



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	\$2,525,000	4%		46%				
Average List Price of all Current Listings	\$4,308,642	21%		40%				
August Median Sales Price	\$1,975,000	-1%	-6%	16%	4%	\$2,100,000	12%	10%
August Average Sales Price	\$2,559,000	-3%	-8%	13%	2%	\$2,723,699	13%	8%
Total Properties Currently for Sale (Inventory)	98	-2%		-20%				
August Number of Properties Sold	26	30%		-21%		252	-24%	
August Average Days on Market (Solds)	52	21%	-7%	33%	-16%	50	-17%	-19%
Asking Price per Square Foot (based on New Listings)	\$1,989	38%	26%	69%	60%	\$1,466	23%	18%
August Sold Price per Square Foot	\$1,266	-0%	-10%	28%	7%	\$1,354	20%	15%
August Month's Supply of Inventory	3.8	-25%	-9%	2%	35%	3.0	-1%	9%
August Sale Price vs List Price Ratio	89.0%	-6.3%	-7.4%	-7.2%	-8.5%	97.9%	1%	1%

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

Property Sales

August Property sales were 26, down 21.2% from 33 in August of 2021 and 30.0% higher than the 20 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 252 are running 23.6% behind last year's year-to-date sales of 330.

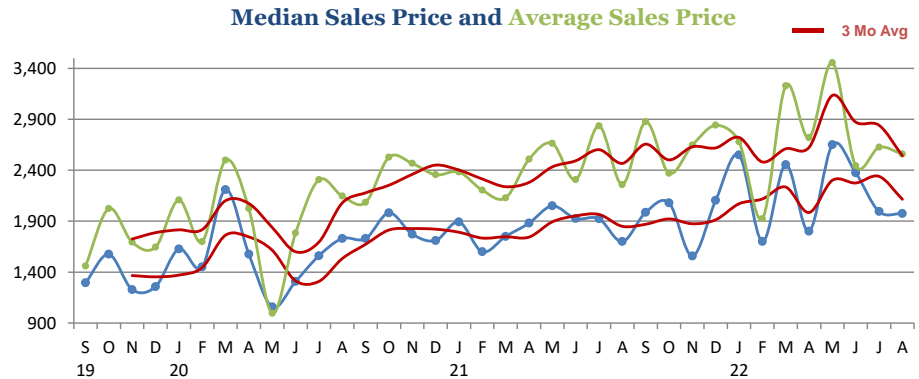
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,975,000, up 16.2% from \$1,700,000 in August of 2021 and down 1.0% from \$1,994,500 last month. The Average Sales Price in August was \$2,559,000, up 13.3% from \$2,259,043 in August of 2021 and down 2.5% from \$2,625,482 last month. August 2022 ASP was at the highest level compared to August of 2021 and 2020.

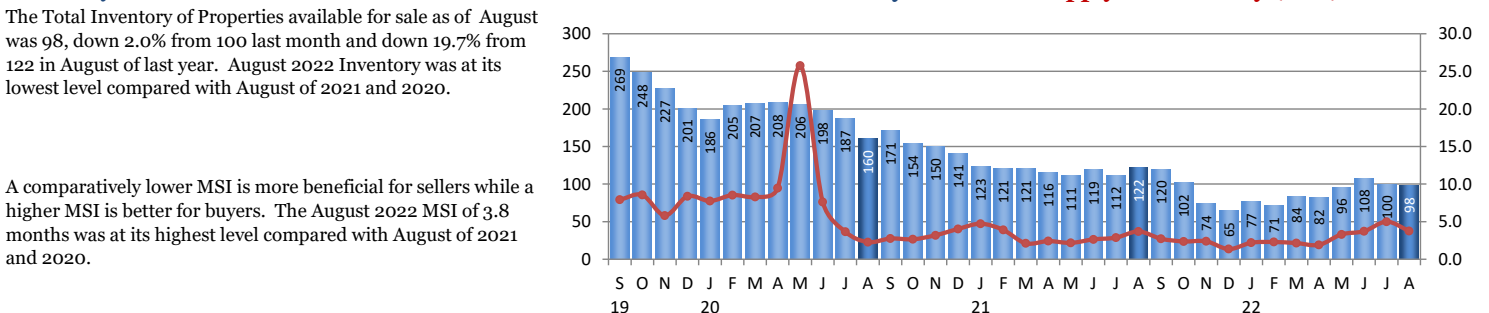
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 98, down 2.0% from 100 last month and down 19.7% from 122 in August of last year. August 2022 Inventory was at its lowest level compared with August of 2021 and 2020.

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



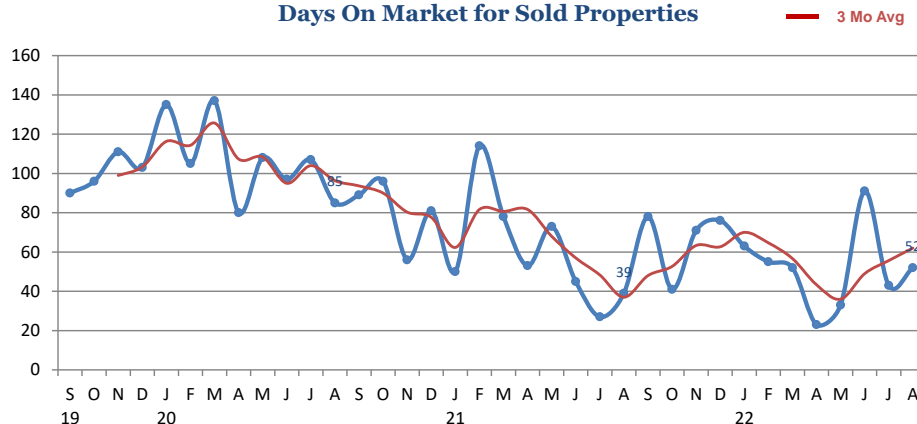
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2022 MSI of 3.8 months was at its highest level compared with August of 2021 and 2020.



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 August was 52, up 20.9% from 43 days last month and up 33.3% from 39 days in August of last year. The August 2022 DOM was at a mid level compared with August of 2021 and 2020.

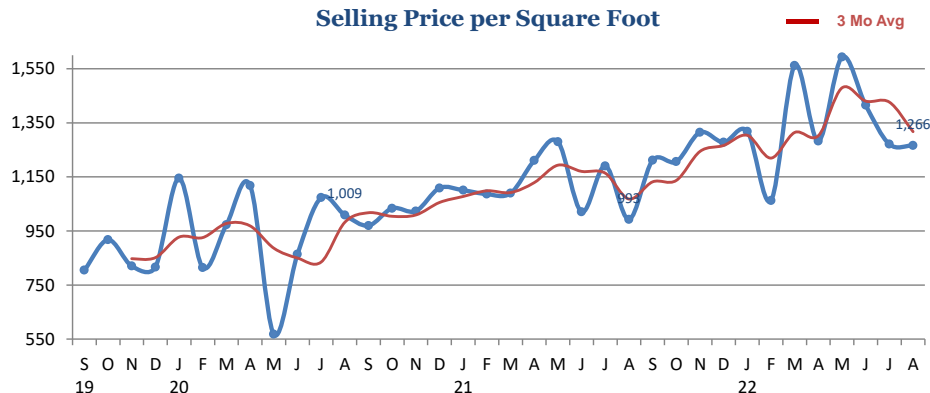
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$1,266 was down 0.4% from \$1,271 last month and up 27.5% from 993 in August of last year.

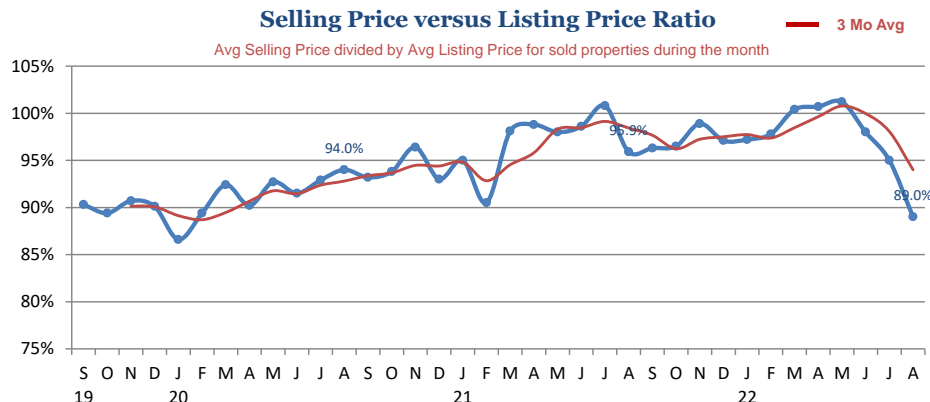
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 89.0% was down from 95.0% last month and down from 95.9% in August of last year.

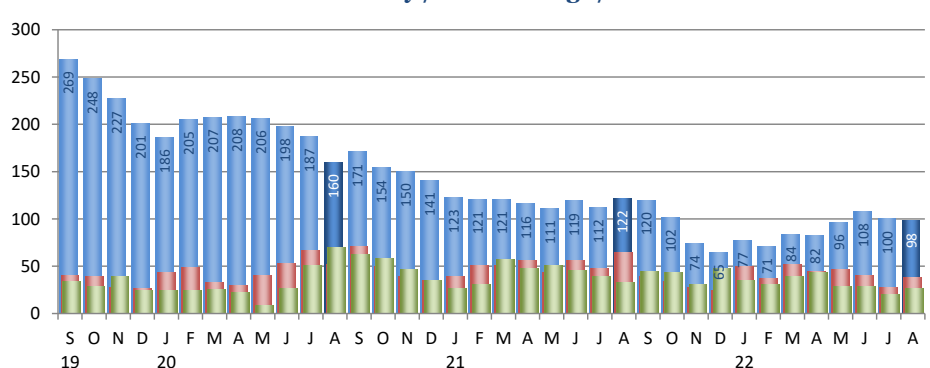
Selling Price versus Listing Price Ratio



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 August 2022 was 38, up 40.7% from 27 last month and down 41.5% from 65 in August of last year.

Inventory / New Listings / Sales

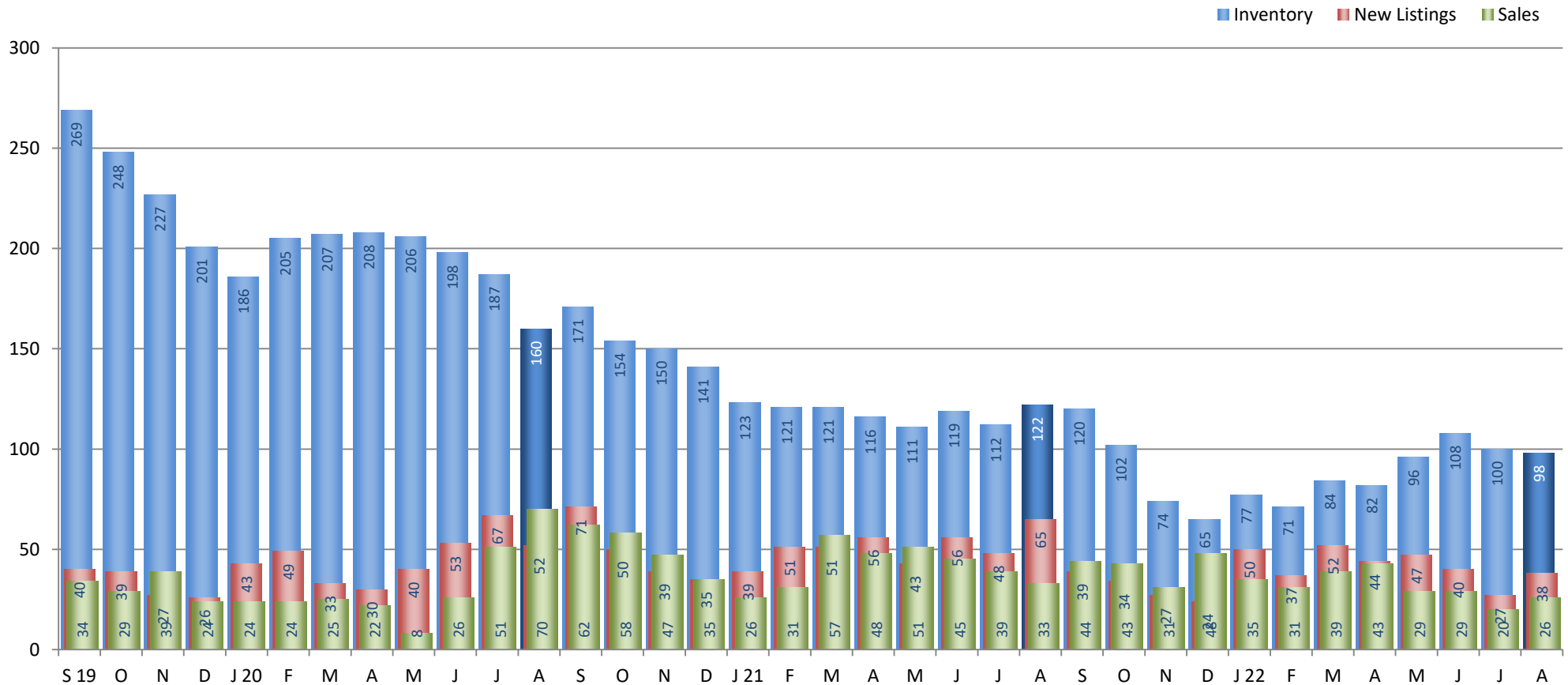




Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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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	\$1,407,500	13%		10%				
Average List Price of all Current Listings	\$1,847,196	7%		9%				
August Median Sales Price	\$840,000	-27%	-29%	-39%	-39%	\$1,312,500	0%	-5%
August Average Sales Price	\$1,110,400	-8%	-26%	-31%	-31%	\$1,759,343	17%	10%
Total Properties Currently for Sale (Inventory)	48	2%		20%				
August Number of Properties Sold	10	43%		-33%		74	-41%	
August Average Days on Market (Solds)	49	206%	7%	-26%	-48%	59	-42%	-37%
Asking Price per Square Foot (based on New Listings)	\$966	7%	10%	19%	36%	\$818	18%	15%
August Sold Price per Square Foot	\$739	-2%	2%	0%	10%	\$749	16%	12%
August Month's Supply of Inventory	4.8	-29%	-12%	80%	51%	4.4	33%	37%
August Sale Price vs List Price Ratio	92.2%	-5.2%	-4.0%	-4.6%	-2.4%	96.2%	2%	2%

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

Property Sales

August Property sales were 10, down 33.3% from 15 in August of 2021 and 42.9% higher than the 7 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 74 are running 41.3% behind last year's year-to-date sales of 126.

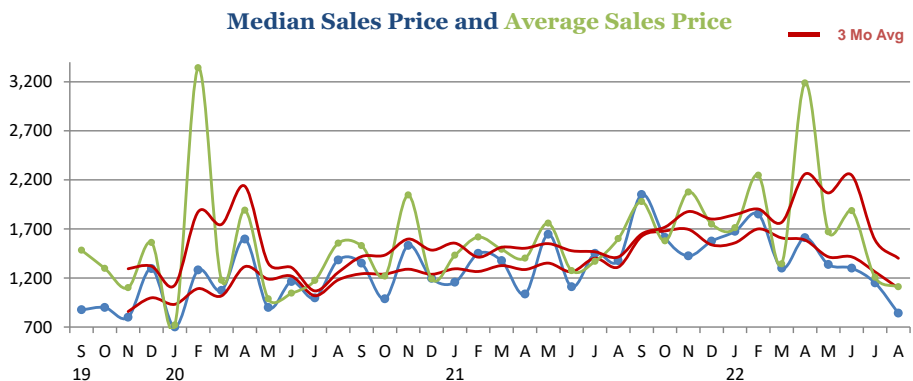
Number of Properties Sold



Prices

The Median Sales Price in August was \$840,000, down 38.9% from \$1,375,000 in August of 2021 and down 27.0% from \$1,150,000 last month. The Average Sales Price in August was \$1,110,400, down 30.6% from \$1,599,637 in August of 2021 and down 7.9% from \$1,205,857 last month. August 2022 ASP was at the lowest level compared to August of 2021 and 2020.

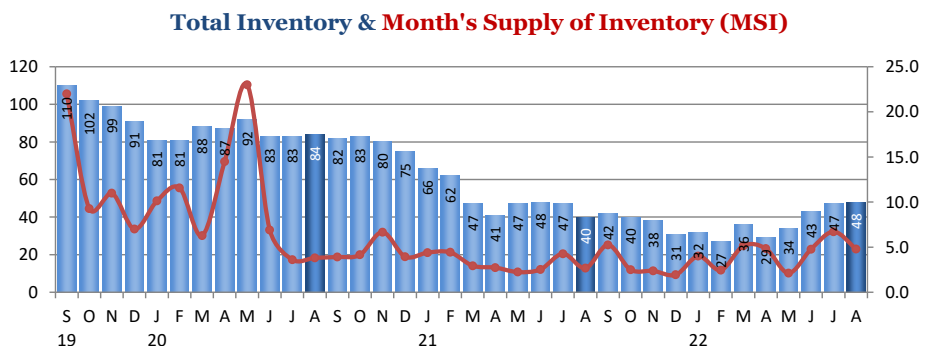
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 48, up 2.1% from 47 last month and up 20.0% from 40 in August of last year. August 2022 Inventory was at a mid level compared with August 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 August 2022 MSI of 4.8 months was at its highest level compared with August of 2021 and 2020.



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 August was 49, up 206.3% from 16 days last month and down 25.8% from 66 days in August of last year. The August 2022 DOM was at its lowest level compared with August of 2021 and 2020.

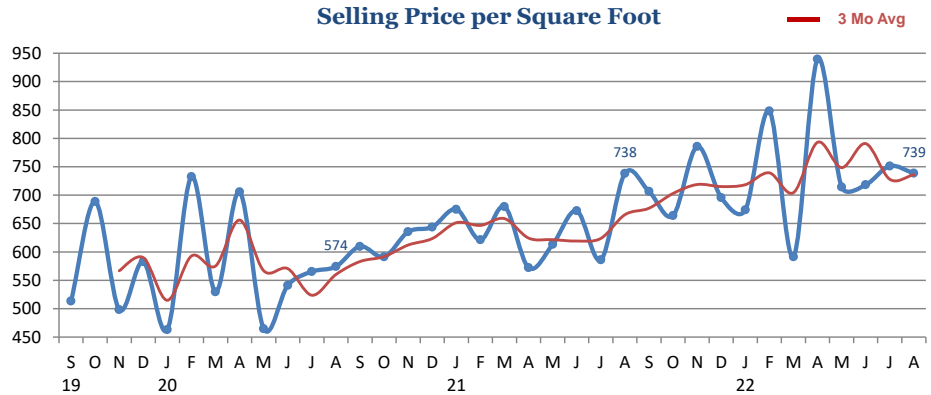
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$739 was down 1.7% from \$751 last month and up 0.0% from 738 in August 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 August 2022 Selling Price vs Original List Price of 92.2% was down from 97.3% last month and down from 96.6% in August 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 August 2022 was 12, down 29.4% from 17 last month and down 20.0% from 15 in August of last year.

Inventory / New Listings / Sales

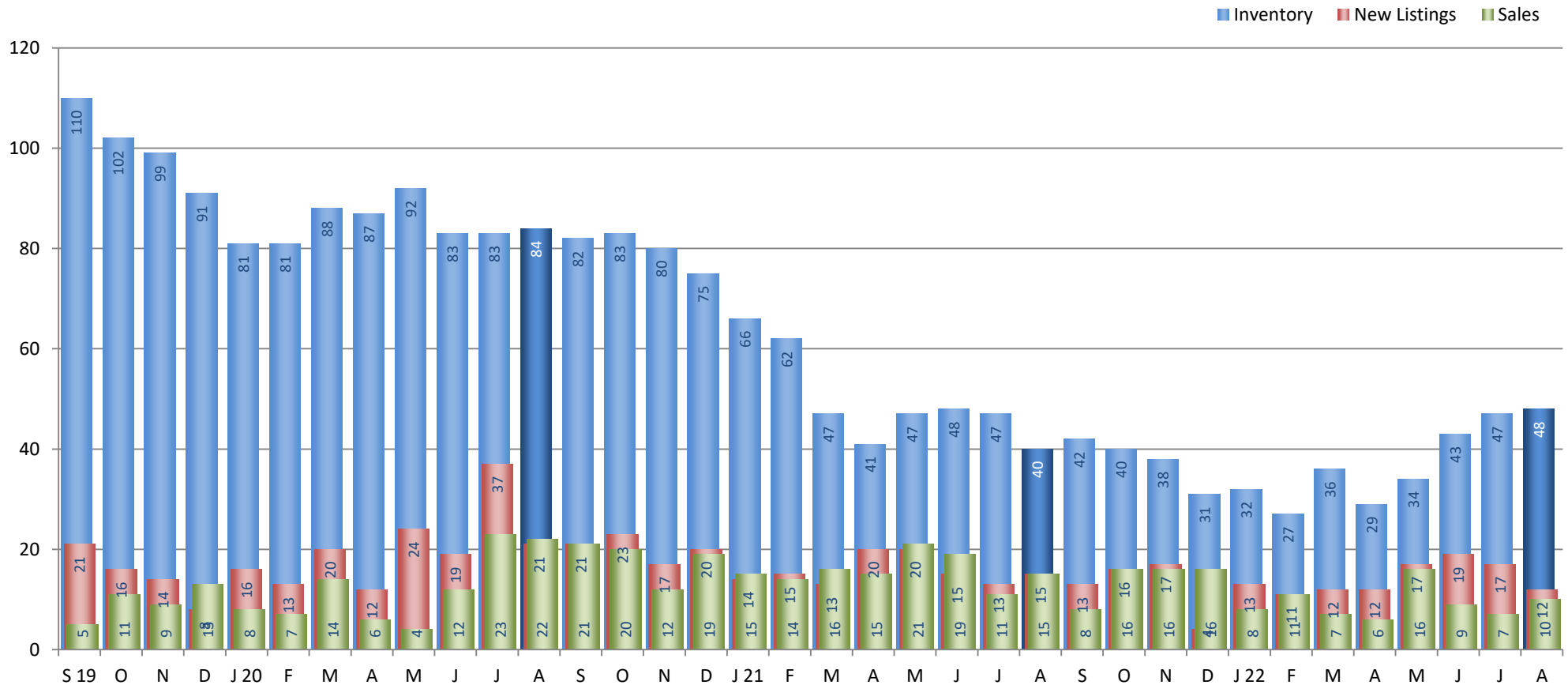




Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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Market Action Report

August 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpasso



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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	\$4,250,000	16%		79%				
Average List Price of all Current Listings	\$8,420,963	12%		96%				
August Median Sales Price	\$3,425,000	226%	0%	140%	63%	\$3,100,000	54%	48%
August Average Sales Price	\$3,776,250	260%	-7%	79%	11%	\$4,345,764	54%	28%
Total Properties Currently for Sale (Inventory)	27	-10%		-39%				
August Number of Properties Sold	4	100%		-50%		37	-23%	
August Average Days on Market (Solds)	129	821%	-9%	-10%	12%	154	12%	34%
Asking Price per Square Foot (based on New Listings)	\$2,459	77%	11%	-3%	49%	\$2,170	37%	32%
August Sold Price per Square Foot	\$1,030	38%	-34%	3%	-12%	\$1,732	54%	48%
August Month's Supply of Inventory	6.8	-55%	-36%	23%	-20%	8.0	4%	-5%
August Sale Price vs List Price Ratio	85.6%	#####	-9.9%	-2.4%	-8.0%	96.7%	4%	4%

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

Property Sales

August Property sales were 4, down 50.0% from 8 in August of 2021 and 100.0% higher than the 2 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 37 are running 22.9% behind last year's year-to-date sales of 48.

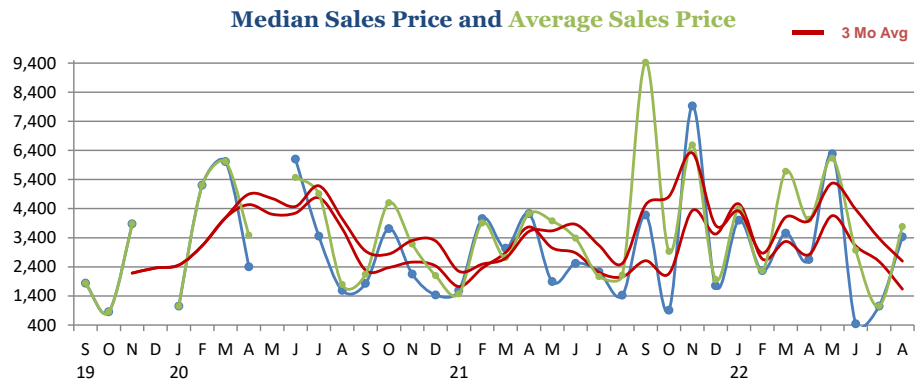
Number of Properties Sold



Prices

The Median Sales Price in August was \$3,425,000, up 140.4% from \$1,425,000 in August of 2021 and up 226.2% from \$1,050,000 last month. The Average Sales Price in August was \$3,776,250, up 79.4% from \$2,105,500 in August of 2021 and up 259.6% from \$1,050,000 last month. August 2022 ASP was at the highest level compared to August of 2021 and 2020.

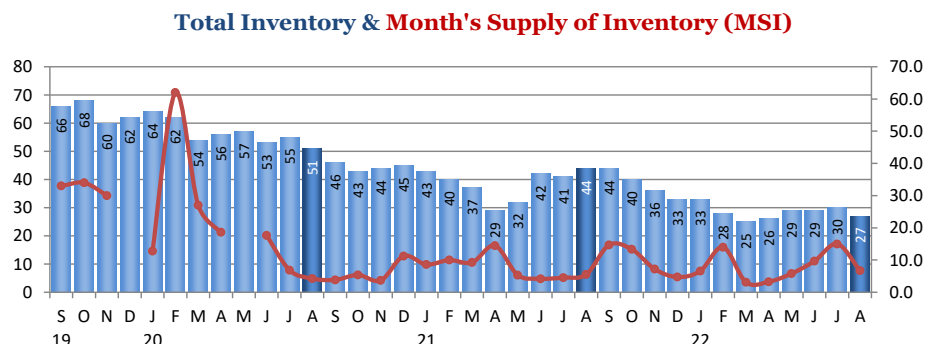
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 27, down 10.0% from 30 last month and down 38.6% from 44 in August of last year. August 2022 Inventory was at its lowest level compared with August 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 August 2022 MSI of 6.8 months was at its highest level compared with August of 2021 and 2020.

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpasso



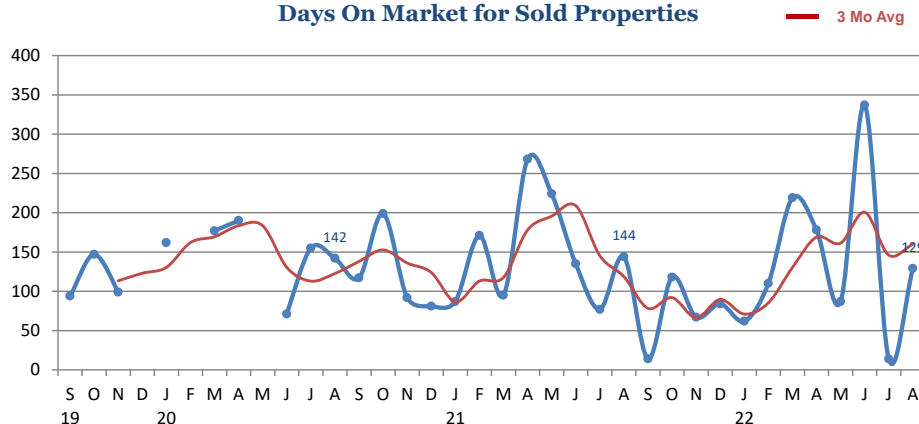
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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 August was 129, up 821.4% from 14 days last month and down 10.4% from 144 days in August of last year. The August 2022 DOM was at its lowest level compared with August of 2021 and 2020.

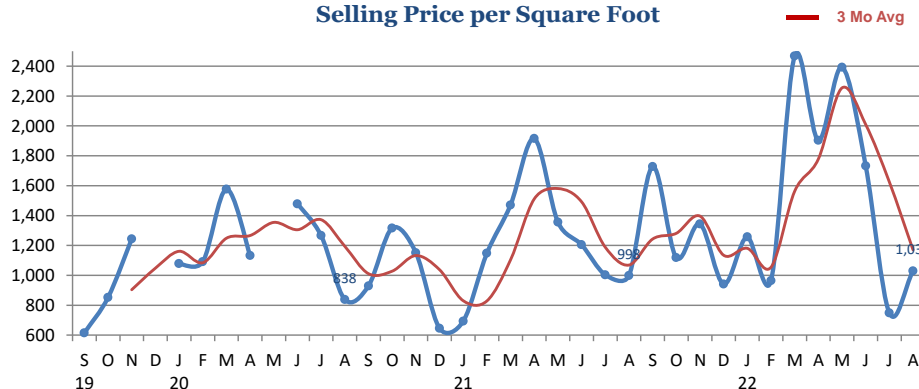
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$1,030 was up 37.6% from \$748 last month and up 3.2% from 998 in August of last year.

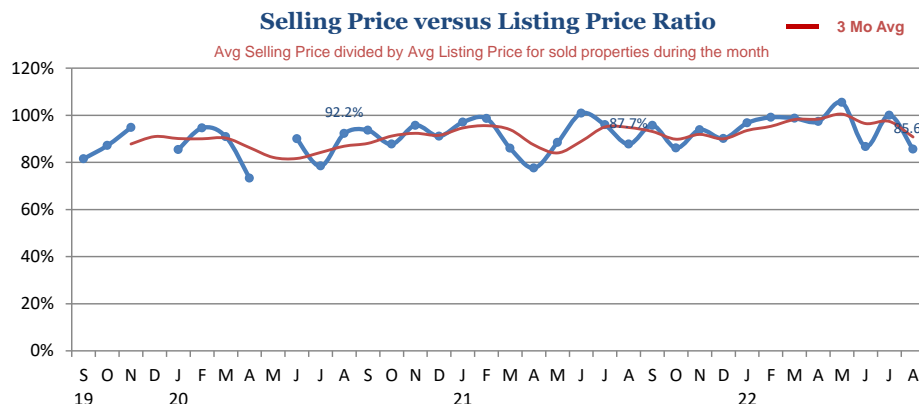
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 85.6% was down from 100.0% last month and down from 87.7% in August of last year.

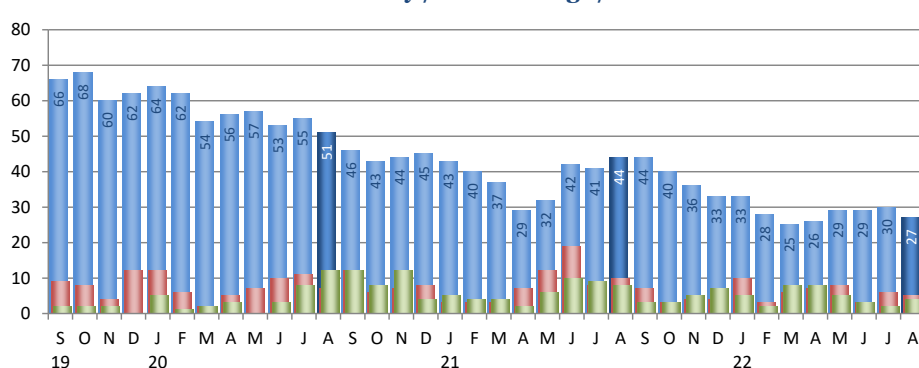
Selling Price versus Listing Price Ratio



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 August 2022 was 5, down 16.7% from 6 last month and down 50.0% from 10 in August of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

August 2022

MLS Area: Carmel Meadows #151, Point Lobos #152, Highlands Inn #154, Malpasso

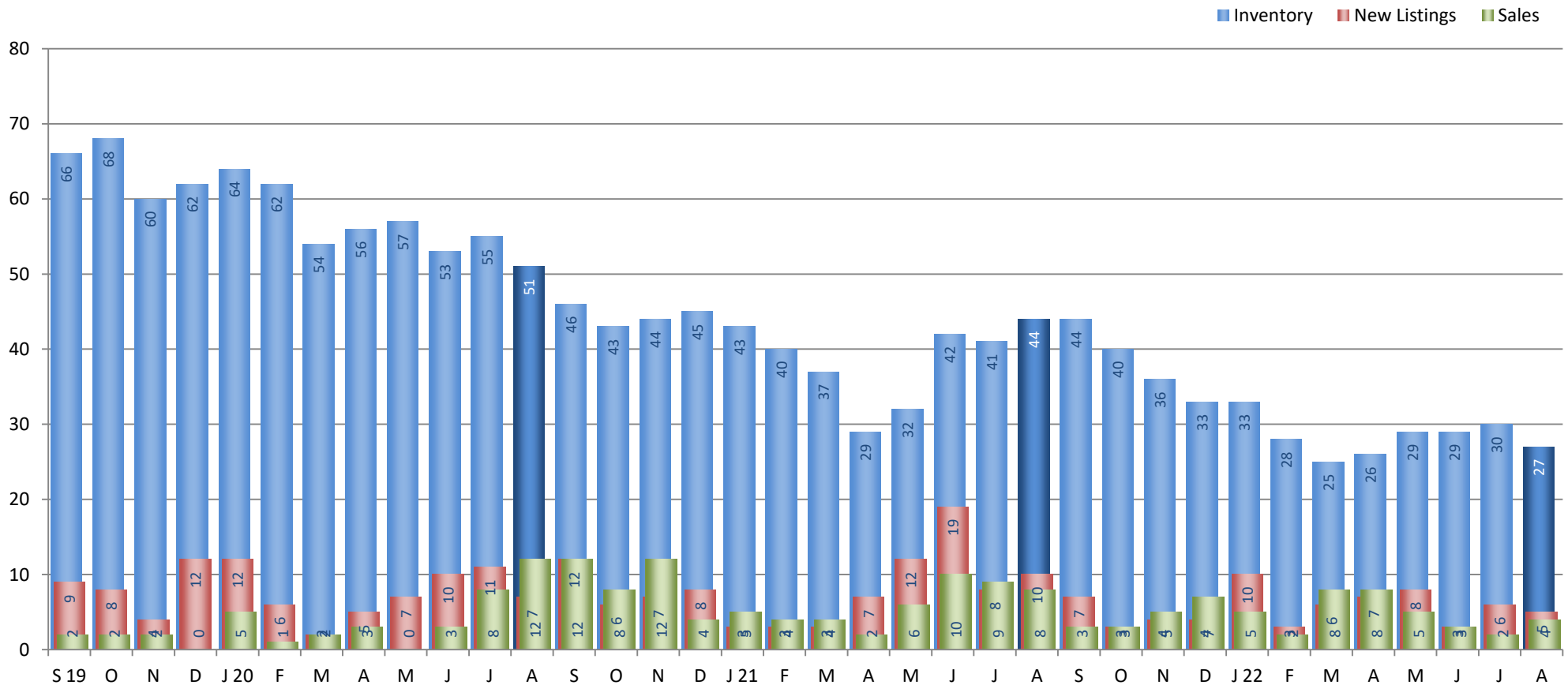


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Price Range: All | Properties: SFH - Condo - TwnHm - MUL

Inventory / New Listings / Sales

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Market Profile & Trends Overview

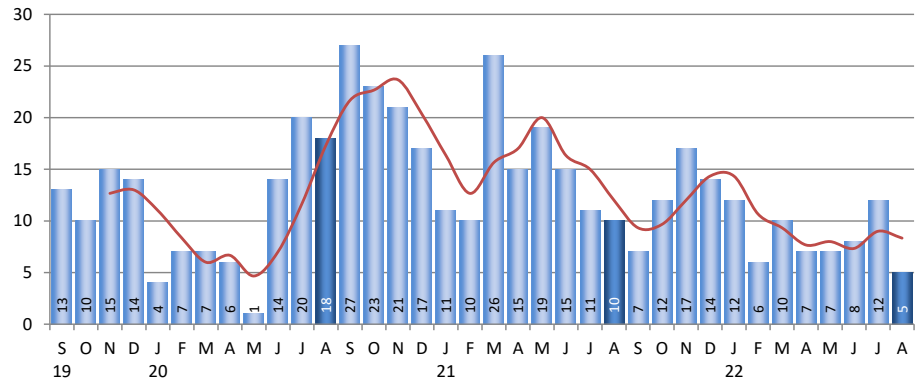
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		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$4,074,500	-16%		-34%				
Average List Price of all Current Listings	\$8,002,961	12%		-11%				
August Median Sales Price	\$4,200,000	120%	24%	53%	51%	\$3,150,000	13%	13%
August Average Sales Price	\$4,560,674	49%	-3%	42%	9%	\$5,695,635	33%	36%
Total Properties Currently for Sale (Inventory)	34	6%		-21%				
August Number of Properties Sold	5	-58%		-50%		67	-43%	
August Average Days on Market (Solds)	39	63%	-7%	22%	-20%	37	-18%	-24%
Asking Price per Square Foot (based on New Listings)	\$1,416	0%	8%	-1%	6%	\$1,394	7%	4%
August Sold Price per Square Foot	\$1,660	49%	18%	68%	47%	\$1,429	30%	26%
August Month's Supply of Inventory	6.8	155%	56%	58%	147%	3.4	19%	23%
August Sale Price vs List Price Ratio	92.1%	-7.9%	-7.3%	-7.5%	-4.7%	98.9%	1%	2%

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Property Sales

August Property sales were 5, down 50.0% from 10 in August of 2021 and 58.3% lower than the 12 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 67 are running 42.7% behind last year's year-to-date sales of 117.

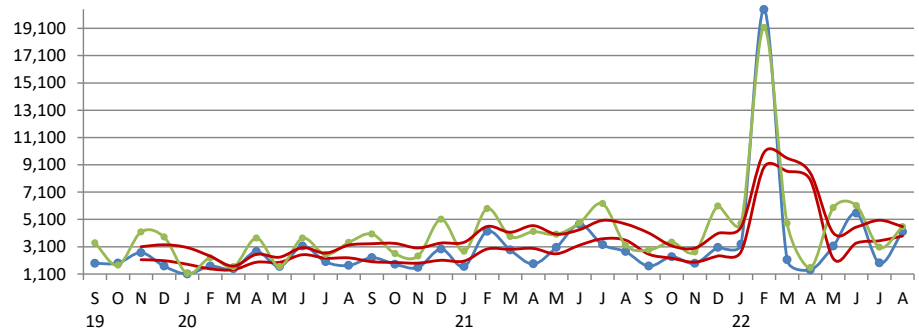
Number of Properties Sold



Prices

The Median Sales Price in August was \$4,200,000, up 53.4% from \$2,737,500 in August of 2021 and up 120.0% from \$1,908,750 last month. The Average Sales Price in August was \$4,560,674, up 41.9% from \$3,214,000 in August of 2021 and up 49.0% from \$3,060,458 last month. August 2022 ASP was at the highest level compared to August of 2021 and 2020.

Median Sales Price and Average Sales Price

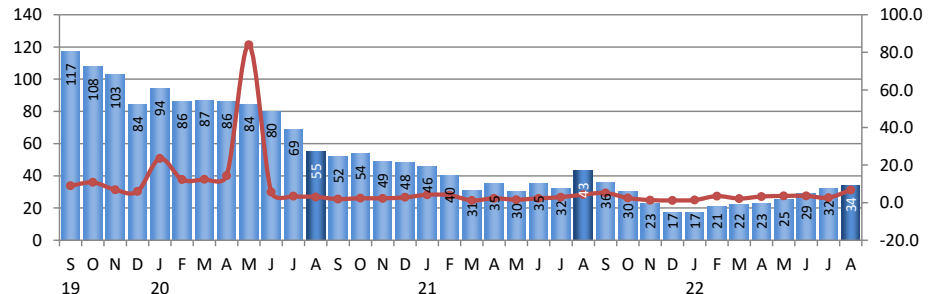


Inventory & MSI

The Total Inventory of Properties available for sale as of August was 34, up 6.3% from 32 last month and down 20.9% from 43 in August of last year. August 2022 Inventory was at its lowest level compared with August 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 August 2022 MSI of 6.8 months was at its highest level compared with August of 2021 and 2020.

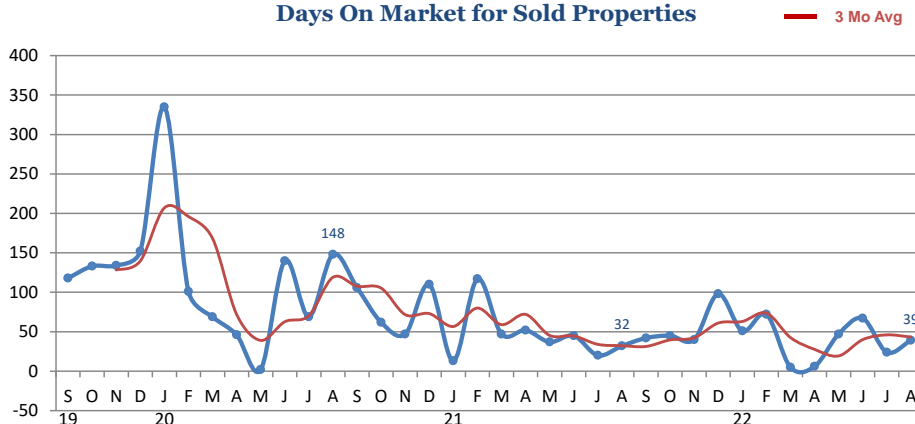




Market Time

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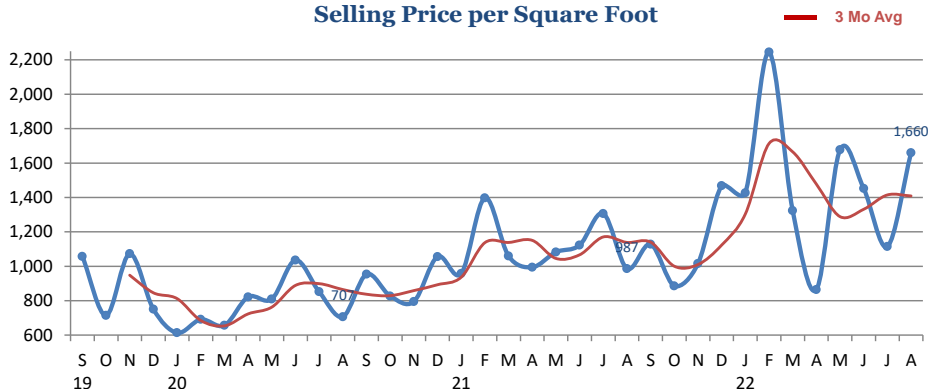
Days On Market for Sold Properties



Selling Price per Square Foot

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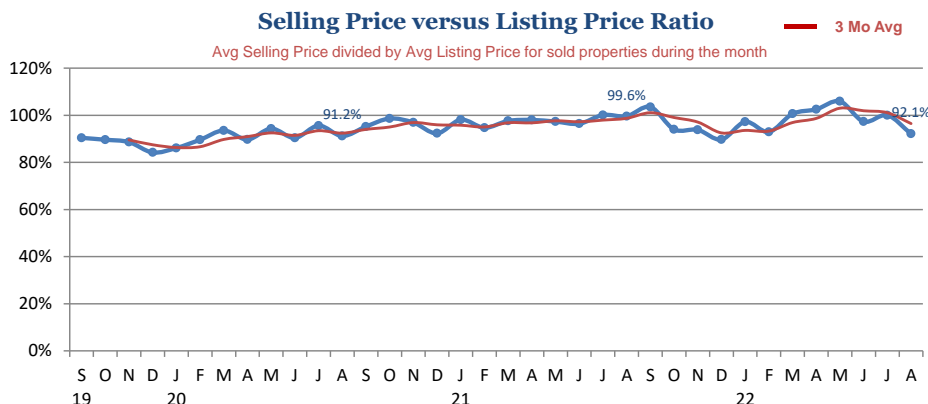
Selling Price per Square Foot



Selling Price vs Original Listings Price

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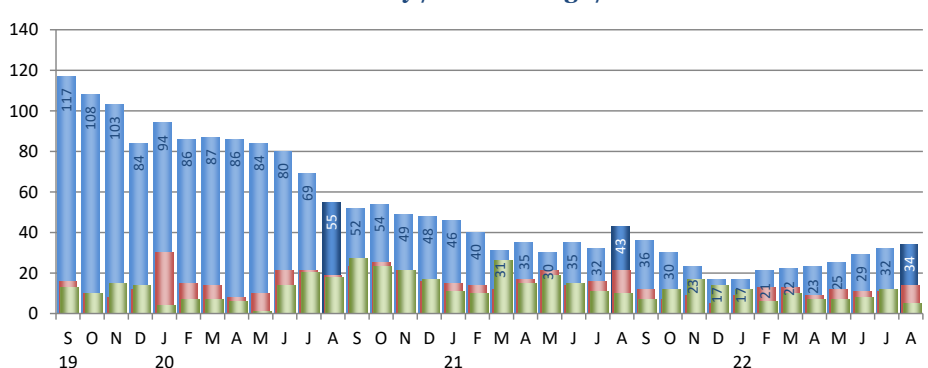
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

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Inventory / New Listings / Sales

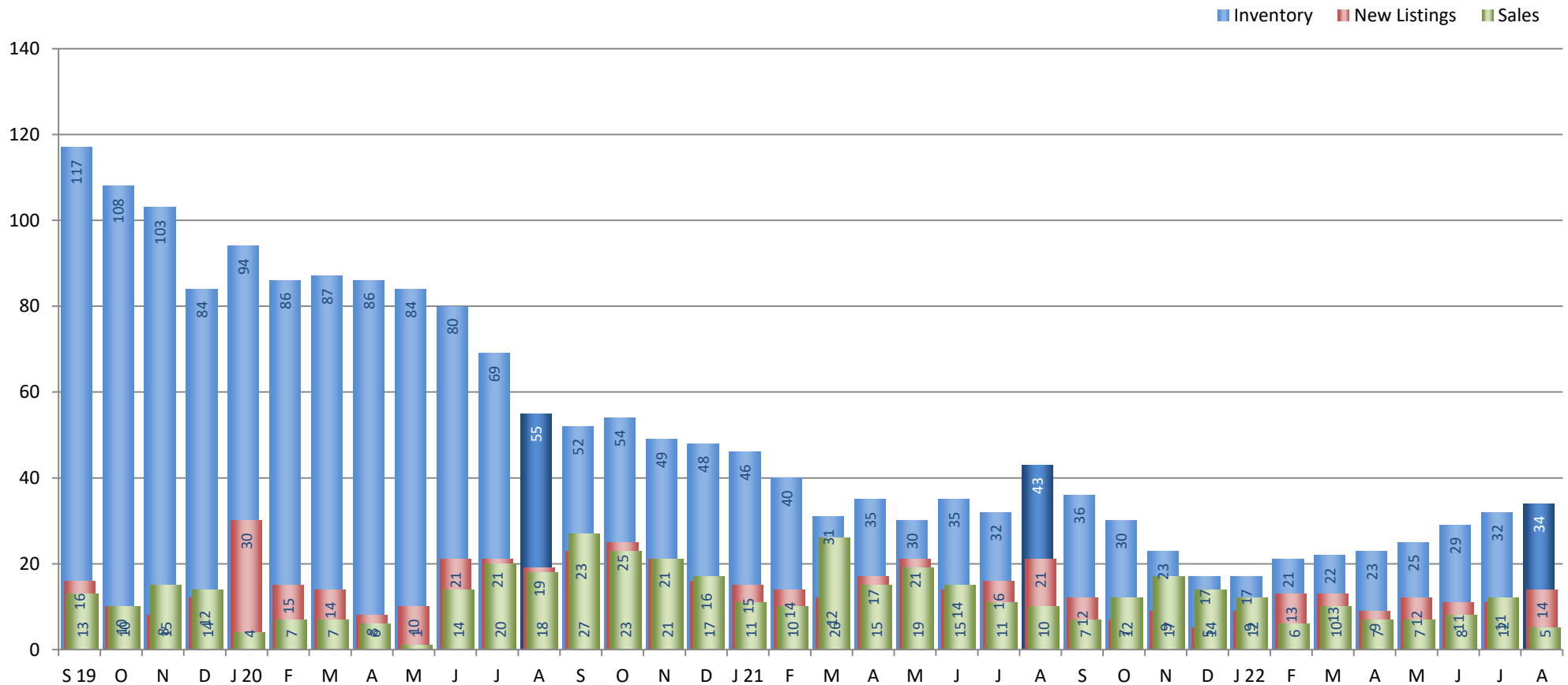




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Inventory / New Listings / Sales

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 August 2022 was 14, up 27.3% from 11 last month and down 33.3% from 21 in August of last year.



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

Market Profile & Trends Overview

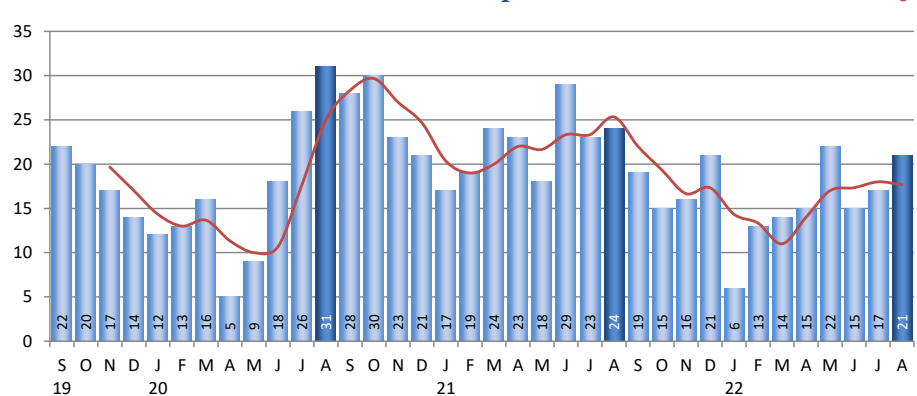
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,630,000	0%		36%				
Average List Price of all Current Listings	\$2,170,958	8%		82%				
August Median Sales Price	\$1,275,000	-11%	-8%	-6%	0%	\$1,390,000	7%	9%
August Average Sales Price	\$1,358,708	-24%	-12%	-12%	-8%	\$1,623,975	12%	10%
Total Properties Currently for Sale (Inventory)	30	-17%		25%				
August Number of Properties Sold	21	24%		-13%		123	-31%	
August Average Days on Market (Solds)	24	-71%	-27%	-45%	-29%	32	-14%	-6%
Asking Price per Square Foot (based on New Listings)	\$923	1%	-10%	-7%	-4%	\$1,021	7%	7%
August Sold Price per Square Foot	\$994	-18%	-4%	-7%	3%	\$1,038	10%	8%
August Month's Supply of Inventory	1.4	-33%	-29%	43%	5%	1.5	1%	11%
August Sale Price vs List Price Ratio	96.8%	-1.9%	-3.7%	-7.2%	-3.4%	101.1%	0%	1%

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

Property Sales

August Property sales were 21, down 12.5% from 24 in August of 2021 and 23.5% higher than the 17 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 123 are running 30.5% behind last year's year-to-date sales of 177.

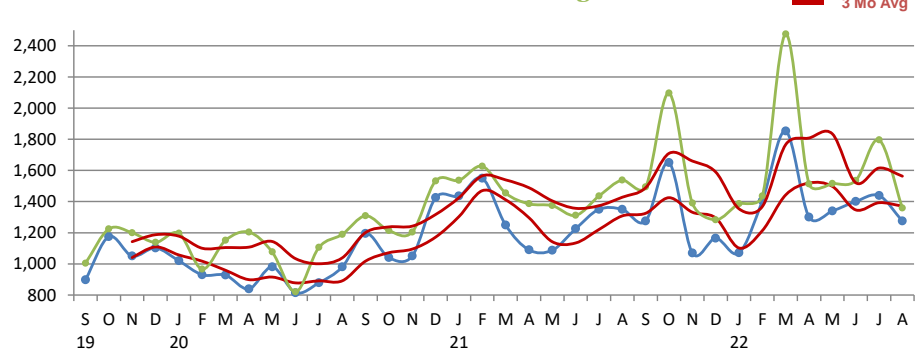
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,275,000, down 5.5% from \$1,349,500 in August of 2021 and down 11.3% from \$1,438,000 last month. The Average Sales Price in August was \$1,358,708, down 11.6% from \$1,537,600 in August of 2021 and down 24.3% from \$1,795,758 last month. August 2022 ASP was at a mid range compared to August of 2021 and 2020.

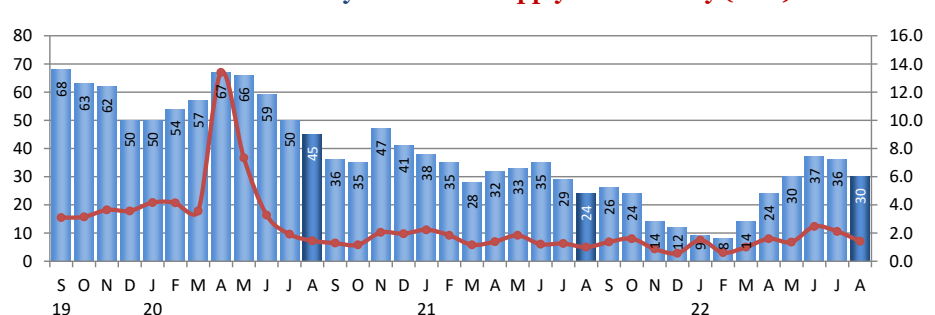
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 30, down 16.7% from 36 last month and up 25.0% from 24 in August of last year. August 2022 Inventory was at a mid level compared with August 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 August 2022 MSI of 1.4 months was at a mid level compared with August of 2021 and 2020.



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 August was 24, down 71.4% from 84 days last month and down 45.5% from 44 days in August of last year. The August 2022 DOM was at its lowest level compared with August of 2021 and 2020.

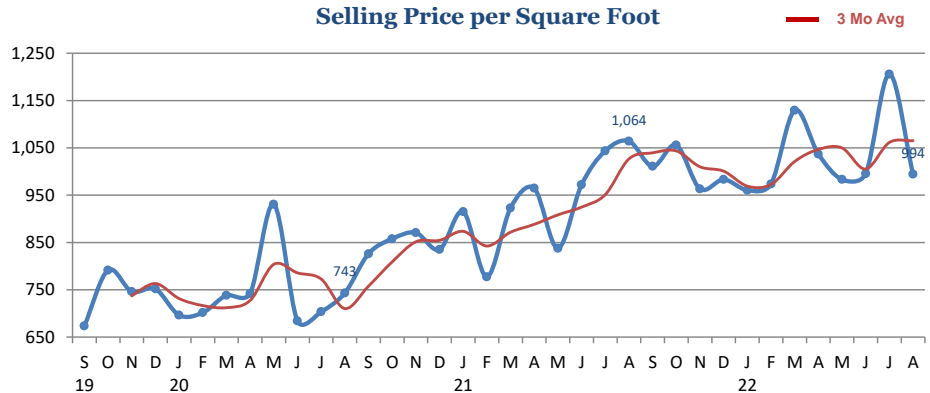
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$994 was down 17.5% from \$1,206 last month and down 6.6% from 1,064 in August of last year.

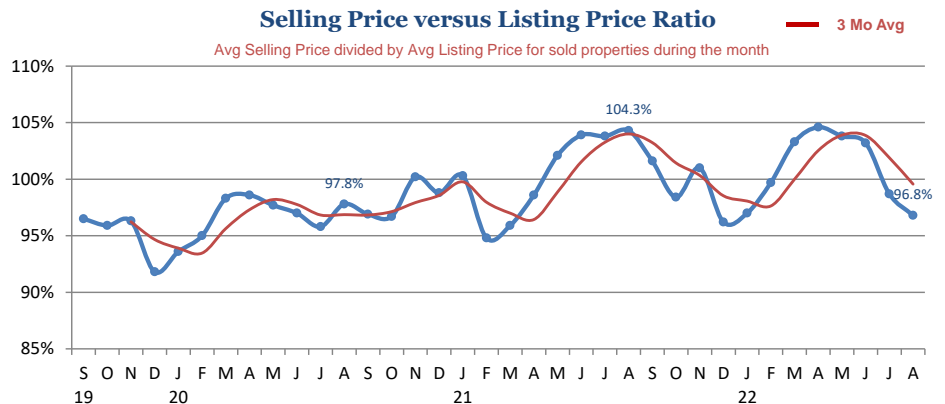
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 96.8% was down from 98.7% last month and down from 104.3% in August 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 August 2022 was 17, down 22.7% from 22 last month and down 10.5% from 19 in August of last year.

Inventory / New Listings / Sales

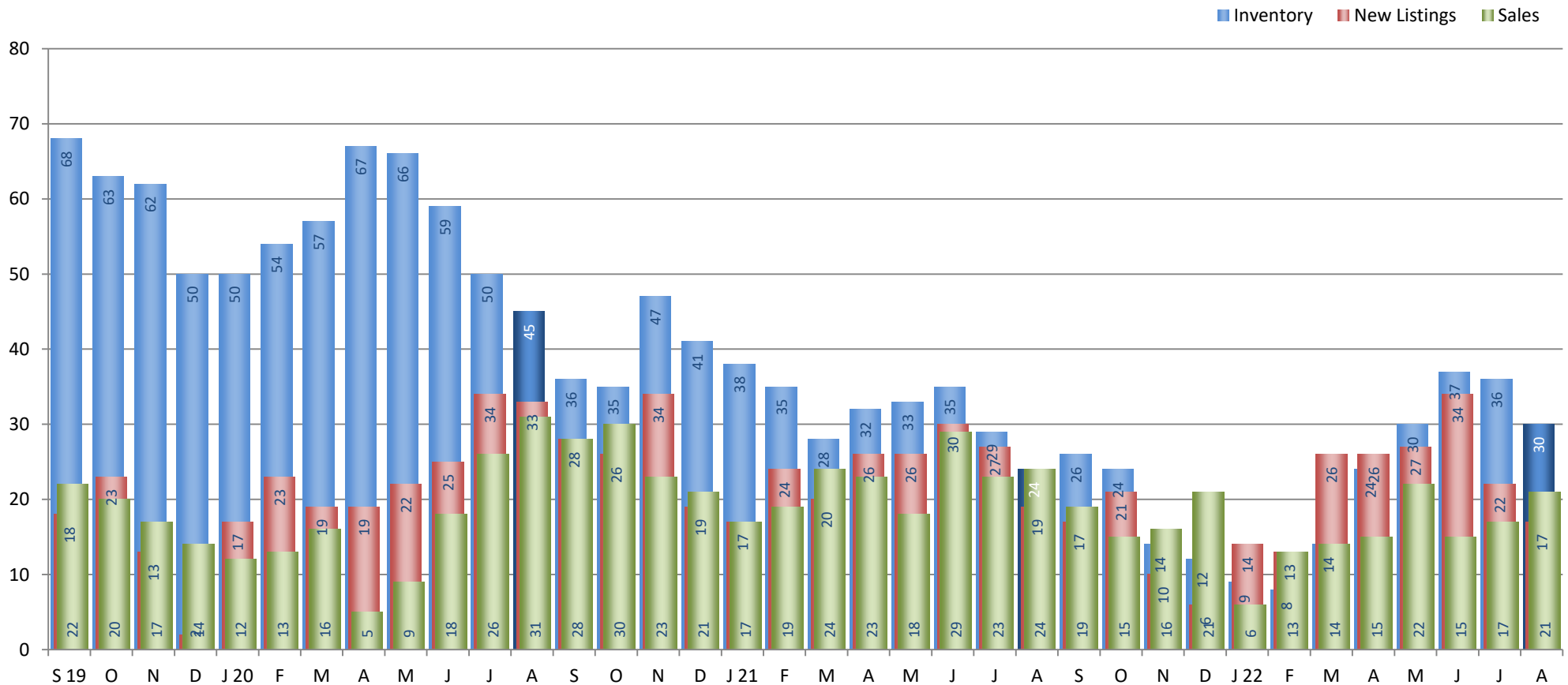




Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 August 2022 was 17, down 22.7% from 22 last month and down 10.5% from 19 in August of last year.



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

Market Profile & Trends Overview

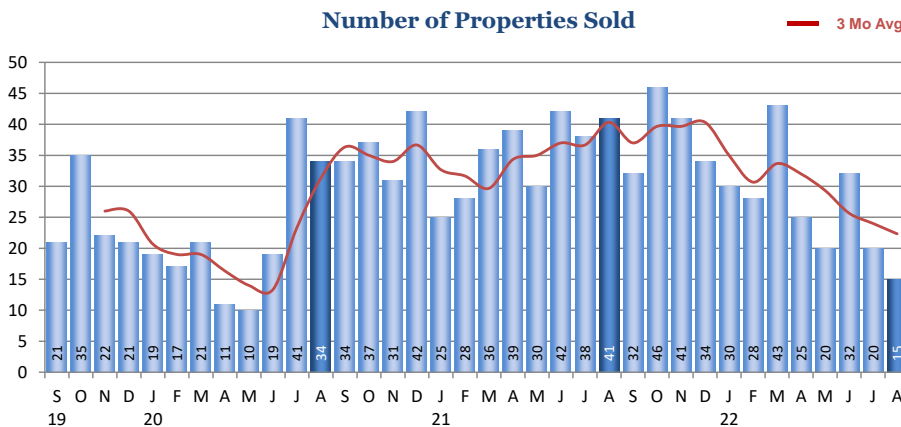
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,500,000	23%		8%				
Average List Price of all Current Listings	\$2,353,676	7%		19%				
August Median Sales Price	\$1,050,000	-16%	-5%	9%	8%	\$1,125,000	21%	16%
August Average Sales Price	\$1,026,590	-31%	-21%	-17%	-16%	\$1,342,707	18%	10%
Total Properties Currently for Sale (Inventory)	62	7%		-21%				
August Number of Properties Sold	15	-25%		-63%		213	-24%	
August Average Days on Market (Solds)	34	62%	-26%	79%	-15%	44	22%	10%
Asking Price per Square Foot (based on New Listings)	\$700	-3%	-14%	0%	3%	\$764	13%	12%
August Sold Price per Square Foot	\$799	10%	8%	15%	19%	\$719	9%	7%
August Month's Supply of Inventory	4.1	43%	44%	117%	105%	2.2	7%	9%
August Sale Price vs List Price Ratio	96.9%	-3.7%	-1.9%	-5.1%	-2.9%	98.8%	-1%	-1%

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

Property Sales

August Property sales were 15, down 63.4% from 41 in August of 2021 and 25.0% lower than the 20 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 213 are running 23.7% behind last year's year-to-date sales of 279.

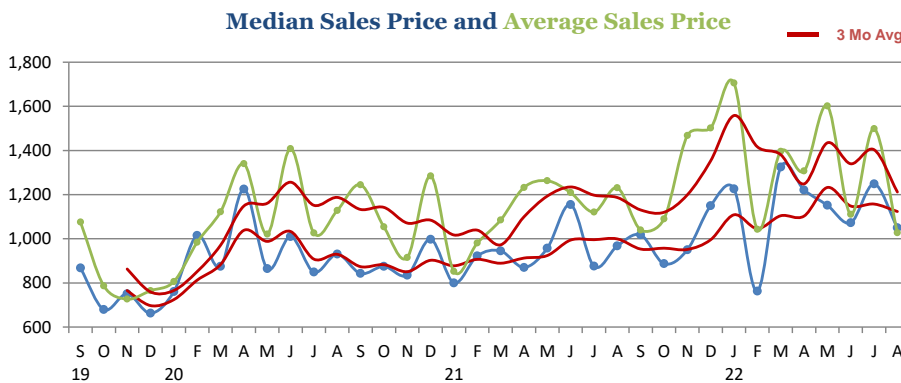
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,050,000, up 8.5% from \$967,500 in August of 2021 and down 15.9% from \$1,248,000 last month. The Average Sales Price in August was \$1,026,590, down 16.6% from \$1,230,591 in August of 2021 and down 31.5% from \$1,498,550 last month. August 2022 ASP was at the lowest level compared to August of 2021 and 2020.

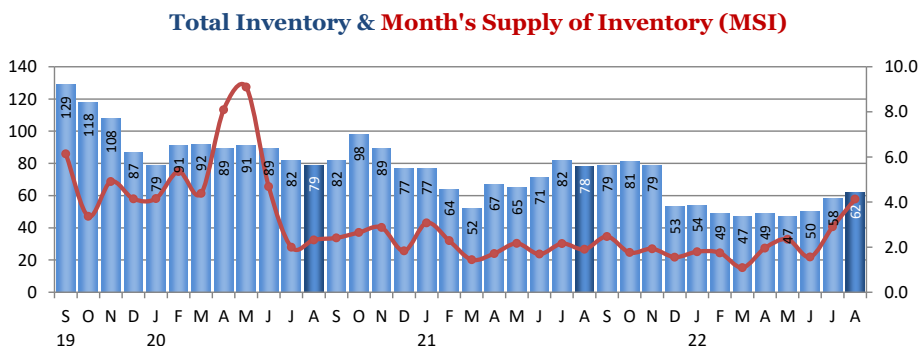
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 62, up 6.9% from 58 last month and down 20.5% from 78 in August of last year. August 2022 Inventory was at its lowest level compared with August of 2021 and 2020.

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



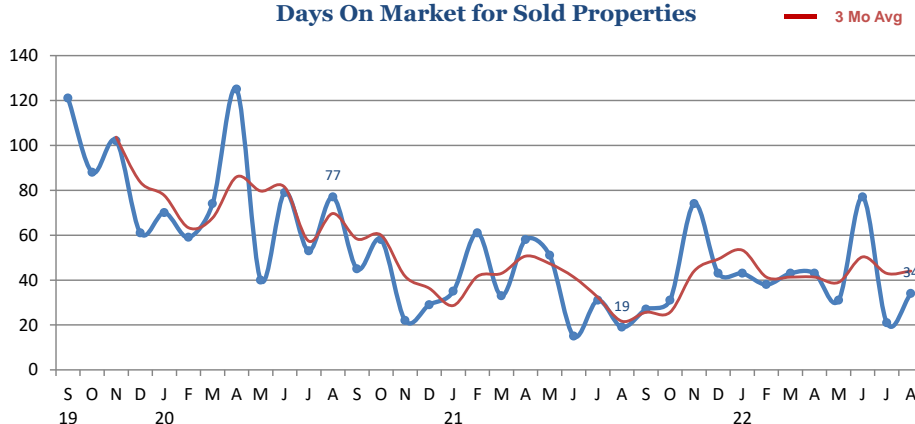
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2022 MSI of 4.1 months was at its highest level compared with August of 2021 and 2020.



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 August was 34, up 61.9% from 21 days last month and up 78.9% from 19 days in August of last year. The August 2022 DOM was at a mid level compared with August of 2021 and 2020.

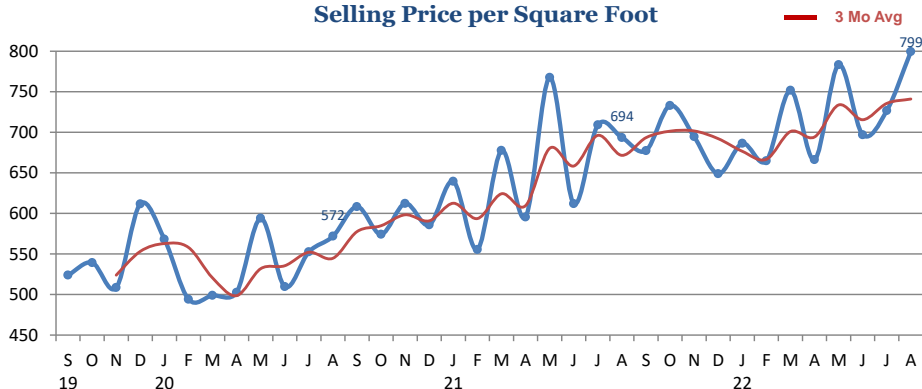
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$799 was up 10.0% from \$727 last month and up 15.2% from 694 in August of last year.

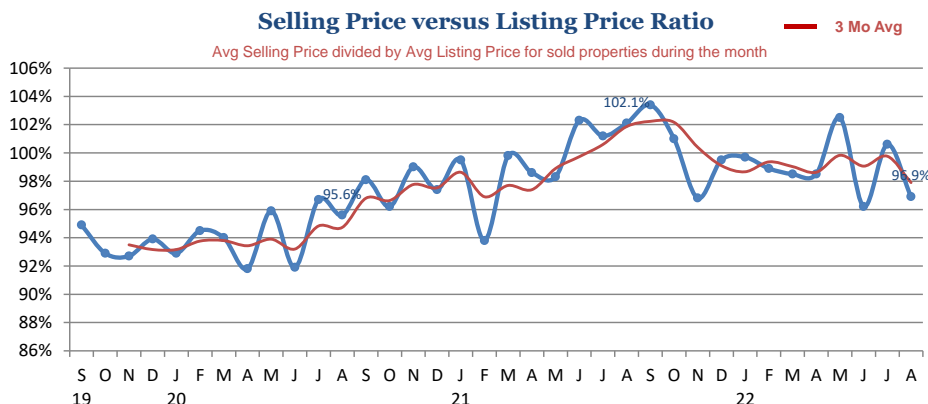
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 96.9% was down from 100.6% last month and down from 102.1% in August of last year.

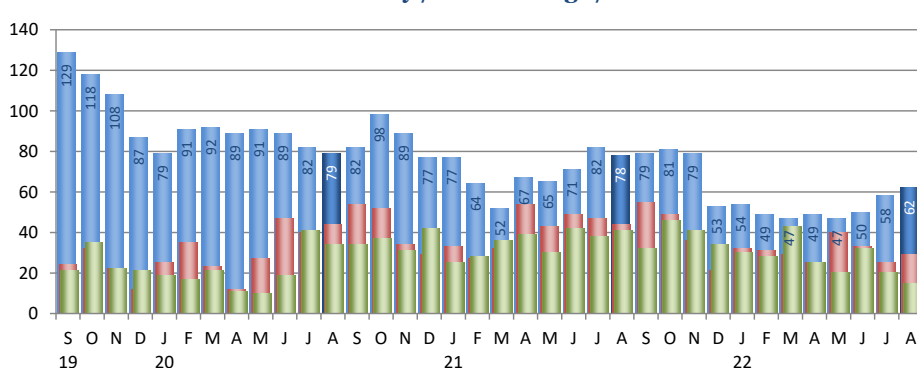
Selling Price versus Listing Price Ratio



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 August 2022 was 29, up 16.0% from 25 last month and down 34.1% from 44 in August of last year.

Inventory / New Listings / Sales



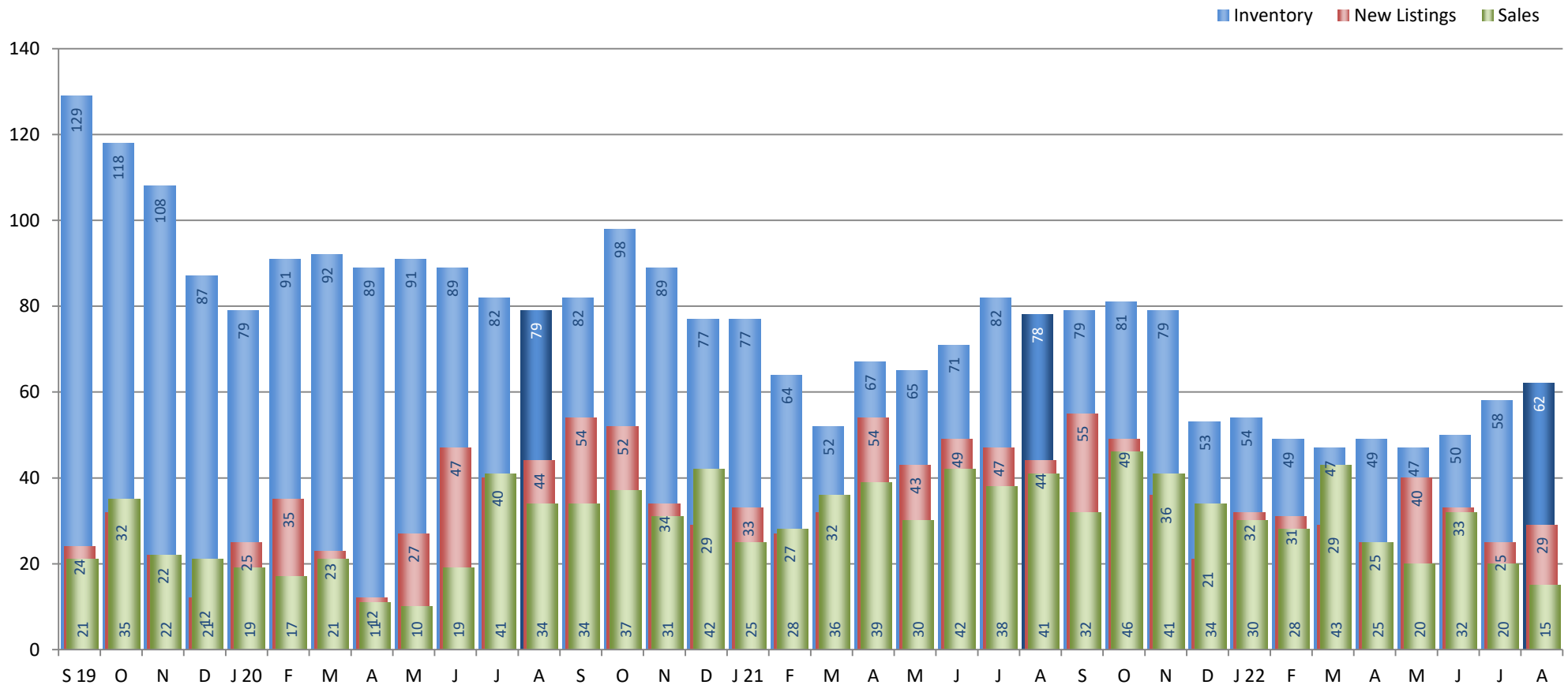
City: Monterey



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 August 2022 was 29, up 16.0% from 25 last month and down 34.1% from 44 in August of last year.



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Market Action Report

August 2022

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



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

Market Profile & Trends Overview

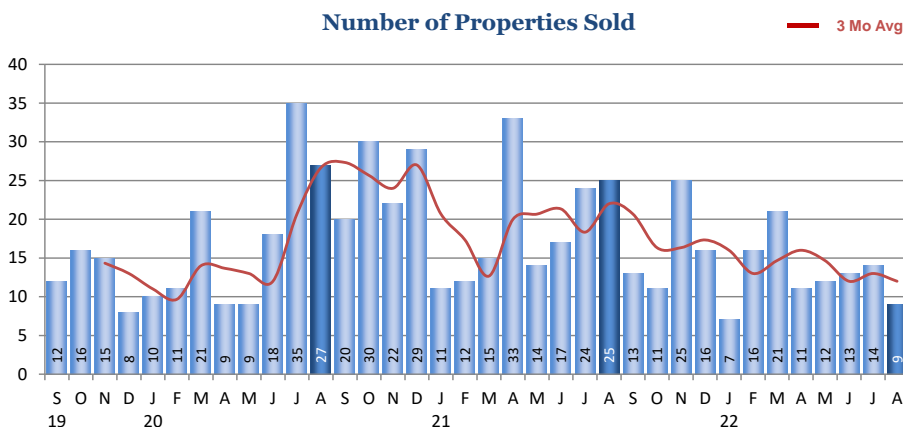
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,849,000	23%		24%				
Average List Price of all Current Listings	\$2,091,309	8%		8%				
August Median Sales Price	\$1,285,000	-20%	0%	12%	14%	\$1,278,000	28%	14%
August Average Sales Price	\$1,574,422	-10%	-3%	-8%	9%	\$1,532,521	14%	6%
Total Properties Currently for Sale (Inventory)	45	-4%		2%				
August Number of Properties Sold	9	-36%		-64%		103	-32%	
August Average Days on Market (Solds)	14	-39%	-55%	-74%	-79%	45	-26%	-32%
Asking Price per Square Foot (based on New Listings)	\$577	14%	0%	13%	-2%	\$702	42%	19%
August Sold Price per Square Foot	\$584	3%	6%	1%	15%	\$557	10%	9%
August Month's Supply of Inventory	5.0	49%	25%	184%	68%	3.4	9%	13%
August Sale Price vs List Price Ratio	100.1%	5.4%	3.1%	2.1%	2.6%	98.0%	-0%	0%

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

Property Sales

August Property sales were 9, down 64.0% from 25 in August of 2021 and 35.7% lower than the 14 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 103 are running 31.8% behind last year's year-to-date sales of 151.

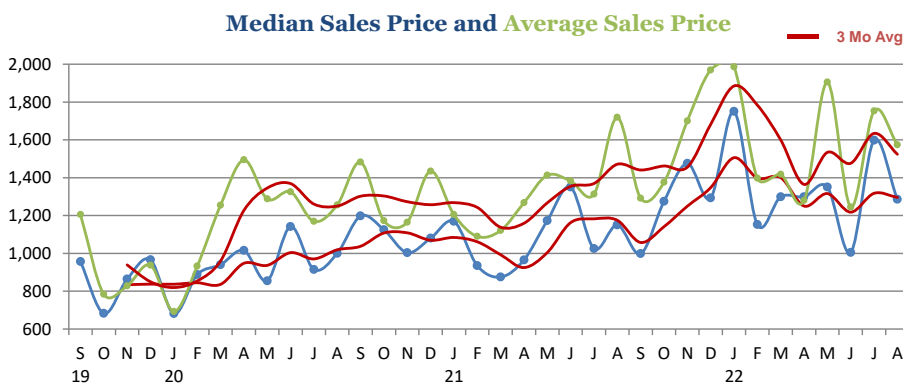
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,285,000, up 11.7% from \$1,150,000 in August of 2021 and down 19.6% from \$1,597,500 last month. The Average Sales Price in August was \$1,574,422, down 8.4% from \$1,718,574 in August of 2021 and down 10.2% from \$1,752,679 last month. August 2022 ASP was at a mid range compared to August of 2021 and 2020.

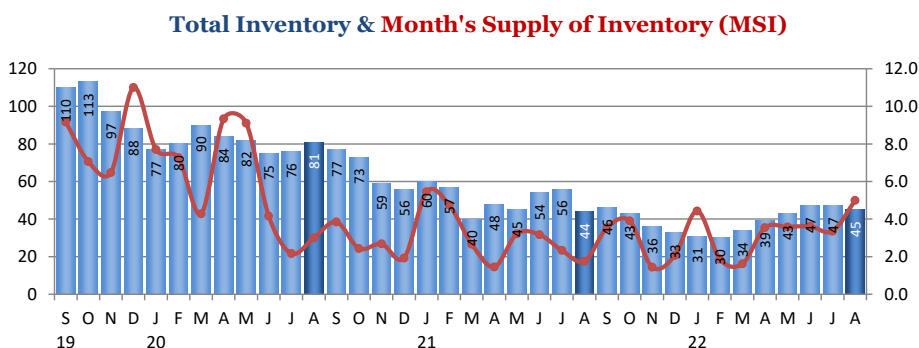
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 45, down 4.3% from 47 last month and up 2.3% from 44 in August of last year. August 2022 Inventory was at a mid level compared with August 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 August 2022 MSI of 5.0 months was at its highest level compared with August of 2021 and 2020.

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



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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 August was 14, down 39.1% from 23 days last month and down 73.6% from 53 days in August of last year. The August 2022 DOM was at its lowest level compared with August of 2021 and 2020.

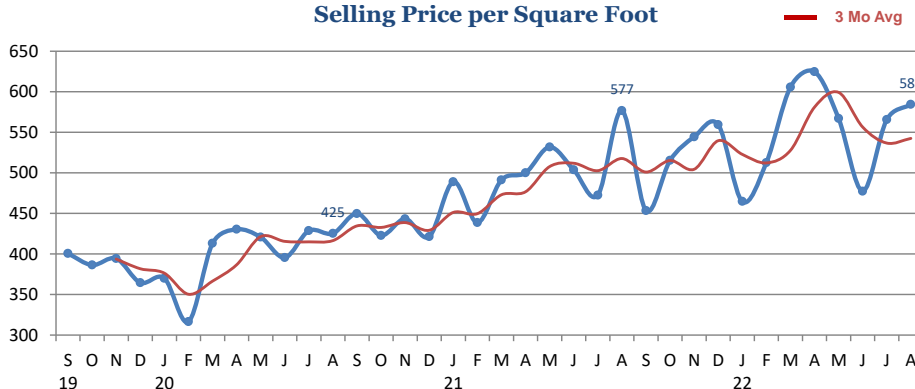
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$584 was up 3.3% from \$566 last month and up 1.3% from 577 in August of last year.

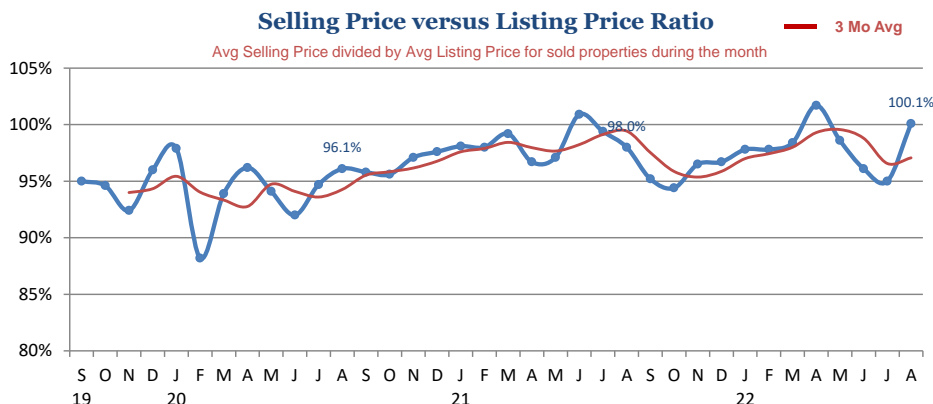
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 100.1% was up from 95.0% last month and up from 98.0% in August of last year.

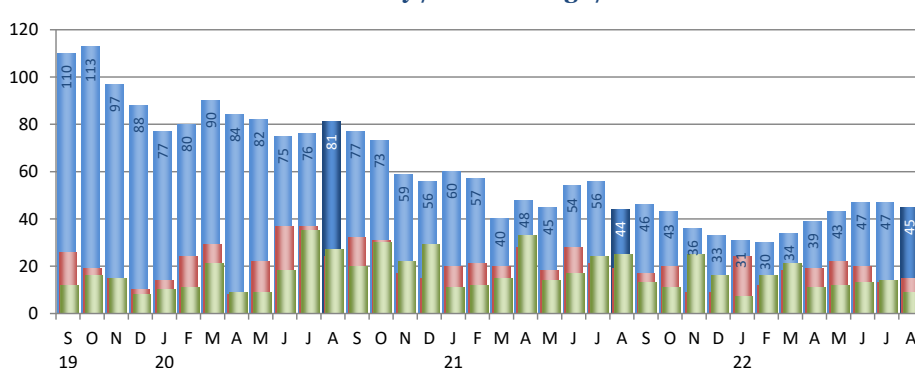
Selling Price versus Listing Price Ratio



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 August 2022 was 15, up 15.4% from 13 last month and down 21.1% from 19 in August of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

August 2022

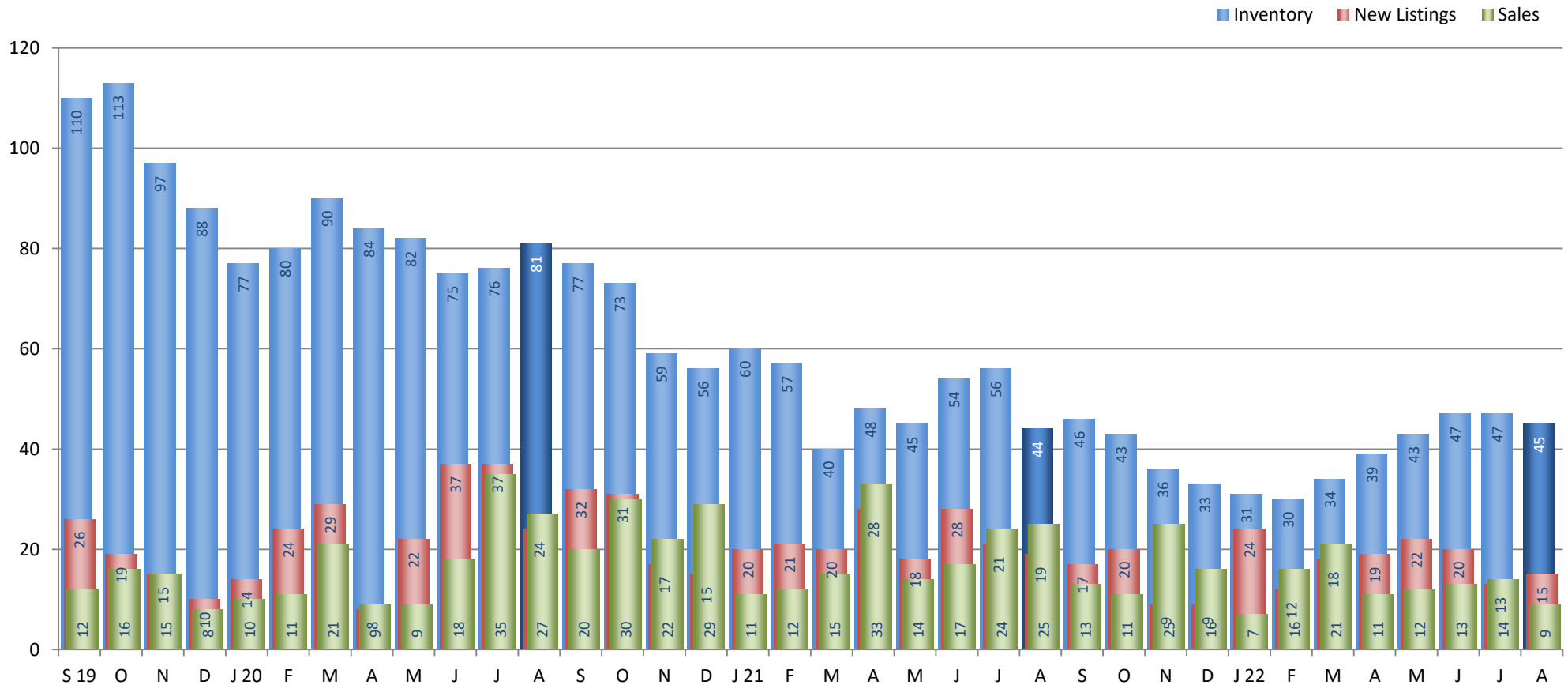
MLS Area: *Pasadena, Laguna Seca, Bay Ridge, Hidden Hill #75, Undeveloped Area*



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 August 2022 was 15, up 15.4% from 13 last month and down 21.1% from 19 in August 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	\$755,000	7%		17%				
Average List Price of all Current Listings	\$859,554	3%		33%				
August Median Sales Price	\$807,500	12%	4%	-4%	15%	\$769,000	12%	10%
August Average Sales Price	\$943,172	18%	11%	6%	29%	\$802,036	10%	9%
Total Properties Currently for Sale (Inventory)	23	-36%		-23%				
August Number of Properties Sold	14	56%		-22%		126	-2%	
August Average Days on Market (Solds)	42	17%	83%	320%	68%	24	9%	-4%
Asking Price per Square Foot (based on New Listings)	\$599	0%	-4%	3%	8%	\$627	18%	13%
August Sold Price per Square Foot	\$587	-4%	-6%	14%	7%	\$613	18%	12%
August Month's Supply of Inventory	1.6	-59%	-40%	-1%	26%	1.8	30%	40%
August Sale Price vs List Price Ratio	102.2%	14.4%	2.4%	-2.0%	1.2%	101.0%	0%	0%

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

Property Sales

August Property sales were 14, down 22.2% from 18 in August of 2021 and 55.6% higher than the 9 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 126 are running 1.6% behind last year's year-to-date sales of 128.

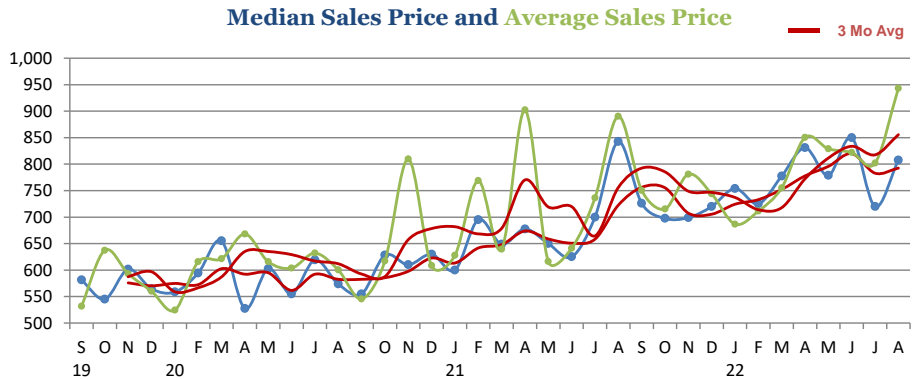
Number of Properties Sold



Prices

The Median Sales Price in August was \$807,500, down 4.2% from \$842,500 in August of 2021 and up 12.2% from \$720,000 last month. The Average Sales Price in August was \$943,172, up 5.9% from \$890,361 in August of 2021 and up 17.6% from \$801,804 last month. August 2022 ASP was at the highest level compared to August of 2021 and 2020.

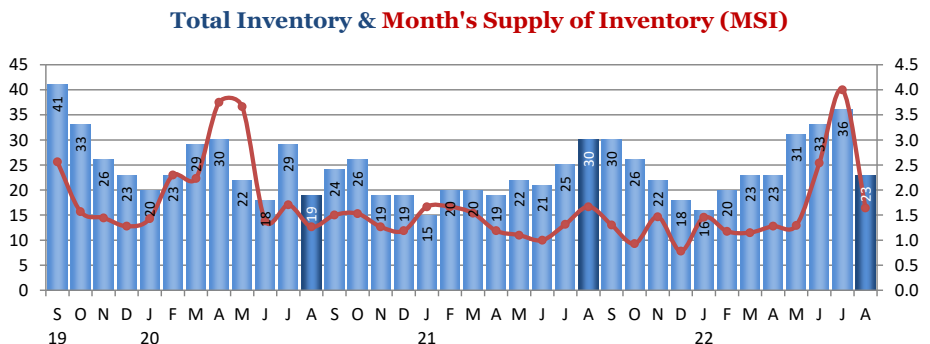
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 23, down 36.1% from 36 last month and down 23.3% from 30 in August of last year. August 2022 Inventory was at a mid level compared with August 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 August 2022 MSI of 1.6 months was at a mid level compared with August of 2021 and 2020.



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 August was 42, up 16.7% from 36 days last month and up 320.0% from 10 days in August of last year. The August 2022 DOM was at a mid level compared with August of 2021 and 2020.

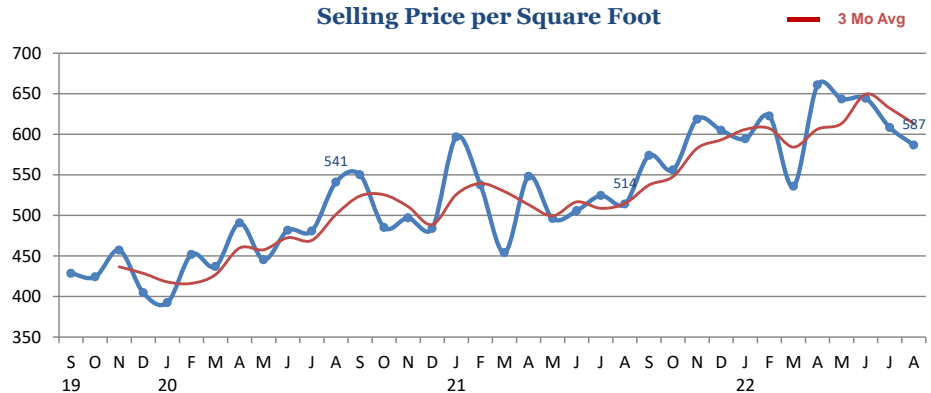
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$587 was down 3.6% from \$608 last month and up 14.1% from 514 in August of last year.

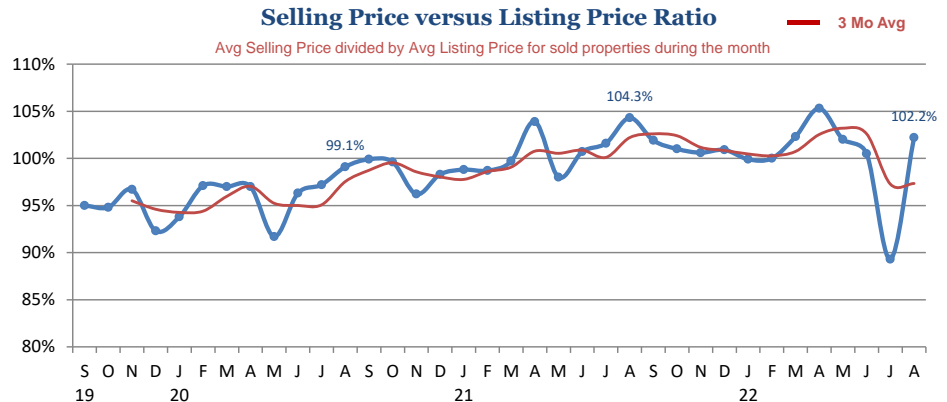
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 102.2% was up from 89.3% last month and down from 104.3% in August 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 August 2022 was 16, down 5.9% from 17 last month and down 42.9% from 28 in August of last year.

Inventory / New Listings / Sales

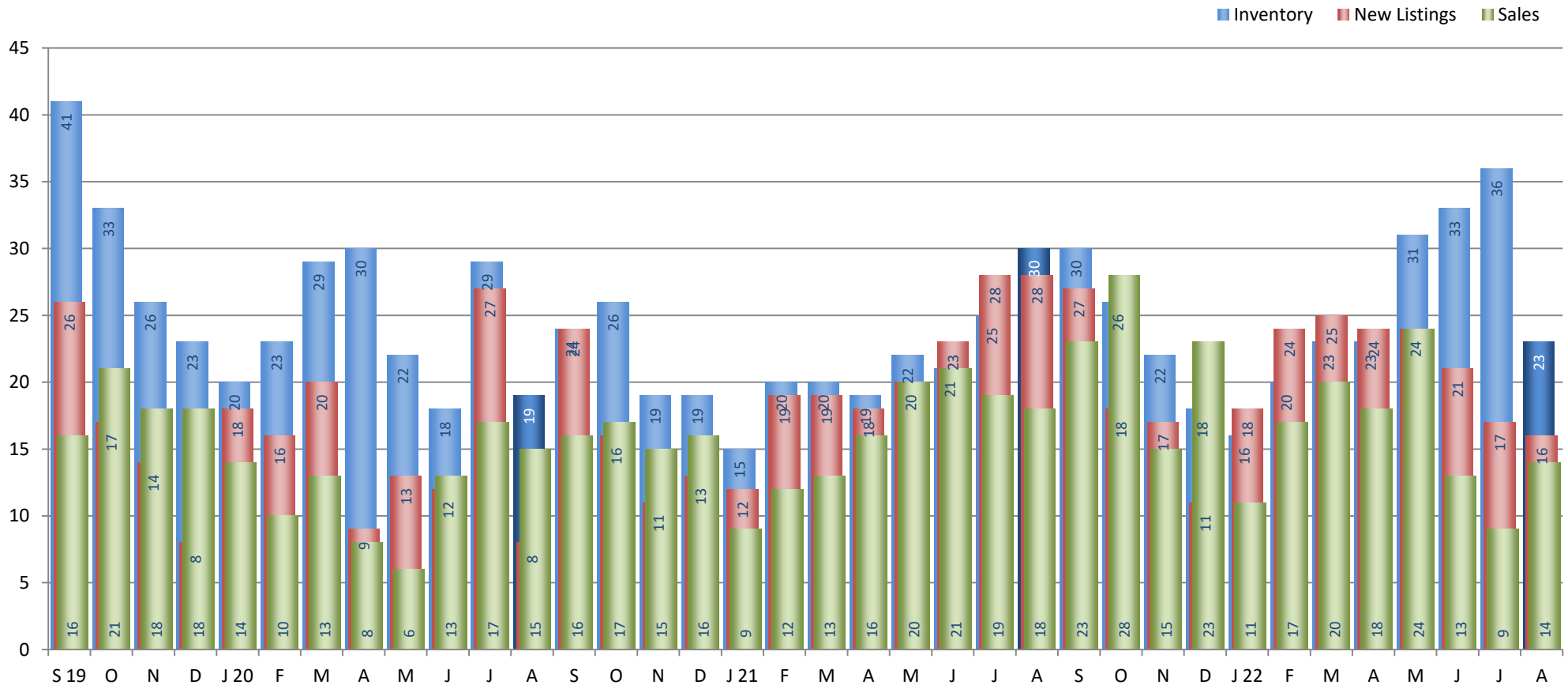




Price Range: All | Properties: SFH - Condo - TwnHm - MUL

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 August 2022 was 16, down 5.9% from 17 last month and down 42.9% from 28 in August 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	\$858,000	0%		18%				
Average List Price of all Current Listings	\$875,866	4%		-21%				
August Median Sales Price	\$825,000	-11%	-3%	2%	4%	\$850,000	9%	8%
August Average Sales Price	\$830,273	-11%	-5%	6%	5%	\$841,447	10%	7%
Total Properties Currently for Sale (Inventory)	45	32%		246%				
August Number of Properties Sold	11	-42%		-58%		113	-26%	
August Average Days on Market (Solds)	33	32%	38%	154%	94%	25	79%	47%
Asking Price per Square Foot (based on New Listings)	\$559	21%	8%	17%	23%	\$519	16%	14%
August Sold Price per Square Foot	\$543	9%	5%	14%	19%	\$503	14%	11%
August Month's Supply of Inventory	4.1	129%	60%	718%	473%	1.8	172%	153%
August Sale Price vs List Price Ratio	97.0%	-2.5%	-2.1%	-4.9%	-4.0%	100.1%	-2%	-1%

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

Property Sales

August Property sales were 11, down 57.7% from 26 in August of 2021 and 42.1% lower than the 19 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 113 are running 26.1% behind last year's year-to-date sales of 153.

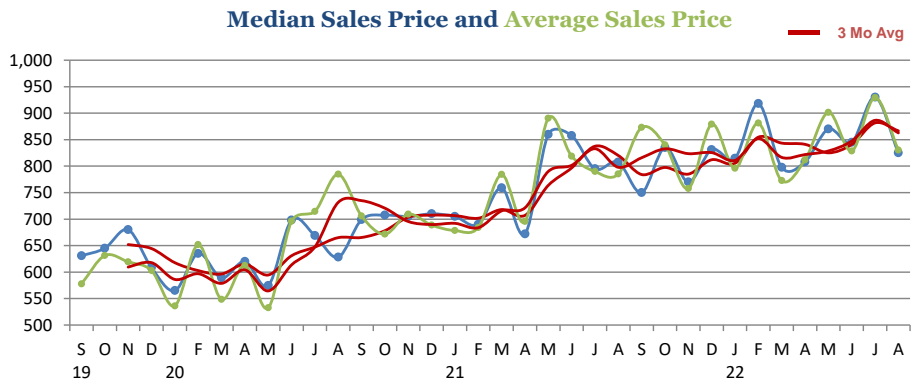
Number of Properties Sold



Prices

The Median Sales Price in August was \$825,000, up 2.2% from \$807,500 in August of 2021 and down 11.3% from \$930,000 last month. The Average Sales Price in August was \$830,273, up 5.8% from \$784,967 in August of 2021 and down 10.7% from \$929,421 last month. August 2022 ASP was at the highest level compared to August of 2021 and 2020.

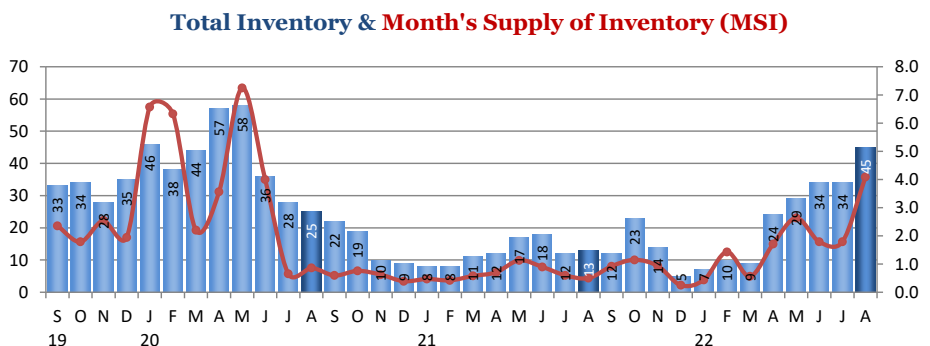
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 45, up 32.4% from 34 last month and up 246.2% from 13 in August of last year. August 2022 Inventory was at its highest level compared with August 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 August 2022 MSI of 4.1 months was at its highest level compared with August of 2021 and 2020.



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 August was 33, up 32.0% from 25 days last month and up 153.8% from 13 days in August of last year. The August 2022 DOM was at a mid level compared with August of 2021 and 2020.

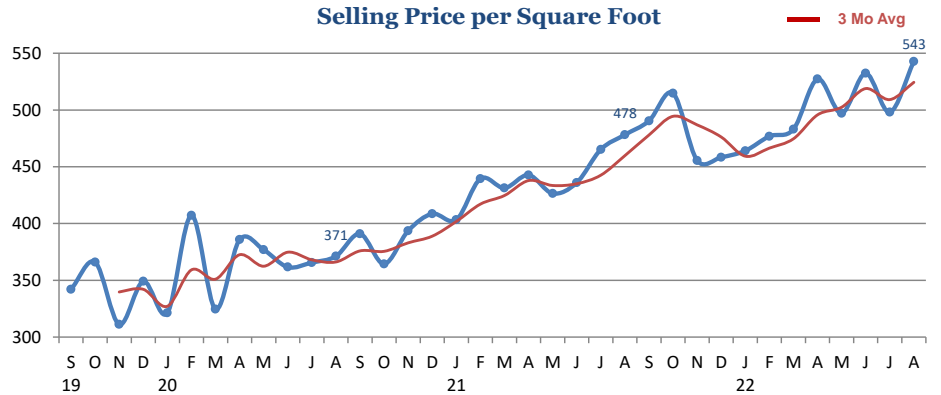
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$543 was up 9.0% from \$498 last month and up 13.5% from 478 in August of last year.

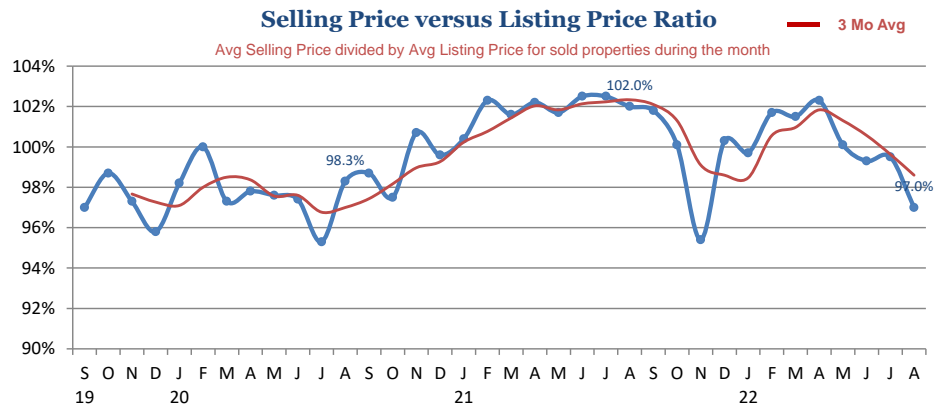
Selling Price per Square Foot



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 August 2022 Selling Price vs Original List Price of 97.0% was down from 99.5% last month and down from 102.0% in August 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 August 2022 was 28, up 100.0% from 14 last month and up 27.3% from 22 in August of last year.

Inventory / New Listings / Sales



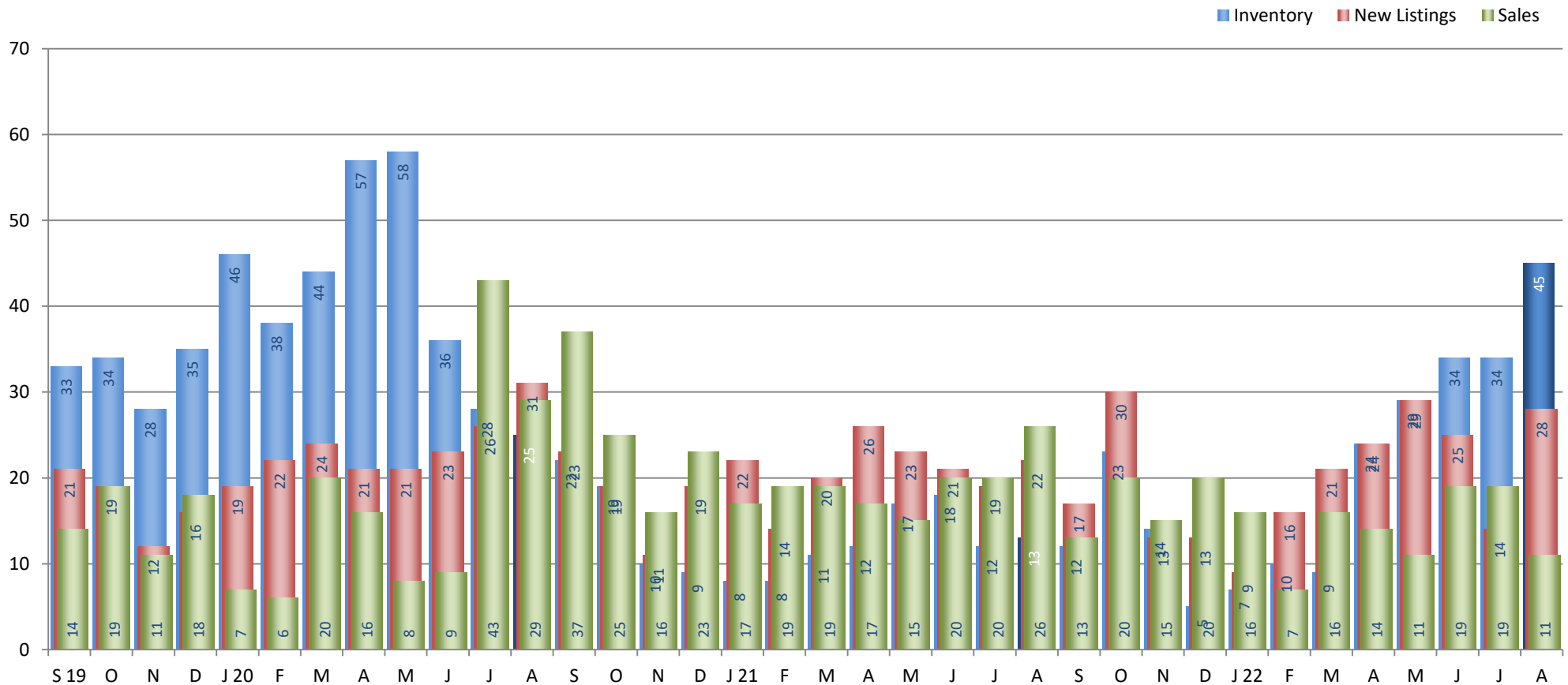
City: Marina



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 August 2022 was 28, up 100.0% from 14 last month and up 27.3% from 22 in August of last year.



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

Market Profile & Trends Overview

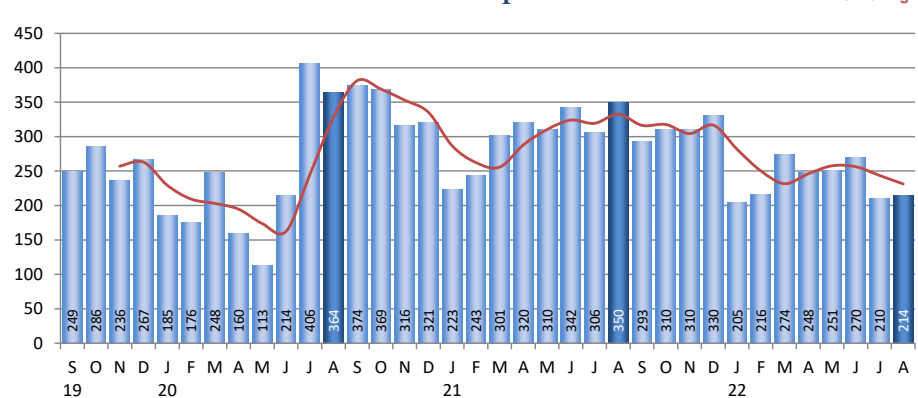
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$927,500	1%		-7%				
Average List Price of all Current Listings	\$2,190,276	11%		1%				
August Median Sales Price	\$807,500	-11%	-4%	-0%	0%	\$845,000	6%	5%
August Average Sales Price	\$1,156,760	-9%	-9%	2%	-10%	\$1,368,033	8%	6%
Total Properties Currently for Sale (Inventory)	624	-3%		1%				
August Number of Properties Sold	214	2%		-39%		1,888	-21%	
August Average Days on Market (Solds)	34	13%	6%	0%	-19%	35	-17%	-17%
Asking Price per Square Foot (based on New Listings)	\$732	9%	2%	6%	11%	\$721	12%	9%
August Sold Price per Square Foot	\$668	-1%	-3%	12%	5%	\$695	11%	9%
August Month's Supply of Inventory	2.9	-5%	6%	65%	54%	2.2	10%	17%
August Sale Price vs List Price Ratio	96.1%	-1.9%	-2.3%	-4.9%	-3.6%	99.3%	-1%	-0%

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

Property Sales

August Property sales were 214, down 38.9% from 350 in August of 2021 and 1.9% higher than the 210 sales last month. August 2022 sales were at their lowest level compared to August of 2021 and 2020. August YTD sales of 1,888 are running 21.2% behind last year's year-to-date sales of 2,395.

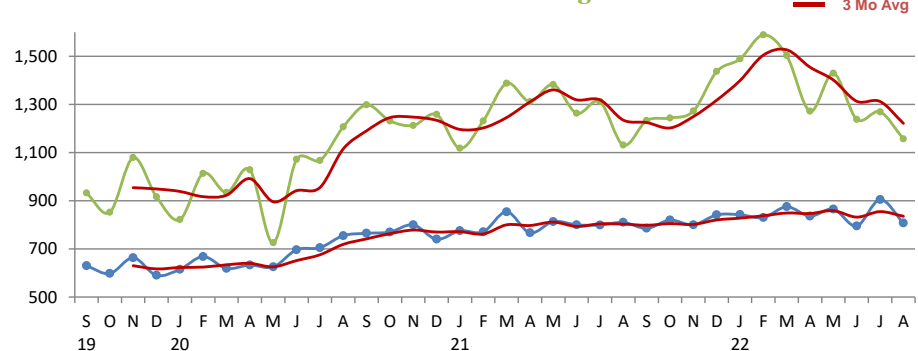
Number of Properties Sold



Prices

The Median Sales Price in August was \$807,500, down 0.3% from \$810,000 in August of 2021 and down 10.7% from \$904,500 last month. The Average Sales Price in August was \$1,156,760, up 2.3% from \$1,130,902 in August of 2021 and down 8.9% from \$1,269,235 last month. August 2022 ASP was at a mid range compared to August of 2021 and 2020.

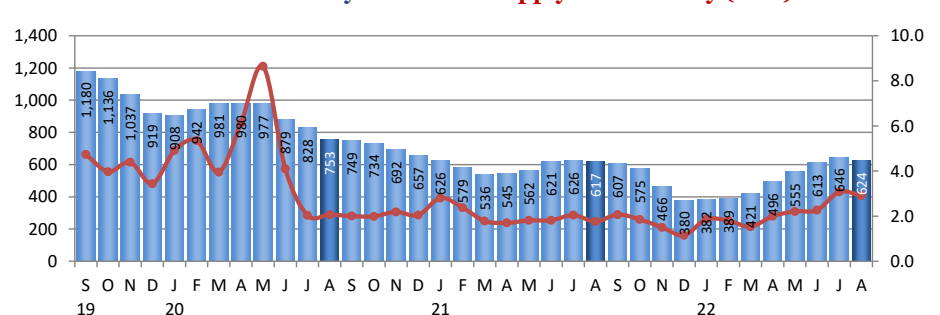
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 624, down 3.4% from 646 last month and up 1.1% from 617 in August of last year. August 2022 Inventory was at a mid level compared with August of 2021 and 2020.

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



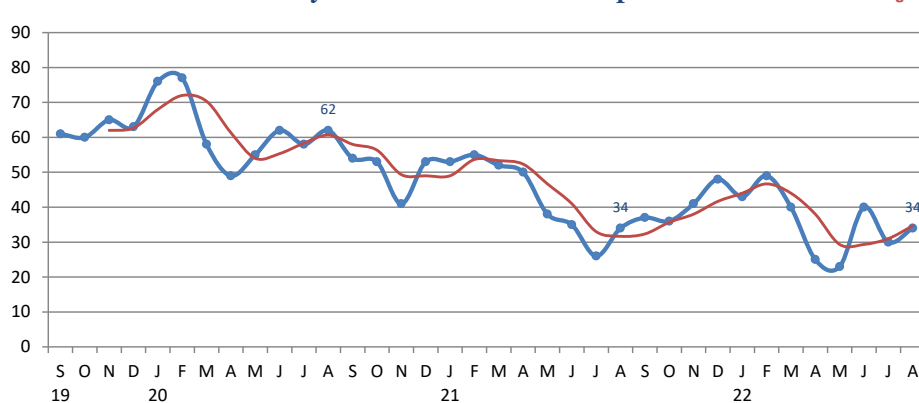
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2022 MSI of 2.9 months was at its highest level compared with August of 2021 and 2020.



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 August was 34, up 13.3% from 30 days last month and equal to 34 days in August of last year. The August 2022 DOM was at its lowest level compared with August of 2021 and 2020.

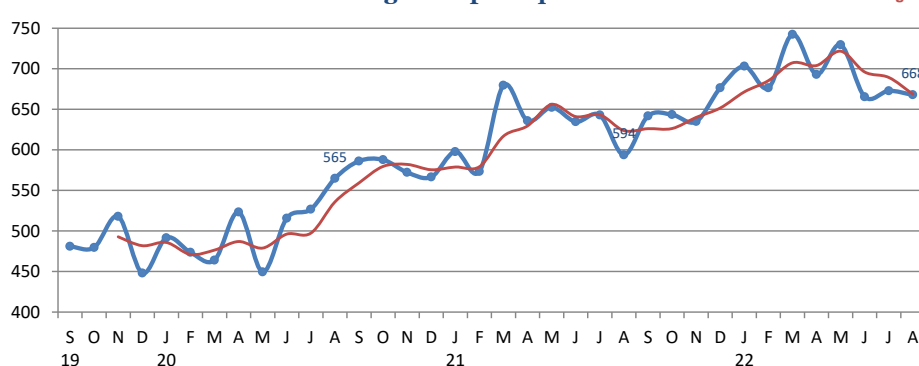
Days On Market for Sold Properties



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 August 2022 Selling Price per Square Foot of \$668 was down 0.7% from \$673 last month and up 12.5% from 594 in August 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 August 2022 Selling Price vs Original List Price of 96.1% was down from 98.0% last month and down from 101.0% in August of last year.

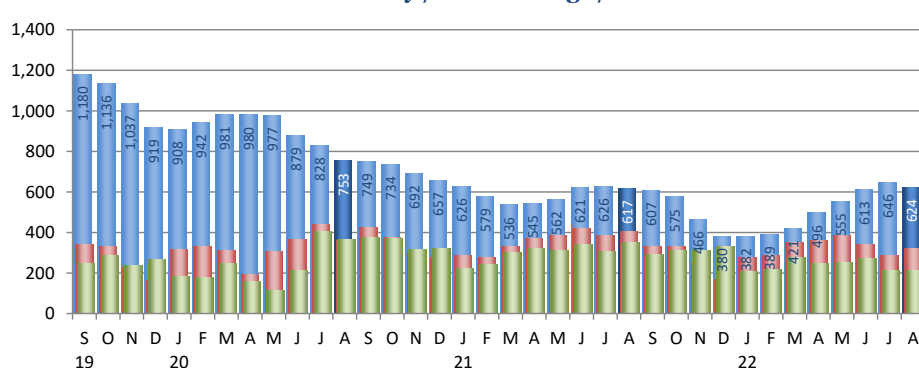
Selling Price versus Listing Price Ratio



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 August 2022 was 323, up 12.5% from 287 last month and down 20.0% from 404 in August of last year.

Inventory / New Listings / Sales





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 August 2022 was 323, up 12.5% from 287 last month and down 20.0% from 404 in August of last year.

