°								
Price Range: All   Properties: SFH - Condo - TwnHm - MUL								Sotheby's
		Trending versus*:					Trending	<u>s versus*:</u>
Market Profile & Trends Overview	<u>Month</u>	LM	<u>L3M</u>	PYM	LY	YTD	Prior YTD	<u>Prior Year</u>
Median List Price of all Current Listings	\$2,475,000	5%		47%				
Average List Price of all Current Listings	\$3,573,460	3%		20%				
July Median Sales Price	\$1,994,500	-16%	-5%	4%	5%	\$2,172,500	16%	14%
July Average Sales Price	\$2,625,482	7%	-7%	-7%	4%	\$2,742,647	13%	9%
Total Properties Currently for Sale (Inventory)	99	<b>-8%</b>		-12%				
July Number of Properties Sold	20	-31%		-49%		226	-24%	
July Average Days on Market (Solds)	43	-53%	-4%	59%	-31%	50	-21%	-19%
Asking Price per Square Foot (based on New Listings)	\$1,449	-9%	1%	-14%	17%	\$1,405	18%	13%
July Sold Price per Square Foot	\$1,271	-10%	-9%	7%	8%	\$1,364	19%	16%
July Month's Supply of Inventory	5.0	33%	24%	72%	78%	2.9	-2%	5%
July Sale Price vs List Price Ratio	95.0%	-3.1%	-4.3%	-5.8%	-2.3%	98.9%	1%	2%

#### **Property Sales**

July Property sales were 20, down 48.7% from 39 in July of 2021 and 31.0% lower than the 29 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 226 are running 23.9% behind last year's yearto-date sales of 297.

Market Action Report

City: Carmel

**Number of Properties Sold** 



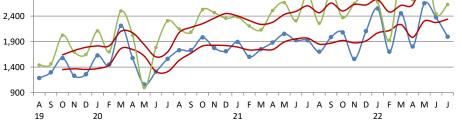
3 Mo Avg

July 2022



#### **Prices**

The Median Sales Price in July was \$1,994,500, up 3.7% from \$1,924,000 in July of 2021 and down 16.0% from \$2,375,000 last month. The Average Sales Price in July was \$2,625,482, down 7.4% from \$2,834,751 in July of 2021 and up 7.5% from \$2,442,430 last month. July 2022 ASP was at a mid range compared to July of 2021 and 2020.

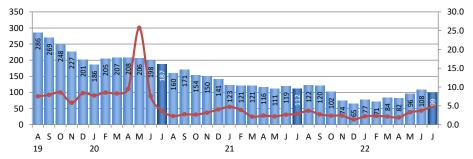


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 99, down 8.3% from 108 last month and down 11.6% from 112 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 5.0 months was at its highest level compared with July of 2021 and 2020.

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



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3,400

2,900

# Market Action Report City: Carmel

#### rice Range: All | Properties: SFH - Condo - TwnHm - MUL

Sotheby's

July 2022

INTERNATIONAL REALTY

#### Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 43, down 52.7% from 91 days last month and up 59.3% from 27 days in July of last year. The July 2022 DOM was at a mid level compared with July of 2021 and 2020.

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 July 2022 Selling Price per Square Foot of \$1,271 was down

10.2% from \$1,415 last month and up 6.7% from 1,191 in July of



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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 July 2022 Selling Price vs Original List Price of 95.0% was down from 98.0% last month and down from 100.8% in July 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 July 2022 was 27, down 32.5% from 40 last month and down 43.8% from 48 in July of last year.



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July 2022

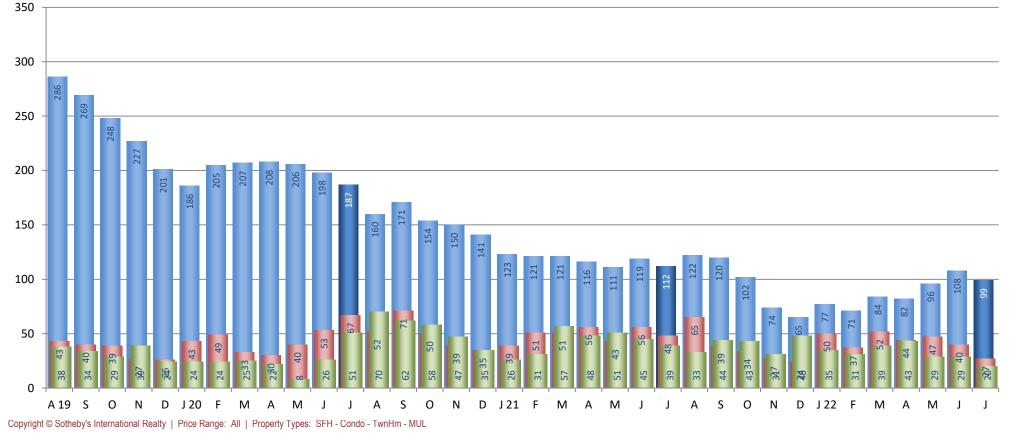


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 July 2022 was 27, down 32.5% from 40 last month and down 43.8% from 48 in July of last year.

Inventory New Listings Sales



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Market Action	Report
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City: Carmel Valley

# July 2022

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Price Range: All   Properties: SFH - Condo - TwnHm - MUL							B	NTERNATIONAL REALTY	
		T	rending	g versus	*	<u>Trending versus*:</u>			
Market Profile & Trends Overview	<u>Month</u>	LM	L3M	PYM	LY	YTD	Prior YTD	<u>Prior Year</u>	
Median List Price of all Current Listings	\$1,335,000	0%		-3%					
Average List Price of all Current Listings	\$1,746,521	2%		4%					
July Median Sales Price	\$1,150,000	-12%	-8%	-21%	-16%	\$1,337,000	6%	-3%	
July Average Sales Price	\$1,205,857	-36%	-36%	-12%	-25%	\$1,860,740	25%	16%	
Total Properties Currently for Sale (Inventory)	47	9%		0%					
July Number of Properties Sold	7	-22%		-36%		64	-42%		
July Average Days on Market (Solds)	16	-73%	-69%	-76%	-83%	60	-44%	-36%	
Asking Price per Square Foot (based on New Listings)	\$914	4%	9%	41%	29%	\$807	20%	14%	
July Sold Price per Square Foot	\$751	5%	-1%	28%	12%	\$750	18%	12%	
July Month's Supply of Inventory	6.7	41%	48%	57%	111%	4.3	28%	35%	
July Sale Price vs List Price Ratio	97.3%	4.0%	.0%	6%	3.0%	96.8%	2%	2%	

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

#### **Property Sales**

July Property sales were 7, down 36.4% from 11 in July of 2021 and 22.2% lower than the 9 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 64 are running 42.3% behind last year's yearto-date sales of 111.



3 Mo Avg



#### **Prices**

The Median Sales Price in July was \$1,150,000, down 20.7% from \$1,450,000 in July of 2021 and down 11.5% from \$1,300,000 last month. The Average Sales Price in July was \$1,205,857, down 11.9% from \$1,368,595 in July of 2021 and down 36.1% from \$1,886,667 last month. July 2022 ASP was at a mid range compared to July of 2021 and 2020.

#### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 47, up 9.3% from 43 last month and equal to 47 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 6.7 months was at its highest level compared with July of 2021 and 2020.

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

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# Market Action Report City: Carmel Valley

#### rice Range: All | Properties: SFH - Condo - TwnHm - MUL

July 2022

#### 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 July was 16, down 73.3% from 60 days last month and down 76.1% from 67 days in July of last year. The July 2022 DOM was at its lowest level compared with July 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 July 2022 Selling Price per Square Foot of \$751 was up 4.6% from \$718 last month and up 28.2% from 586 in July 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 July 2022 Selling Price vs Original List Price of 97.3% was up from 93.6% last month and down from 97.9% in July of last year.



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 July 2022 was 17, down 10.5% from 19 last month and up 30.8% from 13 in July of last year.



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95%

90% 85% 80% 75%

ASONDJFMAM

# Inventory / Listings / Sales City: Carmel Valley

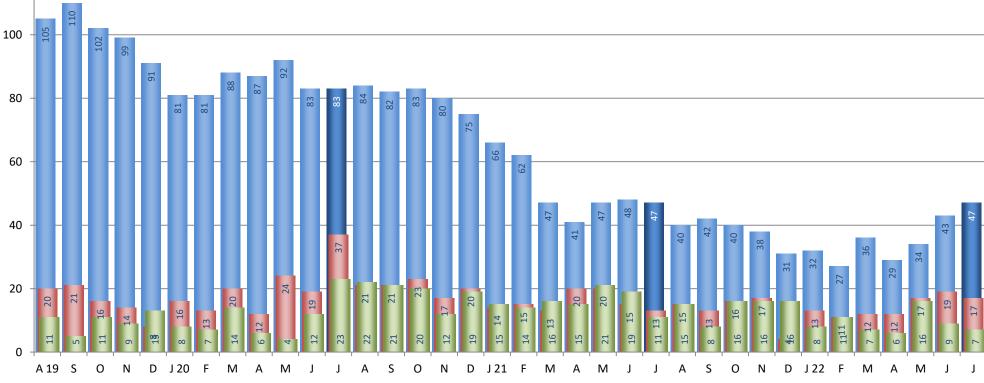
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

120

### 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 July 2022 was 17, down 10.5% from 19 last month and up 30.8% from 13 in July of last year.





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Market Action Report								July 2	2022
MLS Area: Carmel Meadows #151 , F	Point								ϧ
Lobos #152 , Highlands Inn #154 , Malf  Price Range: All   Properties: SFH - Condo - TwinHim - MUL	paso						I	Sotheby's	
				g versus		170D	Trending		
Market Profile & Trends Overview	<u>Month</u>	<u>LM</u>	<u>L3M</u>	<u>PYM</u>	LY	YTD	Prior YTD	<u>Prior Year</u>	
Median List Price of all Current Listings	\$3,900,000	-2%		117%					
Average List Price of all Current Listings	\$7,797,310	0%		66%					
July Median Sales Price	\$1,050,000	141%	-60%	-53%	-50%	\$3,100,000	43%	48%	
July Average Sales Price	\$1,050,000	-65%	-74%	-49%	-69%	\$4,414,796	49%	30%	
Total Properties Currently for Sale (Inventory)	29	0%		-29%					
July Number of Properties Sold	2	-33%		-78%		33	-18%		
July Average Days on Market (Solds)	14	-96%	-91%	-82%	-88%	157	16%	37%	
Asking Price per Square Foot (based on New Listings)	\$1,402	-59%	-40%	-40%	-15%	\$2,154	56%	31%	
July Sold Price per Square Foot	\$748	-57%	-60%	-25%	-36%	\$1,844	60%	58%	
July Month's Supply of Inventory	14.5	50%	45%	218%	71%	8.1	1%	-4%	
July Sale Price vs List Price Ratio	100.0%	15.3%	2.0%	4.3%	7.4%	98.1%	4%	5%	
* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2021) / YTD	= Year-to-date								

#### **Property Sales**

July Property sales were 2, down 77.8% from 9 in July of 2021 and 33.3% lower than the 3 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 33 are running 17.5% behind last year's year-to- 10 date sales of 40.



3 Mo Avg



#### **Prices**

The Median Sales Price in July was \$1,050,000, down 52.9% from \$2,228,000 in July of 2021 and up 141.4% from \$435,000 last month. The Average Sales Price in July was \$1,050,000, down 49.1% from \$2,063,894 in July of 2021 and down 64.6% from \$2,967,160 last month. July 2022 ASP was at the lowest level compared to July of 2021 and 2020.

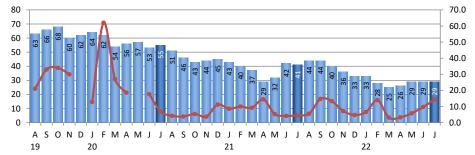


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 29, equal to 29 last month and down 29.3% from 41 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 14.5 months was at its highest level compared with July of 2021 and 2020.

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



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

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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 14, down 95.8% from 337 days last month and down 81.8% from 77 days in July of last year. The July 2022 DOM was at its lowest level compared with July of 2021 and 2020.



Selling Price per Square Foot

#### 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 July 2022 Selling Price per Square Foot of \$748 was down 56.8% from \$1,733 last month and down 25.4% from 1,004 in July of last year.



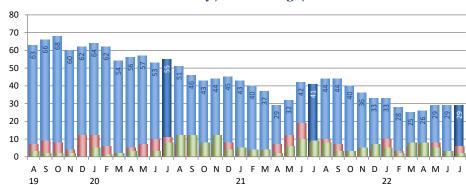
#### Selling Price vs Original Listings Price

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 July 2022 Selling Price vs Original List Price of 100.0% was up from 86.7% last month and up from 95.9% in July 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 July 2022 was 6, up 100.0% from 3 last month and down 25.0% from 8 in July of last year.

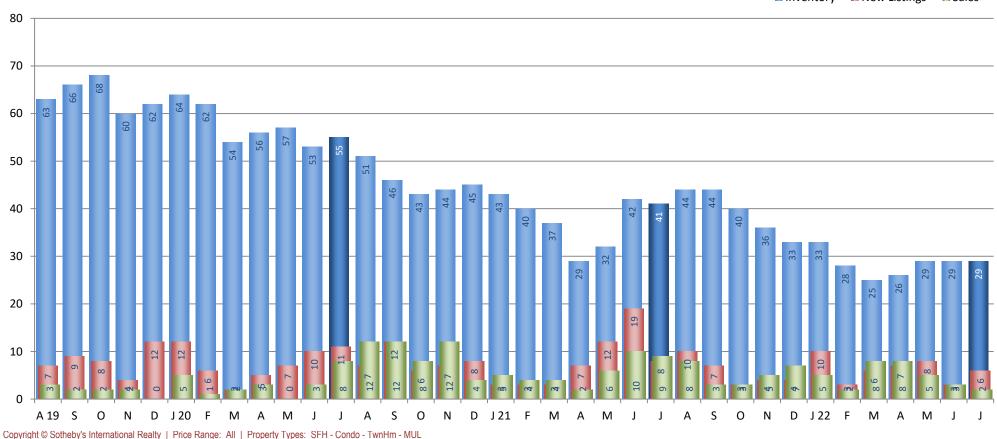


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2,400



## 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 July 2022 was 6, up 100.0% from 3 last month and down 25.0% from 8 in July of last year.

Inventory / Listings / Sales MLS Area: Carmel Meadows #151, Point Lobos #152 , Highlands Inn #154 , Malpaso Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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Inventory New Listings Sales

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Price Range: All   Properties: SFH - Condo - TwnHm - MUL								Sotheby's	
		Trending versus*:					Trending versus*:		
Market Profile & Trends Overview	<u>Month</u>	LM	L3M	PYM	LY	YTD	Prior YTD	<u>Prior Year</u>	
Median List Price of all Current Listings	\$4,750,000	-27%		-28%					
Average List Price of all Current Listings	\$7,412,932	-7%		-18%					
July Median Sales Price	\$1,908,750	- <mark>66</mark> %	-20%	-41%	-31%	\$3,137,500	12%	13%	
July Average Sales Price	\$3,060,458	-50%	-25%	-51%	-27%	\$5,787,164	32%	38%	
Total Properties Currently for Sale (Inventory)	31	11%		-3%					
July Number of Properties Sold	12	50%		9%		62	-42%		
July Average Days on Market (Solds)	24	-64%	-31%	20%	-49%	37	-20%	-21%	
Asking Price per Square Foot (based on New Listings)	\$1,458	35%	12%	-13%	8%	\$1,410	10%	5%	
July Sold Price per Square Foot	\$1,115	-23%	-12%	-15%	-2%	\$1,409	27%	24%	
July Month's Supply of Inventory	2.6	-26%	-20%	-11%	-7%	2.9	8%	4%	
July Sale Price vs List Price Ratio	100.0%	2.8%	-1.1%	1%	3.4%	99.5%	2%	3%	

#### **Property Sales**

July Property sales were 12, up 9.1% from 11 in July of 2021 and 50.0% higher than the 8 sales last month. July 2022 sales were at a mid level compared to July of 2021 and 2020. July YTD sales of 62 are running 42.1% behind last year's year-to-date sales of 107.

Market Action Report

City: Pebble Beach



3 Mo Avg

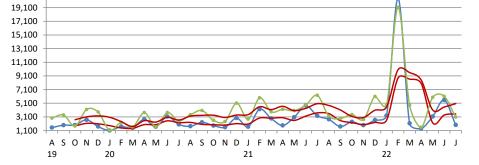
3 Mo Avg

July 2022



#### **Prices**

The Median Sales Price in July was \$1,908,750, down 41.3% from \$3,250,000 in July of 2021 and down 65.6% from \$5,550,000 last month. The Average Sales Price in July was \$3,060,458, down 51.0% from \$6,248,318 in July of 2021 and down 49.9% from \$6,111,026 last month. July 2022 ASP was at a mid range compared to July of 2021 and 2020.

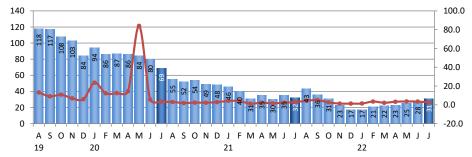


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 31, up 10.7% from 28 last month and down 3.1% from 32 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

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

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



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# Market Action Report City: Pebble Beach

#### rice Range: All | Properties: SFH - Condo - TwnHm - MUL

Selling Price per Square Foot

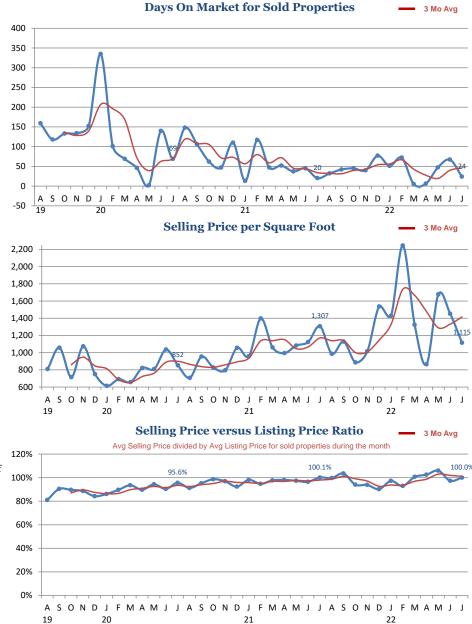
Sotheby's

INTERNATIONAL REALTY

**July 202** 

#### <u>Market Time</u>

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 July was 24, down 64.2% from 67 days last month and up 20.0% from 20 days in July of last year. The July 2022 DOM was at a mid level compared with July of 2021 and 2020.



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 July 2022 Selling Price per Square Foot of \$1,115 was down 23.2% from \$1,452 last month and down 14.7% from 1,307 in July of last year.

The Selling Price per Square Foot is a great indicator for the

direction of Property values. Since Median Sales Price and

#### 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 July 2022 Selling Price vs Original List Price of 100.0% was up from 97.3% last month and down from 100.1% in July 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 July 2022 was 11, equal to 11 last month and down 31.3% from 16 in July of last year.



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# Inventory / Listings / Sales City: Pebble Beach

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

140

### 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 July 2022 was 11, equal to 11 last month and down 31.3% from 16 in July of last year.

Inventory New Listings Sales

120 118 100 80 60 40 20 0 A 19 S 0 Ν D J 20 F Μ Α M S 0 Ν D J21 F Μ А Μ Δ S 0 Ν D J 22 F Μ А Μ Α Copyright © Sotheby's International Realty | Price Range: All | Property Types: SFH - Condo - TwnHm - MUL

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Price Range: All   Properties: SFH - Condo - TwnHm - MUL								Sotheby's
		Trending versus*:						versus*:
Market Profile & Trends Overview	<u>Month</u>	LM	L3M	PYM	LY	YTD	Prior YTD	<u>Prior Year</u>
Median List Price of all Current Listings	\$1,679,000	-1%		34%				
Average List Price of all Current Listings	\$2,051,664	-9%		32%				
July Median Sales Price	\$1,438,000	3%	3%	7%	13%	\$1,398,344	8%	10%
July Average Sales Price	\$1,795,758	17%	13%	25%	22%	\$1,678,589	17%	14%
Total Properties Currently for Sale (Inventory)	35	-5%		21%				
July Number of Properties Sold	17	13%		-26%		102	-33%	
July Average Days on Market (Solds)	84	342%	171%	394%	147%	34	-6%	0%
Asking Price per Square Foot (based on New Listings)	\$938	-11%	-12%	-4%	-2%	\$1,036	10%	8%
July Sold Price per Square Foot	\$1,206	21%	15%	16%	25%	\$1,047	13%	9%
July Month's Supply of Inventory	2.1	-17%	5%	63%	51%	1.5	-3%	11%
July Sale Price vs List Price Ratio	98.7%	-4.4%	-3.8%	-4.9%	-1.5%	102.0%	2%	2%

#### **Property Sales**

July Property sales were 17, down 26.1% from 23 in July of 2021 and 13.3% higher than the 15 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 102 are running 33.3% behind last year's yearto-date sales of 153.

Market Action Report

City: Pacific Grove

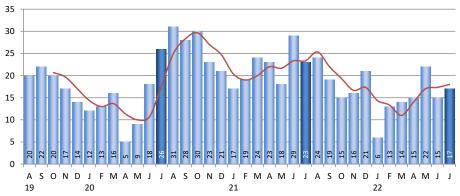




3 Mo Avg

22

July 2022



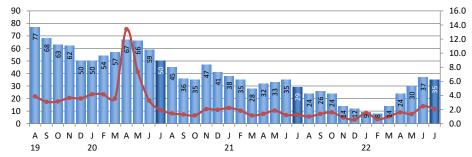
**Median Sales Price and Average Sales Price** 

#### **Prices**

The Median Sales Price in July was \$1,438,000, up 6.5% from \$1,350,000 in July of 2021 and up 2.7% from \$1,400,000 last month. The Average Sales Price in July was \$1,795,758, up 25.1% from \$1,435,435 in July of 2021 and up 17.0% from \$1,534,625 last month. July 2022 ASP was at the highest level compared to July of 2021 and 2020.



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#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 35, down 5.4% from 37 last month and up 20.7% from 29 in July of last year. July 2022 Inventory was at a mid level compared with July of 2021 and 2020.

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

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2,400

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1,800 1,600 1,400 1,200 1,000 800

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# Market Action Report City: Pacific Grove

July 2022

Sotheby's INTERNATIONAL REALTY

#### **Market Time**

last year.

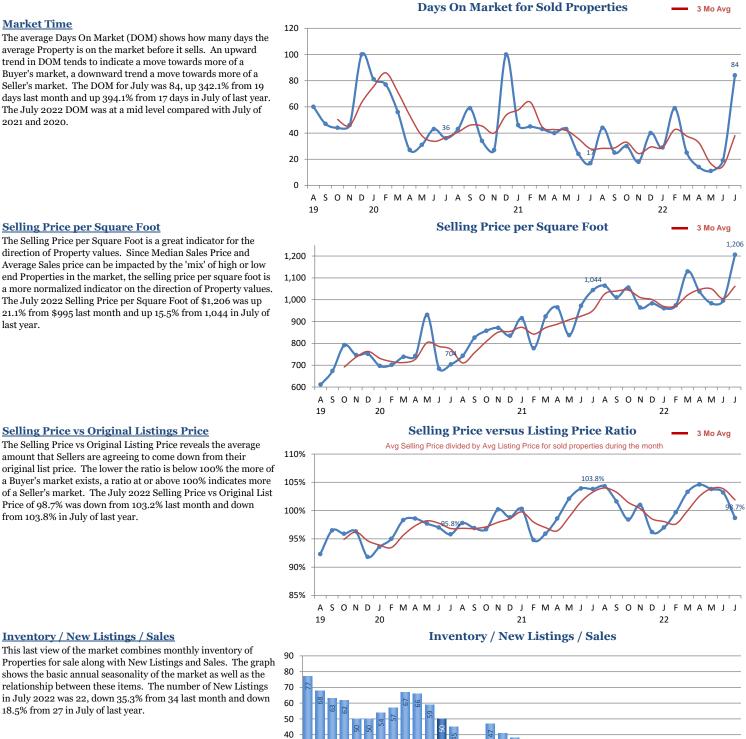
The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 84, up 342.1% from 19 days last month and up 394.1% from 17 days in July of last year. The July 2022 DOM was at a mid level compared with July of 2021 and 2020.

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

The July 2022 Selling Price per Square Foot of \$1,206 was up



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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 July 2022 Selling Price vs Original List Price of 98.7% was down from 103.2% last month and down from 103.8% in July 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 July 2022 was 22, down 35.3% from 34 last month and down 18.5% from 27 in July of last year.

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# Inventory / Listings / Sales City: Pacific Grove

July 2022

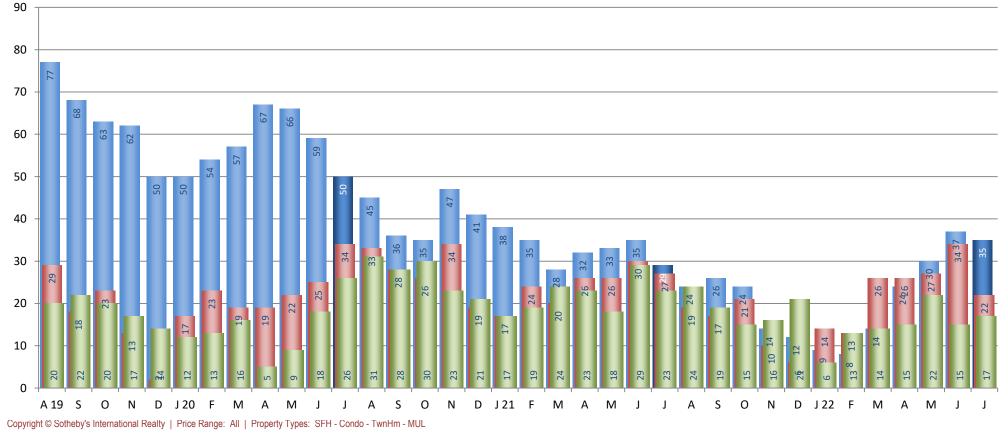


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 July 2022 was 22, down 35.3% from 34 last month and down 18.5% from 27 in July of last year.





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Price Range: All   Properties: SFH - Condo - TwnHm - MUL								Sotheby's
		Trending versus*:					Trendir	<u>ng versus*:</u>
Market Profile & Trends Overview	<u>Month</u>	LM	<u>L3M</u>	PYM	LY	YTD	Prior YTE	<u>Prior Year</u>
Median List Price of all Current Listings	\$1,197,500	-11%		-11%				
Average List Price of all Current Listings	\$2,222,037	-9%		16%				
July Median Sales Price	\$1,251,000	17%	8%	43%	29%	\$1,150,000	25%	6 19%
July Average Sales Price	\$1,532,684	38%	14%	37%	26%	\$1,369,278	22%	6 12%
Total Properties Currently for Sale (Inventory)	56	14%		-32%				
July Number of Properties Sold	19	-41%		-50%		197	-17%	6
July Average Days on Market (Solds)	22	-71%	-54%	-29%	-45%	44	13%	6 10%
Asking Price per Square Foot (based on New Listings)	\$734	-30%	-10%	8%	8%	\$774	16%	6 14%
July Sold Price per Square Foot	\$723	4%	1%	2%	8%	\$711	9%	6%
July Month's Supply of Inventory	2.9	92%	29%	37%	46%	1.9	-8%	6 -5%
July Sale Price vs List Price Ratio	100.7%	4.7%	1.7%	5%	.9%	99.0%	-0%	6 -1%

#### **Property Sales**

July Property sales were 19, down 50.0% from 38 in July of 2021 and 40.6% lower than the 32 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 197 are running 17.2% behind last year's yearto-date sales of 238.

Market Action Report

City: Monterey

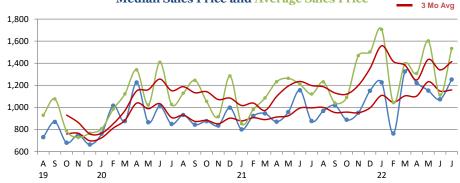


3 Mo Avg



#### **Prices**

The Median Sales Price in July was \$1,251,000, up 42.9% from \$875,213 in July of 2021 and up 16.6% from \$1,072,500 last month. The Average Sales Price in July was \$1,532,684, up 36.7% from \$1,121,147 in July of 2021 and up 38.0% from \$1,110,835 last month. July 2022 ASP was at the highest level compared to July of 2021 and 2020.

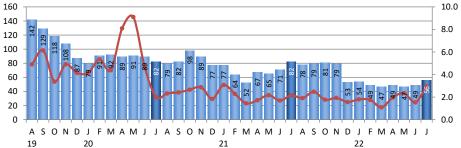


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 56, up 14.3% from 49 last month and down 31.7% from 82 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 2.9 months was at its highest level compared with July of 2021 and 2020.

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



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# Market Action Report City: Monterey

Selling Price per Square Foot

**July 202** 

Sotheby's INTERNATIONAL REALTY

#### **Market Time**

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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 July was 22, down 71.4% from 77 days last month and down 29.0% from 31 days in July of last year. The July 2022 DOM was at its lowest level compared with July of 2021 and 2020.

The Selling Price per Square Foot is a great indicator for the

end Properties in the market, the selling price per square foot is

direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low

The July 2022 Selling Price per Square Foot of \$723 was up



### 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 July 2022 Selling Price vs Original List Price of 100.7% was up from 96.2% last month and down from 101.2% in July 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 July 2022 was 25, down 24.2% from 33 last month and down 46.8% from 47 in July of last year.



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86%

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July 2022

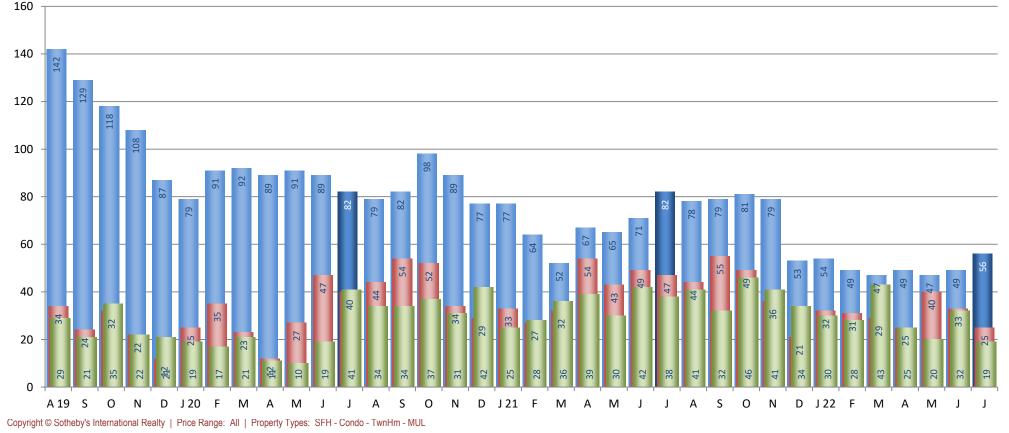


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

### 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 July 2022 was 25, down 24.2% from 33 last month and down 46.8% from 47 in July of last year.

Inventory New Listings Sales



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

July 20

Sotheby's
INTERNATIONAL REALTY

Price Range: All   Properties: SFH - Condo - TwnHm - MUL							11	NTERNATIONAL REALTY
		Tı	ending	g versus	*:		Trending	versus*:
Market Profile & Trends Overview	<u>Month</u>	LM	L3M	PYM	LY	YTD	Prior YTD	<u>Prior Year</u>
Median List Price of all Current Listings	\$1,399,000	-3%		-7%				
Average List Price of all Current Listings	\$1,933,153	-22%		1%				
July Median Sales Price	\$1,597,500	59%	24%	56%	42%	\$1,276,500	29%	13%
July Average Sales Price	\$1,752,679	41%	13%	34%	21%	\$1,528,509	21%	6%
Total Properties Currently for Sale (Inventory)	45	-2%		-20%				
July Number of Properties Sold	14	8%		-42%		94	-25%	
July Average Days on Market (Solds)	23	-44%	-32%	-18%	-65%	48	-24%	-27%
Asking Price per Square Foot (based on New Listings)	\$515	-17%	-36%	0%	-13%	\$719	46%	22%
July Sold Price per Square Foot	\$566	18%	2%	20%	11%	\$554	13%	9%
July Month's Supply of Inventory	3.2	-9%	-7%	38%	8%	3.1	-5%	5%
July Sale Price vs List Price Ratio	95.0%	-1.1%	-2.7%	-4.4%	-2.7%	97.8%	-1%	0%

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

#### **Property Sales**

July Property sales were 14, down 41.7% from 24 in July of 2021 and 7.7% higher than the 13 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 94 are running 25.4% behind last year's year-todate sales of 126.

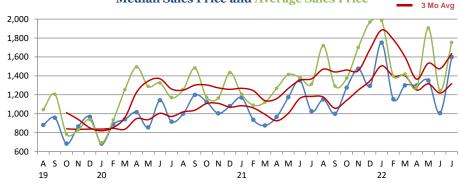


3 Mo Avg



#### **Prices**

The Median Sales Price in July was \$1,597,500, up 55.9% from \$1,025,000 in July of 2021 and up 59.0% from \$1,005,000 last month. The Average Sales Price in July was \$1,752,679, up 33.5% from \$1,312,729 in July of 2021 and up 40.8% from \$1,245,077 last month. July 2022 ASP was at the highest level compared to July of 2021 and 2020.

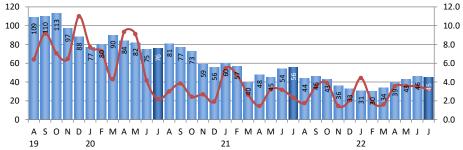


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 45, down 2.2% from 46 last month and down 19.6% from 56 in July of last year. July 2022 Inventory was at its lowest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 3.2 months was at its highest level compared with July of 2021 and 2020.

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



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Market Action Report MLS Area: Pasadera, Lagana Seca, Bay Ridge, Hidden Hill #75 , Undeveloped Area

Sotheby's

#### **Market Time**

last year.

Selling Price per Square Foot

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 July was 23, down 43.9% from 41 days last month and down 17.9% from 28 days in July of last year. The July 2022 DOM was at its lowest level compared with July of 2021 and 2020.

The Selling Price per Square Foot is a great indicator for the

The July 2022 Selling Price per Square Foot of \$566 was up

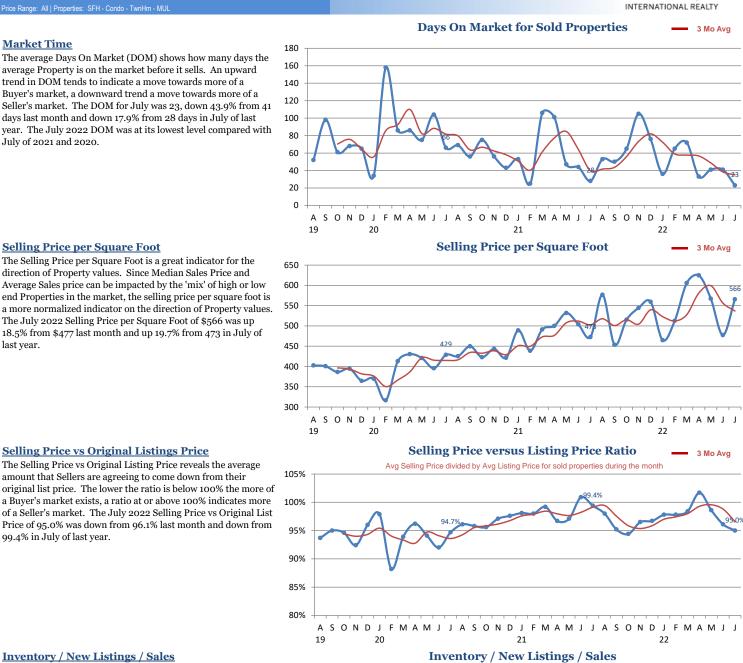
Selling Price vs Original Listings Price

18.5% from \$477 last month and up 19.7% from 473 in July of

The Selling Price vs Original Listing Price reveals the average

amount that Sellers are agreeing to come down from their

direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low





99.4% in July of last year.

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 July 2022 was 13, down 35.0% from 20 last month and down 38.1% from 21 in July of last year.



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Inventory / Listings / Sales MLS Area: Pasadera, Laguna Seca, Bay Ridge, Hidden Hill #75, Undeveloped Area 11

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

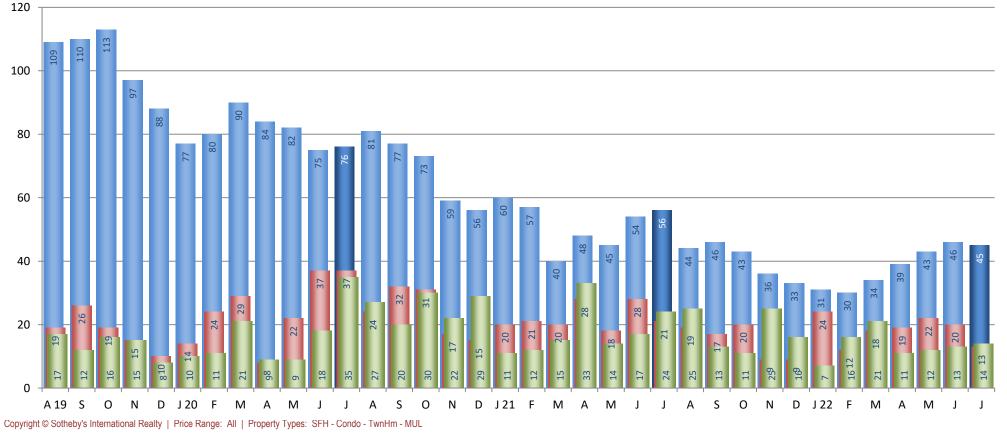
## Inventory / New Listings / Sales

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 July 2022 was 13, down 35.0% from 20 last month and down 38.1% from 21 in July of last year.

■ Inventory ■ New Listings ■ Sales

Sotheby's

INTERNATIONAL REALTY



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Price Range: All   Properties: SFH - Condo - TwnHm - MUL								otheby's	
				g versus	s*:		Trending versus*:		
<u>Market Profile &amp; Trends Overview</u>	<u>Month</u>	LM	L3M	<u>PYM</u>	LY	YTD	Prior YTD	<u>Prior Year</u>	
Median List Price of all Current Listings	\$707,475	-6%		-3%					
Average List Price of all Current Listings	\$837,164	1%		15%					
July Median Sales Price	\$720,000	-15%	-8%	3%	3%	\$764,000	14%	9%	
July Average Sales Price	\$801,804	-2%	-3%	9%	9%	\$784,394	11%	7%	
Total Properties Currently for Sale (Inventory)	36	9%		44%					
July Number of Properties Sold	9	-31%		-53%		112	2%		
July Average Days on Market (Solds)	36	177%	112%	112%	44%	22	-8%	-12%	
Asking Price per Square Foot (based on New Listings)	\$595	-7%	-4%	6%	8%	\$630	20%	14%	
July Sold Price per Square Foot	\$608	-6%	-6%	16%	11%	\$616	19%	13%	
July Month's Supply of Inventory	4.0	58%	53%	204%	207%	1.8	36%	41%	
July Sale Price vs List Price Ratio	89.3%	#####	#####	#####	-11.5%	100.9%	1%	-0%	

#### **Property Sales**

July Property sales were 9, down 52.6% from 19 in July of 2021 and 30.8% lower than the 13 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 112 are running 1.8% ahead of last year's yearto-date sales of 110.

Market Action Report

City: Seaside



3 Mo Avg

July 2022



#### **Prices**

The Median Sales Price in July was \$720,000, up 2.9% from \$700,000 in July of 2021 and down 15.3% from \$850,000 last month. The Average Sales Price in July was \$801,804, up 8.9% from \$736,289 in July of 2021 and down 2.4% from \$821,885 last month. July 2022 ASP was at the highest level compared to July of 2021 and 2020.



#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 36, up 9.1% from 33 last month and up 44.0% from 25 in July of last year. July 2022 Inventory was at its highest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 4.0 months was at its highest level compared with July of 2021 and 2020.

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



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# Market Action Report City: Seaside

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 July was 36, up 176.9% from 13

days last month and up 111.8% from 17 days in July of last year.

The July 2022 DOM was at a mid level compared with July of

July 2022

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Price Range: All | Properties: <u>SFH - Condo - TwnHm - MUL</u>

**Market Time** 

2021 and 2020.

Sotheby's INTERNATIONAL REALTY **Days On Market for Sold Properties** 3 Mo Ava 80 70 60 50 40 30 20 10 0 SONDJ ASOND ASOND F А FMAM MAMJ J MAMJ 1 19 20 21 22 **Selling Price per Square Foot** 3 Mo Avg 700 650 600 550 500 450 400 350 S OND 1 F S ΟΝ D D А Μ Δ М J 1 Α Л F Μ Δ Μ 1 Μ 19 20 21 22 Selling Price versus Listing Price Ratio 3 Mo Ava Avg Selling Price divided by Avg Listing Price for sold properties during the month 110% 105% 100% 95% 90% 85% 80% А S OND J F ΜA М Α S 0 Ν D J F ΜΑΜ J S OND JEMAMJJ 19 20 21 22 Inventory / New Listings / Sales 45 40 35 30 25 20 15 10 5 0

#### **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 July 2022 Selling Price per Square Foot of \$608 was down 5.6% from \$644 last month and up 16.0% from 524 in July 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 July 2022 Selling Price vs Original List Price of 89.3% was down from 100.5% last month and down from 101.6% in July 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 July 2022 was 17, down 19.0% from 21 last month and down 39.3% from 28 in July of last year.

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July 2022

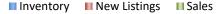


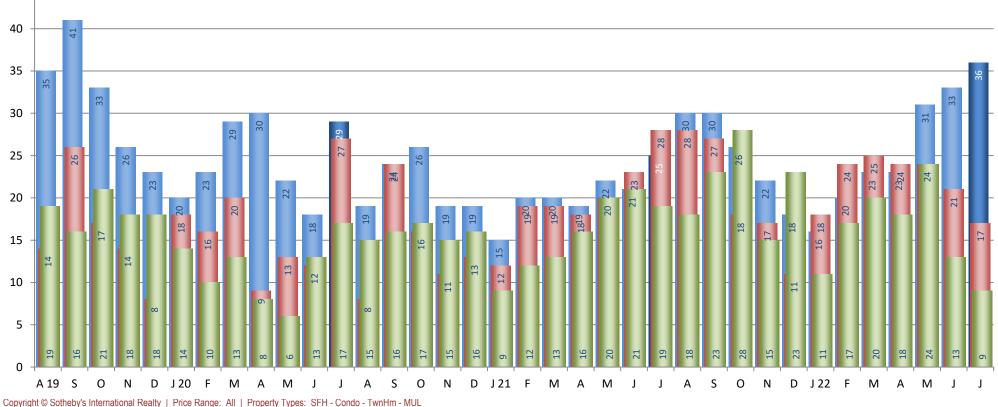
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

45

### 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 July 2022 was 17, down 19.0% from 21 last month and down 39.3% from 28 in July of last year.





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Price Range: All   Properties: SFH - Condo - TwnHm - MUL		T	ronding	z versus	·*•		I	Sotheby's NTERNATIONAL REALTY 2 VERSUS*:
Market Profile & Trends Overview	<u>Month</u>	LM	L3M	PYM	<u>.</u> <u>LY</u>	YTD	Prior YTD	
Median List Price of all Current Listings	\$859,000	-2%		13%				
Average List Price of all Current Listings	\$854,405	-7%		-22%				
July Median Sales Price	\$930,000	10%	9%	17%	18%	\$853,540	11%	8%
July Average Sales Price	\$929,421	12%	7%	18%	18%	\$842,652	11%	7%
Total Properties Currently for Sale (Inventory)	33	0%		175%				
July Number of Properties Sold	19	0%		-5%		102	-20%	
July Average Days on Market (Solds)	25	25%	25%	67%	47%	25	79%	47%
Asking Price per Square Foot (based on New Listings)	\$464	-8%	-10%	-1%	2%	\$512	16%	12%
July Sold Price per Square Foot	\$498	-6%	-3%	7%	9%	\$499	14%	10%
July Month's Supply of Inventory	1.7	0%	-13%	189%	143%	1.5	111%	103%
July Sale Price vs List Price Ratio	99.5%	.2%	6%	-2.9%	-1.5%	100.4%	-2%	-1%

#### **Property Sales**

July Property sales were 19, down 5.0% from 20 in July of 2021 and the same as the 19 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 102 are running 19.7% behind last year's year-to-date sales of 127.

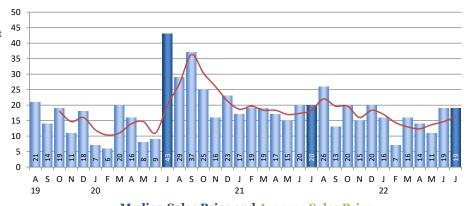
Market Action Report

City: Marina



3 Mo Avg

July 2022



#### **Prices**

The Median Sales Price in July was \$930,000, up 17.0% from \$795,000 in July of 2021 and up 10.1% from \$845,000 last month. The Average Sales Price in July was \$929,421, up 17.7% from \$789,756 in July of 2021 and up 12.2% from \$828,553 last month. July 2022 ASP was at the highest level compared to July of 2021 and 2020.

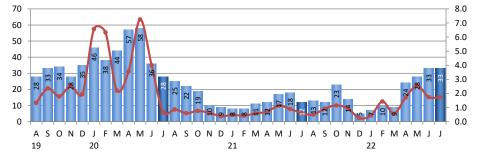


#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 33, equal to 33 last month and up 175.0% from 12 in July of last year. July 2022 Inventory was at its highest level compared with July of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2022 MSI of 1.7 months was at its highest level compared with July of 2021 and 2020.

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



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Selling Price per Square Foot

Sotheby's INTERNATIONAL REALTY

July 2022

3 Mo Ava

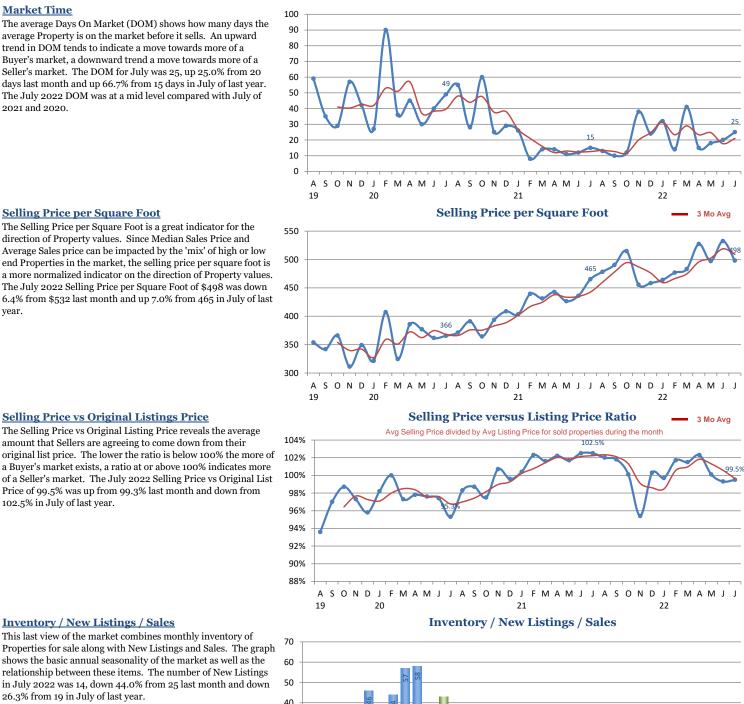
#### **Market Time**

year.

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 July was 25, up 25.0% from 20 days last month and up 66.7% from 15 days in July of last year. The July 2022 DOM was at a mid level compared with July of 2021 and 2020.

The Selling Price per Square Foot is a great indicator for the

direction of Property values. Since Median Sales Price and



**Days On Market for Sold Properties** 

### 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 July 2022 Selling Price vs Original List Price of 99.5% was up from 99.3% last month and down from 102.5% in July 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 July 2022 was 14, down 44.0% from 25 last month and down 26.3% from 19 in July of last year.



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July 2022



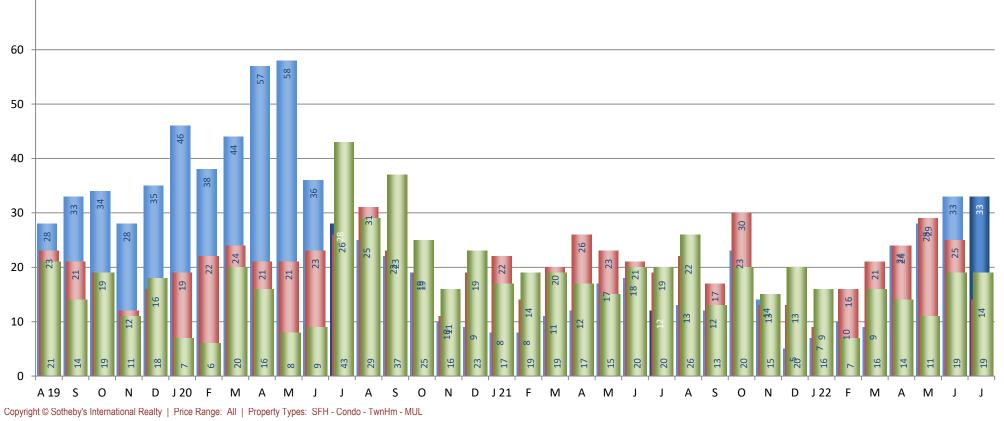
Price Range: All | Properties: SFH - Condo - TwnHm - MUL

70

## 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 July 2022 was 14, down 44.0% from 25 last month and down 26.3% from 19 in July of last year.

Inventory New Listings Sales



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# Market Action Report County: Monterey

## July 2022

## Sotheby's

INTERNATIONAL REALTY

							INTERNATIONAL REAL
	Trending versus*:			Trending versus*:			
Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
\$930,000	-6%		-6%				
\$1,996,656	-5%		-2%				
\$924,000	16%	9%	16%	15%	\$850,000	6%	6%
\$1,282,436	4%	-2%	-2%	-1%	\$1,397,040	8%	8%
627	4%		0%				
205	-24%		-33%		1,669	-18%	
30	-25%	0%	15%	-29%	35	-19%	-17%
\$679	-9%	-6%	-4%	3%	\$723	13%	9%
\$676	2%	-2%	5%	6%	\$699	10%	9%
3.1	37%	22%	50%	62%	2.1	2%	11%
98.0%	2%	-1.6%	-3.7%	-1.7%	99.7%	0%	-0%
	\$930,000 \$1,996,656 \$924,000 \$1,282,436 627 205 30 \$679 \$676 3.1	Month LM   \$930,000 -6%   \$1,996,656 -5%   \$924,000 16%   \$1,282,436 4%   627 4%   205 -24%   30 -25%   \$679 -9%   \$676 2%   3.1 37%	Month LM L3M   \$930,000 -6% -6%   \$1,996,656 -5% -5%   \$924,000 16% 9%   \$1,282,436 4% -2%   627 4% -2%   6275 -24% -   300 -25% 0%   \$6679 -9% -6%   \$676 2% -2%   3.1 37% 22%	Month LM L3M PYM   \$930,000 -6% -6%   \$1,996,656 -5% -2%   \$924,000 16% 9% 16%   \$1,282,436 4% -2% -2%   627 4% -2% -33%   205 -24% -33% -35%   \$679 -9% -6% -4%   \$676 2% -2% 5%   3.1 37% 22% 50%	Month LM L3M PYM LY   \$930,000 -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% -6% 56% 54 -2% -2% 15% 54 -6% -6% -6% -6% -6% -6% -6% 15% 56% -6% -1% 627 4% 0% -1% 627 4% 0% -2% -2% -1% 627 4% 0% -2% -2% 50% 65% 6% 3% -29% 5% 6% 3% 5676 2% -2% 50% 66% 3.1 37% 22% 50% 62%	Month LM L3M PYM LY YTD   \$930,000 -6%<	Month LM L3M PYM LY YTD Prior YTD   \$930,000 -6% -1% -6% -1% -6% -1% -6% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% -1% <t< td=""></t<>

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

#### **Property Sales**

July Property sales were 205, down 33.0% from 306 in July of 2021 and 24.1% lower than the 270 sales last month. July 2022 sales were at their lowest level compared to July of 2021 and 2020. July YTD sales of 1,669 are running 18.4% behind last year's year-to-date sales of 2,045.



3 Mo Avg



### **Prices**

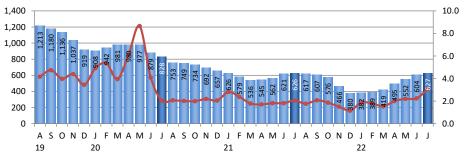
The Median Sales Price in July was \$924,000, up 15.6% from \$799,000 in July of 2021 and up 16.2% from \$795,000 last month. The Average Sales Price in July was \$1,282,436, down 2.2% from \$1,311,108 in July of 2021 and up 3.6% from \$1,238,250 last month. July 2022 ASP was at a mid range compared to July of 2021 and 2020.

#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of July was 627, up 3.8% from 604 last month and up 0.2% from 626 in July of last year. July 2022 Inventory was at a mid level compared with July of 2021 and 2020.

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

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



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# Market Action Report County: Monterey

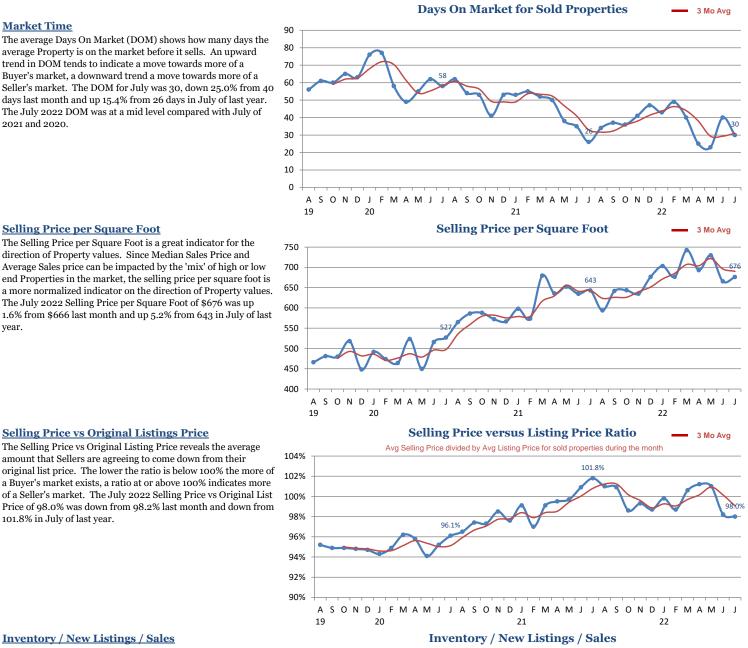
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#### **Market Time**

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 30, down 25.0% from 40 days last month and up 15.4% from 26 days in July of last year. The July 2022 DOM was at a mid level compared with July of 2021 and 2020.



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 July 2022 Selling Price per Square Foot of \$676 was up 1.6% from \$666 last month and up 5.2% from 643 in July of last year.



#### Inventory / New Listings / Sales

101.8% in July of last year.

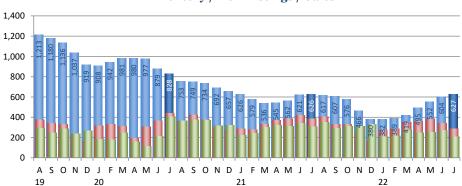
Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average

a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2022 Selling Price vs Original List

amount that Sellers are agreeing to come down from their

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 July 2022 was 287, down 15.3% from 339 last month and down 25.1% from 383 in July of last year.



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# Inventory / Listings / Sales County: Monterey

July 2022

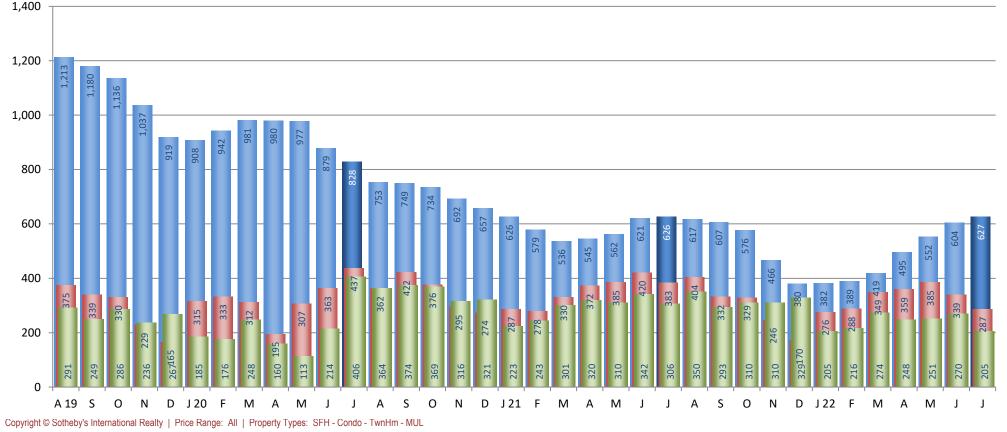


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

## 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 July 2022 was 287, down 15.3% from 339 last month and down 25.1% from 383 in July of last year.





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