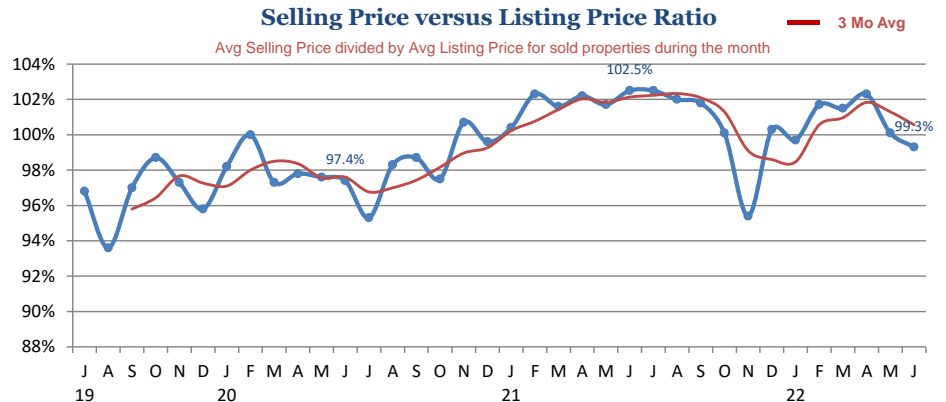
Selling Price per Square Foot



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 June 2022 Selling Price vs Original List Price of 99.3% was down from 100.1% last month and down from 102.5% in June 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 June 2022 was 25, down 13.8% from 29 last month and up 19.0% from 21 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

City: Marina

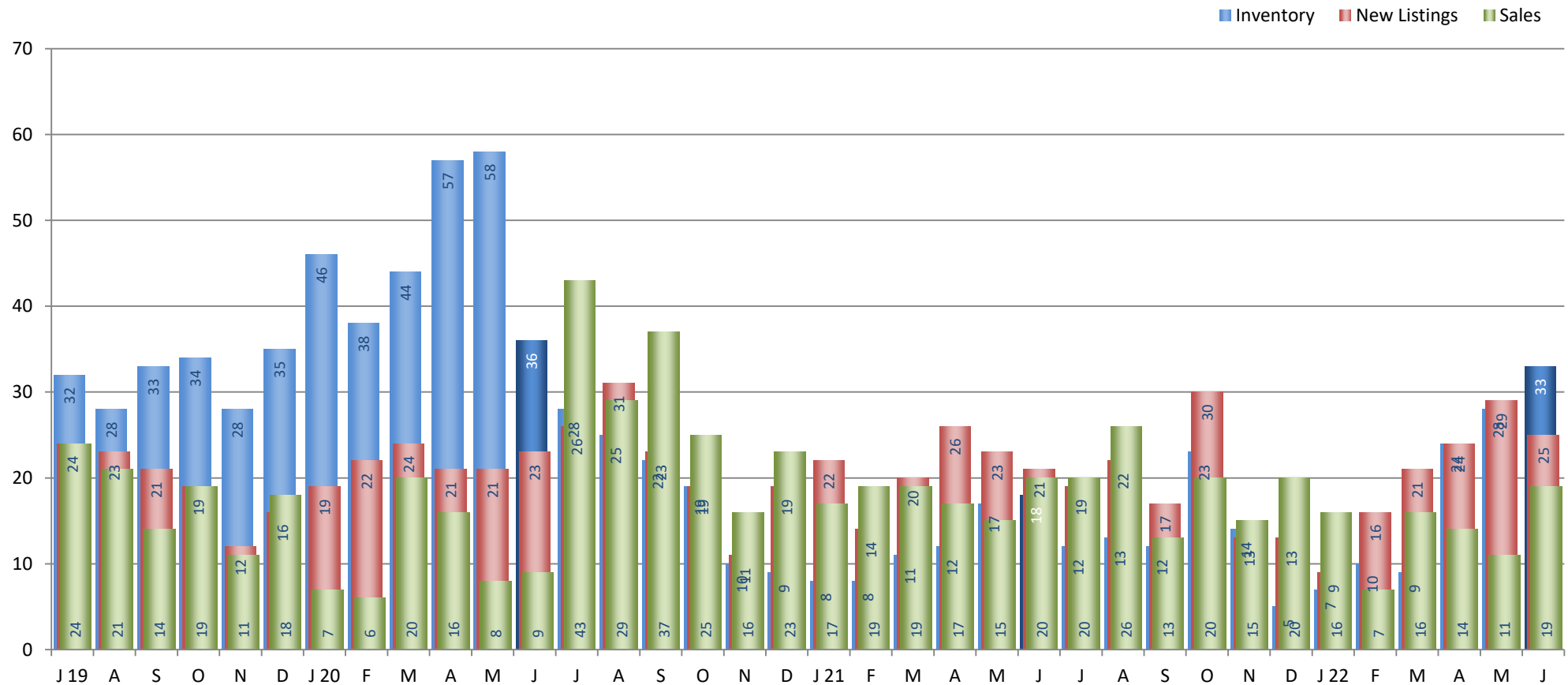


Sotheby's
INTERNATIONAL REALTY

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 June 2022 was 25, down 13.8% from 29 last month and up 19.0% from 21 in June of last year.



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Market Action Report

County: Monterey

June 2022



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

Market Profile & Trends Overview

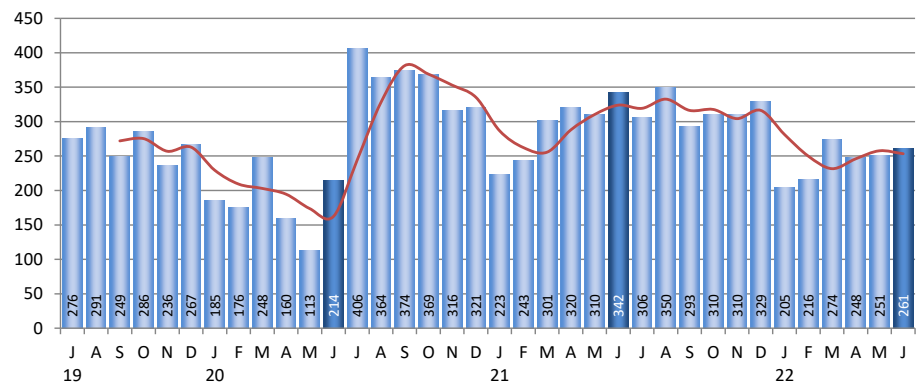
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$999,000	2%		0%				
Average List Price of all Current Listings	\$2,144,188	1%		10%				
June Median Sales Price	\$795,000	-8%	-6%	-1%	-1%	\$847,000	6%	5%
June Average Sales Price	\$1,242,222	-13%	-9%	-2%	-4%	\$1,414,881	10%	10%
Total Properties Currently for Sale (Inventory)	578	6%		-7%				
June Number of Properties Sold	261	4%		-24%		1,455	-16%	
June Average Days on Market (Solds)	40	74%	25%	14%	-5%	36	-22%	-14%
Asking Price per Square Foot (based on New Listings)	\$754	3%	3%	23%	14%	\$732	17%	11%
June Sold Price per Square Foot	\$666	-9%	-6%	5%	4%	\$703	11%	10%
June Month's Supply of Inventory	2.2	2%	4%	22%	17%	1.9	-6%	2%
June Sale Price vs List Price Ratio	98.7%	-2.3%	-1.7%	-2.2%	-1.0%	100.0%	1%	0%

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

Property Sales

June Property sales were 261, down 23.7% from 342 in June of 2021 and 4.0% higher than the 251 sales last month. June 2022 sales were at a mid level compared to June of 2021 and 2020. June YTD sales of 1,455 are running 16.3% behind last year's year-to-date sales of 1,739.

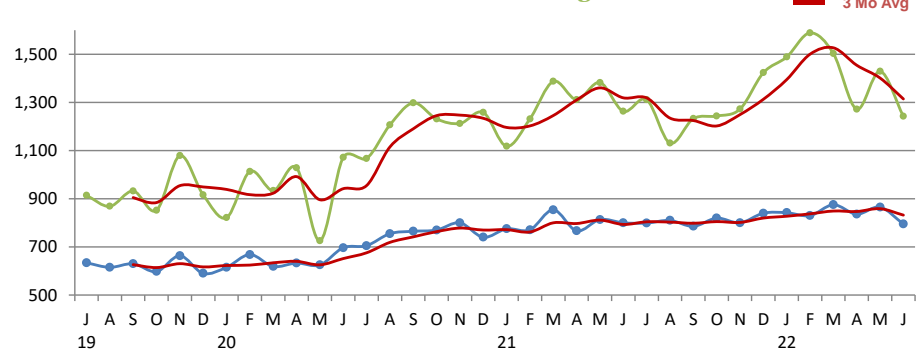
Number of Properties Sold



Prices

The Median Sales Price in June was \$795,000, down 0.6% from \$800,000 in June of 2021 and down 8.1% from \$865,000 last month. The Average Sales Price in June was \$1,242,222, down 1.6% from \$1,262,979 in June of 2021 and down 13.1% from \$1,429,450 last month. June 2022 ASP was at a mid range compared to June of 2021 and 2020.

Median Sales Price and Average Sales Price

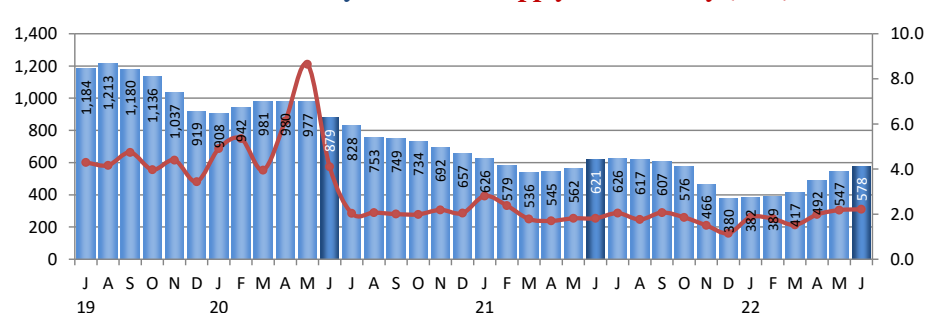


Inventory & MSI

The Total Inventory of Properties available for sale as of June was 578, up 5.7% from 547 last month and down 6.9% from 621 in June of last year. June 2022 Inventory was at its lowest level compared with June of 2021 and 2020.

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

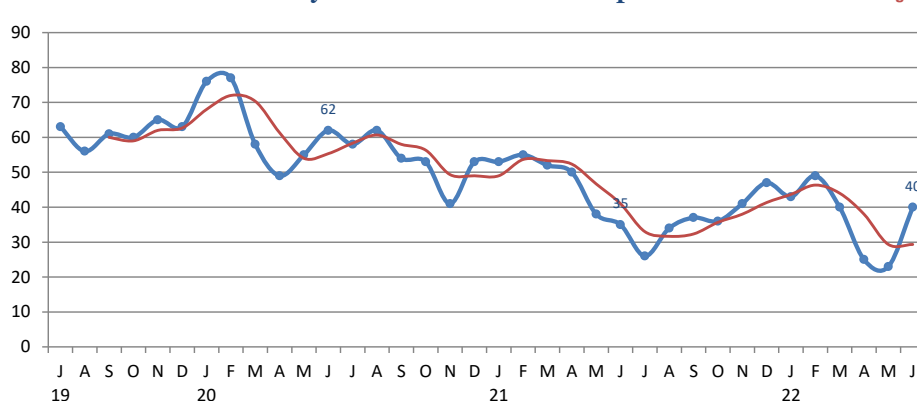
Total Inventory & Month's Supply of Inventory (MSI)



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 June was 40, up 73.9% from 23 days last month and up 14.3% from 35 days in June of last year. The June 2022 DOM was at a mid level compared with June of 2021 and 2020.

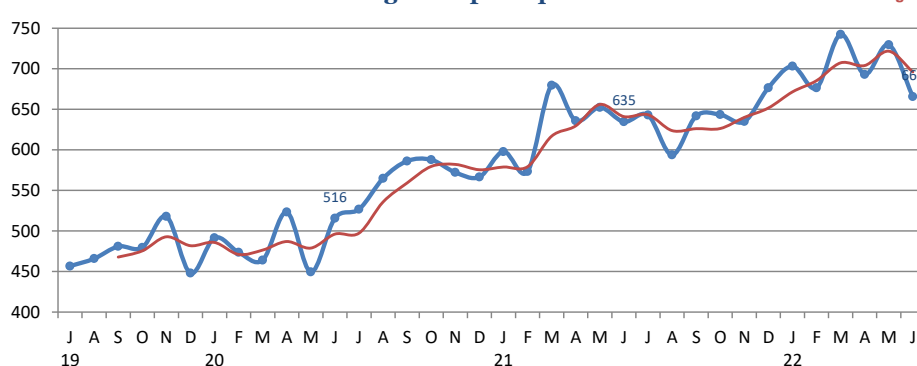
Days On Market for Sold Properties



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 June 2022 Selling Price per Square Foot of \$666 was down 8.8% from \$730 last month and up 4.9% from 635 in June 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 June 2022 Selling Price vs Original List Price of 98.7% was down from 101.0% last month and down from 100.9% in June of last year.

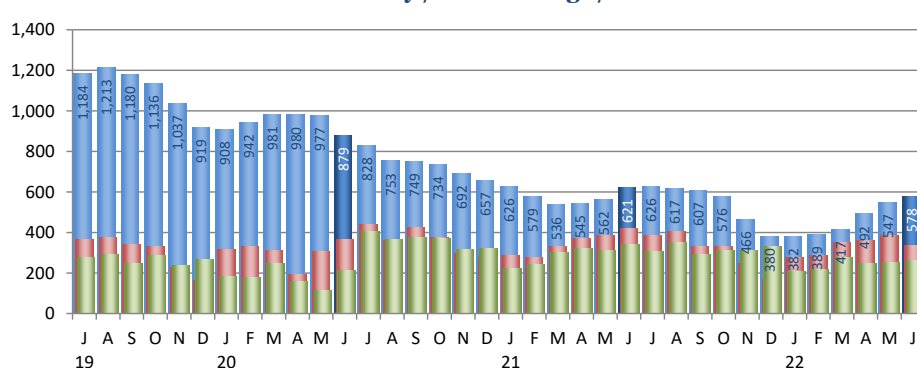
Selling Price versus Listing Price Ratio



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 June 2022 was 336, down 12.7% from 385 last month and down 20.0% from 420 in June of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

June 2022

County: Monterey

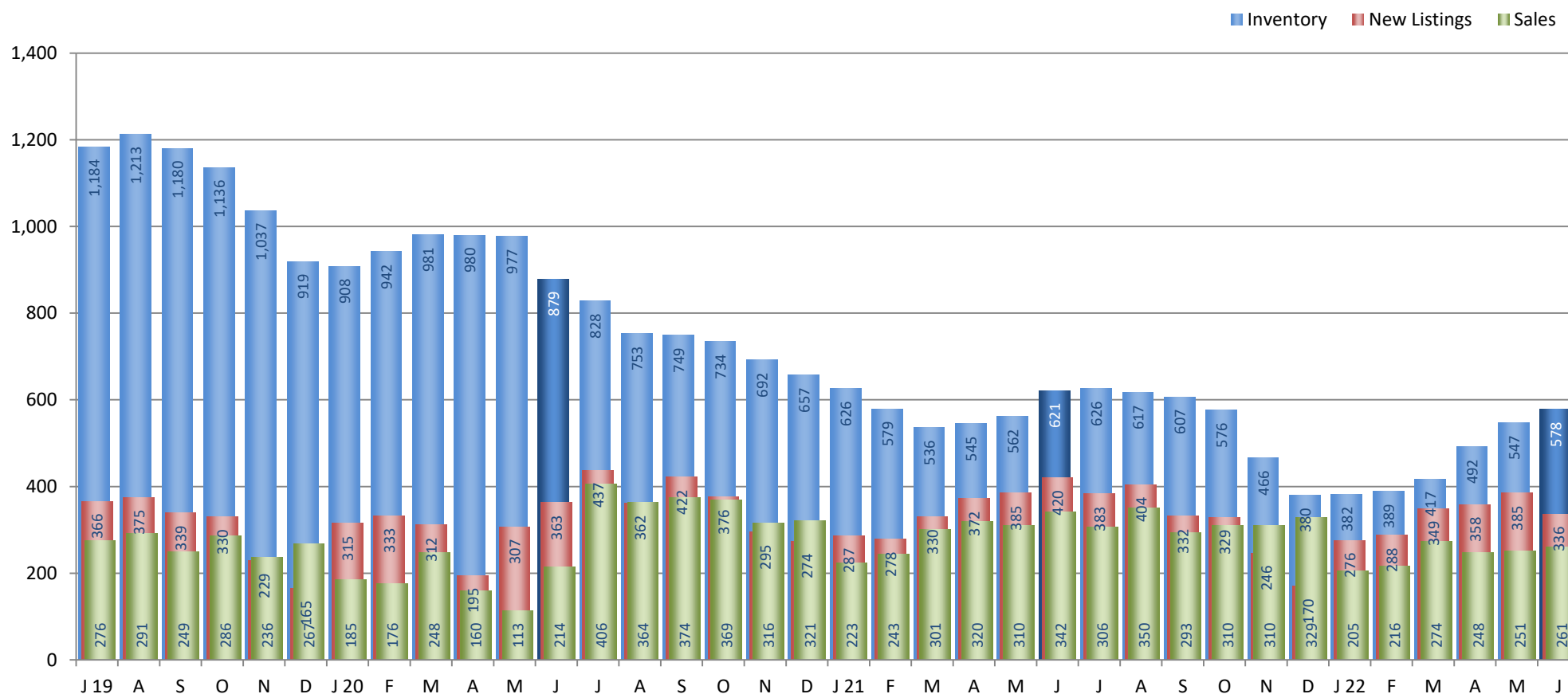


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

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