



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

Market Profile & Trends Overview

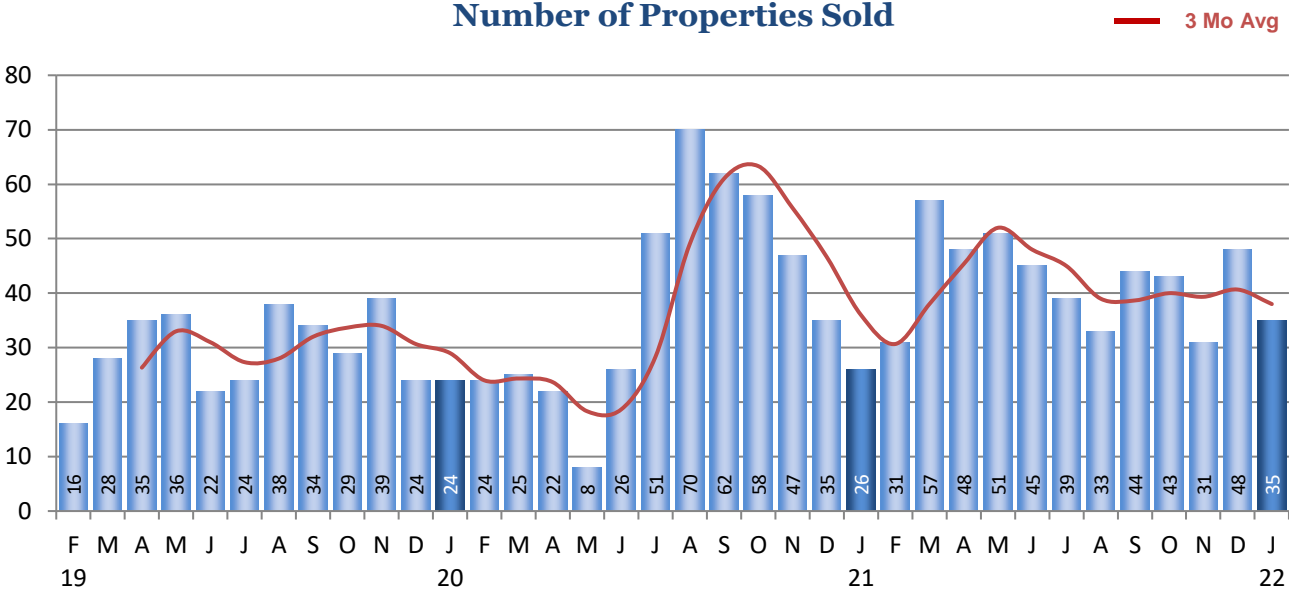
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,700,000	0%		-6%				
Average List Price of all Current Listings	\$3,609,881	30%		19%				
January Median Sales Price	\$2,550,000	21%	25%	35%	34%	\$2,550,000	35%	34%
January Average Sales Price	\$2,679,671	-6%	2%	12%	6%	\$2,679,671	12%	6%
Total Properties Currently for Sale (Inventory)	67	10%		-45%				
January Number of Properties Sold	35	-27%		35%		35	35%	
January Average Days on Market (Solds)	63	-17%	0%	26%	2%	63	26%	2%
Asking Price per Square Foot (based on New Listings)	\$1,455	-1%	6%	20%	17%	\$1,455	20%	17%
January Sold Price per Square Foot	\$1,369	7%	6%	24%	16%	\$1,369	24%	16%
January Month's Supply of Inventory	1.9	51%	5%	-59%	-30%	1.9	-59%	-30%
January Sale Price vs List Price Ratio	97.2%	.1%	-1%	2.3%	-1%	97.2%	2%	-0%

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

Property Sales

January Property sales were 35, up 34.6% from 26 in January of 2021 and 27.1% lower than the 48 sales last month. January 2022 sales were at their highest level compared to January of 2021 and 2020. January YTD sales of 35 are running 34.6% ahead of last year's year-to-date sales of 26.

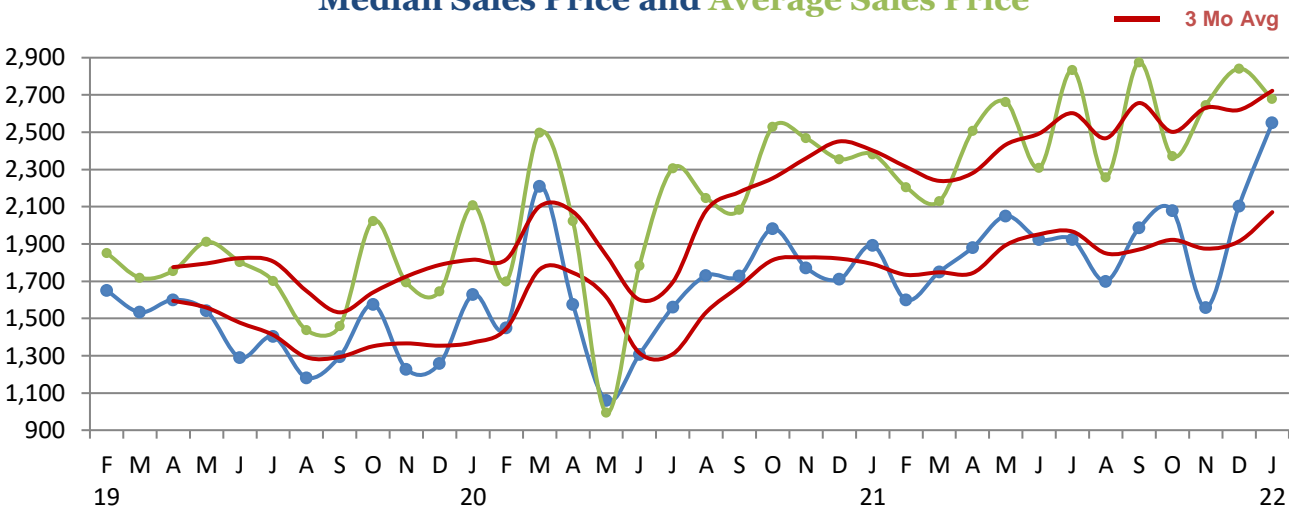
Number of Properties Sold



Prices

The Median Sales Price in January was \$2,550,000, up 34.7% from \$1,892,625 in January of 2021 and up 21.2% from \$2,103,750 last month. The Average Sales Price in January was \$2,679,671, up 12.5% from \$2,382,398 in January of 2021 and down 5.7% from \$2,841,363 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

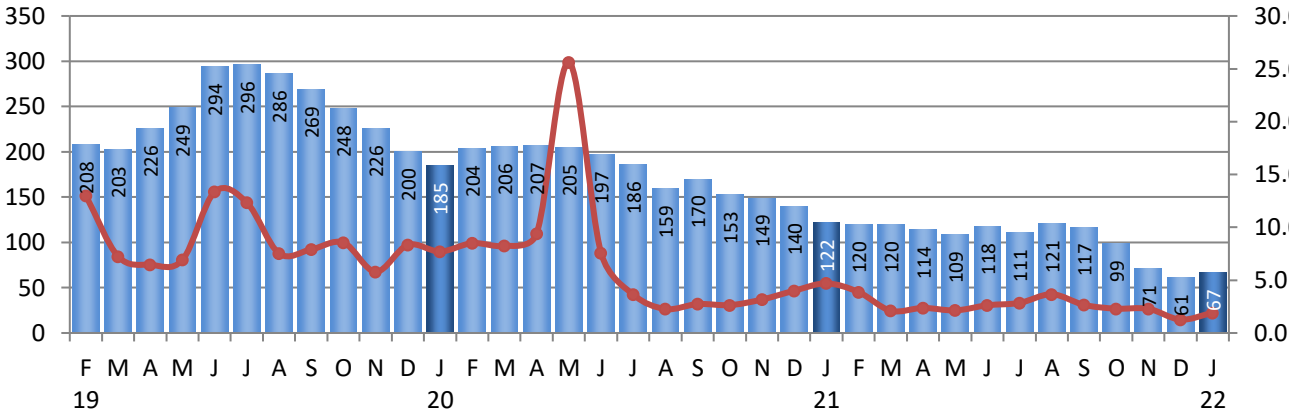
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 67, up 9.8% from 61 last month and down 45.1% from 122 in January of last year. January 2022 Inventory was at its lowest level compared with January of 2021 and 2020.

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





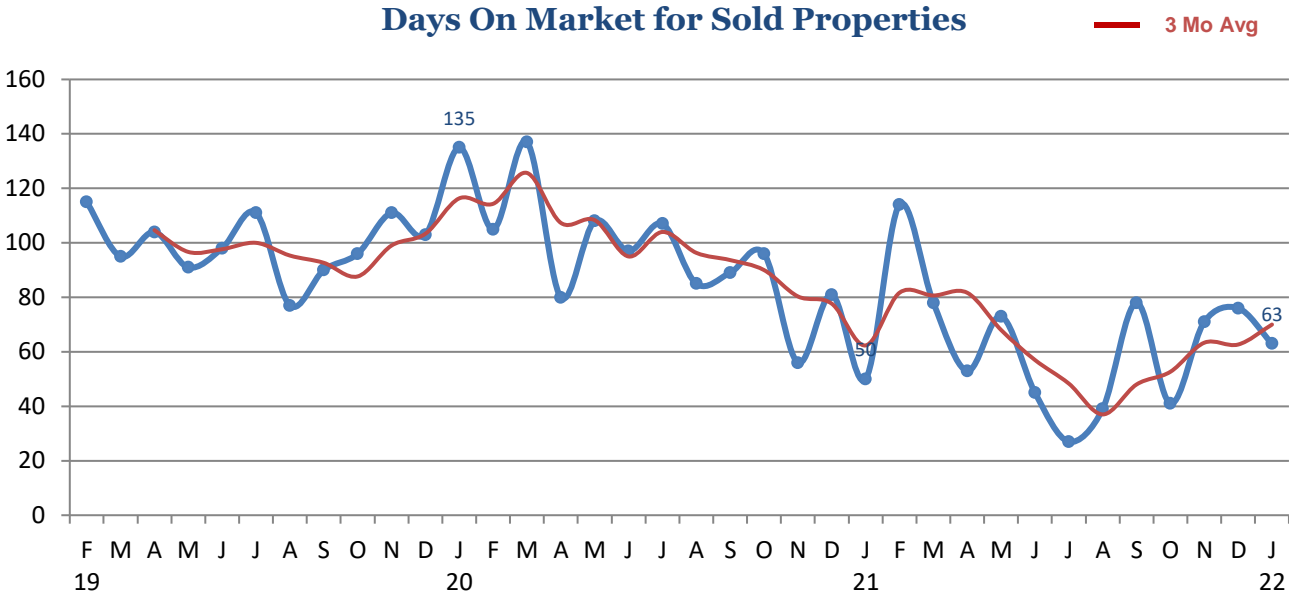
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 63, down 17.1% from 76 days last month and up 26.0% from 50 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.

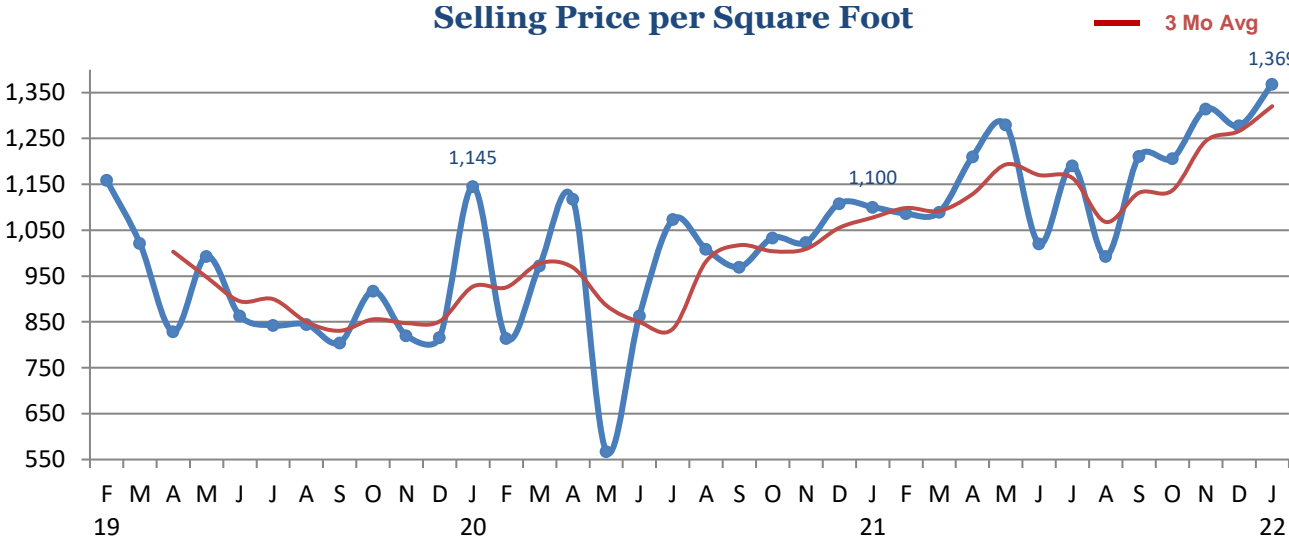
Days On Market for Sold Properties



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 January 2022 Selling Price per Square Foot of \$1,369 was up 7.1% from \$1,278 last month and up 24.4% from 1,100 in January of last year.

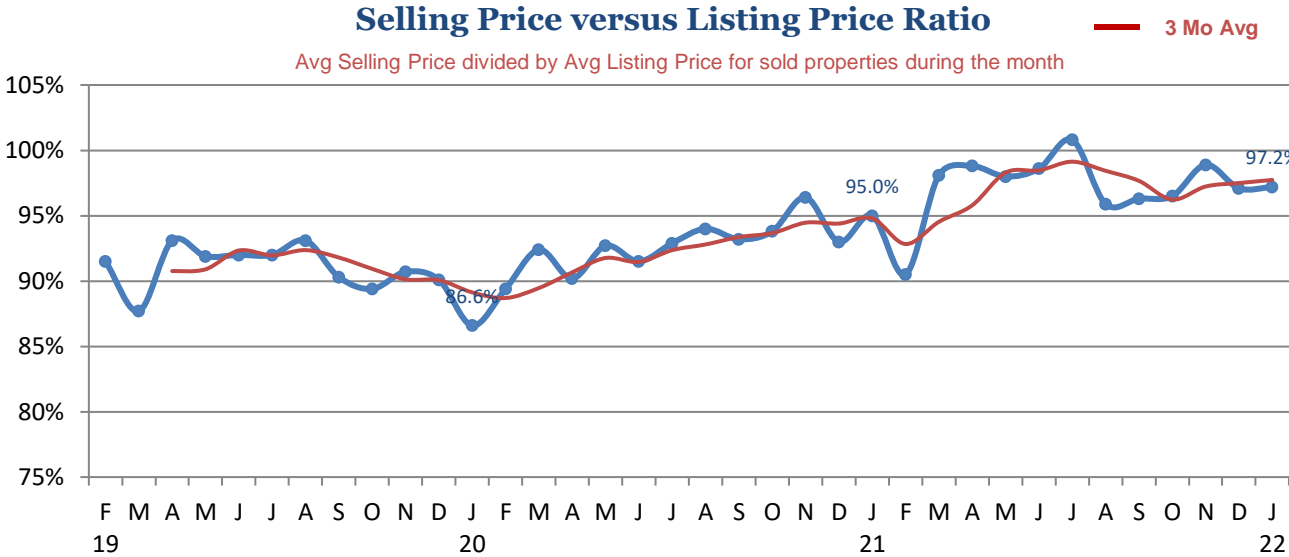
Selling Price per Square Foot



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 January 2022 Selling Price vs Original List Price of 97.2% was up from 97.1% last month and up from 95.0% in January 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 January 2022 was 49, up 104.2% from 24 last month and up 25.6% from 39 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Carmel

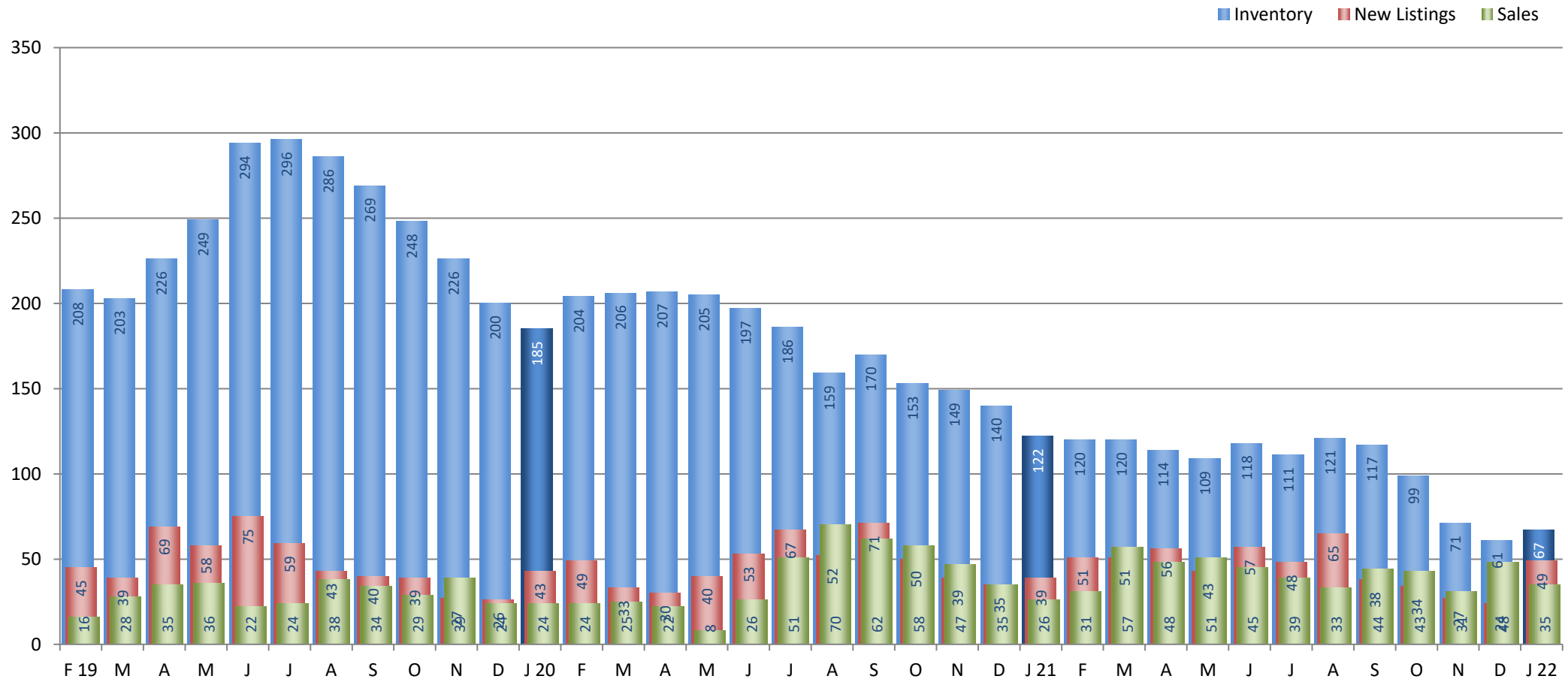


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January 2022 was 49, up 104.2% from 24 last month and up 25.6% from 39 in January of last year.



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

Market Profile & Trends Overview

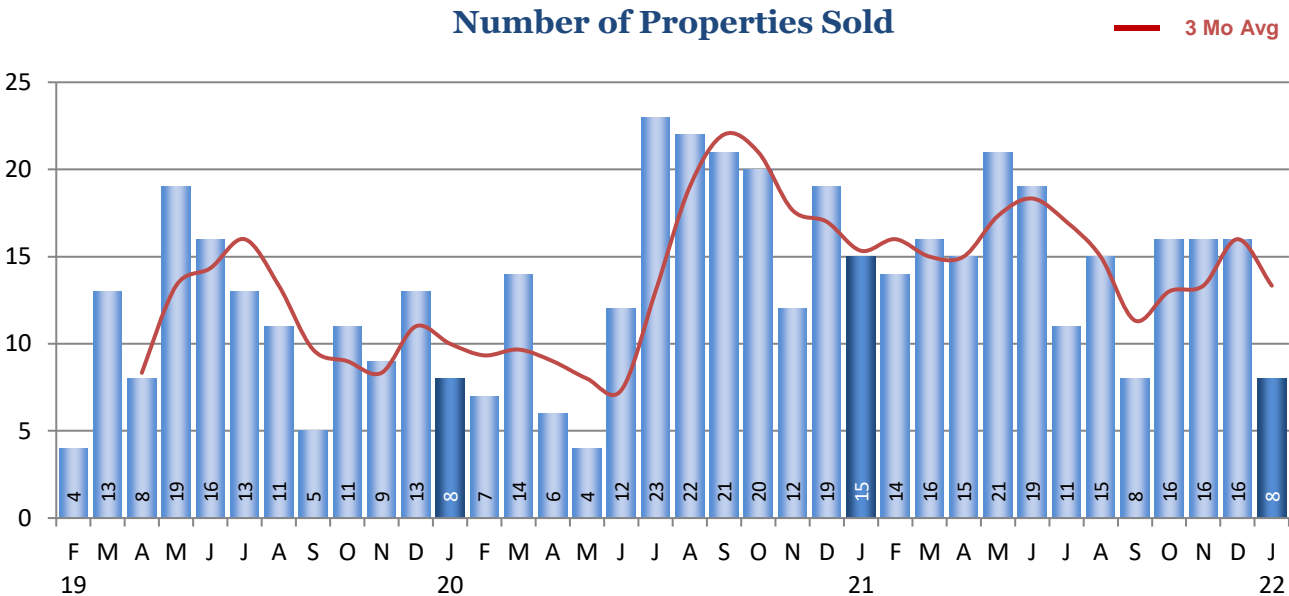
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,047,000	5%		-13%				
Average List Price of all Current Listings	\$1,553,167	-10%		-9%				
January Median Sales Price	\$1,675,000	6%	8%	45%	22%	\$1,675,000	45%	22%
January Average Sales Price	\$1,710,861	-2%	-4%	20%	7%	\$1,710,861	20%	7%
Total Properties Currently for Sale (Inventory)	30	-3%		-55%				
January Number of Properties Sold	8	-50%		-47%		8	-47%	
January Average Days on Market (Solds)	164	228%	105%	2%	74%	164	2%	74%
Asking Price per Square Foot (based on New Listings)	\$726	-2%	-2%	10%	2%	\$726	10%	2%
January Sold Price per Square Foot	\$674	-3%	-5%	-0%	1%	\$674	0%	1%
January Month's Supply of Inventory	3.8	94%	40%	-15%	17%	3.8	-15%	17%
January Sale Price vs List Price Ratio	94.7%	.2%	.8%	2.6%	.3%	94.7%	3%	0%

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

Property Sales

January Property sales were 8, down 46.7% from 15 in January of 2021 and 50.0% lower than the 16 sales last month. January 2022 sales were at their lowest level compared to January of 2021 and 2020. January YTD sales of 8 are running 46.7% behind last year's year-to-date sales of 15.

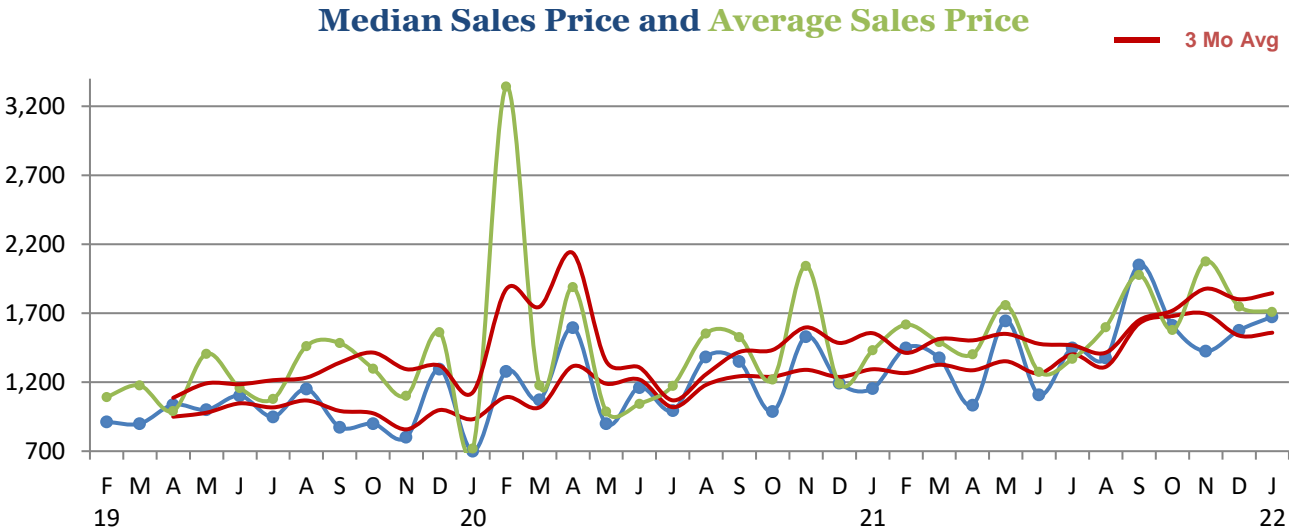
Number of Properties Sold



Prices

The Median Sales Price in January was \$1,675,000, up 45.0% from \$1,155,000 in January of 2021 and up 6.3% from \$1,576,250 last month. The Average Sales Price in January was \$1,710,861, up 19.5% from \$1,431,200 in January of 2021 and down 2.2% from \$1,749,531 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

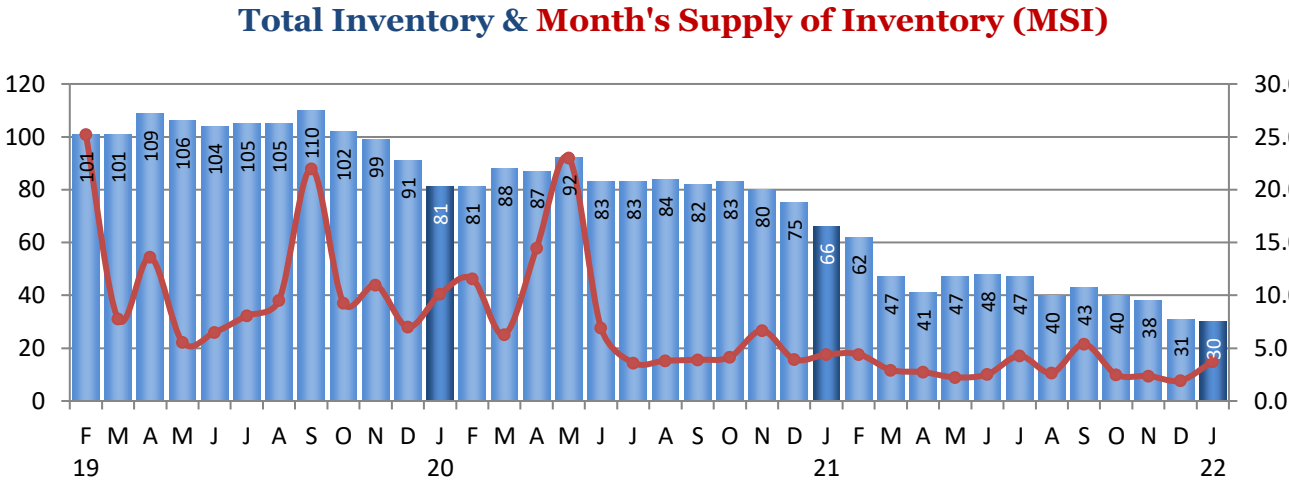
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 30, down 3.2% from 31 last month and down 54.5% from 66 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 3.8 months was at its lowest level compared with January of 2021 and 2020.



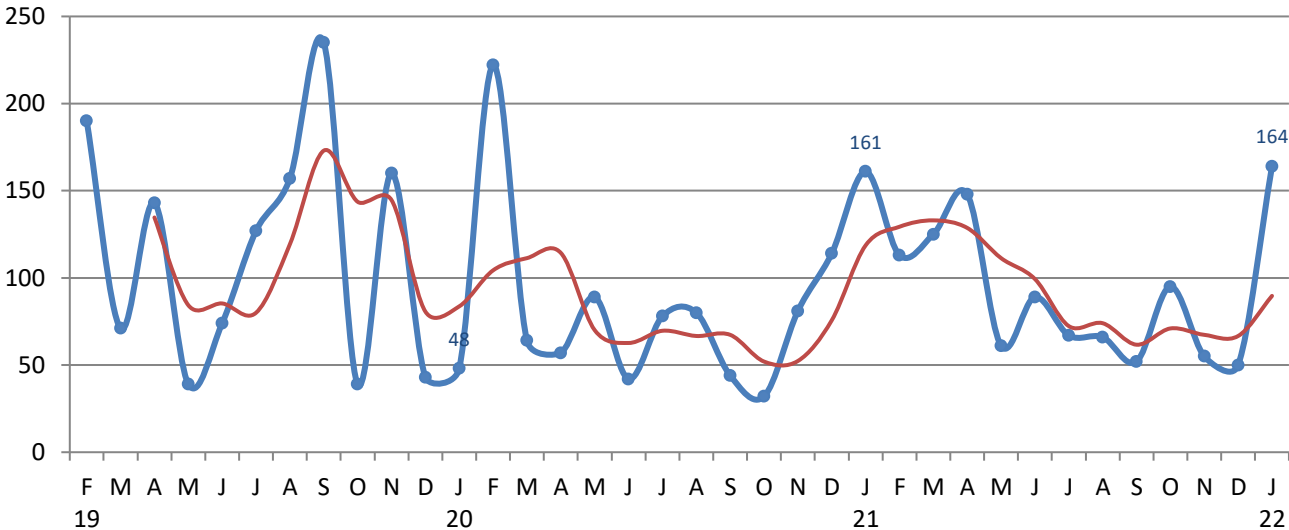
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 164, up 228.0% from 50 days last month and up 1.9% from 161 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.

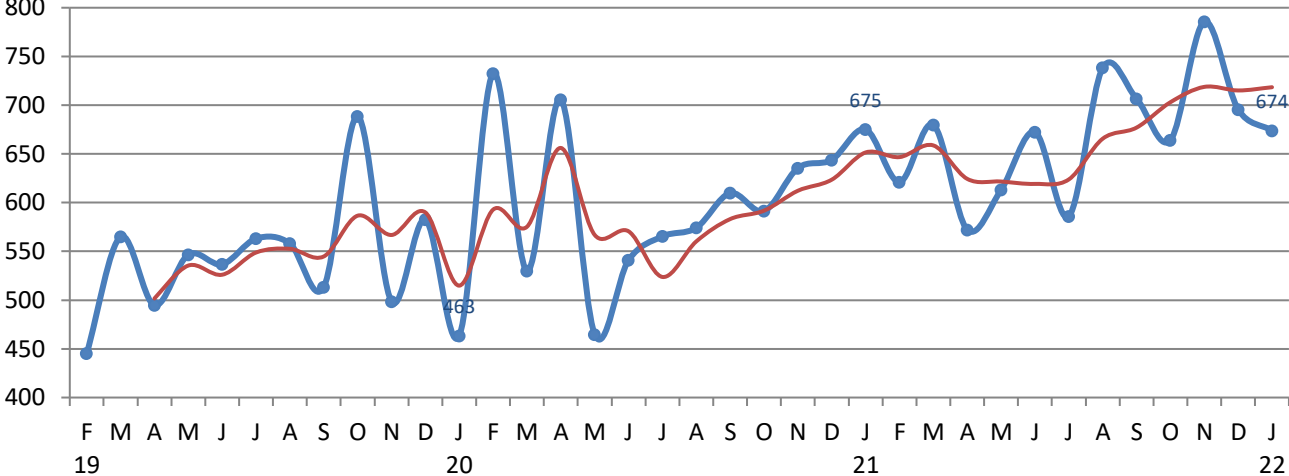
Days On Market for Sold Properties 3 Mo Avg



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 January 2022 Selling Price per Square Foot of \$674 was down 3.1% from \$696 last month and down 0.2% from 675 in January of last year.

Selling Price per Square Foot 3 Mo Avg

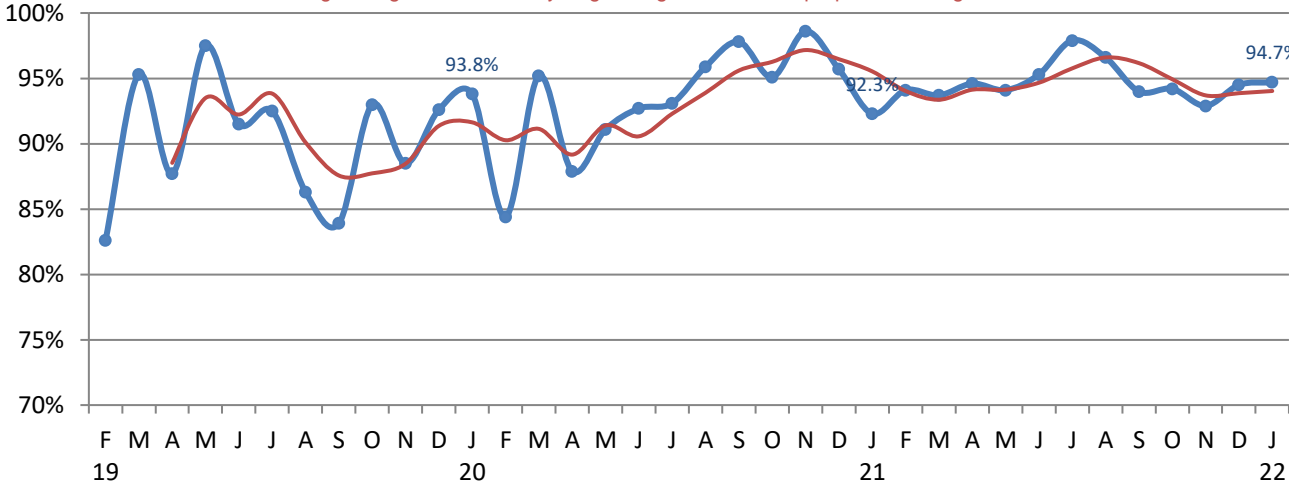


Selling Price vs Original Listings Price

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 January 2022 Selling Price vs Original List Price of 94.7% was up from 94.5% last month and up from 92.3% in January of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg

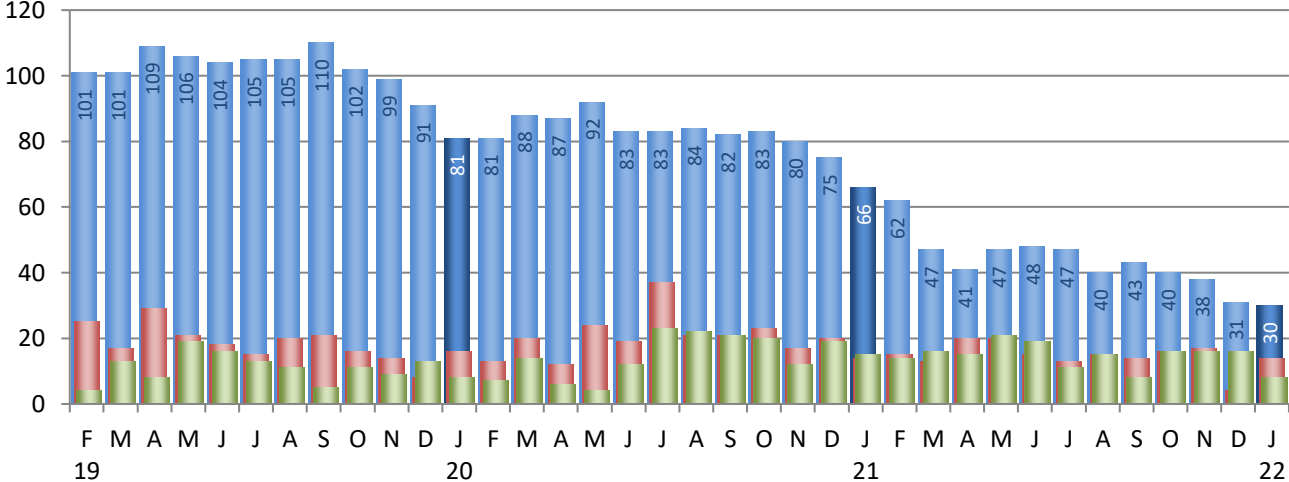
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2022 was 14, up 250.0% from 4 last month and equal to 14 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Carmel Valley

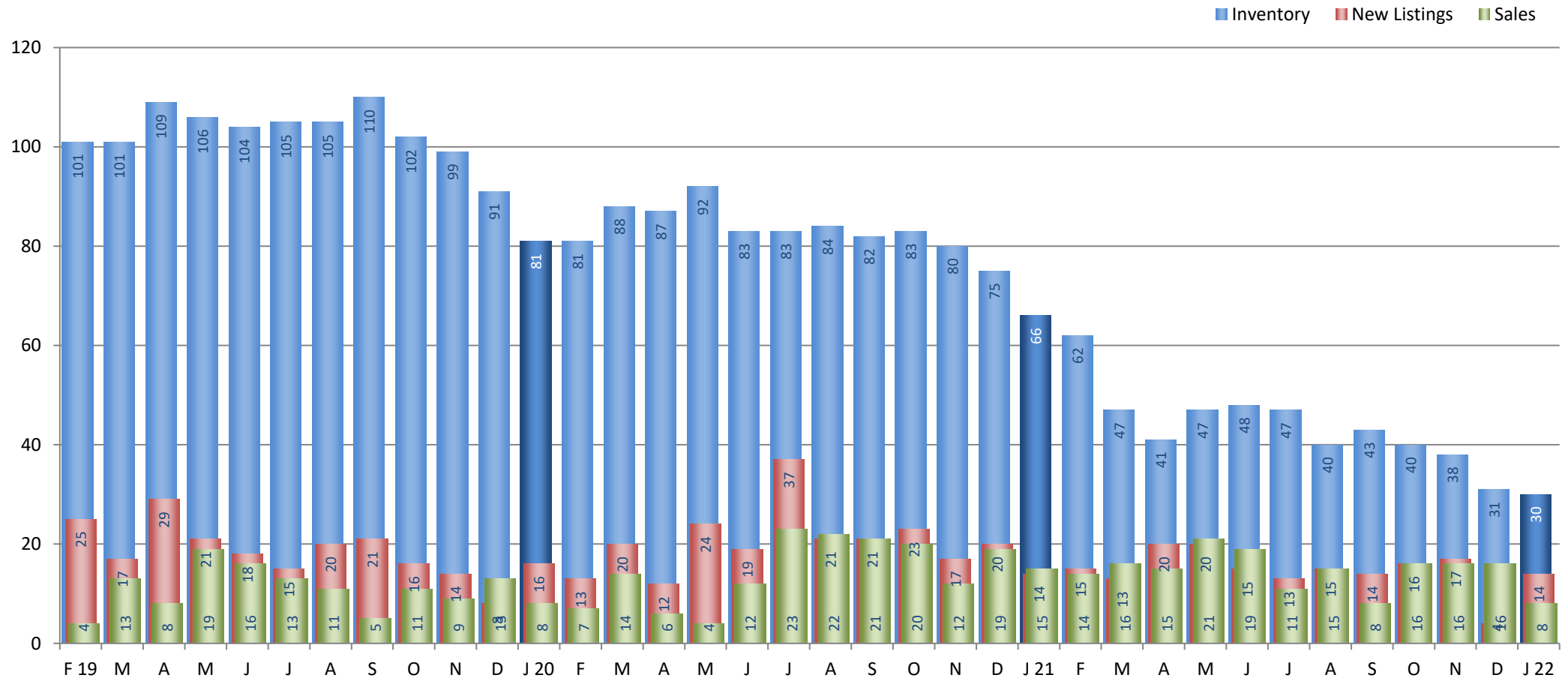


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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City: Carmel Highlands



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

Market Profile & Trends Overview

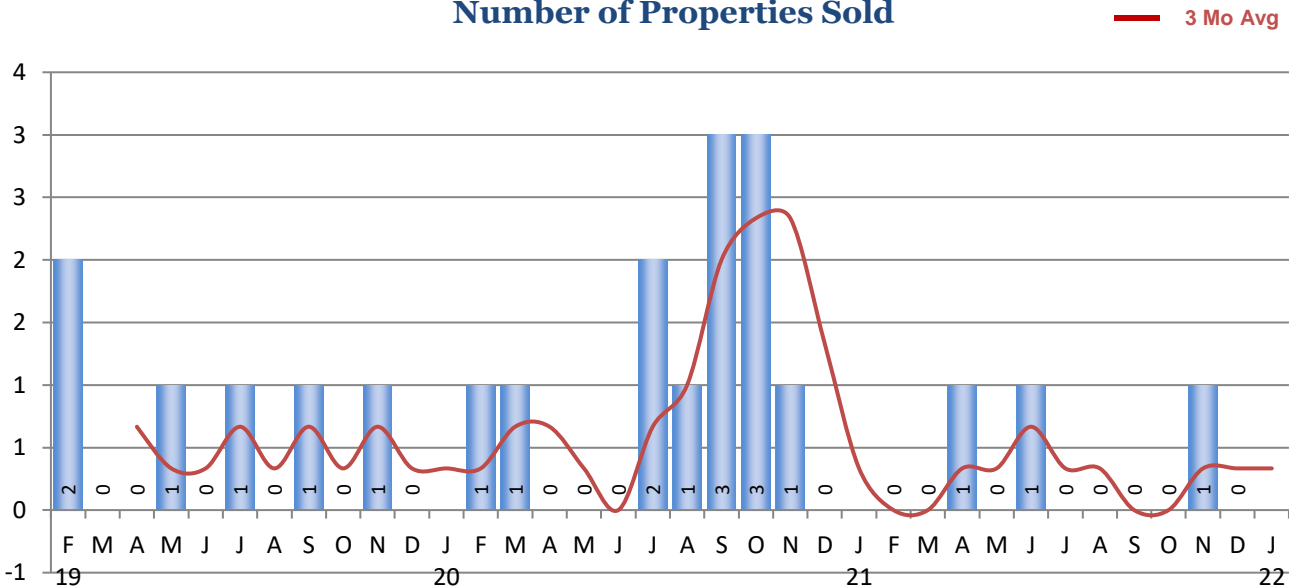
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$0	0%		-100%				
Average List Price of all Current Listings	\$0	0%		-100%				
January Median Sales Price	\$0		-100%		-100%	\$6,995,000	154%	0%
January Average Sales Price	\$0		-100%		-100%	\$0	0%	-100%
Total Properties Currently for Sale (Inventory)	0		-100%					
January Number of Properties Sold	0					0	0%	
January Average Days on Market (Solds)	0		-100%		-100%	0	0%	-100%
Asking Price per Square Foot (based on New Listings)	\$0	0%	0%	0%	-100%	\$0	0%	-100%
January Sold Price per Square Foot	\$0		-100%		-100%	\$0	0%	-100%
January Month's Supply of Inventory	0.0	0%	0%	0%	-100%	0.0	0%	-100%
January Sale Price vs List Price Ratio	0.0%		####		#####	0.0%	0%	-100%

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

Property Sales

January Property sales were 0, up from 0 in January of 2021 and higher than the 0 sales last month. January 2022 sales were at their highest level compared to January of 2021 and 2020. January YTD sales of 0 are running ahead of last year's year-to-date sales of 0.

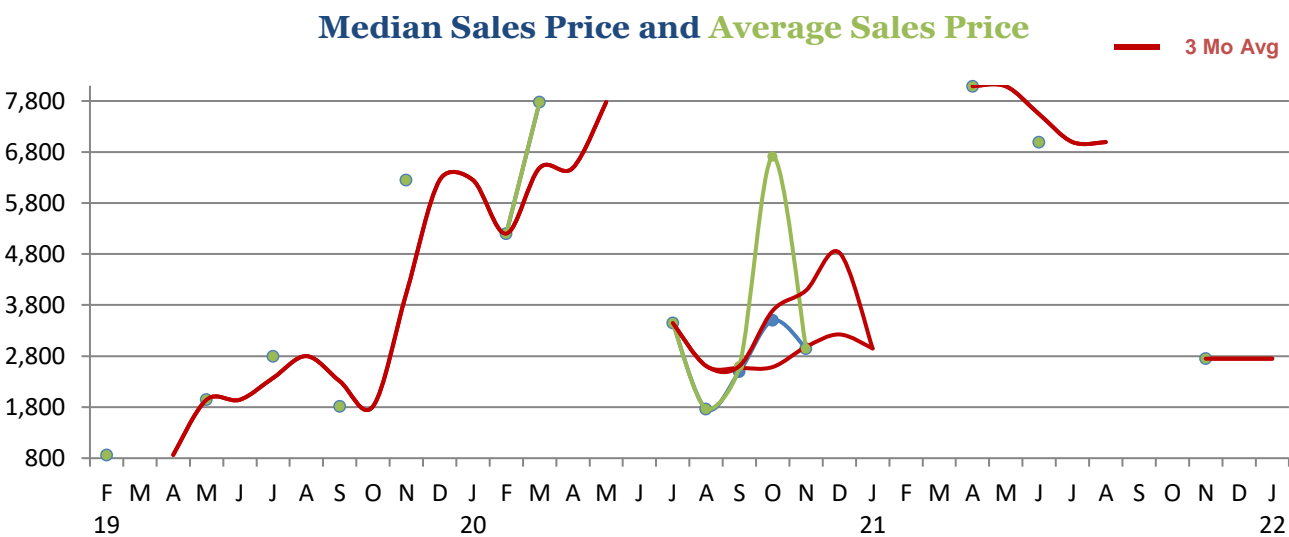
Number of Properties Sold



Prices

The Median Sales Price in January was \$0, up from \$0 in January of 2021 and up from \$0 last month. The Average Sales Price in January was \$0, up from \$0 in January of 2021 and up from \$0 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

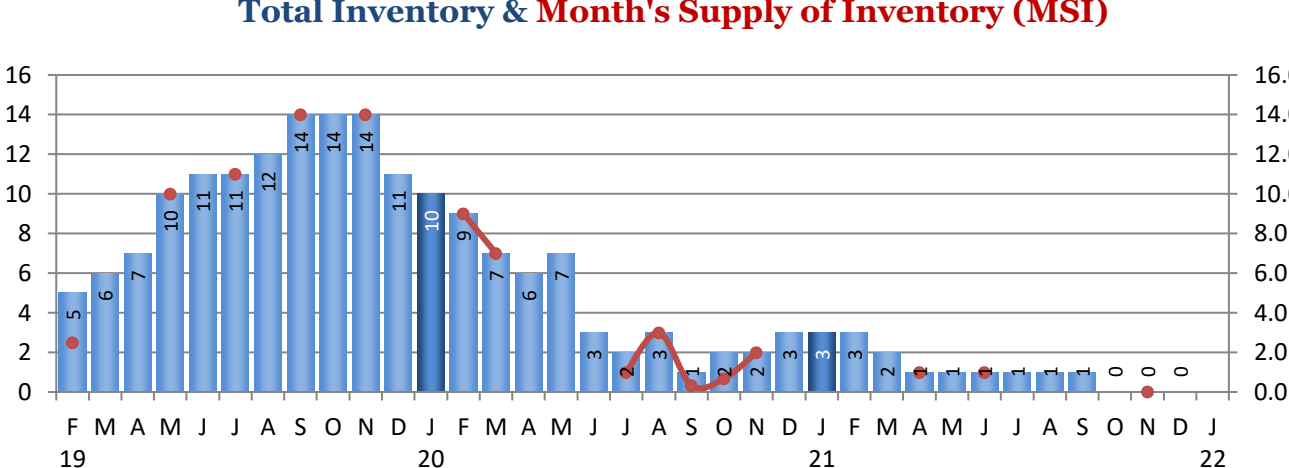
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 0, up from 0 last month and down 100.0% from 3 in January of last year. January 2022 Inventory was at its lowest level compared with January of 2021 and 2020.

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





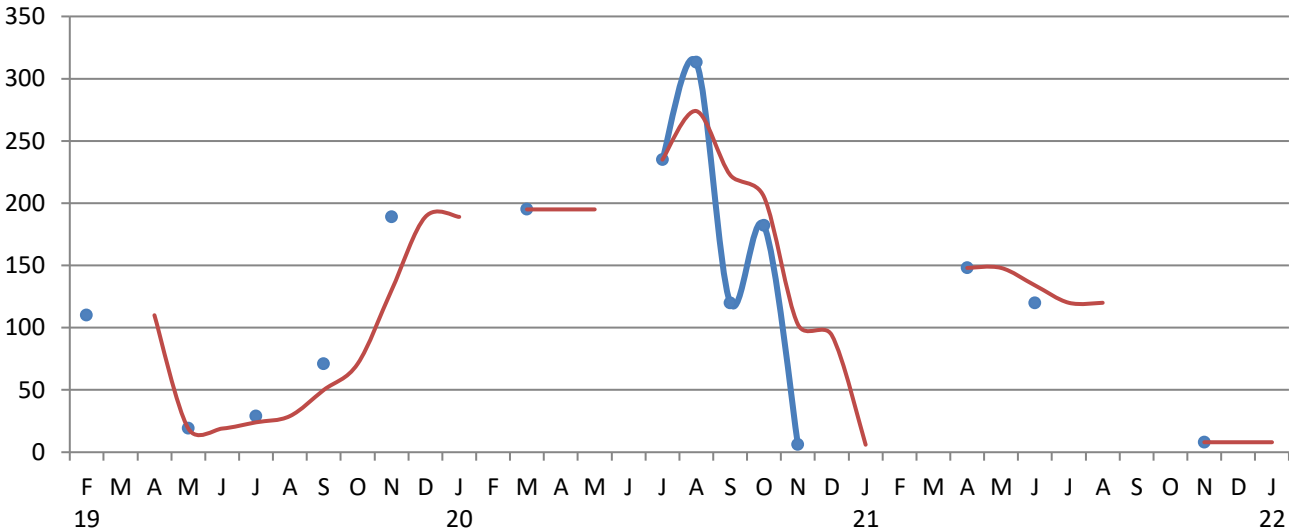
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 0, up from 0 days last month and up from 0 days in January of last year. The January 2022 DOM was at its highest level compared with January of 2021 and 2020.

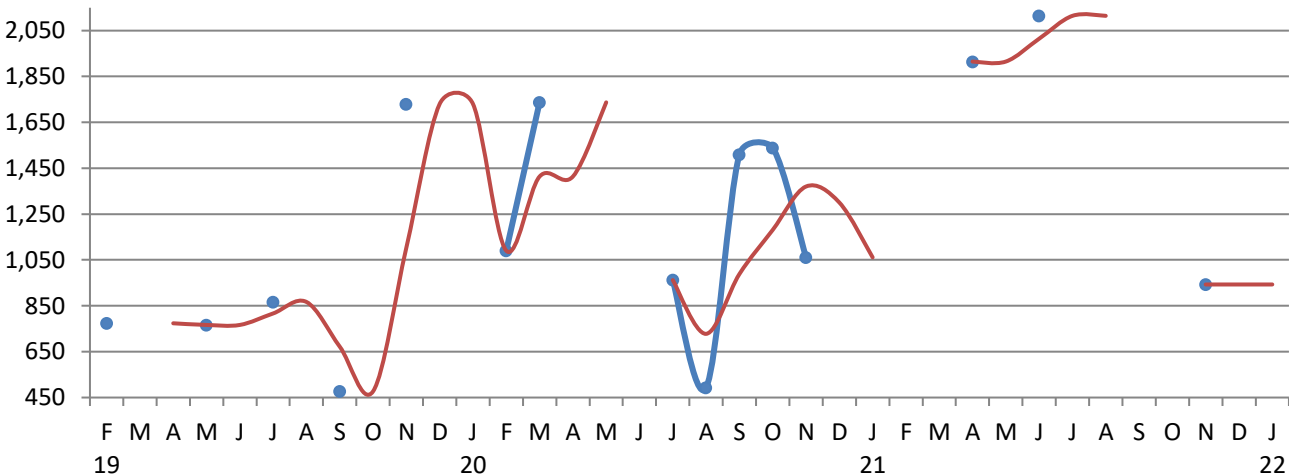
Days On Market for Sold Properties 3 Mo Avg



Selling Price per Square Foot

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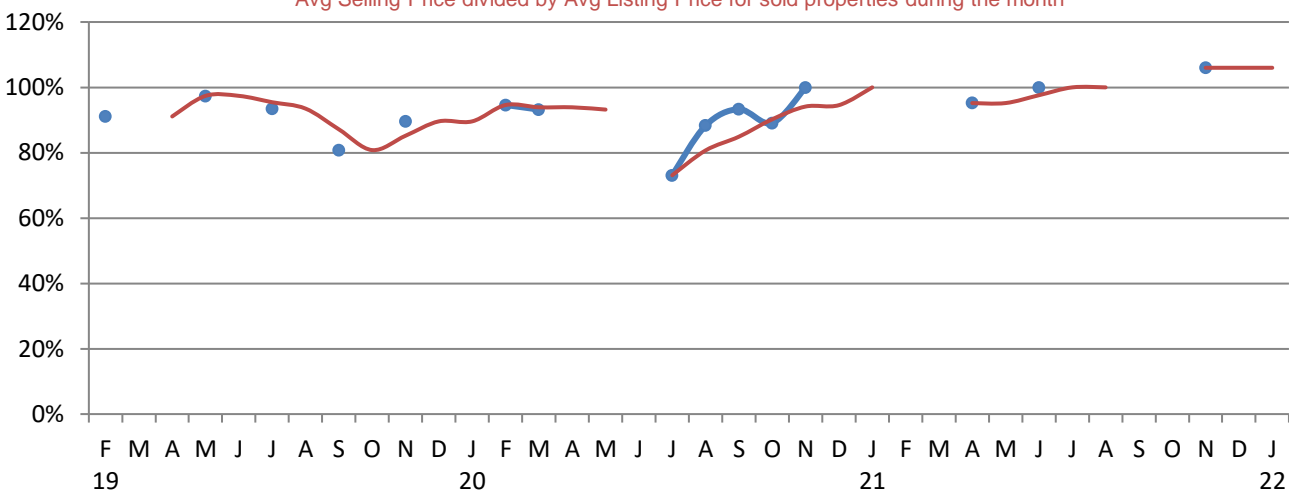
Selling Price per Square Foot 3 Mo Avg



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 January 2022 Selling Price vs Original List Price of 0.0% was up from 0.0% last month and up from 0.0% in January of last year.

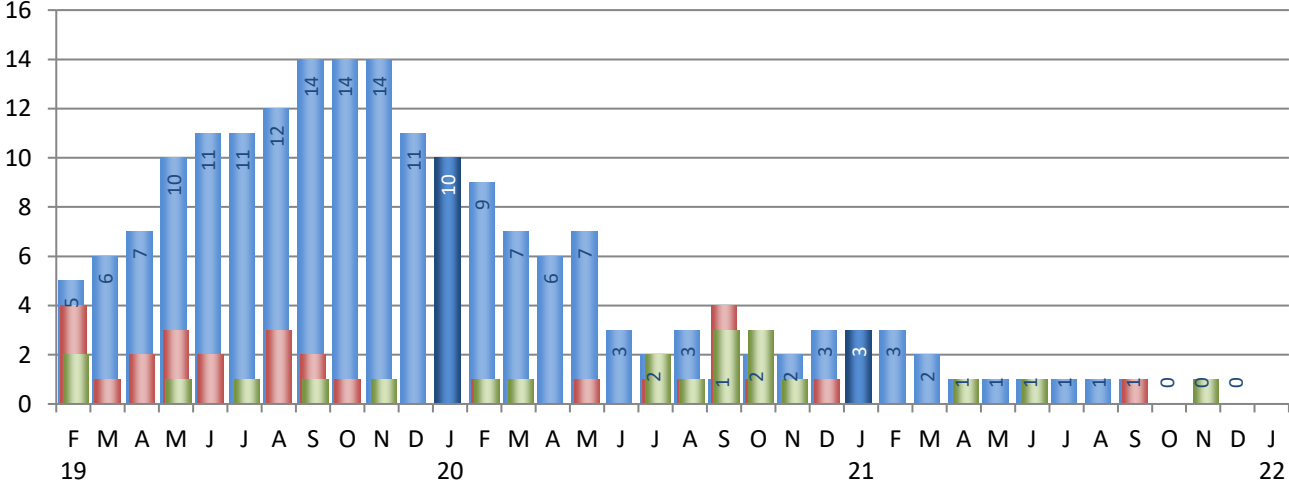
Selling Price versus Listing Price Ratio 3 Mo Avg



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 January 2022 was 0, up from 0 last month and up from 0 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Carmel Highlands

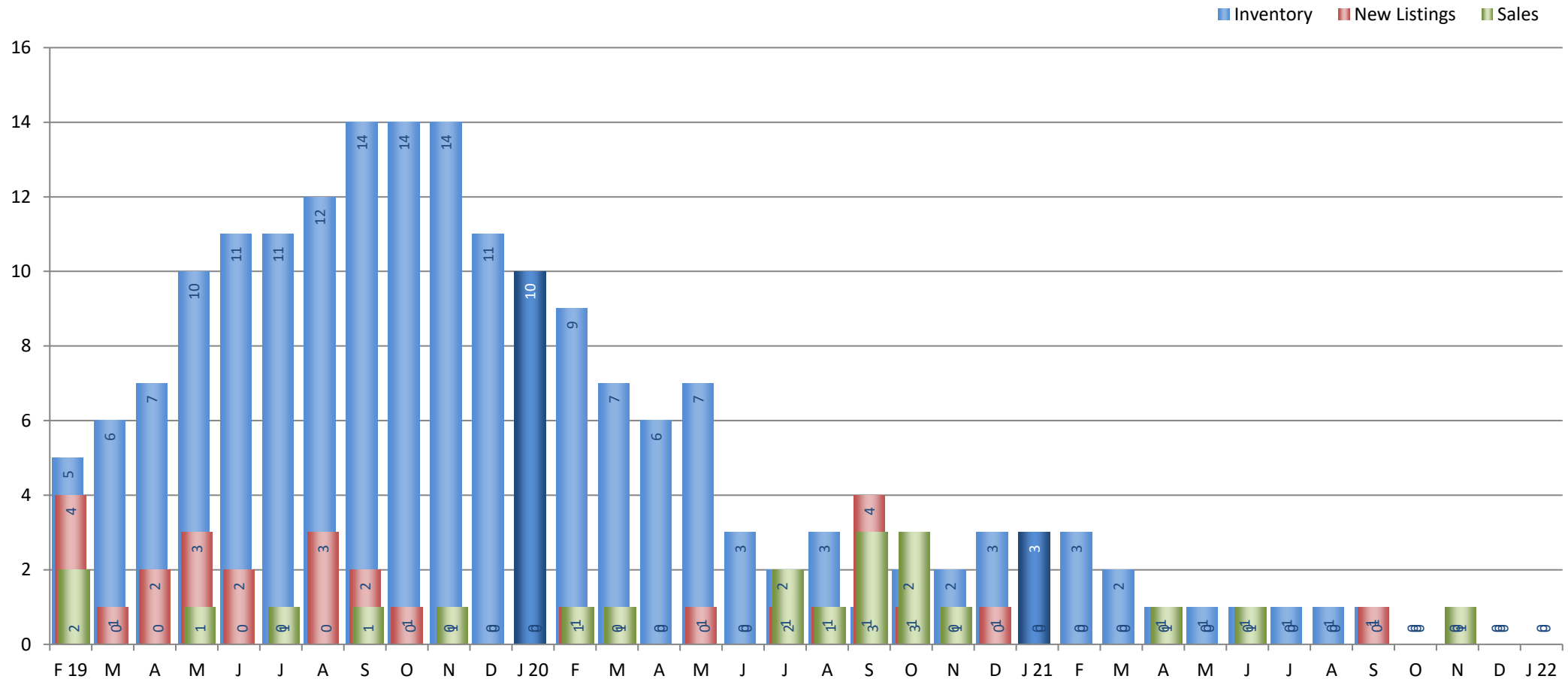


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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MLS Area: Carmel Meadows #151, Point Lobos #152, Lobos Ridge #153, Highlands



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

Sotheby's
INTERNATIONAL REALTY

Market Profile & Trends Overview

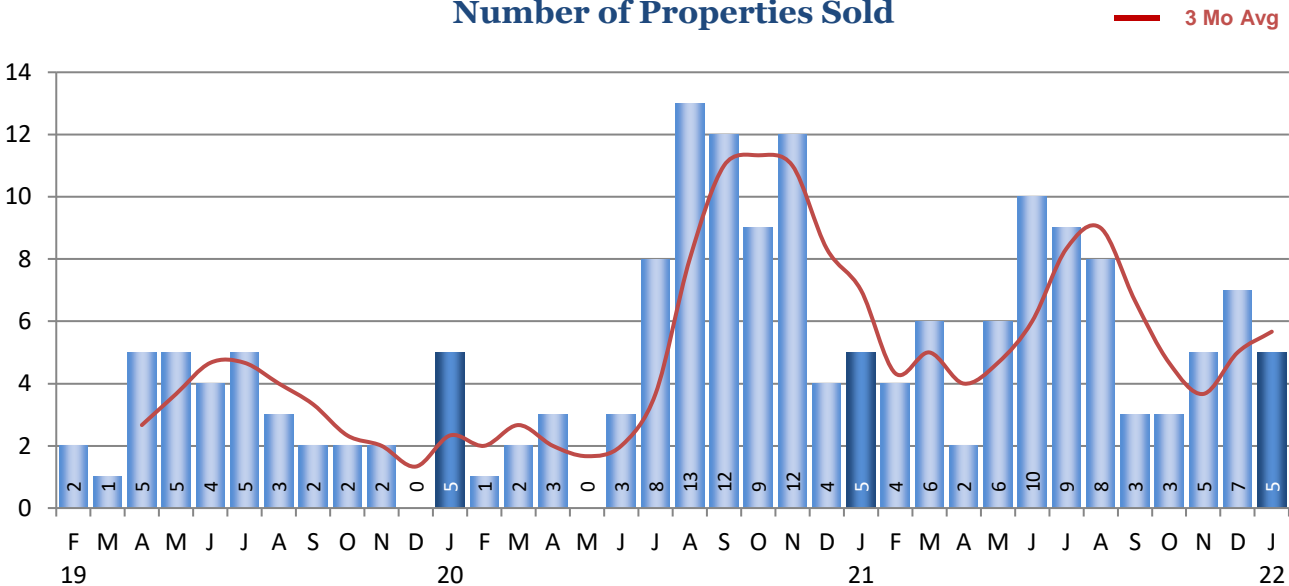
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,495,000	127%		40%				
Average List Price of all Current Listings	\$5,958,241	43%		50%				
January Median Sales Price	\$4,000,000	129%	37%	152%	80%	\$4,000,000	152%	80%
January Average Sales Price	\$4,384,000	123%	13%	198%	28%	\$4,384,000	198%	28%
Total Properties Currently for Sale (Inventory)	29	-6%		-34%				
January Number of Properties Sold	5	-29%		0%		5	0%	
January Average Days on Market (Solds)	62	-26%	-22%	-29%	-45%	62	-29%	-45%
Asking Price per Square Foot (based on New Listings)	\$1,777	-36%	-7%	11%	9%	\$1,777	11%	9%
January Sold Price per Square Foot	\$1,257	34%	7%	81%	7%	\$1,257	81%	7%
January Month's Supply of Inventory	5.8	31%	2%	-34%	-28%	5.8	-34%	-28%
January Sale Price vs List Price Ratio	96.7%	7.3%	5.1%	-.3%	3.7%	96.7%	-0%	4%

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

Property Sales

January Property sales were 5, equal to 5 in January of 2021 and 28.6% lower than the 7 sales last month. January 2022 sales were at their highest level compared to January of 2021 and 2020. January YTD sales of 5 are running equal to last year's year-to-date sales of 5.

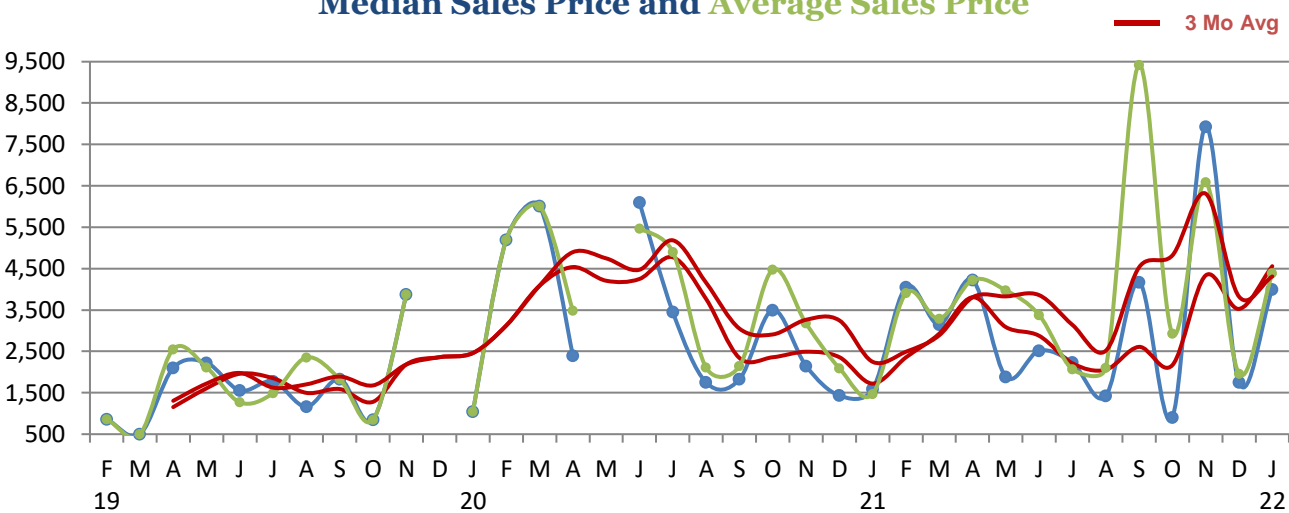
Number of Properties Sold



Prices

The Median Sales Price in January was \$4,000,000, up 152.4% from \$1,585,000 in January of 2021 and up 128.6% from \$1,750,000 last month. The Average Sales Price in January was \$4,384,000, up 197.9% from \$1,471,800 in January of 2021 and up 123.3% from \$1,962,929 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

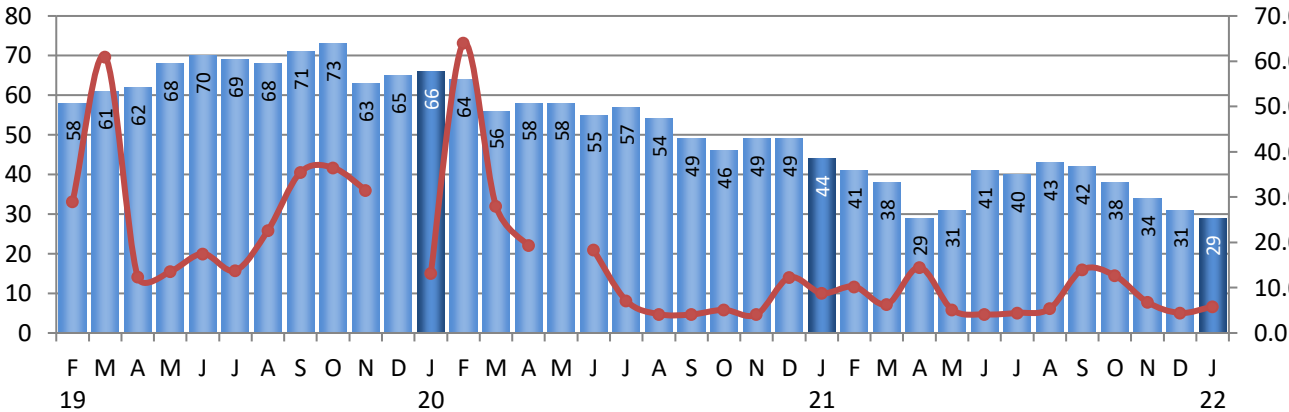
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 29, down 6.5% from 31 last month and down 34.1% from 44 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 5.8 months was at its lowest level compared with January of 2021 and 2020.

MLS Area: Carmel Meadows #151, Point Lobos #152, Lobos Ridge #153, Highlands

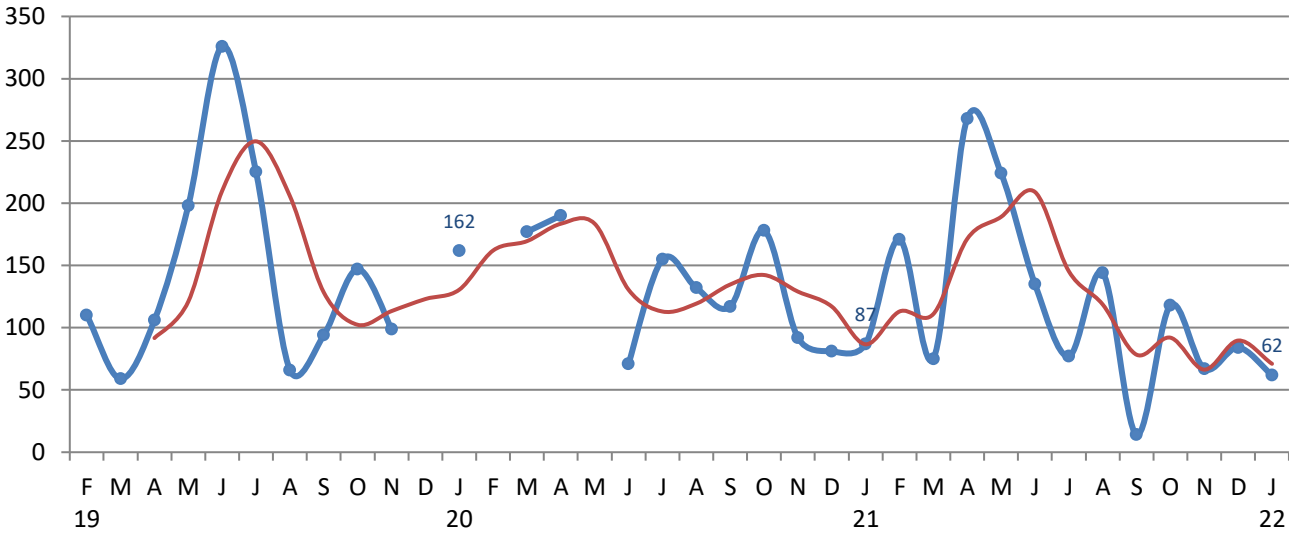


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January was 62, down 26.2% from 84 days last month and down 28.7% from 87 days in January of last year. The January 2022 DOM was at its lowest level compared with January of 2021 and 2020.

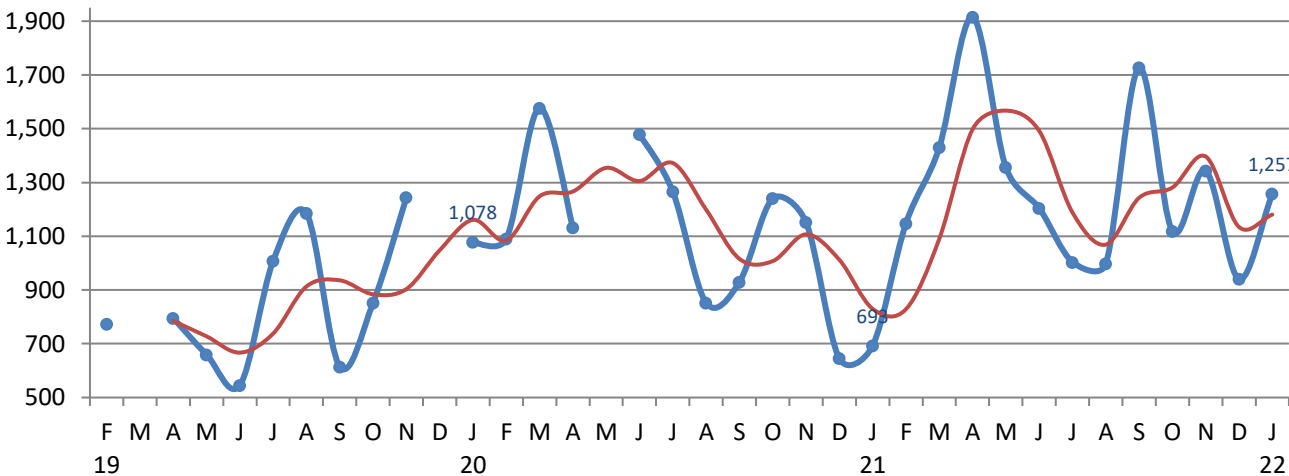
Days On Market for Sold Properties 3 Mo Avg



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 January 2022 Selling Price per Square Foot of \$1,257 was up 33.6% from \$941 last month and up 81.4% from 693 in January of last year.

Selling Price per Square Foot 3 Mo Avg

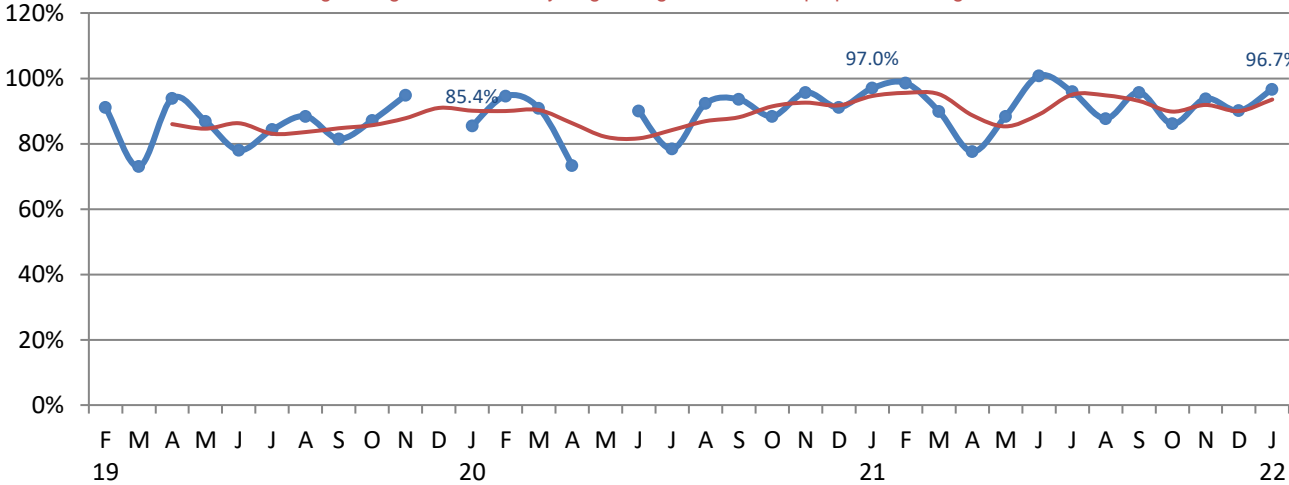


Selling Price vs Original Listings Price

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 January 2022 Selling Price vs Original List Price of 96.7% was up from 90.1% last month and down from 97.0% in January of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg

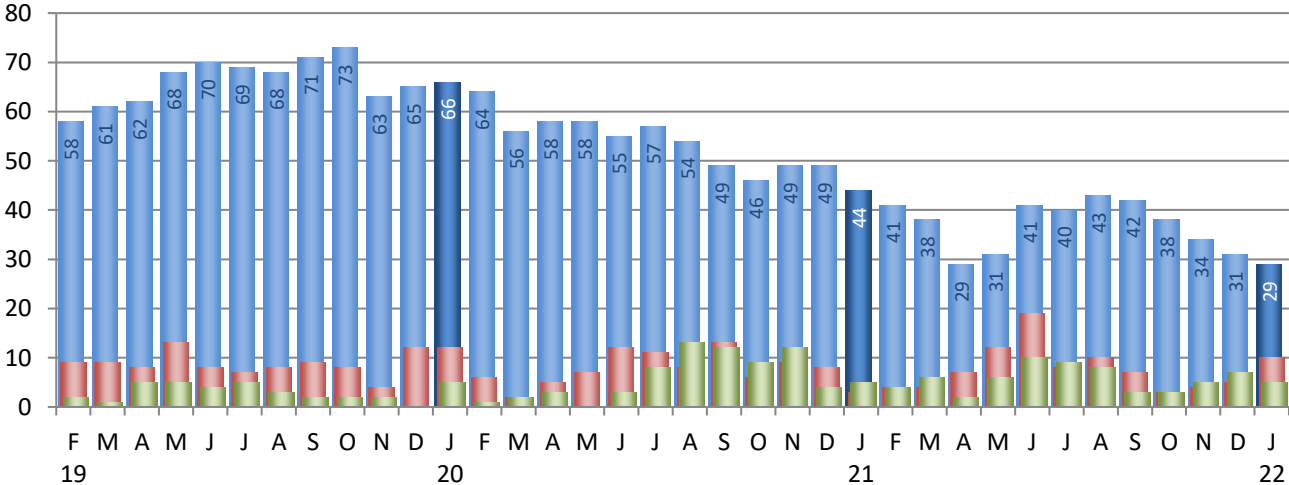
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2022 was 10, up 100.0% from 5 last month and up 233.3% from 3 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Lobos Ridge #153, Highlands

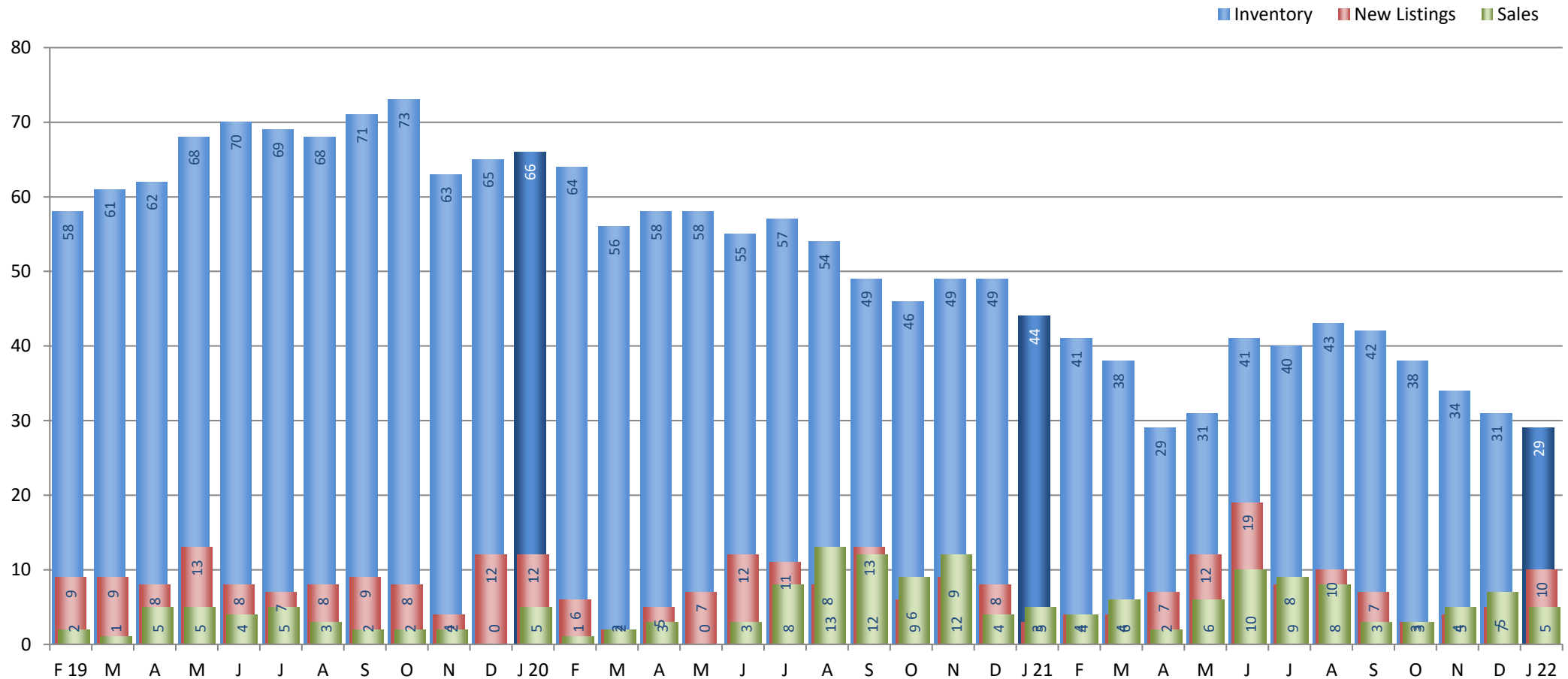


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2022 was 10, up 100.0% from 5 last month and up 233.3% from 3 in January of last year.



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



Market Profile & Trends Overview

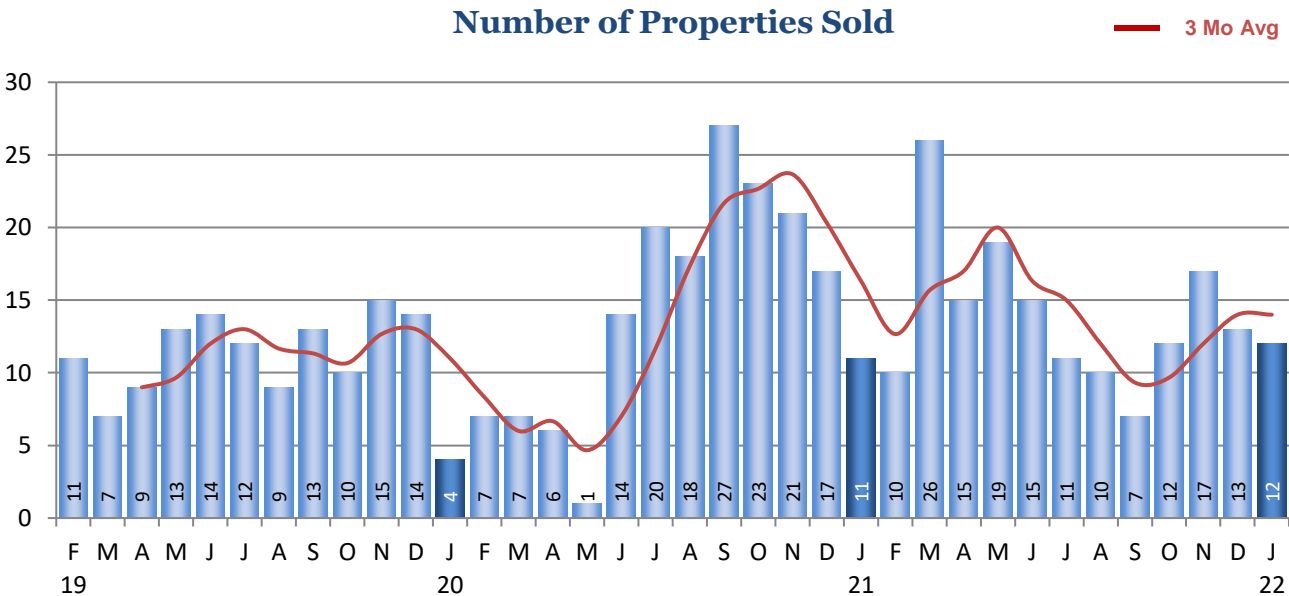
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$9,725,000	-15%		82%				
Average List Price of all Current Listings	\$10,827,188	-14%		53%				
January Median Sales Price	\$3,280,000	25%	18%	99%	18%	\$3,280,000	99%	18%
January Average Sales Price	\$4,794,606	-21%	15%	73%	14%	\$4,794,606	73%	14%
Total Properties Currently for Sale (Inventory)	16	-6%		-65%				
January Number of Properties Sold	12	-8%		9%		12	9%	
January Average Days on Market (Solds)	51	-34%	-2%	292%	9%	51	292%	9%
Asking Price per Square Foot (based on New Listings)	\$1,874	27%	20%	46%	39%	\$1,874	46%	39%
January Sold Price per Square Foot	\$1,427	-7%	18%	49%	26%	\$1,427	49%	26%
January Month's Supply of Inventory	1.3	2%	0%	-68%	-52%	1.3	-68%	-52%
January Sale Price vs List Price Ratio	97.2%	7.8%	3.7%	-9%	.5%	97.2%	-1%	1%

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

Property Sales

January Property sales were 12, up 9.1% from 11 in January of 2021 and 7.7% lower than the 13 sales last month. January 2022 sales were at their highest level compared to January of 2021 and 2020. January YTD sales of 12 are running 9.1% ahead of last year's year-to-date sales of 11.

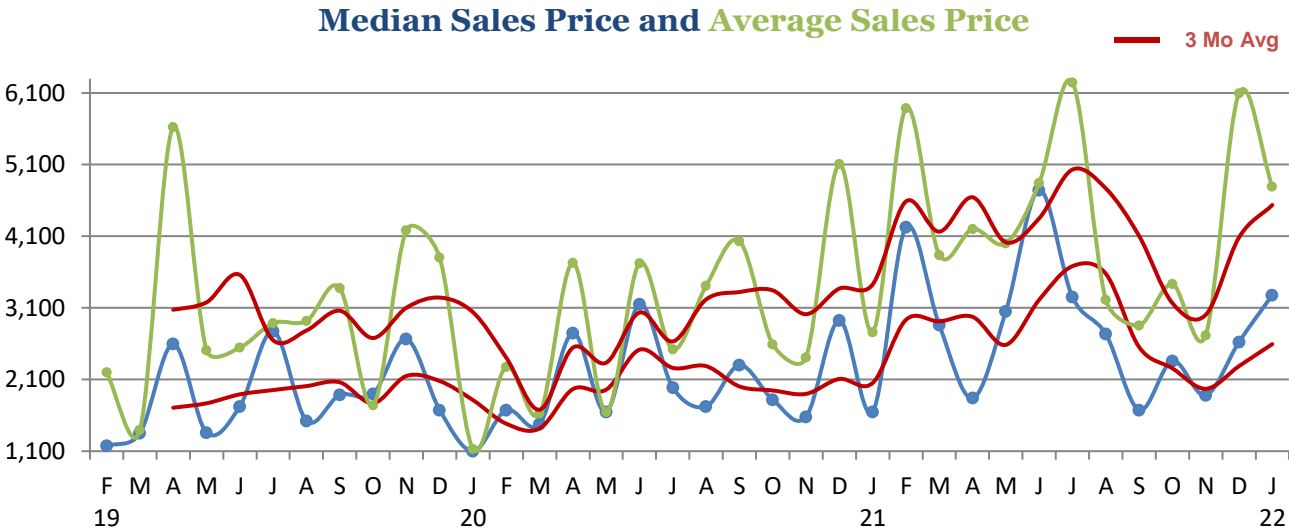
Number of Properties Sold



Prices

The Median Sales Price in January was \$3,280,000, up 98.8% from \$1,650,000 in January of 2021 and up 25.0% from \$2,623,563 last month. The Average Sales Price in January was \$4,794,606, up 73.5% from \$2,763,750 in January of 2021 and down 21.3% from \$6,095,073 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

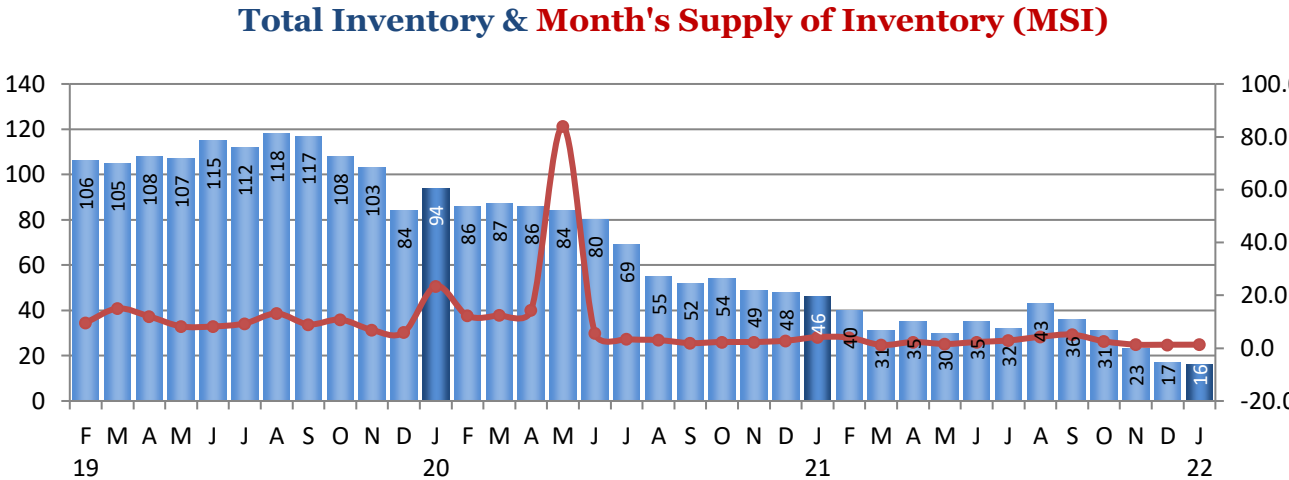
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 16, down 5.9% from 17 last month and down 65.2% from 46 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 1.3 months was at its lowest level compared with January of 2021 and 2020.

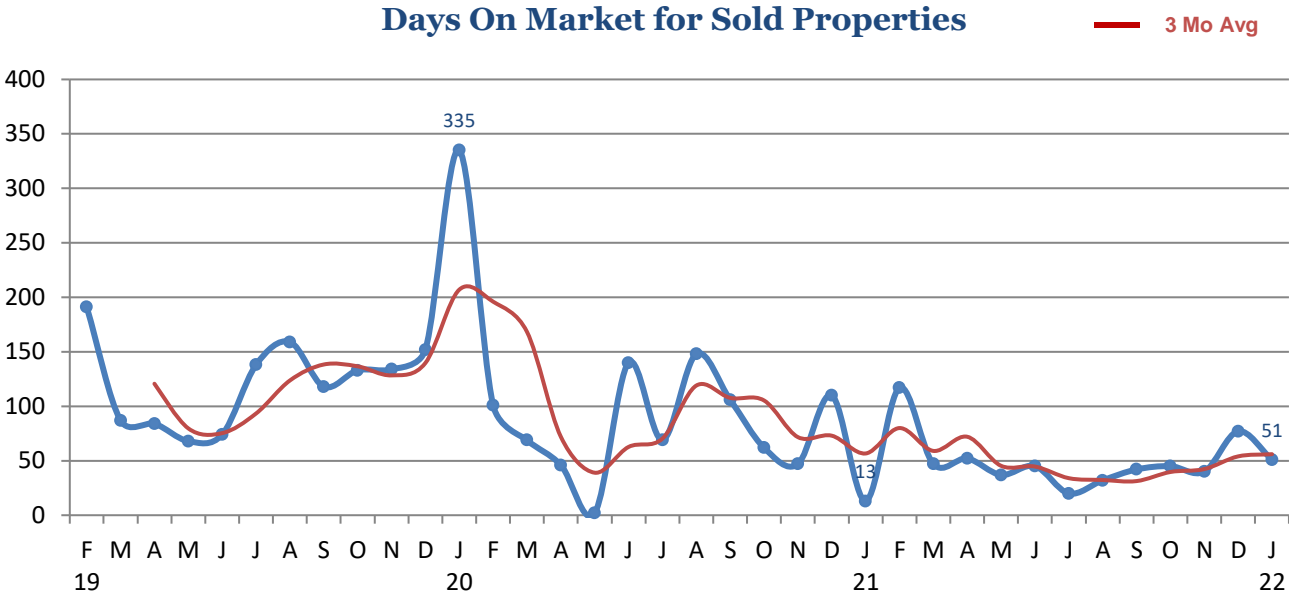


Price Range: All | Properties: SFH - Condo - TwnHm - MUL



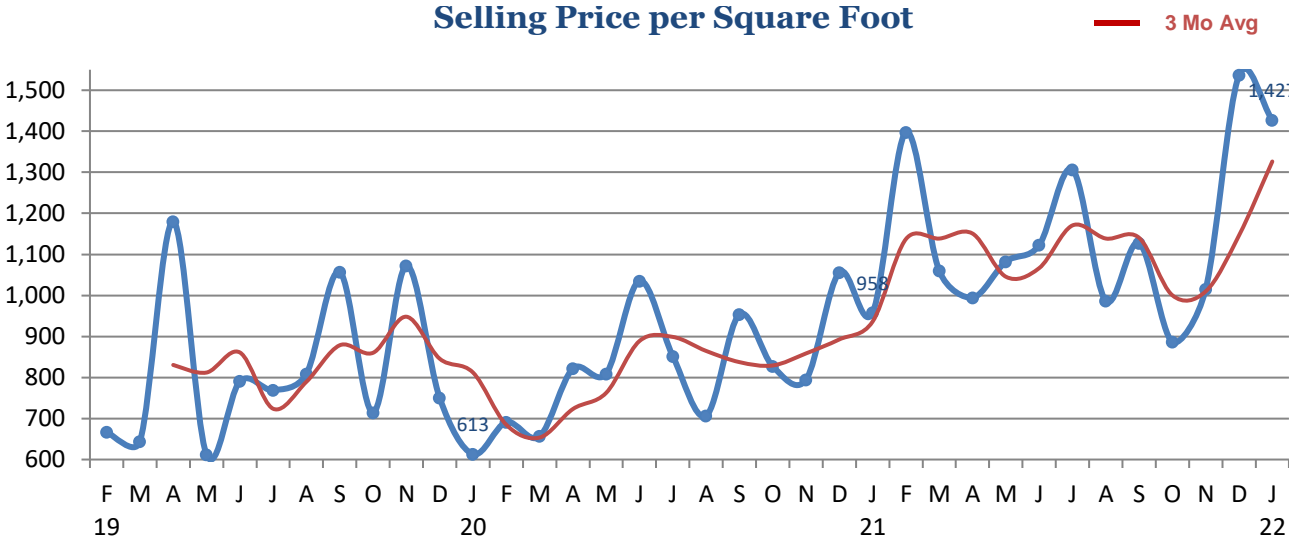
Market Time

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 January was 51, down 33.8% from 77 days last month and up 292.3% from 13 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.



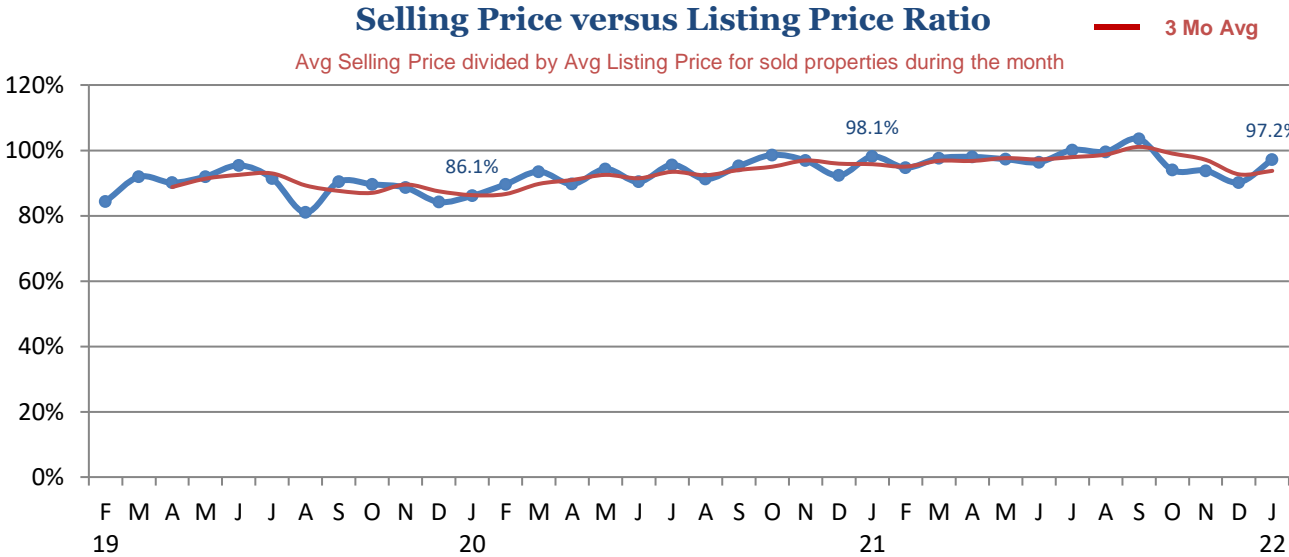
Selling Price per Square Foot

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 January 2022 Selling Price per Square Foot of \$1,427 was down 7.1% from \$1,537 last month and up 49.0% from 958 in January 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 January 2022 Selling Price vs Original List Price of 97.2% was up from 90.2% last month and down from 98.1% in January 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 January 2022 was 9, up 80.0% from 5 last month and down 40.0% from 15 in January of last year.



Inventory / Listings / Sales

January 2022

City: Pebble Beach

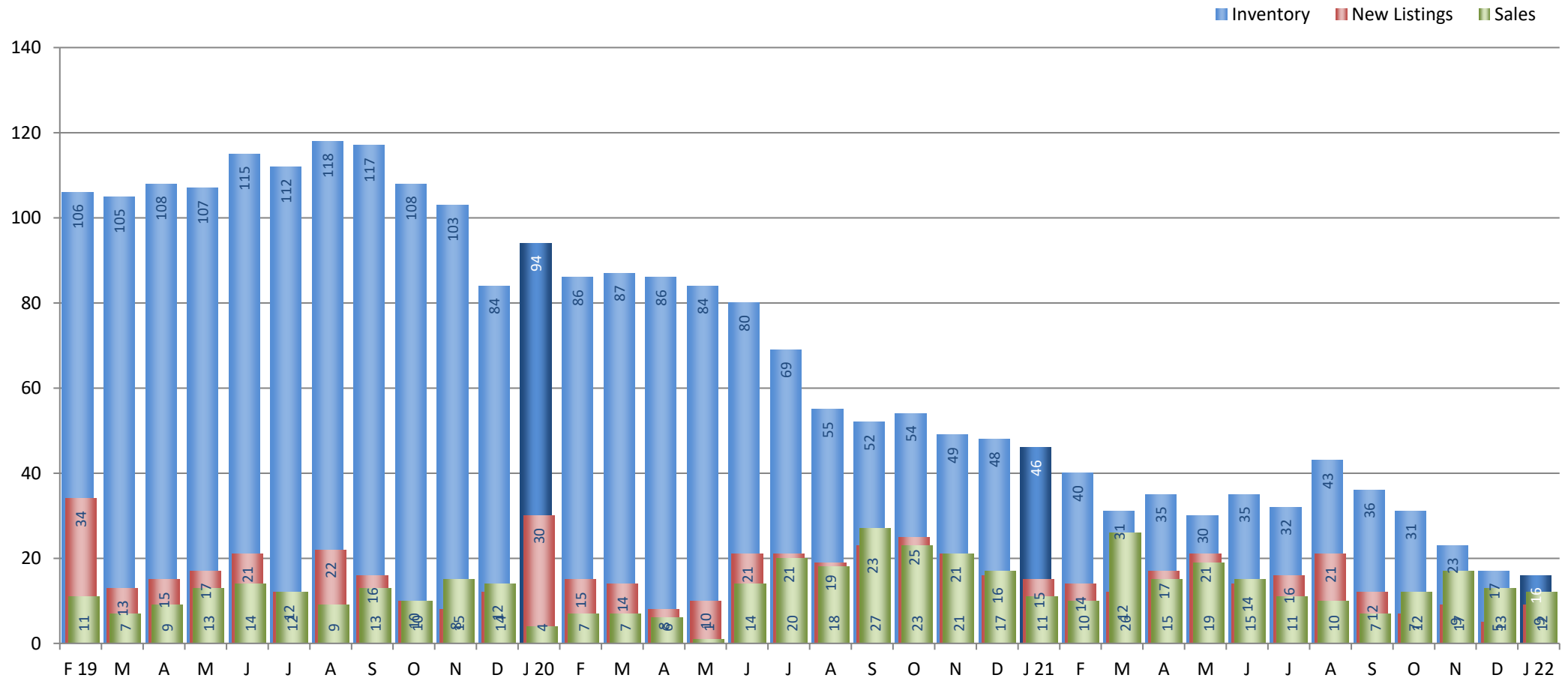


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2022 was 9, up 80.0% from 5 last month and down 40.0% from 15 in January of last year.



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



Market Profile & Trends Overview

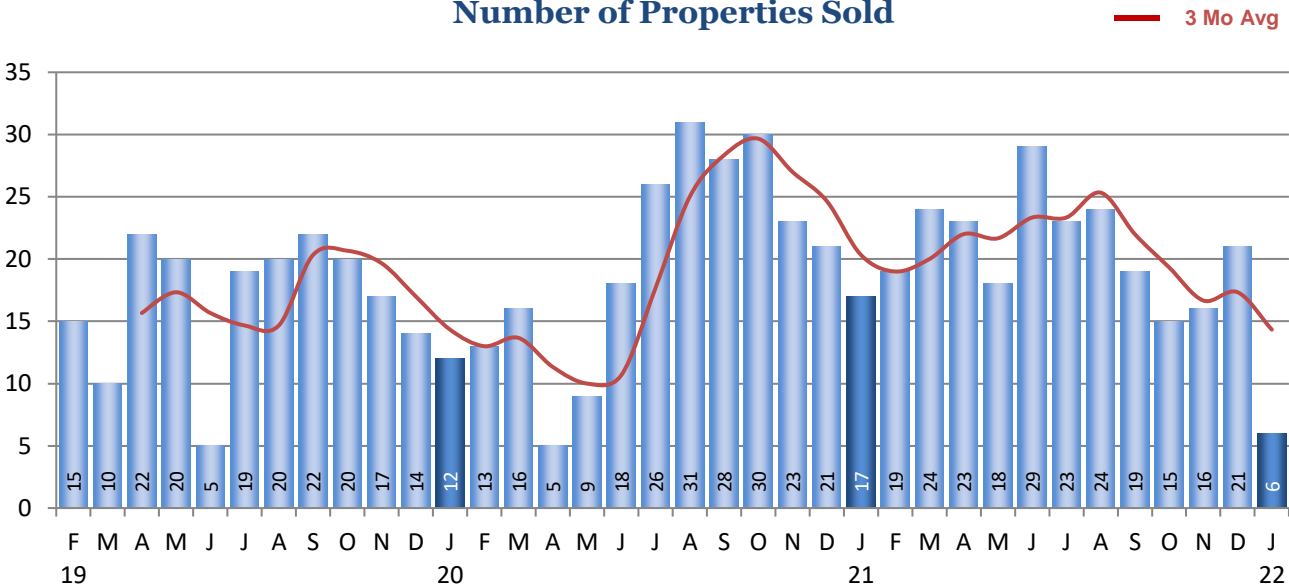
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,725,000	82%		44%				
Average List Price of all Current Listings	\$2,633,970	150%		98%				
January Median Sales Price	\$1,070,550	-8%	-10%	-25%	-16%	\$1,070,550	-25%	-16%
January Average Sales Price	\$1,386,625	8%	-10%	-10%	-6%	\$1,386,625	-10%	-6%
Total Properties Currently for Sale (Inventory)	7	-36%		-82%				
January Number of Properties Sold	6	-71%		-65%		6	-65%	
January Average Days on Market (Solds)	29	-28%	-3%	-37%	-15%	29	-37%	-15%
Asking Price per Square Foot (based on New Listings)	\$900	-17%	-9%	-8%	-6%	\$900	-8%	-6%
January Sold Price per Square Foot	\$961	-2%	-3%	5%	0%	\$961	5%	0%
January Month's Supply of Inventory	1.2	123%	40%	-48%	-13%	1.2	-48%	-13%
January Sale Price vs List Price Ratio	97.0%	.8%	-1.2%	-3.3%	-3.2%	97.0%	-3%	-3%

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

Property Sales

January Property sales were 6, down 64.7% from 17 in January of 2021 and 71.4% lower than the 21 sales last month. January 2022 sales were at their lowest level compared to January of 2021 and 2020. January YTD sales of 6 are running 64.7% behind last year's year-to-date sales of 17.

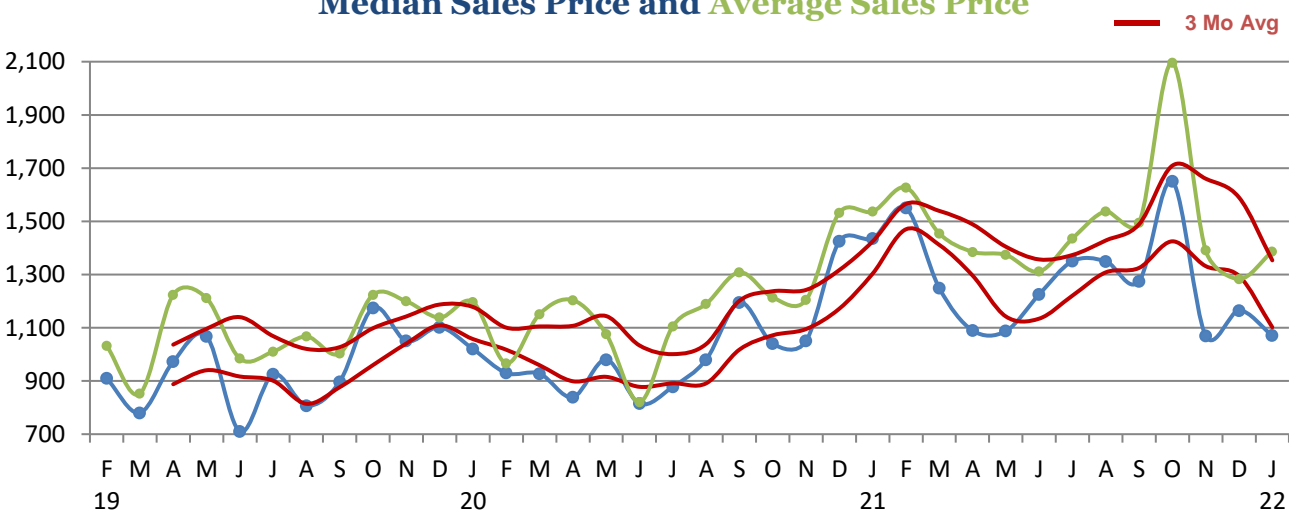
Number of Properties Sold



Prices

The Median Sales Price in January was \$1,070,550, down 25.4% from \$1,435,000 in January of 2021 and down 8.1% from \$1,165,000 last month. The Average Sales Price in January was \$1,386,625, down 9.7% from \$1,536,290 in January of 2021 and up 8.1% from \$1,282,740 last month. January 2022 ASP was at a mid range compared to January of 2021 and 2020.

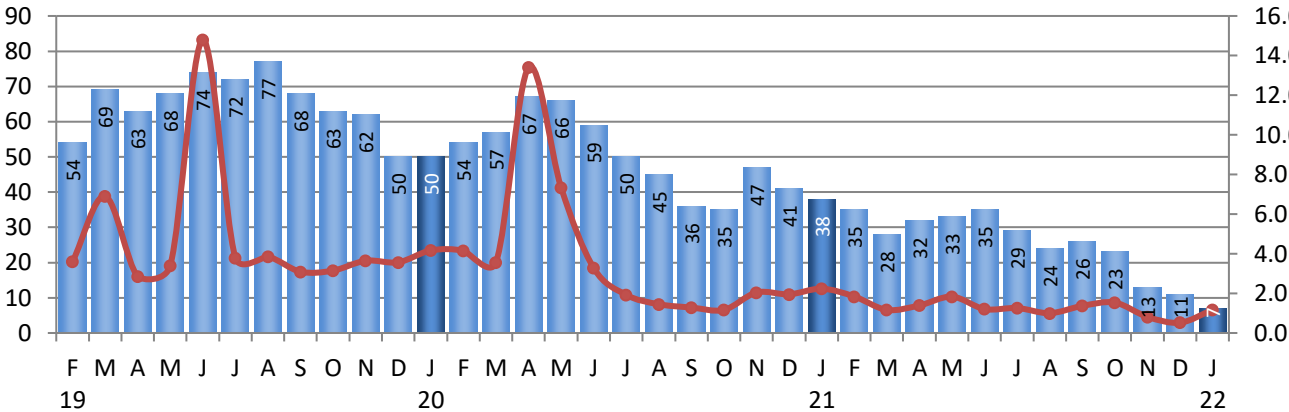
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 7, down 36.4% from 11 last month and down 81.6% from 38 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 1.2 months was at its lowest level compared with January of 2021 and 2020.



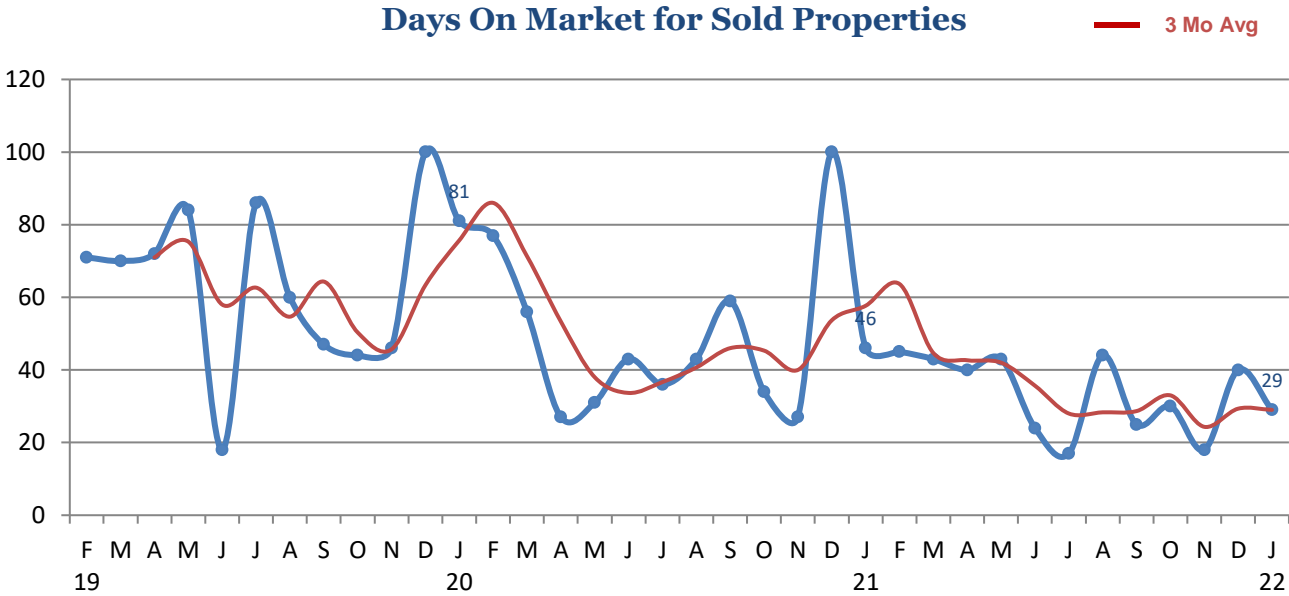
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 29, down 27.5% from 40 days last month and down 37.0% from 46 days in January of last year. The January 2022 DOM was at its lowest level compared with January of 2021 and 2020.

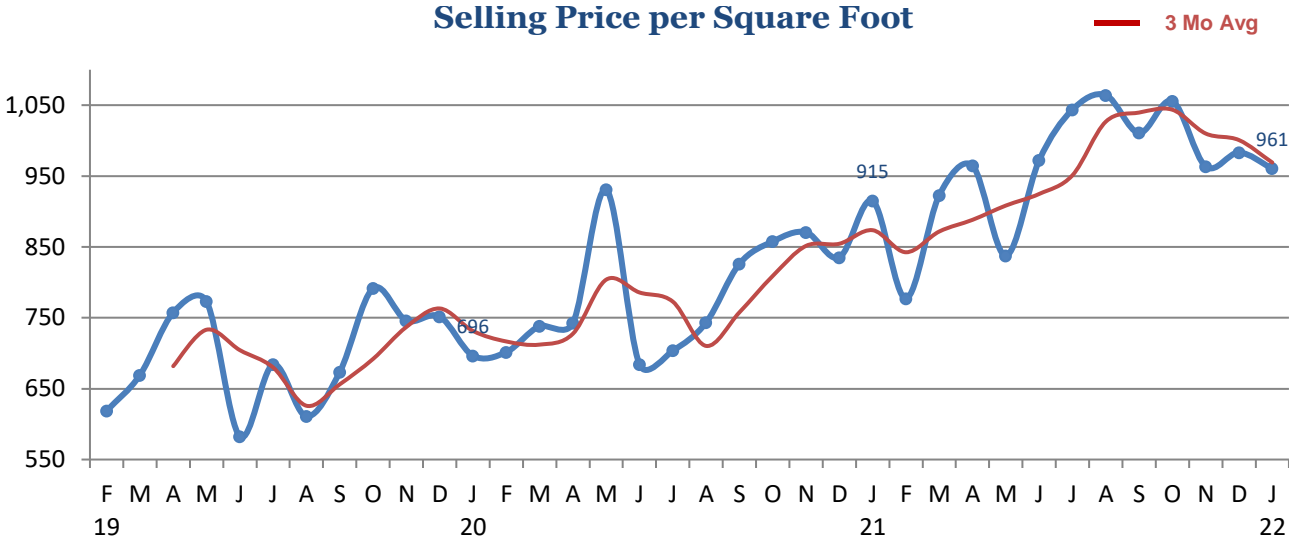
Days On Market for Sold Properties



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 January 2022 Selling Price per Square Foot of \$961 was down 2.3% from \$983 last month and up 5.0% from 915 in January of last year.

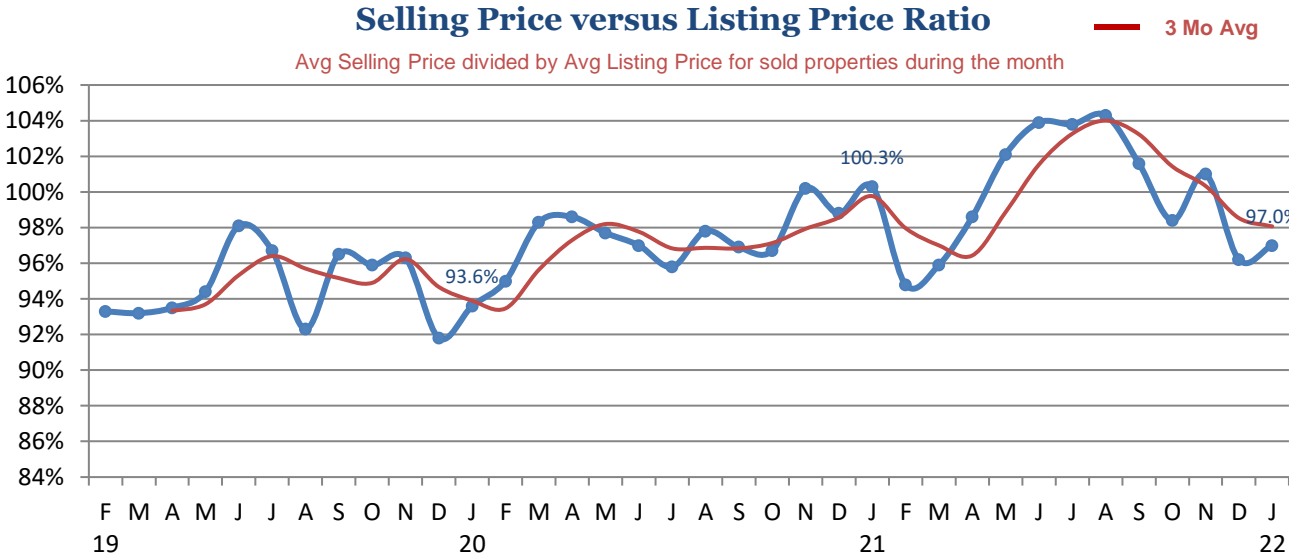
Selling Price per Square Foot



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 January 2022 Selling Price vs Original List Price of 97.0% was up from 96.2% last month and down from 100.3% in January 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 January 2022 was 14, up 133.3% from 6 last month and down 17.6% from 17 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Pacific Grove

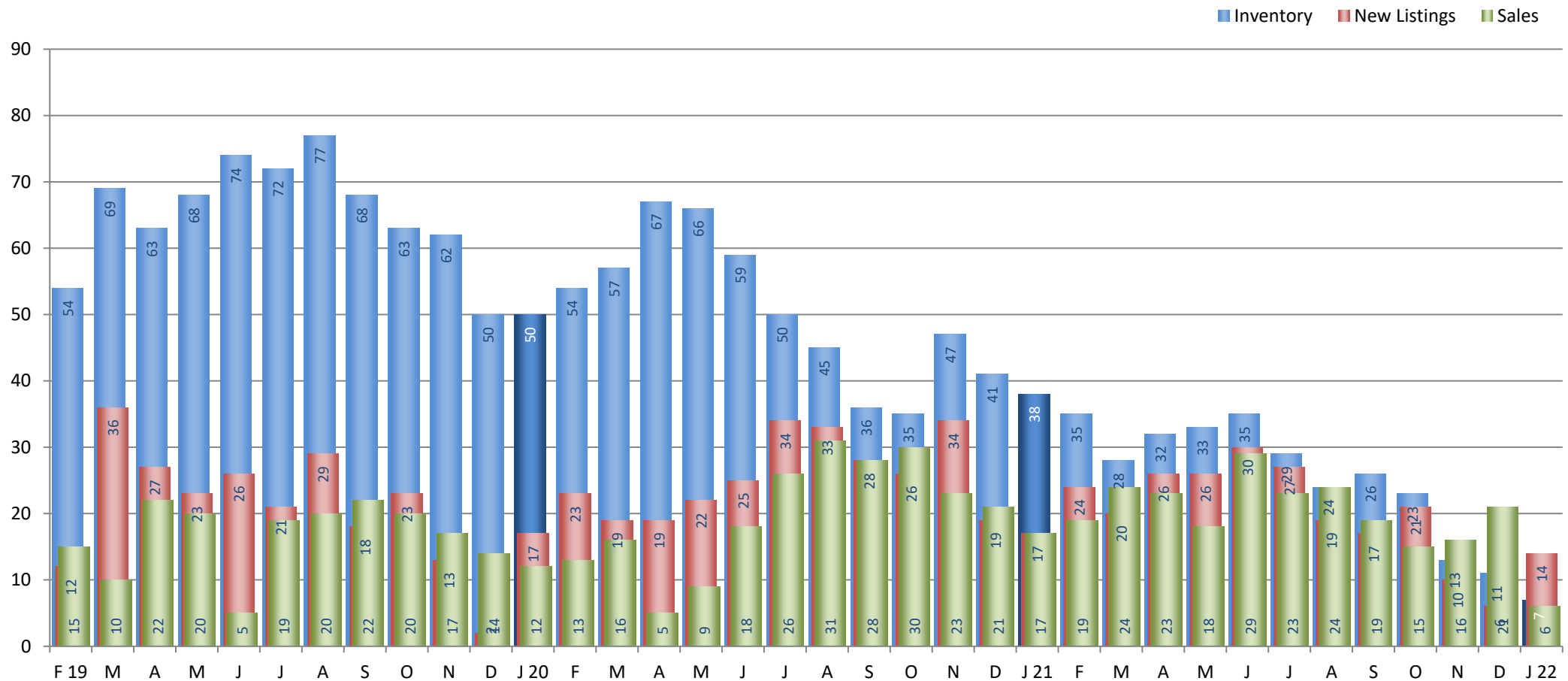


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January 2022 was 14, up 133.3% from 6 last month and down 17.6% from 17 in January of last year.



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

Market Profile & Trends Overview

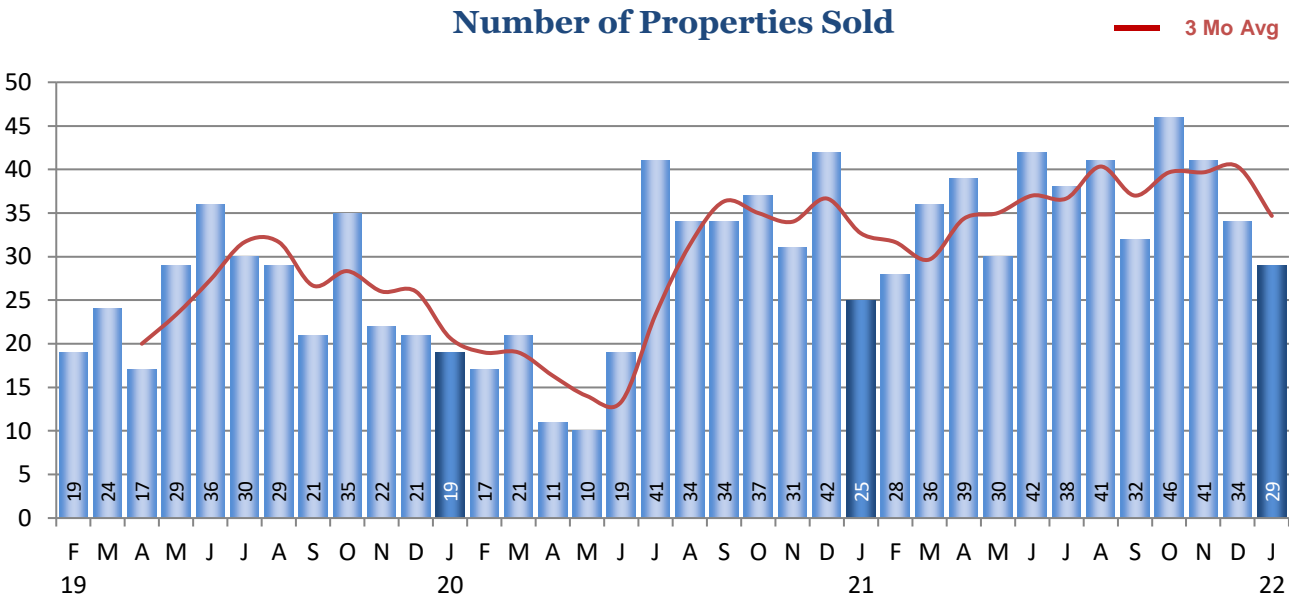
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,336,750	-8%		26%				
Average List Price of all Current Listings	\$1,534,757	-13%		-2%				
January Median Sales Price	\$1,225,000	7%	15%	53%	26%	\$1,225,000	53%	26%
January Average Sales Price	\$1,675,224	12%	20%	97%	38%	\$1,675,224	97%	38%
Total Properties Currently for Sale (Inventory)	52	0%		-32%				
January Number of Properties Sold	29	-15%		16%		29	16%	
January Average Days on Market (Solds)	42	-2%	-13%	20%	8%	42	20%	8%
Asking Price per Square Foot (based on New Listings)	\$694	2%	0%	15%	2%	\$694	15%	2%
January Sold Price per Square Foot	\$688	6%	-1%	8%	3%	\$688	8%	3%
January Month's Supply of Inventory	1.8	17%	2%	-42%	-11%	1.8	-42%	-11%
January Sale Price vs List Price Ratio	99.8%	.3%	.5%	.3%	-.1%	99.8%	0%	-0%

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

Property Sales

January Property sales were 29, up 16.0% from 25 in January of 2021 and 14.7% lower than the 34 sales last month. January 2022 sales were at their highest level compared to January of 2021 and 2020. January YTD sales of 29 are running 16.0% ahead of last year's year-to-date sales of 25.

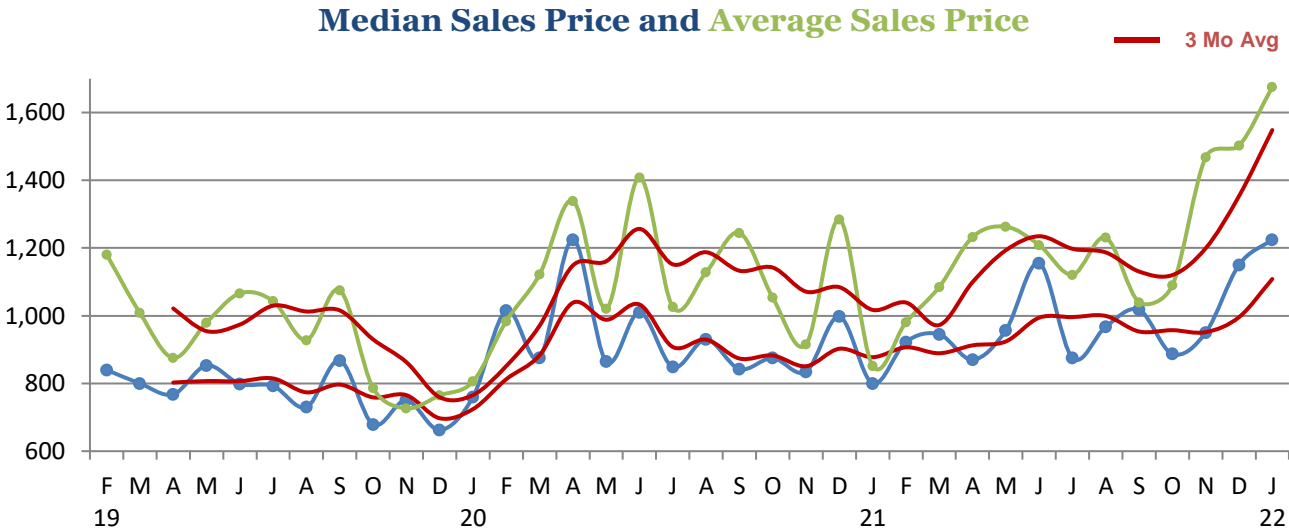
Number of Properties Sold



Prices

The Median Sales Price in January was \$1,225,000, up 53.1% from \$800,000 in January of 2021 and up 6.5% from \$1,150,000 last month. The Average Sales Price in January was \$1,675,224, up 96.6% from \$852,070 in January of 2021 and up 11.5% from \$1,501,976 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

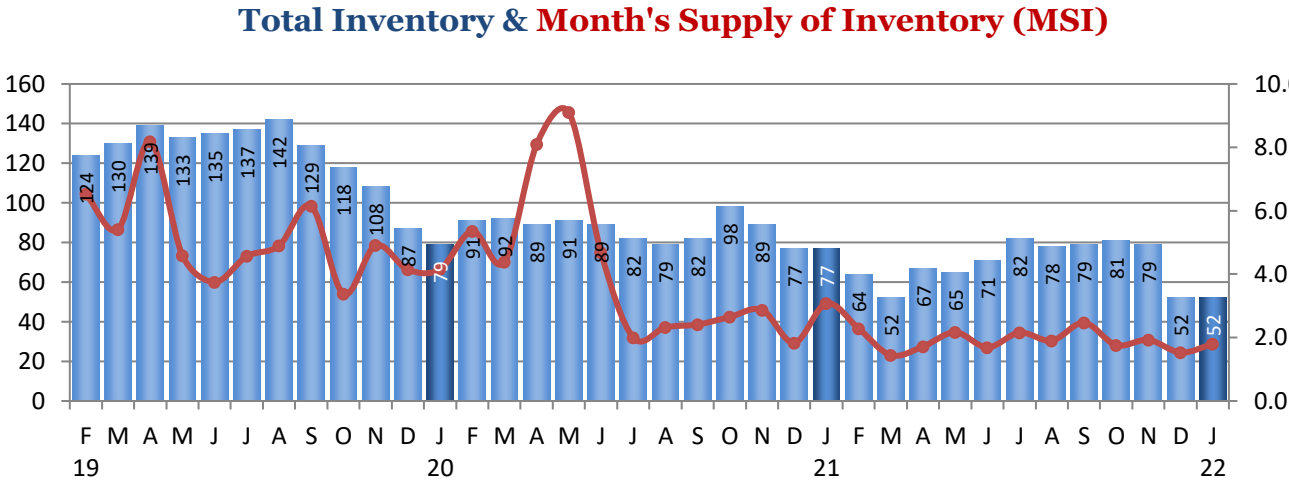
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 52, equal to 52 last month and down 32.5% from 77 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 1.8 months was at its lowest level compared with January of 2021 and 2020.



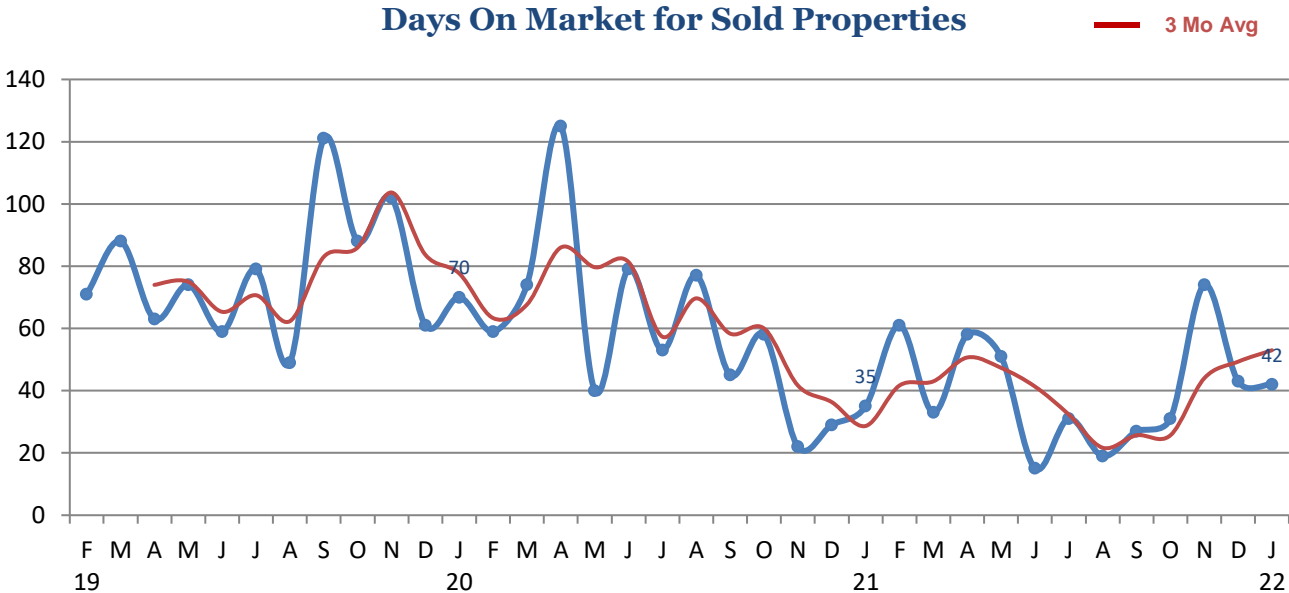
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 42, down 2.3% from 43 days last month and up 20.0% from 35 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.

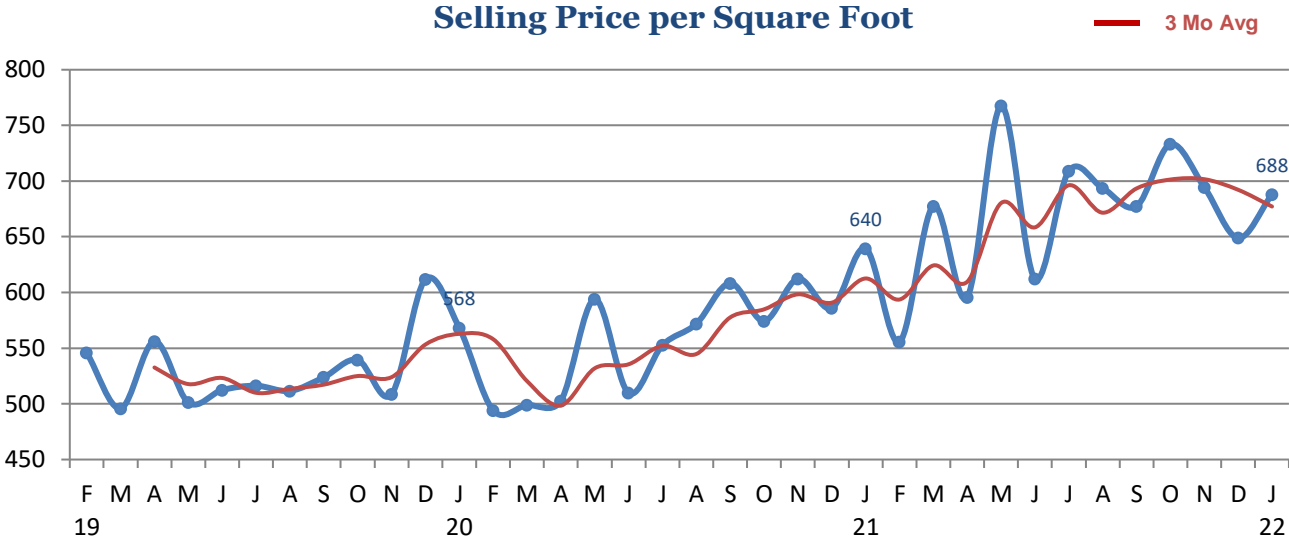
Days On Market for Sold Properties



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 January 2022 Selling Price per Square Foot of \$688 was up 6.0% from \$649 last month and up 7.6% from 640 in January of last year.

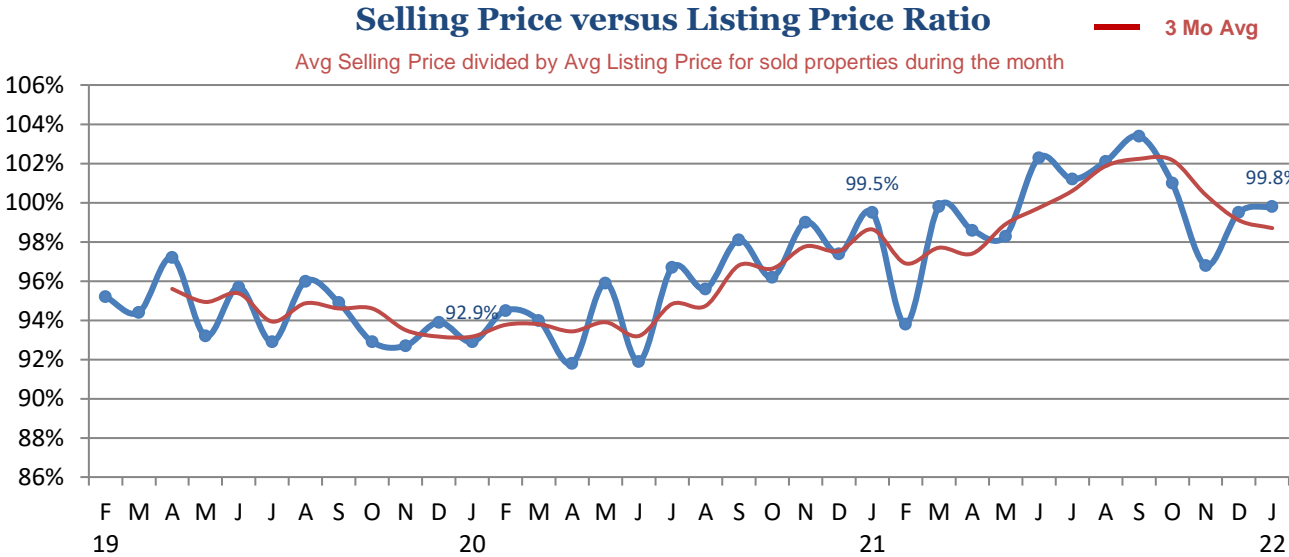
Selling Price per Square Foot



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 January 2022 Selling Price vs Original List Price of 99.8% was up from 99.5% last month and up from 99.5% in January 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 January 2022 was 32, up 60.0% from 20 last month and down 3.0% from 33 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Monterey

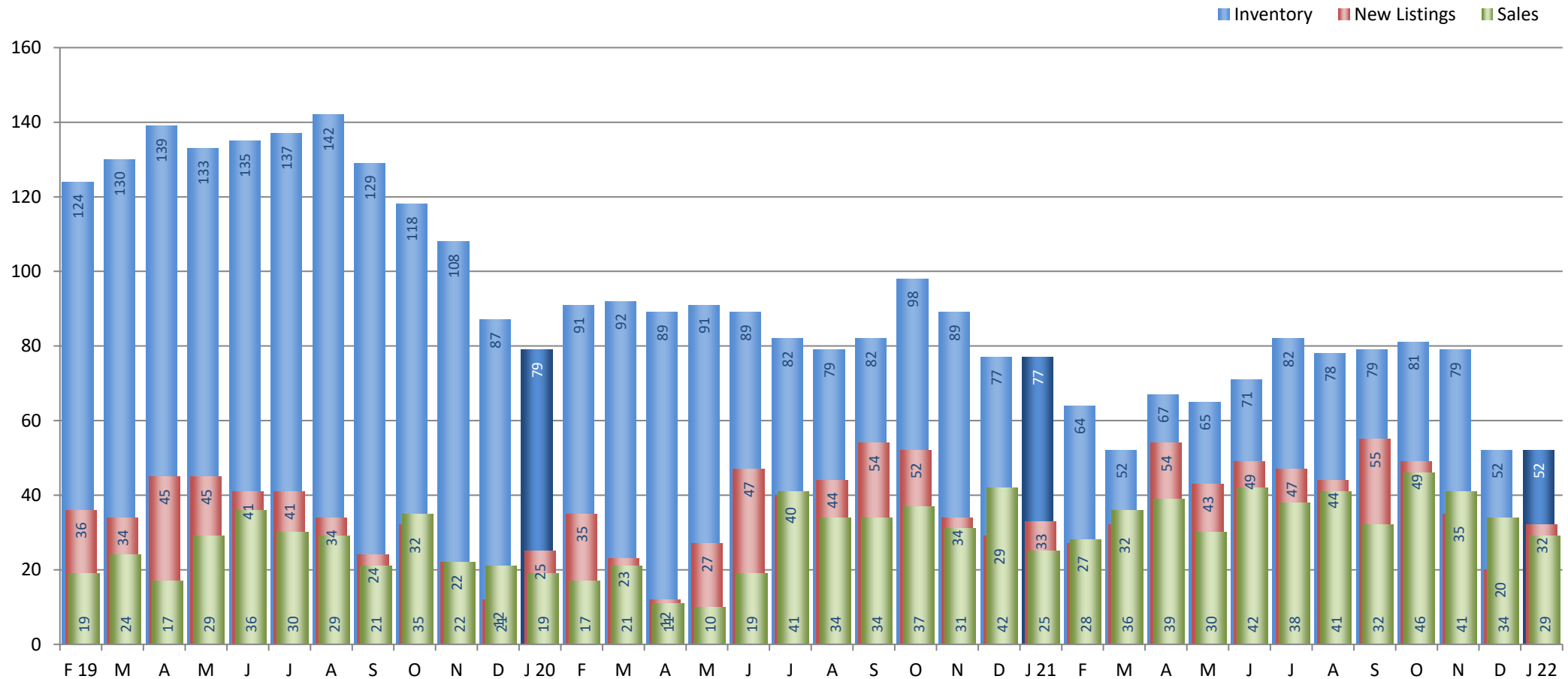


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2022 was 32, up 60.0% from 20 last month and down 3.0% from 33 in January of last year.



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



Market Profile & Trends Overview

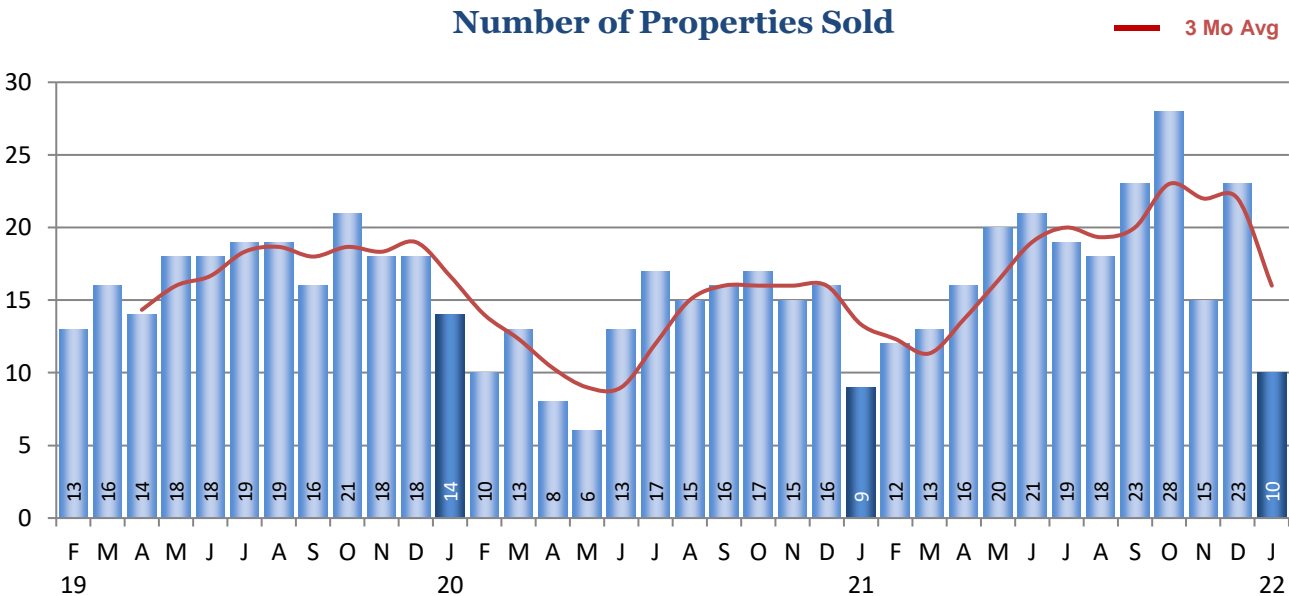
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$759,000	9%		27%				
Average List Price of all Current Listings	\$694,130	-4%		21%				
January Median Sales Price	\$761,000	6%	5%	27%	9%	\$761,000	27%	9%
January Average Sales Price	\$682,389	-8%	-7%	9%	-7%	\$682,389	9%	-7%
Total Properties Currently for Sale (Inventory)	15	-12%		0%				
January Number of Properties Sold	10	-57%		11%		10	11%	
January Average Days on Market (Solds)	29	26%	4%	-17%	16%	29	-17%	16%
Asking Price per Square Foot (based on New Listings)	\$587	-11%	-2%	36%	6%	\$587	36%	6%
January Sold Price per Square Foot	\$596	-1%	1%	-0%	9%	\$596	0%	9%
January Month's Supply of Inventory	1.5	103%	24%	-10%	18%	1.5	-10%	18%
January Sale Price vs List Price Ratio	99.5%	-1.4%	-1.2%	.7%	-1.4%	99.5%	1%	-1%

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

Property Sales

January Property sales were 10, up 11.1% from 9 in January of 2021 and 56.5% lower than the 23 sales last month. January 2022 sales were at a mid level compared to January of 2021 and 2020. January YTD sales of 10 are running 11.1% ahead of last year's year-to-date sales of 9.

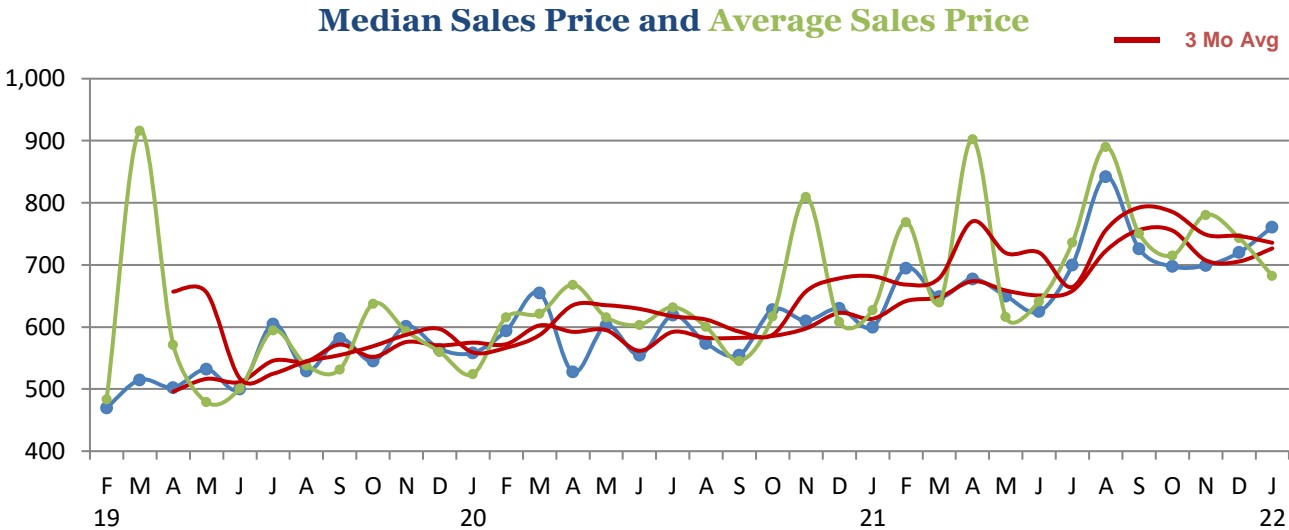
Number of Properties Sold



Prices

The Median Sales Price in January was \$761,000, up 26.8% from \$600,000 in January of 2021 and up 5.7% from \$720,000 last month. The Average Sales Price in January was \$682,389, up 8.7% from \$627,667 in January of 2021 and down 8.3% from \$743,791 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

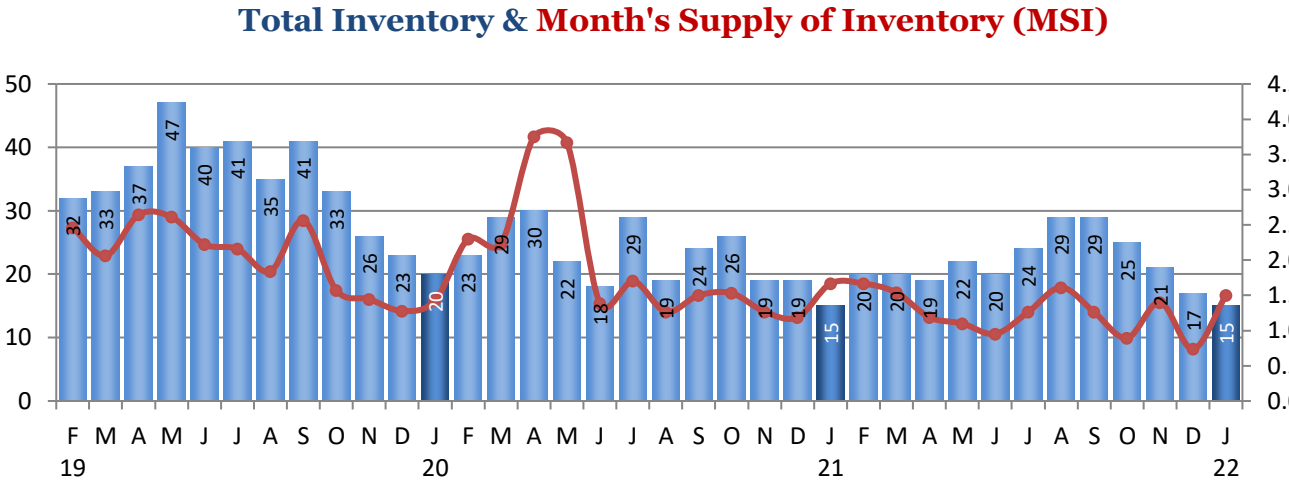
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 15, down 11.8% from 17 last month and equal to 15 in January of last year. January 2022 Inventory was at its lowest level compared with January 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 January 2022 MSI of 1.5 months was at a mid level compared with January of 2021 and 2020.



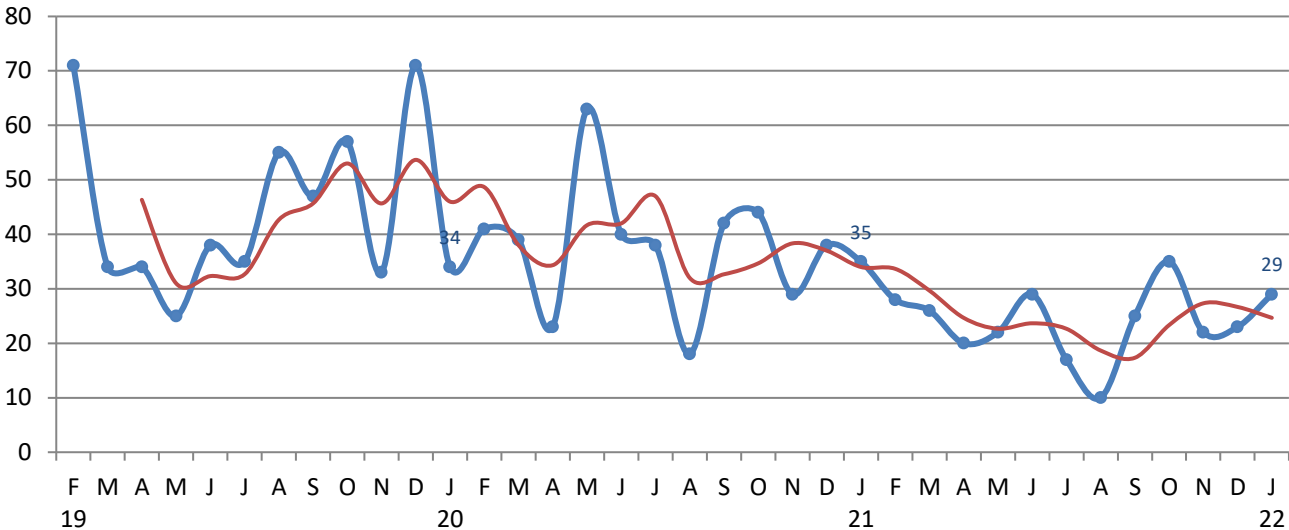
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 29, up 26.1% from 23 days last month and down 17.1% from 35 days in January of last year. The January 2022 DOM was at its lowest level compared with January of 2021 and 2020.

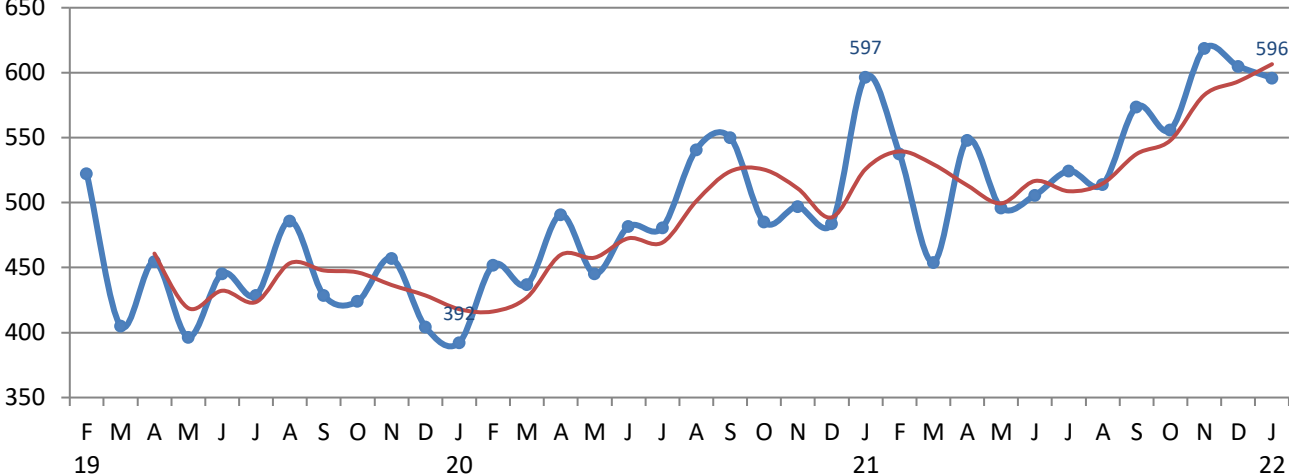
Days On Market for Sold Properties 3 Mo Avg



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 January 2022 Selling Price per Square Foot of \$596 was down 1.5% from \$605 last month and down 0.1% from 597 in January of last year.

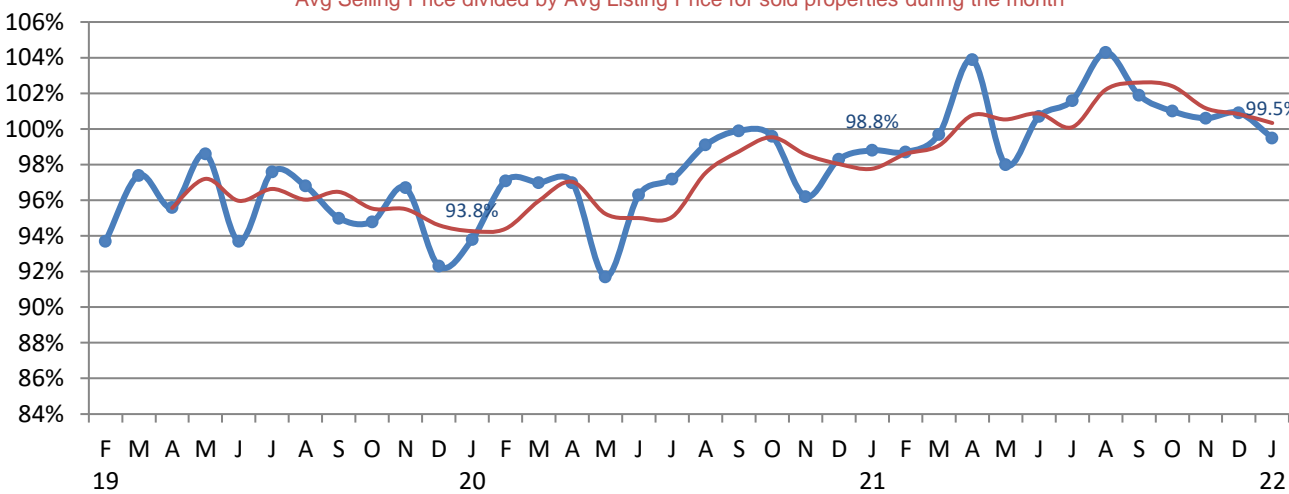
Selling Price per Square Foot 3 Mo Avg



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 January 2022 Selling Price vs Original List Price of 99.5% was down from 100.9% last month and up from 98.8% in January of last year.

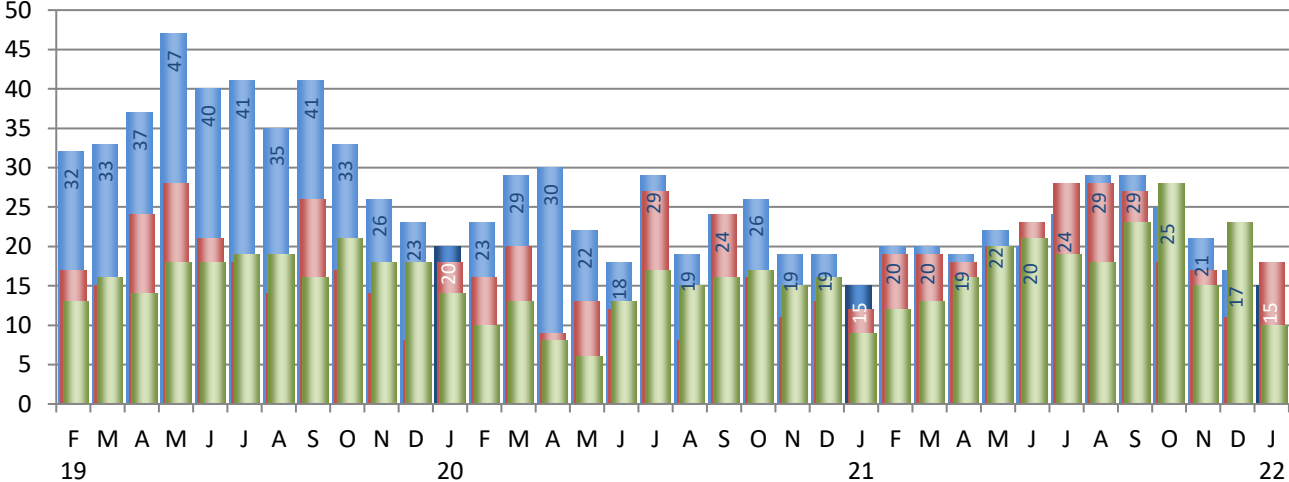
Selling Price versus Listing Price Ratio 3 Mo Avg



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 January 2022 was 18, up 63.6% from 11 last month and up 50.0% from 12 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Seaside

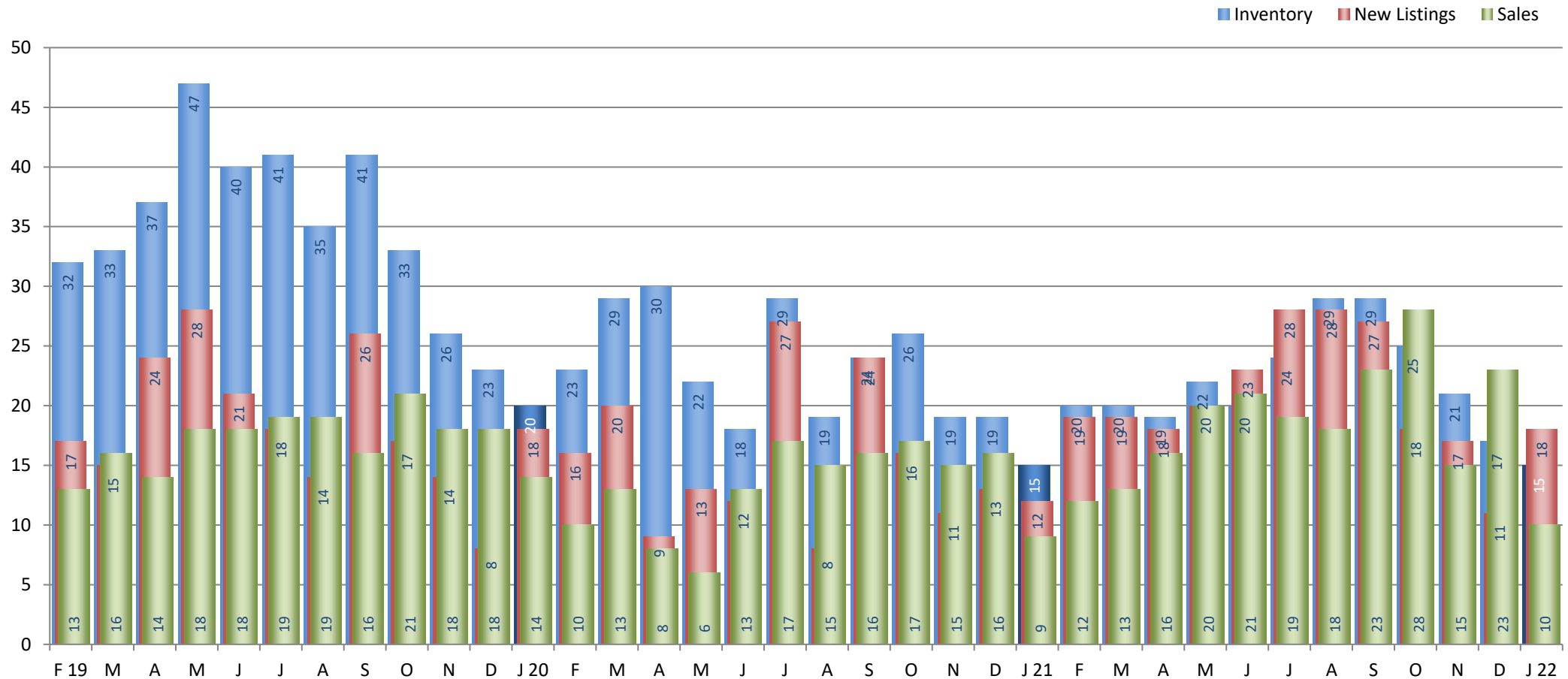


Sotheby's
INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2022 was 18, up 63.6% from 11 last month and up 50.0% from 12 in January of last year.



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

Market Profile & Trends Overview

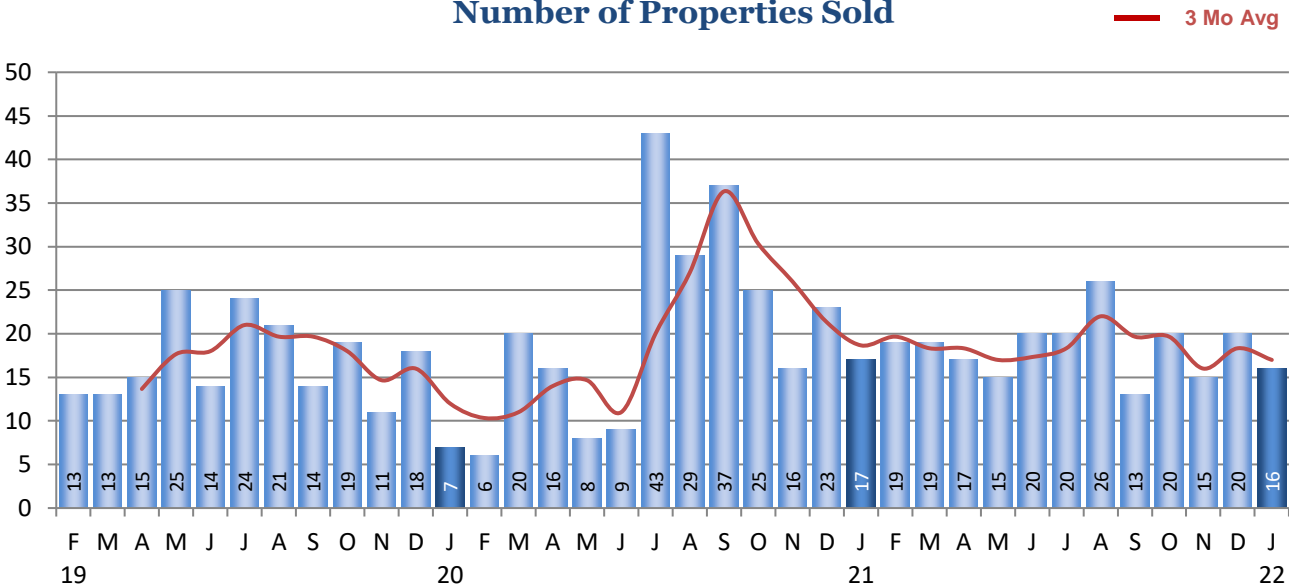
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$862,500	-3%		30%				
Average List Price of all Current Listings	\$767,000	-12%		33%				
January Median Sales Price	\$814,950	-2%	-1%	16%	3%	\$814,950	16%	3%
January Average Sales Price	\$795,994	-9%	-3%	17%	1%	\$795,994	17%	1%
Total Properties Currently for Sale (Inventory)	6	50%		-25%				
January Number of Properties Sold	16	-20%		-6%		16	-6%	
January Average Days on Market (Solds)	32	33%	28%	23%	88%	32	23%	88%
Asking Price per Square Foot (based on New Listings)	\$494	-1%	5%	10%	8%	\$494	10%	8%
January Sold Price per Square Foot	\$464	1%	-2%	15%	2%	\$464	15%	2%
January Month's Supply of Inventory	0.4	88%	-22%	-20%	-45%	0.4	-20%	-45%
January Sale Price vs List Price Ratio	99.7%	-6%	7%	-7%	-1.3%	99.7%	-1%	-1%

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

Property Sales

January Property sales were 16, down 5.9% from 17 in January of 2021 and 20.0% lower than the 20 sales last month. January 2022 sales were at a mid level compared to January of 2021 and 2020. January YTD sales of 16 are running 5.9% behind last year's year-to-date sales of 17.

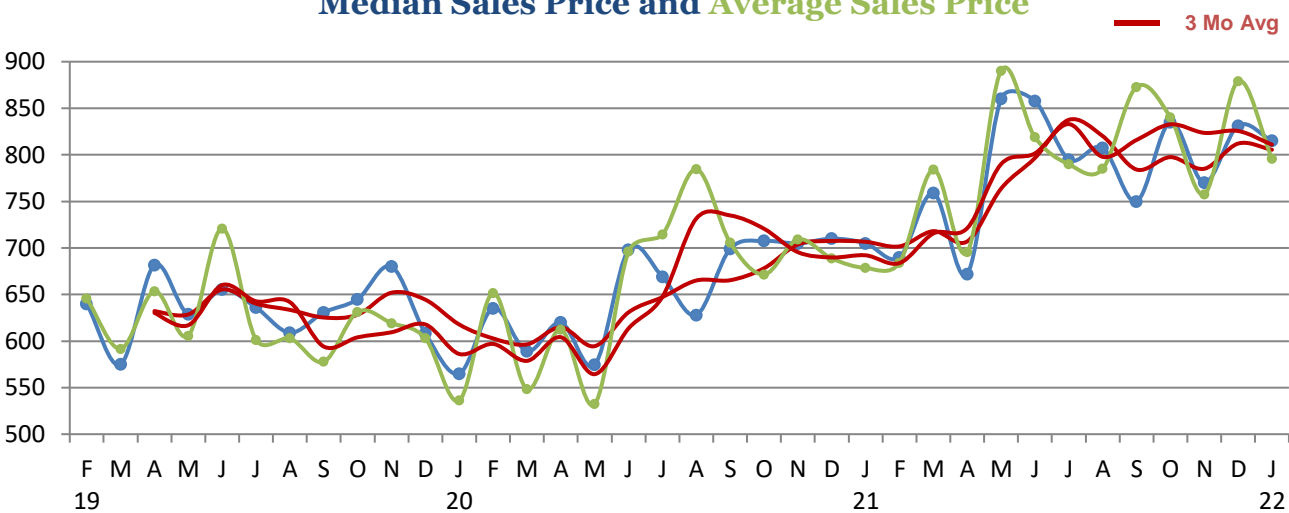
Number of Properties Sold



Prices

The Median Sales Price in January was \$814,950, up 15.6% from \$705,000 in January of 2021 and down 2.0% from \$831,250 last month. The Average Sales Price in January was \$795,994, up 17.3% from \$678,441 in January of 2021 and down 9.4% from \$879,025 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

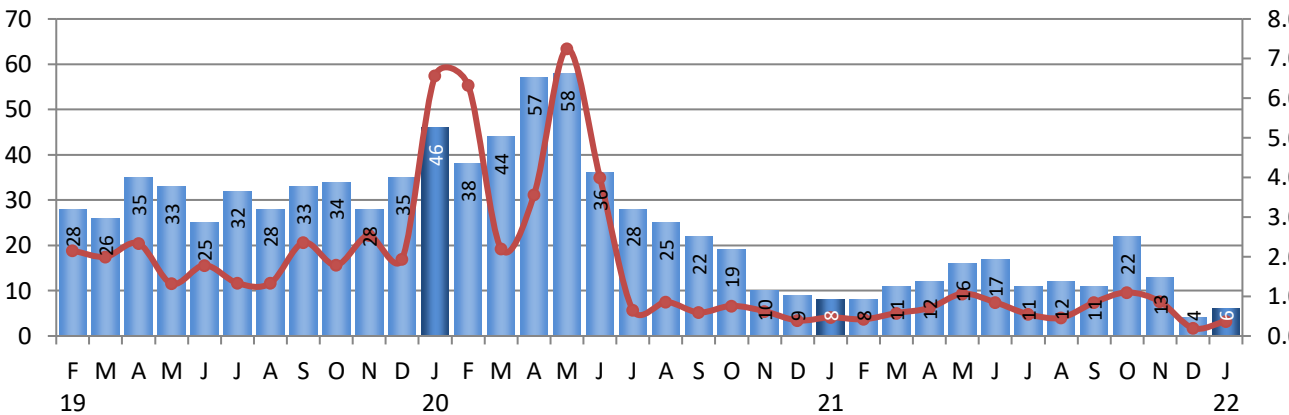
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 6, up 50.0% from 4 last month and down 25.0% from 8 in January of last year. January 2022 Inventory was at its lowest level compared with January of 2021 and 2020.

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





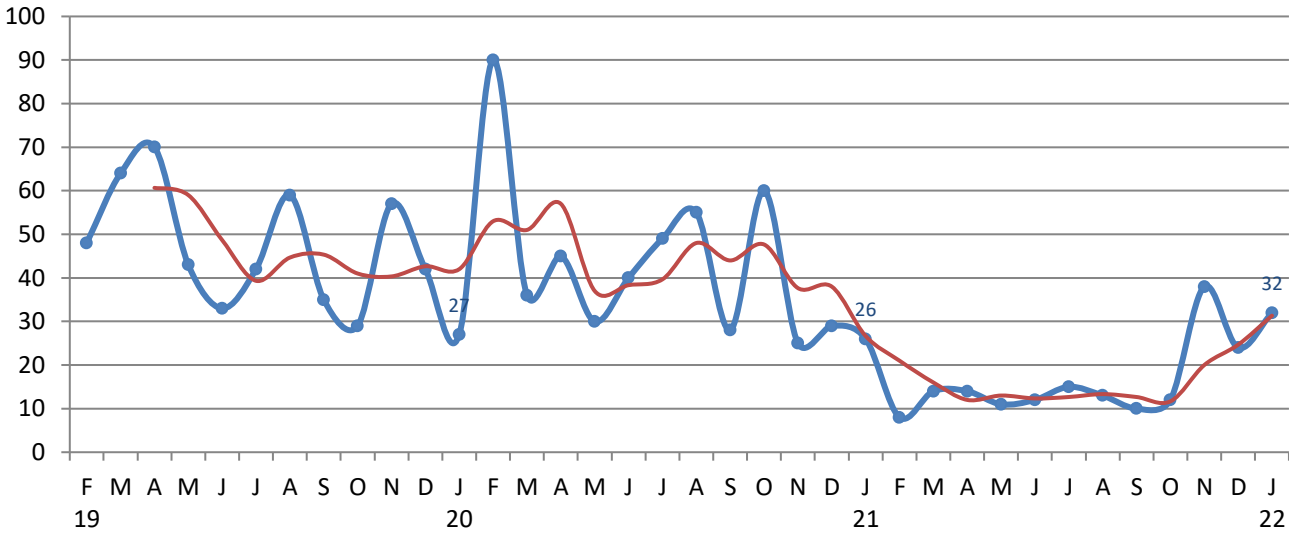
Price Range: All | Properties: SFH - Condo - TwnHm - MUL



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 January was 32, up 33.3% from 24 days last month and up 23.1% from 26 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.

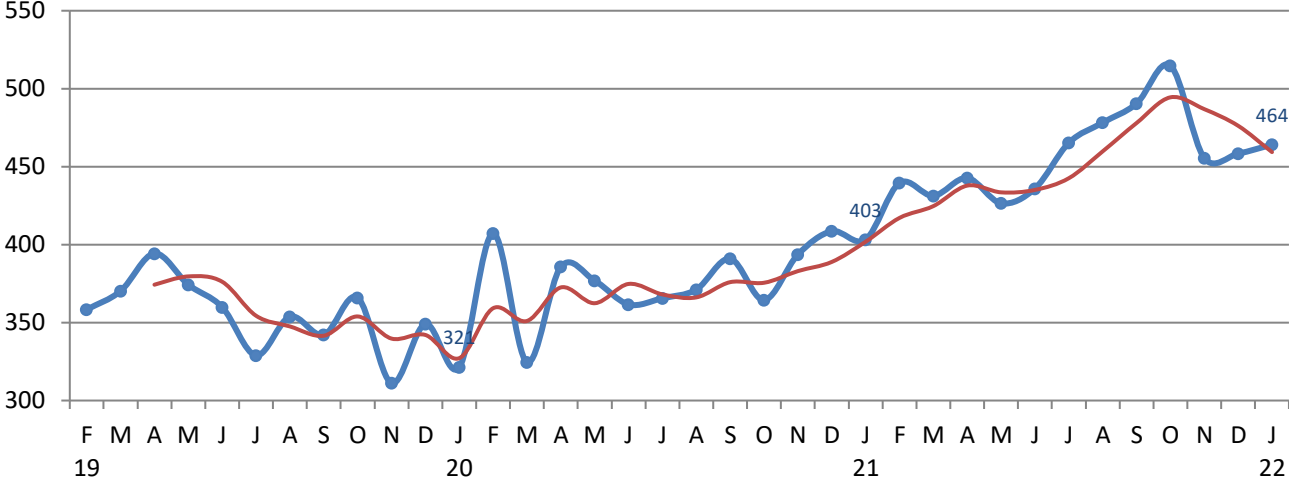
Days On Market for Sold Properties 3 Mo Avg



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 January 2022 Selling Price per Square Foot of \$464 was up 1.2% from \$458 last month and up 15.1% from 403 in January of last year.

Selling Price per Square Foot 3 Mo Avg

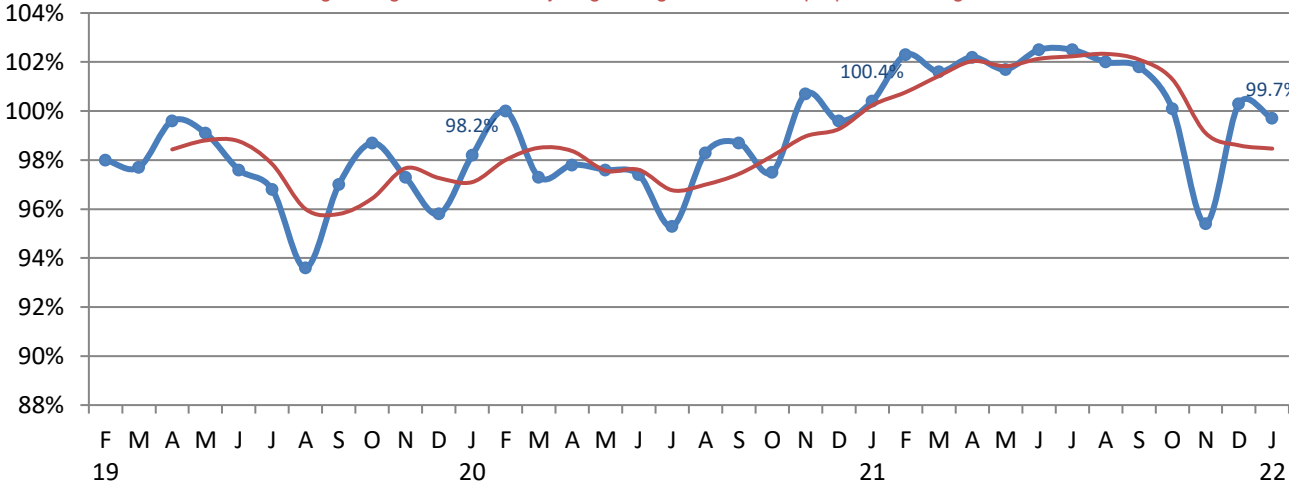


Selling Price vs Original Listings Price

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 January 2022 Selling Price vs Original List Price of 99.7% was down from 100.3% last month and down from 100.4% in January of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg

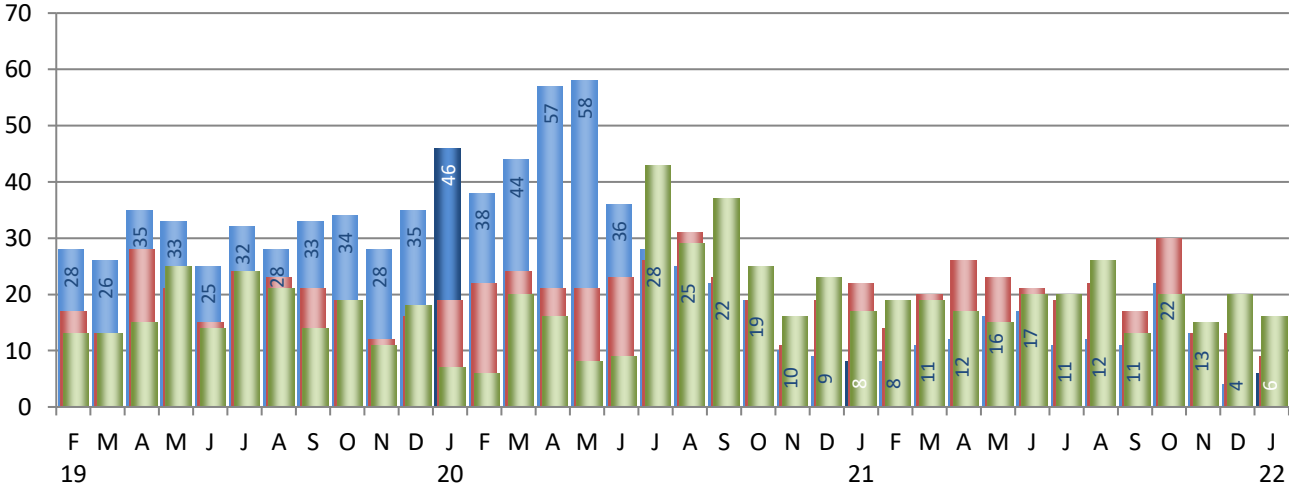
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2022 was 9, down 30.8% from 13 last month and down 59.1% from 22 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

City: Marina

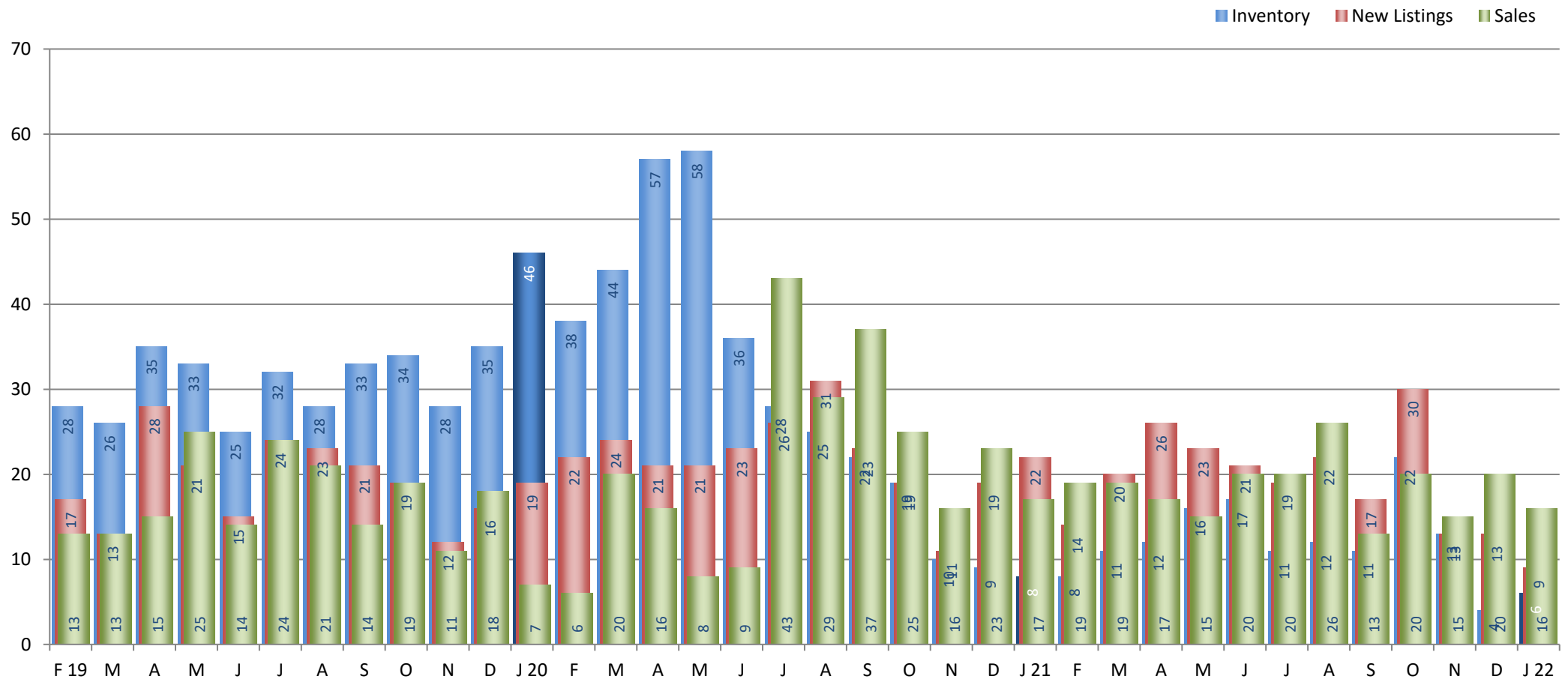


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January 2022 was 9, down 30.8% from 13 last month and down 59.1% from 22 in January of last year.



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



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

Market Profile & Trends Overview

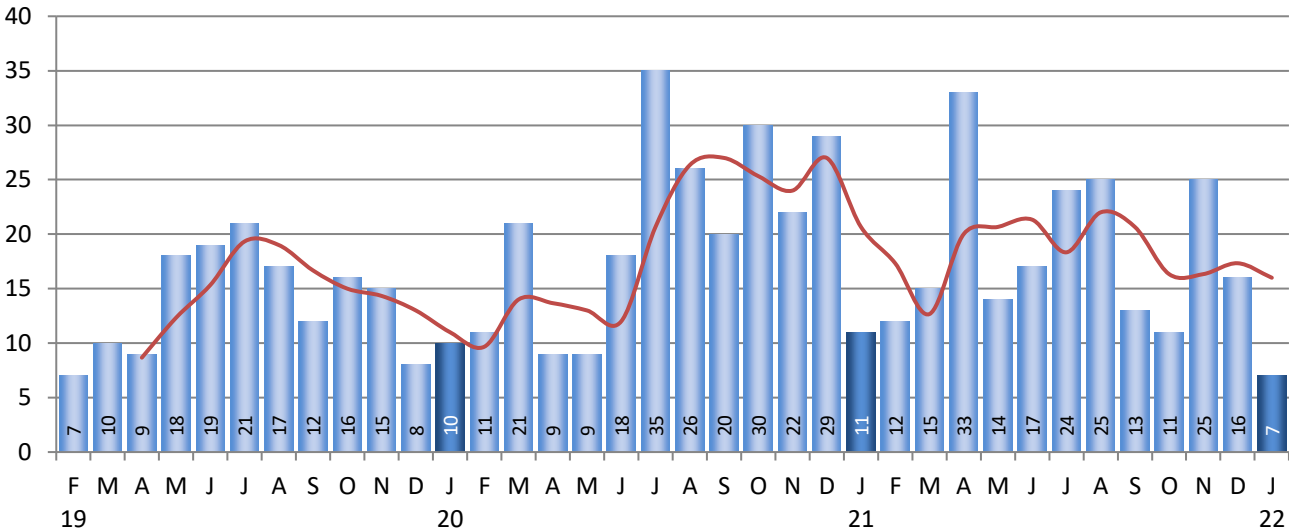
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,299,000	1%		31%				
Average List Price of all Current Listings	\$1,631,296	-42%		9%				
January Median Sales Price	\$1,750,000	35%	34%	50%	56%	\$1,750,000	50%	56%
January Average Sales Price	\$1,985,429	1%	14%	65%	37%	\$1,985,429	65%	37%
Total Properties Currently for Sale (Inventory)	27	-16%		-55%				
January Number of Properties Sold	7	-56%		-36%		7	-36%	
January Average Days on Market (Solds)	36	-53%	-56%	-32%	-45%	36	-32%	-45%
Asking Price per Square Foot (based on New Listings)	\$531	-12%	-41%	4%	-10%	\$531	4%	-10%
January Sold Price per Square Foot	\$465	-17%	-13%	-5%	-9%	\$465	-5%	-9%
January Month's Supply of Inventory	3.9	93%	59%	-29%	30%	3.9	-29%	30%
January Sale Price vs List Price Ratio	97.8%	1.1%	1.6%	-.3%	.2%	97.8%	-0%	0%

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

Property Sales

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

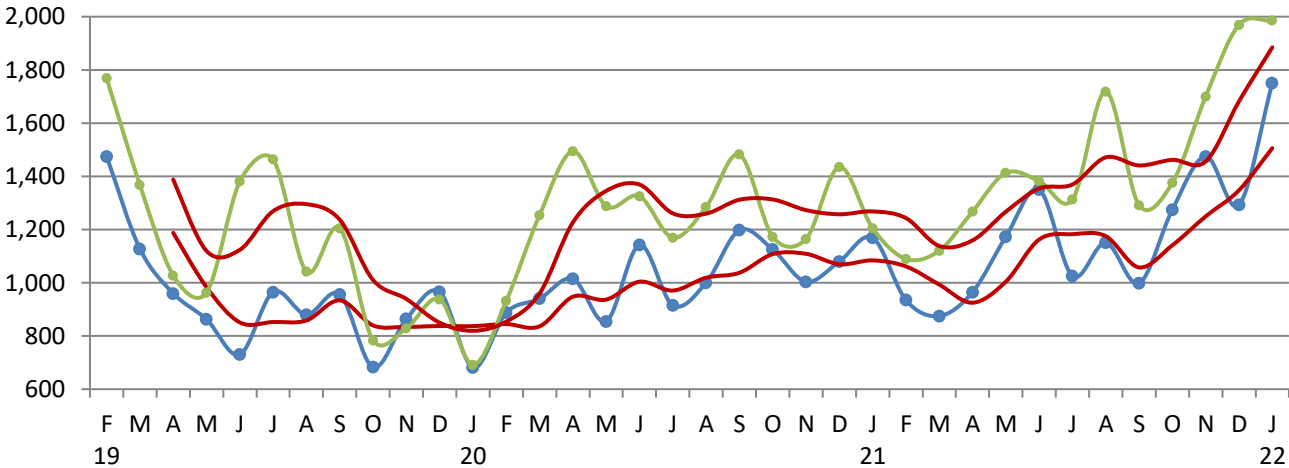
Number of Properties Sold



Prices

The Median Sales Price in January was \$1,750,000, up 49.7% from \$1,169,000 in January of 2021 and up 35.4% from \$1,292,500 last month. The Average Sales Price in January was \$1,985,429, up 64.8% from \$1,204,727 in January of 2021 and up 0.8% from \$1,969,250 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

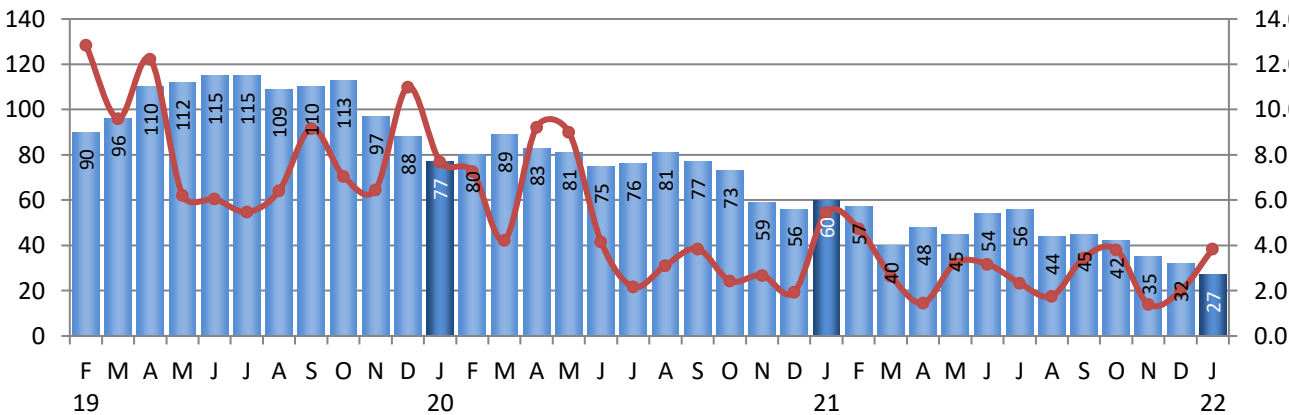
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 27, down 15.6% from 32 last month and down 55.0% from 60 in January of last year. January 2022 Inventory was at its lowest level compared with January of 2021 and 2020.

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



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

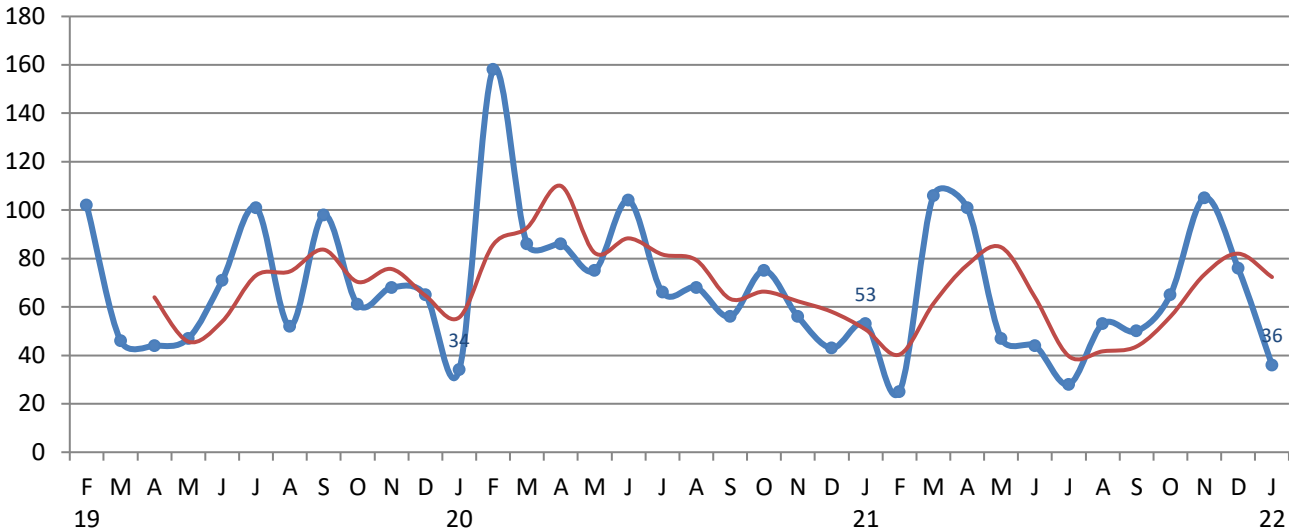


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January was 36, down 52.6% from 76 days last month and down 32.1% from 53 days in January of last year. The January 2022 DOM was at a mid level compared with January of 2021 and 2020.

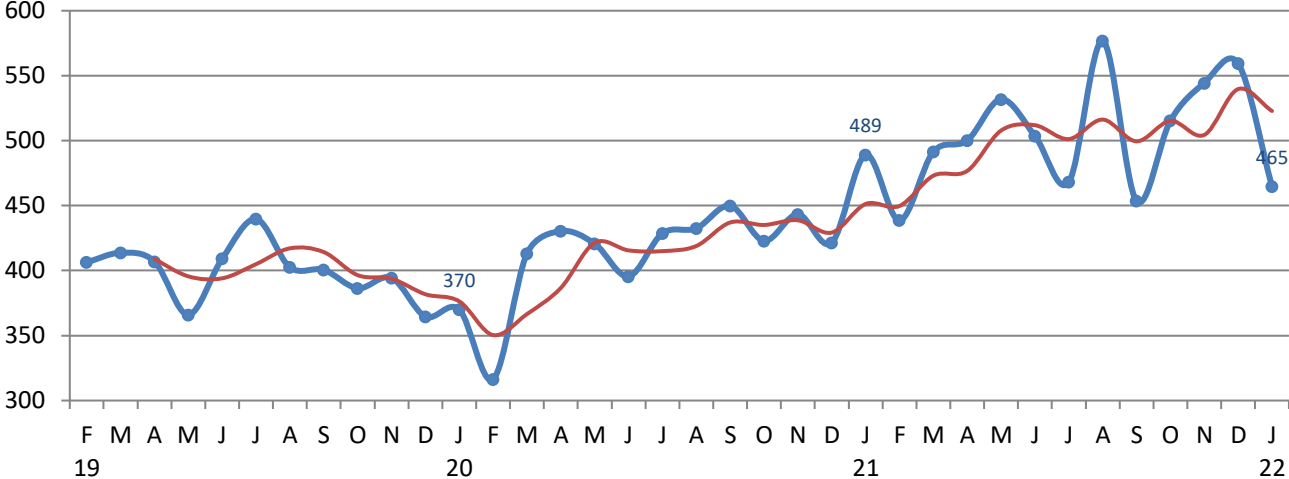
Days On Market for Sold Properties 3 Mo Avg



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 January 2022 Selling Price per Square Foot of \$465 was down 16.9% from \$559 last month and down 5.0% from 489 in January of last year.

Selling Price per Square Foot 3 Mo Avg

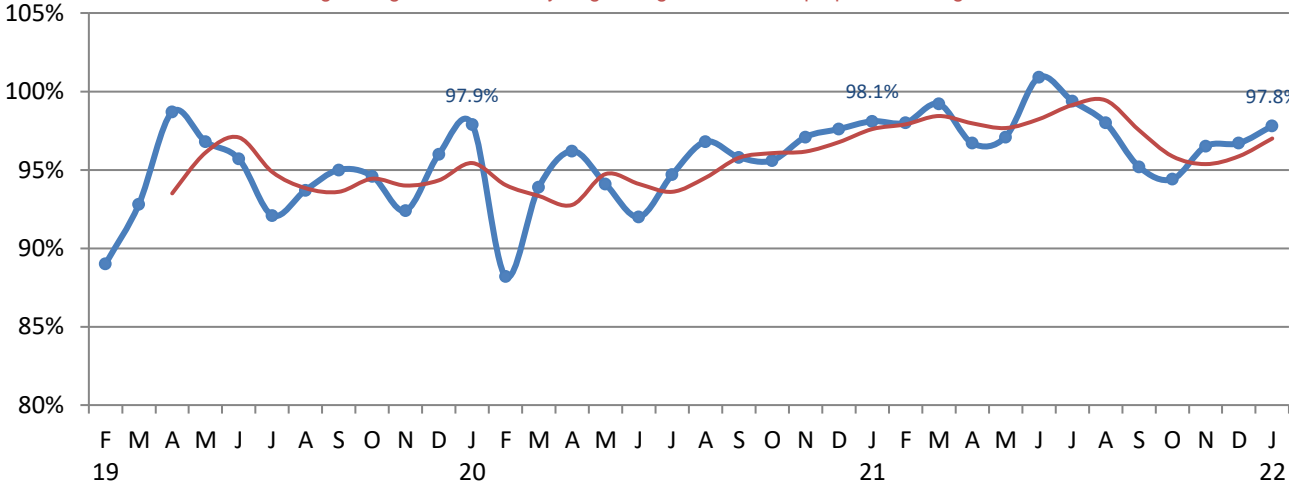


Selling Price vs Original Listings Price

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 January 2022 Selling Price vs Original List Price of 97.8% was up from 96.7% last month and down from 98.1% in January of last year.

Selling Price versus Listing Price Ratio 3 Mo Avg

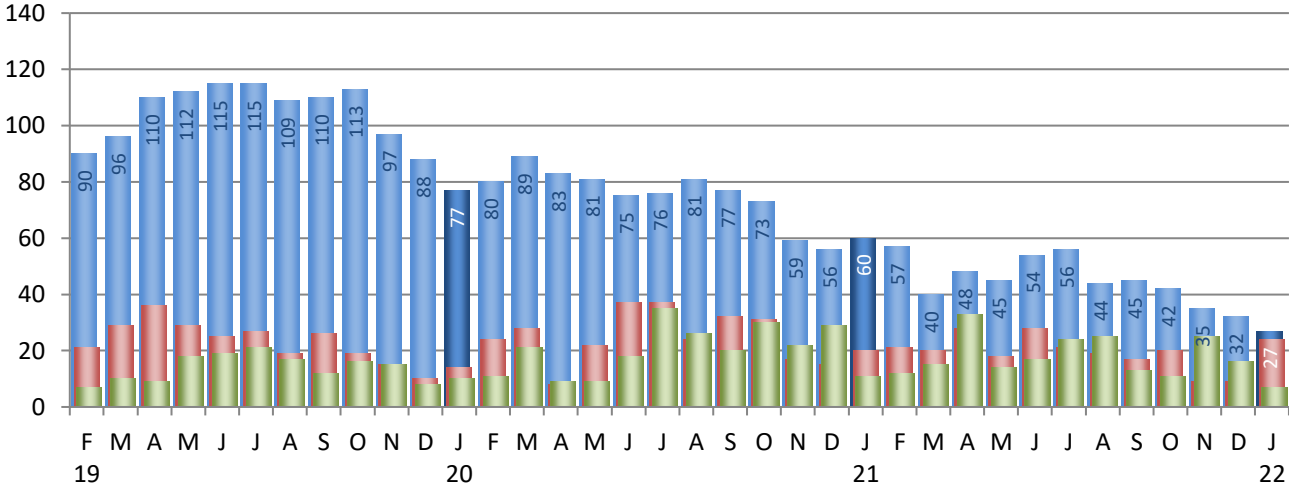
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2022 was 24, up 166.7% from 9 last month and up 20.0% from 20 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

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

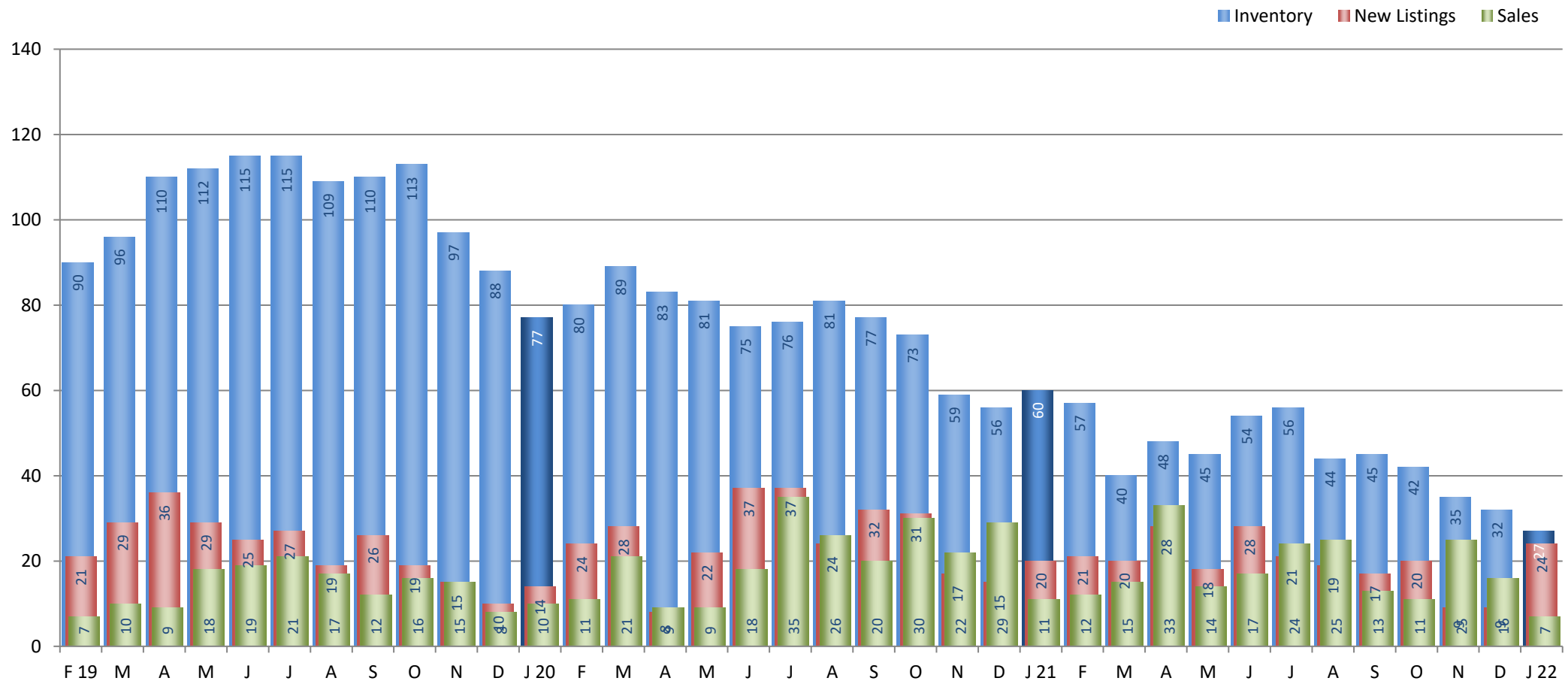


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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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	\$917,000	-2%		-6%				
Average List Price of all Current Listings	\$2,192,485	1%		7%				
January Median Sales Price	\$838,500	-0%	2%	8%	4%	\$838,500	8%	4%
January Average Sales Price	\$1,498,084	5%	11%	34%	16%	\$1,498,084	34%	16%
Total Properties Currently for Sale (Inventory)	329	-8%		-47%				
January Number of Properties Sold	200	-39%		-10%		200	-10%	
January Average Days on Market (Solds)	43	-9%	2%	-19%	2%	43	-19%	2%
Asking Price per Square Foot (based on New Listings)	\$757	7%	7%	23%	14%	\$757	23%	14%
January Sold Price per Square Foot	\$715	6%	8%	20%	12%	\$715	20%	12%
January Month's Supply of Inventory	1.6	52%	18%	-41%	-12%	1.6	-41%	-12%
January Sale Price vs List Price Ratio	99.8%	1.1%	.8%	.7%	.1%	99.8%	1%	0%

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

Property Sales

January Property sales were 200, down 10.3% from 223 in January of 2021 and 39.2% lower than the 329 sales last month. January 2022 sales were at a mid level compared to January of 2021 and 2020. January YTD sales of 200 are running 10.3% behind last year's year-to-date sales of 223.

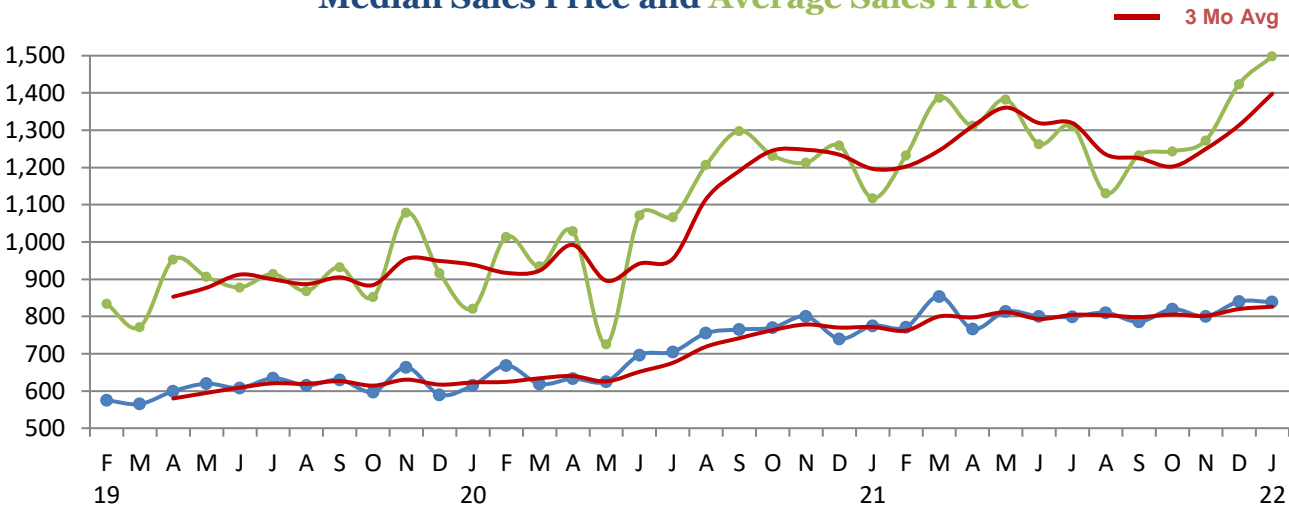
Number of Properties Sold



Prices

The Median Sales Price in January was \$838,500, up 8.2% from \$775,000 in January of 2021 and down 0.2% from \$840,000 last month. The Average Sales Price in January was \$1,498,084, up 34.0% from \$1,117,614 in January of 2021 and up 5.2% from \$1,423,417 last month. January 2022 ASP was at the highest level compared to January of 2021 and 2020.

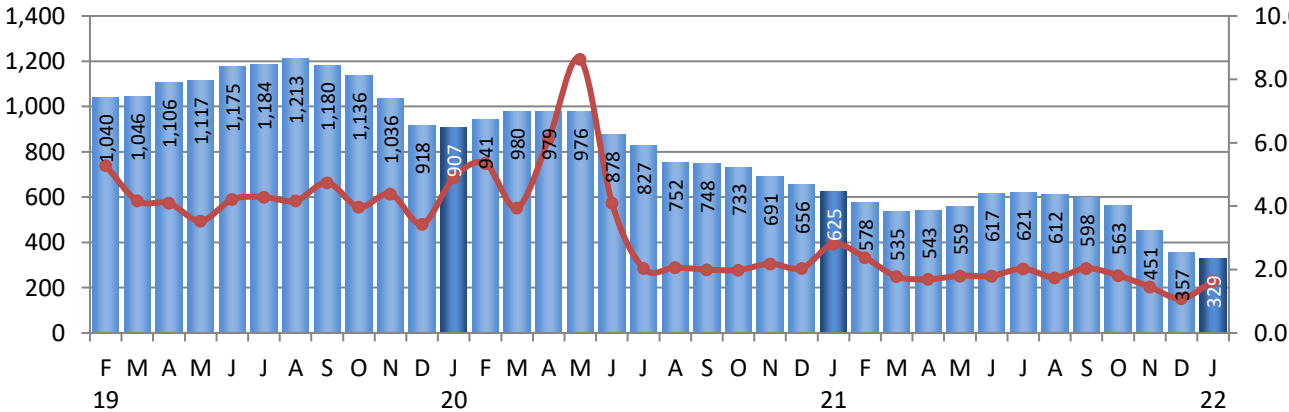
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 329, down 7.8% from 357 last month and down 47.4% from 625 in January of last year. January 2022 Inventory was at its lowest level compared with January of 2021 and 2020.

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



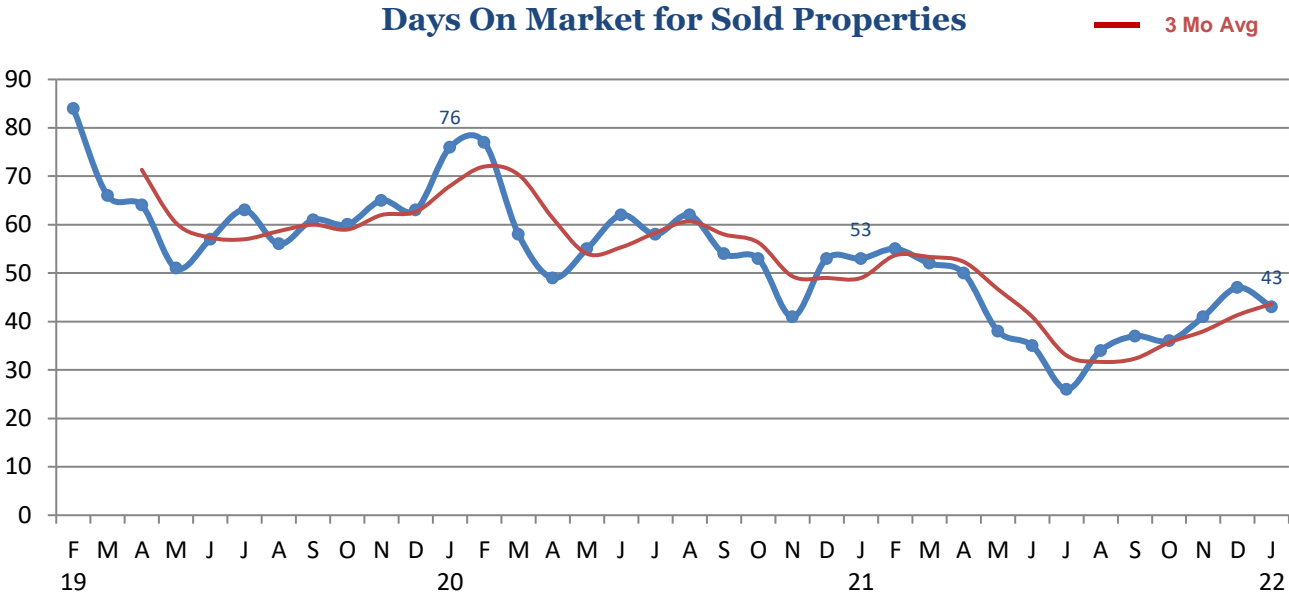


Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 January was 43, down 8.5% from 47 days last month and down 18.9% from 53 days in January of last year. The January 2022 DOM was at its lowest level compared with January of 2021 and 2020.

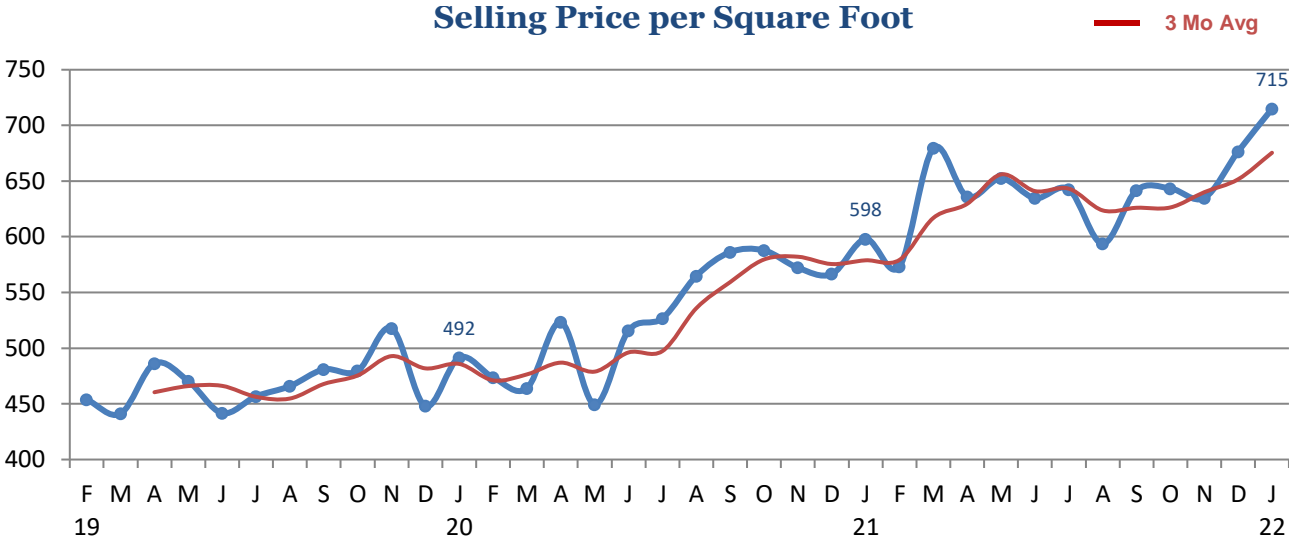
Days On Market for Sold Properties



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 January 2022 Selling Price per Square Foot of \$715 was up 5.7% from \$677 last month and up 19.6% from 598 in January of last year.

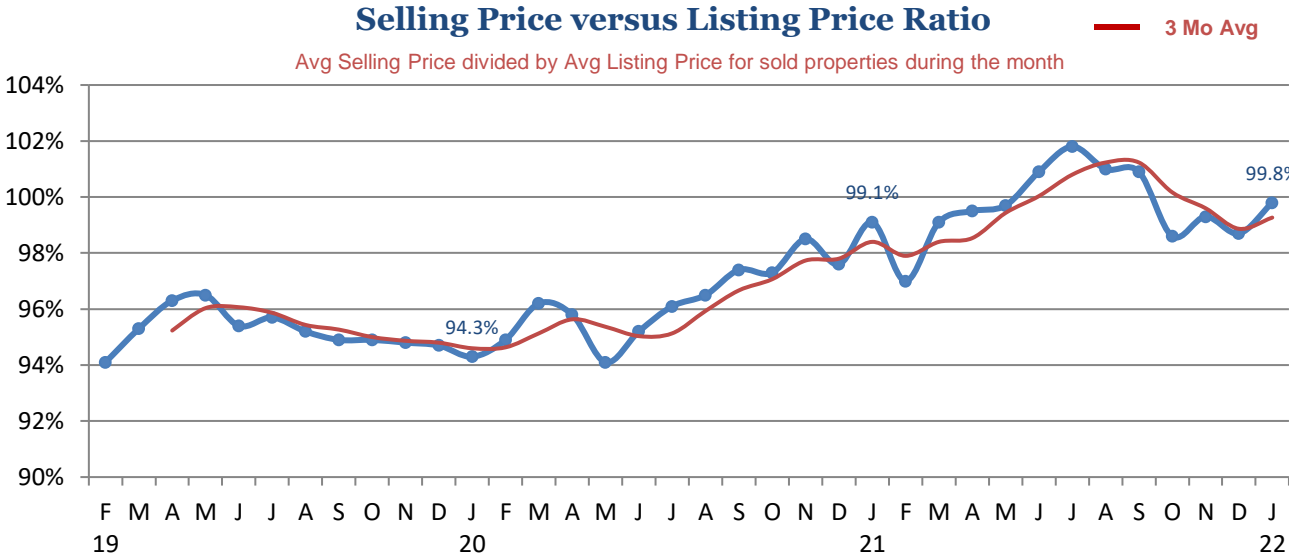
Selling Price per Square Foot



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 January 2022 Selling Price vs Original List Price of 99.8% was up from 98.7% last month and up from 99.1% in January of last year.

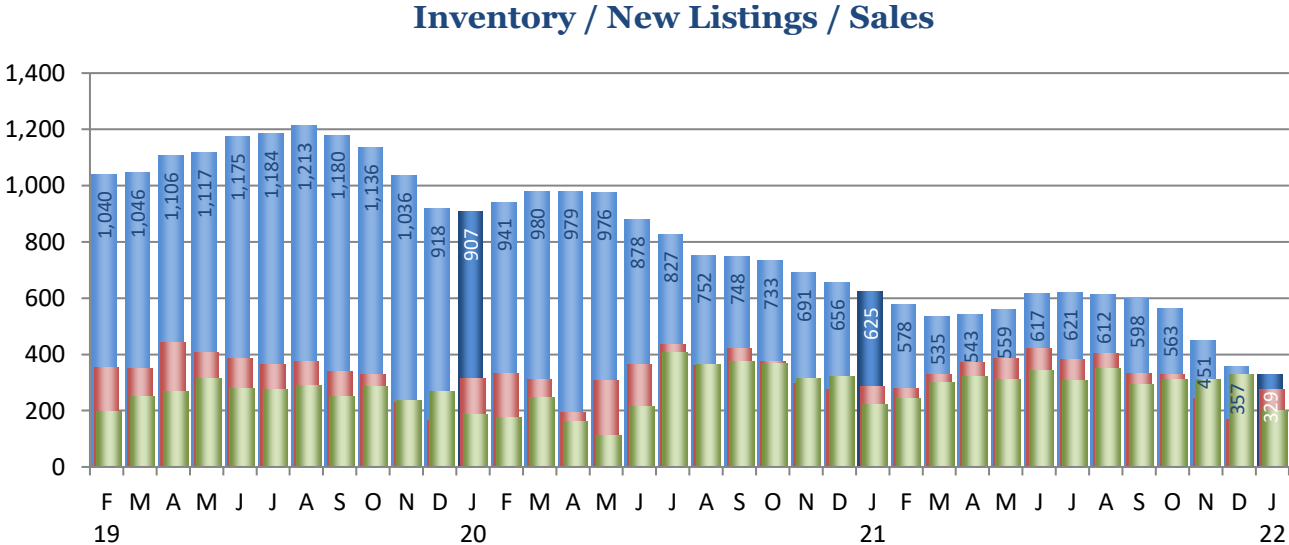
Selling Price versus Listing Price Ratio



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 January 2022 was 276, up 63.3% from 169 last month and down 3.8% from 287 in January of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

January 2022

County: Monterey

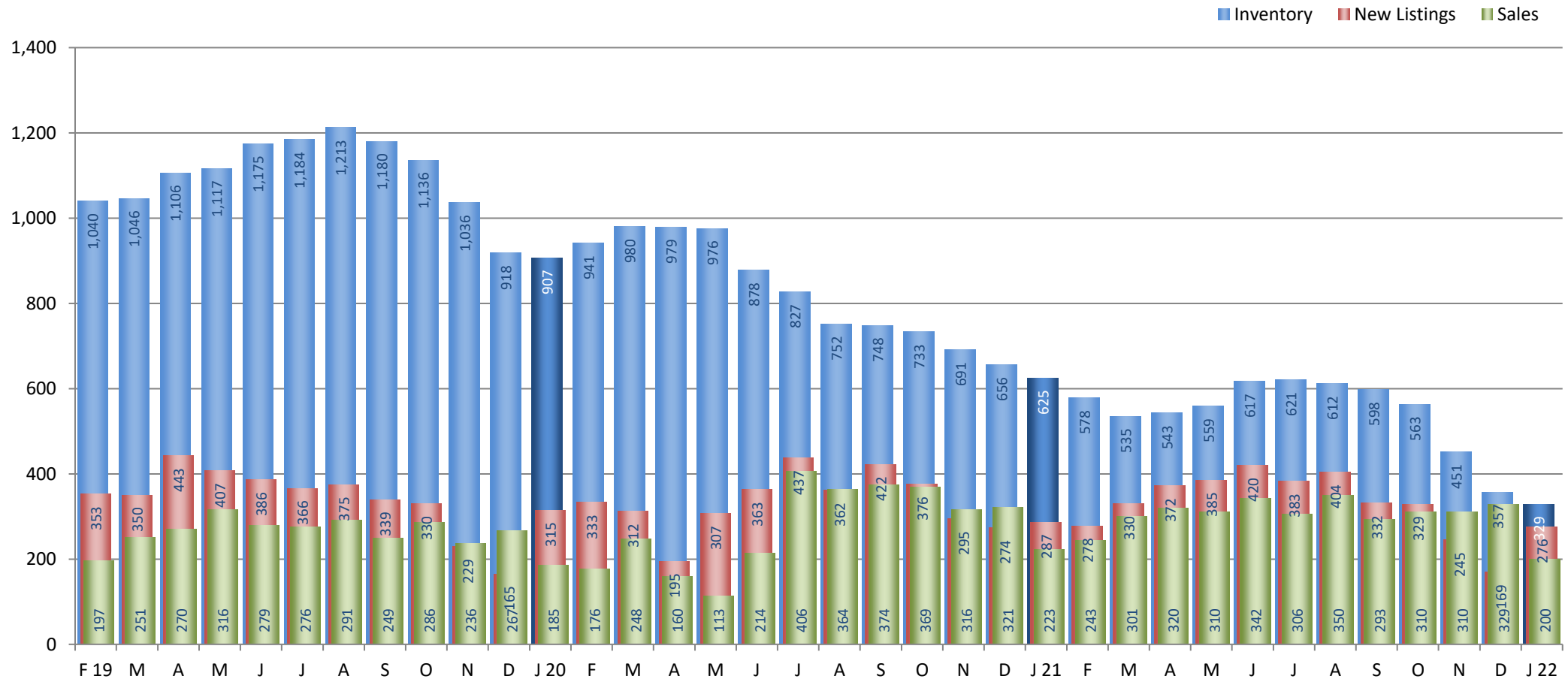


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INTERNATIONAL REALTY

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

Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2022 was 276, up 63.3% from 169 last month and down 3.8% from 287 in January of last year.



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