

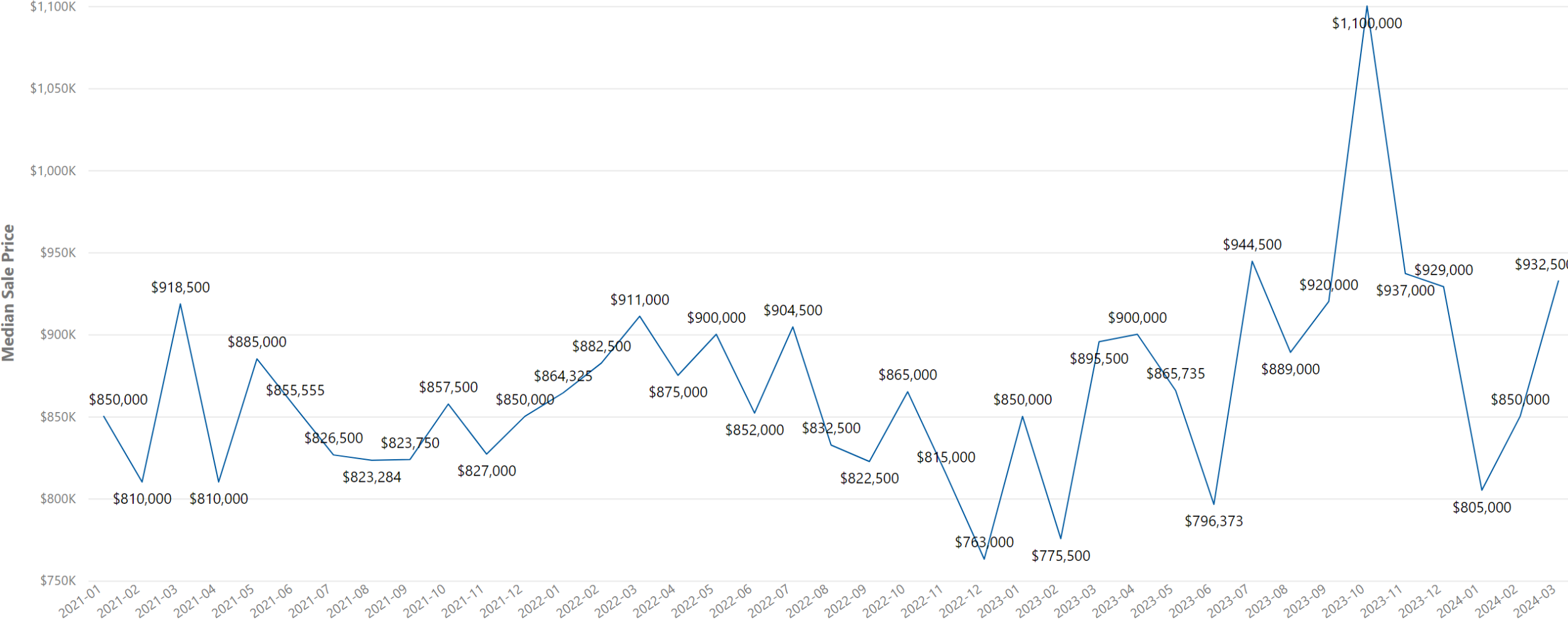
Monterey County Market Minute Update



Statistics

Monterey County - Median Sale Price

CountyName ● Monterey



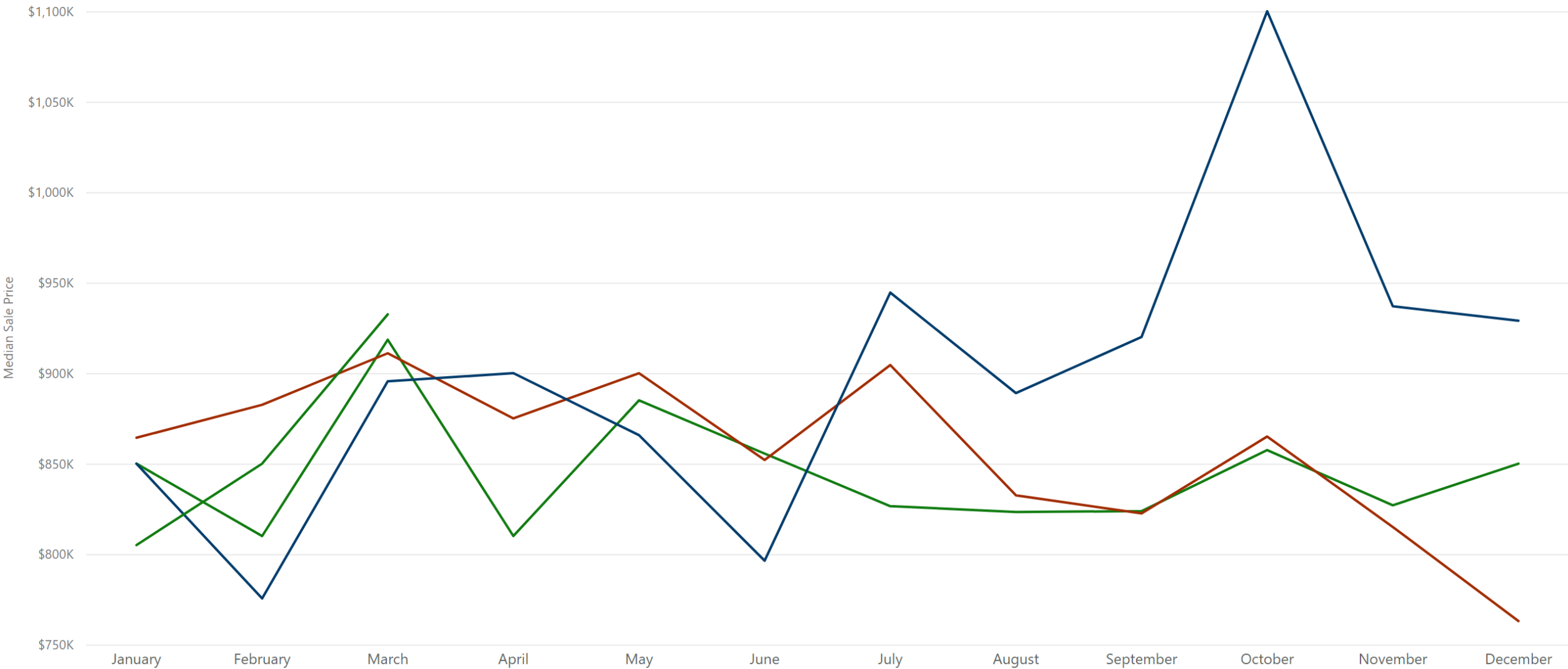
Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021 - 2024

Monterey County - Median Sale Price Since 2021

Year ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

Monterey County - Increased Median Price

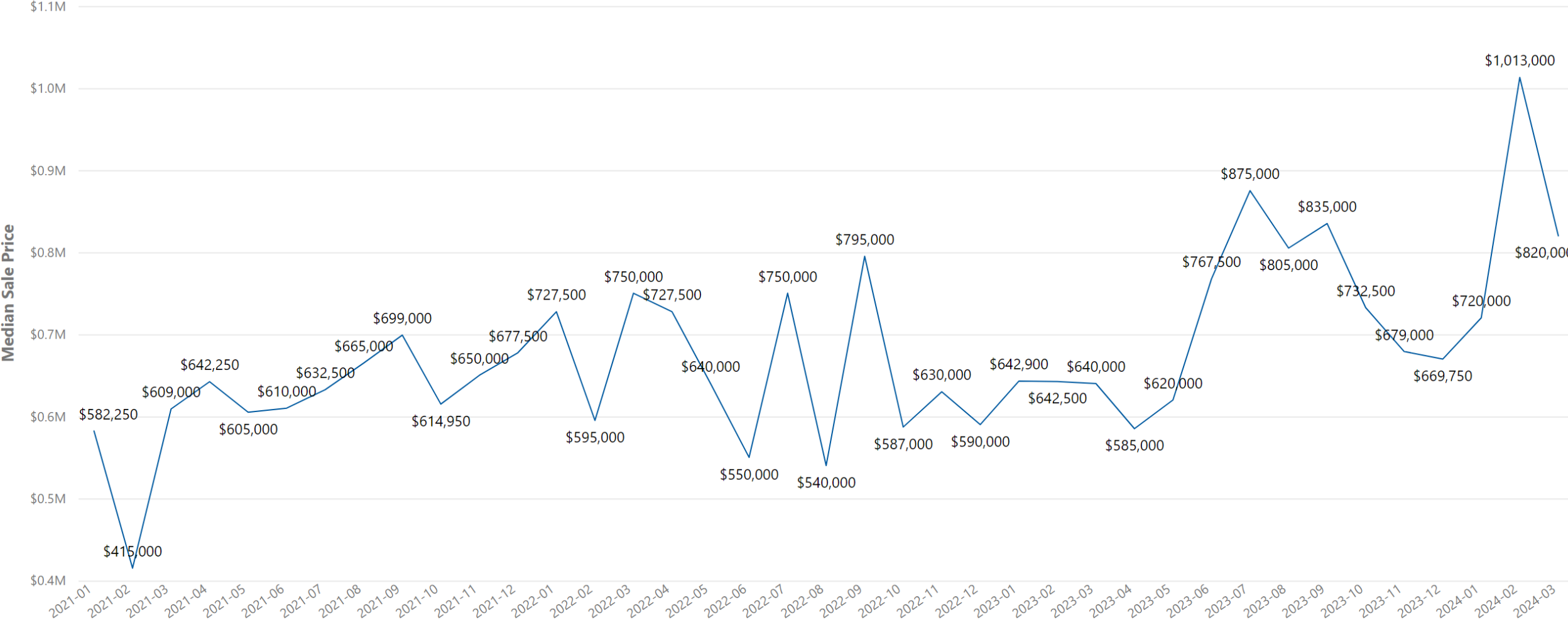
| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Chualar | \$2,700,000 | \$0 | N/A |
| Spreckels | \$950,000 | \$0 | N/A |
| Gonzales | \$720,000 | \$485,000 | 48% |
| Castroville | \$800,000 | \$617,000 | 30% |
| Seaside | \$915,000 | \$715,000 | 28% |
| Del Rey Oaks | \$935,000 | \$744,000 | 26% |
| Greenfield | \$600,000 | \$485,000 | 24% |
| Carmel | \$3,300,000 | \$2,800,000 | 18% |
| Monterey | \$1,400,000 | \$1,270,000 | 10% |
| Soledad | \$675,000 | \$623,800 | 8% |
| East Garrison | \$843,500 | \$800,000 | 5% |
| Salinas | \$767,500 | \$735,000 | 4% |
| King City | \$495,000 | \$479,900 | 3% |
| Marina | \$910,000 | \$904,000 | 1% |

Monterey County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Royal Oaks | \$685,000 | \$874,500 | -22% |
| Carmel Valley | \$1,450,000 | \$1,750,000 | -17% |
| Pacific Grove | \$1,440,000 | \$1,568,750 | -8% |
| Pebble Beach | \$2,540,000 | \$2,667,000 | -5% |

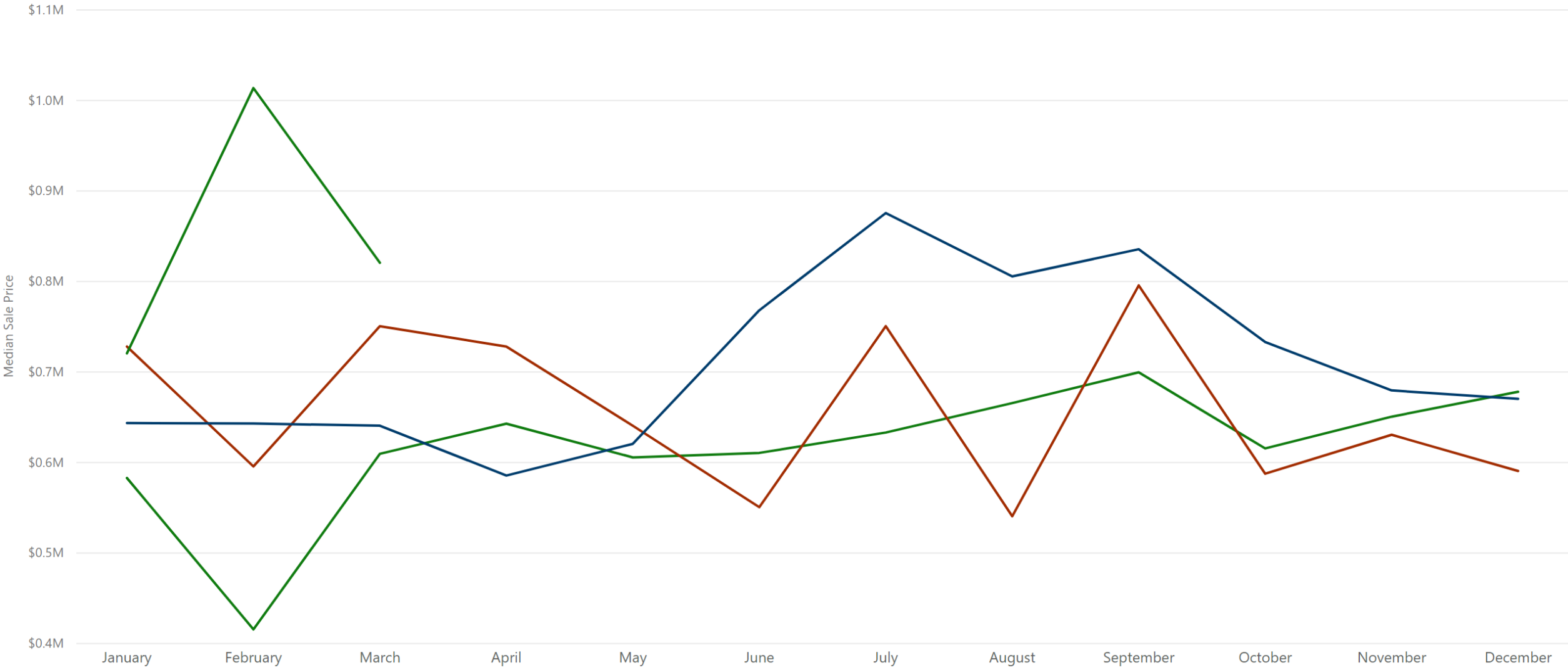
Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Median Sale Price Since 2021

Year ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

Monterey County - Increased Median Price

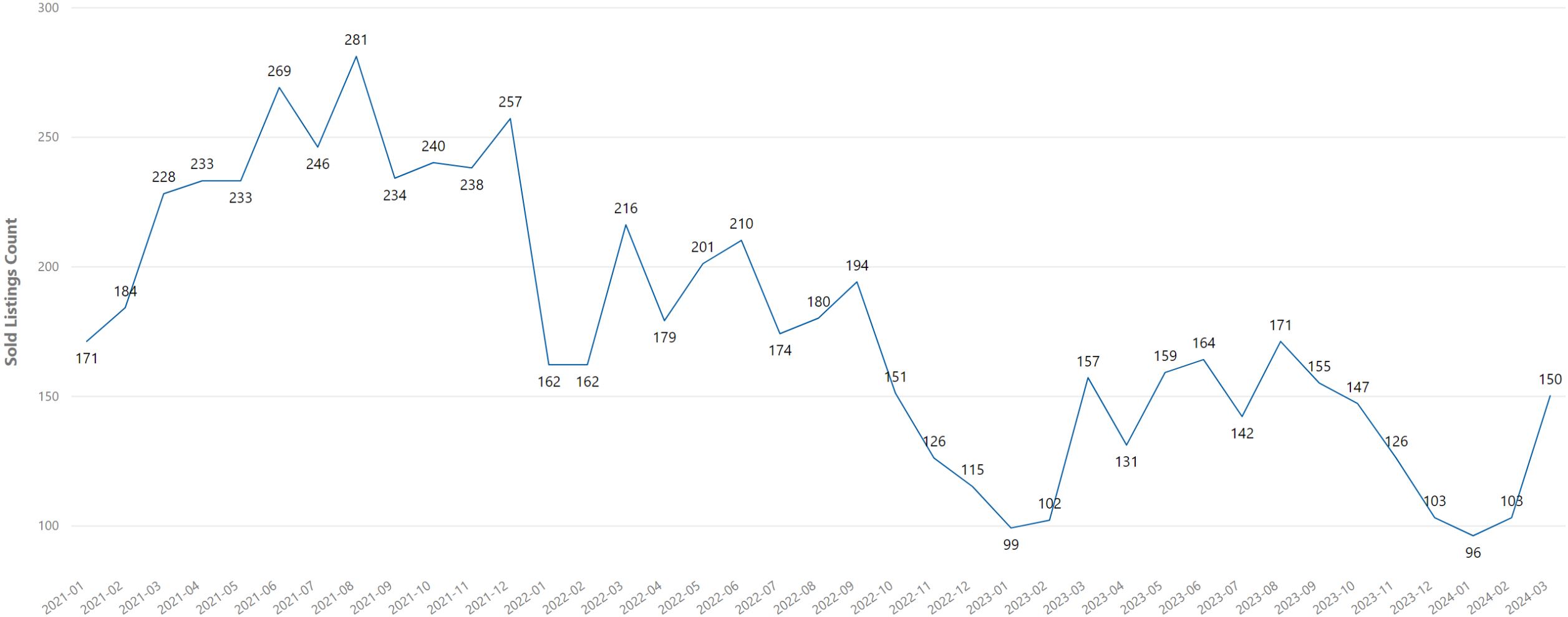
| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Pacific Grove | \$999,000 | \$0 | N/A |
| Soledad | \$362,000 | \$0 | N/A |
| Marina | \$740,000 | \$484,000 | 53% |
| Carmel | \$994,500 | \$849,200 | 17% |
| Salinas | \$410,000 | \$375,000 | 9% |

Monterey County - Decreased Median Price

| City | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Carmel Valley | \$0 | \$1,600,000 | -100% |
| Del Rey Oaks | \$0 | \$610,000 | -100% |
| King City | \$0 | \$255,000 | -100% |
| Pebble Beach | \$1,194,000 | \$3,350,000 | -64% |
| Monterey | \$480,000 | \$610,000 | -21% |

Monterey County - Closed Sales

CountyName ● Monterey



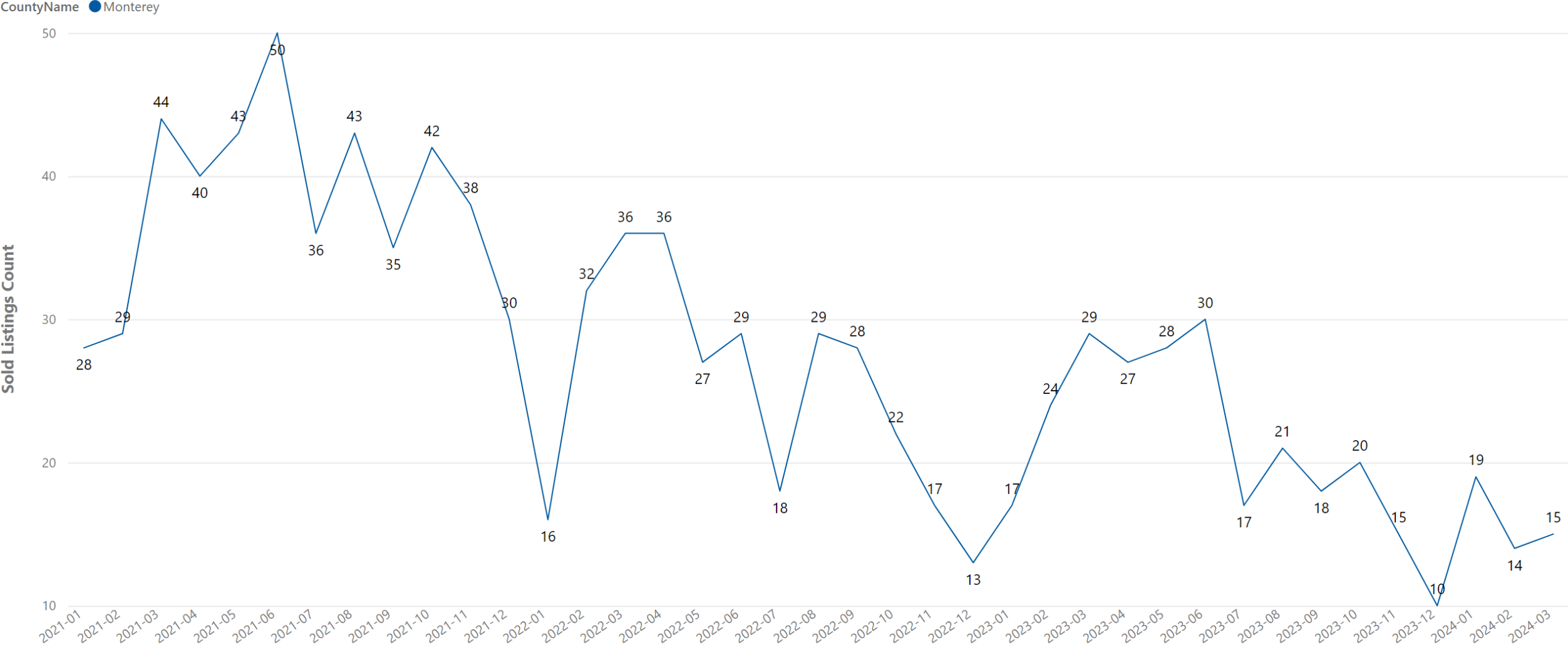
Monterey County - Increased Closed Sales

| City | Sold This Year | Sold Last Year | % Sold Change |
|---------------|----------------|----------------|---------------|
| Chualar | 1 | 0 | N/A |
| Spreckels | 3 | 0 | N/A |
| Carmel Valley | 11 | 5 | 120% |
| East Garrison | 2 | 1 | 100% |
| King City | 5 | 3 | 67% |
| Royal Oaks | 5 | 4 | 25% |
| Seaside | 13 | 11 | 18% |
| Salinas | 52 | 45 | 16% |
| Marina | 11 | 11 | 0% |

Monterey County - Decreased Closed Sales

| City | Sold This Year | Sold Last Year | % Sold Change |
|---------------|----------------|----------------|---------------|
| Pebble Beach | 2 | 9 | -78% |
| Castroville | 1 | 4 | -75% |
| Gonzales | 1 | 3 | -67% |
| Greenfield | 3 | 9 | -67% |
| Del Rey Oaks | 1 | 2 | -50% |
| Pacific Grove | 11 | 16 | -31% |
| Soledad | 3 | 4 | -25% |
| Monterey | 9 | 11 | -18% |
| Carmel | 16 | 19 | -16% |

Monterey County - Closed Sales



Monterey County - Increased Closed Sales

| City | Sold This Year | Sold Last Year | % Sold Change |
|---------------|----------------|----------------|---------------|
| Pacific Grove | 1 | 0 | N/A |
| Soledad | 1 | 0 | N/A |
| Pebble Beach | 2 | 1 | 100% |

Monterey County - Decreased Closed Sales

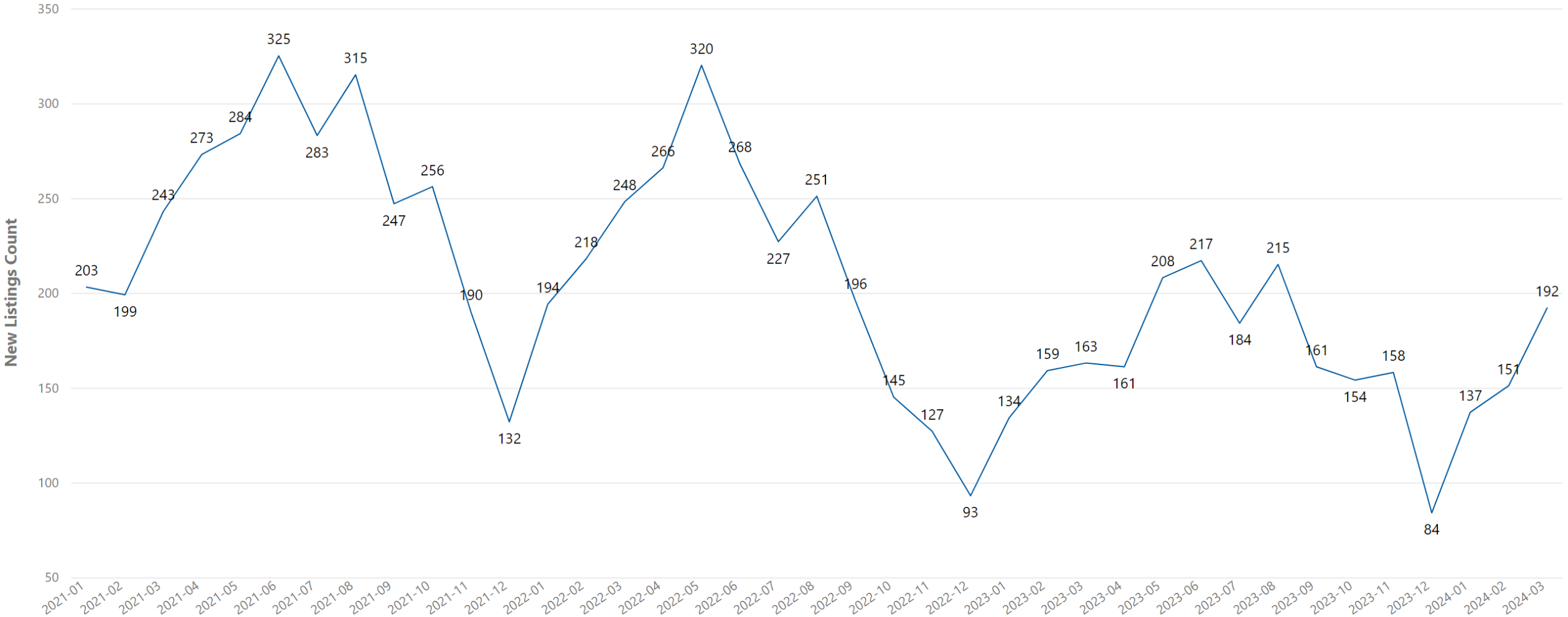
| City | Sold This Year | Sold Last Year | % Sold Change |
|----------|----------------|----------------|---------------|
| Salinas | 3 | 9 | -67% |
| Carmel | 4 | 10 | -60% |
| Marina | 1 | 2 | -50% |
| Monterey | 3 | 4 | -25% |

Monterey County – Closed Sales Week Ending 04/06/2024



Monterey County - New Listings

CountyName ● Monterey



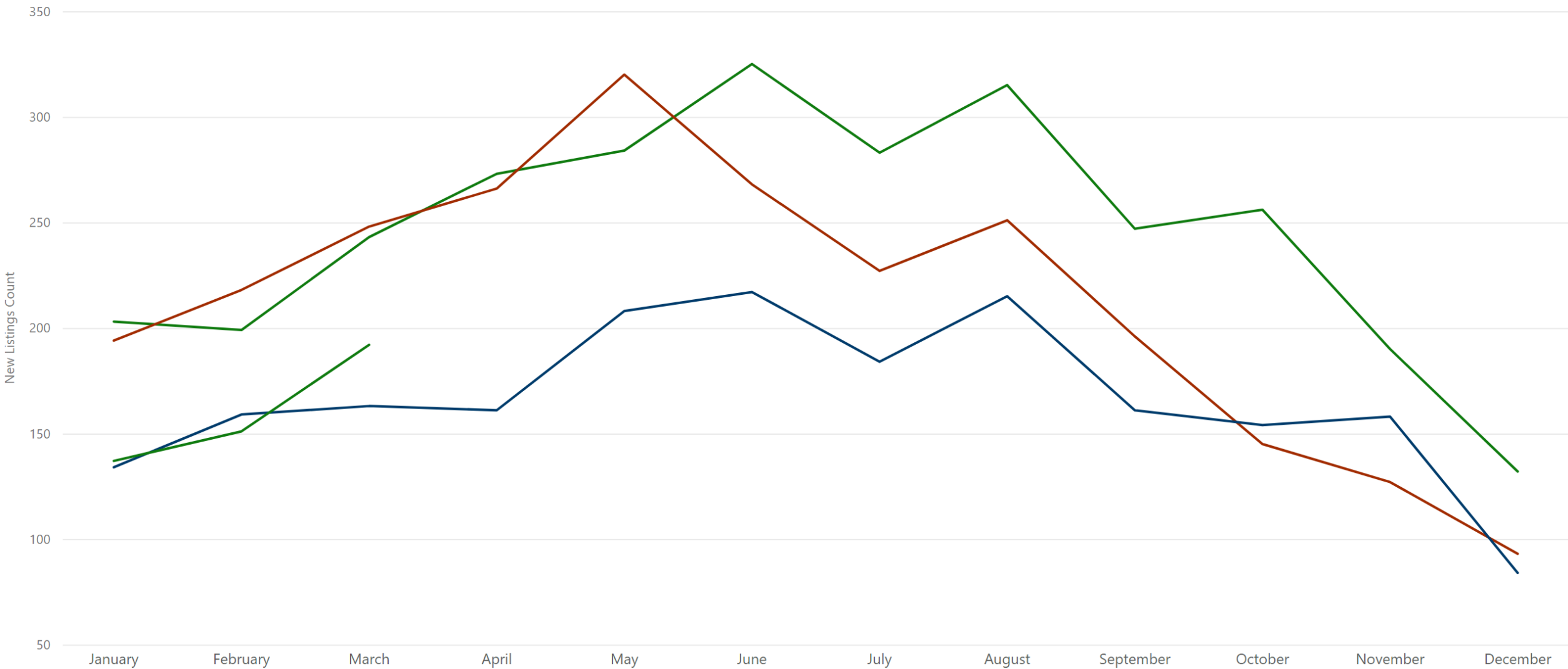
Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

Monterey County - New Listings Since 2021

Year ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

Monterey County - Increased New Listings

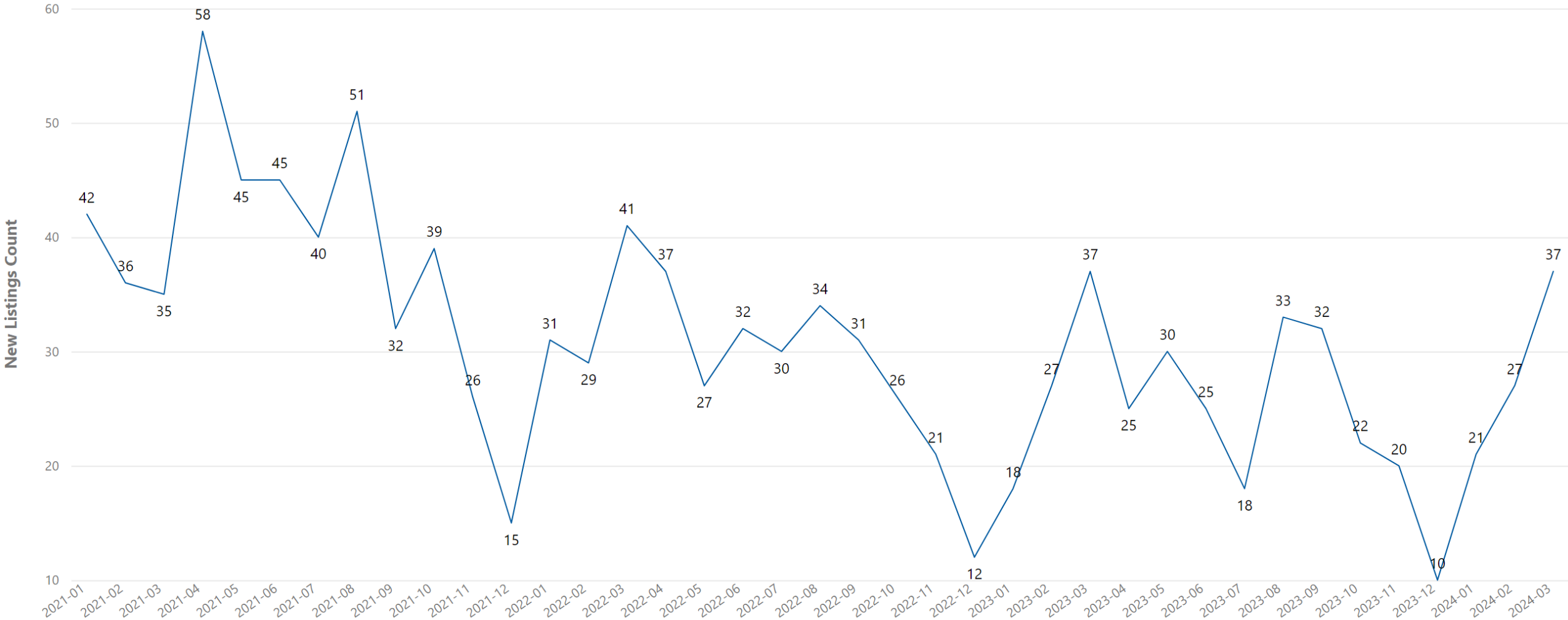
| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|------------------|------------------------|------------------------|-----------------------|
| Sand City | 1 | 0 | N/A |
| Spreckels | 2 | 0 | N/A |
| Aromas | 3 | 0 | N/A |
| Del Rey Oaks | 3 | 0 | N/A |
| Carmel | 32 | 20 | 60% |
| East Garrison | 3 | 2 | 50% |
| Carmel Valley | 10 | 7 | 43% |
| Monterey | 17 | 14 | 21% |
| Salinas | 60 | 52 | 15% |
| Pebble Beach | 9 | 8 | 13% |
| Seaside | 11 | 10 | 10% |
| Marina | 14 | 13 | 8% |
| Corral De Tierra | 1 | 1 | 0% |
| Gonzales | 2 | 2 | 0% |

Monterey County - Decreased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Greenfield | 1 | 3 | -67% |
| Royal Oaks | 1 | 2 | -50% |
| Castroville | 2 | 3 | -33% |
| Soledad | 3 | 4 | -25% |
| King City | 4 | 5 | -20% |
| Pacific Grove | 13 | 15 | -13% |

Monterey County - New Listings

CountyName ● Monterey



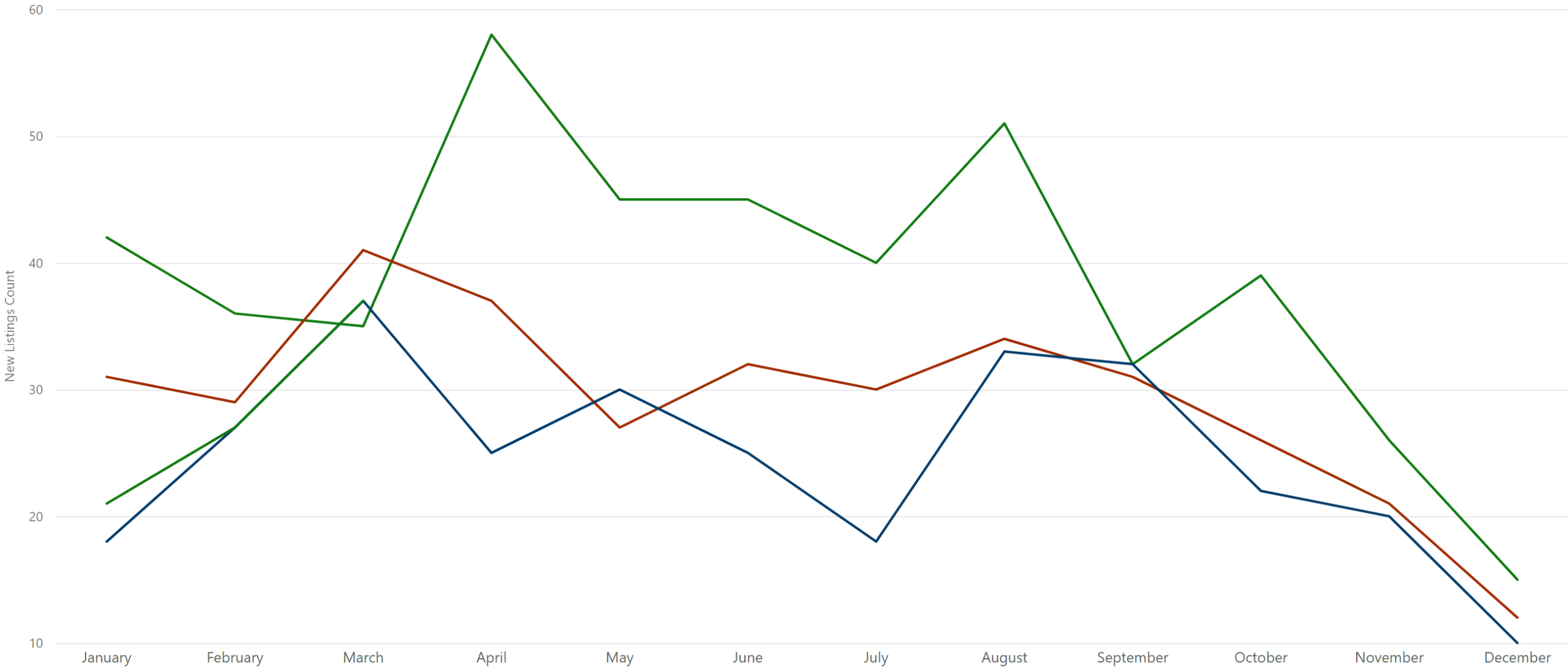
Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

Monterey County - New Listings Since 2021

Year ● 2021 ● 2022 ● 2023 ● 2024



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

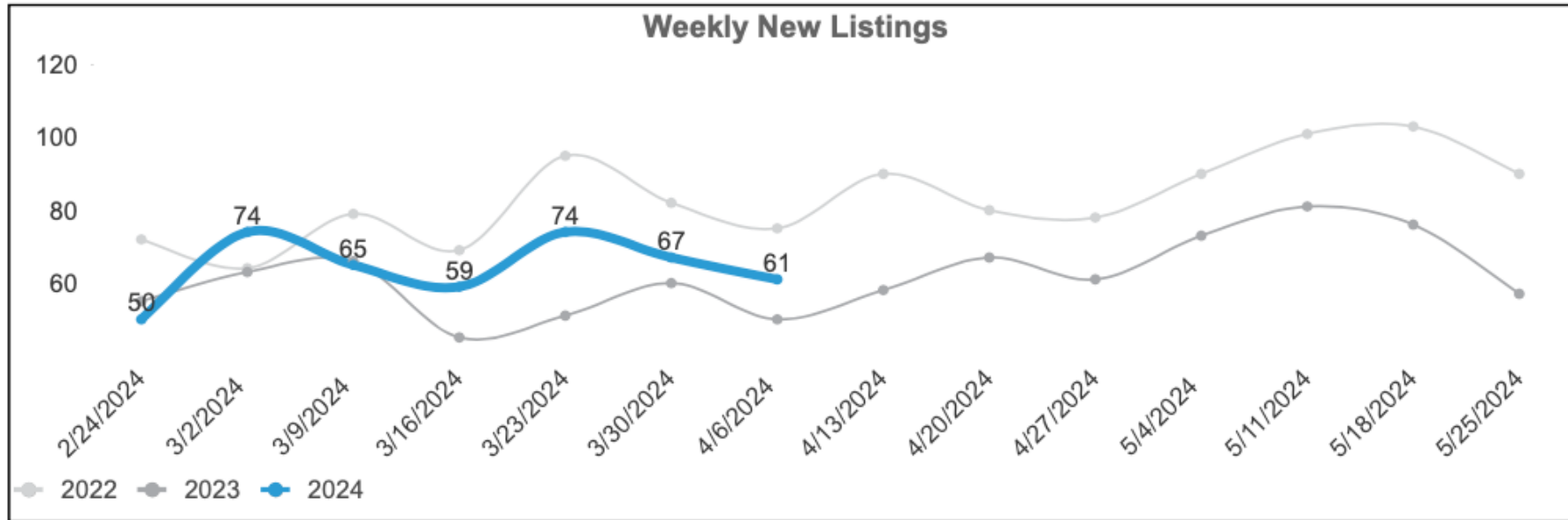
Monterey County - Increased New Listings

| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| East Garrison | 1 | 0 | N/A |
| Pebble Beach | 2 | 0 | N/A |
| Pacific Grove | 3 | 1 | 200% |
| Monterey | 10 | 9 | 11% |
| Del Rey Oaks | 1 | 1 | 0% |
| Marina | 1 | 1 | 0% |

Monterey County - Decreased New Listings

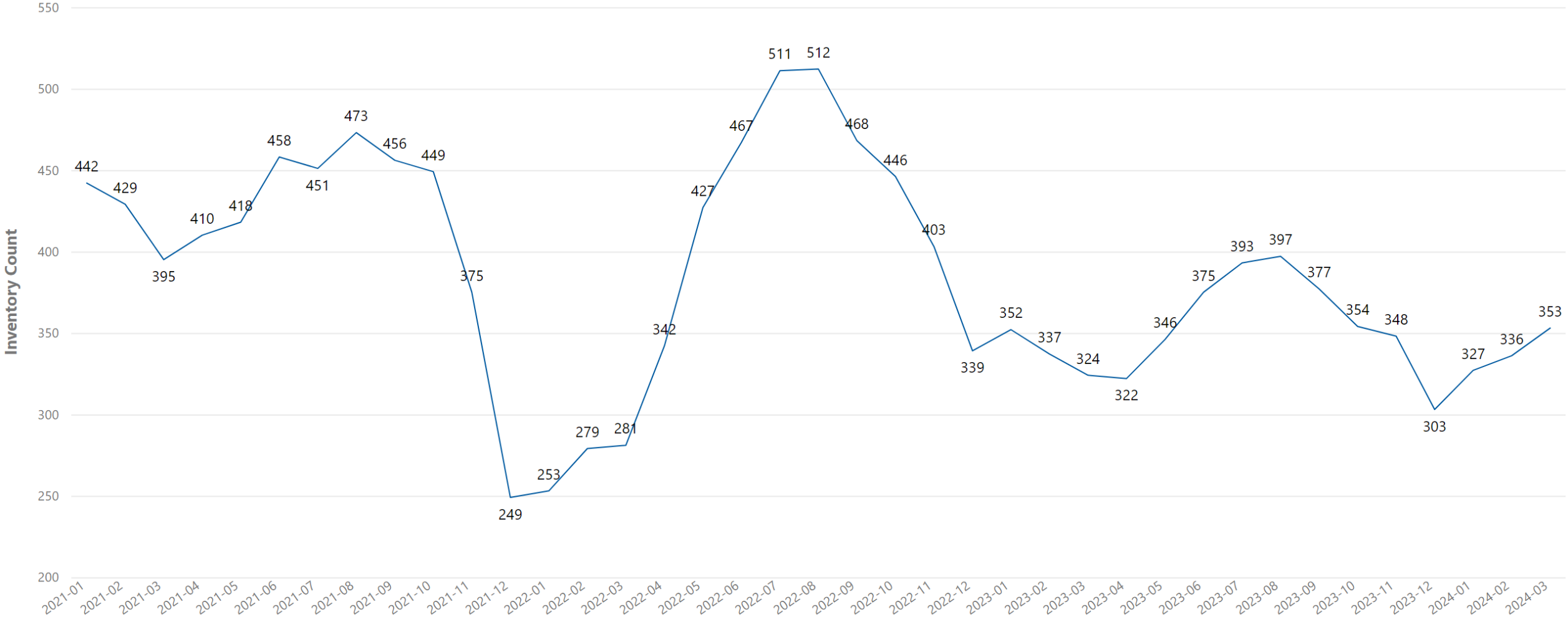
| City | New Listings This Year | New Listings Last Year | % New Listings Change |
|-----------|------------------------|------------------------|-----------------------|
| King City | 1 | 2 | -50% |
| Carmel | 8 | 10 | -20% |
| Salinas | 10 | 11 | -9% |

Monterey County – New Listings Week Ending 04/06/2024



Monterey County - Inventory

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

Monterey County - Increased Inventory

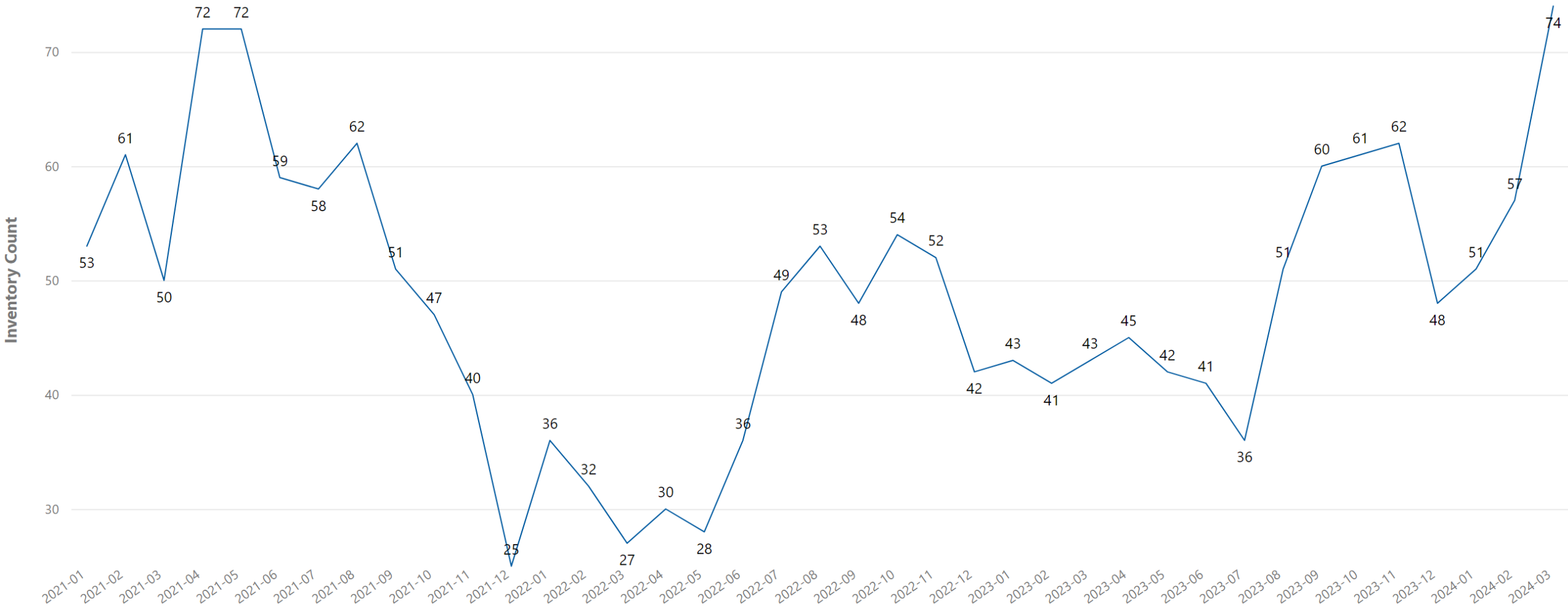
| City | Inventory This Year | Inventory Last Year | % Inventory Change |
|---------------|---------------------|---------------------|--------------------|
| Castroville | 5 | 1 | 400% |
| Big Sur | 7 | 2 | 250% |
| Moss Landing | 5 | 2 | 150% |
| Chualar | 2 | 1 | 100% |
| Royal Oaks | 6 | 3 | 100% |
| Marina | 26 | 17 | 53% |
| Pebble Beach | 33 | 25 | 32% |
| Pacific Grove | 22 | 18 | 22% |
| Monterey | 25 | 21 | 19% |
| Carmel Valley | 31 | 28 | 11% |
| Carmel | 55 | 55 | 0% |
| Gonzales | 3 | 3 | 0% |
| Lockwood | 1 | 1 | 0% |

Monterey County - Decreased Inventory

| City | Inventory This Year | Inventory Last Year | % Inventory Change |
|------------------|---------------------|---------------------|--------------------|
| Corral De Tierra | 1 | 2 | -50% |
| Soledad | 5 | 9 | -44% |
| Salinas | 75 | 93 | -19% |
| Seaside | 15 | 18 | -17% |
| East Garrison | 6 | 7 | -14% |
| King City | 7 | 8 | -13% |
| Greenfield | 9 | 10 | -10% |

Monterey County - Inventory

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

Monterey County - Increased Inventory

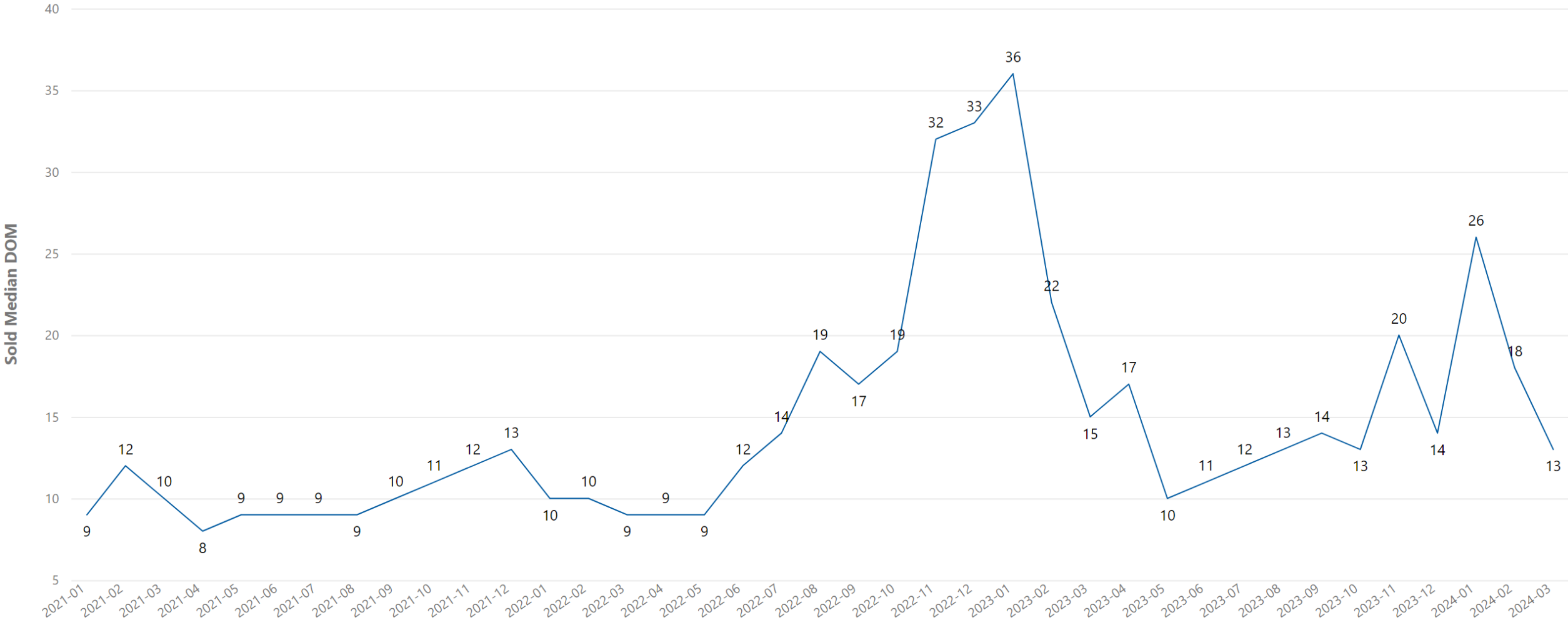
| City | Inventory This Year | Inventory Last Year | % Inventory Change |
|---------------|---------------------|---------------------|--------------------|
| Pacific Grove | 10 | 1 | 900% |
| Marina | 4 | 1 | 300% |
| King City | 2 | 1 | 100% |
| Salinas | 19 | 10 | 90% |
| Carmel | 16 | 13 | 23% |
| Monterey | 18 | 15 | 20% |
| Del Rey Oaks | 1 | 1 | 0% |

Monterey County - Decreased Inventory

| City | Inventory This Year | Inventory Last Year | % Inventory Change |
|---------------|---------------------|---------------------|--------------------|
| Carmel Valley | 0 | 1 | -100% |

Monterey County - Median Days On Market

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021-2024

Monterey County - Increased Median Days On Market

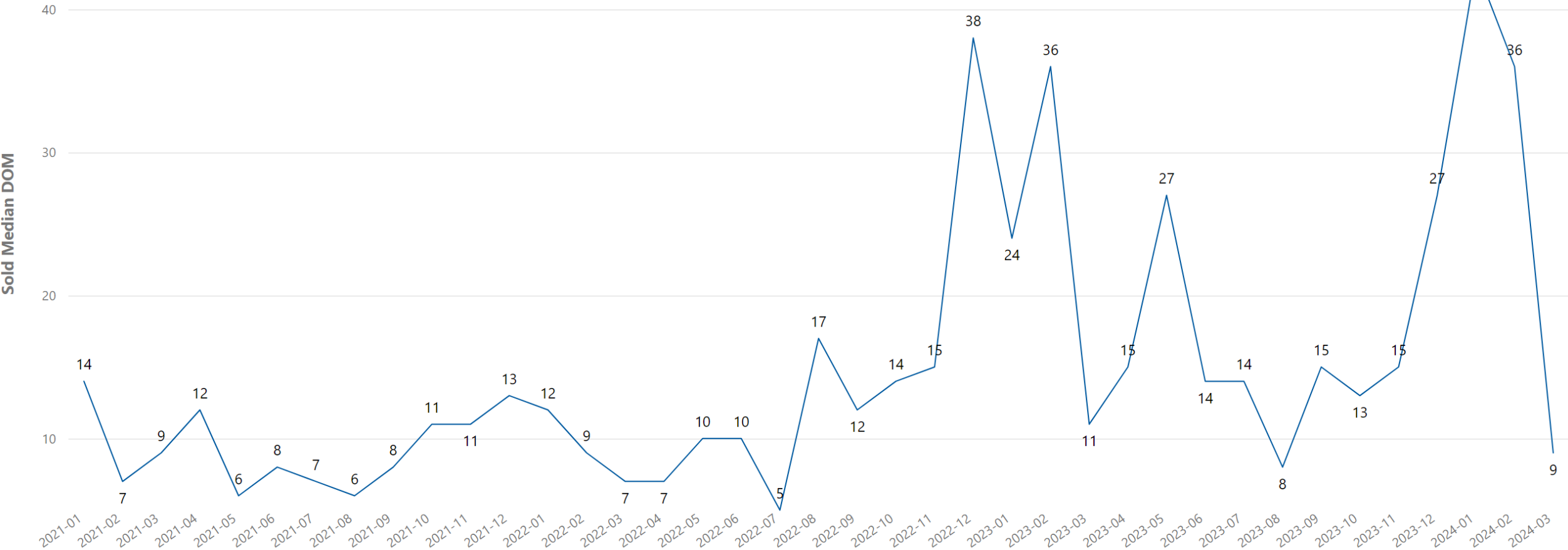
| City | Median DOM | Median DOM Last Year | % Median DOM Change |
|---------------|------------|----------------------|---------------------|
| Chualar | 201 | 0 | N/A |
| Spreckels | 13 | 0 | N/A |
| Pebble Beach | 37 | 7 | 429% |
| Carmel Valley | 68 | 13 | 423% |
| Marina | 23 | 8 | 188% |
| Carmel | 16 | 12 | 33% |
| Monterey | 8 | 6 | 33% |
| Gonzales | 124 | 112 | 11% |
| East Garrison | 60 | 57 | 5% |
| Seaside | 6 | 6 | 0% |

Monterey County - Decreased Median Days On Market

| City | Median DOM | Median DOM Last Year | % Median DOM Change |
|---------------|------------|----------------------|---------------------|
| Castroville | 0 | 24 | -100% |
| Soledad | 14 | 47 | -70% |
| Royal Oaks | 23 | 54 | -57% |
| Pacific Grove | 9 | 15 | -40% |
| King City | 27 | 44 | -39% |
| Salinas | 11 | 15 | -27% |
| Greenfield | 71 | 83 | -14% |
| Del Rey Oaks | 11 | 12 | -8% |

Monterey County - Median Days On Market

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

Monterey County - Increased Median Days On Market

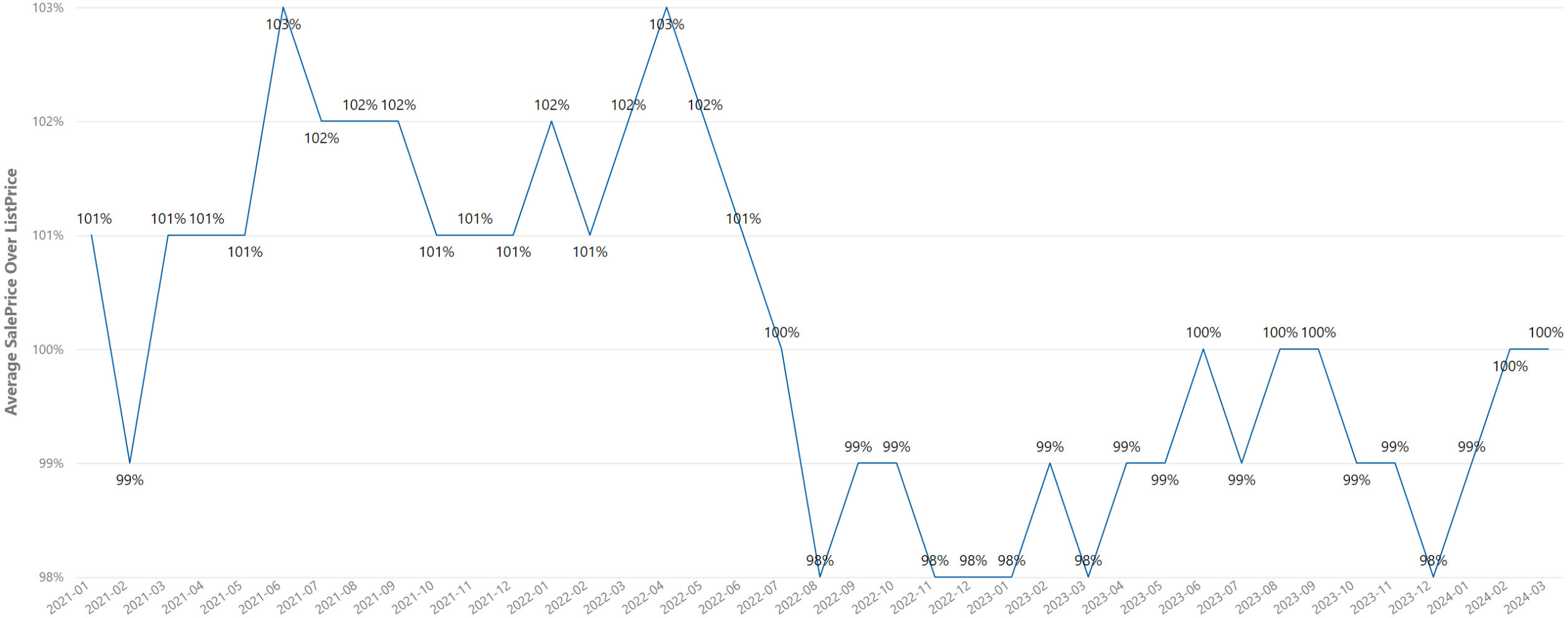
| City | Median DOM | Median DOM Last Year | % Median DOM Change |
|---------------|------------|----------------------|---------------------|
| Pacific Grove | 3 | 0 | N/A |
| Soledad | 12 | 0 | N/A |
| Marina | 103 | 29 | 255% |
| Salinas | 10 | 5 | 100% |
| Carmel | 15 | 9 | 67% |

Monterey County - Decreased Median Days On Market

| City | Median DOM | Median DOM Last Year | % Median DOM Change |
|---------------|------------|----------------------|---------------------|
| Carmel Valley | 0 | 3 | -100% |
| Del Rey Oaks | 0 | 70 | -100% |
| King City | 0 | 57 | -100% |
| Monterey | 0 | 81 | -100% |
| Pebble Beach | 9 | 162 | -94% |

Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Single Family: 2021 - 2024

Monterey County - Increased Sale To List Price

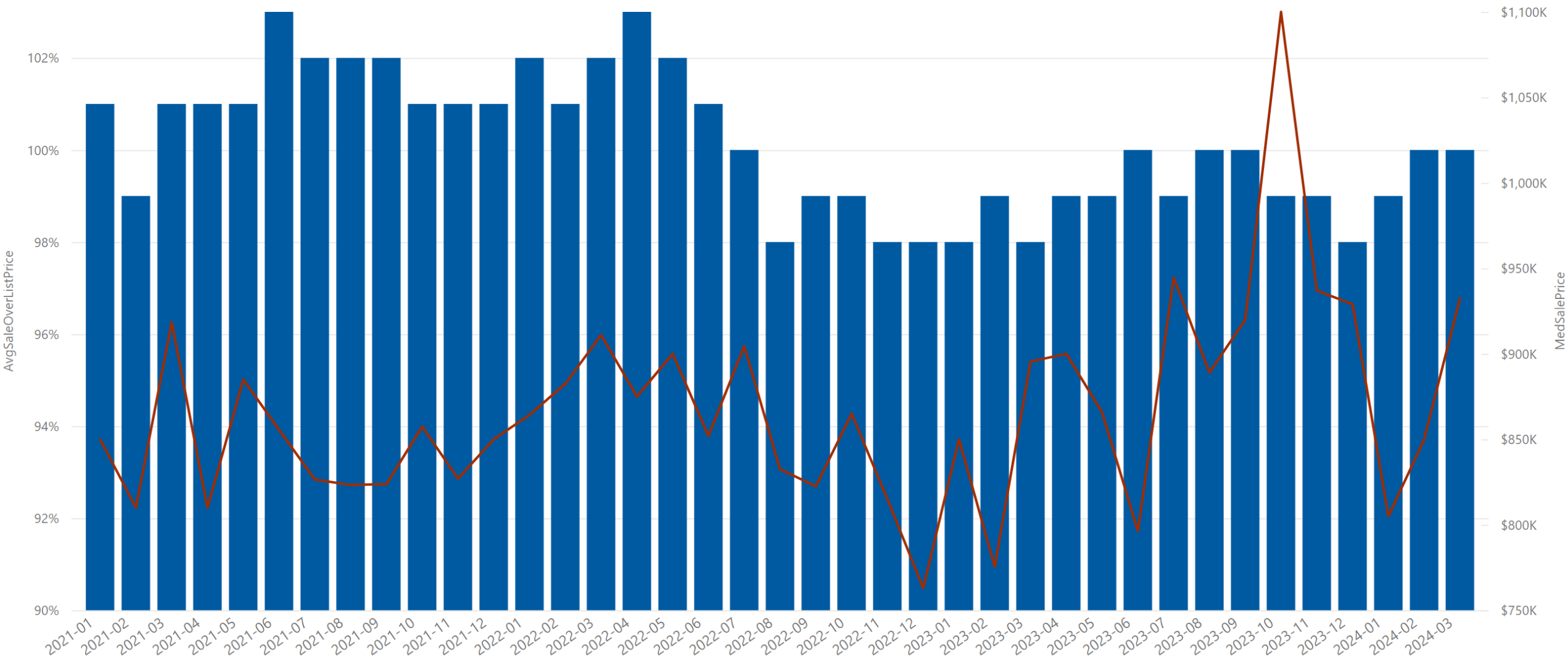
| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Chualar | 97% | 0% | N/A |
| Spreckels | 103% | 0% | N/A |
| Castroville | 100% | 95% | 5% |
| Pacific Grove | 103% | 99% | 4% |
| Soledad | 101% | 98% | 3% |
| Pebble Beach | 102% | 99% | 3% |
| Del Rey Oaks | 104% | 101% | 3% |
| Royal Oaks | 100% | 98% | 2% |
| Salinas | 100% | 98% | 2% |
| East Garrison | 101% | 99% | 2% |
| Marina | 101% | 99% | 2% |
| Carmel Valley | 96% | 95% | 1% |
| Carmel | 97% | 96% | 1% |
| Seaside | 101% | 100% | 1% |
| Gonzales | 99% | 99% | 0% |

Monterey County - Decreased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|------------|----------------------|--------------------------------|-------------------------------|
| King City | 98% | 100% | -2% |
| Greenfield | 98% | 99% | -1% |

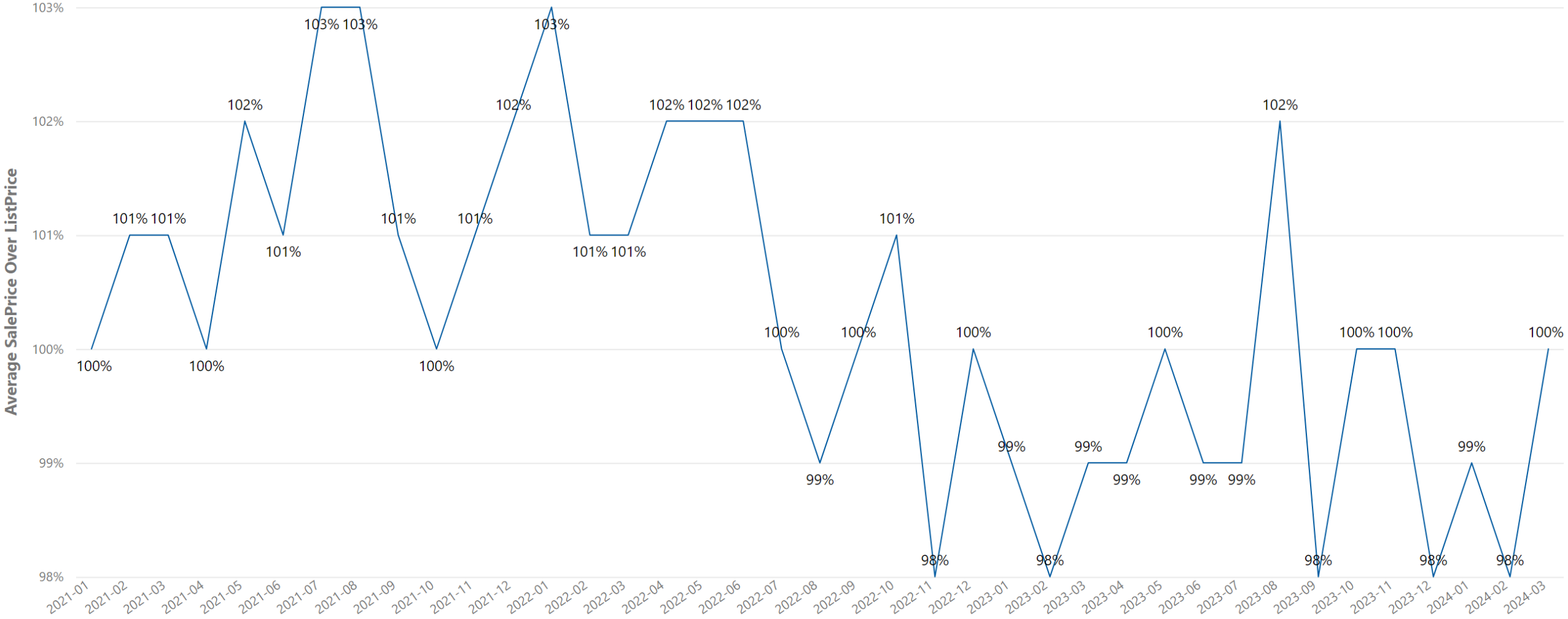
Monterey County - List Price Received vs Median Sale Price

● AvgSaleOverListPrice ● MedSalePrice



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 4/8/2024

Aculist@2024

Residential Common Interest: 2021 - 2024

Monterey County - Increased Sale To List Price

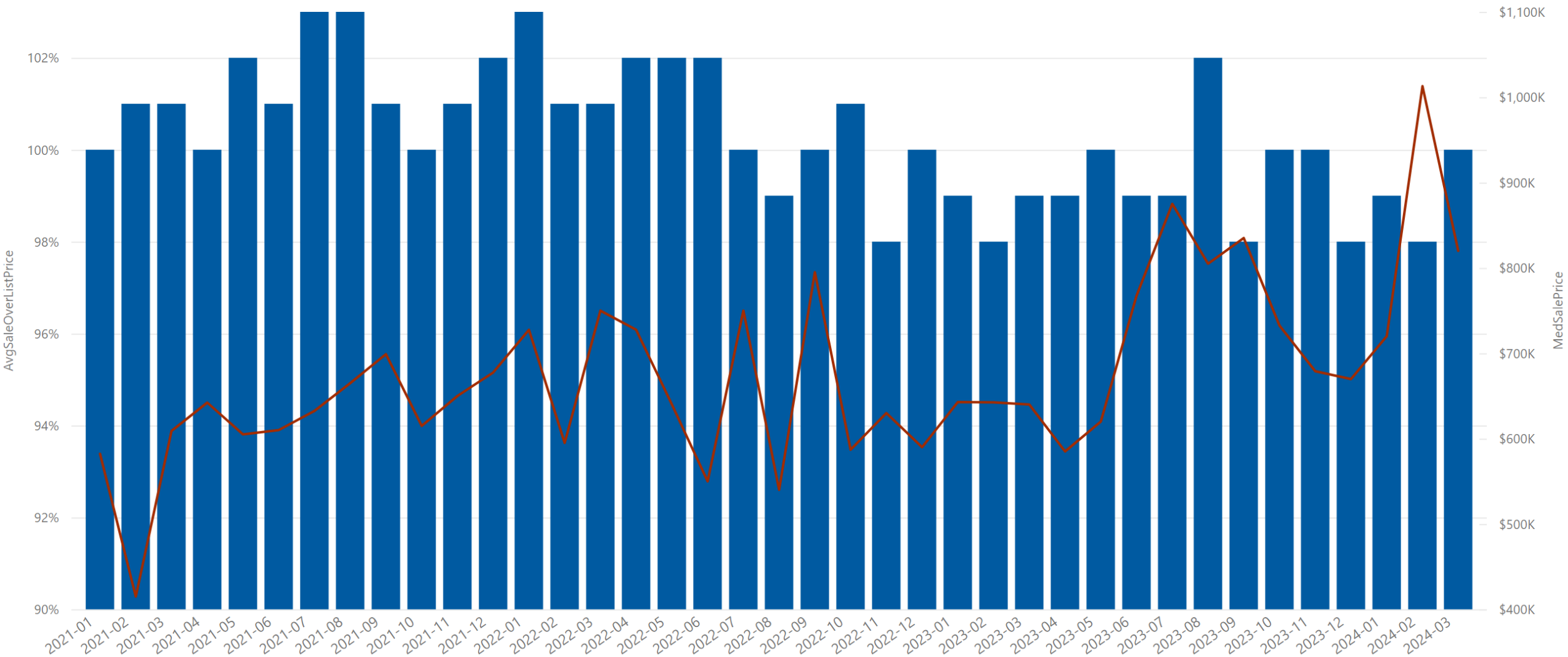
| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Pacific Grove | 100% | 0% | N/A |
| Soledad | 101% | 0% | N/A |
| Pebble Beach | 102% | 96% | 6% |
| Carmel | 100% | 98% | 2% |
| Monterey | 99% | 99% | 0% |
| Salinas | 100% | 100% | 0% |

Monterey County - Decreased Sale To List Price

| City | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|--------|----------------------|--------------------------------|-------------------------------|
| Marina | 97% | 102% | -5% |

Monterey County - List Price Received vs Median Sale Price

● AvgSaleOverListPrice ● MedSalePrice



Thank You

