

Q1 January - March 2007 Monterey County Single Family

County	Areal City	Year	Cur Inv	No. of Closed Sales	%LP Rec'd	Med. Price	Avg. Price	Total Vol / 1000	Avg DOM	New Listings
MTY	CAR	2007	163	49	95.17	1,475,000	1,771,000	86,779	157	94
MTY	CV	2007	110	19	90.70	1,350,000	1,433,658	27,240	192	58
MTY	DR	2007	7	2	96.53	768,000	771,500	1,543	93	5
MTY	ES	2007	116	16	99.27	530,000	517,056	8,273	104	85
MTY	MA	2007	98	20	97.77	599,000	617,600	12,352	147	56
MTY	MO	2007	95	20	95.04	825,000	933,065	18,661	129	65
MTY	NOM	2007	244	37	95.47	699,000	696,973	25,788	170	160
MTY	NS	2007	463	75	98.93	575,000	576,103	43,208	178	340
MTY	PB	2007	102	22	84.16	2,534,000	3,212,011	70,664	216	57
MTY	PG	2007	82	23	95.76	770,000	859,478	19,768	131	55
MTY	SCT	2007	43	5	83.94	2,377,800	4,725,560	23,628	386	12
MTY	SEA	2007	120	27	97.54	660,000	667,730	18,029	128	90
MTY	SMH	2007	139	29	94.51	940,000	1,149,557	33,337	178	96
MTY	SOM	2007	358	42	97.40	430,000	453,345	19,041	149	262
MTY	SS	2007	184	37	96.51	540,000	529,703	19,599	164	116
MTY	UN	2007	*	*	*	*	*	*	*	*
Totals										
		2007	2324	423	92.93	660,000	1,011,605	427,909	163	1,551

* = Not Available

Q1 January - March 2007 Monterey County Condos/Townhomes

County	Areal City	Year	Cur Inv	No. of Closed Sales	%LP Rec'd	Med. Price	Avg. Price	Total Vol / 1000	Avg DOM	New Listings
MTY	CAR	2007	16	1	99.24	783,000	783,000	783	226	7
MTY	CV	2007	39	7	95.08	780,000	737,143	5,160	206	19
MTY	DR	2007	5	1	100.10	480,000	480,000	480	49	3
MTY	ES	2007	29	8	99.28	345,000	347,670	2,781	160	16
MTY	MA	2007	8	3	100.99	439,000	443,133	1,329	230	8
MTY	MO	2007	27	11	96.57	515,000	656,773	7,225	184	19
MTY	NOM	2007	2	*	*	*	*	*	*	1
MTY	NS	2007	59	6	97.29	273,926	268,520	1,611	161	38
MTY	PB	2007	8	1	87.86	3,075,000	3,075,000	3,075	413	1
MTY	PG	2007	7	3	95.51	598,640	717,880	2,154	233	2
MTY	SEA	2007	8	2	97.94	515,000	570,000	1,140	99	3
MTY	SMH	2007	7	3	98.40	542,500	593,833	1,782	232	4
MTY	SOM	2007	7	*	*	*	*	*	*	3
MTY	SS	2007	22	1	100.00	410,000	410,000	410	90	13
MTY	UN	2007	*	*	*	*	*	*	*	*
Totals										
		2007	243	47	96.01	480,000	594,245	27,930	187	136

* = Not Available

Single Family Residential									
2007 Q2									
City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average CDOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Carmel	102	179	57	119	155	1,857,207	1,510,000	94.76	105,860,800
Carmel Valley	72	128	16	79	99	1,376,312	1,122,500	95.10	22,021,000
Del Rey Oaks	9	11	2	46	46	720,500	720,500	99.04	1,441,000
East Salinas	103	152	8	124	151	441,375	458,000	98.44	3,531,000
Marina	68	114	19	114	138	616,757	599,000	95.58	11,718,400
Monterey	75	100	29	98	99	936,035	820,000	95.08	27,145,040
North Monterey County	185	302	38	108	158	692,486	649,500	96.24	26,314,500
North Salinas	329	517	46	113	146	543,552	537,750	97.87	25,003,400
Pacific Grove	72	107	26	81	84	957,442	828,750	95.48	24,893,500
Pebble Beach	49	113	10	120	136	2,309,000	2,075,000	93.60	23,090,000
Salinas Monterey Highway	104	175	33	94	114	1,175,168	925,000	95.68	38,780,575
Seaside/Sand City	139	188	20	72	117	681,412	622,500	97.65	13,628,255
South Coast	14	45	5	180	209	1,800,000	1,275,000	94.51	9,000,000
South Monterey County	296	455	27	126	165	448,951	420,000	96.48	12,121,700
South Salinas	128	194	41	107	142	608,619	599,000	96.53	24,953,400
Summary	1745	2780	377	107	137	980,112	725,000	95.53	369,502,570
Common Interest Development									
2007 Q2									
City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average CDOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Carmel	5	9	6	127	127	723,166	735,000	96.41	4,339,000
Carmel Valley	26	50	11	126	165	707,454	750,000	97.87	7,782,000
Del Rey Oaks	3	4	3	207	269	501,333	485,000	98.04	1,504,000
East Salinas	18	38	3	153	216	351,400	385,000	100.41	1,054,200
Marina	12	16	2	49	49	442,500	442,500	98.88	885,000
Monterey	51	48	10	30	30	675,800	609,000	98.43	6,758,000
North Salinas	30	59	5	107	115	345,000	369,000	98.52	1,725,000
Pacific Grove	11	11	6	68	68	691,416	645,500	97.44	4,148,500
Pebble Beach	9	13	1	210	210	725,000	725,000	96.67	725,000
Salinas Monterey Highway	6	8	2	59	59	475,000	475,000	93.64	950,000
Seaside/Sand City	3	7	3	97	332	510,333	498,000	95.87	1,531,000
South Monterey County	7	10	1	66	66	312,500	312,500	99.21	312,500
South Salinas	13	27	1	120	120	345,000	345,000	89.61	345,000
Summary	194	300	54	102	131	593,688	549,000	97.54	32,059,200

Single Family Residential								
2007 Q3								
City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Del Rey Oaks	5	10	3	59	681,546	689,000	96.09	2,044,640
South Coast	18	46	5	174	4,372,000	2,700,000	94.71	21,860,000
Pebble Beach	47	110	22	179	2,750,463	2,225,000	91.01	60,510,189
Carmel Valley	53	118	28	97	1,550,589	1,410,000	94.40	43,416,500
Pacific Grove	62	102	27	76	980,222	870,000	95.45	26,466,000
Monterey	70	103	23	126	824,586	730,000	95.0	18,965,500
Marina	72	115	21	109	574,923	540,000	96.83	12,073,400
Salinas Monterey Highway	82	164	35	100	1,183,862	950,000	95.30	41,435,200
East Salinas	92	158	9	109	458,711	395,000	97.85	4,128,400
Seaside/Sand City	96	166	19	119	642,763	572,000	93.61	12,212,500
Carmel	100	174	43	84	2,022,377	1,675,000	93.70	86,962,243
South Salinas	124	194	28	141	593,025	555,950	94.93	16,604,700
North Monterey County	136	279	20	130	788,100	719,500	94.98	15,762,000
South Monterey County	269	468	37	92	386,947	385,000	95.52	14,317,040
North Salinas	339	526	40	117	517,925	520,000	96.04	20,717,000
Summary	1565	2733	360	111	1,104,098	--	94.14	397,475,312

Common Interest Development								
2007 Q3								
City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Del Rey Oaks	1	4	1	74	422,250	422,250	98.43	422,250
Marina	3	14	1	179	330,000	330,000	91.92	330,000
Salinas Monterey Highway	5	7	3	156	567,000	550,000	95.15	1,701,000
Carmel	6	12	2	21	752,500	752,500	97.98	1,505,000
South Monterey County	7	11	0	0	0	0	.0	0
Pebble Beach	7	14	2	58	763,750	763,750	98.61	1,527,500
Seaside/Sand City	9	11	0	0	0	0	.0	0
South Salinas	9	19	5	79	378,800	375,000	97.33	1,894,000
East Salinas	13	30	0	0	0	0	.0	0
Pacific Grove	17	18	6	39	688,833	669,000	96.43	4,133,000
Carmel Valley	18	37	10	161	598,045	493,500	95.22	5,980,450
North Salinas	20	38	2	115	277,000	277,000	98.09	554,000
Monterey	32	47	14	63	548,405	472,500	97.73	7,677,681
Summary	147	262	46	92	559,236	--	96.73	25,724,881

Single Family Residential
2007 Q4

City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Bradley	1	1	0	0	0	0	.0	0
Carmel	55	122	41	123	2,036,454	1,500,000	90.85	83,494,650
Carmel Valley	30	88	16	113	1,513,781	1,247,500	92.87	24,220,500
Del Rey Oaks	3	10	2	173	742,500	742,500	92.58	1,485,000
East Salinas	86	143	10	90	314,790	327,000	96.48	3,147,900
Marina	42	86	20	108	564,565	547,500	95.82	11,291,300
Monterey	33	82	20	85	872,733	736,000	92.65	17,454,672
North Monterey County	139	242	17	145	565,823	549,000	94.71	9,619,000
North Salinas	311	490	31	108	434,351	435,000	94.98	13,464,900
Pacific Grove	42	86	21	111	893,571	775,000	91.80	18,764,999
Pebble Beach	18	77	15	110	2,176,833	2,525,000	91.65	32,652,500
Salinas Monterey Highway	51	133	20	144	1,172,220	887,500	93.11	23,444,400
Seaside/Sand City	103	145	19	80	555,157	515,500	94.21	10,548,000
South Coast	13	49	4	142	4,377,113	1,935,226	77.65	17,508,453
South Monterey County	237	428	40	101	339,211	340,086	95.30	13,568,467
South Salinas	91	170	25	82	466,306	460,000	96.35	11,657,660
Summary	1255	2352	301	109	971,170	--	91.61	292,322,401

Common Interest Development
2007 Semi-Annual 2

City/Area	New Listings	Current Inventory	Closed Sales	Average DOM	Average Sales Price	Median Sales Price	% LP Rec'd	Total Sales Volume
Carmel	8	9	4	35	754,250	752,500	97.61	3,017,000
Carmel Valley	39	34	19	135	651,207	600,000	95.24	12,372,950
Del Rey Oaks	1	1	1	74	422,250	422,250	98.43	422,250
East Salinas	31	27	0	0	0	0	.0	0
Marina	9	11	2	256	357,500	357,500	94.83	715,000
Monterey	73	58	26	59	490,731	445,495	96.77	12,759,016
North Monterey County	1	4	0	0	0	0	.0	0
North Salinas	60	49	9	81	258,877	250,000	96.72	2,329,900
Pacific Grove	18	19	6	39	688,833	669,000	96.43	4,133,000
Pebble Beach	13	12	4	117	1,233,125	763,750	96.0	4,932,500
Salinas Monterey Highway	11	8	3	156	567,000	550,000	95.15	1,701,000
Seaside/Sand City	10	6	1	530	385,000	385,000	92.77	385,000
South Monterey County	13	11	0	0	0	0	.0	0
South Salinas	17	14	6	76	366,500	362,500	97.32	2,199,000
Summary	304	263	81	95	555,143	--	96.19	44,966,616