

MONTEREY COUNTY 2017 RESIDENTIAL - SINGLE FAMILY



City	Sold	New	Med Sale Price	Med DOM	SP/LP	Mo. To Sell
AROMAS	23	23	\$802,400	57	98%	3
Big Sur	6	12	\$1,887,500	299	77%	24
Bradley	15	22	\$400,000	80	96%	21
Carmel	282	378	\$1,525,000	59	95%	4.1
Carmel Highlands	7	18	\$2,450,000	191	90%	15
Carmel Valley	108	170	\$998,450	35	96%	5.9
Castroville	25	29	\$435,000	16	99%	4.5
Chualar	0	2	-	-	%	-
Del Rey Oaks	11	13	\$688,100	13	99%	2
Gonzales	19	25	\$377,000	28	99%	1.5
Greenfield	87	111	\$295,000	14	100%	2.3
King City	72	79	\$305,000	26	98%	1.3
Lockwood	3	3	\$375,000	33	93%	-
Marina	156	201	\$540,500	24	99%	2.5
Monterey	218	285	\$815,250	29	98%	3
Moss Landing	6	12	\$875,000	42	94%	-
Pacific Grove	159	185	\$915,000	34	97%	2.5
Pebble Beach	121	189	\$1,640,000	46	95%	5.9
Prunedale	20	26	\$645,000	35	97%	1.5
Salinas	946	1165	\$479,000	23	99%	2

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San Ardo	0	1	-	-	%	-
San Lucas	1	3	\$87,000	53	83%	-
Sand City	3	8	\$889,900	97	100%	3
Seaside	188	229	\$495,000	22	98%	2.3
Soledad	73	81	\$355,000	13	100%	0.5
Spreckels	10	10	\$569,500	11	98%	1

MONTEREY COUNTY 2017 RESIDENTIAL - SINGLE FAMILY



AROMAS	2017	2016	%Change
Closed Sales	23	18	+27.76%
Median Sales Price	\$802K	\$578K	+38.92%
Median Days on Market	57	43	+32.56%
New Listings	23	34	-32.36%
Avg % List Price Rec'd	98%	99%	-1.04%
Avg \$ per SqFt	\$315	\$308	+2.32%

Big Sur	2017	2016	%Change
Closed Sales	6	6	-0.04%
Median Sales Price	\$1.89M	\$1.84M	+2.44%
Median Days on Market	299	159	+88%
New Listings	12	17	-29.36%
Avg % List Price Rec'd	77%	84%	-8.36%
Avg \$ per SqFt	\$761	\$955	-20.36%

Bradley	2017	2016	%Change
Closed Sales	15	18	-16.64%
Median Sales Price	\$400K	\$370K	+8.08%
Median Days on Market	80	71	+12.64%
New Listings	22	24	-8.36%
Avg % List Price Rec'd	96%	94%	+2.08%
Avg \$ per SqFt	\$247	\$220	+12.28%

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Carmel	2017	2016	%Change
Closed Sales	282	272	+3.64%
Median Sales Price	\$1.52M	\$1.43M	+7%
Median Days on Market	59	52	+13.48%
New Listings	378	418	-9.56%
Avg % List Price Rec'd	95%	95%	-0.04%
Avg \$ per SqFt	\$878	\$843	+4.12%

Carmel Highlands	2017	2016	%Change
Closed Sales	7	7	-0.04%
Median Sales Price	\$2.45M	\$1.83M	+34.24%
Median Days on Market	191	105	+81.88%
New Listings	18	23	-21.68%
Avg % List Price Rec'd	90%	93%	-3.2%
Avg \$ per SqFt	\$821	\$583	+40.84%

Carmel Valley	2017	2016	%Change
Closed Sales	108	98	+10.24%
Median Sales Price	\$998K	\$1.09M	-8.36%
Median Days on Market	35	56	-37.52%
New Listings	170	162	+4.96%
Avg % List Price Rec'd	96%	97%	-1.04%
Avg \$ per SqFt	\$463	\$491	-5.72%

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Castroville	2017	2016	%Change
Closed Sales	25	40	-37.52%
Median Sales Price	\$435K	\$405K	+7.36%
Median Days on Market	16	26	-38.48%
New Listings	29	47	-38.24%
Avg % List Price Rec'd	99%	102%	-2.96%
Avg \$ per SqFt	\$347	\$276	+25.72%

Chualar	2017	2016	%Change
Closed Sales	0	2	-100.04%
Median Sales Price	\$	\$285K	-%
Median Days on Market	-	26	-%
New Listings	2	7	-71.48%
Avg % List Price Rec'd	%	98%	-%
Avg \$ per SqFt	\$	\$199	-%

Del Rey Oaks	2017	2016	%Change
Closed Sales	11	14	-21.44%
Median Sales Price	\$688K	\$550K	+25.12%
Median Days on Market	13	31	-58.04%
New Listings	13	17	-23.48%
Avg % List Price Rec'd	99%	97%	+2.08%
Avg \$ per SqFt	\$407	\$389	+4.6%

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Gonzales	2017	2016	%Change
Closed Sales	19	34	-44.12%
Median Sales Price	\$377K	\$364K	+3.76%
Median Days on Market	28	10	+180.04%
New Listings	25	34	-26.48%
Avg % List Price Rec'd	99%	100%	-1.04%
Avg \$ per SqFt	\$211	\$221	-4.52%

Greenfield	2017	2016	%Change
Closed Sales	87	92	-5.48%
Median Sales Price	\$295K	\$289K	+1.96%
Median Days on Market	14	26	-46.16%
New Listings	111	109	+1.84%
Avg % List Price Rec'd	100%	99%	+1%
Avg \$ per SqFt	\$197	\$175	+12.52%

King City	2017	2016	%Change
Closed Sales	72	90	-20%
Median Sales Price	\$305K	\$277K	+10.36%
Median Days on Market	26	38	-31.52%
New Listings	79	101	-21.8%
Avg % List Price Rec'd	98%	98%	-0.04%
Avg \$ per SqFt	\$193	\$170	+13.48%

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Lockwood	2017	2016	%Change
Closed Sales	3	2	+49.96%
Median Sales Price	\$375K	\$325K	+15.4%
Median Days on Market	33	284	-88.4%
New Listings	3	1	+199.96%
Avg % List Price Rec'd	93%	89%	+4.48%
Avg \$ per SqFt	\$257	\$191	+34.6%

Marina	2017	2016	%Change
Closed Sales	156	122	+27.88%
Median Sales Price	\$541K	\$497K	+8.8%
Median Days on Market	24	21	+14.32%
New Listings	201	147	+36.76%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$335	\$314	+6.64%

Monterey	2017	2016	%Change
Closed Sales	218	195	+11.8%
Median Sales Price	\$815K	\$775K	+5.2%
Median Days on Market	29	24	+20.8%
New Listings	285	260	+9.64%
Avg % List Price Rec'd	98%	97%	+1%
Avg \$ per SqFt	\$462	\$447	+3.4%

MONTEREY COUNTY 2017 RESIDENTIAL - SINGLE FAMILY



Moss Landing	2017	2016	%Change
Closed Sales	6	4	+49.96%
Median Sales Price	\$875K	\$830K	+5.44%
Median Days on Market	42	21	+100%
New Listings	12	9	+33.28%
Avg % List Price Rec'd	94%	94%	-0.04%
Avg \$ per SqFt	\$510	\$590	-13.52%

Pacific Grove	2017	2016	%Change
Closed Sales	159	148	+7.48%
Median Sales Price	\$915K	\$832K	+10%
Median Days on Market	34	29	+17.2%
New Listings	185	193	-4.16%
Avg % List Price Rec'd	97%	98%	-1.04%
Avg \$ per SqFt	\$640	\$597	+7.24%

Pebble Beach	2017	2016	%Change
Closed Sales	121	116	+4.36%
Median Sales Price	\$1.64M	\$1.54M	+6.64%
Median Days on Market	46	73	-37.04%
New Listings	189	176	+7.36%
Avg % List Price Rec'd	95%	94%	+1.12%
Avg \$ per SqFt	\$700	\$833	-15.92%

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Prunedale	2017	2016	%Change
Closed Sales	20	26	-23.12%
Median Sales Price	\$645K	\$553K	+16.6%
Median Days on Market	35	44	-20.48%
New Listings	26	27	-3.68%
Avg % List Price Rec'd	97%	99%	-2%
Avg \$ per SqFt	\$298	\$309	-3.56%

Salinas	2017	2016	%Change
Closed Sales	946	1022	-7.4%
Median Sales Price	\$479K	\$445K	+7.72%
Median Days on Market	23	21	+9.52%
New Listings	1165	1245	-6.44%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$293	\$273	+7.36%

San Ardo	2017	2016	%Change
Closed Sales	0	1	-100.04%
Median Sales Price	\$	\$110K	-%
Median Days on Market	-	25	-%
New Listings	1	1	-0.04%
Avg % List Price Rec'd	%	92%	-%
Avg \$ per SqFt	\$	\$150	-%

MONTEREY COUNTY 2017 RESIDENTIAL - SINGLE FAMILY



San Lucas	2017	2016	%Change
Closed Sales	1	1	-0.04%
Median Sales Price	\$87K	\$90K	-3.32%
Median Days on Market	53	85	-37.64%
New Listings	3	0	+%
Avg % List Price Rec'd	83%	72%	+15.28%
Avg \$ per SqFt	\$55	\$77	-28.52%

Sand City	2017	2016	%Change
Closed Sales	3	1	+199.96%
Median Sales Price	\$890K	\$764K	+16.48%
Median Days on Market	97	45	+115.6%
New Listings	8	0	+%
Avg % List Price Rec'd	100%	98%	+2.08%
Avg \$ per SqFt	\$480	\$450	+6.64%

Seaside	2017	2016	%Change
Closed Sales	188	181	+3.88%
Median Sales Price	\$495K	\$441K	+12.16%
Median Days on Market	22	21	+4.72%
New Listings	229	225	+1.72%
Avg % List Price Rec'd	98%	98%	-0.04%
Avg \$ per SqFt	\$367	\$355	+3.4%

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Soledad	2017	2016	%Change
Closed Sales	73	77	-5.24%
Median Sales Price	\$355K	\$339K	+4.72%
Median Days on Market	13	34	-61.76%
New Listings	81	96	-15.68%
Avg % List Price Rec'd	100%	99%	+1%
Avg \$ per SqFt	\$205	\$196	+4.6%

Spreckels	2017	2016	%Change
Closed Sales	10	9	+11.08%
Median Sales Price	\$570K	\$561K	+1.48%
Median Days on Market	11	39	-71.84%
New Listings	10	10	-0.04%
Avg % List Price Rec'd	98%	96%	+2.08%
Avg \$ per SqFt	\$333	\$294	+13.24%

MONTEREY COUNTY 2017

RESIDENTIAL - COMMON INTEREST



City	Sold	New	Med Sale Price	Med DOM	SP/LP	Mo. To Sell
Carmel	80	96	\$660,000	43	98%	4.1
Carmel Valley	17	21	\$745,875	18	98%	1.8
Del Rey Oaks	6	6	\$449,250	25	98%	1.5
King City	5	6	\$129,000	28	100%	-
Marina	14	14	\$336,250	29	97%	0.6
Monterey	86	96	\$427,050	14	98%	2
Moss Landing	0	5	-	-	%	-
Pacific Grove	21	23	\$720,000	13	99%	5
Pebble Beach	12	16	\$753,500	30	96%	2
Salinas	76	85	\$231,000	17	98%	2.6
Seaside	6	7	\$485,000	25	100%	1
Soledad	2	2	\$159,570	109	98%	-

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RESIDENTIAL - COMMON INTEREST



Carmel	2017	2016	%Change
Closed Sales	80	76	+5.32%
Median Sales Price	\$660K	\$655K	+0.88%
Median Days on Market	43	29	+48.28%
New Listings	96	83	+15.64%
Avg % List Price Rec'd	98%	98%	-0.04%
Avg \$ per SqFt	\$503	\$478	+5.2%

Carmel Valley	2017	2016	%Change
Closed Sales	17	16	+6.28%
Median Sales Price	\$746K	\$746K	+0.04%
Median Days on Market	18	24	-25.04%
New Listings	21	25	-16.04%
Avg % List Price Rec'd	98%	100%	-2%
Avg \$ per SqFt	\$466	\$504	-7.52%

Del Rey Oaks	2017	2016	%Change
Closed Sales	6	14	-57.2%
Median Sales Price	\$449K	\$421K	+6.76%
Median Days on Market	25	19	+31.6%
New Listings	6	11	-45.44%
Avg % List Price Rec'd	98%	99%	-1.04%
Avg \$ per SqFt	\$435	\$438	-0.68%

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King City	2017	2016	%Change
Closed Sales	5	4	+25%
Median Sales Price	\$129K	\$136K	-5.12%
Median Days on Market	28	50	-44%
New Listings	6	3	+100%
Avg % List Price Rec'd	100%	91%	+9.88%
Avg \$ per SqFt	\$123	\$116	+6.04%

Marina	2017	2016	%Change
Closed Sales	14	14	-0.04%
Median Sales Price	\$336K	\$273K	+23.2%
Median Days on Market	29	16	+81.28%
New Listings	14	20	-29.96%
Avg % List Price Rec'd	97%	99%	-2%
Avg \$ per SqFt	\$308	\$284	+8.44%

Monterey	2017	2016	%Change
Closed Sales	86	87	-1.16%
Median Sales Price	\$427K	\$419K	+1.96%
Median Days on Market	14	15	-6.68%
New Listings	96	93	+3.28%
Avg % List Price Rec'd	98%	99%	-1.04%
Avg \$ per SqFt	\$509	\$446	+14.08%

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Moss Landing	2017	2016	%Change
Closed Sales	0	2	-100.04%
Median Sales Price	\$	\$863K	-%
Median Days on Market	-	214	-%
New Listings	5	1	+400%
Avg % List Price Rec'd	%	93%	-%
Avg \$ per SqFt	\$	\$565	-%

Pacific Grove	2017	2016	%Change
Closed Sales	21	24	-12.44%
Median Sales Price	\$720K	\$628K	+14.8%
Median Days on Market	13	22	-40.88%
New Listings	23	26	-11.48%
Avg % List Price Rec'd	99%	99%	-0.04%
Avg \$ per SqFt	\$453	\$462	-2%

Pebble Beach	2017	2016	%Change
Closed Sales	12	10	+19.96%
Median Sales Price	\$754K	\$663K	+13.72%
Median Days on Market	30	17	+76.48%
New Listings	16	15	+6.64%
Avg % List Price Rec'd	96%	97%	-1.04%
Avg \$ per SqFt	\$702	\$815	-13.88%

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Salinas	2017	2016	%Change
Closed Sales	76	102	-25.52%
Median Sales Price	\$231K	\$251K	-8%
Median Days on Market	17	11	+54.52%
New Listings	85	130	-34.64%
Avg % List Price Rec'd	98%	100%	-2%
Avg \$ per SqFt	\$244	\$232	+5.2%

Seaside	2017	2016	%Change
Closed Sales	6	11	-45.44%
Median Sales Price	\$485K	\$420K	+15.52%
Median Days on Market	25	38	-34.16%
New Listings	7	10	-29.96%
Avg % List Price Rec'd	100%	97%	+3.04%
Avg \$ per SqFt	\$433	\$342	+26.56%

Soledad	2017	2016	%Change
Closed Sales	2	3	-33.32%
Median Sales Price	\$160K	\$289K	-44.84%
Median Days on Market	109	31	+251.56%
New Listings	2	4	-50%
Avg % List Price Rec'd	98%	99%	-1.04%
Avg \$ per SqFt	\$139	\$186	-25.28%