



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

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INTERNATIONAL REALTY

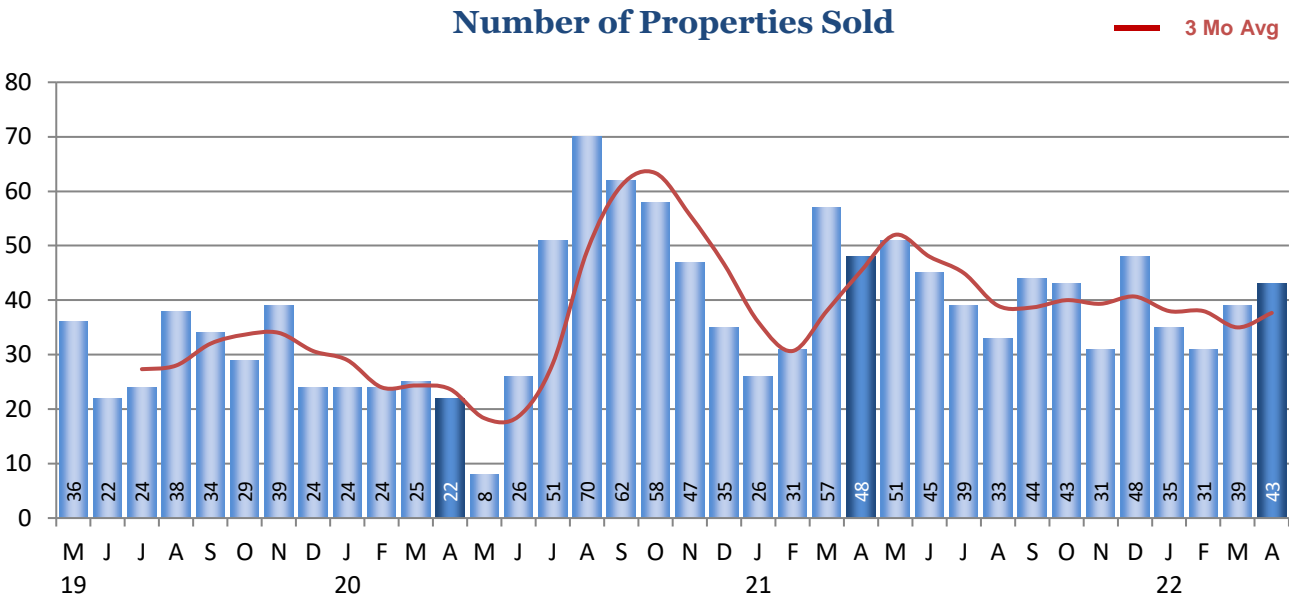
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,512,500	23%		50%				
Average List Price of all Current Listings	\$3,510,911	-0%		27%				
April Median Sales Price	\$1,800,000	-27%	-15%	-4%	-6%	\$2,125,000	19%	12%
April Average Sales Price	\$2,718,861	-16%	2%	8%	8%	\$2,677,424	17%	6%
Total Properties Currently for Sale (Inventory)	80	-4%		-31%				
April Number of Properties Sold	43	10%		-10%		148	-9%	
April Average Days on Market (Solds)	23	-56%	-51%	-57%	-63%	47	-36%	-24%
Asking Price per Square Foot (based on New Listings)	\$1,370	4%	-1%	15%	10%	\$1,383	18%	11%
April Sold Price per Square Foot	\$1,282	-18%	-3%	6%	9%	\$1,318	17%	12%
April Month's Supply of Inventory	1.9	-13%	-11%	-23%	-34%	2.1	-36%	-24%
April Sale Price vs List Price Ratio	100.7%	.3%	1.5%	1.9%	3.5%	99.2%	3%	2%

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

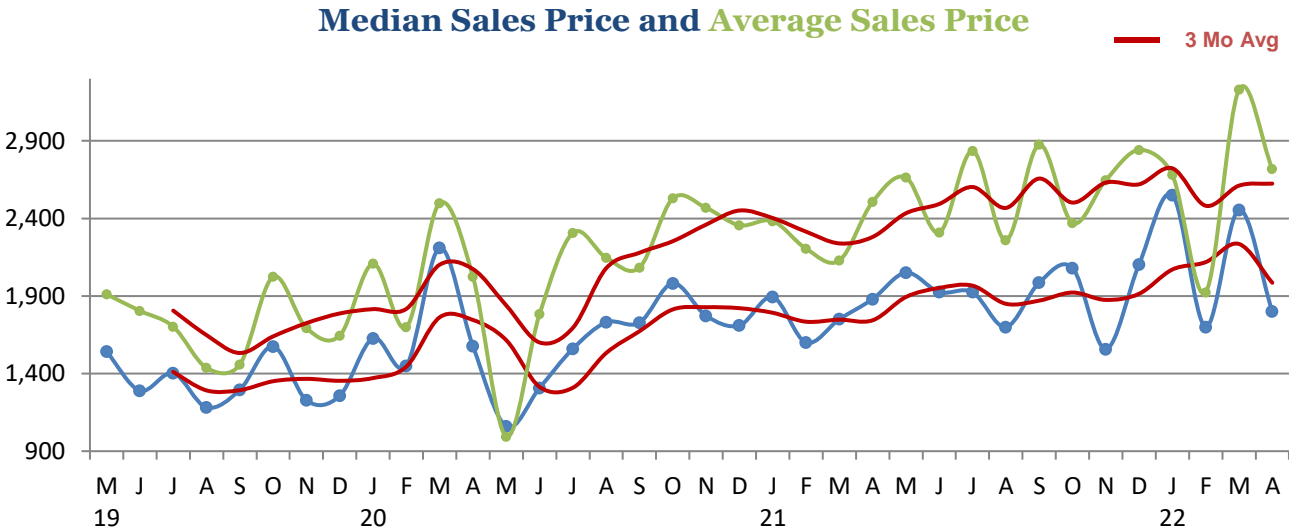
Property Sales

April Property sales were 43, down 10.4% from 48 in April of 2021 and 10.3% higher than the 39 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 148 are running 8.6% behind last year's year-to-date sales of 162.



Prices

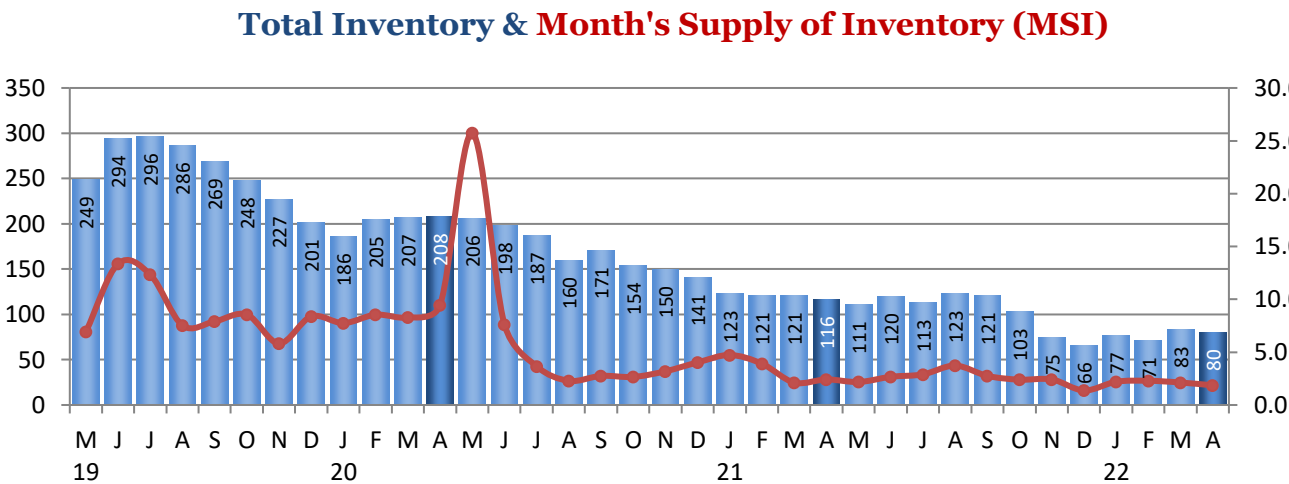
The Median Sales Price in April was \$1,800,000, down 4.3% from \$1,880,000 in April of 2021 and down 26.7% from \$2,455,000 last month. The Average Sales Price in April was \$2,718,861, up 8.5% from \$2,506,948 in April of 2021 and down 15.8% from \$3,229,220 last month. April 2022 ASP was at the highest level compared to April of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 80, down 3.6% from 83 last month and down 31.0% from 116 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

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





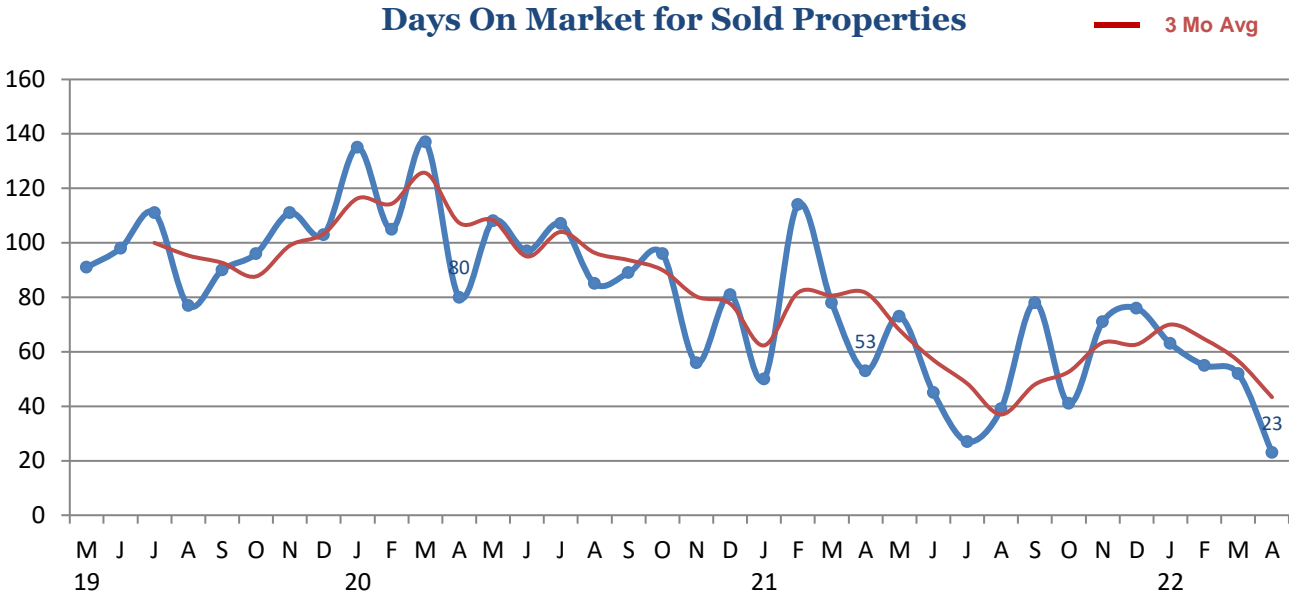
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 April was 23, down 55.8% from 52 days last month and down 56.6% from 53 days in April of last year. The April 2022 DOM was at its highest level compared with April of 2021 and 2020.

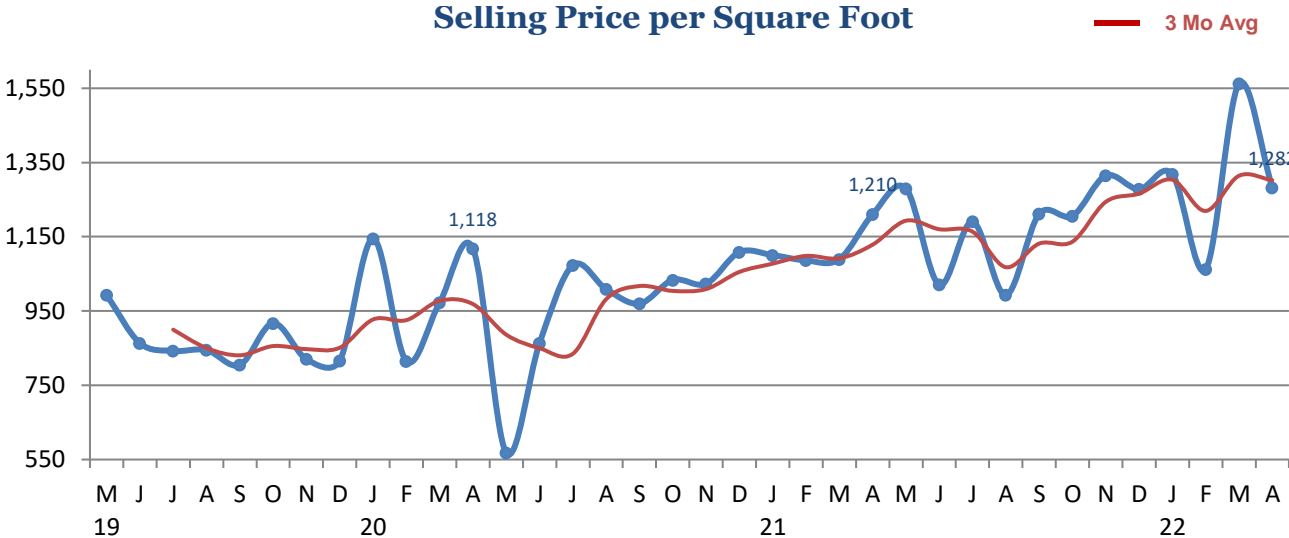
Days On Market for Sold Properties



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 April 2022 Selling Price per Square Foot of \$1,282 was down 17.9% from \$1,562 last month and up 6.0% from 1,210 in April of last year.

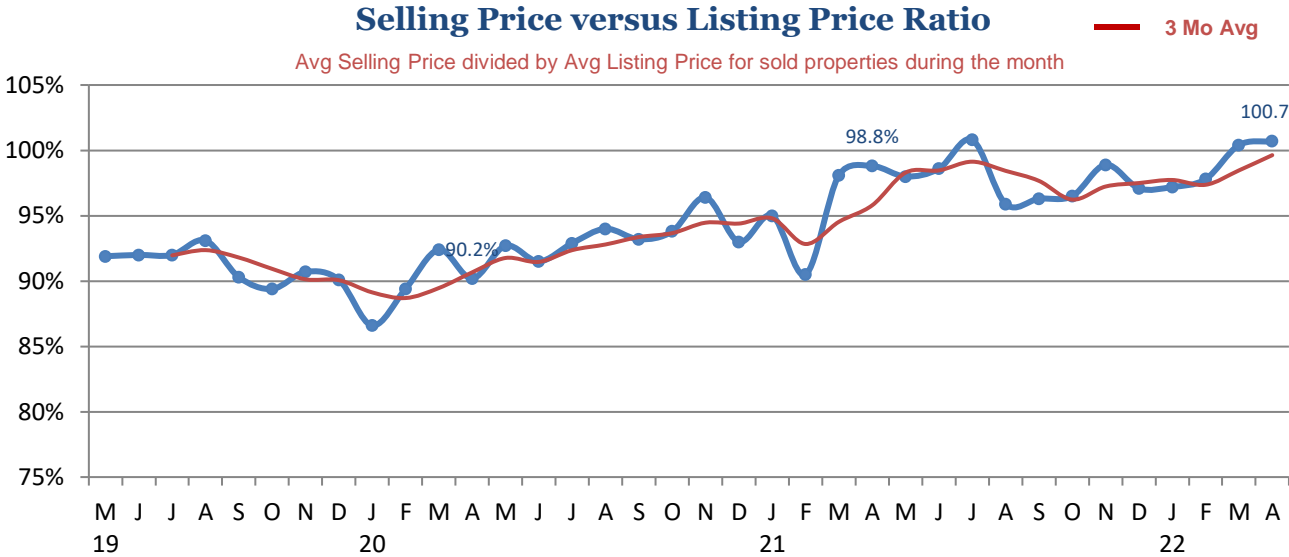
Selling Price per Square Foot



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 April 2022 Selling Price vs Original List Price of 100.7% was up from 100.4% last month and up from 98.8% in April of last year.

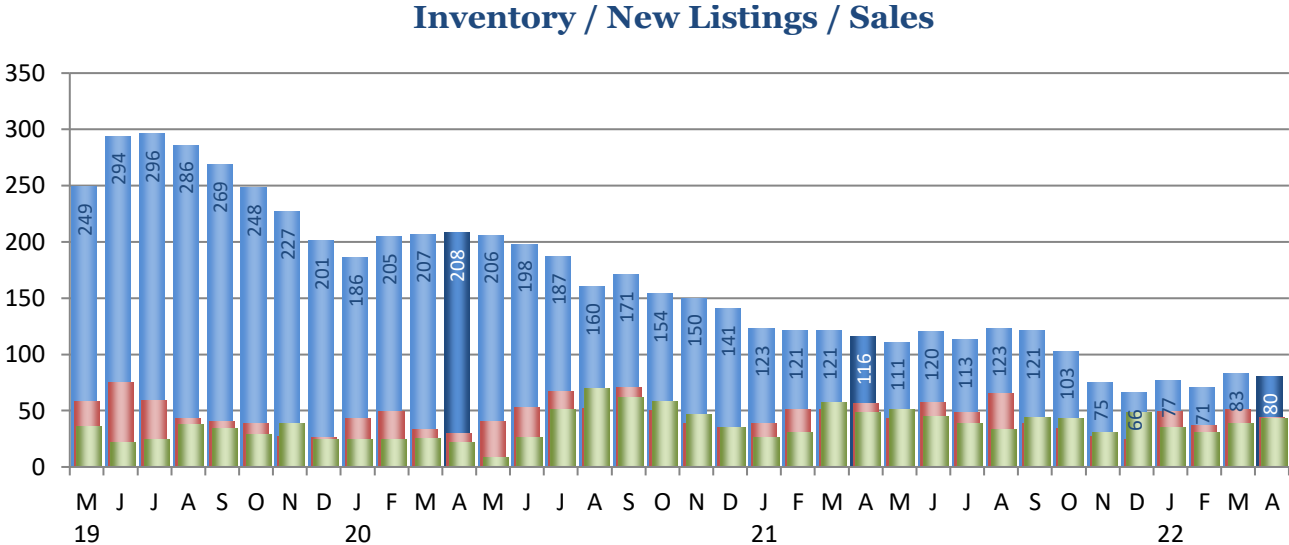
Selling Price versus Listing Price Ratio



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 April 2022 was 44, down 13.7% from 51 last month and down 21.4% from 56 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

April 2022

City: Carmel

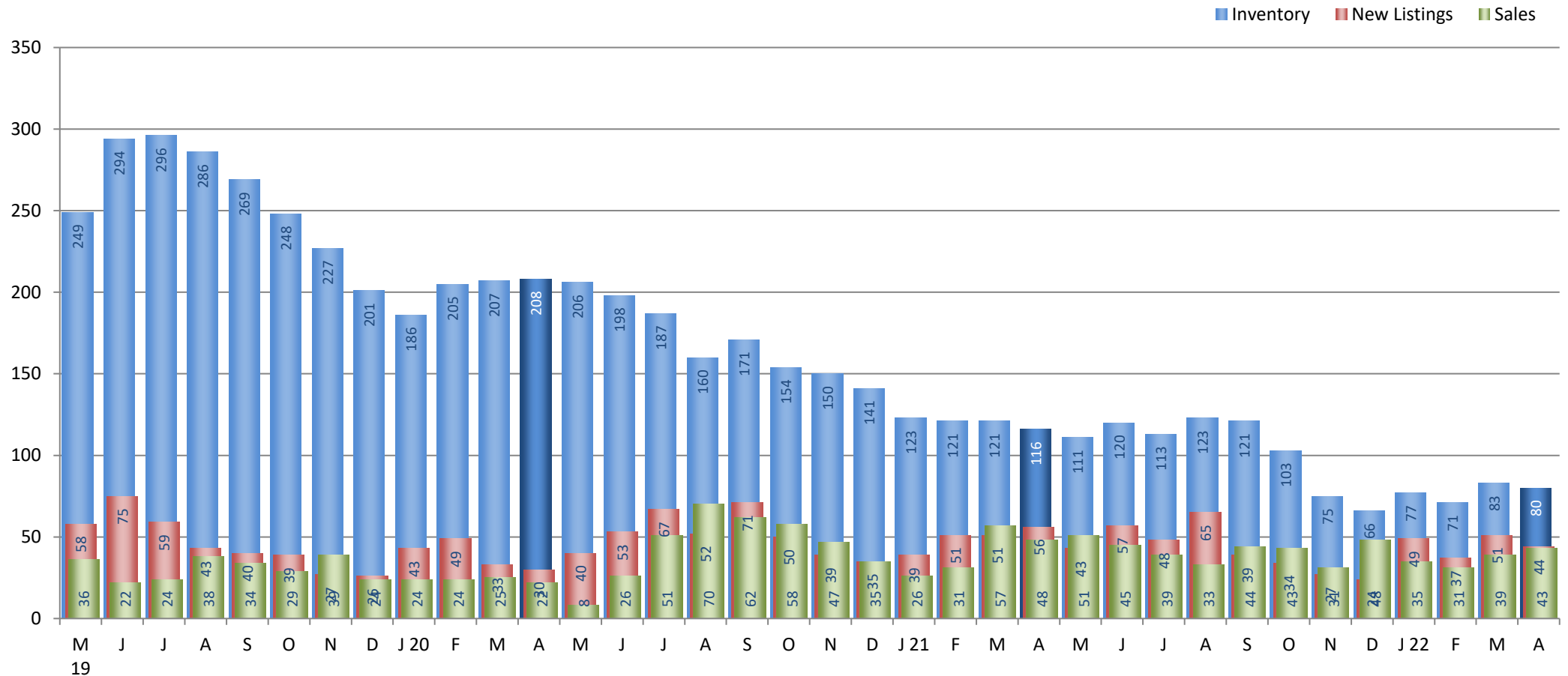


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 44, down 13.7% from 51 last month and down 21.4% from 56 in April of last year.



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

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Market Profile & Trends Overview

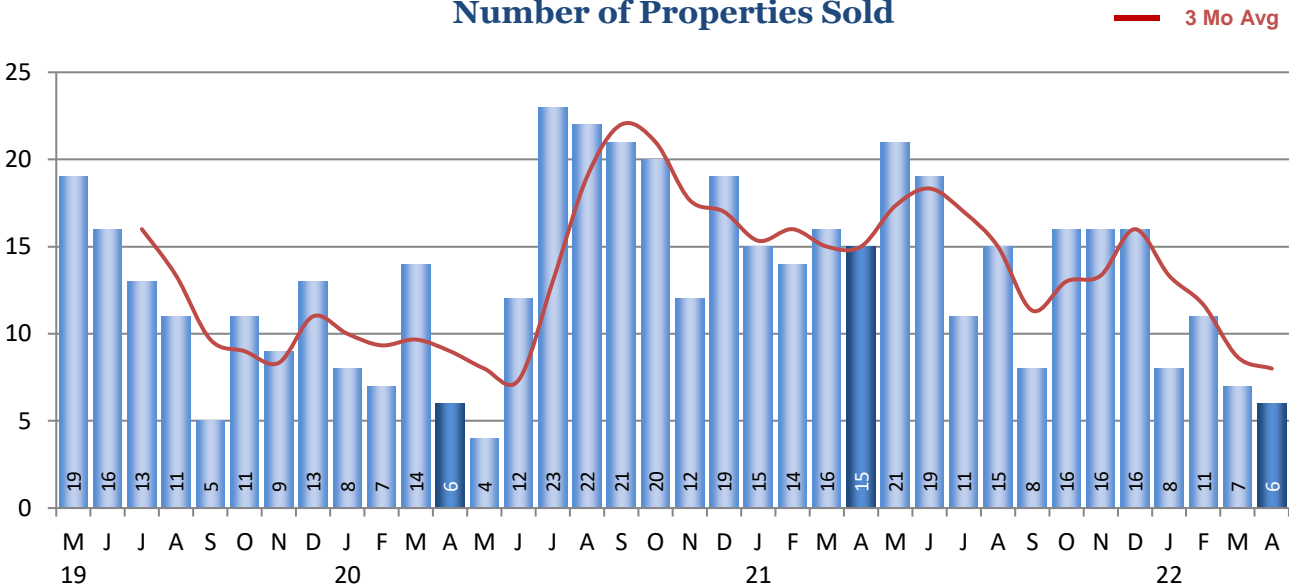
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$950,000	-2%		-5%				
Average List Price of all Current Listings	\$1,442,667	2%		-14%				
April Median Sales Price	\$1,610,000	24%	-1%	56%	17%	\$1,625,000	33%	18%
April Average Sales Price	\$3,187,333	137%	52%	127%	98%	\$2,092,059	41%	30%
Total Properties Currently for Sale (Inventory)	27	-25%		-34%				
April Number of Properties Sold	6	-14%		-60%		32	-47%	
April Average Days on Market (Solds)	82	382%	8%	-45%	-13%	76	-45%	-19%
Asking Price per Square Foot (based on New Listings)	\$717	5%	-3%	-11%	1%	\$738	9%	4%
April Sold Price per Square Foot	\$940	59%	21%	64%	40%	\$778	22%	16%
April Month's Supply of Inventory	4.5	-13%	12%	65%	41%	4.0	11%	26%
April Sale Price vs List Price Ratio	97.3%	-1.2%	1.1%	2.9%	3.0%	96.3%	3%	2%

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

Property Sales

April Property sales were 6, down 60.0% from 15 in April of 2021 and 14.3% lower than the 7 sales last month. April 2022 sales were at their lowest level compared to April of 2021 and 2020. April YTD sales of 32 are running 46.7% behind last year's year-to-date sales of 60.

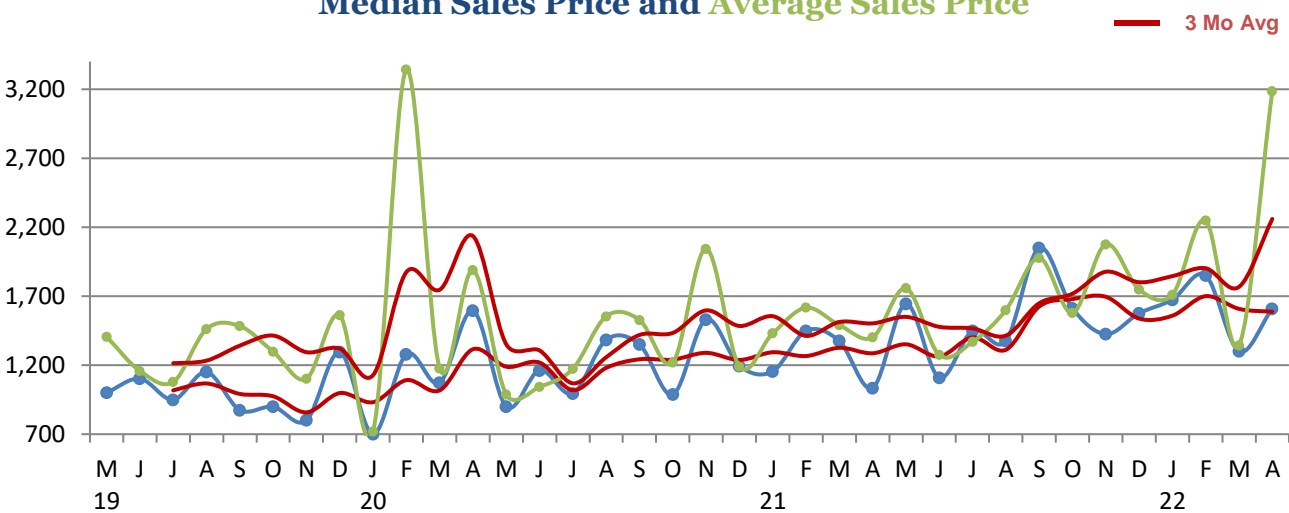
Number of Properties Sold



Prices

The Median Sales Price in April was \$1,610,000, up 55.6% from \$1,035,000 in April of 2021 and up 23.8% from \$1,300,000 last month. The Average Sales Price in April was \$3,187,333, up 127.4% from \$1,401,593 in April of 2021 and up 137.1% from \$1,344,286 last month. April 2022 ASP was at the highest level compared to April of 2021 and 2020.

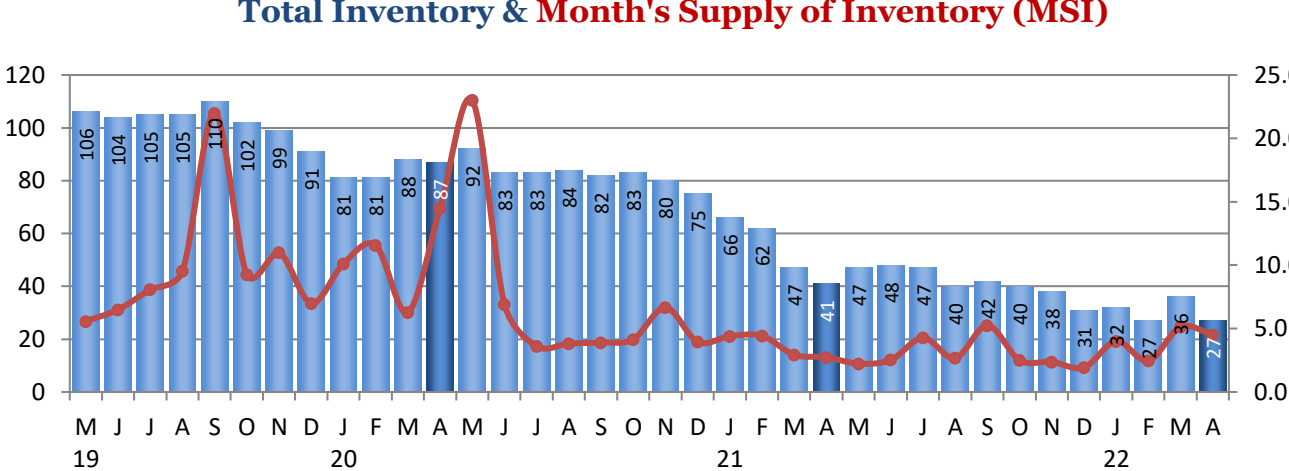
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 27, down 25.0% from 36 last month and down 34.1% from 41 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

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



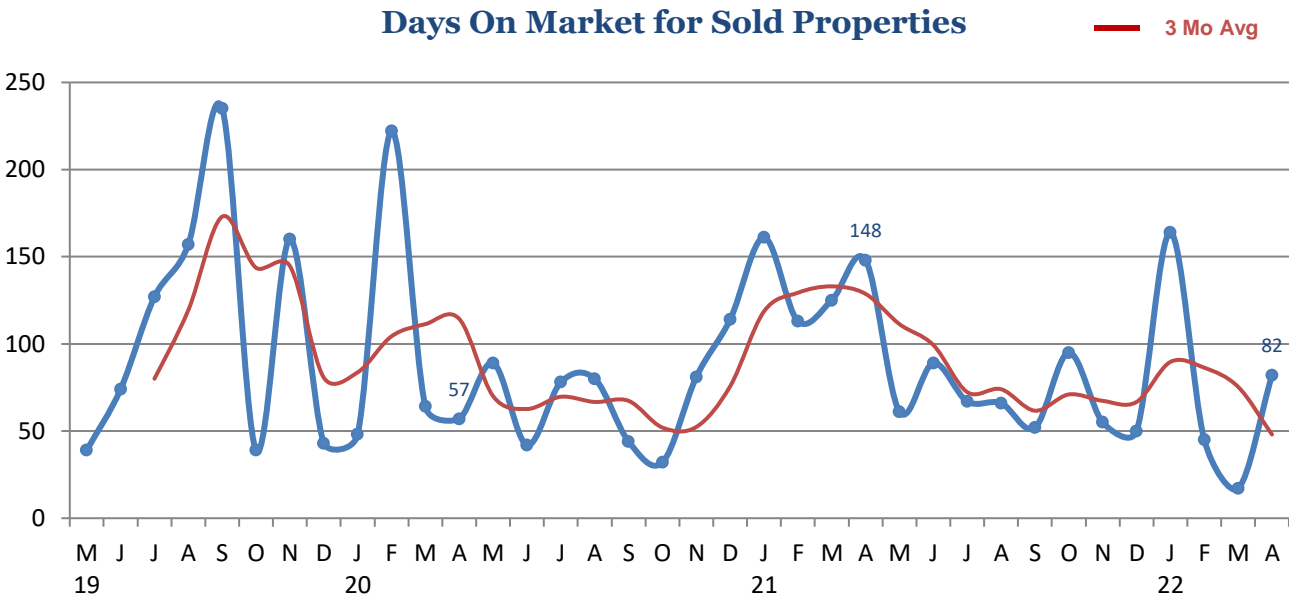


Price Range: All | Properties: SFH - Condo - TwnHm - MUL



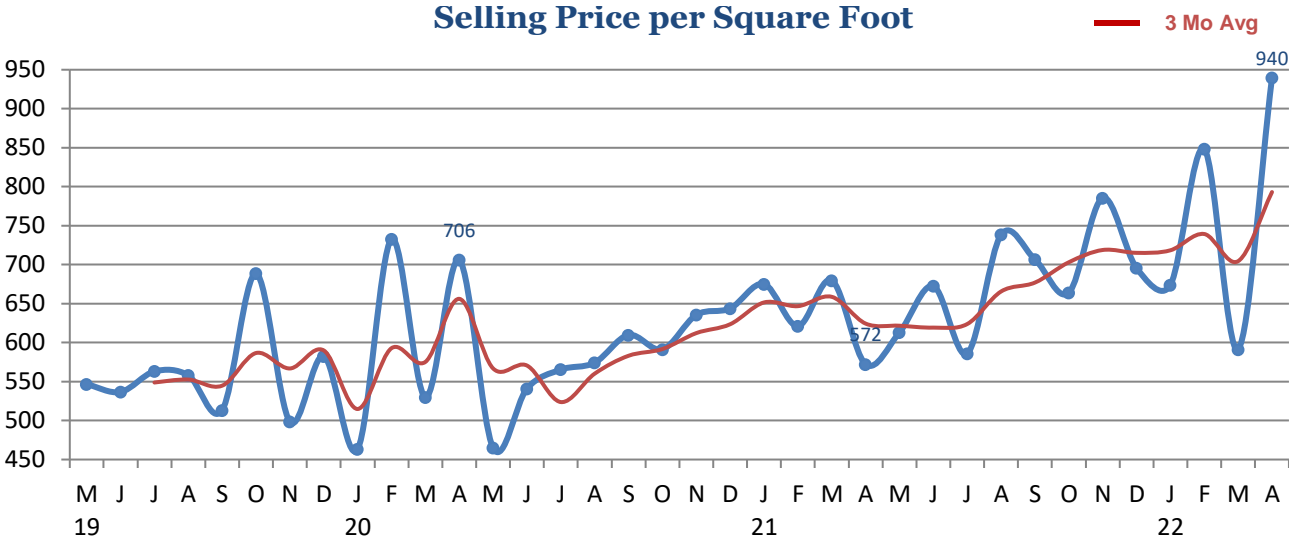
Market Time

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 April was 82, up 382.4% from 17 days last month and down 44.6% from 148 days in April of last year. The April 2022 DOM was at a mid level compared with April of 2021 and 2020.



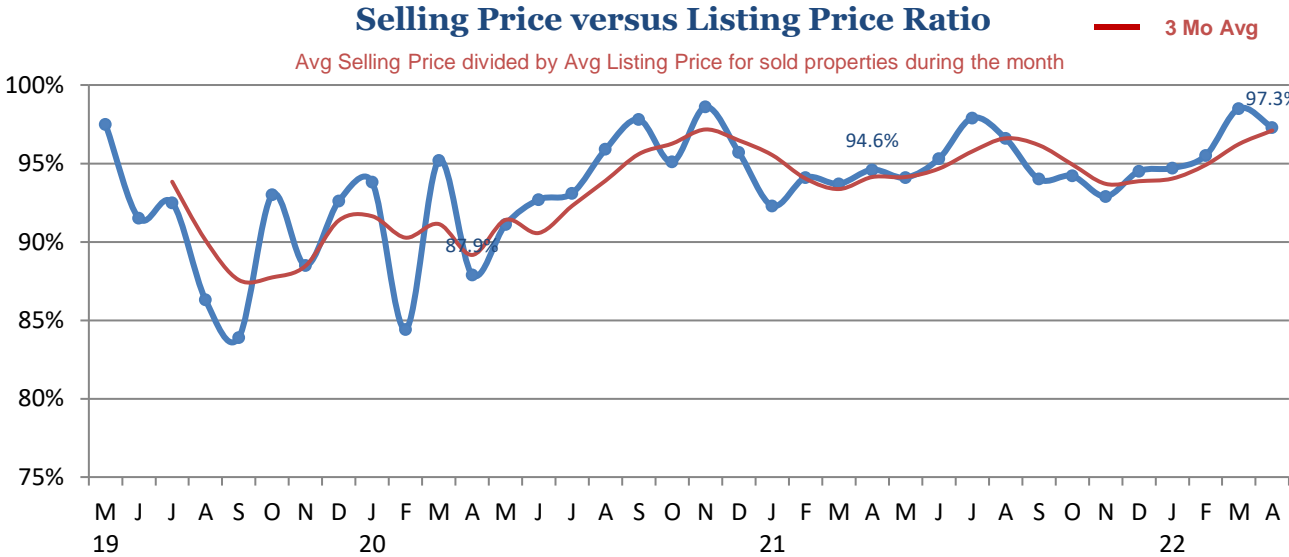
Selling Price per Square Foot

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 April 2022 Selling Price per Square Foot of \$940 was up 58.9% from \$591 last month and up 64.2% from 572 in April 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 April 2022 Selling Price vs Original List Price of 97.3% was down from 98.5% last month and up from 94.6% in April 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 April 2022 was 11, down 15.4% from 13 last month and down 45.0% from 20 in April of last year.





# Inventory / Listings / Sales

April 2022

City: Carmel Valley

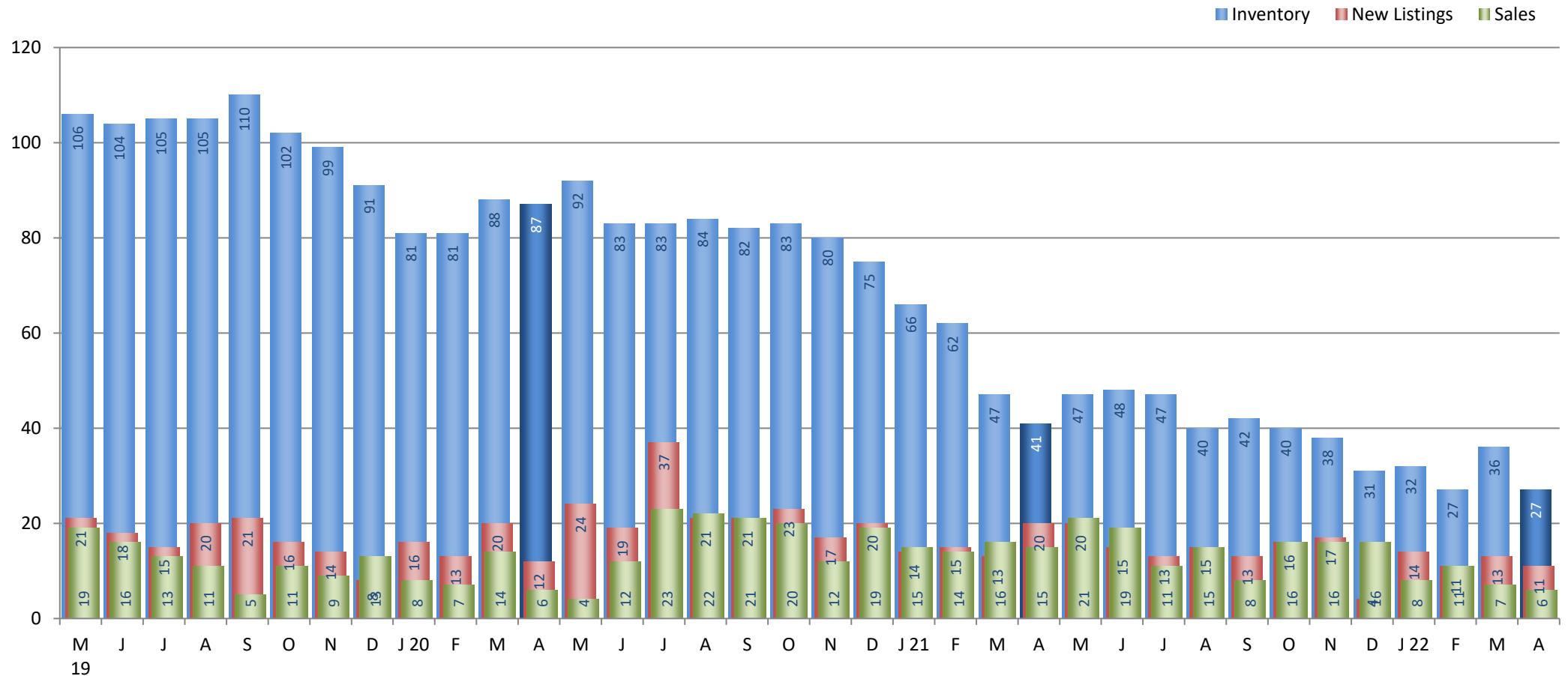


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 11, down 15.4% from 13 last month and down 45.0% from 20 in April of last year.



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



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

Market Profile & Trends Overview

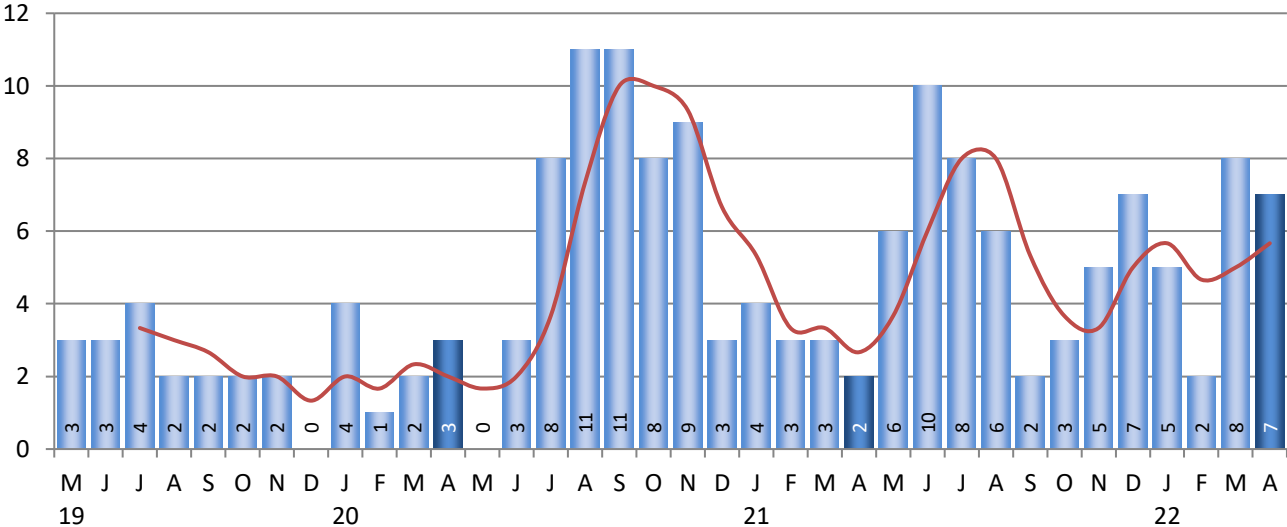
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$3,499,000	-19%		109%				
Average List Price of all Current Listings	\$6,703,720	5%		52%				
April Median Sales Price	\$2,200,000	-38%	-28%	-48%	7%	\$3,062,500	69%	49%
April Average Sales Price	\$3,062,143	-46%	-28%	-28%	-11%	\$4,239,045	66%	24%
Total Properties Currently for Sale (Inventory)	25	14%		-14%				
April Number of Properties Sold	7	-13%		250%		22	83%	
April Average Days on Market (Solds)	202	-8%	20%	-25%	62%	168	4%	34%
Asking Price per Square Foot (based on New Listings)	\$2,488	19%	17%	59%	48%	\$2,126	48%	27%
April Sold Price per Square Foot	\$1,635	-34%	-8%	-15%	39%	\$1,787	62%	52%
April Month's Supply of Inventory	3.6	30%	-46%	-75%	-64%	6.6	-47%	-33%
April Sale Price vs List Price Ratio	91.8%	-7.0%	-4.5%	18.3%	-1.2%	96.1%	6%	3%

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

Property Sales

April Property sales were 7, up 250.0% from 2 in April of 2021 and 12.5% lower than the 8 sales last month. April 2022 sales were at their highest level compared to April of 2021 and 2020. April YTD sales of 22 are running 83.3% ahead of last year's year-to-date sales of 12.

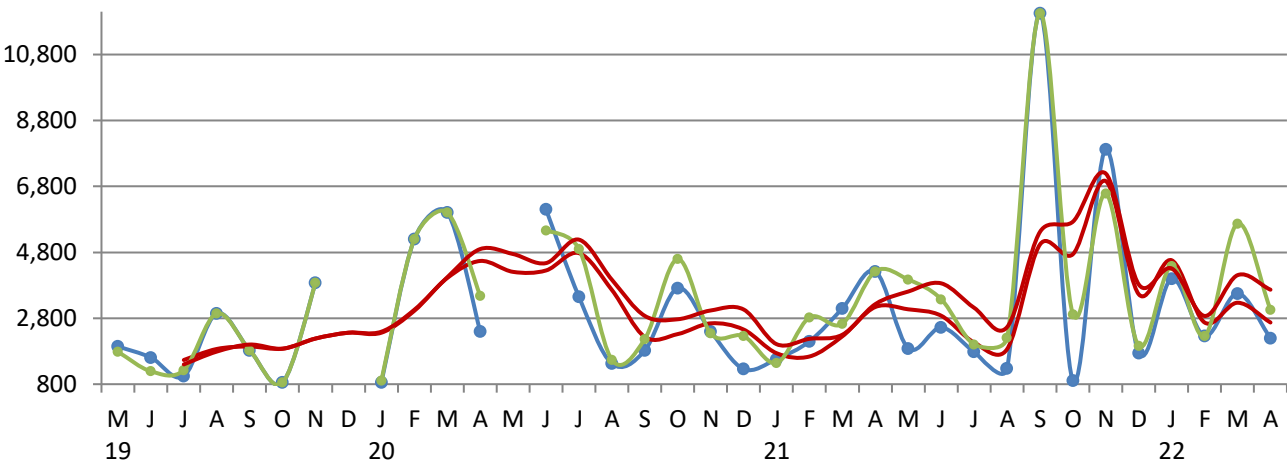
Number of Properties Sold



Prices

The Median Sales Price in April was \$2,200,000, down 47.9% from \$4,224,089 in April of 2021 and down 38.0% from \$3,550,000 last month. The Average Sales Price in April was \$3,062,143, down 27.5% from \$4,224,089 in April of 2021 and down 46.0% from \$5,672,375 last month. April 2022 ASP was at the lowest level compared to April of 2021 and 2020.

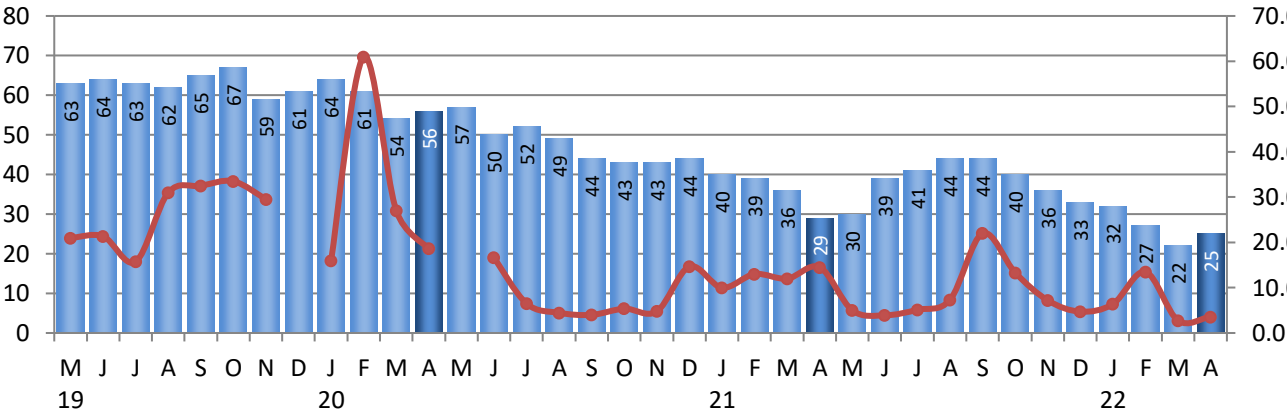
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 25, up 13.6% from 22 last month and down 13.8% from 29 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

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



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



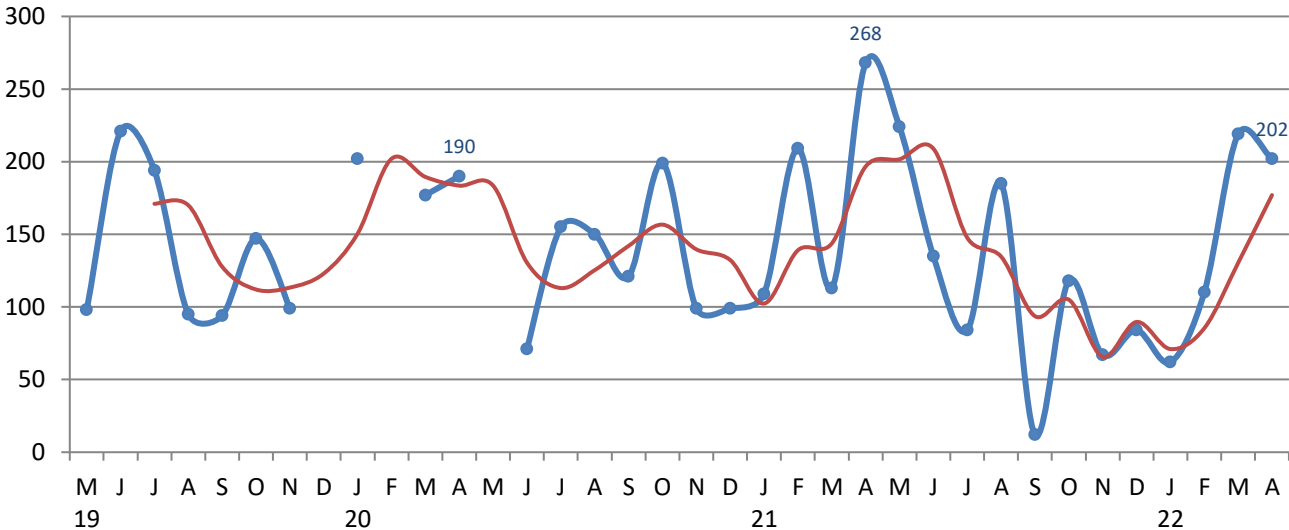
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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 April was 202, down 7.8% from 219 days last month and down 24.6% from 268 days in April of last year. The April 2022 DOM was at a mid level compared with April of 2021 and 2020.

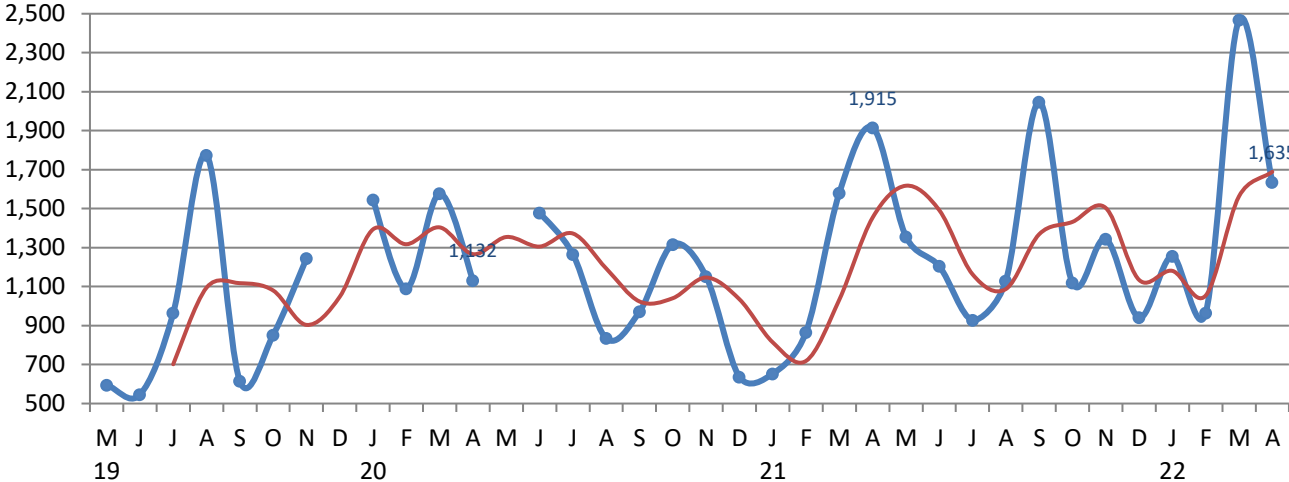
Days On Market for Sold Properties 3 Mo Avg



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 April 2022 Selling Price per Square Foot of \$1,635 was down 33.7% from \$2,468 last month and down 14.6% from 1,915 in April of last year.

Selling Price per Square Foot 3 Mo Avg

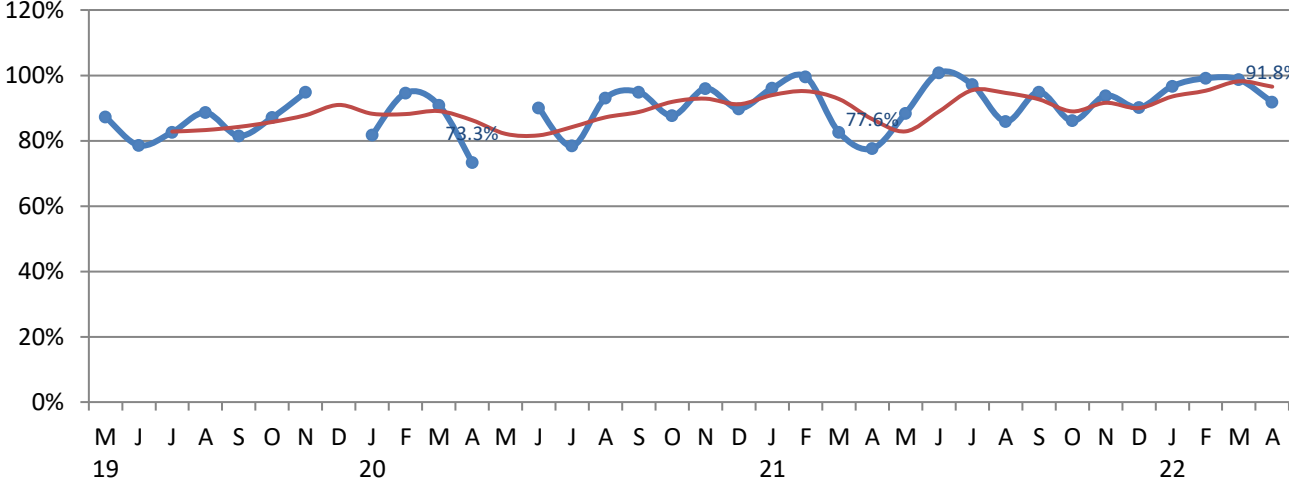


Selling Price vs Original Listings Price

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 April 2022 Selling Price vs Original List Price of 91.8% was down from 98.7% last month and up from 77.6% in April of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg

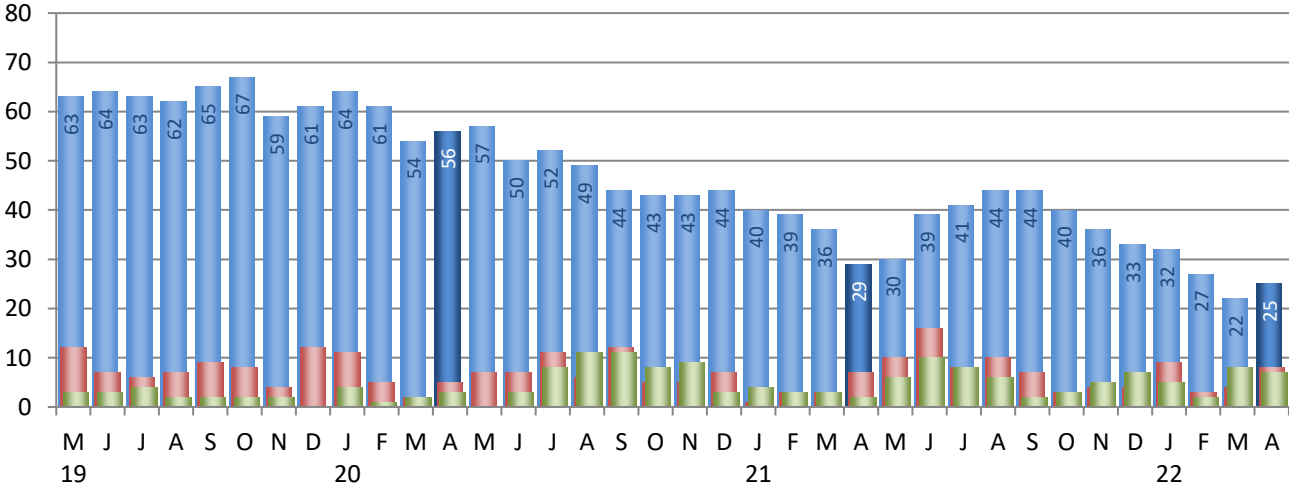
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2022 was 8, up 100.0% from 4 last month and up 14.3% from 7 in April of last year.

Inventory / New Listings / Sales





# Inventory / Listings / Sales

April 2022

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

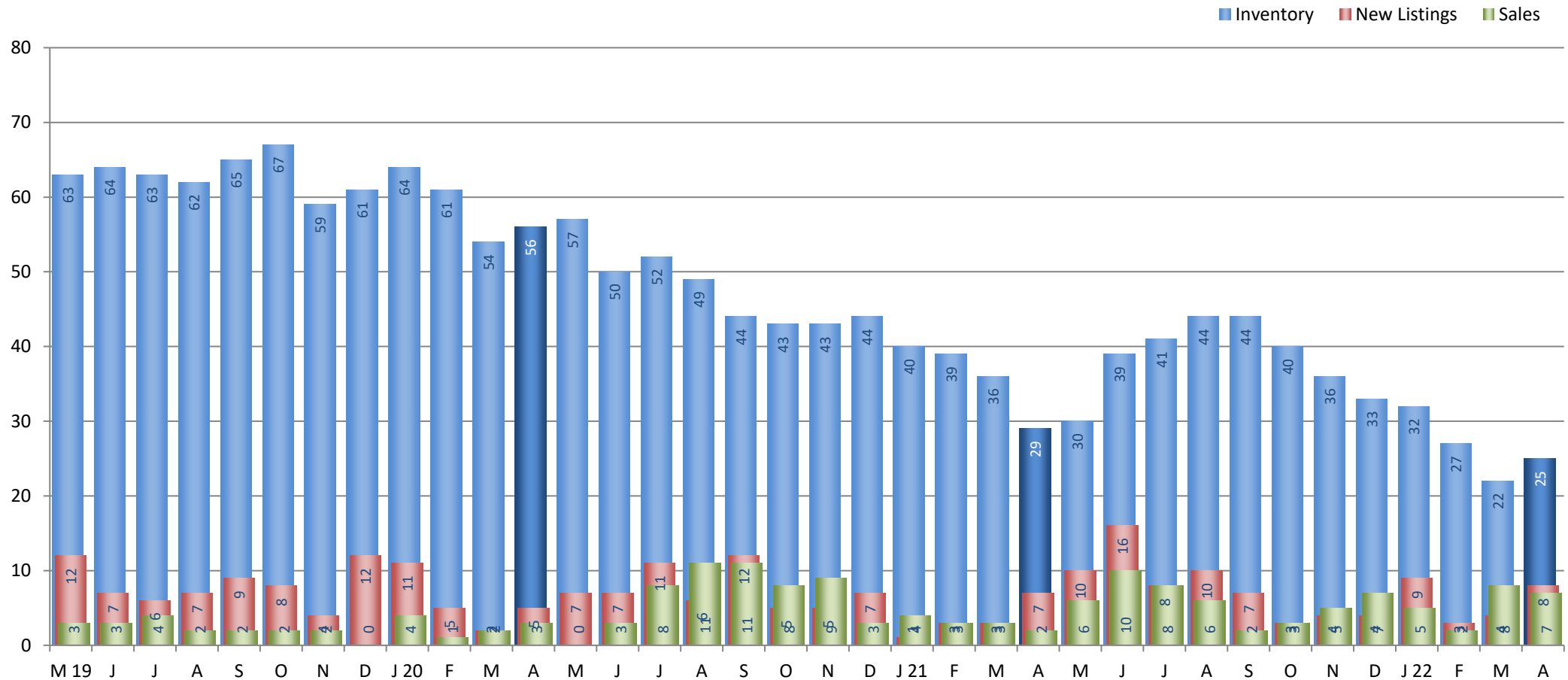


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 8, up 100.0% from 4 last month and up 14.3% from 7 in April of last year.



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Market Profile & Trends Overview

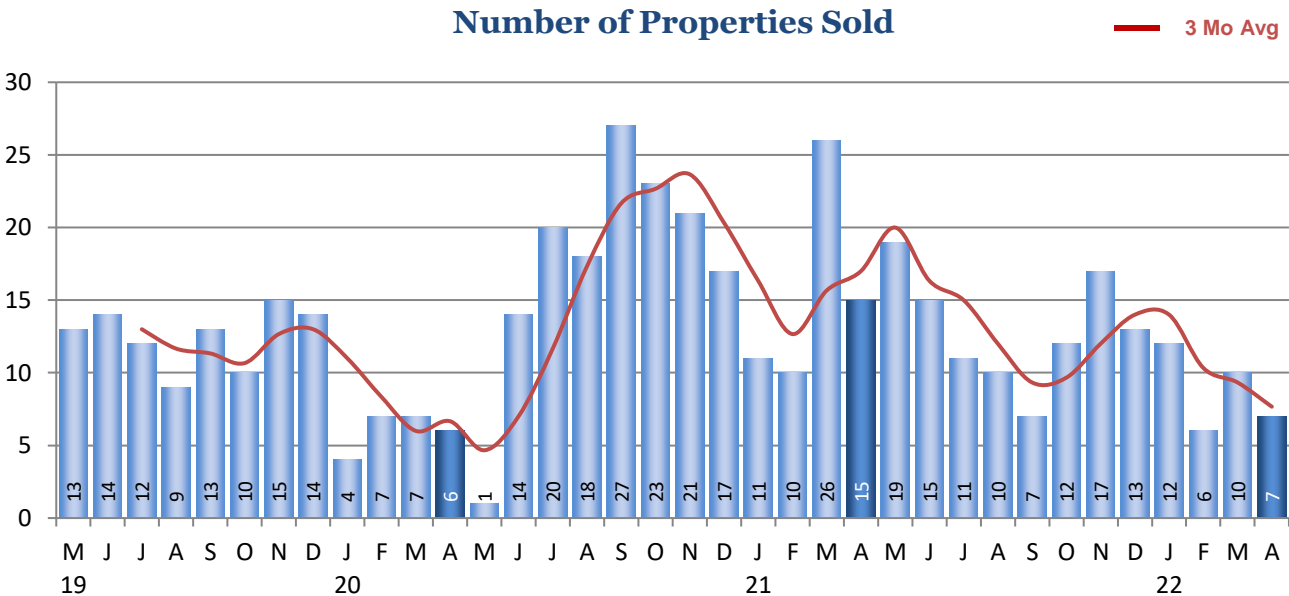
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$9,448,444	18%		60%				
Average List Price of all Current Listings	\$9,930,594	4%		33%				
April Median Sales Price	\$1,400,000	-35%	-55%	-24%	-49%	\$3,100,000	33%	12%
April Average Sales Price	\$1,557,143	-68%	-76%	-63%	-63%	\$6,614,727	63%	58%
Total Properties Currently for Sale (Inventory)	20	0%		-43%				
April Number of Properties Sold	7	-30%		-53%		35	-44%	
April Average Days on Market (Solds)	6	20%	-81%	-88%	-87%	32	-40%	-32%
Asking Price per Square Foot (based on New Listings)	\$1,384	8%	-10%	32%	3%	\$1,537	28%	14%
April Sold Price per Square Foot	\$865	-35%	-40%	-13%	-24%	\$1,450	34%	28%
April Month's Supply of Inventory	2.9	43%	5%	22%	3%	2.4	-18%	-13%
April Sale Price vs List Price Ratio	102.5%	1.9%	4.1%	4.6%	6.0%	98.5%	1%	2%

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

Property Sales

April Property sales were 7, down 53.3% from 15 in April of 2021 and 30.0% lower than the 10 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 35 are running 43.5% behind last year's year-to-date sales of 62.

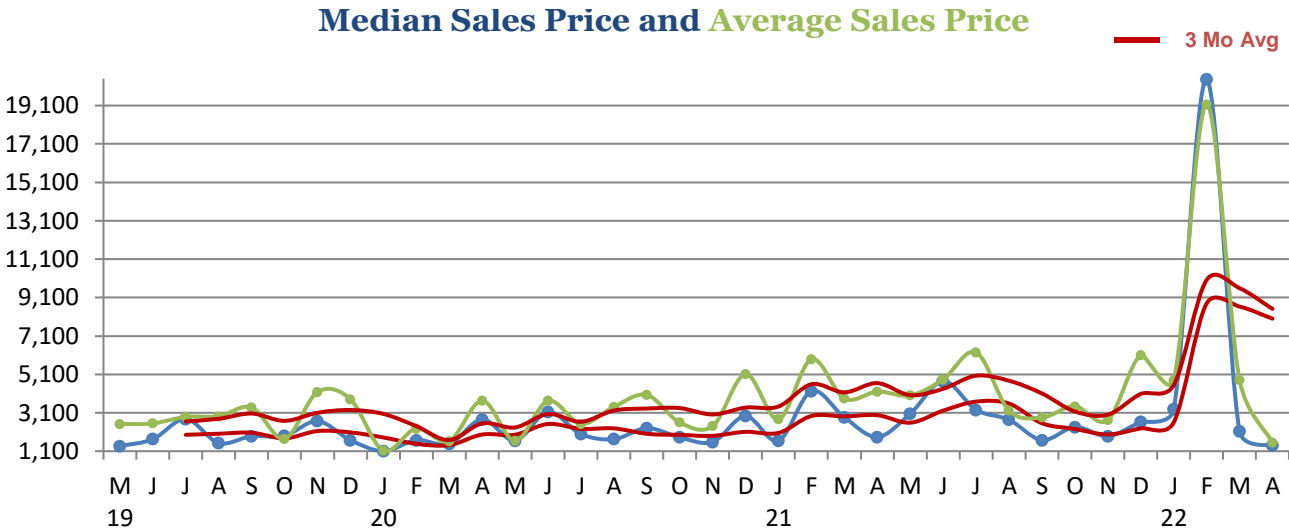
Number of Properties Sold



Prices

The Median Sales Price in April was \$1,400,000, down 23.9% from \$1,840,000 in April of 2021 and down 34.6% from \$2,140,000 last month. The Average Sales Price in April was \$1,557,143, down 63.0% from \$4,203,033 in April of 2021 and down 67.6% from \$4,811,814 last month. April 2022 ASP was at the lowest level compared to April of 2021 and 2020.

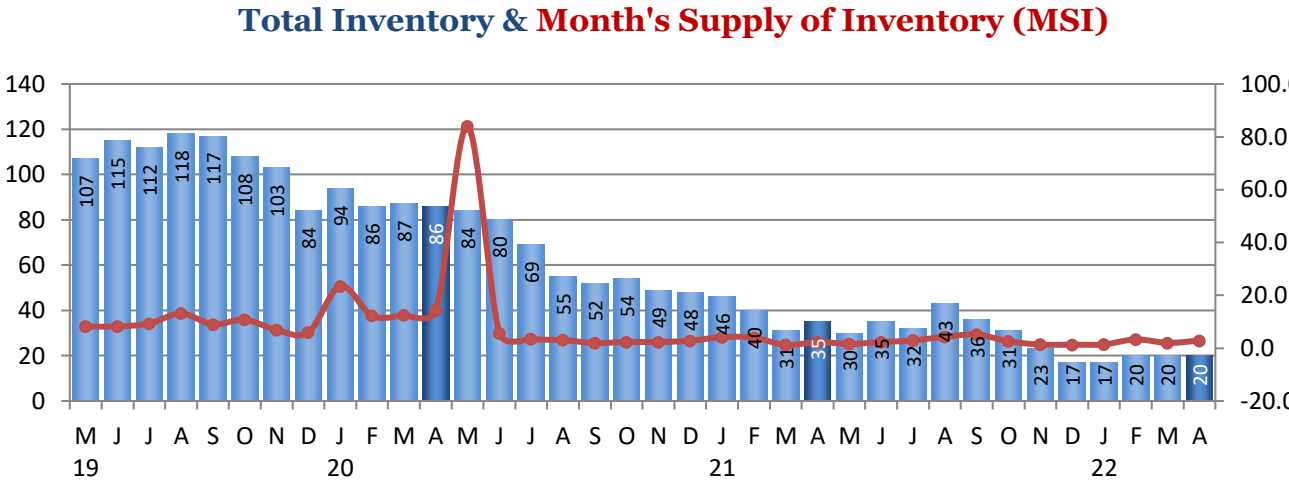
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 20, equal to 20 last month and down 42.9% from 35 in April of last year. April 2022 Inventory was at its lowest level compared with April 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 April 2022 MSI of 2.9 months was at a mid level compared with April of 2021 and 2020.



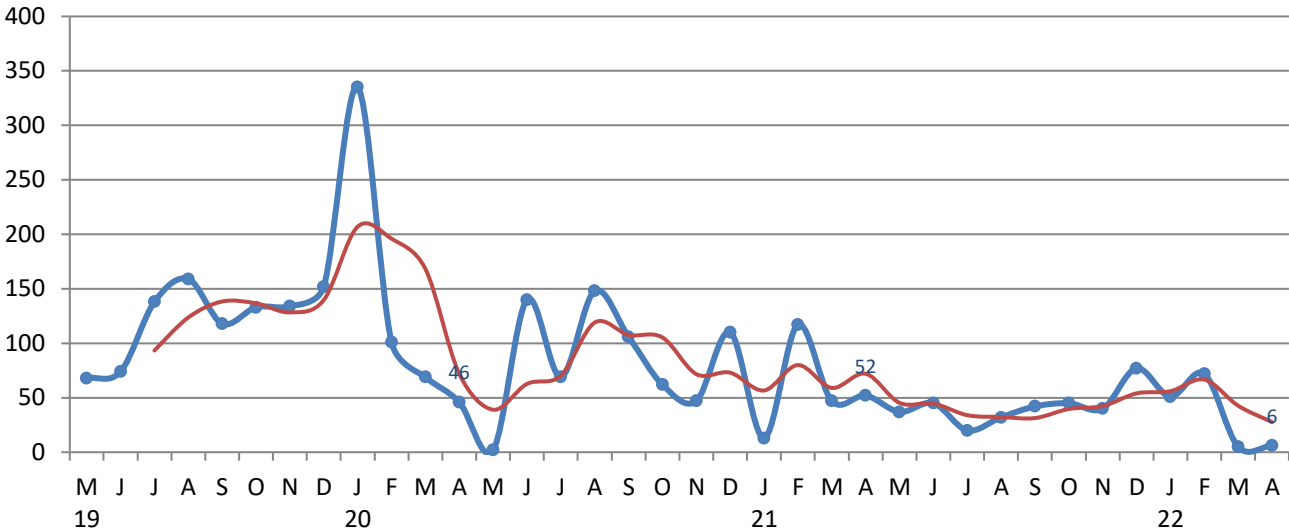
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 April was 6, up 20.0% from 5 days last month and down 88.5% from 52 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.

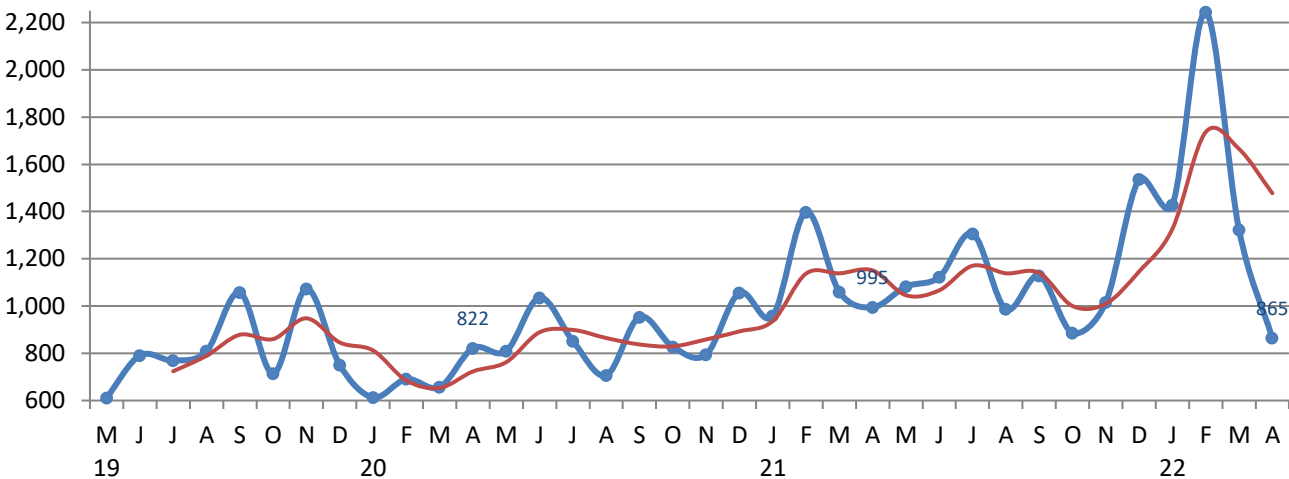
Days On Market for Sold Properties 3 Mo Avg



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 April 2022 Selling Price per Square Foot of \$865 was down 34.7% from \$1,324 last month and down 13.1% from 995 in April of last year.

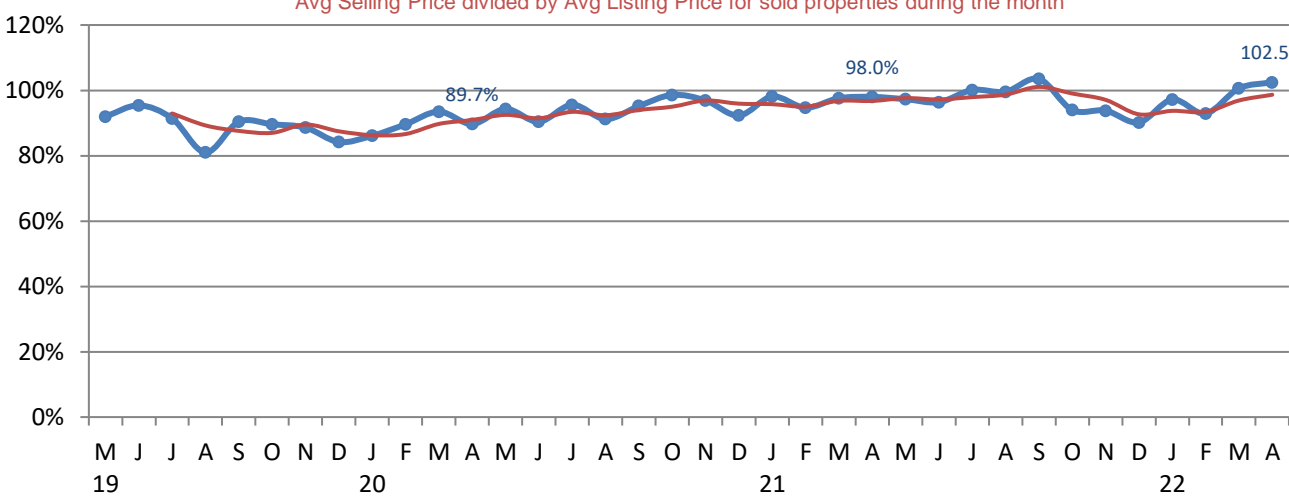
Selling Price per Square Foot 3 Mo Avg



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 April 2022 Selling Price vs Original List Price of 102.5% was up from 100.6% last month and up from 98.0% in April of last year.

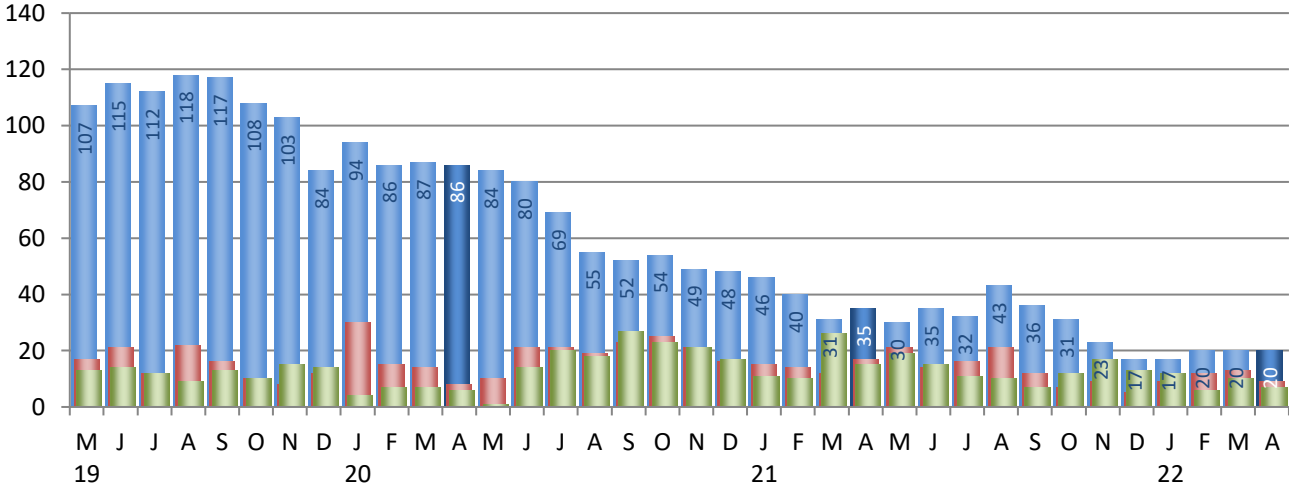
Selling Price versus Listing Price Ratio 3 Mo Avg



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 April 2022 was 9, down 30.8% from 13 last month and down 47.1% from 17 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

April 2022

City: Pebble Beach

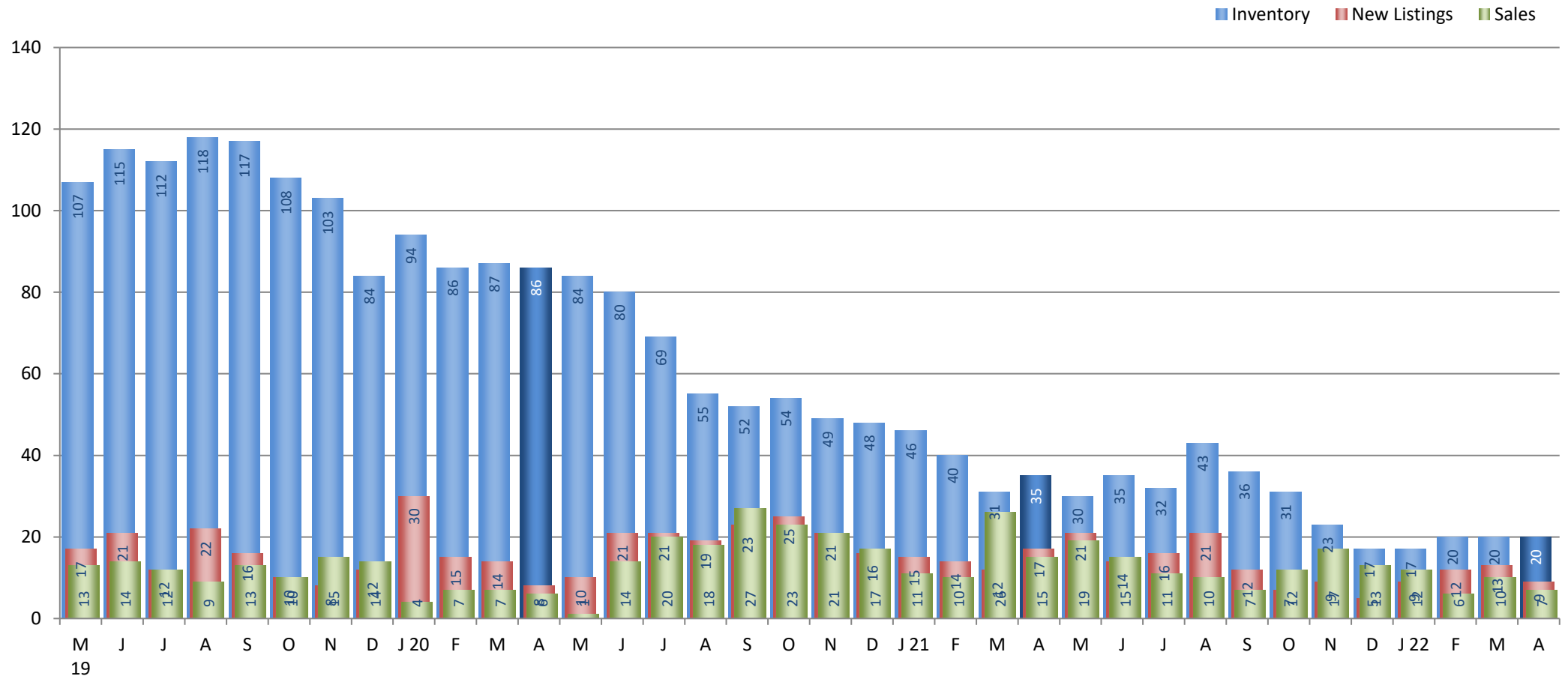


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 9, down 30.8% from 13 last month and down 47.1% from 17 in April of last year.



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



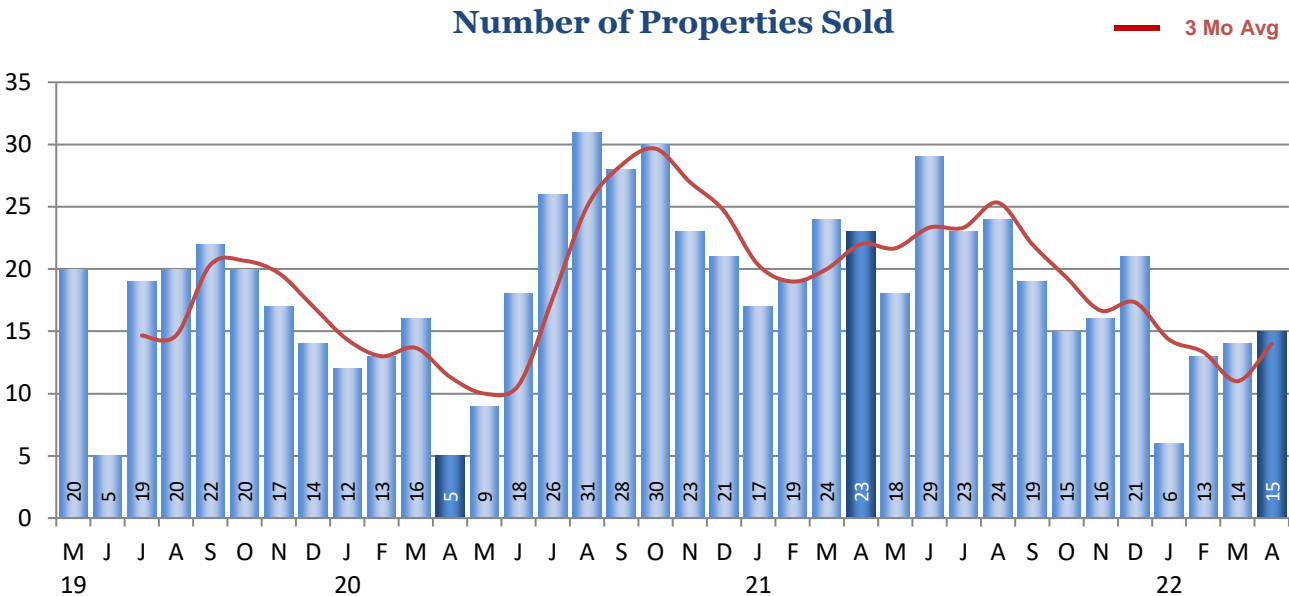
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,899,000	1%		66%				
Average List Price of all Current Listings	\$2,222,652	-5%		62%				
April Median Sales Price	\$1,300,000	-30%	-7%	19%	2%	\$1,397,500	2%	10%
April Average Sales Price	\$1,513,267	-39%	-14%	9%	3%	\$1,756,902	18%	19%
Total Properties Currently for Sale (Inventory)	23	77%		-28%				
April Number of Properties Sold	15	7%		-35%		48	-42%	
April Average Days on Market (Solds)	14	-44%	-55%	-65%	-59%	31	-28%	-9%
Asking Price per Square Foot (based on New Listings)	\$1,161	13%	11%	37%	21%	\$1,042	13%	9%
April Sold Price per Square Foot	\$1,037	-8%	0%	8%	8%	\$1,039	16%	8%
April Month's Supply of Inventory	1.5	65%	53%	10%	13%	1.1	-35%	-20%
April Sale Price vs List Price Ratio	104.6%	1.3%	2.6%	6.1%	4.4%	101.9%	5%	2%

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

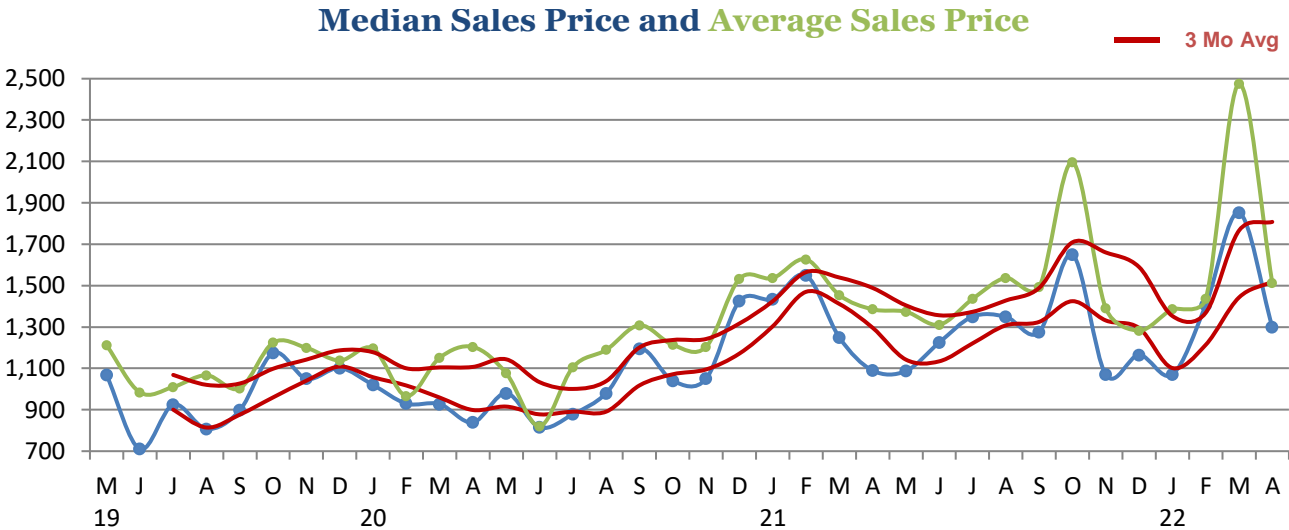
Property Sales

April Property sales were 15, down 34.8% from 23 in April of 2021 and 7.1% higher than the 14 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 48 are running 42.2% behind last year's year-to-date sales of 83.



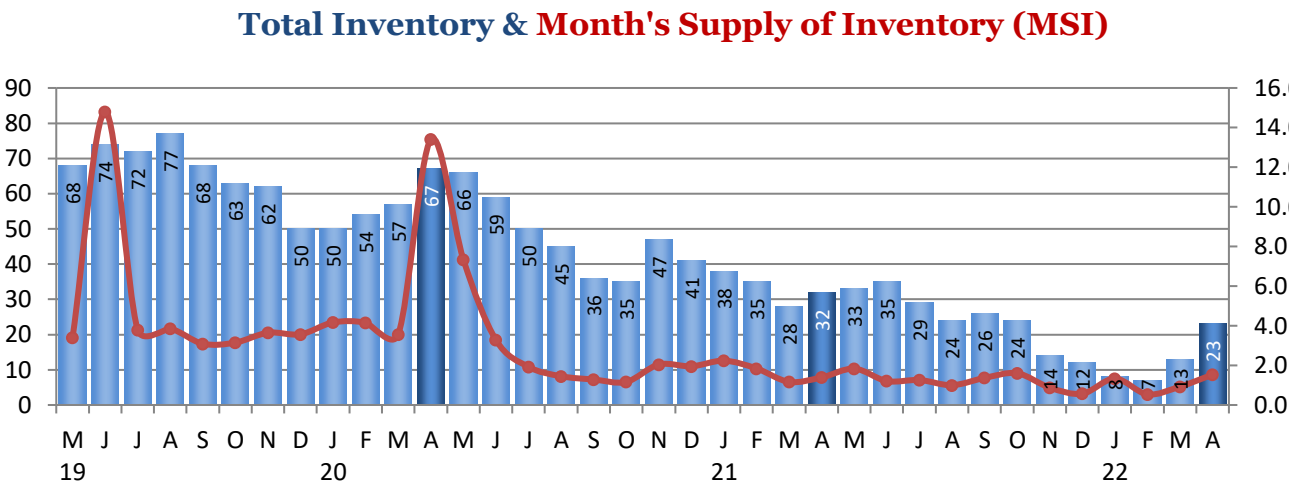
Prices

The Median Sales Price in April was \$1,300,000, up 19.3% from \$1,090,000 in April of 2021 and down 29.8% from \$1,852,500 last month. The Average Sales Price in April was \$1,513,267, up 9.2% from \$1,385,391 in April of 2021 and down 38.9% from \$2,475,071 last month. April 2022 ASP was at the highest level compared to April of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 23, up 76.9% from 13 last month and down 28.1% from 32 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.



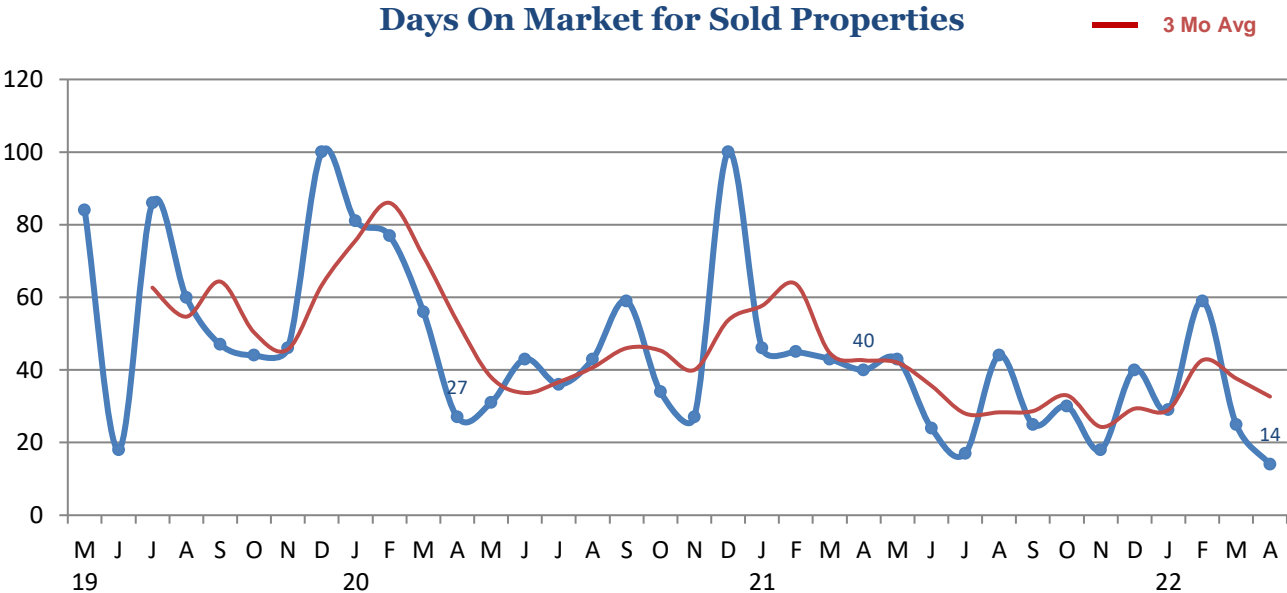


Price Range: All | Properties: SFH - Condo - TwnHm - MUL



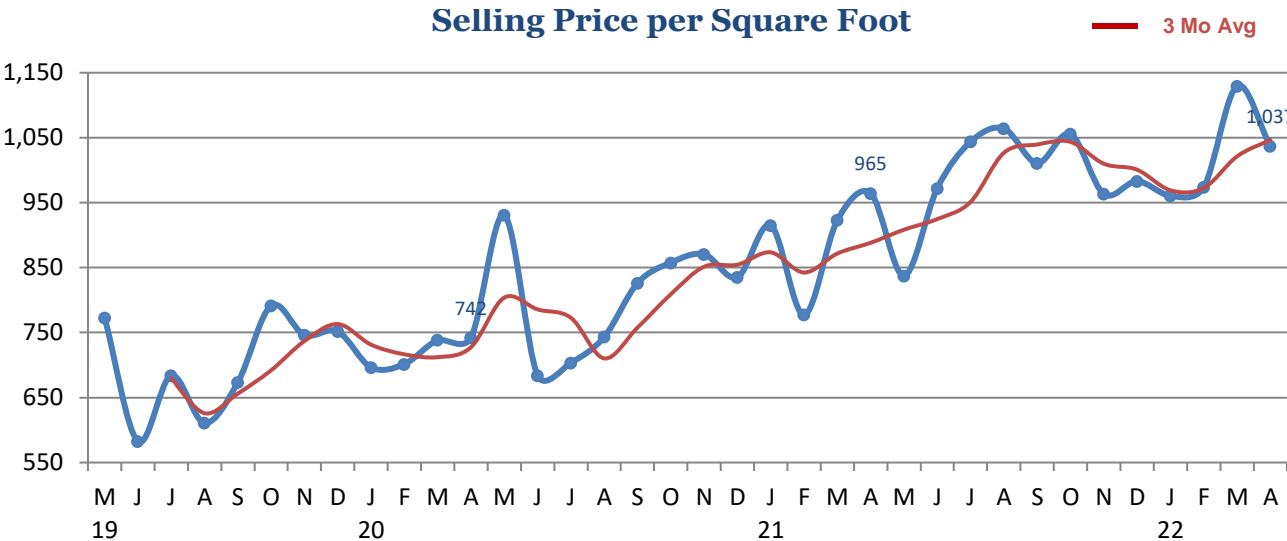
Market Time

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 April was 14, down 44.0% from 25 days last month and down 65.0% from 40 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.



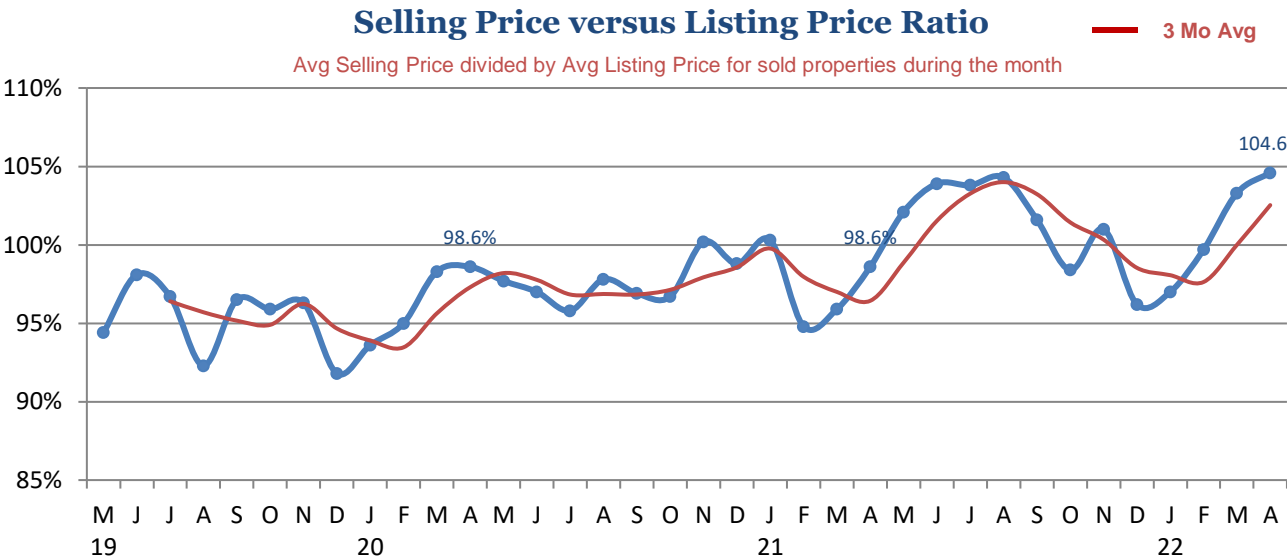
Selling Price per Square Foot

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 April 2022 Selling Price per Square Foot of \$1,037 was down 8.2% from \$1,129 last month and up 7.5% from 965 in April of last year.



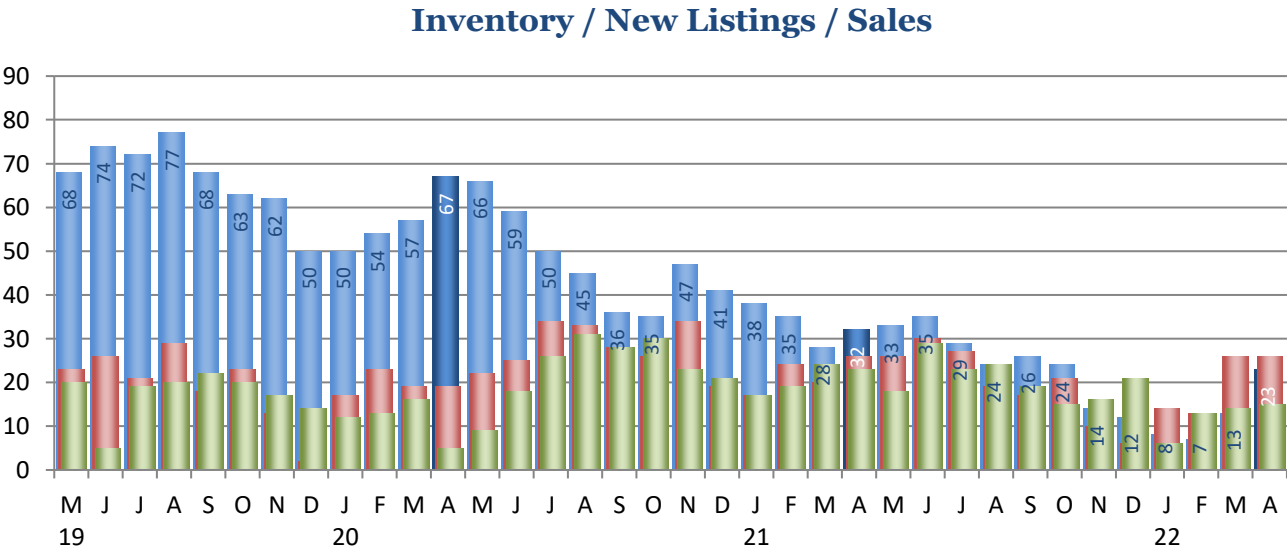
Selling Price vs Original Listings Price

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 April 2022 Selling Price vs Original List Price of 104.6% was up from 103.3% last month and up from 98.6% in April 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 April 2022 was 26, equal to 26 last month and equal to 26 in April of last year.



# Inventory / Listings / Sales

April 2022

City: Pacific Grove

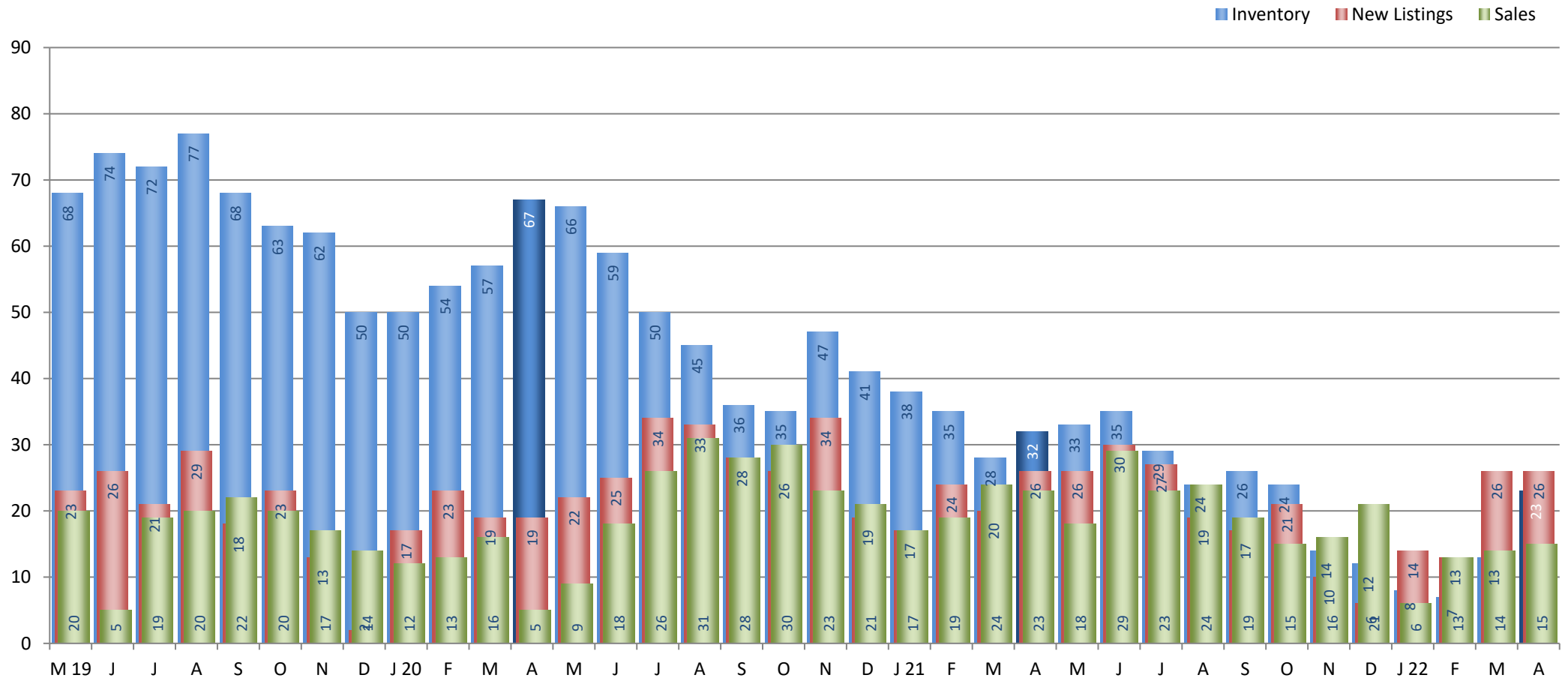


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 26, equal to 26 last month and equal to 26 in April of last year.



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

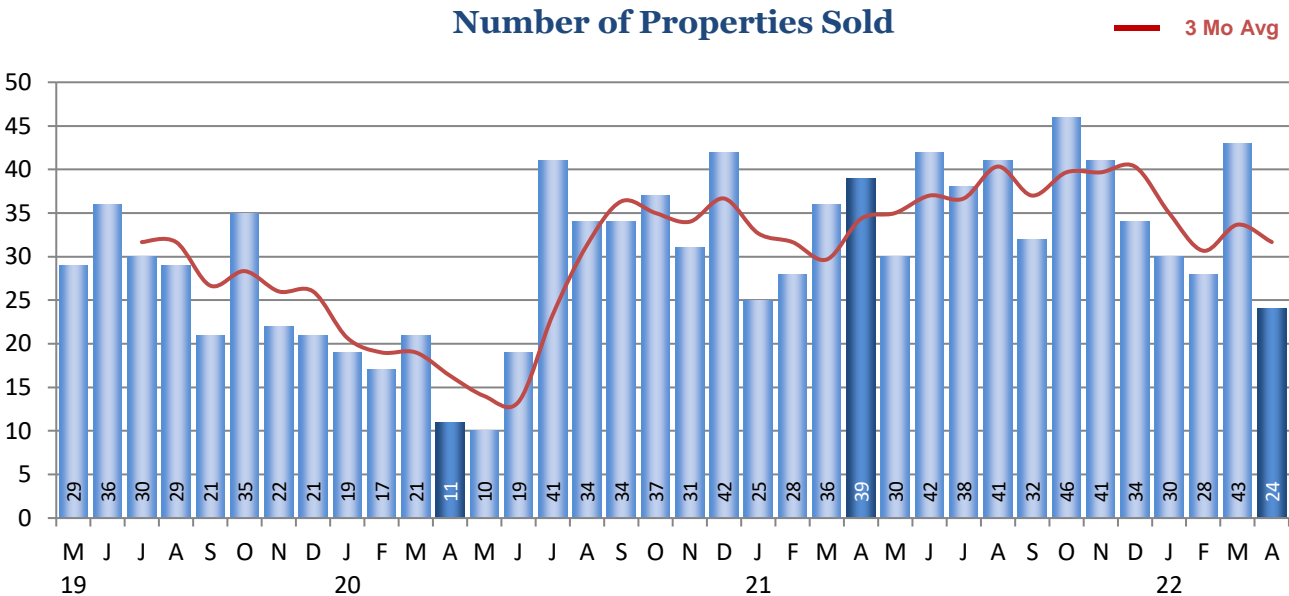
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,355,875	0%		5%				
Average List Price of all Current Listings	\$1,610,040	-9%		-14%				
April Median Sales Price	\$1,273,000	-4%	9%	46%	31%	\$1,165,000	29%	20%
April Average Sales Price	\$1,330,818	-5%	-3%	8%	9%	\$1,378,536	30%	13%
Total Properties Currently for Sale (Inventory)	46	0%		-31%				
April Number of Properties Sold	24	-44%		-38%		125	-2%	
April Average Days on Market (Solds)	41	-5%	0%	-29%	2%	41	-13%	2%
Asking Price per Square Foot (based on New Listings)	\$738	8%	3%	13%	8%	\$718	13%	5%
April Sold Price per Square Foot	\$666	-11%	-5%	12%	-1%	\$701	13%	5%
April Month's Supply of Inventory	1.9	79%	21%	12%	-5%	1.6	-23%	-19%
April Sale Price vs List Price Ratio	98.7%	.2%	-2%	.1%	-1.1%	98.9%	1%	-1%

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

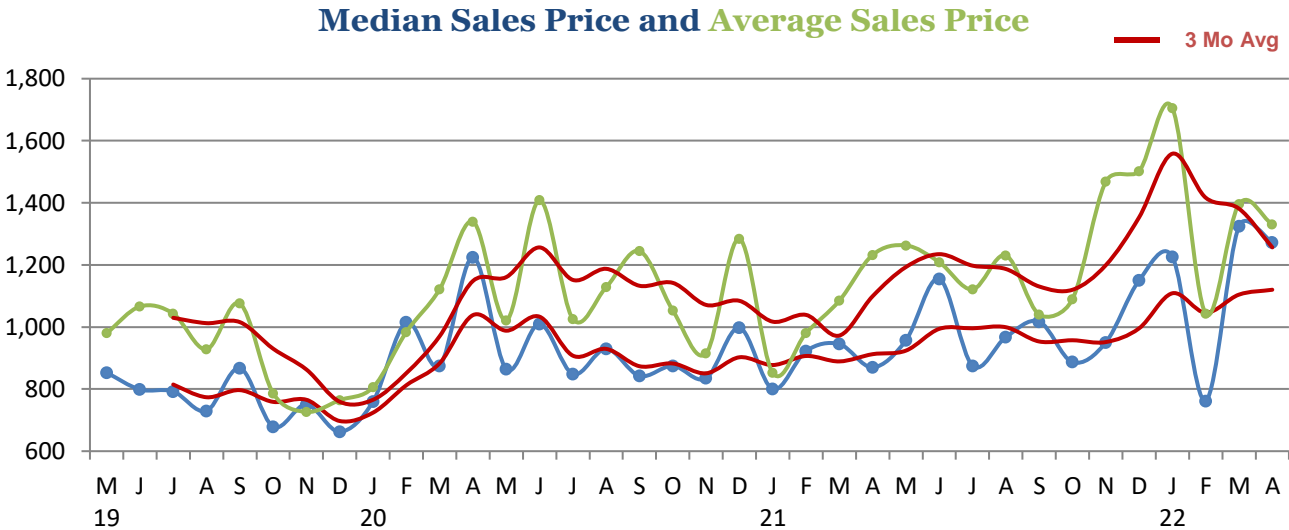
Property Sales

April Property sales were 24, down 38.5% from 39 in April of 2021 and 44.2% lower than the 43 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 125 are running 2.3% behind last year's year-to-date sales of 128.



Prices

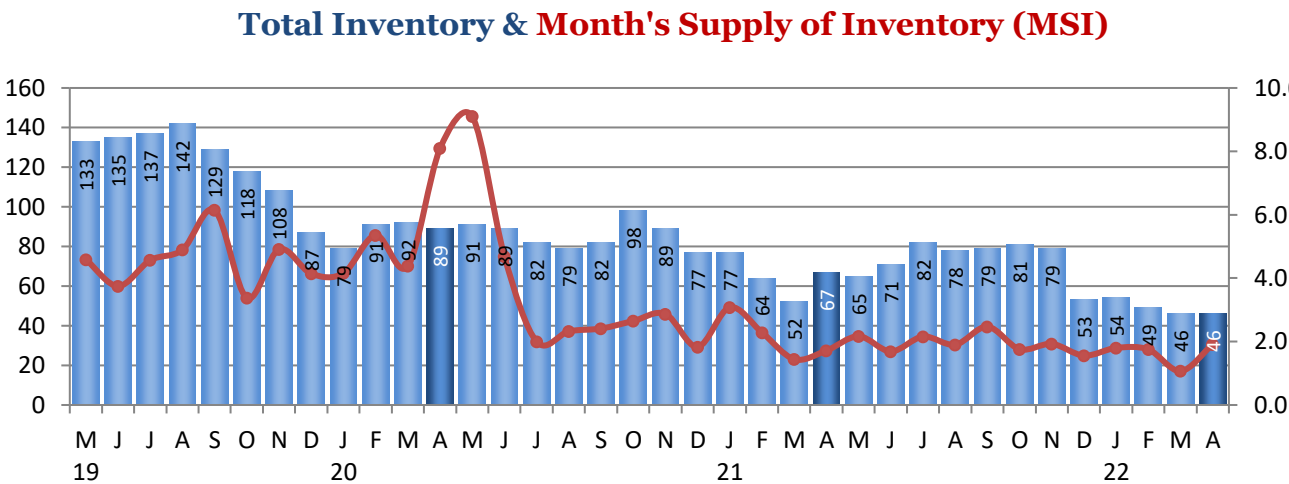
The Median Sales Price in April was \$1,273,000, up 46.3% from \$870,000 in April of 2021 and down 3.9% from \$1,325,000 last month. The Average Sales Price in April was \$1,330,818, up 8.0% from \$1,232,318 in April of 2021 and down 4.7% from \$1,395,911 last month. April 2022 ASP was at a mid range compared to April of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 46, equal to 46 last month and down 31.3% from 67 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

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



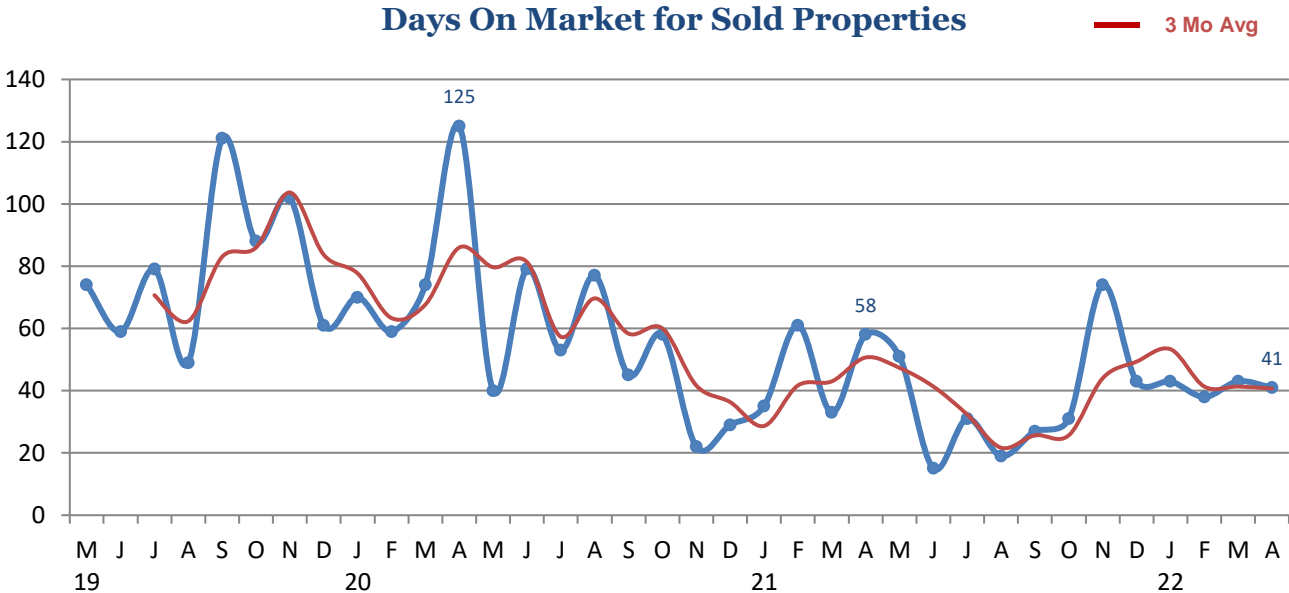


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 April was 41, down 4.7% from 43 days last month and down 29.3% from 58 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.

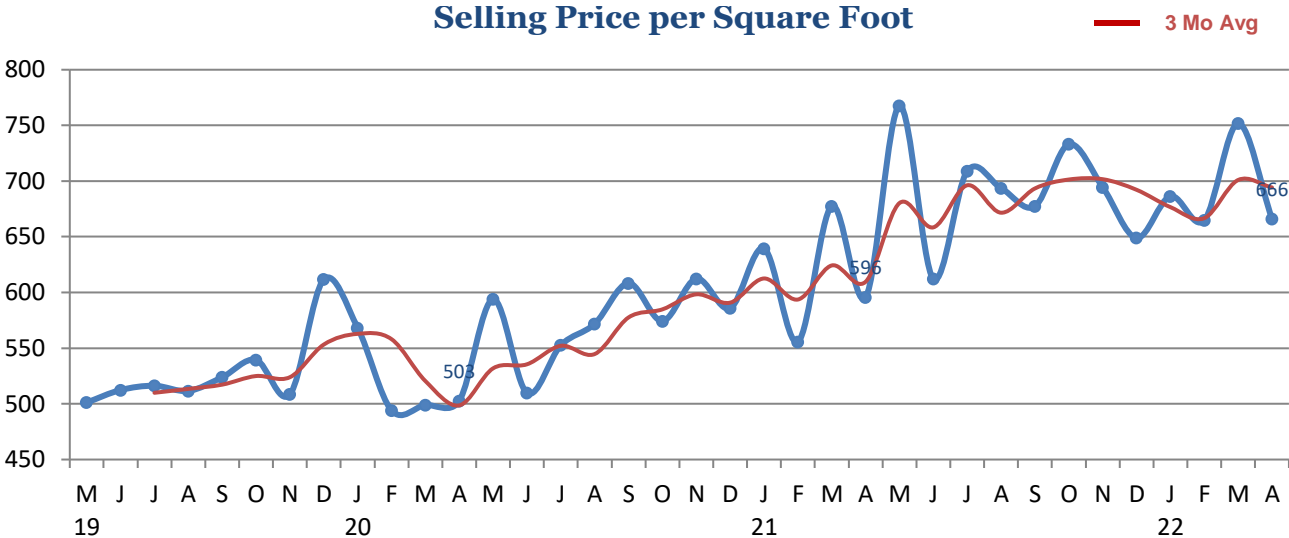
Days On Market for Sold Properties



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 April 2022 Selling Price per Square Foot of \$666 was down 11.4% from \$752 last month and up 11.8% from 596 in April of last year.

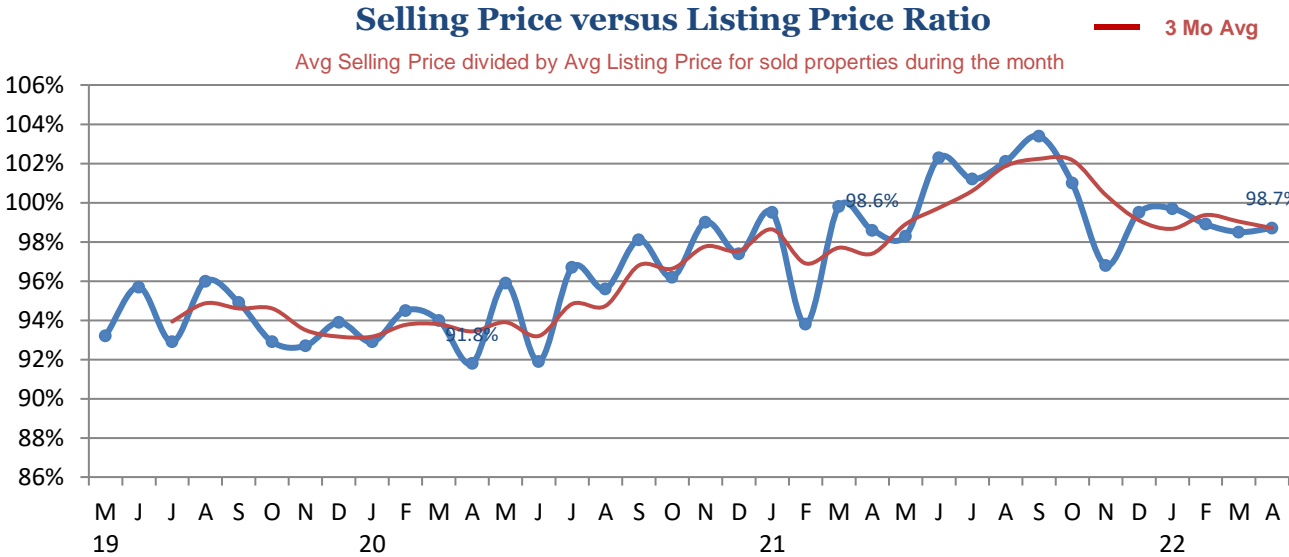
Selling Price per Square Foot



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 April 2022 Selling Price vs Original List Price of 98.7% was up from 98.5% last month and up from 98.6% in April of last year.

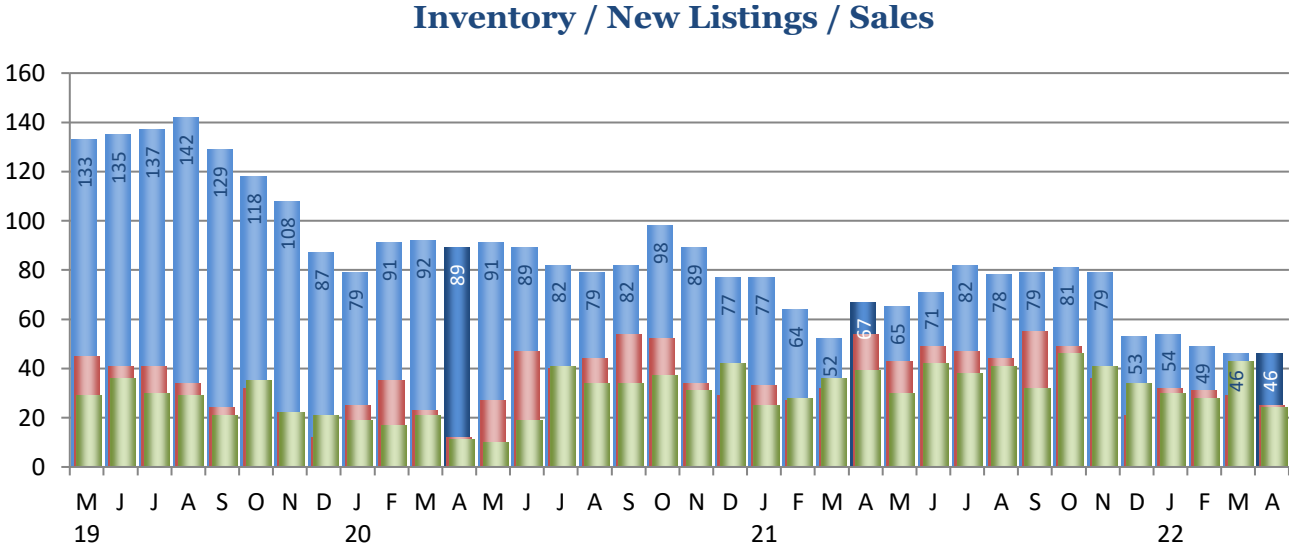
Selling Price versus Listing Price Ratio



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 April 2022 was 25, down 13.8% from 29 last month and down 53.7% from 54 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

April 2022

City: Monterey

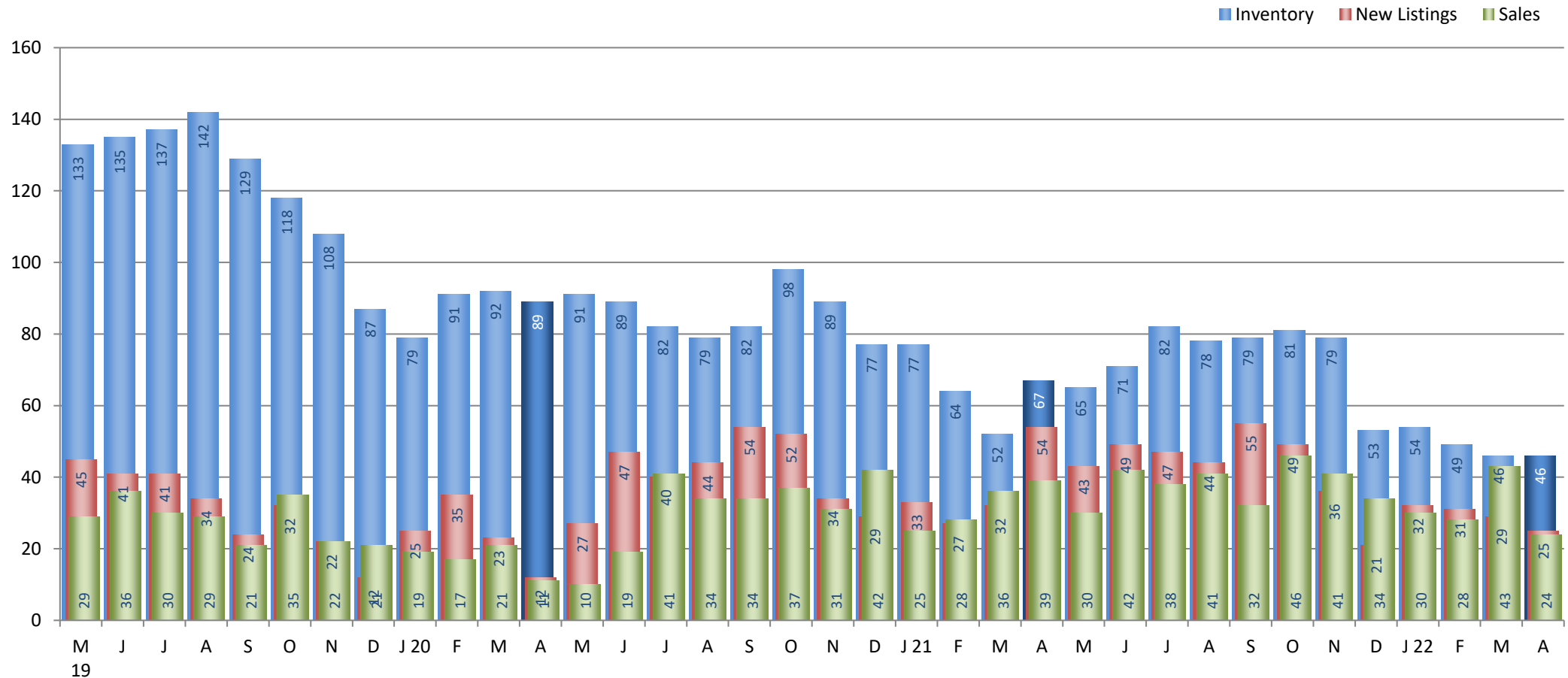


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 25, down 13.8% from 29 last month and down 53.7% from 54 in April of last year.



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

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Market Profile & Trends Overview

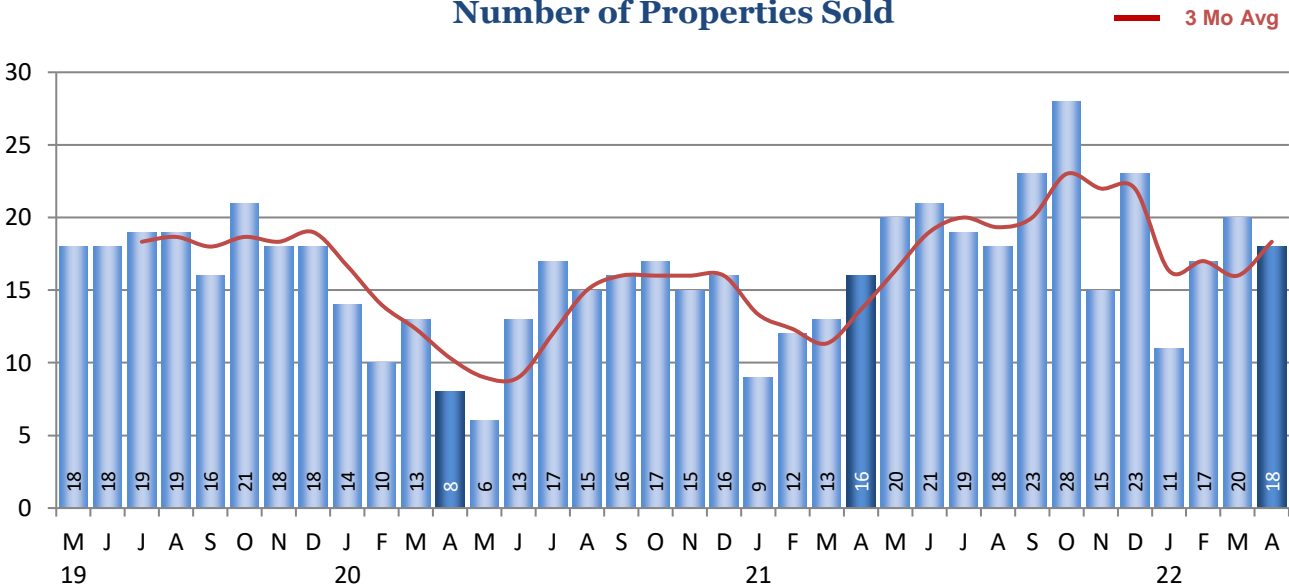
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$734,000	7%		33%				
Average List Price of all Current Listings	\$833,855	13%		42%				
April Median Sales Price	\$831,000	7%	9%	23%	19%	\$764,000	15%	9%
April Average Sales Price	\$850,333	13%	12%	-6%	16%	\$758,438	1%	3%
Total Properties Currently for Sale (Inventory)	22	-4%		16%				
April Number of Properties Sold	18	-10%		13%		66	32%	
April Average Days on Market (Solds)	18	-22%	-28%	-10%	-28%	25	-4%	0%
Asking Price per Square Foot (based on New Listings)	\$599	-6%	-2%	21%	8%	\$611	23%	10%
April Sold Price per Square Foot	\$661	23%	10%	21%	21%	\$602	14%	10%
April Month's Supply of Inventory	1.2	6%	3%	3%	-6%	1.3	-17%	-4%
April Sale Price vs List Price Ratio	105.3%	2.9%	3.1%	1.3%	4.3%	102.1%	1%	1%

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

Property Sales

April Property sales were 18, up 12.5% from 16 in April of 2021 and 10.0% lower than the 20 sales last month. April 2022 sales were at their highest level compared to April of 2021 and 2020. April YTD sales of 66 are running 32.0% ahead of last year's year-to-date sales of 50.

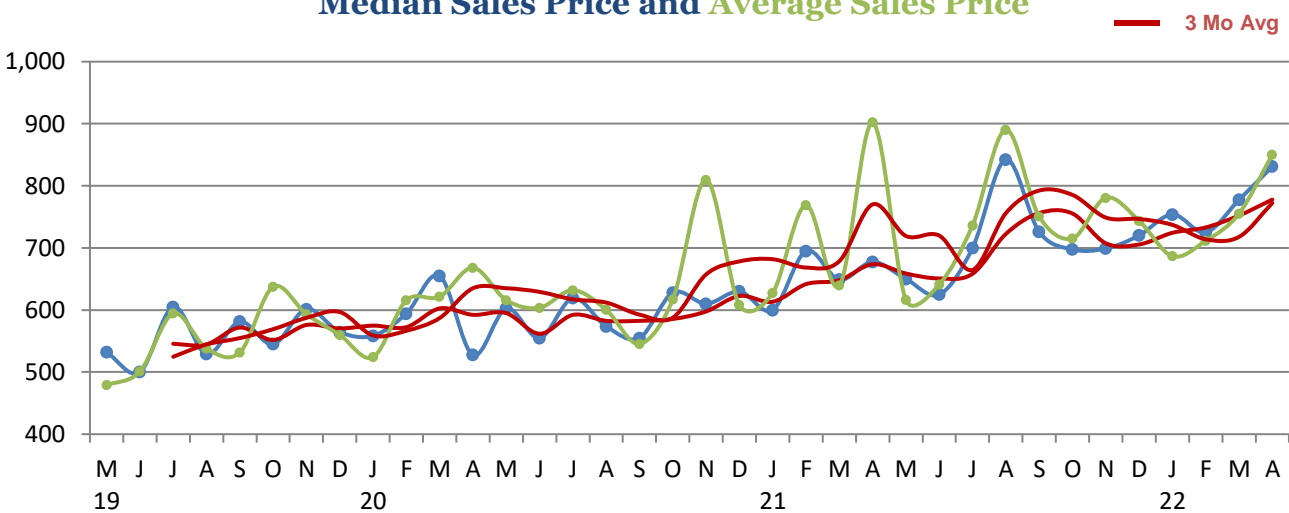
Number of Properties Sold



Prices

The Median Sales Price in April was \$831,000, up 22.7% from \$677,500 in April of 2021 and up 6.9% from \$777,500 last month. The Average Sales Price in April was \$850,333, down 5.7% from \$902,132 in April of 2021 and up 12.6% from \$755,250 last month. April 2022 ASP was at a mid range compared to April of 2021 and 2020.

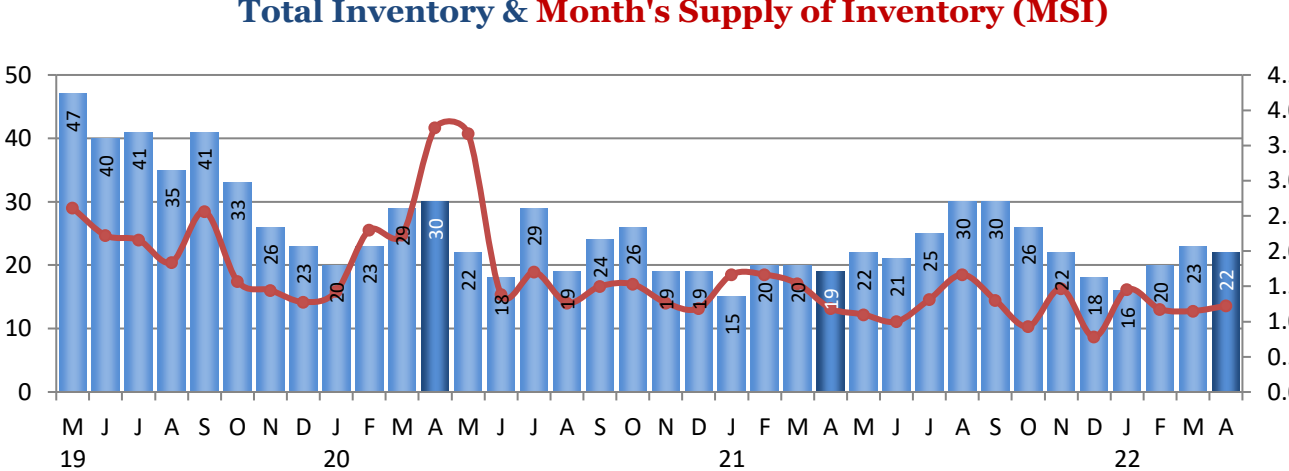
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 22, down 4.3% from 23 last month and up 15.8% from 19 in April of last year. April 2022 Inventory was at a mid level compared with April 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 April 2022 MSI of 1.2 months was at a mid level compared with April of 2021 and 2020.



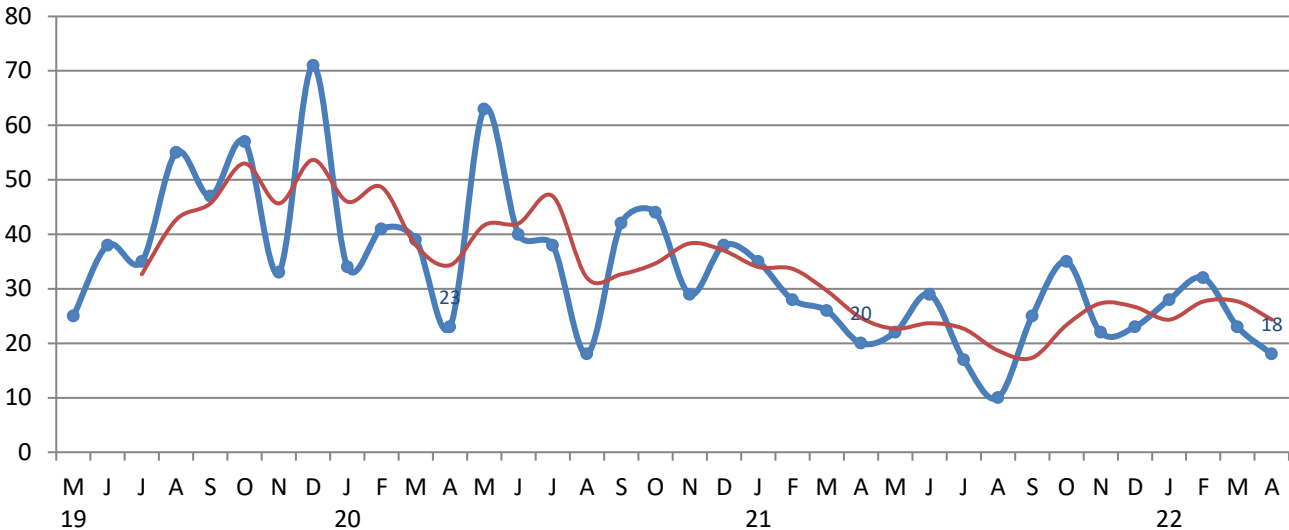
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 April was 18, down 21.7% from 23 days last month and down 10.0% from 20 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.

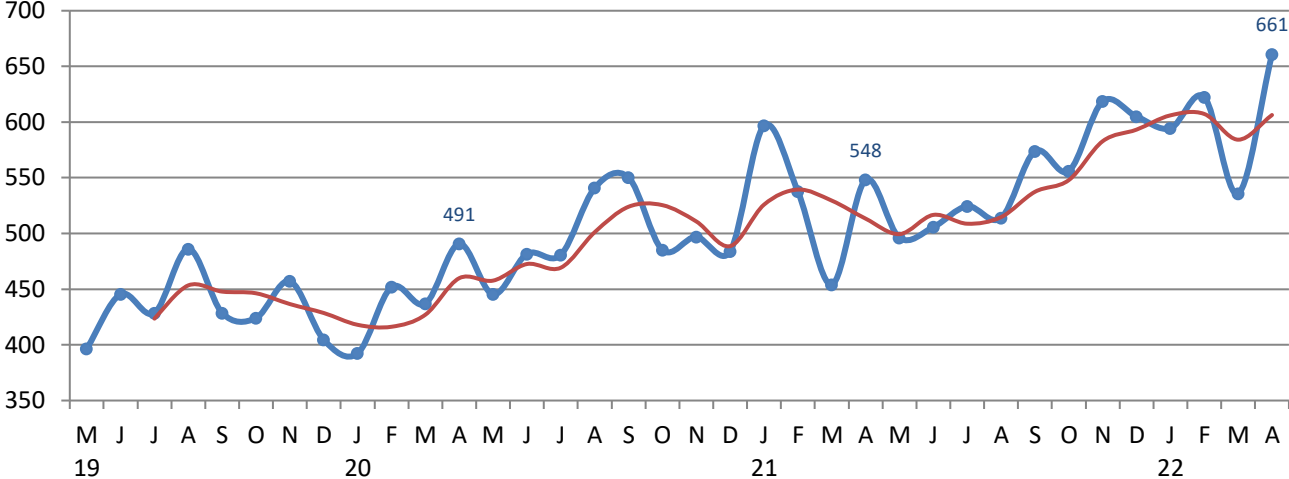
Days On Market for Sold Properties 3 Mo Avg



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 April 2022 Selling Price per Square Foot of \$661 was up 23.4% from \$536 last month and up 20.5% from 548 in April of last year.

Selling Price per Square Foot 3 Mo Avg

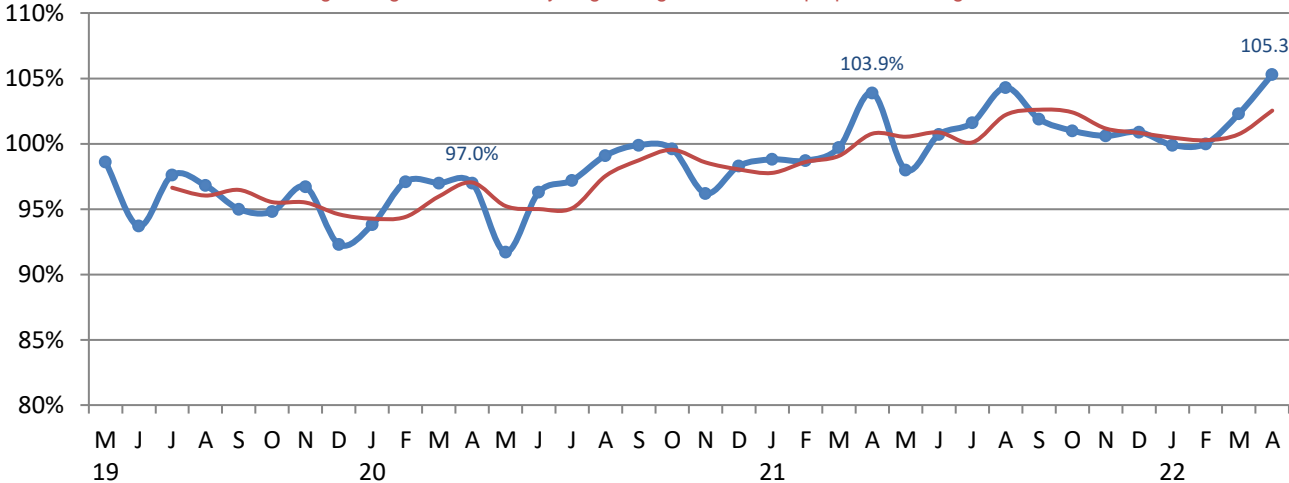


Selling Price vs Original Listings Price

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 April 2022 Selling Price vs Original List Price of 105.3% was up from 102.3% last month and up from 103.9% in April 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 April 2022 was 22, down 12.0% from 25 last month and up 22.2% from 18 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

City: Seaside

April 2022

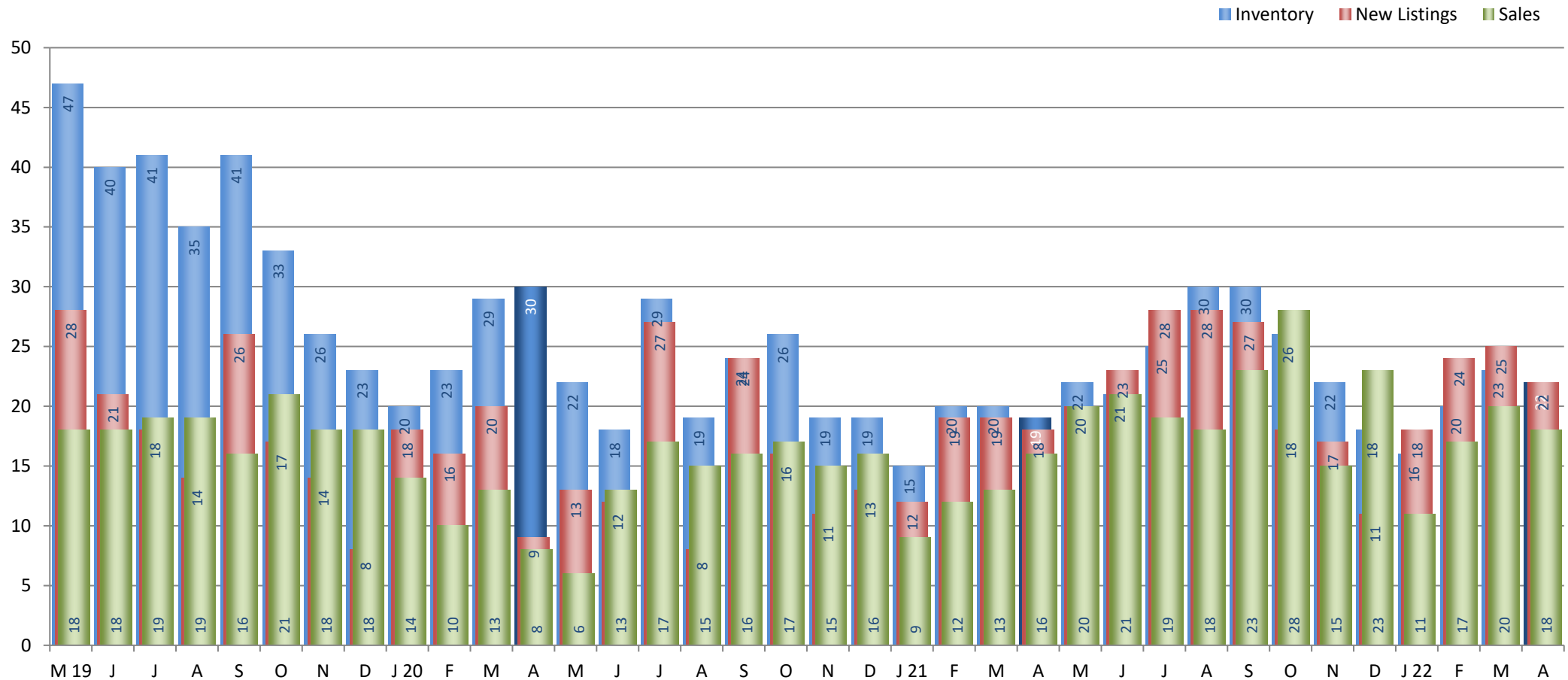


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INTERNATIONAL REALTY

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 April 2022 was 22, down 12.0% from 25 last month and up 22.2% from 18 in April of last year.



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City: Marina



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

Market Profile & Trends Overview

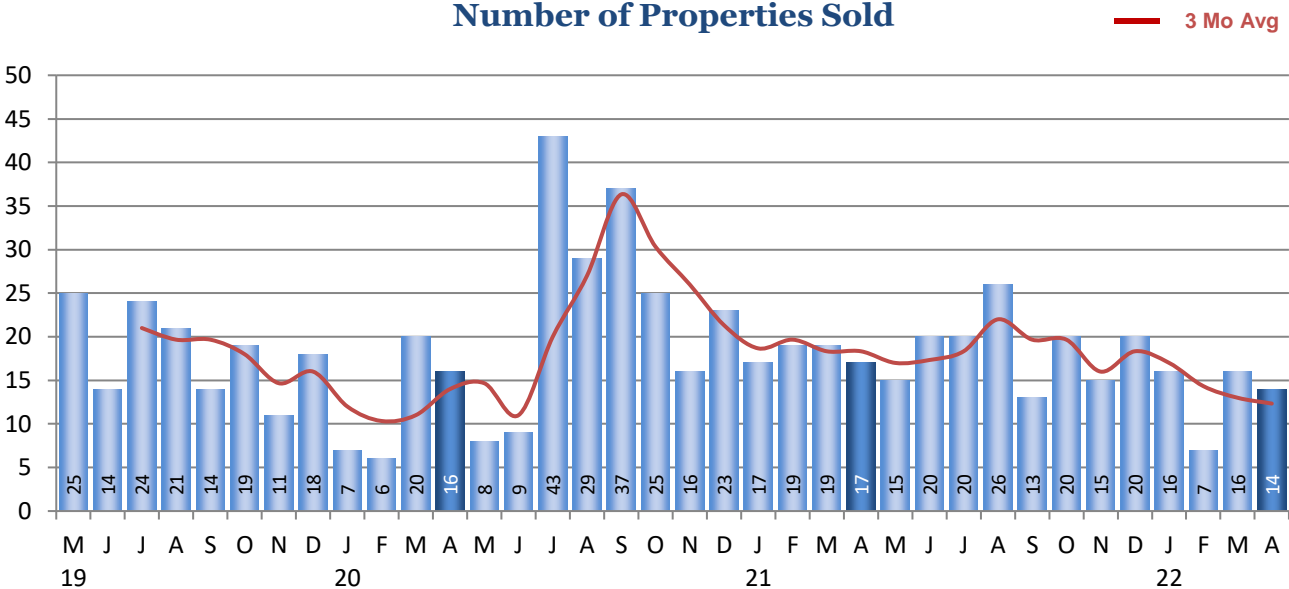
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$970,320	5%		23%				
Average List Price of all Current Listings	\$936,097	5%		18%				
April Median Sales Price	\$808,000	1%	-3%	20%	2%	\$830,900	15%	5%
April Average Sales Price	\$811,929	5%	1%	17%	3%	\$804,377	13%	2%
Total Properties Currently for Sale (Inventory)	23	156%		92%				
April Number of Properties Sold	14	-13%		-18%		53	-26%	
April Average Days on Market (Solds)	15	-63%	-46%	7%	-12%	28	87%	65%
Asking Price per Square Foot (based on New Listings)	\$541	12%	4%	22%	19%	\$521	18%	14%
April Sold Price per Square Foot	\$527	9%	8%	19%	16%	\$488	13%	7%
April Month's Supply of Inventory	1.6	192%	36%	133%	130%	1.0	87%	43%
April Sale Price vs List Price Ratio	102.3%	.8%	1.1%	.1%	1.2%	101.2%	-0%	0%

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

Property Sales

April Property sales were 14, down 17.6% from 17 in April of 2021 and 12.5% lower than the 16 sales last month. April 2022 sales were at their lowest level compared to April of 2021 and 2020. April YTD sales of 53 are running 26.4% behind last year's year-to-date sales of 72.

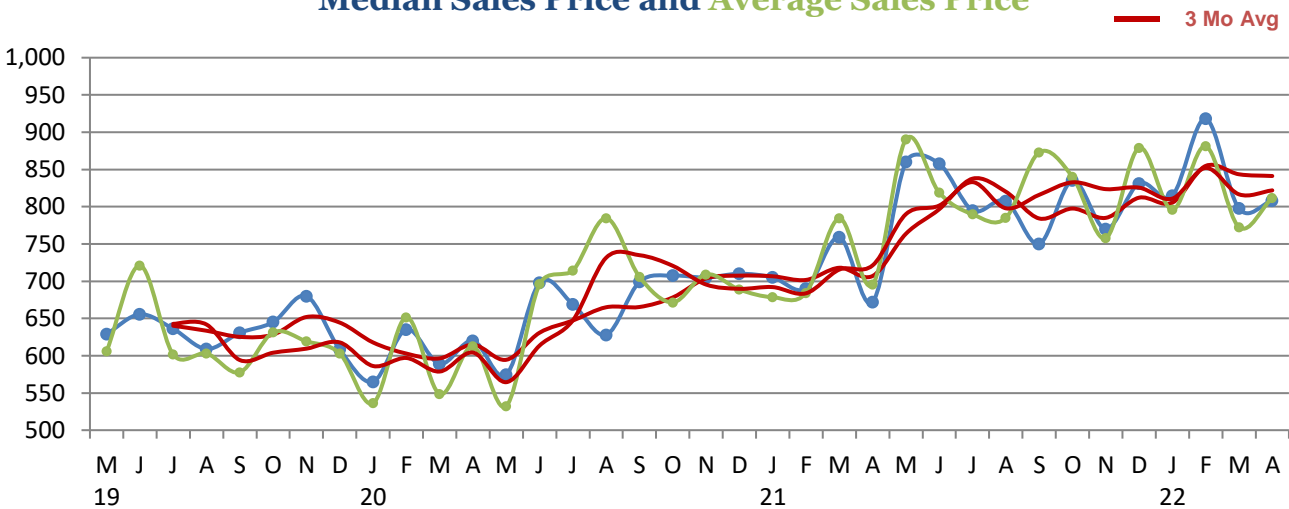
Number of Properties Sold



Prices

The Median Sales Price in April was \$808,000, up 20.2% from \$672,000 in April of 2021 and up 1.3% from \$797,500 last month. The Average Sales Price in April was \$811,929, up 16.7% from \$695,471 in April of 2021 and up 5.1% from \$772,568 last month. April 2022 ASP was at the highest level compared to April of 2021 and 2020.

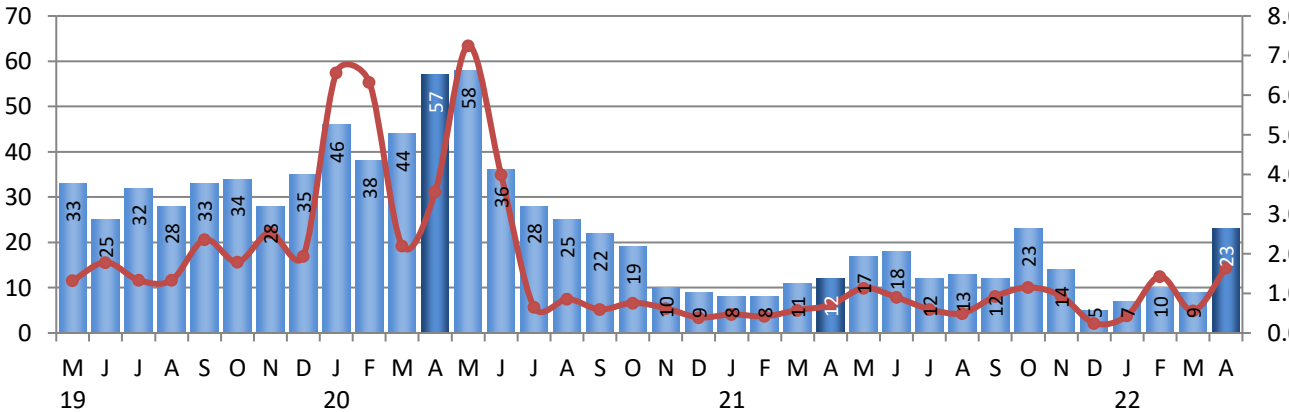
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 23, up 155.6% from 9 last month and up 91.7% from 12 in April of last year. April 2022 Inventory was at a mid level compared with April of 2021 and 2020.

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



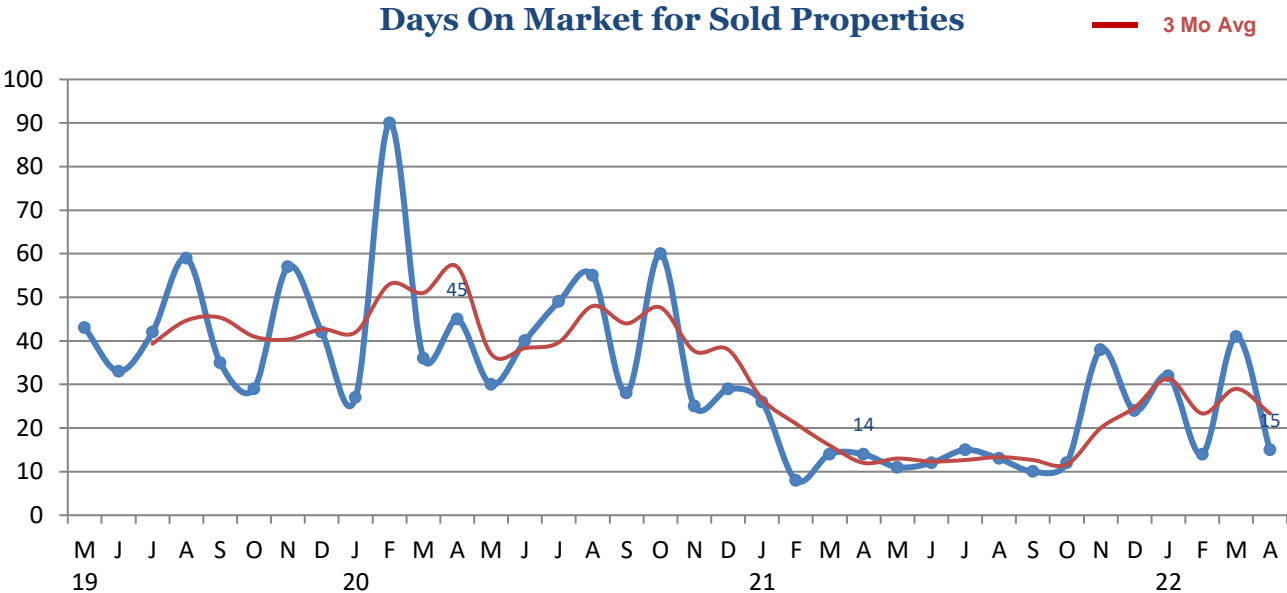


Price Range: All | Properties: SFH - Condo - TwnHm - MUL



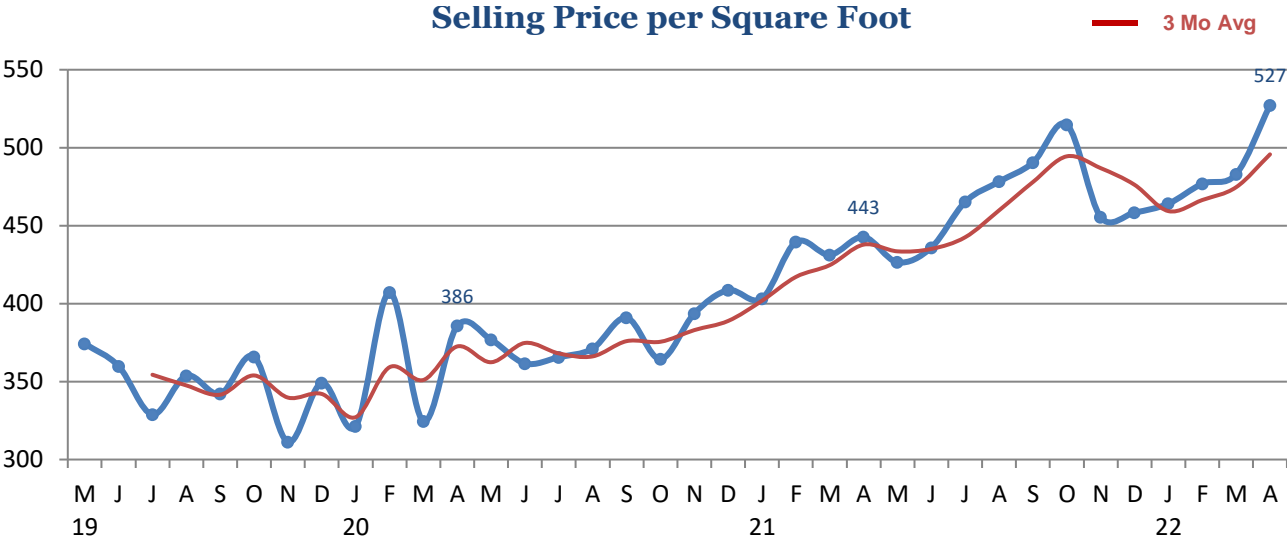
Market Time

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 April was 15, down 63.4% from 41 days last month and up 7.1% from 14 days in April of last year. The April 2022 DOM was at a mid level compared with April of 2021 and 2020.



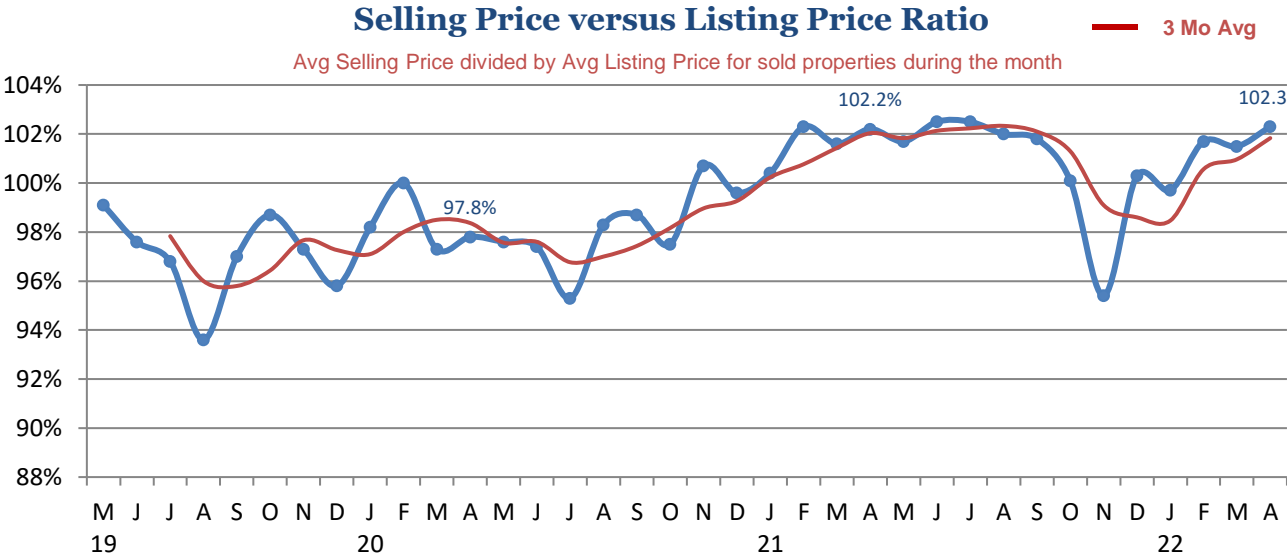
Selling Price per Square Foot

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 April 2022 Selling Price per Square Foot of \$527 was up 9.2% from \$483 last month and up 19.1% from 443 in April of last year.



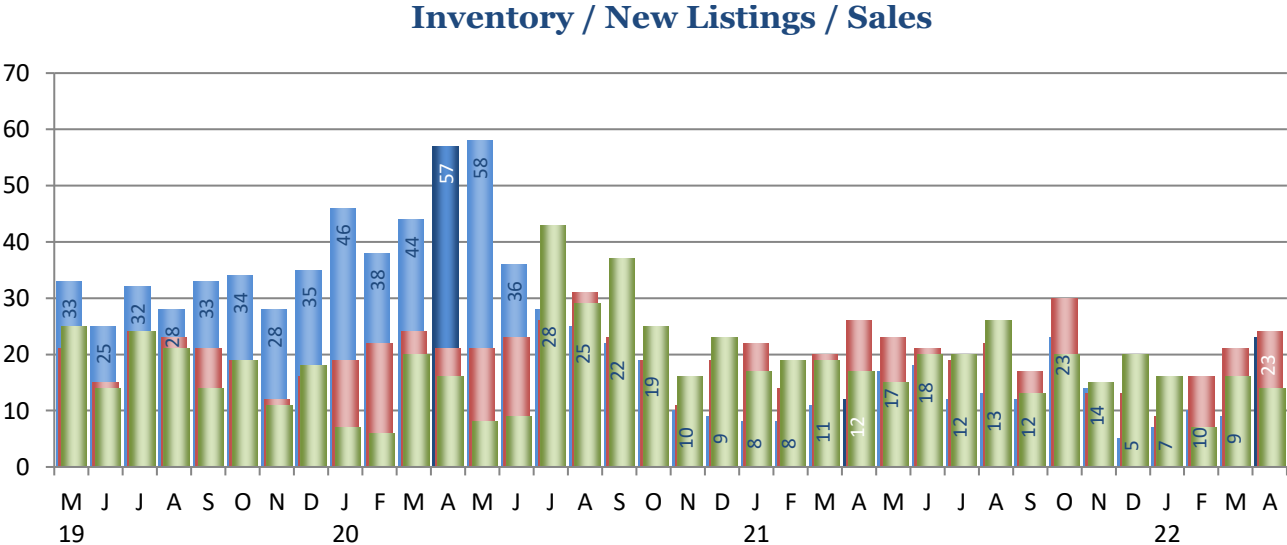
Selling Price vs Original Listings Price

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 April 2022 Selling Price vs Original List Price of 102.3% was up from 101.5% last month and up from 102.2% in April 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 April 2022 was 24, up 14.3% from 21 last month and down 7.7% from 26 in April of last year.





# Inventory / Listings / Sales

April 2022

City: Marina

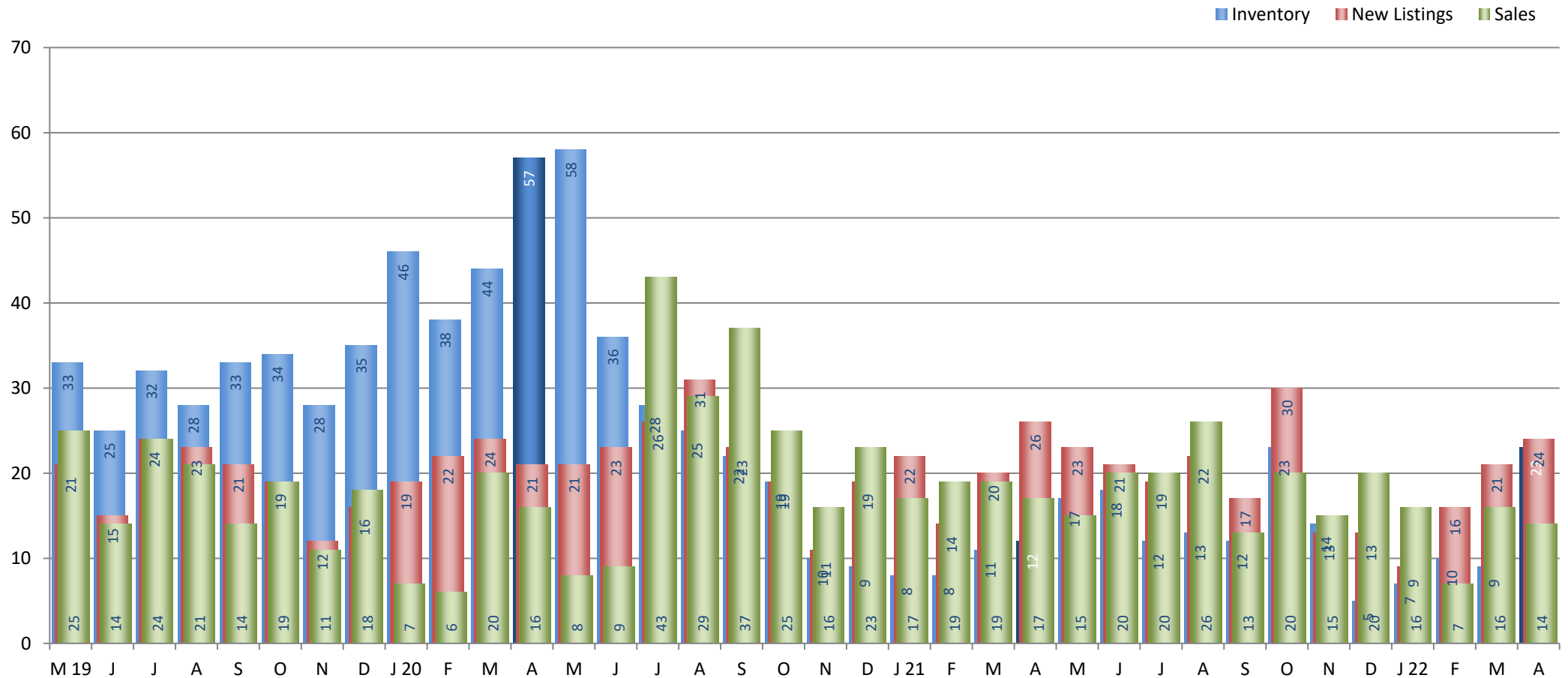


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 24, up 14.3% from 21 last month and down 7.7% from 26 in April of last year.



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



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

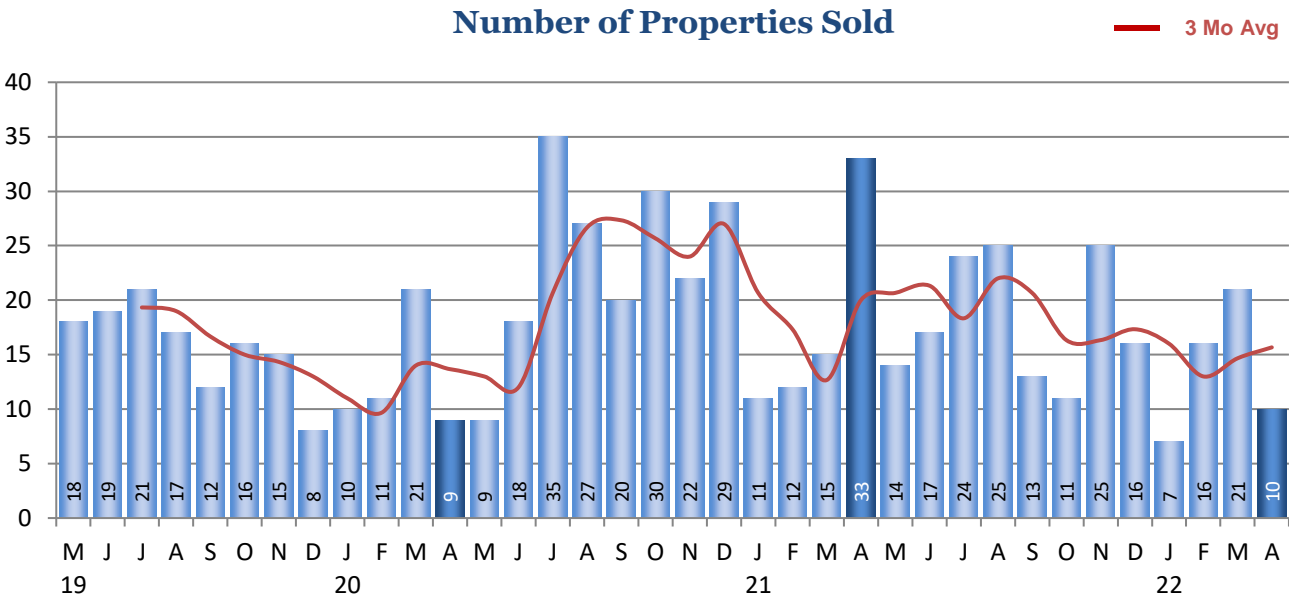
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,498,500	-0%		11%				
Average List Price of all Current Listings	\$2,627,694	31%		44%				
April Median Sales Price	\$1,327,000	2%	4%	38%	18%	\$1,280,000	33%	14%
April Average Sales Price	\$1,333,400	-6%	-9%	5%	-8%	\$1,469,654	23%	2%
Total Properties Currently for Sale (Inventory)	36	9%		-25%				
April Number of Properties Sold	10	-52%		-70%		54	-24%	
April Average Days on Market (Solds)	26	-64%	-54%	-74%	-61%	57	-30%	-14%
Asking Price per Square Foot (based on New Listings)	\$1,417	167%	72%	193%	141%	\$826	69%	40%
April Sold Price per Square Foot	\$625	3%	11%	25%	22%	\$563	16%	10%
April Month's Supply of Inventory	3.6	129%	53%	148%	21%	2.9	-20%	-4%
April Sale Price vs List Price Ratio	102.6%	4.3%	3.7%	6.1%	5.1%	98.9%	1%	1%

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

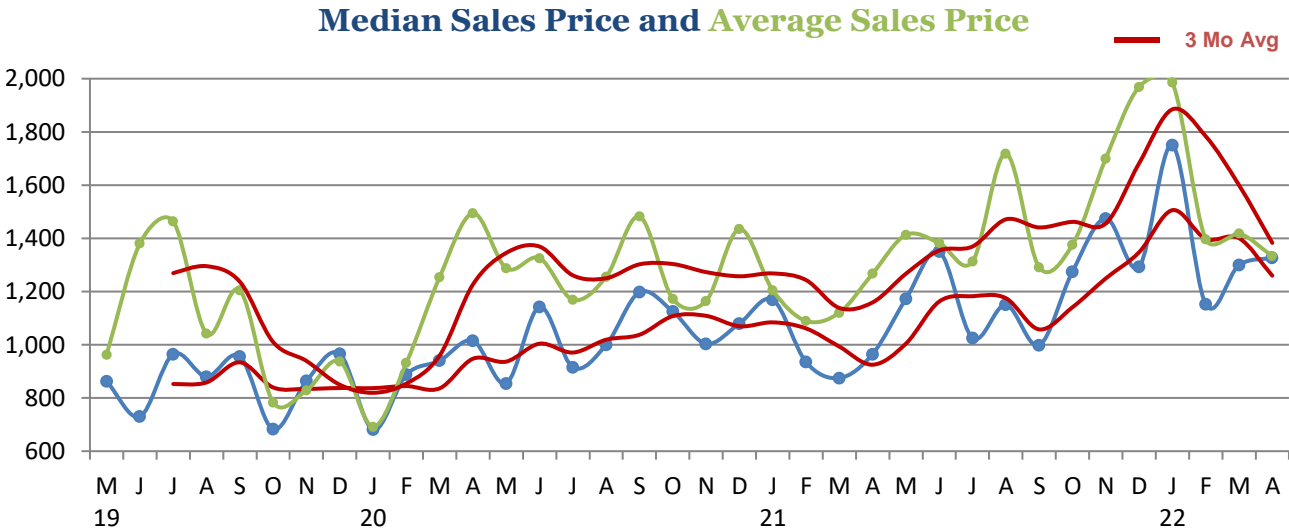
Property Sales

April Property sales were 10, down 69.7% from 33 in April of 2021 and 52.4% lower than the 21 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 54 are running 23.9% behind last year's year-to-date sales of 71.



Prices

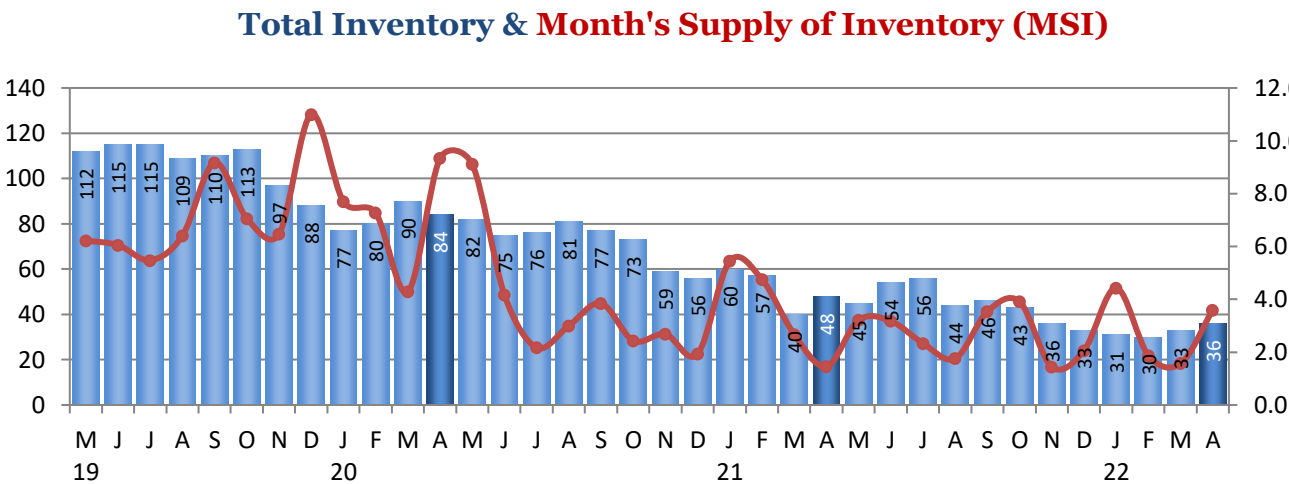
The Median Sales Price in April was \$1,327,000, up 37.5% from \$965,000 in April of 2021 and up 2.2% from \$1,299,000 last month. The Average Sales Price in April was \$1,333,400, up 5.2% from \$1,267,447 in April of 2021 and down 6.0% from \$1,418,095 last month. April 2022 ASP was at a mid range compared to April of 2021 and 2020.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 36, up 9.1% from 33 last month and down 25.0% from 48 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2022 MSI of 3.6 months was at a mid level compared with April of 2021 and 2020.



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

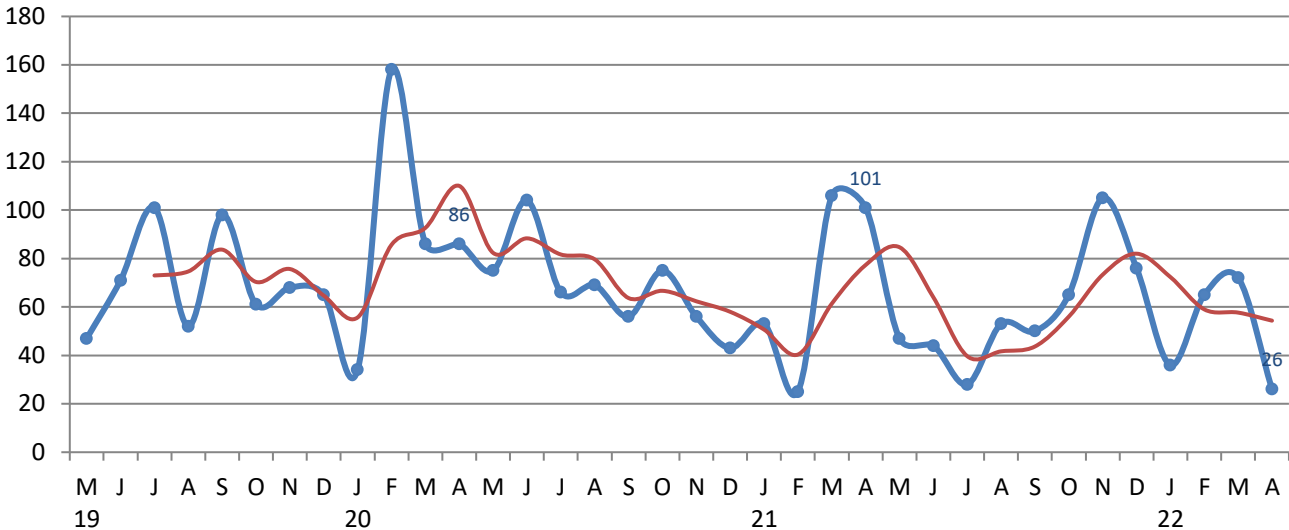
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 April was 26, down 63.9% from 72 days last month and down 74.3% from 101 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.

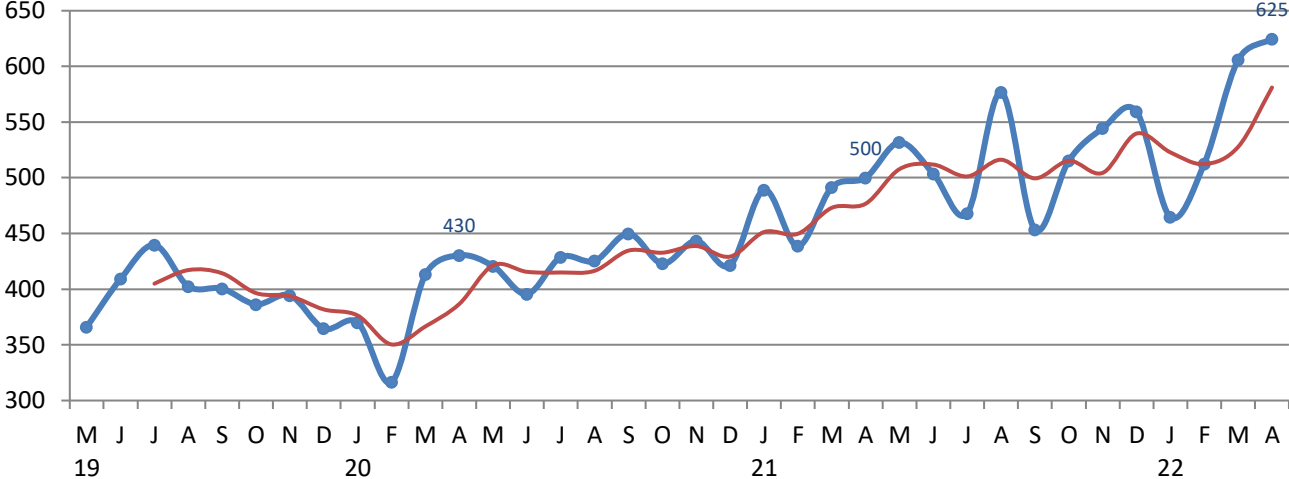
Days On Market for Sold Properties 3 Mo Avg



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 April 2022 Selling Price per Square Foot of \$625 was up 3.1% from \$606 last month and up 24.9% from 500 in April of last year.

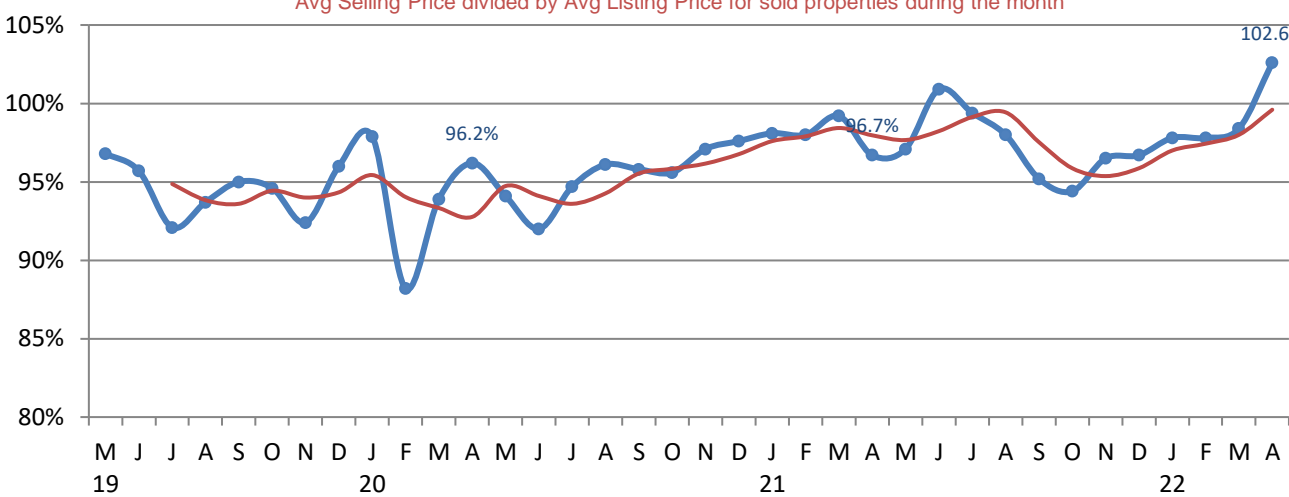
Selling Price per Square Foot 3 Mo Avg



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 April 2022 Selling Price vs Original List Price of 102.6% was up from 98.4% last month and up from 96.7% in April of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg



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 April 2022 was 19, up 5.6% from 18 last month and down 32.1% from 28 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

April 2022

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

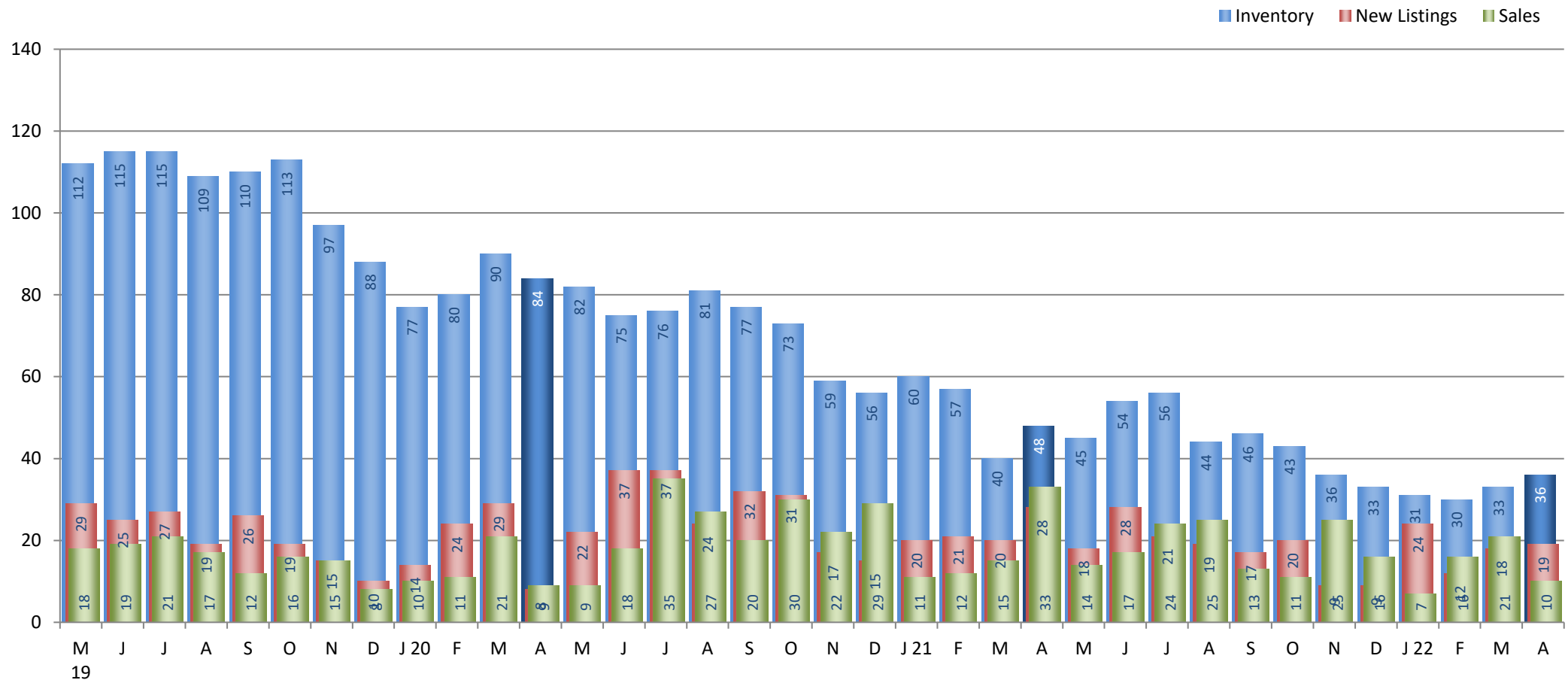


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 April 2022 was 19, up 5.6% from 18 last month and down 32.1% from 28 in April of last year.



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

Market Profile & Trends Overview

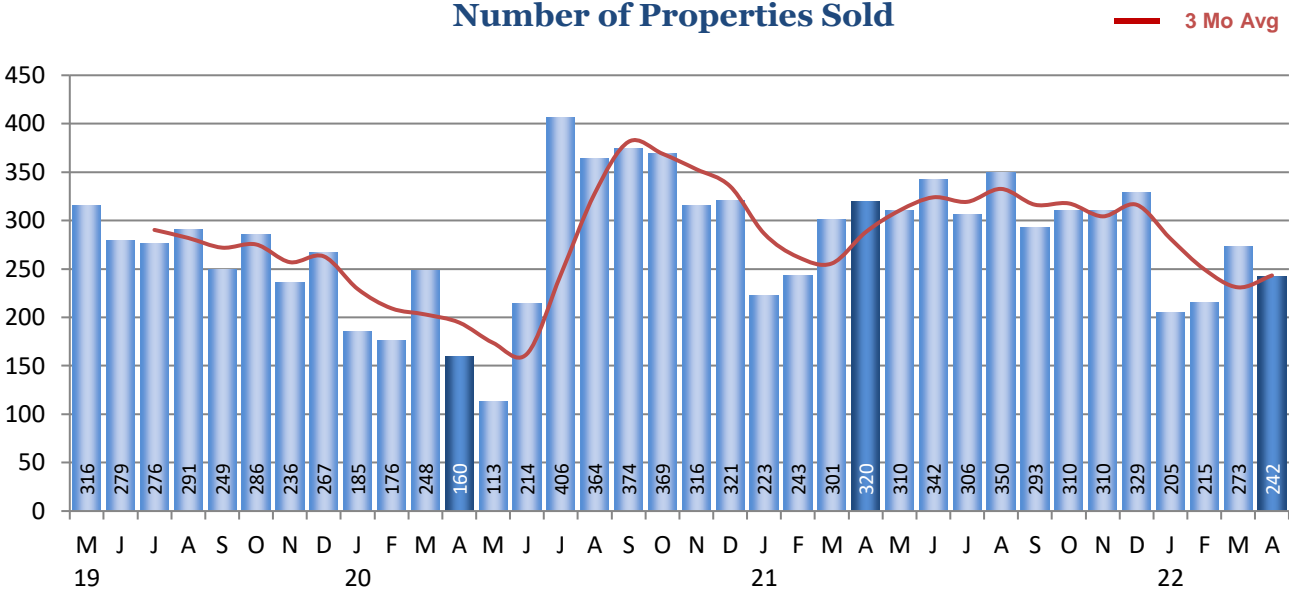
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$949,500	-4%		-0%				
Average List Price of all Current Listings	\$2,115,550	-1%		8%				
April Median Sales Price	\$842,500	-4%	-1%	10%	5%	\$849,000	7%	5%
April Average Sales Price	\$1,282,294	-15%	-12%	-2%	-1%	\$1,464,124	15%	13%
Total Properties Currently for Sale (Inventory)	458	13%		-16%				
April Number of Properties Sold	242	-11%		-24%		935	-14%	
April Average Days on Market (Solds)	26	-33%	-33%	-48%	-38%	39	-25%	-7%
Asking Price per Square Foot (based on New Listings)	\$762	10%	4%	20%	15%	\$732	17%	11%
April Sold Price per Square Foot	\$700	-6%	-1%	10%	10%	\$709	13%	11%
April Month's Supply of Inventory	1.9	27%	10%	11%	0%	1.8	-19%	-7%
April Sale Price vs List Price Ratio	101.2%	.5%	1.0%	1.7%	1.5%	100.2%	1%	0%

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

Property Sales

April Property sales were 242, down 24.4% from 320 in April of 2021 and 11.4% lower than the 273 sales last month. April 2022 sales were at a mid level compared to April of 2021 and 2020. April YTD sales of 935 are running 14.0% behind last year's year-to-date sales of 1,087.

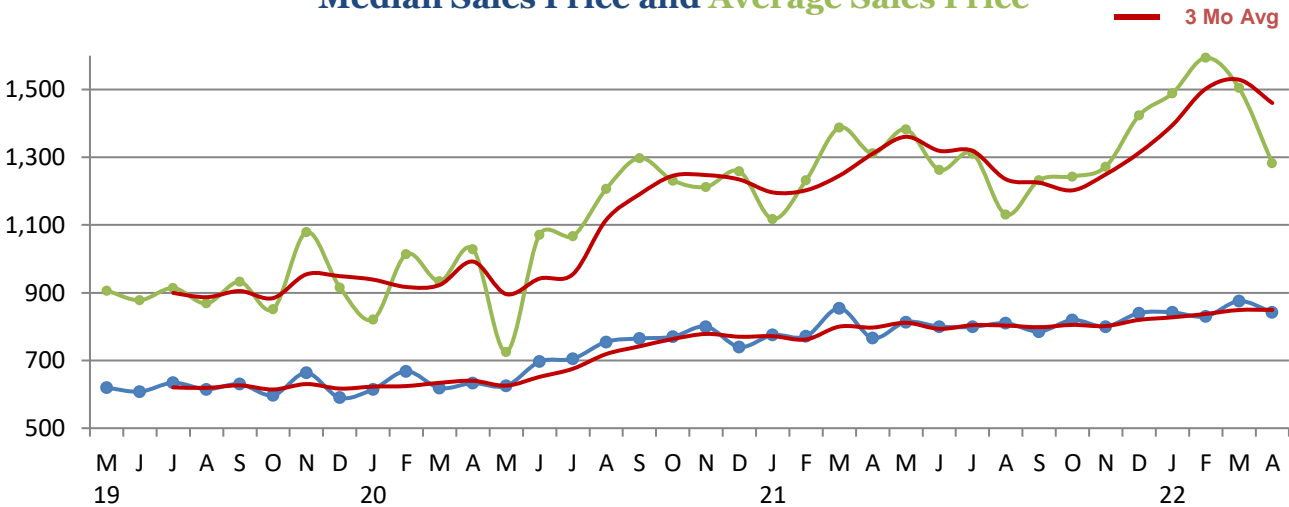
Number of Properties Sold



Prices

The Median Sales Price in April was \$842,500, up 9.9% from \$766,500 in April of 2021 and down 3.7% from \$875,000 last month. The Average Sales Price in April was \$1,282,294, down 2.2% from \$1,311,753 in April of 2021 and down 14.8% from \$1,504,779 last month. April 2022 ASP was at a mid range compared to April of 2021 and 2020.

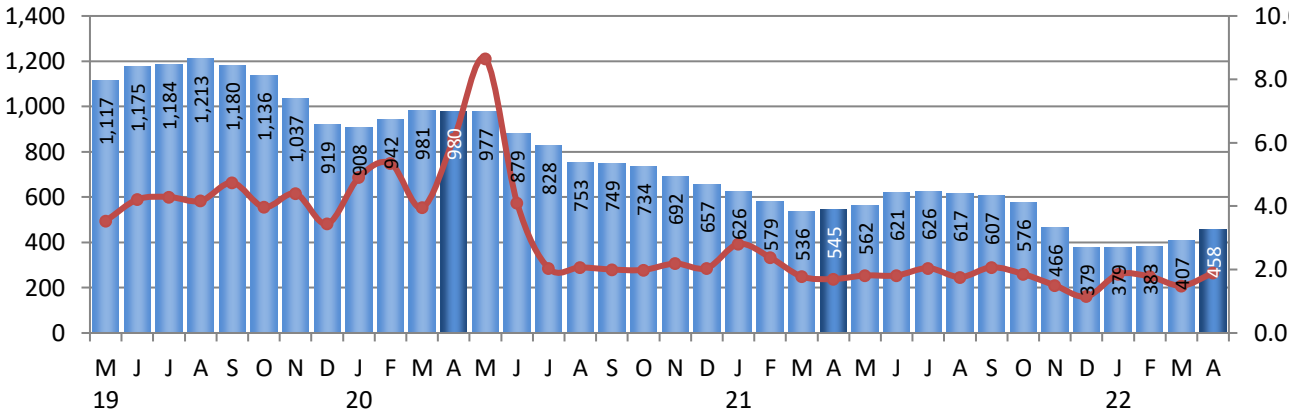
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 458, up 12.5% from 407 last month and down 16.0% from 545 in April of last year. April 2022 Inventory was at its lowest level compared with April of 2021 and 2020.

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





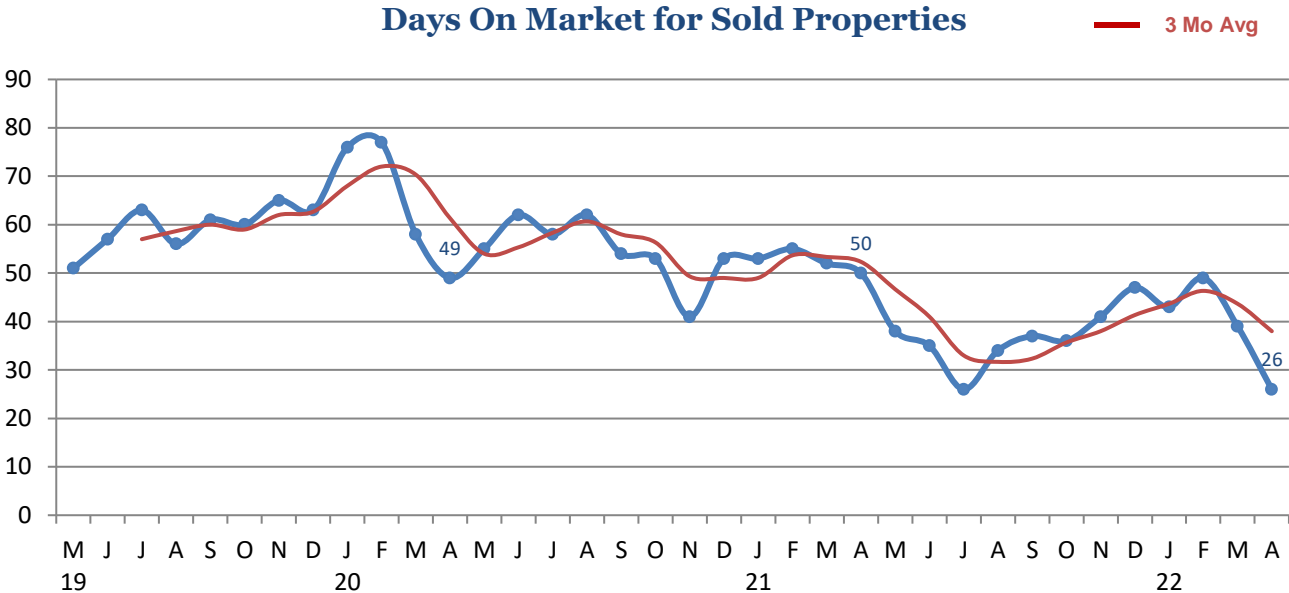


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 April was 26, down 33.3% from 39 days last month and down 48.0% from 50 days in April of last year. The April 2022 DOM was at its lowest level compared with April of 2021 and 2020.

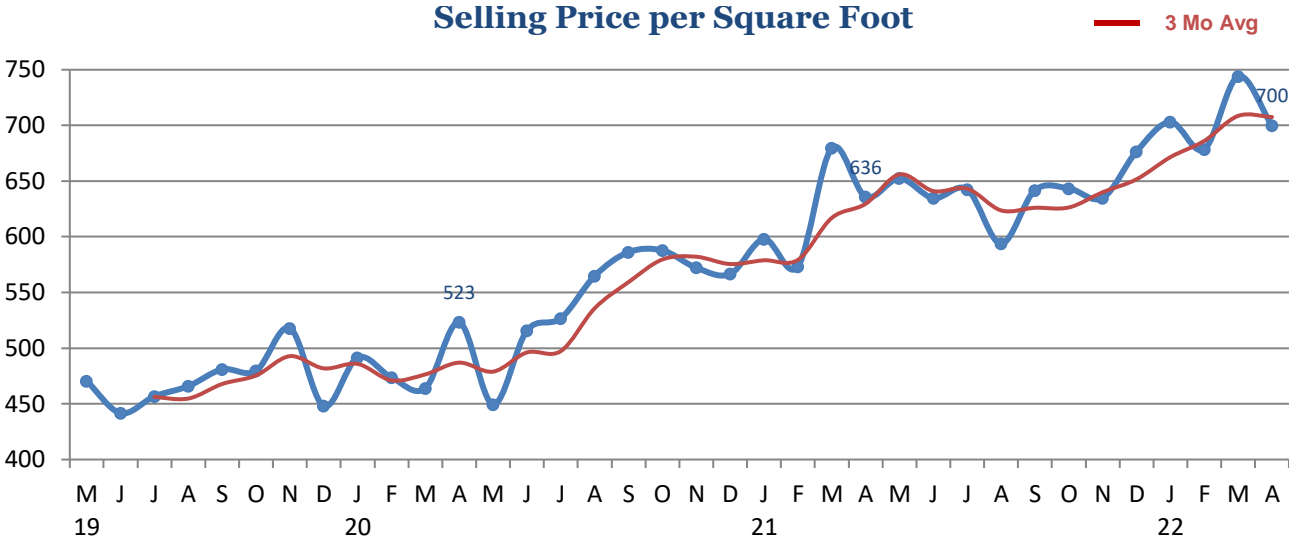
Days On Market for Sold Properties



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 April 2022 Selling Price per Square Foot of \$700 was down 5.9% from \$744 last month and up 10.1% from 636 in April of last year.

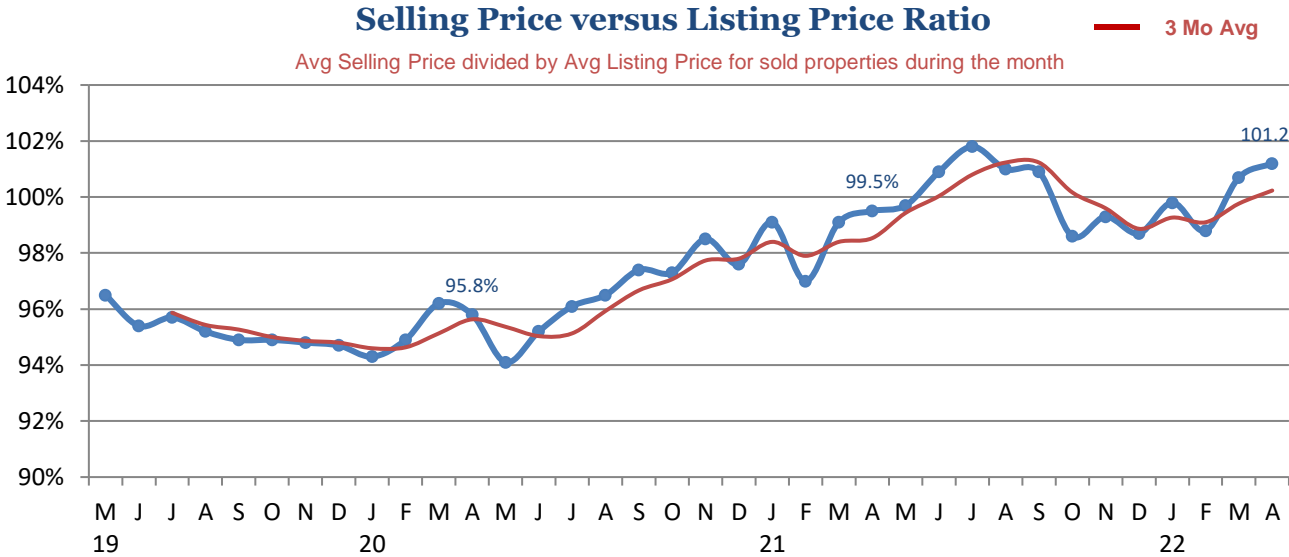
Selling Price per Square Foot



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 April 2022 Selling Price vs Original List Price of 101.2% was up from 100.7% last month and up from 99.5% in April of last year.

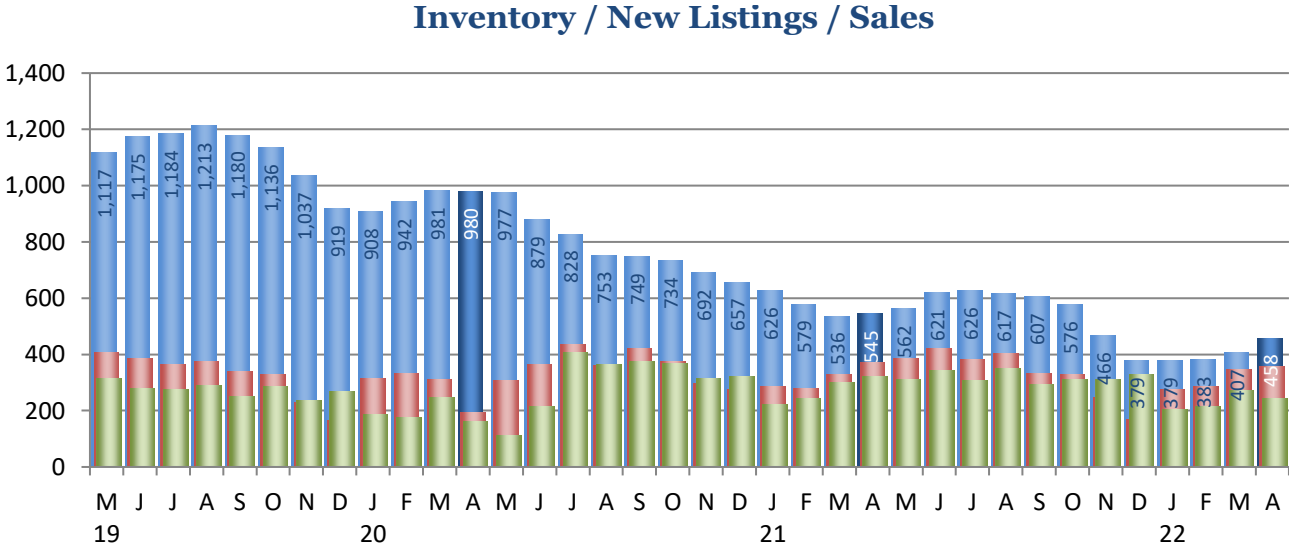
Selling Price versus Listing Price Ratio



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 April 2022 was 356, up 2.6% from 347 last month and down 4.3% from 372 in April of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

April 2022

County: Monterey

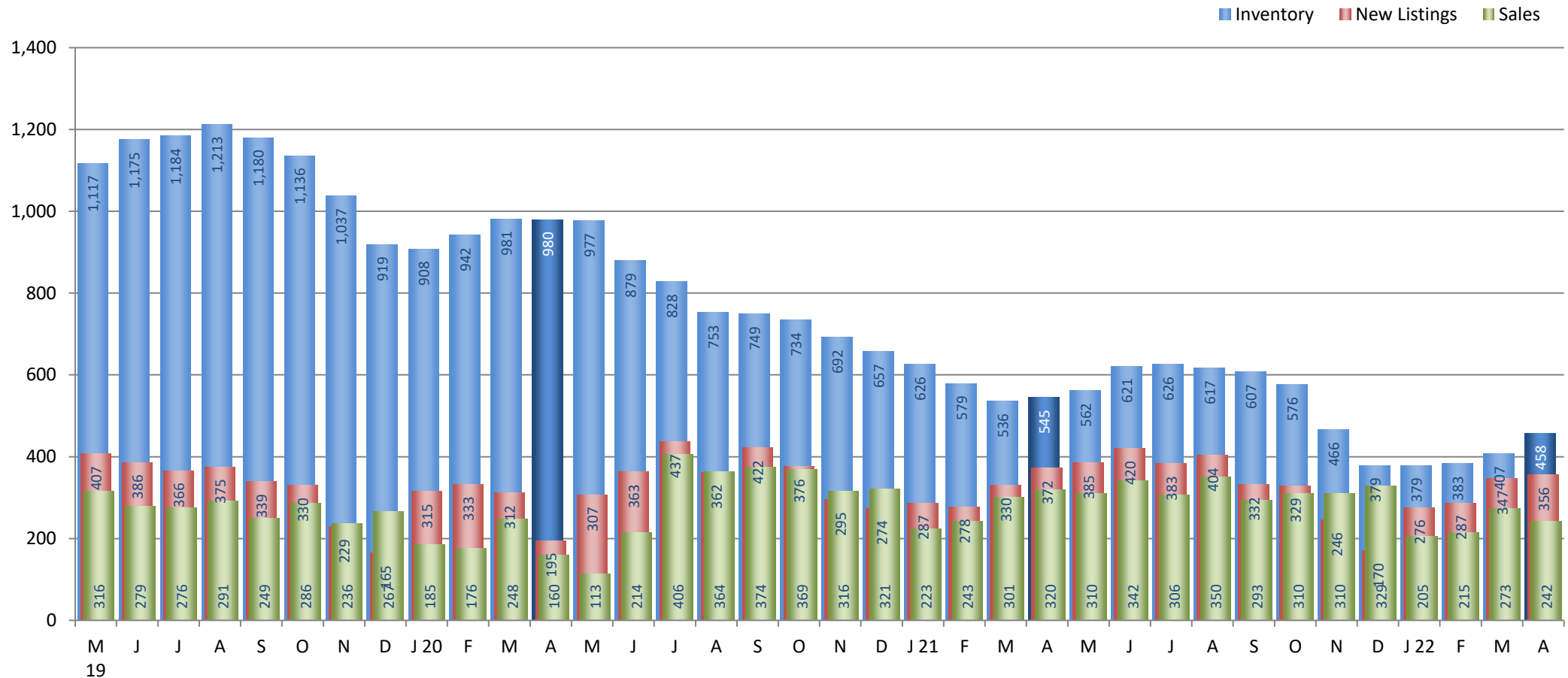


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## Inventory / New Listings / Sales

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