



Michelle Hammons

REAL ESTATE REPORT

GUIDE TO MONTEREY PENINSULA MARKETS

MICHELLE HAMMONS



Devotion fuels my career as I strive to make an extraordinary impact on the lives of the clients I serve. Over the years, my journey has been intertwined with the stories of numerous clients, guiding them through significant transactions that hold great meaning in their lives. Along the way, many of them have evolved into cherished friendships. I firmly believe that an informed and empowered client is best equipped to make sound financial choices. This belief propels me to continuously expand my knowledge and ensure that both my clients and I are well versed in the ever-changing market landscape. By providing insightful and ongoing information, I aim to instill trust and confidence in those I serve.

My work is complimented by a team of seasoned real estate brokers, dedicated in-house marketing and design professionals, experts in world-class photography, videography, and digital marketing, as well as a skilled, fully licensed transaction support unit. Together, we form a Fortune 500 real estate company known for its cutting-edge technology, unparalleled service, unwavering integrity, commitment to excellence, and contributions to the community.

Having grown up on the captivating Monterey Peninsula, I possess an intimate understanding of our neighborhoods, businesses, schools, emerging trends, culinary delights, local resources, cultural fabric, and every intricate facet of our vibrant community. I am immensely grateful for the opportunity to be of service to you in all aspects of your real estate needs.

2025 Q1, Q2 REVIEW

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Our goal is to provide you with the data behind the trend and empower you to make the best real estate decisions for you and your loved ones. Homes are our passion and just as every property is unique so are the Buyers and Sellers.

The charts we've created are a deep dive into the statistics by area on the Monterey Peninsula; they show the activity that has occurred over the last 18 years and provides context for your understanding of pricing, average days on market, number of sales, as well as percentage of variation in the list to sales price.

Average Days on Market

A good indicator of demand, in general the more days on market the lower the demand. Some properties may have also had unrealistic list prices that pushed days higher as well.

Number of Sales

Indicator of volume movement by area. Some areas are larger or have more properties available which skew the numbers when comparing two different areas. Therefore it is important to look at the trend line of each particular area over time.

Average List Price / Average Sale Price

The average list and sale price is calculated by adding all home list/sales prices and then dividing by the total number of listings/sales. Averages can be skewed based on extreme data points such as a very high or low price (i.e. all homes sell \$1.5-2.25M and one sells at \$7M).

Median Sale Price

The median sales price puts all home sales in order and finds the midpoint. That is where half of the homes sold for more and half the homes sold for less. It is an accurate measure of where homes are actually selling.

Price Per Square Foot

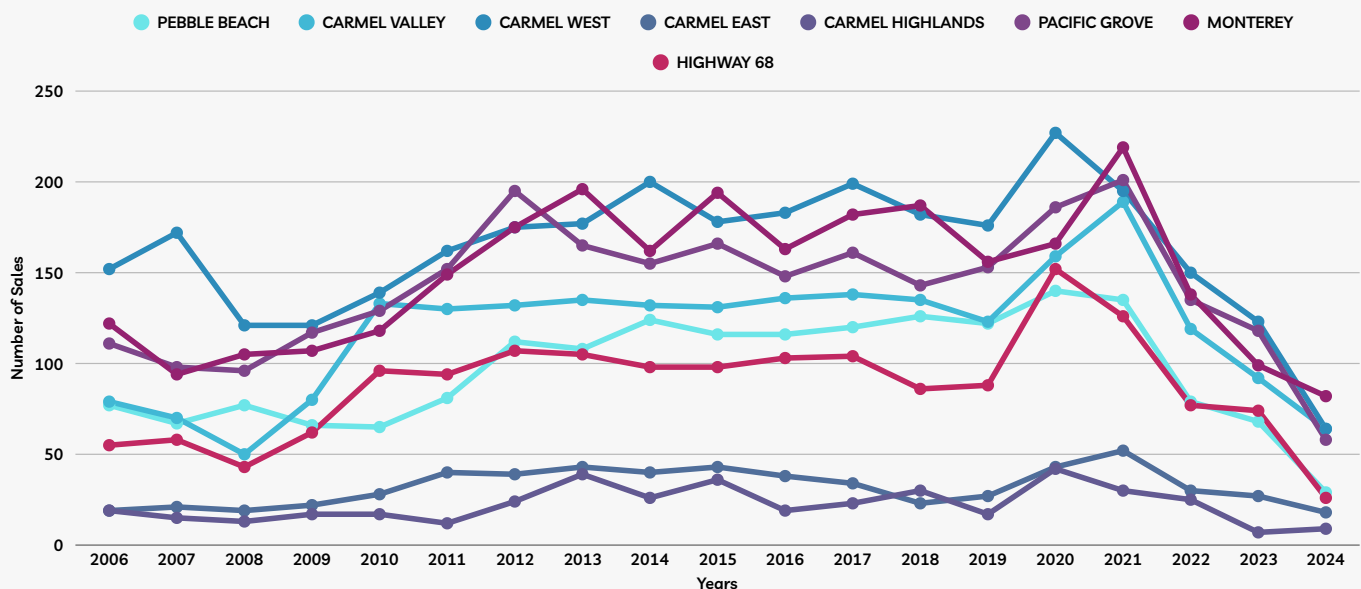
The metric is a popular general guide for the cost of homes; however, it does not take into account the difference in the lots, orientation of a house, or view.

MONTEREY PENINSULA - ALL MARKETS

NUMBER OF SALES

YEAR	PEBBLE BEACH	CARMEL VALLEY	CARMEL WEST	CARMEL EAST	CARMEL HIGHLANDS	PACIFIC GROVE	MONTEREY	HIGHWAY 68
2006	77	79	152	19	19	111	122	55
2007	67	70	172	21	15	98	94	58
2008	77	50	121	19	13	96	105	43
2009	66	80	121	22	17	117	107	62
2010	65	133	139	28	17	129	118	96
2011	81	130	162	40	12	152	149	94
2012	112	132	175	39	24	195	175	107
2013	108	135	177	43	39	165	196	105
2014	124	132	200	40	26	155	162	98
2015	116	131	178	43	36	166	194	98
2016	116	136	183	38	19	148	163	103
2017	120	138	199	34	23	161	182	104
2018	126	135	182	23	30	143	187	86
2019	122	123	176	27	17	153	156	88
2020	140	159	227	43	42	186	166	152
2021	135	189	195	52	30	201	219	126
2022	79	119	150	30	25	135	138	77
2023	68	92	123	27	7	118	99	74
2024	29	64	64	18	9	58	82	26
2025								

Home Sales by Area (2006-2024)

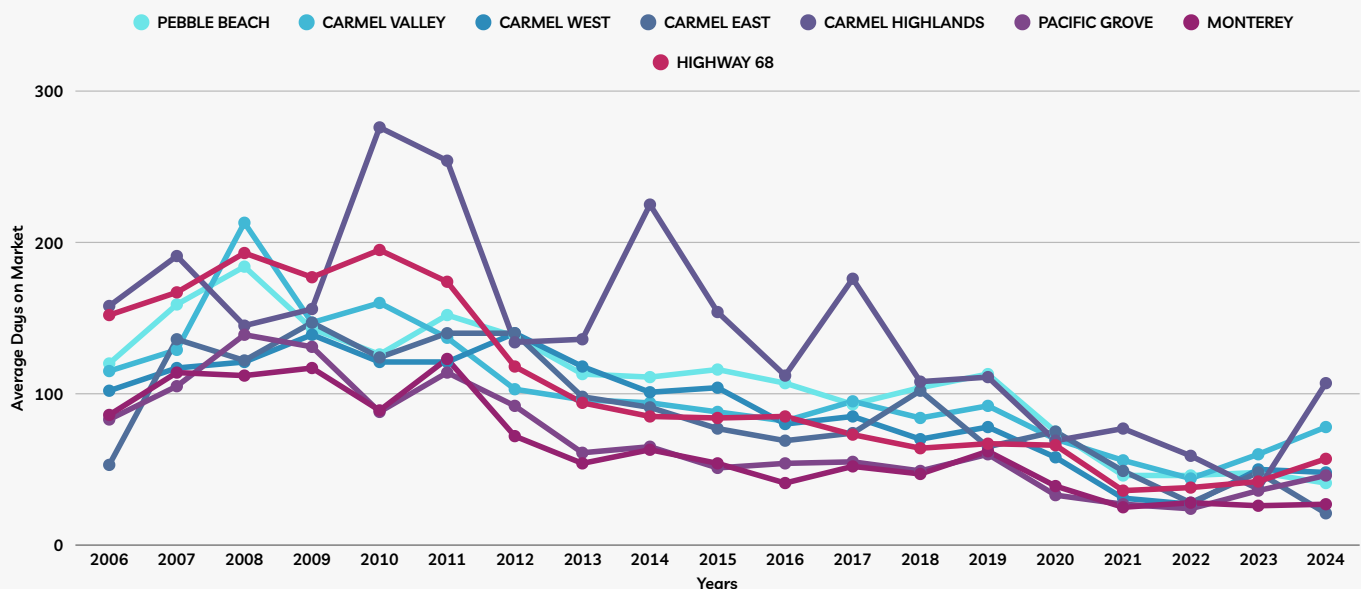


MONTEREY PENINSULA - ALL MARKETS

AVERAGE DAYS ON MARKET

YEAR	PEBBLE BEACH	CARMEL VALLEY	CARMEL WEST	CARMEL EAST	CARMEL HIGHLANDS	PACIFIC GROVE	MONTEREY	HIGHWAY 68
2006	120	115	102	53	158	83	86	152
2007	159	129	117	136	191	105	114	167
2008	184	213	121	122	145	139	112	193
2009	143	147	139	147	156	131	117	177
2010	126	160	121	124	276	88	89	195
2011	152	137	121	140	254	114	123	174
2012	138	103	140	140	134	92	72	118
2013	113	96	118	98	136	61	54	94
2014	111	94	101	91	225	65	63	85
2015	116	88	104	77	154	51	54	84
2016	107	82	80	69	112	54	41	85
2017	93	95	85	74	176	55	52	73
2018	104	84	70	102	108	49	47	64
2019	113	92	78	65	111	60	62	67
2020	75	70	58	75	69	33	39	66
2021	46	56	31	49	77	27	25	36
2022	46	44	27	28	59	24	28	38
2023	48	60	50	48	37	36	26	42
2024	41	78	48	21	107	46	27	57
2025								

Home Sales by Area (2006-2024)



CARMEL

MARKET RECAP





CARMEL WEST

Carmel West continues to be one of the most desired and strongest markets on the Monterey Peninsula. In this area, 123 homes sold in 2023, a decrease of 18%. The median price increased by 8.6% to \$3.0M from \$2.76M in 2022. The average sales price increased a little more by 14.6% in 2023 to \$3,810,643 from \$3,327,507 the year prior. The average price per square foot is \$2,047 but in areas like the Golden Rectangle, the average price per square foot is \$2,994 with a median sale price of \$4,500,000 and average sale price of \$5,433,203.

The area is broken into distinct areas and six neighborhoods where location to the beach, town, view, and size of the home drive demand from buyers around the world. The total sales volume for Carmel West in 2023 was \$468,709,057, down 6.1% from \$499,126,094 in 2021. For comparison, 2019 volume was \$379,174,368 from 176 sales- so sales dollar volume remains quite healthy even with to more "normal" years.

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ULTRA LUXURY SALES
\$10M+ \$29M HIGHEST SALE

51.3%

OF SALES \$3M+

-6.1%

DOLLARS FROM 2022
DECREASE IN SALES

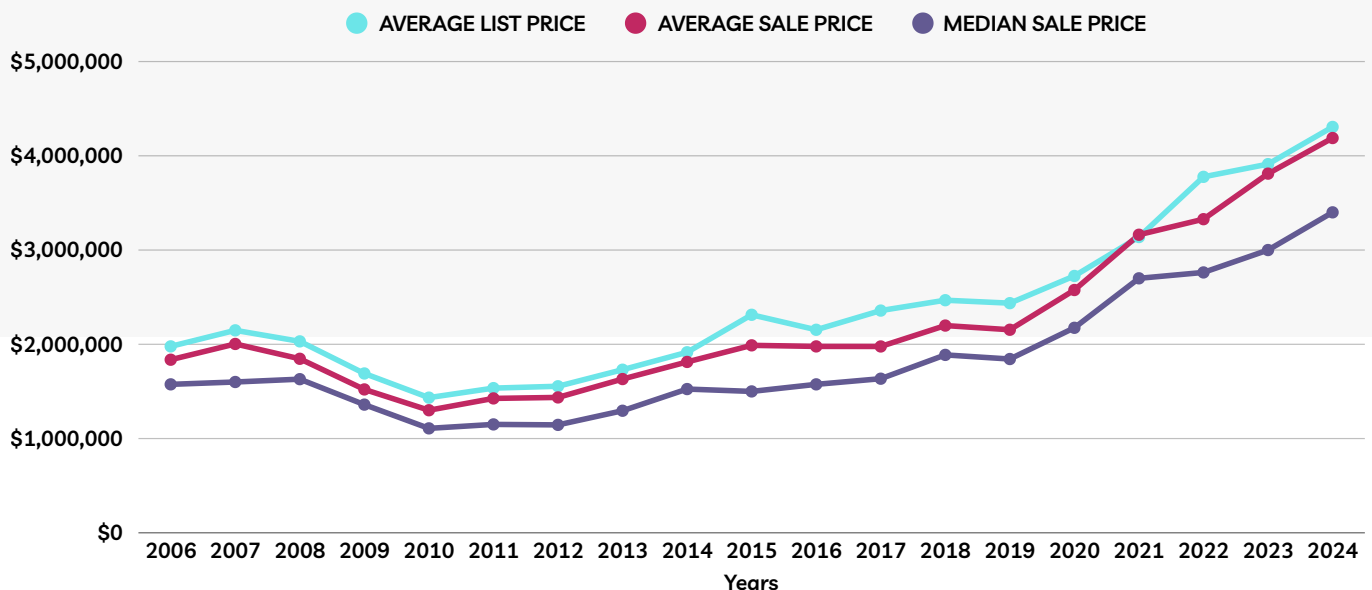
1st SE of Lobos | Sold \$2,595,000

Represented Buyer

CARMEL WEST

Sales in the 93921 zip code areas in addition includes Carmel Woods, Carmel Point and Hatton Fields.

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	152	\$1,977,936	\$1,836,450	\$1,575,000	102	\$1,050
2007	172	\$2,148,126	\$2,003,740	\$1,600,000	117	\$1,096
2008	121	\$2,031,033	\$1,846,236	\$1,630,000	121	\$1,093
2009	121	\$1,690,455	\$1,521,143	\$1,360,000	139	\$881
2010	139	\$1,434,170	\$1,300,372	\$1,108,000	121	\$778
2011	162	\$1,535,012	\$1,425,870	\$1,150,000	121	\$780
2012	175	\$1,554,635	\$1,436,308	\$1,145,000	140	\$745
2013	177	\$1,730,372	\$1,631,206	\$1,295,000	118	\$910
2014	200	\$1,915,332	\$1,812,857	\$1,525,000	101	\$952
2015	178	\$2,313,150	\$1,988,893	\$1,500,000	99	\$946
2016	183	\$2,154,017	\$1,977,631	\$1,575,000	81	\$1,075
2017	199	\$2,357,763	\$1,977,054	\$1,635,000	85	\$1,081
2018	182	\$2,467,812	\$2,198,718	\$1,887,500	67	\$1,149
2019	176	\$2,436,475	\$2,154,400	\$1,843,750	78	\$1,147
2020	227	\$2,724,989	\$2,575,924	\$2,175,000	58	\$1,302
2021	195	\$3,138,113	\$3,162,441	\$2,700,000	31	\$1,646
2022	150	\$3,776,704	\$3,327,507	\$2,762,500	27	\$1,777
2023	123	\$3,911,575	\$3,810,643	\$3,000,000	50	\$2,047
2024	64	\$4,306,120	\$4,188,552	\$3,400,000	48	\$1,986
2025						

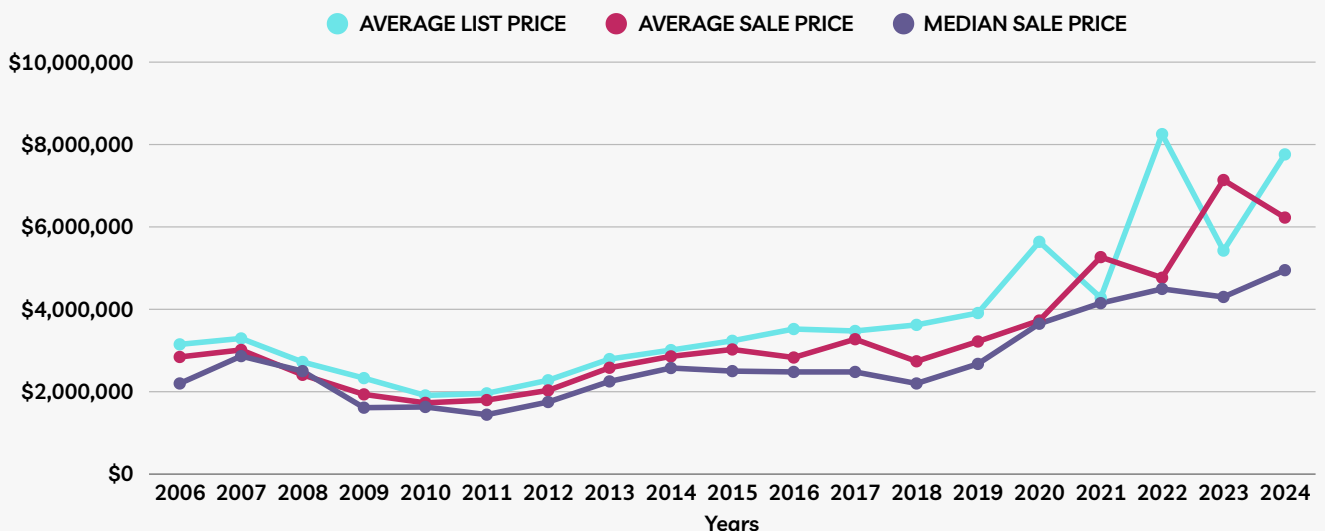
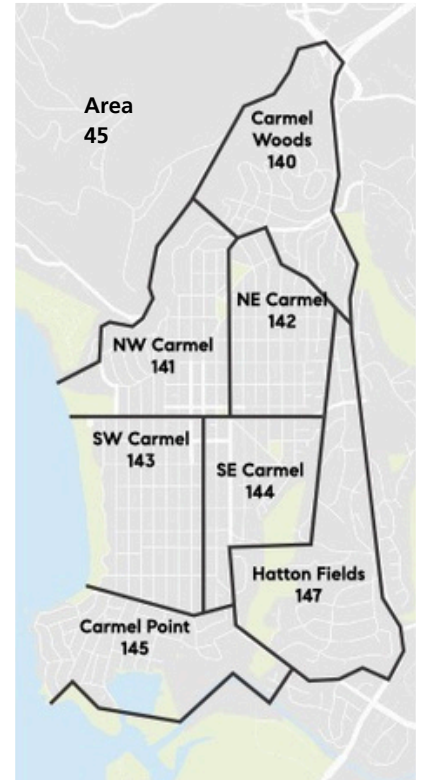


CARMEL WEST

SALES METRICS BY AREA

CARMEL POINT

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVE. DOM	PPSF
2006	19	\$3,148,895	\$2,843,500	\$2,200,000	145	\$1,300
2007	21	\$3,292,995	\$3,014,196	\$2,864,118	224	\$1,212
2008	6	\$2,721,666	\$2,410,000	\$2,500,000	124	\$1,318
2009	8	\$2,329,875	\$1,935,000	\$1,612,500	82	\$1,052
2010	20	\$1,909,300	\$1,729,250	\$1,630,000	145	\$830
2011	20	\$1,960,145	\$1,797,007	\$1,442,500	127	\$878
2012	19	\$2,277,578	\$2,031,649	\$1,750,000	227	\$889
2013	27	\$2,791,925	\$2,581,687	\$2,250,000	217	\$1,258
2014	26	\$3,009,769	\$2,857,500	\$2,575,000	97	\$1,201
2015	14	\$3,235,500	\$3,025,650	\$2,500,000	227	\$1,327
2016	19	\$3,521,473	\$2,830,079	\$2,480,000	85	\$1,301
2017	27	\$3,473,999	\$3,274,375	\$2,480,000	99	\$1,357
2018	29	\$3,622,080	\$2,738,470	\$2,200,000	107	\$1,362
2019	21	\$3,910,156	\$3,219,083	\$2,675,000	134	\$1,349
2020	26	\$5,638,846	\$3,727,643	\$3,650,000	80	\$1,606
2021	22	\$4,281,957	\$5,267,045	\$4,150,000	43	\$2,191
2022	11	\$8,252,600	\$4,766,818	\$4,495,000	15	\$2,494
2023	9	\$5,425,667	\$7,138,333	\$4,300,000	110	\$2,772
2024	9	\$7,760,500	\$6,226,889	\$4,950,000	56	\$2,476
2025						



CARMEL WEST

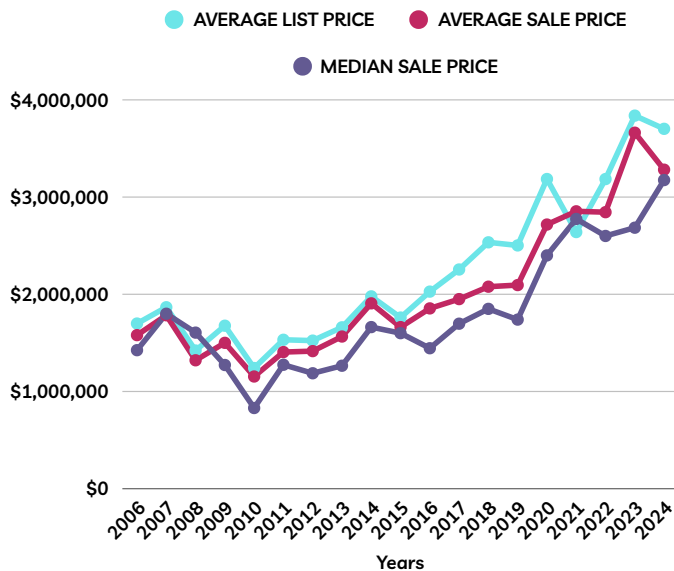
SALES METRICS BY AREA

NORTHWEST CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	24	\$1,698,958	\$1,579,802	\$1,425,000	102	\$1,012
2007	32	\$1,866,750	\$1,784,185	\$1,800,000	155	\$1,134
2008	13	\$1,421,307	\$1,320,986	\$1,605,625	68	\$999
2009	19	\$1,676,731	\$1,500,500	\$1,272,500	130	\$863
2010	25	\$1,241,251	\$1,154,201	\$830,000	145	\$703
2011	17	\$1,532,052	\$1,405,602	\$1,275,000	146	\$733
2012	28	\$1,523,392	\$1,415,267	\$1,187,500	130	\$751
2013	20	\$1,659,987	\$1,565,456	\$1,265,000	110	\$953
2014	28	\$1,978,464	\$1,906,766	\$1,662,500	92	\$1,079
2015	29	\$1,760,625	\$1,662,377	\$1,600,000	79	\$1,067
2016	38	\$2,027,552	\$1,854,789	\$1,445,000	71	\$1,077
2017	30	\$2,255,029	\$1,950,421	\$1,697,500	99	\$1,073
2018	17	\$2,534,569	\$2,078,118	\$1,850,000	39	\$1,204
2019	18	\$2,502,595	\$2,094,634	\$1,739,500	68	\$1,189
2020	42	\$3,185,753	\$2,717,514	\$2,400,000	56	\$1,418
2021	38	\$2,640,186	\$2,853,603	\$2,775,000	25	\$1,601
2022	20	\$3,185,357	\$2,844,750	\$2,600,000	26	\$1,698
2023	22	\$3,837,957	\$3,662,455	\$2,685,000	66	\$2,001
2024	7	\$3,702,200	\$3,281,857	\$3,175,000	29	\$1,982
2025						

SOUTHWEST CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	33	\$2,818,424	\$2,598,356	\$2,150,000	134	\$1,432
2007	34	\$2,836,118	\$2,665,416	\$2,020,000	112	\$1,447
2008	19	\$2,641,368	\$2,479,078	\$2,075,000	35	\$1,476
2009	34	\$2,367,088	\$2,150,113	\$1,825,000	138	\$1,250
2010	30	\$2,293,448	\$1,978,108	\$1,750,000	88	\$1,184
2011	43	\$2,333,962	\$2,198,372	\$1,875,000	99	\$1,183
2012	44	\$2,116,345	\$1,929,719	\$1,375,000	138	\$1,023
2013	28	\$2,383,857	\$2,249,308	\$1,975,000	147	\$1,328
2014	40	\$2,576,449	\$2,427,851	\$2,187,500	135	\$1,369
2015	33	\$2,334,666	\$2,213,246	\$1,887,500	79	\$1,291
2016	34	\$2,829,235	\$2,683,220	\$2,387,500	83	\$1,576
2017	42	\$2,802,811	\$2,344,811	\$2,100,000	76	\$1,462
2018	39	\$3,321,273	\$3,016,708	\$2,562,500	56	\$1,581
2019	35	\$3,135,500	\$2,973,401	\$2,750,000	61	\$1,656
2020	47	\$3,985,796	\$3,689,571	\$3,150,000	44	\$1,794
2021	39	\$5,231,053	\$4,881,023	\$4,050,000	38	\$2,508
2022	33	\$5,379,486	\$5,195,338	\$4,150,000	21	\$2,593
2023	29	\$5,355,378	\$5,433,203	\$4,500,000	49	\$2,894
2024	18	\$7,507,333	\$5,827,151	\$4,230,000	65	\$2,589
2025						



CARMEL WEST

SALES METRICS BY AREA

SOUTHEAST CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	22	\$1,617,909	\$1,488,159	\$1,362,500	175	\$960
2007	22	\$1,376,932	\$1,294,455	\$1,267,500	213	\$999
2008	7	\$1,556,684	\$1,375,000	\$1,087,500	88	\$777
2009	10	\$1,460,800	\$1,316,500	\$1,212,500	115	\$831
2010	13	\$1,035,601	\$987,107	\$850,000	127	\$735
2011	16	\$922,056	\$849,656	\$680,000	89	\$618
2012	21	\$1,176,228	\$1,110,007	\$1,137,000	128	\$732
2013	30	\$1,406,482	\$1,328,833	\$1,042,500	84	\$811
2014	20	\$1,582,525	\$1,480,735	\$1,275,000	95	\$855
2015	28	\$1,544,142	\$1,443,892	\$1,347,500	108	\$831
2016	29	\$1,849,155	\$1,744,551	\$1,600,000	101	\$981
2017	19	\$1,820,074	\$1,478,157	\$1,237,500	87	\$974
2018	22	\$2,235,224	\$2,232,066	\$2,052,500	55	\$1,151
2019	35	\$1,944,453	\$1,763,918	\$1,650,000	91	\$1,025
2020	21	\$1,812,679	\$1,623,298	\$1,530,000	37	\$1,130
2021	24	\$2,506,111	\$2,198,428	\$2,087,500	25	\$1,284
2022	17	\$3,764,563	\$3,161,176	\$2,900,000	46	\$1,648
2023	27	\$3,155,552	\$3,006,856	\$2,525,000	41	\$1,706
2024	5	\$3,579,500	\$3,915,000	\$4,000,000	28	\$2,261
2025						

NORTHEAST CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	28	\$1,235,105	\$1,160,839	\$1,047,500	93	\$859
2007	29	\$1,302,017	\$1,225,610	\$1,233,500	148	\$962
2008	15	\$1,241,646	\$1,176,483	\$1,096,500	93	\$857
2009	21	\$1,083,590	\$978,500	\$877,500	154	\$670
2010	17	\$888,377	\$843,970	\$780,000	110	\$663
2011	34	\$888,088	\$835,467	\$696,500	103	\$617
2012	36	\$923,674	\$877,815	\$835,000	106	\$616
2013	32	\$1,042,968	\$993,562	\$900,000	78	\$750
2014	37	\$1,182,656	\$1,130,045	\$910,000	91	\$776
2015	31	\$1,319,467	\$1,260,554	\$1,125,000	89	\$866
2016	30	\$1,208,766	\$1,170,666	\$1,100,000	72	\$859
2017	41	\$1,425,083	\$1,410,268	\$1,350,000	74	\$986
2018	22	\$1,444,215	\$1,300,760	\$1,260,000	76	\$921
2019	42	\$1,673,807	\$1,463,783	\$1,322,750	60	\$987
2020	41	\$1,764,013	\$1,606,840	\$1,445,000	62	\$1,082
2021	35	\$2,081,333	\$1,907,011	\$1,700,000	16	\$1,367
2022	32	\$2,272,611	\$2,253,280	\$2,251,000	22	\$1,539
2023	23	\$2,412,214	\$2,304,654	\$2,019,525	24	\$1,698
2024	12	\$2,933,750	\$2,453,383	\$2,250,000	32	\$1,557
2025						



CARMEL WEST

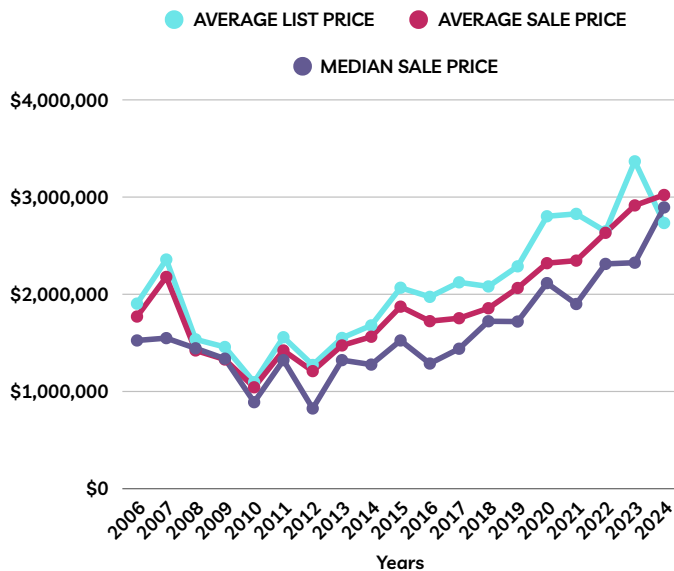
SALES METRICS BY AREA

HATTON FIELDS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	15	\$1,903,860	\$1,771,067	\$1,525,000	136	\$762
2007	19	\$2,357,579	\$2,178,500	\$1,549,000	122	\$780
2008	9	\$1,536,222	\$1,422,222	\$1,444,500	87	\$700
2009	14	\$1,457,700	\$1,329,214	\$1,337,500	133	\$551
2010	16	\$1,095,418	\$1,043,250	\$890,000	118	\$447
2011	12	\$1,558,467	\$1,421,908	\$1,322,500	199	\$544
2012	21	\$1,272,600	\$1,209,542	\$825,300	111	\$492
2013	20	\$1,550,615	\$1,473,775	\$1,322,500	95	\$590
2014	31	\$1,679,774	\$1,563,261	\$1,276,700	97	\$577
2015	22	\$2,067,432	\$1,872,815	\$1,525,000	131	\$659
2016	20	\$1,973,543	\$1,723,502	\$1,287,500	82	\$714
2017	25	\$2,122,895	\$1,753,780	\$1,440,000	73	\$656
2018	28	\$2,080,664	\$1,856,527	\$1,722,500	65	\$800
2019	18	\$2,287,457	\$2,064,681	\$1,719,500	98	\$747
2020	26	\$2,802,633	\$2,320,061	\$2,115,000	65	\$834
2021	13	\$2,827,176	\$2,346,346	\$1,900,000	37	\$860
2022	22	\$2,647,409	\$2,632,500	\$2,312,500	40	\$1,108
2023	7	\$3,367,786	\$2,914,286	\$2,325,000	23	\$1,139
2024	8	\$2,733,299	\$3,021,625	\$2,894,000	60	\$1,162
2025						

CARMEL WOODS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	14	\$1,620,607	\$1,548,207	\$1,447,500	115	\$755
2007	14	\$1,467,207	\$1,375,357	\$1,237,500	102	\$756
2008	6	\$1,302,833	\$1,221,666	\$940,000	73	\$612
2009	11	\$1,190,272	\$1,080,454	\$1,100,000	135	\$506
2010	14	\$856,778	\$810,190	\$752,500	96	\$552
2011	21	\$1,012,897	\$906,540	\$830,000	181	\$450
2012	17	\$956,041	\$889,235	\$780,000	88	\$472
2013	19	\$1,237,600	\$1,197,565	\$1,120,000	90	\$521
2014	19	\$1,043,410	\$986,157	\$930,000	86	\$607
2015	21	\$1,112,400	\$1,084,967	\$927,000	99	\$565
2016	13	\$1,311,115	\$1,255,500	\$1,225,000	65	\$693
2017	15	\$1,522,113	\$1,218,700	\$1,174,000	115	\$637
2018	25	\$1,675,281	\$1,591,300	\$1,520,000	62	\$809
2019	17	\$1,683,948	\$1,591,768	\$1,500,000	67	\$803
2020	24	\$1,986,071	\$1,665,809	\$1,428,750	69	\$835
2021	24	\$2,217,330	\$2,166,417	\$2,210,000	43	\$1,020
2022	15	\$2,235,417	\$2,306,000	\$2,205,000	22	\$1,202
2023	6	\$2,808,556	\$1,955,833	\$1,660,000	84	\$965
2024	5	\$2,391,500	\$2,195,000	\$1,850,000	39	\$1,012
2025						



CARMEL EAST



25550 Rio Vista, Carmel | \$2,750,000

Represented Seller

Carmel East is a competitive home market with limited inventory and high demand. It encompasses Carmel Hill, Jacks Peak, High Meadows, Rio Vista and Mission Fields. These homes are predominantly for primary residents that are looking to be in the strong Carmel School district and conveniently close to town. The average price was down 2.0% to \$2,104,254 from \$2,146,133 in 2022. The median sales price was lower, slightly decreasing 6.4% to \$1,820,000 from \$1,943,750. Total home sales numbers are similar to pre-pandemic levels with 27 homes selling versus 52 in 2021. With smaller home sales came a 11.8% decrease in sales dollar volume to \$54,085,000 from \$64,384,000 in 2022.

Total sales dollar volume is still high in comparison to 2020 sales dollar volume was \$67,191,500 (43 sales) and 2019 was \$35,987,304 (27 sales).

The area has steady demand as illustrated by the average days on the market of 48, compared to 49 in 2021 and 75 in 2020.

\$1.82M

MEDIAN PRICE IN 2023

48%

AVERAGE DOM IN 2023

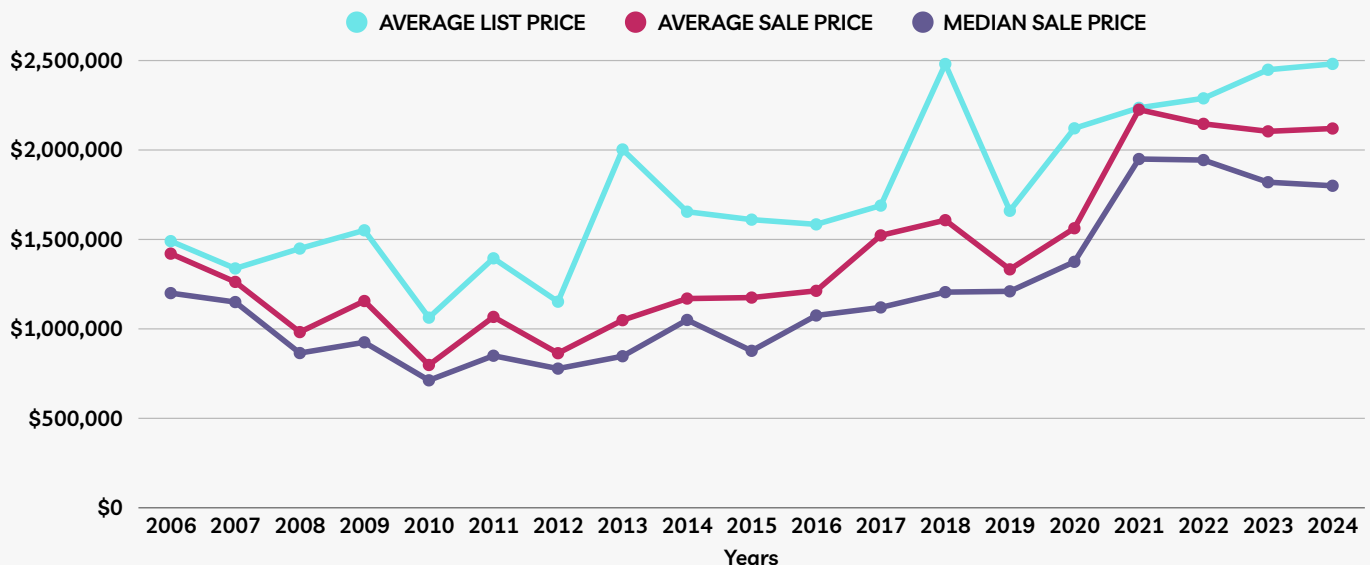
27

HOMES SOLD IN 2023, 30 IN 2022, 52 IN 2021, 43 IN 2020 & 27 IN 2019

CARMEL EAST

Sales in the areas of Carmel Hill, Mission Fields, High Meadows, Jacks Peak and Rancho Rio Vista/Outlook.

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	19	\$1,490,511	\$1,420,632	\$1,200,000	53	\$601
2007	21	\$1,337,917	\$1,262,689	\$1,150,000	136	\$572
2008	19	\$1,449,028	\$982,137	\$865,000	122	\$498
2009	22	\$1,551,113	\$1,155,818	\$925,000	147	\$448
2010	28	\$1,062,921	\$798,286	\$712,500	124	\$393
2011	40	\$1,394,463	\$1,067,088	\$850,000	140	\$389
2012	39	\$1,152,133	\$864,102	\$778,000	140	\$328
2013	43	\$2,002,863	\$1,048,714	\$847,200	98	\$402
2014	40	\$1,655,028	\$1,169,523	\$1,050,000	91	\$469
2015	43	\$1,610,707	\$1,175,047	\$877,500	77	\$468
2016	38	\$1,584,261	\$1,212,827	\$1,075,000	69	\$476
2017	34	\$1,689,217	\$1,522,509	\$1,120,000	74	\$541
2018	23	\$2,480,632	\$1,607,709	\$1,205,500	102	\$565
2019	27	\$1,660,163	\$1,332,863	\$1,210,000	65	\$579
2020	43	\$2,121,139	\$1,562,593	\$1,375,000	75	\$590
2021	52	\$2,235,530	\$2,225,501	\$1,949,500	49	\$793
2022	30	\$2,288,667	\$2,146,133	\$1,943,750	28	\$856
2023	27	\$2,448,640	\$2,104,254	\$1,820,000	48	\$921
2024	18	\$2,481,200	\$2,120,122	\$1,800,000	21	\$899
2025						



CARMEL HIGHLANDS

The Carmel Highlands experienced a quieter year in 2023 after several high price sales in 2022. The number of sales continued a downward trend with 15 homes trading versus 25 in 2022, 30 in 2021 and 42 in 2020. This area is very desirable with people holding onto their homes. The overall median home price decreased 23.2% in 2023 to \$3,150,000 with the average sales price down 43.3% to \$3,604,667. In 53.3% of sales were also in the \$3M-\$5M range with 2 sales above \$5M.

Compared to 2019, total sales dollar volume is up 23% across one-half the number of sales (30 in 2019) and the average price per square foot is now \$1,214

\$2.87M
MEDIAN SALES PRICE

124
AVERAGE DAYS ON MARKET

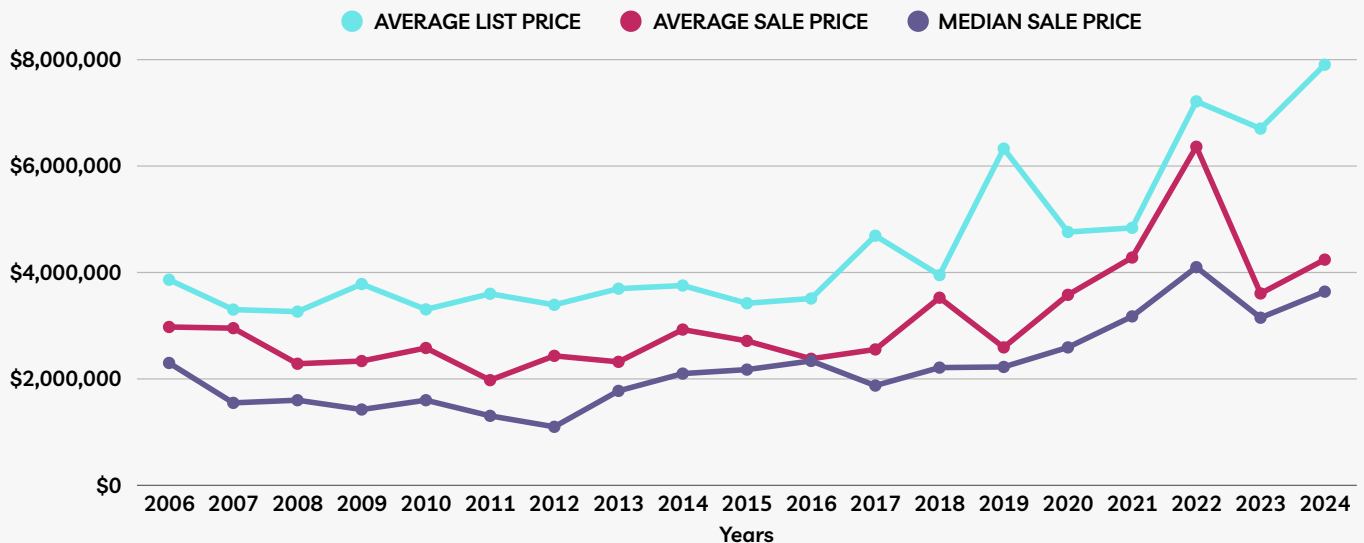
\$54M
SALES DOLLAR VOLUME



CARMEL HIGHLANDS

The area of Carmel Meadows, Point Lobos, Lobos Ridge, Carmel Highlands, Malpaso and Yankee Point/Otter Cove

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	19	\$3,863,562	\$2,975,895	\$2,300,000	158	\$1,006
2007	15	\$3,302,409	\$2,953,609	\$1,550,000	191	\$1,009
2008	13	\$3,264,592	\$2,285,045	\$1,600,000	145	\$897
2009	17	\$3,783,036	\$2,335,812	\$1,425,000	156	\$756
2010	17	\$3,306,204	\$2,581,331	\$1,600,000	276	\$813
2011	12	\$3,599,680	\$1,976,625	\$1,306,000	256	\$558
2012	24	\$3,392,500	\$2,433,667	\$1,100,000	134	\$722
2013	39	\$3,695,759	\$2,320,605	\$1,775,000	136	\$776
2014	26	\$3,755,077	\$2,927,307	\$2,100,000	225	\$849
2015	36	\$3,421,828	\$2,714,153	\$2,175,000	154	\$874
2016	19	\$3,510,710	\$2,378,405	\$2,338,000	112	\$844
2017	23	\$4,691,580	\$2,553,817	\$1,875,000	176	\$844
2018	30	\$3,950,451	\$3,525,970	\$2,212,500	108	\$941
2019	17	\$6,328,333	\$2,592,441	\$2,225,000	111	\$826
2020	42	\$4,760,242	\$3,579,733	\$2,592,500	69	\$1,023
2021	30	\$4,838,344	\$4,280,933	\$3,175,000	77	\$1,187
2022	25	\$7,214,923	\$6,363,090	\$4,100,000	59	\$1,927
2023	15	\$6,703,882	\$3,605,667	\$3,150,000	68	\$1,214
2024	9	\$7,905,042	\$4,241,722	\$3,640,000	107	\$1,359
2025						



BIG SUR

Big Sur is a dramatic stretch of coastline that is a grounding and energizing spirit for so many. The area has 5-7 million visitors pass through every year (starting in January 2023, the road on the south coast about 70 miles south of Carmel is closed that has cut back this year's visitors). While many dream of moving to this rugged stretch of coast, only the smallest fraction actually do it. After an all-time real estate year of 2021 when 13 homes sold; only 2 sold in 2023. This is similar to pre-pandemic levels when 3 homes sold in 2019.

The average list price was \$9,245,333 with the average sales price and median sales price of \$1,625,500. This difference in list price to purchase illustrates both aspirational pricing of sellers and the limited supply of ultra-luxury home purchasers. While interest remains moderate across a scarce inventory, days on market is always 100 days+ every year and was 127 in 2023.

\$24.5M

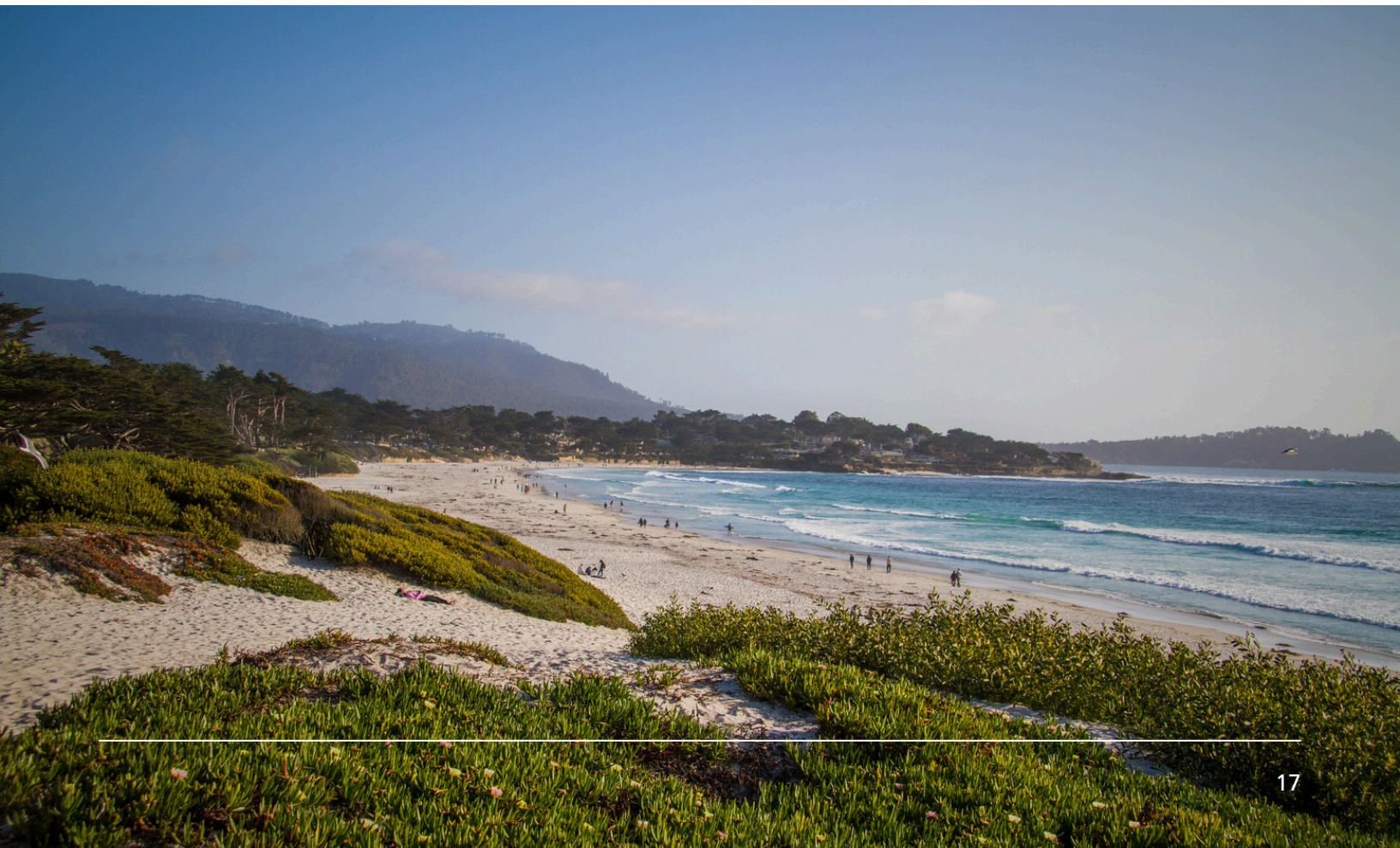
HOME SOLD AT
GARRAPATA BEACH

2

HOMES SOLD IN BIG SUR IN
2023 VERSUS 13 IN 2021

100+

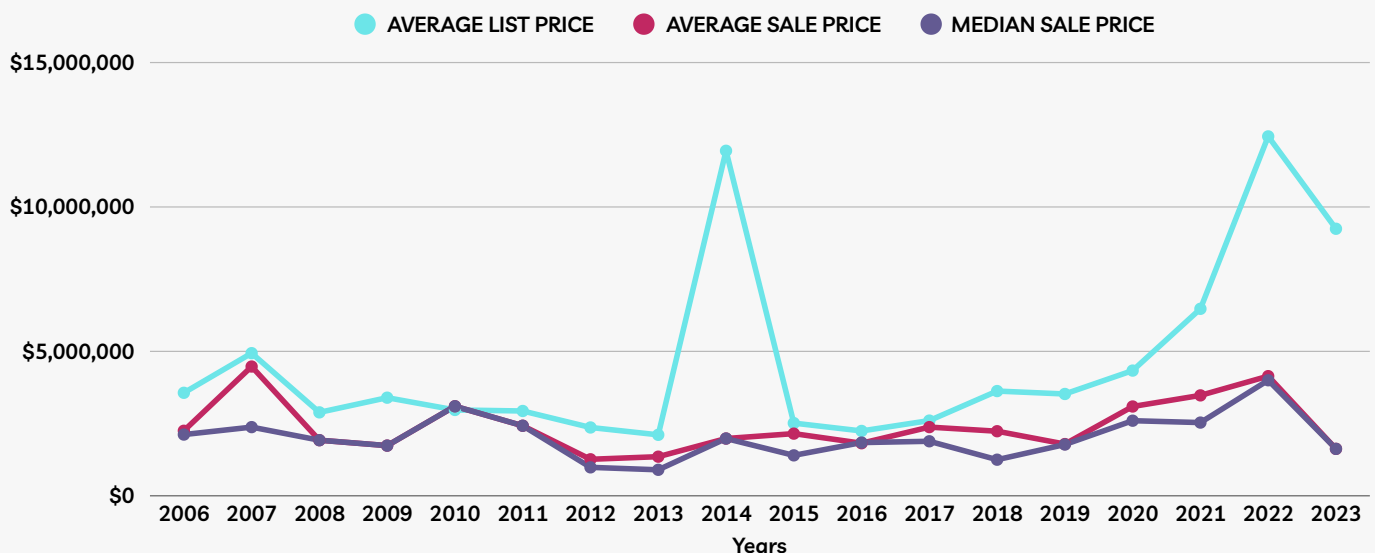
DAYS ON MARKET IS
NORMAL



BIG SUR

Big Sur sales in the 93920 zip code that spans a large area of mostly wilderness that begins south of Rocky Creek and continues more than 60 miles down the coast towards Plaskett Ridge Road and the county line.

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	8	\$3,566,000	\$2,251,291	\$2,120,165	330	\$1,239
2007	5	\$4,938,429	\$4,475,425	\$2,377,800	197	\$3,744
2008	2	\$2,888,500	\$1,925,000	\$1,925,000	556	\$1,011
2009	1	\$3,396,905	\$1,737,500	\$1,737,500	916	\$790
2010	1	\$2,972,231	\$3,100,000	\$3,100,000	348	\$2,214
2011	2	\$2,936,205	\$2,425,000	\$2,425,000	513	\$1,506
2012	5	\$2,365,533	\$1,264,000	\$985,000	427	\$1,066
2013	7	\$2,111,174	\$1,354,357	\$900,000	485	\$1,185
2014	2	\$11,944,923	\$1,982,500	\$1,982,500	376	\$833
2015	5	\$2,516,688	\$2,152,500	\$1,400,000	275	\$1,090
2016	6	\$2,245,048	\$1,820,000	\$1,842,500	154	\$1,152
2017	6	\$2,603,846	\$2,378,214	\$1,887,500	288	\$1,147
2018	7	\$3,625,895	\$2,235,714	\$1,250,000	431	\$1,221
2019	3	\$3,525,300	\$1,791,167	\$1,775,000	200	\$799
2020	9	\$4,335,091	\$3,091,667	\$2,600,000	135	\$1,452
2021	13	\$6,474,118	\$3,476,538	\$2,535,000	121	\$1,398
2022	4	\$12,442,857	\$4,142,500	\$4,000,000	171	\$2,026
2023	2	\$9,245,333	\$1,625,000	\$1,625,000	127	\$1,239
2024						
2025						



PEBBLE BEACH

MARKET RECAP





PEBBLE BEACH

The 2024 real estate market in Pebble Beach, CA, experienced a tale of two halves: a slow, quiet start followed by a significant surge in activity from March through the third quarter. Sales volume increased over the previous year, with property values remaining high due to exceptionally low inventory. The market continues to be fueled by high-net-worth buyers, many from out of state.

2024 Market performance highlights

- **A tale of two quarters:** The first two months of 2024 were sluggish, impacted by lingering high interest rates and economic uncertainty. However, the market saw a robust recovery beginning in March, with increased activity that continued through the second and third quarters.
- **Overall sales increase:** The broader Monterey Peninsula real estate market, which includes Pebble Beach, saw an 8.4% year-over-year increase in home sales in 2024. Pebble Beach specifically had 29 deals close in Q2, an increase of 16% over the prior quarter.
- **Tight inventory persists:** Despite the increase in sales activity, inventory levels remained low. Pebble Beach consistently deals with critically low supply, a major factor in driving up prices. In Q1, Pebble Beach saw a mere 10 closed deals due to a lack of supply, highlighting the acute inventory shortage.
- **Median prices remained strong:** Despite a minor dip in the median sales price during the spring, prices held steady throughout 2024, supported by tight inventory and sustained demand. While there was some negotiating room for buyers, prices generally held firm.
- **Longer days on market:** Average days on market lengthened in 2024, a shift from the high-speed market of previous years. This allowed buyers more time for due diligence.

\$2.87M

MEDIAN SALES PRICE

124

AVERAGE DAYS ON MARKET

\$54M

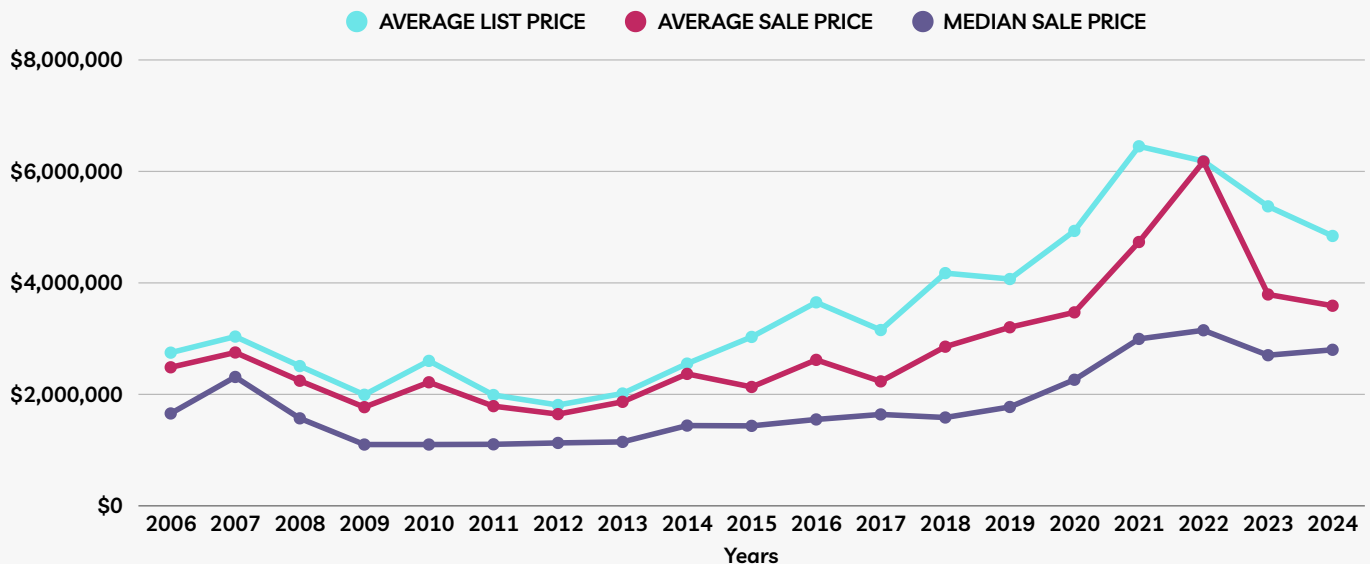
SALES DOLLAR VOLUME



PEBBLE BEACH

SALES

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	77	\$2,748,519	\$2,485,641	\$1,657,500	120	\$788
2007	67	\$3,036,776	\$2,751,526	\$2,312,500	159	\$767
2008	77	\$2,507,649	\$2,244,394	\$1,570,000	184	\$846
2009	66	\$1,993,376	\$1,770,613	\$1,100,000	143	\$563
2010	65	\$2,600,953	\$2,216,928	\$1,100,000	126	\$619
2011	81	\$1,988,275	\$1,788,630	\$1,104,000	152	\$540
2012	112	\$1,808,967	\$1,645,469	\$1,128,750	138	\$510
2013	108	\$2,015,293	\$1,866,119	\$1,147,500	113	\$560
2014	124	\$2,552,034	\$2,367,531	\$1,440,000	111	\$670
2015	117	\$3,030,800	\$2,132,854	\$1,435,000	105	\$663
2016	117	\$3,651,018	\$2,619,262	\$1,550,000	114	\$726
2017	121	\$3,154,189	\$2,233,212	\$1,640,000	94	\$676
2018	126	\$4,175,486	\$2,855,524	\$1,585,000	104	\$836
2019	122	\$4,069,562	\$3,203,803	\$1,773,975	113	\$828
2020	140	\$4,932,783	\$3,471,384	\$2,262,500	75	\$896
2021	135	\$6,451,127	\$4,733,690	\$2,995,000	46	\$1,170
2022	79	\$6,184,643	\$6,176,778	\$3,150,000	46	\$1,408
2023	68	\$5,373,612	\$3,792,419	\$2,702,500	48	\$1,191
2024	29	\$4,842,306	\$3,590,141	\$2,800,000	41	\$1,292
2025						

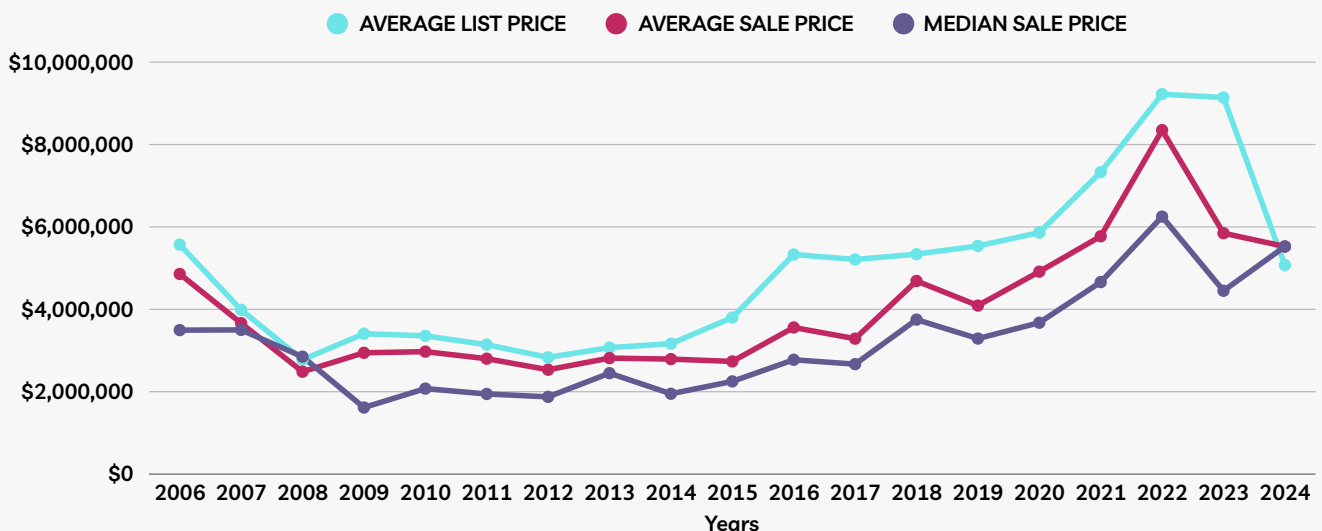
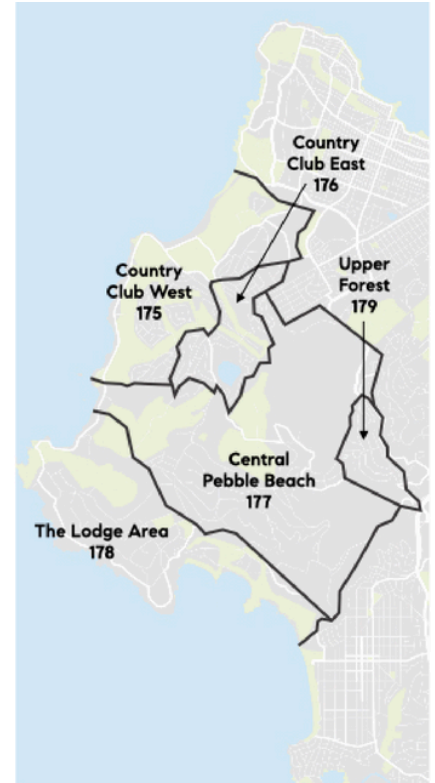


PEBBLE BEACH

SALES METRICS BY AREA

CENTRAL PEBBLE BEACH

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVE. DOM	PPSF
2006	18	\$5,570,000	\$4,857,881	\$3,495,000	141	\$955
2007	15	\$3,987,200	\$3,663,551	\$3,500,000	270	\$799
2008	4	\$2,775,000	\$2,485,000	\$2,850,000	140	\$850
2009	14	\$3,407,857	\$2,944,204	\$1,616,653	149	\$632
2010	11	\$3,355,818	\$2,972,818	\$2,075,000	276	\$625
2011	22	\$3,141,513	\$2,801,136	\$1,945,000	177	\$663
2012	25	\$2,833,656	\$2,533,760	\$1,875,000	155	\$627
2013	22	\$3,069,772	\$2,815,254	\$2,450,000	224	\$652
2014	30	\$3,165,217	\$2,791,329	\$1,950,000	169	\$672
2015	19	\$3,799,457	\$2,734,905	\$2,250,000	150	\$662
2016	30	\$5,330,140	\$3,558,719	\$2,775,000	180	\$822
2017	21	\$5,209,801	\$3,287,090	\$2,668,888	95	\$736
2018	22	\$5,338,817	\$4,688,176	\$3,750,000	151	\$1,000
2019	23	\$5,538,312	\$4,091,137	\$3,290,000	177	\$883
2020	38	\$5,862,052	\$4,914,172	\$3,675,000	108	\$970
2021	42	\$7,328,946	\$5,772,665	\$4,660,828	58	\$1,169
2022	22	\$9,221,848	\$8,348,887	\$6,250,000	61	\$1,393
2023	12	\$9,140,635	\$5,847,750	\$4,450,000	89	\$1,272
2024	6	\$5,073,632	\$5,525,000	\$5,525,000	73	\$1,503
2025						



PEBBLE BEACH

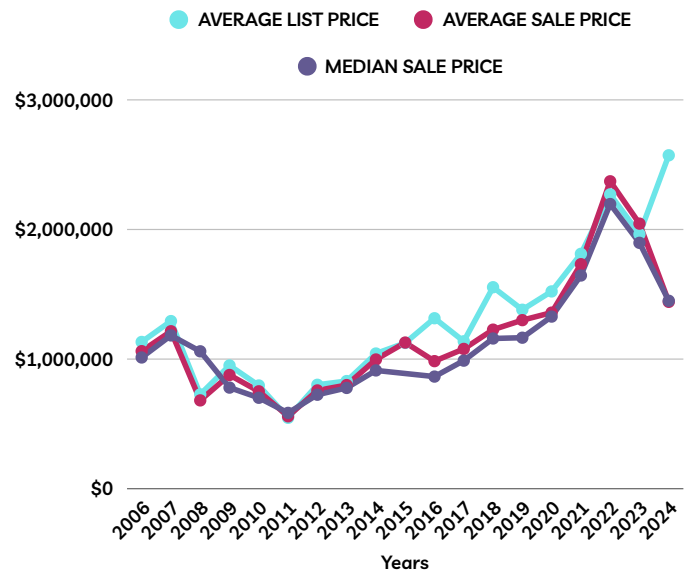
SALES METRICS BY AREA

THE LODGE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	4	\$7,420,000	\$6,754,375	\$6,960,000	102	\$1,409
2007	13	\$5,852,231	\$4,846,827	\$3,995,000	221	\$1,138
2008	4	\$7,198,750	\$6,355,125	\$6,900,000	66	\$1,865
2009	10	\$6,245,000	\$5,497,500	\$3,200,000	163	\$1,160
2010	10	\$8,258,300	\$6,564,500	\$3,847,500	178	\$1,351
2011	10	\$4,888,600	\$4,228,700	\$3,375,000	150	\$848
2012	10	\$5,734,100	\$4,876,834	\$4,525,000	153	\$758
2013	12	\$5,429,750	\$4,934,583	\$4,175,000	84	\$946
2014	11	\$9,386,818	\$8,802,727	\$4,125,000	143	\$1,542
2015	12	\$9,417,556	\$5,749,149	\$5,062,500	188	\$1,190
2016	10	\$8,192,407	\$8,492,000	\$5,150,000	183	\$1,422
2017	11	\$8,765,444	\$5,351,991	\$5,475,000	140	\$1,065
2018	10	\$14,786,650	\$10,850,000	\$8,075,000	236	\$2,025
2019	12	\$11,308,421	\$12,070,292	\$9,550,000	255	\$1,596
2020	15	\$13,537,519	\$8,512,200	\$5,500,000	108	\$1,394
2021	23	\$14,385,185	\$10,190,317	\$8,337,500	68	\$1,962
2022	14	\$13,023,889	\$13,617,294	\$8,383,516	94	\$2,138
2023	7	\$11,677,222	\$8,157,143	\$7,700,000	112	\$1,733
2024	1	\$10,166,000	\$10,425,000	\$10,425,000	0	\$2,186
2025						

Upper Forest, Shepherds Knoll, Ocean Pines

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	9	\$1,132,222	\$1,061,111	\$1,012,500	135	\$471
2007	6	\$1,293,167	\$1,214,758	\$1,182,500	136	\$494
2008	3	\$727,666	\$681,333	\$1,060,000	109	\$532
2009	9	\$950,877	\$877,333	\$780,000	117	\$392
2010	10	\$796,320	\$751,340	\$701,500	131	\$369
2011	6	\$547,085	\$558,616	\$585,000	149	\$240
2012	13	\$801,723	\$758,205	\$725,000	163	\$368
2013	13	\$830,384	\$799,528	\$777,500	48	\$389
2014	16	\$1,042,968	\$997,000	\$912,500	110	\$437
2015	10	\$1,124,682	\$1,127,500	\$1,072,500	113	\$446
2016	19	\$1,315,155	\$984,158	\$865,000	60	\$446
2017	17	\$1,137,285	\$1,078,441	\$988,000	106	\$472
2018	16	\$1,554,535	\$1,227,188	\$1,159,000	97	\$517
2019	17	\$1,380,884	\$1,300,471	\$1,165,000	73	\$510
2020	17	\$1,522,172	\$1,358,471	\$1,328,000	62	\$591
2021	15	\$1,812,000	\$1,732,200	\$1,645,000	16	\$714
2022	4	\$2,271,000	\$2,371,875	\$2,196,250	14	\$851
2023	10	\$1,963,833	\$2,045,150	\$1,897,000	50	\$851
2024	3	\$2,572,400	\$1,441,667	\$1,450,000	65	\$874
2025						



PEBBLE BEACH

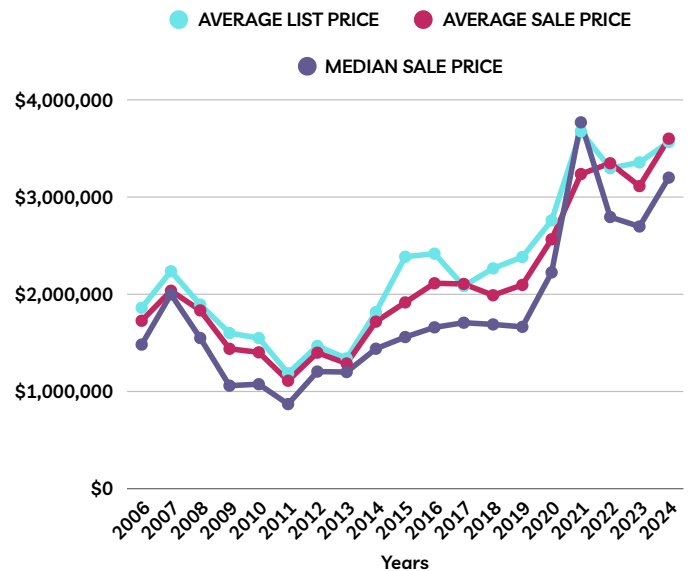
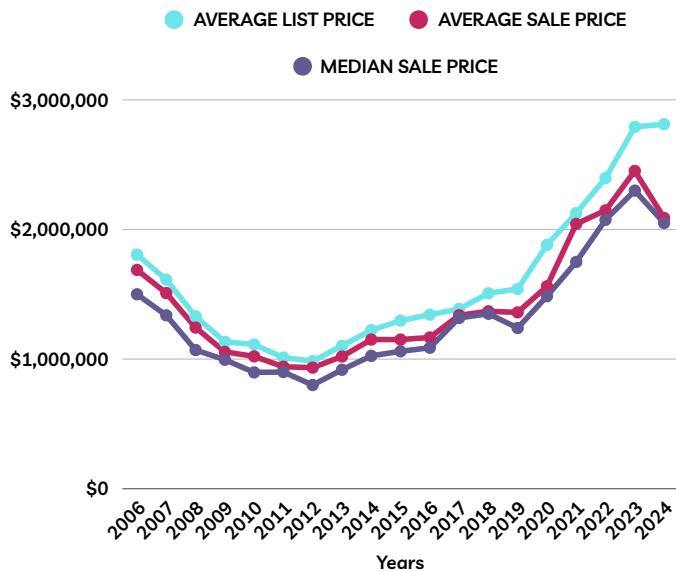
SALES METRICS BY AREA

COUNTRY CLUB EAST / MPCC EAST

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	21	\$1,805,762	\$1,688,119	\$1,500,000	145	\$637
2007	16	\$1,613,188	\$1,509,000	\$1,337,500	184	\$574
2008	15	\$1,329,533	\$1,243,080	\$1,070,000	68	\$542
2009	13	\$1,133,492	\$1,055,778	\$995,000	133	\$448
2010	22	\$1,112,877	\$1,020,915	\$897,500	110	\$449
2011	19	\$1,011,431	\$940,889	\$900,000	95	\$423
2012	34	\$984,576	\$933,974	\$800,000	174	\$408
2013	32	\$1,102,489	\$1,019,953	\$917,500	101	\$443
2014	34	\$1,223,202	\$1,150,643	\$1,025,000	66	\$502
2015	37	\$1,296,962	\$1,150,641	\$1,060,000	67	\$520
2016	28	\$1,342,800	\$1,166,684	\$1,087,500	78	\$531
2017	36	\$1,386,408	\$1,338,125	\$1,317,500	65	\$559
2018	43	\$1,507,689	\$1,368,898	\$1,350,000	91	\$617
2019	23	\$1,541,178	\$1,360,515	\$1,240,000	81	\$630
2020	31	\$1,880,733	\$1,561,669	\$1,485,000	33	\$673
2021	35	\$2,125,933	\$2,042,971	\$1,750,000	32	\$859
2022	22	\$2,396,603	\$2,147,290	\$2,075,000	19	\$1,040
2023	17	\$2,790,827	\$2,451,588	\$2,300,000	28	\$1,136
2024	8	\$2,812,286	\$2,088,861	\$2,050,000	48	\$989
2025						

Country Club West / MPCC West

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	24	\$1,861,083	\$1,727,631	\$1,482,500	115	\$796
2007	19	\$2,237,211	\$2,036,441	\$2,000,000	159	\$772
2008	13	\$1,893,459	\$1,834,307	\$1,550,000	56	\$807
2009	22	\$1,601,093	\$1,439,102	\$1,060,000	99	\$577
2010	22	\$1,549,454	\$1,402,740	\$1,075,000	74	\$567
2011	27	\$1,187,529	\$1,110,833	\$870,000	142	\$475
2012	36	\$1,468,000	\$1,399,298	\$1,205,000	114	\$506
2013	29	\$1,340,865	\$1,288,205	\$1,200,000	78	\$538
2014	33	\$1,817,102	\$1,718,584	\$1,440,000	96	\$663
2015	39	\$2,385,994	\$1,916,465	\$1,560,000	90	\$699
2016	30	\$2,418,170	\$2,113,531	\$1,660,000	95	\$755
2017	36	\$2,085,065	\$2,105,883	\$1,707,500	102	\$737
2018	35	\$2,266,636	\$1,990,245	\$1,690,000	55	\$808
2019	47	\$2,383,574	\$2,096,266	\$1,665,000	74	\$817
2020	39	\$2,760,568	\$2,565,808	\$2,225,000	61	\$942
2021	20	\$3,675,800	\$3,236,600	\$3,769,000	46	\$1,147
2022	17	\$3,297,714	\$3,348,232	\$2,795,000	30	\$1,433
2023	22	\$3,356,608	\$3,112,864	\$2,697,500	20	\$1,172
2024	11	\$3,566,429	\$3,601,200	\$3,200,000	15	\$1,430
2025						



PEBBLE BEACH

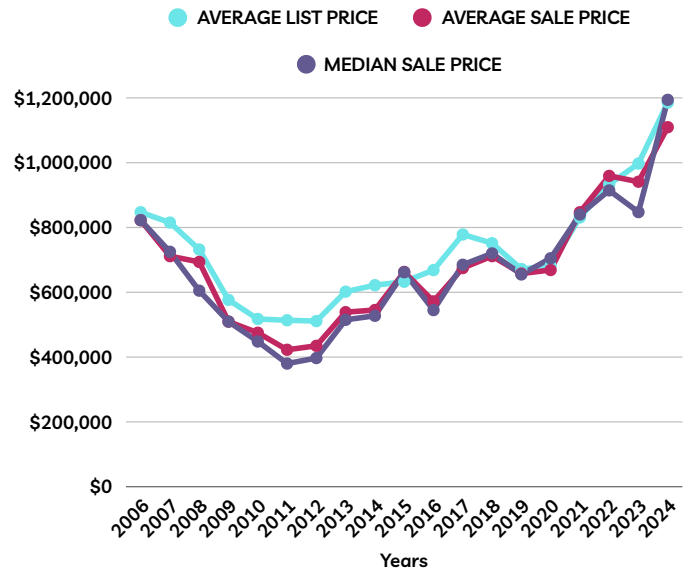
SALES METRICS BY AREA CONDOS

SPANISH BAY & THE LODGE CONDOS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	2	\$3,422,500	\$3,200,000	\$3,200,000	112	\$817
2007	3	\$2,459,083	\$2,199,333	\$2,825,000	238	\$672
2008	8	\$2,851,857	\$2,665,938	\$2,700,000	181	\$725
2009	3	\$2,715,317	\$2,313,333	\$2,240,000	62	\$685
2010	3	\$2,793,000	\$2,616,667	\$2,675,000	176	\$713
2011	4	\$2,124,333	\$2,075,000	\$2,000,000	322	\$589
2012	3	\$2,406,250	\$1,984,667	\$1,950,000	18	\$555
2013	1	\$2,617,000	\$2,795,000	\$2,795,000	276	\$837
2014	1	\$1,995,000	\$1,895,000	\$1,895,000	82	\$541
2015	3	\$4,230,000	\$3,915,000	\$3,900,000	4	\$1,029
2016	5	\$2,786,125	\$2,891,750	\$3,363,750	68	\$970
2017	5	\$3,611,857	\$2,801,600	\$3,150,000	107	\$844
2018	4	\$4,094,600	\$3,497,000	\$3,549,000	118	\$995
2019	4	\$3,642,500	\$3,818,750	\$3,975,000	39	\$1,119
2020	2	\$4,275,000	\$2,607,500	\$2,607,500	140	\$750
2021	3	\$4,500,000	\$4,250,000	\$3,500,000	4	\$1,291
2022	7	\$4,659,222	\$5,228,000	\$5,100,000	39	\$1,428
2023	3	\$3,116,667	\$3,116,667	\$3,350,000	129	\$937
2024		\$4,495,000				
2025						

OCEAN PINES & SHEPHERDS KNOLLS CONDOS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	2	\$847,111	\$822,500	\$822,500	135	\$658
2007	3	\$815,107	\$711,500	\$725,000	126	\$466
2008	6	\$732,035	\$693,667	\$605,000	101	\$435
2009	2	\$576,533	\$509,500	\$509,500	36	\$408
2010	6	\$517,538	\$475,206	\$448,117	125	\$339
2011	7	\$513,700	\$422,571	\$380,000	197	\$288
2012	8	\$511,056	\$434,813	\$397,000	96	\$265
2013	9	\$601,889	\$538,661	\$515,000	42	\$340
2014	4	\$621,889	\$545,250	\$527,500	14	\$377
2015	9	\$632,550	\$662,889	\$662,000	83	\$394
2016	3	\$668,500	\$572,000	\$545,000	124	\$382
2017	5	\$778,429	\$674,793	\$685,000	15	\$421
2018	5	\$751,500	\$711,600	\$720,000	71	\$469
2019	5	\$671,600	\$657,800	\$655,000	102	\$363
2020	9	\$681,300	\$668,722	\$705,000	38	\$423
2021	15	\$831,000	\$847,100	\$840,000	18	\$501
2022	8	\$933,222	\$959,250	\$914,500	6	\$557
2023	4	\$997,250	\$941,250	\$847,500	36	\$669
2024	8	\$1,185,654	\$1,109,563	\$1,194,000	43	\$583
2025						



PACIFIC GROVE

MARKET RECAP

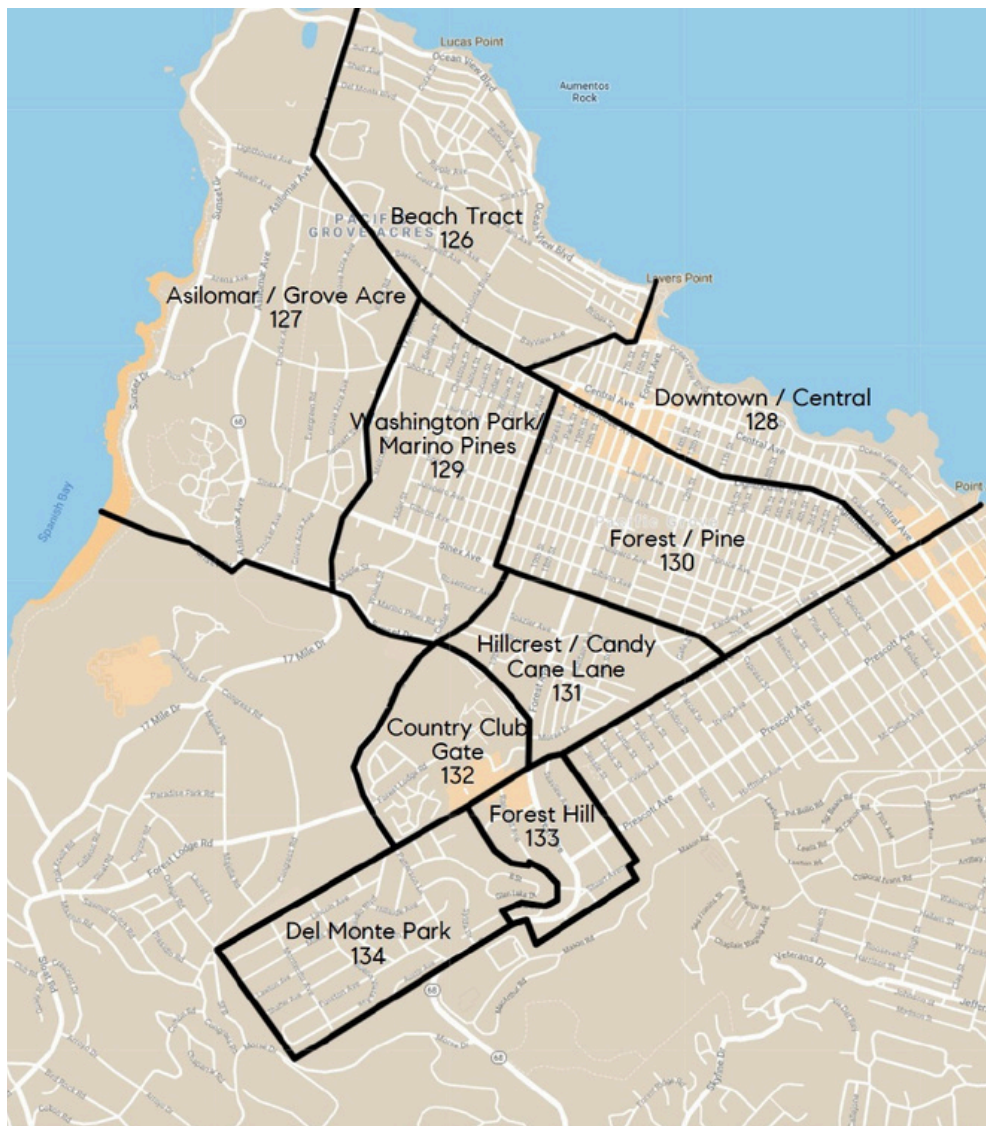




PACIFIC GROVE

Sales volume in Pacific Grove was down -9.8% to \$196,540,797 in 2023 that was a modest decline compared to other markets. The overall median home price was flat in 2023 at \$1,494,003 with the average sales price up 3.2% to \$1,665,600. The higher end of Pacific Grove continues with 17 sales in the \$2-\$3M and 5 above \$3M, and one above \$5M. In 2019 there were only 2 sales in the \$2M-\$3M range.

Demand in Pacific Grove remains strong with its second year of homes selling quickly and not staying on the market. Median prices are up 55% since 2019. Primary homeowners favor the Pacific Grove school district and "hometown" feel. That same genuine charm creates strong second home market demand for a perfect coastal getaway. Living in Pacific Grove you will see the ocean and the Monterey Bay everyday.



35%

OF SALES FROM
\$1.4M-\$2M

6

SALES OF \$3M+

36%

OF SALES FROM
\$1M-\$1.4M

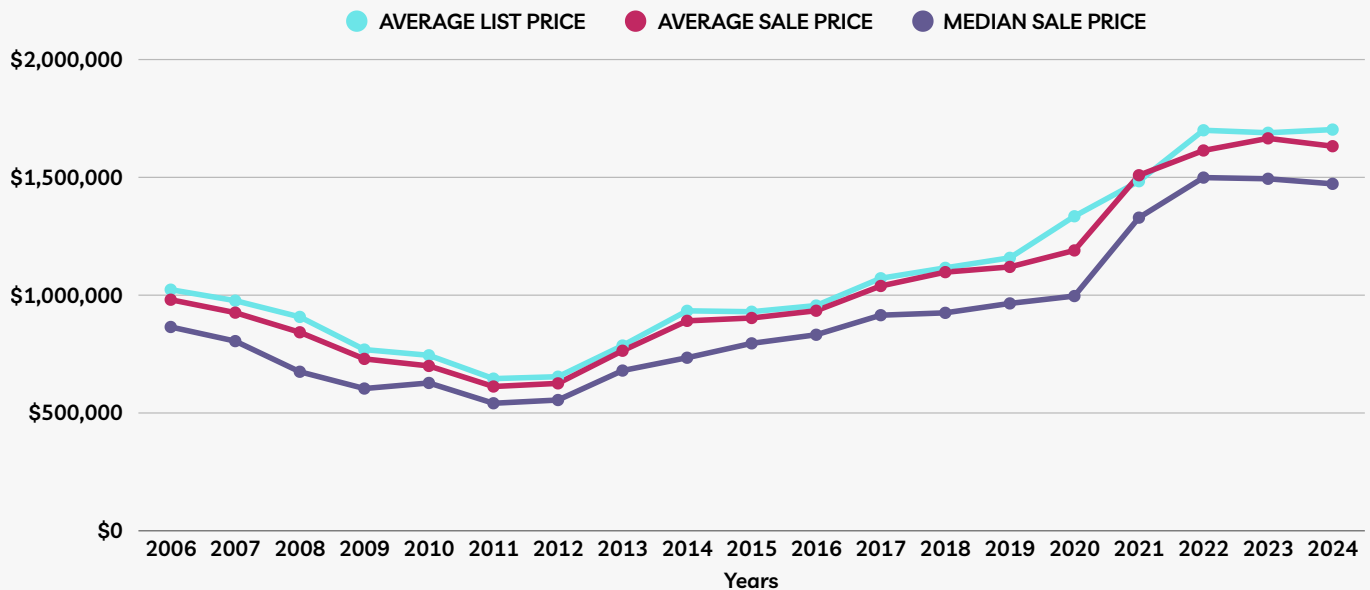
17

SALES FROM \$2M-\$3M
VERSUS
23 IN 2022
29 IN 2021
13 IN 2020
2 IN 2019
3 IN 2018

PACIFIC GROVE

SALES

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	111	\$1,023,321	\$980,700	\$865,000	83	\$685
2007	98	\$976,752	\$925,837	\$805,000	105	\$673
2008	96	\$907,733	\$842,474	\$675,000	139	\$639
2009	117	\$769,052	\$729,587	\$603,750	131	\$522
2010	129	\$744,755	\$699,697	\$627,500	88	\$470
2011	152	\$645,801	\$612,356	\$541,250	114	\$422
2012	195	\$653,992	\$625,666	\$555,000	92	\$426
2013	165	\$786,223	\$764,159	\$680,000	61	\$508
2014	155	\$933,570	\$891,033	\$734,500	65	\$569
2015	166	\$929,712	\$903,169	\$795,500	51	\$632
2016	148	\$955,972	\$933,950	\$832,000	54	\$639
2017	161	\$1,071,761	\$1,038,993	\$915,000	55	\$675
2018	143	\$1,115,948	\$1,097,717	\$925,000	49	\$713
2019	153	\$1,158,484	\$1,119,932	\$965,000	60	\$737
2020	186	\$1,334,868	\$1,189,878	\$996,250	33	\$822
2021	201	\$1,483,628	\$1,509,003	\$1,329,000	27	\$1,014
2022	135	\$1,699,854	\$1,614,045	\$1,499,000	24	\$1,075
2023	118	\$1,689,200	\$1,665,600	\$1,494,003	36	\$1,110
2024	58	\$1,702,734	\$1,632,184	\$1,472,500	46	\$1,164
2025						



PACIFIC GROVE

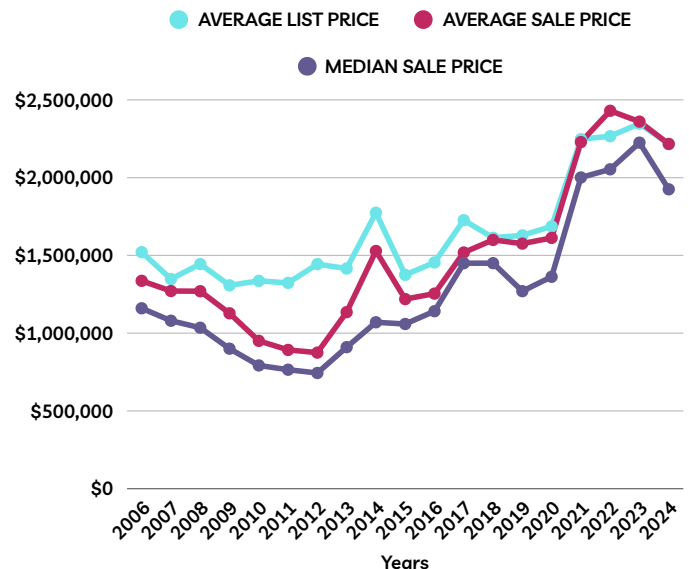
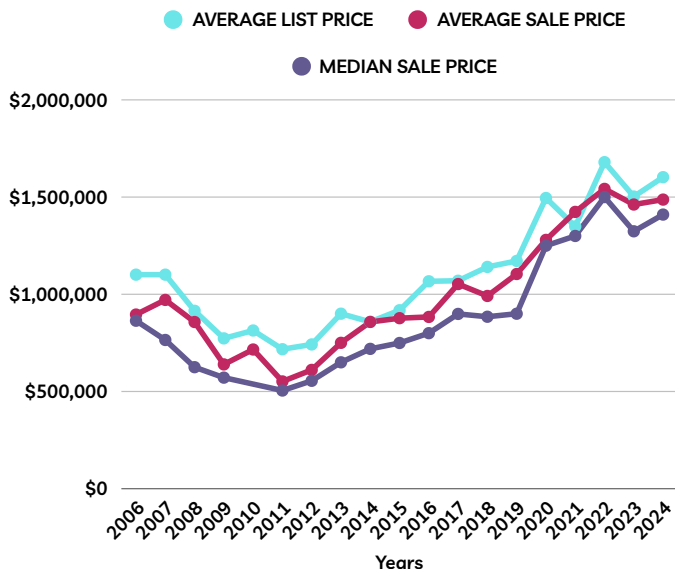
SALES METRICS BY AREA

CENTRAL AVENUE / DOWNTOWN WASHINGTON PARK / MARINO PINES

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	28	\$1,100,975	\$895,765	\$864,000	77	\$680
2007	25	\$1,100,975	\$971,080	\$765,000	132	\$702
2008	26	\$915,028	\$857,385	\$625,000	117	\$627
2009	39	\$773,180	\$639,305	\$571,250	123	\$536
2010	29	\$813,781	\$715,948	\$595,000	99	\$501
2011	37	\$717,466	\$551,657	\$505,000	108	\$480
2012	59	\$742,002	\$611,070	\$555,000	87	\$439
2013	44	\$900,186	\$750,280	\$650,000	80	\$516
2014	50	\$858,071	\$857,788	\$719,250	47	\$603
2015	31	\$917,911	\$877,065	\$749,500	50	\$670
2016	39	\$1,066,862	\$883,510	\$800,000	66	\$661
2017	52	\$1,069,688	\$1,052,632	\$899,000	48	\$699
2018	38	\$1,140,673	\$991,434	\$884,500	52	\$738
2019	46	\$1,171,594	\$1,104,293	\$900,000	63	\$790
2020	53	\$1,495,251	\$1,279,806	\$1,250,000	32	\$850
2021	63	\$1,348,944	\$1,423,854	\$1,300,000	29	\$1,126
2022	33	\$1,679,602	\$1,542,141	\$1,500,000	20	\$1,151
2023	36	\$1,502,667	\$1,461,721	\$1,324,000	25	\$1,099
2024	17	\$1,602,429	\$1,487,059	\$1,410,000	43	\$1,327
2025						

BEACH TRACT / FAIRWAY HOMES ASILOMAR / GROVE ACRE / CROCKER

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	27	\$1,520,846	\$1,336,556	\$1,160,000	96	\$735
2007	18	\$1,348,309	\$1,270,972	\$1,080,000	88	\$728
2008	21	\$1,444,247	\$1,269,805	\$1,035,000	144	\$816
2009	28	\$1,307,528	\$1,127,743	\$900,285	148	\$610
2010	32	\$1,336,327	\$950,656	\$792,500	93	\$562
2011	33	\$1,323,220	\$892,347	\$765,000	111	\$507
2012	39	\$1,443,805	\$874,924	\$744,000	137	\$517
2013	36	\$1,415,903	\$1,135,186	\$910,000	55	\$582
2014	25	\$1,774,571	\$1,528,499	\$1,070,000	97	\$784
2015	46	\$1,375,022	\$1,219,046	\$1,059,000	53	\$739
2016	31	\$1,454,780	\$1,254,298	\$1,141,225	77	\$675
2017	30	\$1,726,758	\$1,518,683	\$1,450,000	66	\$788
2018	33	\$1,613,492	\$1,599,606	\$1,450,000	57	\$829
2019	35	\$1,629,114	\$1,575,866	\$1,270,000	62	\$817
2020	35	\$1,686,462	\$1,612,414	\$1,362,500	33	\$1,036
2021	51	\$2,247,324	\$2,228,645	\$2,001,000	29	\$1,108
2022	24	\$2,266,512	\$2,429,963	\$2,053,500	13	\$1,278
2023	29	\$2,347,214	\$2,360,080	\$2,225,000	31	\$1,323
2024	12	\$2,215,786	\$2,216,667	\$1,925,000	42	\$1,231
2025						



PACIFIC GROVE

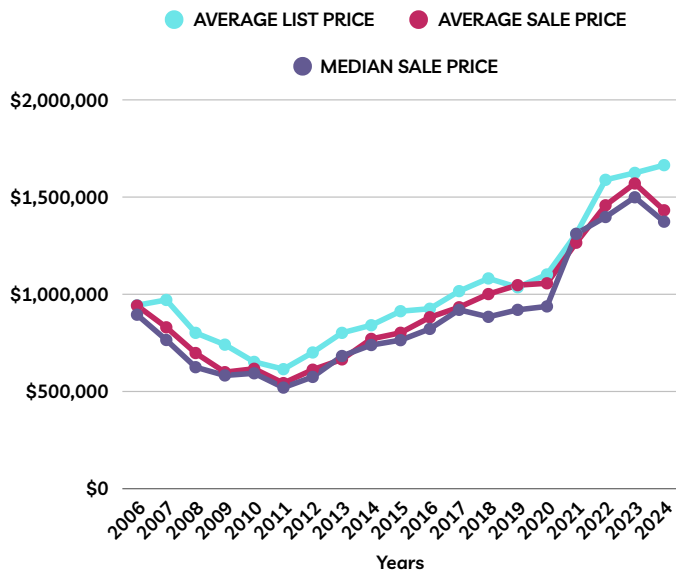
SALES METRICS BY AREA

FOREST AVENUE / PINE AVENUE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	31	\$943,510	\$941,895	\$895,000	77	\$706
2007	35	\$970,896	\$830,114	\$765,000	106	\$680
2008	30	\$801,644	\$697,830	\$625,000	148	\$622
2009	30	\$740,892	\$599,383	\$582,500	141	\$517
2010	43	\$652,267	\$616,883	\$593,675	85	\$440
2011	49	\$614,878	\$543,078	\$520,000	118	\$383
2012	57	\$700,704	\$612,098	\$575,000	68	\$419
2013	54	\$801,642	\$665,114	\$682,500	45	\$493
2014	47	\$840,788	\$770,493	\$739,000	57	\$506
2015	51	\$912,996	\$802,009	\$764,000	64	\$625
2016	54	\$925,701	\$881,897	\$822,000	40	\$673
2017	50	\$1,016,231	\$933,230	\$920,000	46	\$647
2018	44	\$1,081,626	\$1,001,122	\$884,000	51	\$718
2019	43	\$1,035,872	\$1,046,977	\$920,000	67	\$706
2020	63	\$1,101,913	\$1,056,488	\$937,630	36	\$801
2021	40	\$1,310,977	\$1,265,200	\$1,311,000	22	\$974
2022	50	\$1,588,783	\$1,457,727	\$1,397,500	33	\$1,052
2023	30	\$1,624,457	\$1,569,978	\$1,499,003	52	\$1,029
2024	18	\$1,664,250	\$1,432,094	\$1,373,500	31	\$1,147
2025						

COUNTRY CLUB GATE/ FOREST GROVE
FOREST HILL & DEL MONTE PARK

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	26	\$825,185	\$739,058	\$710,000	80	\$607
2007	20	\$772,090	\$726,175	\$695,000	86	\$573
2008	18	\$650,115	\$568,592	\$562,500	154	\$471
2009	21	\$583,730	\$542,452	\$520,000	102	\$387
2010	26	\$555,500	\$517,750	\$521,000	73	\$373
2011	32	\$514,738	\$481,516	\$477,000	120	\$320
2012	40	\$474,644	\$423,500	\$417,000	88	\$326
2013	31	\$611,328	\$525,518	\$505,000	69	\$435
2014	33	\$680,356	\$630,155	\$640,000	80	\$446
2015	38	\$709,913	\$677,854	\$650,000	33	\$481
2016	24	\$721,268	\$719,250	\$720,000	38	\$478
2017	29	\$743,937	\$700,659	\$685,000	70	\$563
2018	28	\$811,736	\$802,236	\$825,000	30	\$536
2019	29	\$850,066	\$800,405	\$795,000	43	\$601
2020	335	\$894,750	\$871,266	\$865,000	26	\$604
2021	45	\$997,949	\$1,001,223	\$950,000	24	\$781
2022	28	\$1,341,750	\$1,286,286	\$1,189,000	23	\$854
2023	23	\$1,253,435	\$1,250,013	\$1,150,000	38	\$965
2024	11	\$1,452,813	\$1,546,273	\$1,500,000	81	\$866
2025						



MONTEREY

MARKET RECAP





MONTEREY

Monterey is predominantly a primary home market. However, an increasing number of buyers for second and retirement homes contributed to a growing median sales price over the past several years. 99 single family homes sold in 2023, down -28.3% from the year prior of 135. The median price was rose another 5.4% to \$1,260,000 - eclipsing the \$1M mark for the third year in a row. Similarly the average sales price was up 2.3% to \$1,333,982 from \$1,304,274 a year earlier. With fewer home sales, the total sales volume contracted -26.6% to \$132,064,255. There was another \$48,932,698 with 60 condo and townhome sales with a median price of \$652,500 up from \$625,000 the year before.

There were 9 sales above \$2M with two sales above \$3M. One near Del Monte Beach with ocean views for \$3.85M and the other in the Alta Mesa for \$3.3M. The traditional neighborhoods of Peter's Gate, Old Del Monte and Alta Mesa continue to be in demand as the homes are more stately and larger in square footage and lot size.



23%
OF SALES UP TO \$1M

92%
MEDIAN PRICE
INCREASE FROM 2015

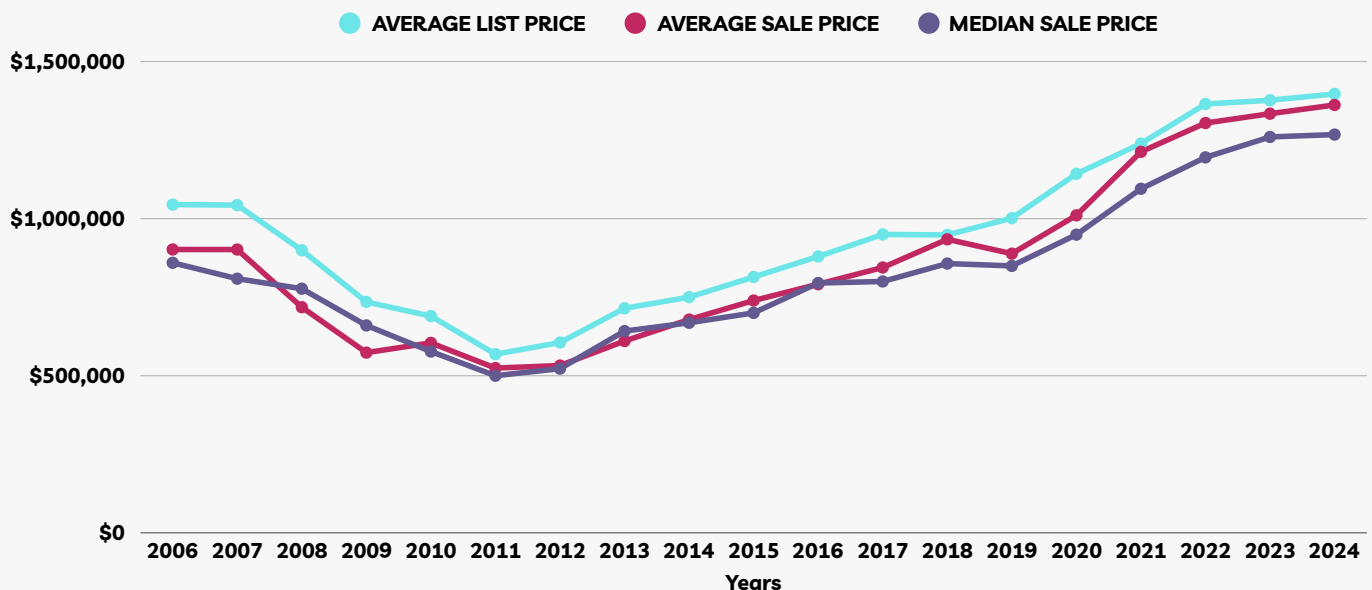
30%
OF SALES BETWEEN
\$1M-\$1.4M

99.4%
OF ASKING PRICE
FOR THE YEAR 2023
102.6% OF ASKING
PRICE RECEIVED OF
MONTEREY LISTINGS
SOLD IN JULY 2023

MONTEREY

SALES

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	122	\$1,044,709	\$901,760	\$859,500	86	\$591
2007	94	\$1,042,997	\$901,595	\$808,750	114	\$557
2008	105	\$899,417	\$718,016	\$777,000	113	\$449
2009	107	\$734,765	\$573,513	\$660,000	117	\$384
2010	118	\$689,782	\$604,436	\$577,000	89	\$371
2011	149	\$568,493	\$524,289	\$500,000	124	\$315
2012	175	\$605,583	\$532,383	\$522,500	72	\$321
2013	196	\$714,549	\$610,402	\$642,000	55	\$363
2014	162	\$750,067	\$678,648	\$668,500	63	\$416
2015	194	\$814,259	\$739,236	\$699,999	54	\$442
2016	163	\$879,483	\$791,306	\$795,000	41	\$486
2017	182	\$949,615	\$844,431	\$799,998	52	\$527
2018	187	\$948,157	\$934,154	\$857,000	47	\$547
2019	156	\$1,001,511	\$888,520	\$849,500	62	\$531
2020	166	\$1,142,437	\$1,010,488	\$949,000	39	\$575
2021	219	\$1,238,779	\$1,212,686	\$1,095,000	25	\$696
2022	138	\$1,364,820	\$1,304,274	\$1,195,000	28	\$784
2023	99	\$1,376,843	\$1,333,982	\$1,260,000	26	\$783
2024	82	\$1,396,929	\$1,361,787	\$1,267,500	27	\$807
2025						



MONTEREY

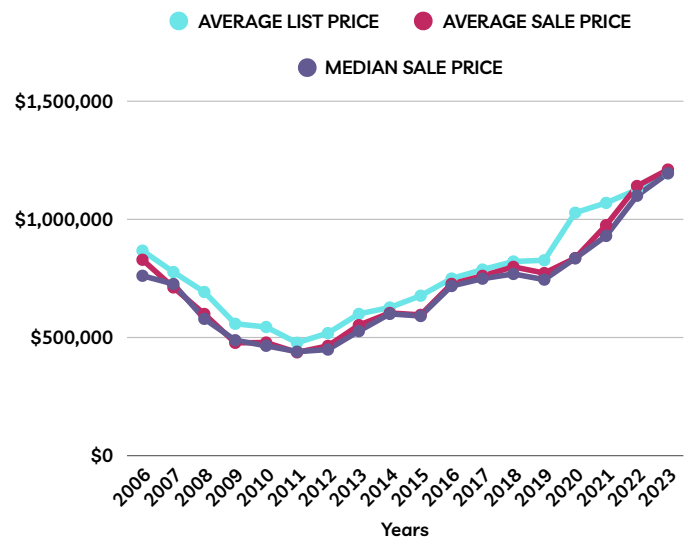
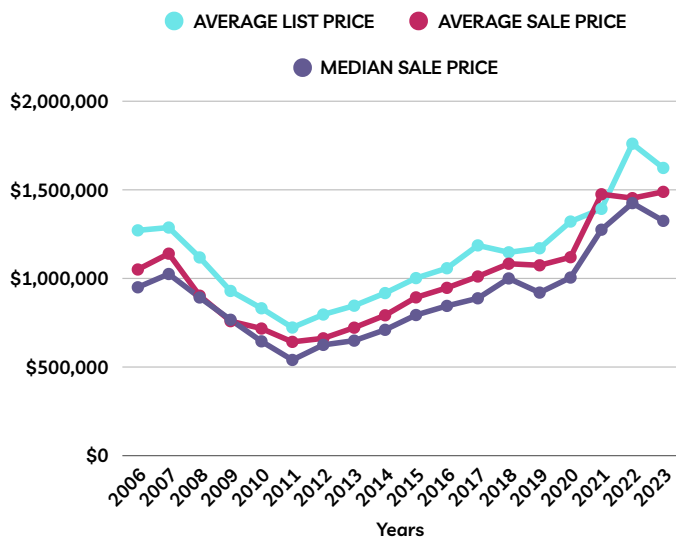
SALES METRICS BY AREA

PETER'S GATE, ALTA MESA, OLD DEL MONTE / AGUAJITO, DEER FLATS/ FISHERMAN FLATS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	33	\$1,271,374	\$1,050,424	\$950,000	82	\$1,300
2007	22	\$1,287,224	\$1,139,824	\$1,025,000	132	\$1,212
2008	28	\$1,118,483	\$902,675	\$892,500	99	\$1,318
2009	22	\$929,436	\$758,841	\$766,750	122	\$1,052
2010	40	\$831,534	\$717,213	\$645,000	93	\$830
2011	41	\$722,915	\$642,033	\$540,000	152	\$878
2012	41	\$796,356	\$662,023	\$625,000	56	\$889
2013	48	\$846,140	\$722,168	\$648,897	57	\$1,258
2014	45	\$917,335	\$791,956	\$710,000	58	\$1,201
2015	53	\$1,001,859	\$893,045	\$793,500	48	\$1,327
2016	47	\$1,057,596	\$946,896	\$845,000	58	\$1,301
2017	57	\$1,186,457	\$1,010,997	\$887,862	61	\$1,357
2018	57	\$1,147,370	\$1,082,957	\$1,000,000	52	\$1,362
2019	52	\$1,170,158	\$1,074,115	\$920,000	72	\$1,349
2020	56	\$1,321,028	\$1,119,752	\$1,005,000	48	\$1,606
2021	51	\$1,392,726	\$1,475,092	\$1,275,000	24	\$2,191
2022	35	\$1,760,220	\$1,453,096	\$1,425,000	24	\$2,494
2023	27	\$1,623,532	\$1,488,581	\$1,325,000	22	\$2,772
2024						
2025						

NEW MONTEREY, CANNERY ROW / LIGHTHOUSE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	30	\$867,668	\$829,030	\$761,250	87	\$614
2007	22	\$777,189	\$712,081	\$726,500	88	\$601
2008	19	\$692,715	\$599,579	\$579,000	99	\$515
2009	20	\$558,183	\$477,495	\$488,450	175	\$416
2010	23	\$544,400	\$478,652	\$465,000	75	\$389
2011	35	\$477,779	\$437,127	\$440,000	130	\$337
2012	47	\$518,660	\$464,528	\$449,000	77	\$360
2013	36	\$599,853	\$552,236	\$527,000	47	\$446
2014	35	\$626,859	\$603,886	\$600,000	80	\$436
2015	46	\$676,919	\$595,704	\$591,000	62	\$448
2016	45	\$749,508	\$726,811	\$718,000	27	\$520
2017	45	\$787,421	\$761,050	\$749,000	45	\$582
2018	35	\$821,662	\$798,953	\$769,000	34	\$625
2019	31	\$826,942	\$772,652	\$745,000	58	\$641
2020	29	\$1,028,147	\$836,234	\$835,000	34	\$650
2021	65	\$1,069,708	\$975,387	\$930,000	22	\$768
2022	43	\$1,126,202	\$1,141,291	\$1,100,000	23	\$871
2023	20	\$1,194,800	\$1,210,707	\$1,195,000	30	\$895
2024						
2025						



MONTEREY

SALES METRICS BY AREA

OLDTOWN MONTEREY, DOWNTOWN, OAK GROVE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	14	\$907,139	\$908,524	\$816,000	97	\$607
2007	18	\$899,631	\$834,056	\$813,500	83	\$560
2008	14	\$826,370	\$712,893	\$655,000	150	\$517
2009	24	\$625,191	\$534,413	\$515,000	74	\$408
2010	17	\$579,847	\$540,353	\$469,000	105	\$385
2011	21	\$596,415	\$502,105	\$464,000	114	\$349
2012	25	\$543,870	\$555,298	\$490,000	73	\$341
2013	19	\$676,858	\$584,895	\$585,000	45	\$386
2014	23	\$740,207	\$682,810	\$643,000	47	\$471
2015	33	\$736,267	\$724,150	\$650,000	50	\$481
2016	17	\$811,747	\$750,410	\$675,000	38	\$594
2017	22	\$926,803	\$753,814	\$767,500	72	\$577
2018	29	\$828,994	\$826,214	\$805,500	64	\$554
2019	19	\$1,066,543	\$776,816	\$805,000	65	\$578
2020	17	\$983,845	\$902,134	\$850,000	24	\$660
2021	27	\$1,227,700	\$1,150,681	\$1,118,000	19	\$725
2022	10	\$1,340,727	\$1,366,475	\$1,217,500	11	\$875
2023	16	\$1,144,500	\$1,163,108	\$1,075,000	37	\$782
2024						
2025						

MAR VISTA, SKYLINE FOREST, MONTE VISTA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	23	\$1,141,417	\$959,696	\$860,000	80	\$558
2007	19	\$1,073,922	\$1,036,621	\$900,000	125	\$524
2008	20	\$949,084	\$847,760	\$812,500	125	\$416
2009	15	\$963,371	\$738,593	\$655,000	121	\$353
2010	24	\$702,722	\$697,684	\$647,500	101	\$386
2011	26	\$572,018	\$536,997	\$508,585	123	\$293
2012	38	\$622,053	\$574,008	\$532,500	90	\$285
2013	57	\$736,604	\$665,758	\$630,000	47	\$334
2014	30	\$819,846	\$728,729	\$706,263	76	\$391
2015	33	\$822,188	\$771,544	\$699,000	65	\$413
2016	22	\$940,818	\$826,692	\$824,510	46	\$426
2017	29	\$902,913	\$886,948	\$837,500	52	\$455
2018	37	\$1,001,378	\$985,219	\$890,000	26	\$507
2019	26	\$1,033,551	\$952,479	\$864,059	63	\$478
2020	36	\$1,173,719	\$1,027,624	\$987,500	50	\$498
2021	47	\$1,413,305	\$1,351,371	\$1,235,000	34	\$596
2022	22	\$1,516,370	\$1,523,422	\$1,391,500	31	\$726
2023	23	\$1,566,192	\$1,505,682	\$1,400,000	24	\$732
2024						
2025						

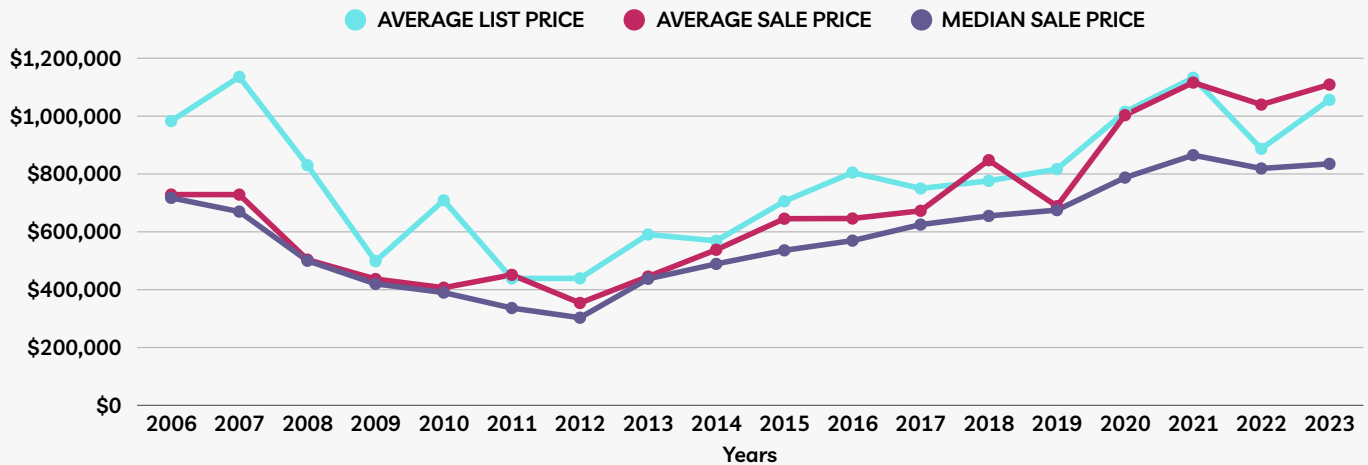


MONTEREY

SALES

CASANOVA / OAK KNOLL, VILLA DEL MONTE, DEL MONTE BEACH

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	24	\$982,848	\$728,792	\$717,500	90	\$600
2007	14	\$1,135,694	\$728,629	\$669,900	153	\$532
2008	25	\$830,145	\$503,764	\$500,000	107	\$407
2009	27	\$498,470	\$436,674	\$420,000	108	\$339
2010	14	\$708,743	\$406,821	\$390,000	63	\$291
2011	27	\$438,945	\$451,222	\$336,500	80	\$315
2012	24	\$439,128	\$354,020	\$303,000	58	\$263
2013	36	\$590,824	\$445,362	\$437,500	75	\$333
2014	29	\$568,853	\$537,944	\$489,000	47	\$389
2015	28	\$705,731	\$645,336	\$536,000	43	\$440
2016	32	\$804,808	\$646,075	\$569,500	33	\$488
2017	29	\$749,893	\$672,652	\$625,000	60	\$526
2018	29	\$776,193	\$847,644	\$655,000	43	\$589
2019	27	\$816,787	\$688,533	\$675,000	21	\$507
2020	28	\$1,014,709	\$1,003,337	\$787,500	20	\$630
2021	29	\$1,132,369	\$1,116,058	\$865,000	20	\$740
2022	27	\$886,948	\$1,039,850	\$819,000	33	\$793
2023	13	\$1,056,429	\$1,109,077	\$835,000	23	\$766
2024						
2025						





CARMEL VALLEY

MARKET RECAP





CARMEL VALLEY

The neighborhoods spanning the mountains and valley of the Carmel River Watershed from Carmel Middle School just beyond the intersection of Carmel Valley Road and Highway One out 11 miles southeast to Carmel Valley Village and into the hillsides and communities like the Santa Lucia Preserve. The region continues into the Upper Carmel Valley and Cachagua. Each area has unique climates and different market dynamics appealing to a broad set of residents and second home owners.

The median price in 2023 rose 8.4% to \$1,872,500: however, up 59% from 2019. The average price was flat at \$2,256,365. The total number of homes sold fell 22.7% to 92 from 119 in 2022 and 189 in 2021. Sales dollar volume was also down -22.7% to \$207,585,567. Large homes and estate neighborhoods saw 6 homes selling for more than \$4M versus, 13 in 2022 and inline with 6 in 2019. The highest selling was \$12.5M home in the gated community of Santa Lucia Preserve.

46%
OF SALES FROM
\$1M-\$2M



CARMEL VALLEY

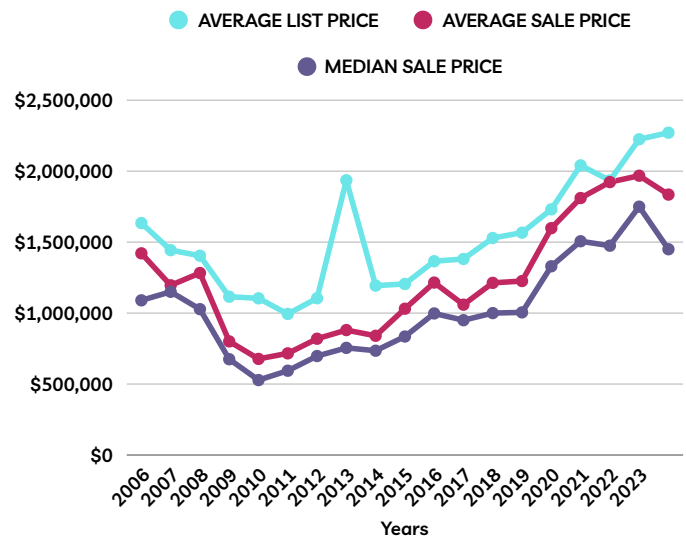
SALES

CARMEL MIDDLE SCHOOL EAST PRESERVE
AND ENTIRE VALLEY

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	79	\$2,012,472	\$1,482,910	\$1,191,000	115	\$640
2007	70	\$1,713,688	\$1,525,000	\$1,300,000	129	\$608
2008	50	\$1,663,539	\$1,561,170	\$1,179,500	213	\$534
2009	80	\$1,380,522	\$934,031	\$726,500	147	\$393
2010	135	\$1,473,760	\$934,973	\$696,000	161	\$336
2011	130	\$1,287,507	\$866,206	\$699,975	137	\$336
2012	134	\$1,454,348	\$975,582	\$798,050	103	\$365
2013	135	\$1,998,378	\$1,084,948	\$837,500	97	\$415
2014	132	\$1,510,244	\$1,047,311	\$886,250	94	\$426
2015	131	\$1,804,435	\$1,224,729	\$1,015,000	88	\$1,229
2016	136	\$1,771,169	\$1,433,356	\$1,210,000	82	\$514
2017	139	\$1,766,864	\$1,299,754	\$1,099,000	94	\$512
2018	135	\$1,953,837	\$1,458,223	\$1,250,000	84	\$581
2019	123	\$2,001,591	\$1,577,960	\$1,200,000	92	\$584
2020	159	\$2,159,603	\$2,036,633	\$1,625,000	70	\$637
2021	189	\$2,376,362	\$2,241,438	\$1,750,000	56	\$702
2022	119	\$2,378,265	\$2,257,060	\$1,725,000	44	\$824
2023	92	\$2,484,573	\$2,256,365	\$1,872,500	60	\$820
2024	64	\$3,424,527	\$2,396,567	\$1,950,000	70	\$840
2025						

CARMEL VALLEY RANCH EAST TO VALLEY
(93924 ZIP)

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	60	\$1,634,222	\$1,421,115	\$1,090,000	134	\$651
2007	45	\$1,443,460	\$1,195,911	\$1,150,000	105	\$569
2008	34	\$1,404,287	\$1,282,529	\$1,027,750	230	\$486
2009	49	\$1,115,378	\$800,637	\$675,000	113	\$388
2010	91	\$1,104,151	\$677,196	\$528,000	135	\$328
2011	80	\$993,934	\$716,351	\$594,000	138	\$315
2012	86	\$1,104,645	\$819,371	\$697,500	99	\$350
2013	87	\$1,935,878	\$880,329	\$755,000	97	\$373
2014	85	\$1,193,600	\$840,108	\$735,000	97	\$399
2015	83	\$1,205,183	\$1,030,735	\$835,000	79	\$490
2016	82	\$1,365,472	\$1,215,074	\$997,500	89	\$479
2017	90	\$1,381,266	\$1,059,280	\$950,000	82	\$499
2018	87	\$1,529,221	\$1,213,083	\$1,000,000	89	\$557
2019	78	\$1,566,784	\$1,225,766	\$1,005,000	84	\$553
2020	108	\$1,731,029	\$1,598,485	\$1,330,000	55	\$607
2021	122	\$2,040,894	\$1,810,819	\$1,506,250	57	\$653
2022	79	\$1,934,882	\$1,923,065	\$1,475,000	48	\$776
2023	80	\$2,224,781	\$1,968,053	\$1,750,000	65	\$776
2024	39	\$2,271,037	\$1,835,064	\$1,450,000	81	\$756
2025						

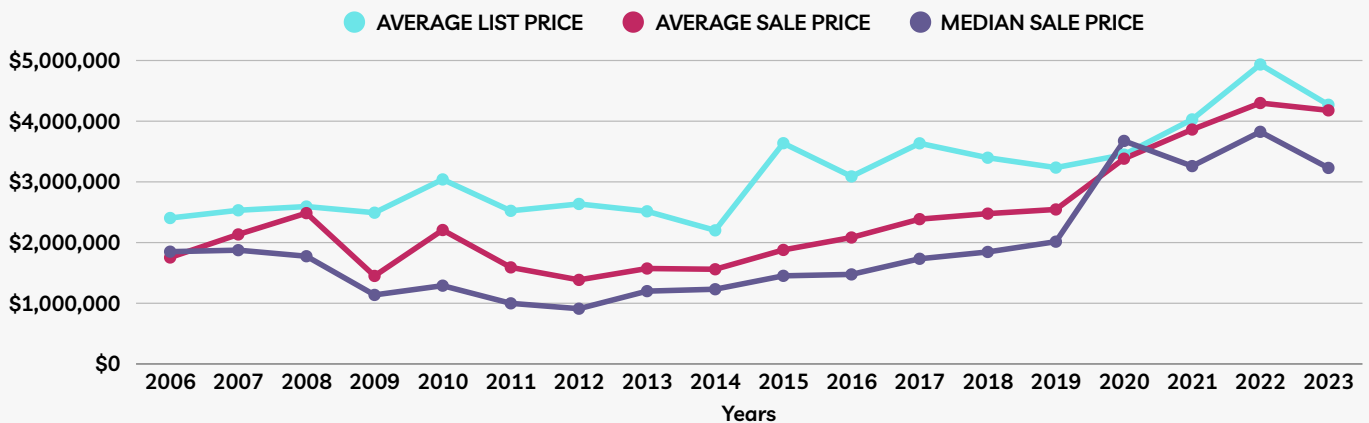


CARMEL VALLEY

SALES METRICS BY AREA

CARMEL RANCHO, BROOKDALE, QUAIL LODGE, QUAIL MEADOWS AND THE PRESERVE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVERAGE DOM	PPSF
2006	6	\$2,404,675	\$1,754,333	\$1,850,000	145	\$714
2007	11	\$2,531,968	\$2,134,091	\$1,875,000	194	\$712
2008	11	\$2,593,773	\$2,485,091	\$1,775,000	306	\$691
2009	16	\$2,492,172	\$1,450,438	\$1,137,500	186	\$471
2010	14	\$3,040,436	\$2,206,893	\$1,290,000	122	\$517
2011	17	\$2,523,181	\$1,591,229	\$999,000	137	\$454
2012	20	\$2,636,422	\$1,385,305	\$910,550	102	\$419
2013	27	\$2,515,245	\$1,572,663	\$1,200,000	116	\$471
2014	24	\$2,201,563	\$1,560,266	\$1,231,250	93	\$510
2015	20	\$3,637,250	\$1,878,825	\$1,452,000	63	\$576
2016	28	\$3,089,822	\$2,083,714	\$1,475,500	74	\$592
2017	21	\$3,635,345	\$2,386,015	\$1,733,000	167	\$624
2018	24	\$3,398,076	\$2,476,958	\$1,845,500	108	\$660
2019	21	\$3,235,414	\$2,545,634	\$2,015,000	104	\$666
2020	29	\$3,448,703	\$3,382,303	\$3,675,000	124	\$712
2021	31	\$4,029,261	\$3,862,532	\$3,260,000	68	\$811
2022	15	\$4,934,056	\$4,299,267	\$3,825,000	41	\$1,103
2023	12	\$4,270,222	\$4,178,444	\$3,230,063	23	\$1,113
2024						
2025						



CARMEL VALLEY

SALES METRICS BY AREA

MID VALLEY, TIERRA GRANDE, CARMEL VALLEY RANCH

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	20	\$1,753,047	\$1,419,350	\$1,207,500	82	\$731
2007	19	\$1,699,174	\$1,765,868	\$1,495,000	148	\$628
2008	12	\$1,422,814	\$1,424,500	\$1,252,500	105	\$556
2009	18	\$1,305,670	\$812,903	\$726,500	210	\$338
2010	31	\$1,488,624	\$1,136,613	\$820,000	245	\$404
2011	36	\$1,385,506	\$861,606	\$735,500	141	\$330
2012	28	\$1,648,435	\$1,159,393	\$902,500	118	\$366
2013	29	\$1,666,273	\$1,231,690	\$989,000	82	\$479
2014	28	\$1,909,191	\$1,197,911	\$1,125,000	88	\$439
2015	31	\$2,094,114	\$1,510,065	\$1,225,000	131	\$452
2016	29	\$1,727,574	\$1,499,788	\$1,299,000	78	\$542
2017	31	\$1,814,699	\$1,238,951	\$1,135,000	65	\$477
2018	29	\$2,073,772	\$1,464,953	\$1,365,000	59	\$587
2019	31	\$2,287,447	\$1,810,385	\$1,269,000	104	\$603
2020	33	\$2,588,291	\$2,221,457	\$1,700,000	63	\$653
2021	44	\$2,425,221	\$2,174,574	\$1,865,000	38	\$741
2022	25	\$2,449,286	\$2,293,760	\$1,955,000	43	\$873
2023	21	\$2,560,803	\$2,317,971	\$2,150,000	57	\$860
2024						
2025						

MIRAMONTE / LA RANCHERIA, GARLAND

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	9	\$2,083,375	\$1,543,333	\$1,255,000	153	\$559
2007	8	\$1,764,444	\$1,698,563	\$1,530,000	140	\$592
2008	6	\$1,522,726	\$1,550,583	\$1,033,000	262	\$445
2009	6	\$1,515,167	\$1,086,000	\$726,000	121	\$438
2010	10	\$1,617,197	\$883,500	\$750,000	109	\$366
2011	7	\$1,434,033	\$1,226,429	\$1,200,000	182	\$422
2012	16	\$1,375,690	\$1,049,148	\$866,183	103	\$426
2013	17	\$1,342,453	\$1,009,588	\$815,000	74	\$351
2014	9	\$1,694,106	\$992,778	\$859,000	113	\$433
2015	15	\$1,829,675	\$1,527,147	\$1,450,000	76	\$500
2016	11	\$1,877,257	\$2,254,727	\$1,800,000	103	\$533
2017	16	\$1,820,650	\$1,423,021	\$1,265,000	186	\$501
2018	7	\$1,993,400	\$1,317,143	\$1,375,000	76	\$571
2019	7	\$1,993,704	\$1,890,429	\$1,400,000	34	\$506
2020	22	\$2,253,463	\$1,925,552	\$1,825,000	84	\$614
2021	27	\$2,833,192	\$2,491,204	\$2,040,000	42	\$697
2022	22	\$2,614,782	\$2,394,080	\$1,987,500	57	\$725
2023	13	\$2,130,327	\$1,844,692	\$1,650,000	87	\$689
2024						
2025						



CARMEL VALLEY

SALES METRICS BY AREA

VILLAGE VIEWS, VILLAGE, LOS TULARES

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	43	\$1,554,219	\$1,437,137	\$1,050,000	108	\$608
2007	31	\$1,297,568	\$1,083,387	\$1,010,000	96	\$558
2008	19	\$1,387,206	\$972,368	\$940,000	226	\$456
2009	33	\$1,063,262	\$823,582	\$705,000	117	\$393
2010	71	\$1,018,996	\$612,180	\$490,000	139	\$323
2011	63	\$945,274	\$685,366	\$599,000	122	\$306
2012	61	\$1,037,904	\$796,832	\$685,000	97	\$337
2013	53	\$1,062,970	\$844,228	\$775,000	96	\$387
2014	57	\$1,027,830	\$891,959	\$735,000	79	\$414
2015	56	\$1,024,991	\$878,675	\$783,500	64	\$463
2016	58	\$1,356,291	\$1,047,354	\$962,813	74	\$477
2017	58	\$1,329,404	\$1,004,494	\$955,000	56	\$520
2018	67	\$1,309,519	\$1,186,336	\$928,000	86	\$557
2019	52	\$1,556,519	\$1,181,575	\$990,000	77	\$586
2020	64	\$1,580,685	\$1,307,822	\$1,217,000	42	\$607
2021	71	\$1,922,705	\$1,726,415	\$1,625,000	59	\$669
2022	45	\$1,734,678	\$1,674,931	\$1,475,000	30	\$771
2023	39	\$2,225,315	\$1,876,432	\$1,750,000	55	\$776
2024						
2025						

CACHAGUA, UPPER CARMEL VALLEY

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	1	\$6,221,556	\$2,550,000	\$2,550,000	537	\$455
2007	1	\$2,929,286	\$2,550,000	\$2,550,000	28	\$798
2008	3	\$1,735,390	\$2,925,000	\$2,925,000	80	\$556
2009	7	\$1,128,471	\$455,571	\$435,000	56	\$319
2010	7	\$799,567	\$1,064,286	\$1,098,000	150	\$346
2011	7	\$619,726	\$396,429	\$388,000	215	\$263
2012	7	\$568,600	\$558,257	\$563,000	73	\$300
2013	9	\$5,146,760	\$708,889	\$575,000	99	\$318
2014	14	\$1,358,442	\$534,321	\$540,000	158	\$299
2015	9	\$852,119	\$437,556	\$355,000	169	\$321
2016	10	\$877,057	\$755,000	\$687,000	142	\$407
2017	12	\$1,020,440	\$820,667	\$717,000	111	\$387
2018	8	\$1,827,650	\$778,125	\$719,500	99	\$529
2019	12	\$3,910,156	\$819,492	\$662,500	134	\$433
2020	11	\$1,190,268	\$2,397,000	\$830,000	80	\$611
2021	16	\$1,401,272	\$1,148,375	\$1,072,500	91	\$552
2022	12	\$1,509,400	\$1,559,625	\$972,500	79	\$757
2023	7	\$1,661,158	\$1,657,857	\$1,100,000	109	\$681
2024						
2025						



CARMEL 55+ COMMUNITIES

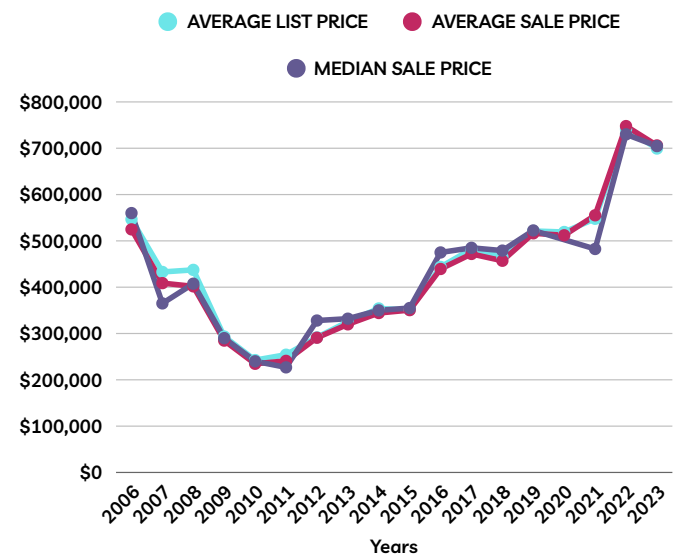
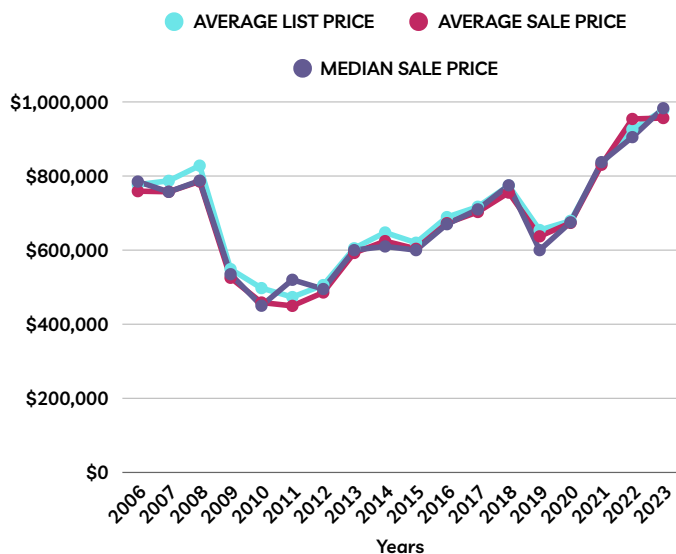
SALES METRICS BY AREA

DEL MESA CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	16	\$776,813	\$759,156	\$785,000	64	\$540
2007	13	\$787,115	\$757,519	\$757,250	83	\$485
2008	8	\$828,063	\$785,344	\$787,500	195	\$468
2009	10	\$548,790	\$525,400	\$535,000	147	\$385
2010	17	\$497,518	\$458,618	\$450,000	238	\$315
2011	23	\$473,291	\$449,587	\$520,000	68	\$329
2012	21	\$505,662	\$485,690	\$495,000	121	\$339
2013	31	\$604,974	\$592,413	\$600,000	51	\$399
2014	23	\$647,600	\$624,348	\$610,000	73	\$425
2015	23	\$619,978	\$603,522	\$600,000	99	\$434
2016	23	\$689,152	\$672,696	\$670,000	121	\$474
2017	29	\$717,133	\$702,964	\$710,000	75	\$489
2018	23	\$774,348	\$755,261	\$775,000	90	\$485
2019	34	\$654,235	\$637,246	\$600,000	109	\$440
2020	37	\$679,116	\$673,541	\$675,000	83	\$461
2021	38	\$832,213	\$830,429	\$837,500	22	\$563
2022	25	\$925,936	\$954,024	\$905,000	19	\$642
2023	26	\$978,231	\$956,546	\$983,000	50	\$668
2024						
2025						

HACIENDA CARMEL

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	9	\$546,625	\$524,833	\$560,000	153	\$580
2007	8	\$432,893	\$408,780	\$365,000	140	\$503
2008	6	\$437,375	\$401,813	\$407,500	125	\$443
2009	6	\$293,423	\$284,682	\$290,000	103	\$408
2010	10	\$242,588	\$234,620	\$240,000	89	\$293
2011	7	\$254,232	\$240,918	\$226,900	120	\$254
2012	16	\$291,685	\$290,867	\$328,000	82	\$321
2013	17	\$325,577	\$319,788	\$332,000	35	\$382
2014	9	\$354,056	\$344,221	\$350,000	66	\$392
2015	15	\$350,922	\$350,500	\$355,000	34	\$431
2016	11	\$443,684	\$439,305	\$475,000	31	\$518
2017	16	\$482,170	\$471,760	\$485,000	96	\$511
2018	7	\$465,571	\$457,071	\$479,000	48	\$550
2019	7	\$521,383	\$516,305	\$522,500	52	\$586
2020	22	\$519,162	\$512,090	\$520,000	46	\$590
2021	27	\$547,705	\$555,205	\$482,500	12	\$695
2022	22	\$741,308	\$747,846	\$730,000	7	\$810
2023	13	\$699,380	\$706,087	\$704,677	30	\$813
2024						
2025						

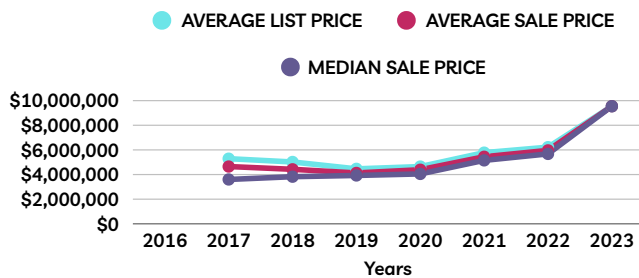


GOLF COMMUNITIES HOMES

SALES METRICS BY AREA

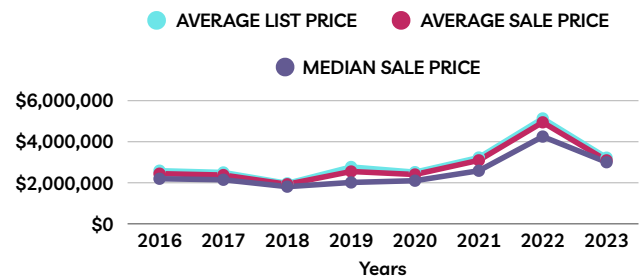
THE SANTA LUCIA PRESERVE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2016	0	N/A	N/A	N/A	N/A	
2017	4	\$5,287,500	\$4,650,000	\$3,600,000	534	
2018	7	\$5,020,714	\$4,425,000	\$3,825,000	310	
2019	5	\$4,463,000	\$4,130,964	\$3,925,000	110	
2020	15	\$4,646,933	\$4,391,053	\$4,050,000	155	
2021	11	\$5,778,000	\$5,443,636	\$5,150,000	87	
2022	4	\$6,223,750	\$5,962,500	\$5,675,000	78	\$1,038
2023	2	\$9,547,500	\$9,547,500	\$9,547,500	2	\$2,023
2024						
2025						



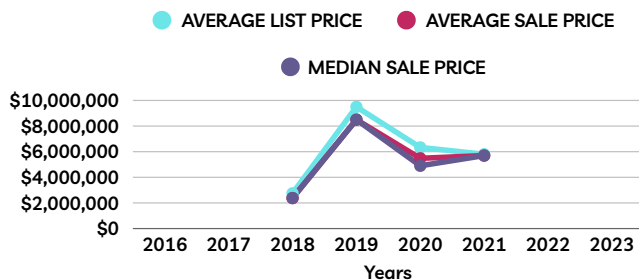
QUAIL LODGE / QUAIL MEADOWS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2016	20	\$2,587,494	\$2,441,850	\$2,195,000	93	
2017	9	\$2,501,111	\$2,374,791	\$2,146,115	71	
2018	11	\$1,971,182	\$1,926,091	\$1,810,000	20	
2019	10	\$2,767,889	\$2,548,250	\$2,015,000	124	
2020	13	\$2,516,308	\$2,402,000	\$2,100,000	98	
2021	16	\$3,228,938	\$3,091,647	\$2,585,000	53	
2022	11	\$5,131,364	\$4,943,182	\$4,250,000	53	\$1,091
2023	9	\$3,221,000	\$3,090,133	\$3,000,000	30	\$1,101
2024						
2025						



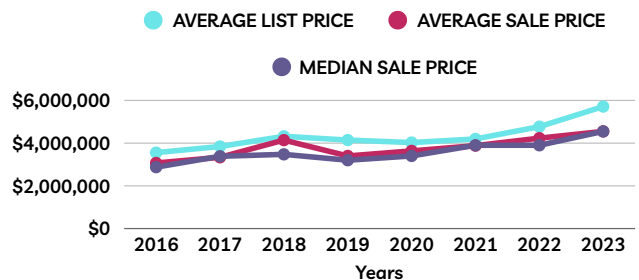
TEHÁMA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2016	0	N/A	N/A	N/A	N/A	
2017	0	N/A	N/A	N/A	N/A	
2018	1	\$2,750,000	\$2,380,000	\$2,380,000	66	\$1,988
2019	1	\$9,500,000	\$8,500,000	\$8,500,000	397	\$1,083
2020	3	\$6,331,667	\$5,482,250	\$4,900,000	89	\$1,073
2021	2	\$5,800,000	\$5,696,750	\$5,696,750	47	\$1,253
2022	0	N/A	N/A	N/A	N/A	
2023	0	N/A	N/A	N/A	N/A	
2024						
2025						



MONTEERRA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2016	3	\$3,555,500	\$3,071,667	\$2,875,000	120	\$638
2017	5	\$3,843,778	\$3,337,000	\$3,385,000	154	\$584
2018	3	\$4,320,500	\$4,141,667	\$3,475,000	177	\$572
2019	3	\$4,144,571	\$3,400,000	\$3,200,000	164	\$499
2020	9	\$4,027,150	\$3,636,500	\$3,400,000	102	\$687
2021	6	\$4,196,428	\$3,883,333	\$3,900,000	79	\$659
2022	3	\$4,771,667	\$4,233,333	\$3,900,000	93	\$635
2023	1	\$5,713,000	\$4,550,000	\$4,550,000	114	\$1,152
2024						
2025						

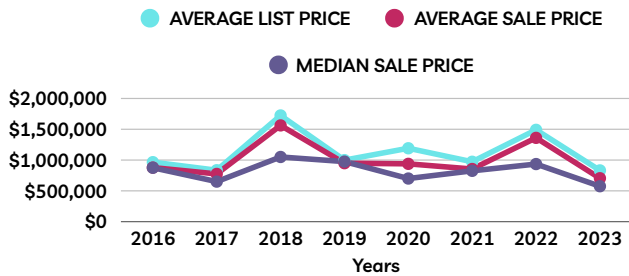


GOLF COMMUNITIES HOMES

SALES METRICS BY AREA

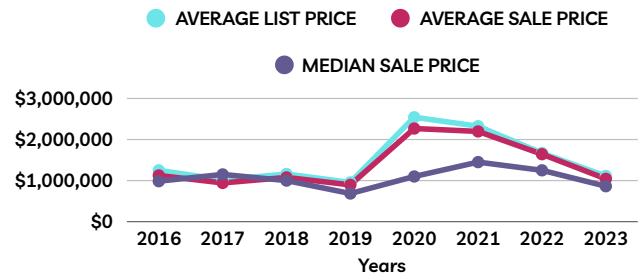
THE SANTA LUCIA PRESERVE / QUAIL MEADOWS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM
2016	7	\$965,714	\$877,857	\$875,000	246
2017	5	\$834,780	\$775,000	\$650,000	348
2018	6	\$1,724,000	\$1,562,417	\$1,050,000	379
2019	6	\$998,922	\$949,167	\$975,000	414
2020	27	\$1,191,524	\$938,519	\$700,000	229
2021	33	\$972,403	\$854,548	\$825,000	225
2022	14	\$1,490,643	\$1,360,446	\$935,000	236
2023	5	\$832,000	\$705,000	\$575,000	322
2024					
2025					



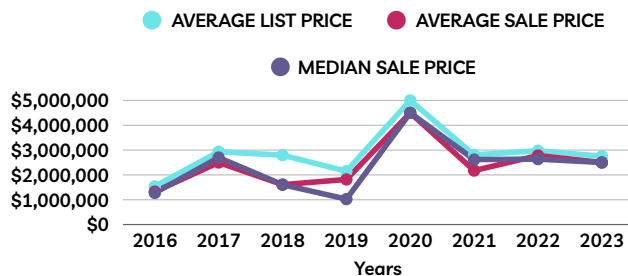
PEBBLE BEACH LOTS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM
2016	10	\$1,250,000	\$1,125,000	\$985,000	307
2017	7	\$1,018,400	\$942,685	\$1,150,000	279
2018	11	\$1,159,909	\$1,076,818	\$1,000,000	390
2019	10	\$955,300	\$895,750	\$685,000	209
2020	13	\$2,543,000	\$2,268,154	\$1,100,000	209
2021	15	\$2,324,267	\$2,197,033	\$1,450,000	60
2022	9	\$1,670,926	\$1,642,593	\$1,250,000	48
2023	6	\$1,111,500	\$1,042,500	\$862,500	140
2024					
2025					



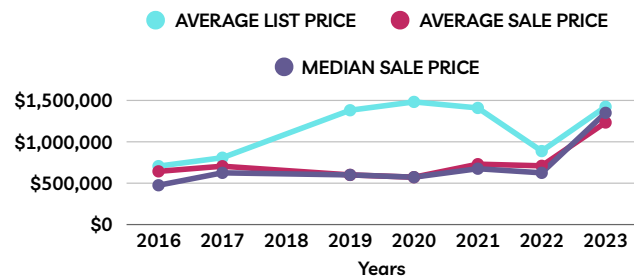
TEHAMA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM
2016	2	\$1,537,500	\$1,325,000	\$1,275,000	22
2017	3	\$2,933,300	\$2,500,000	\$2,700,000	460
2018	1	\$2,795,000	\$1,607,000	\$1,607,000	536
2019	3	\$2,150,000	\$1,816,667	\$1,025,000	128
2020	1	\$5,000,000	\$4,500,000	\$4,500,000	0
2021	9	\$2,805,432	\$2,175,000	\$2,617,778	345
2022	4	\$2,975,000	\$2,781,250	\$2,637,500	533
2023	1	\$2,750,000	\$2,500,000	\$2,500,000	151
2024					
2025					



MONTEREA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM
2016	5	\$706,000	\$643,000	\$475,000	381
2017	5	\$807,825	\$705,000	\$625,000	305
2018	0				
2019	1	\$1,381,444	\$600,000	\$600,000	0
2020	2	\$1,482,289	\$572,500	\$572,599	96
2021	9	\$1,409,364	\$729,778	\$675,000	429
2022	9	\$888,000	\$710,000	\$625,000	189
2023	3	\$1,423,333	\$1,233,333	\$1,350,000	150
2024					
2025					



HIGHWAY 68 CORRIDOR

MARKET RECAP





HIGHWAY 68 CORRIDOR

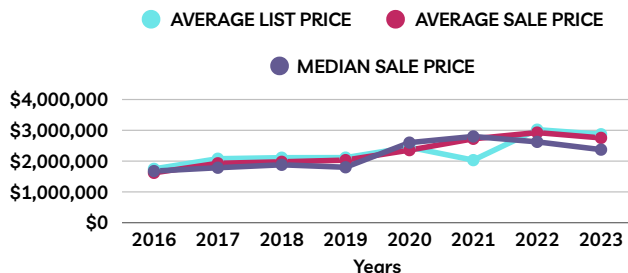
SALES METRICS BY AREA



25041 Hidden Mesa Court | \$2,950,000
Represented Seller

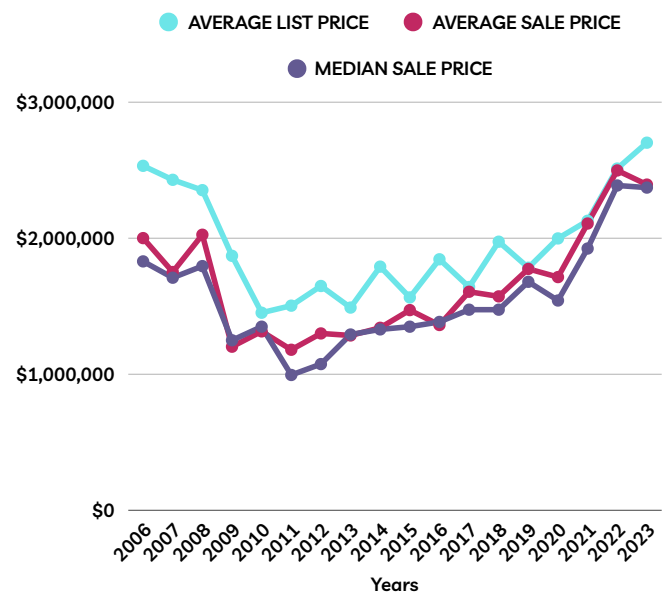
PASADERA

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2016	10	\$1,747,700	\$1,619,300	\$1,675,000	132	
2017	14	\$2,077,386	\$1,928,789	\$1,785,000	125	
2018	9	\$2,110,667	\$1,977,278	\$1,880,000	58	
2019	15	\$2,112,867	\$2,031,850	\$1,800,000	65	
2020	15	\$2,449,667	\$2,356,467	\$2,600,000	93	
2021	14	\$2,031,484	\$2,724,214	\$2,800,000	55	
2022	8	\$3,020,500	\$2,926,375	\$2,625,000	40	\$651
2023	8	\$2,872,375	\$2,753,375	\$2,372,500	30	\$702
2024						
2025						



LAGUNA SECA, BAY RIDGE, HIDDEN HILLS

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	22	\$2,532,549	\$2,001,136	\$1,830,000	246	\$528
2007	20	\$2,429,722	\$1,751,950	\$1,710,000	253	\$503
2008	20	\$2,353,620	\$2,025,956	\$1,795,375	213	\$465
2009	17	\$1,870,851	\$1,202,866	\$1,250,000	245	\$326
2010	35	\$1,452,590	\$1,315,462	\$1,350,000	267	\$314
2011	33	\$1,504,586	\$1,180,439	\$995,000	219	\$301
2012	37	\$1,649,070	\$1,300,404	\$1,075,000	140	\$312
2013	34	\$1,490,469	\$1,285,442	\$1,292,500	138	\$339
2014	34	\$1,791,438	\$1,341,937	\$1,330,000	97	\$350
2015	35	\$1,565,160	\$1,471,926	\$1,350,000	136	\$379
2016	28	\$1,845,488	\$1,362,384	\$1,385,000	114	\$381
2017	37	\$1,641,403	\$1,606,813	\$1,475,000	100	\$400
2018	29	\$1,974,814	\$1,572,781	\$1,475,000	87	\$398
2019	36	\$1,783,657	\$1,774,821	\$1,680,000	76	\$453
2020	48	\$1,998,876	\$1,714,621	\$1,542,500	67	\$458
2021	42	\$2,128,476	\$2,108,452	\$1,924,500	39	\$536
2022	27	\$2,512,522	\$2,498,524	\$2,388,000	44	\$598
2023	24	\$2,702,577	\$2,394,615	\$2,372,500	44	\$639
2024						
2025						



CORRAL DE TIERRA, SAN BENANCIO, TORO PARK

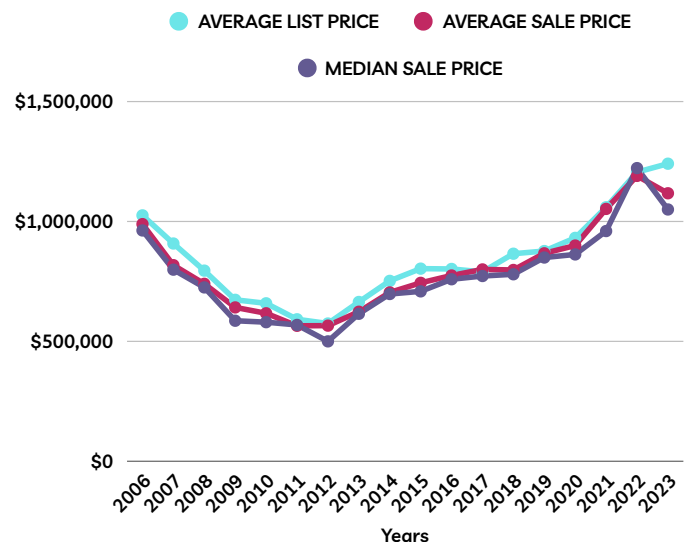
SALES METRICS BY AREA

SAN BENANCIO, CORRAL DE TIERRA, RIM ROCK

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	25	\$1,436,256	\$1,129,100	\$1,050,000	95	\$449
2007	27	\$1,452,626	\$1,247,294	\$1,094,000	104	\$464
2008	14	\$1,242,084	\$944,071	\$795,000	227	\$380
2009	29	\$1,062,653	\$841,679	\$785,000	161	\$302
2010	36	\$871,850	\$733,394	\$691,000	178	\$288
2011	43	\$832,597	\$777,170	\$671,000	154	\$261
2012	51	\$745,980	\$658,266	\$615,000	117	\$237
2013	50	\$874,502	\$746,860	\$697,500	94	\$276
2014	46	\$1,075,391	\$835,032	\$767,250	89	\$310
2015	47	\$948,505	\$885,411	\$780,000	63	\$335
2016	54	\$1,149,288	\$943,763	\$859,900	82	\$333
2017	42	\$1,366,043	\$1,019,118	\$854,500	71	\$363
2018	37	\$1,315,193	\$1,042,649	\$965,000	59	\$399
2019	34	\$1,308,025	\$1,153,161	\$1,001,500	67	\$408
2020	82	\$1,243,944	\$1,201,077	\$1,050,000	76	\$413
2021	59	\$2,074,063	\$1,424,628	\$1,255,000	37	\$527
2022	36	\$2,211,021	\$1,514,129	\$1,372,500	36	\$551
2023	35	\$1,981,076	\$1,805,933	\$1,435,000	50	\$599
2024						
2025						

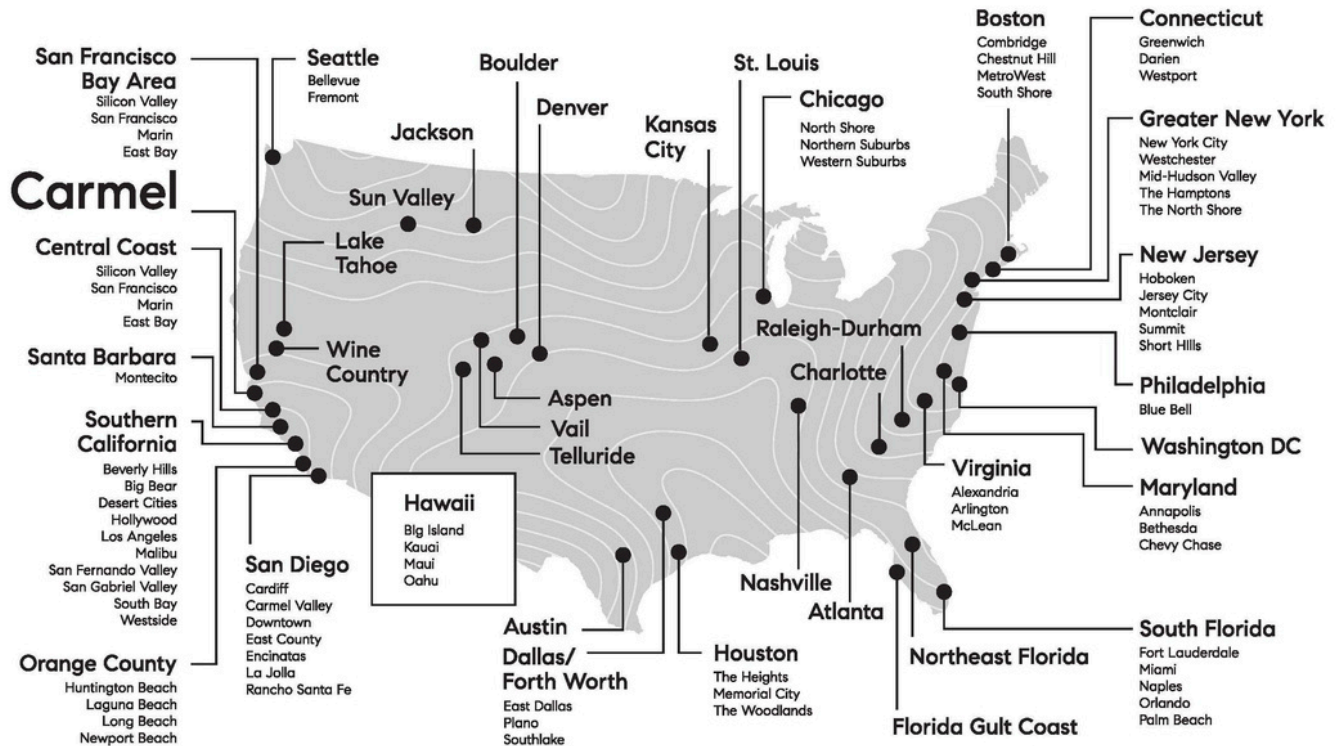
TORO PARK, SERRA VILLAGE, CREEKSIDE

YEAR	NO. OF SALES	AVERAGE LIST PRICE	AVERAGE SALE PRICE	MEDIAN SALE PRICE	AVG. DOM	PPSF
2006	8	\$1,025,397	\$988,938	\$962,500	55	\$508
2007	11	\$908,052	\$817,718	\$799,000	170	\$410
2008	9	\$794,992	\$740,000	\$725,000	96	\$374
2009	16	\$673,236	\$641,600	\$586,000	106	\$275
2010	25	\$658,680	\$617,072	\$580,000	82	\$305
2011	18	\$592,061	\$564,868	\$568,500	97	\$245
2012	19	\$574,508	\$565,553	\$500,000	42	\$249
2013	21	\$664,278	\$623,548	\$615,000	12	\$290
2014	18	\$752,261	\$704,078	\$697,500	30	\$328
2015	16	\$803,283	\$743,994	\$708,500	14	\$354
2016	21	\$801,926	\$774,762	\$759,000	33	\$359
2017	25	\$789,774	\$799,996	\$772,500	9	\$378
2018	20	\$865,511	\$797,725	\$779,750	23	\$386
2019	18	\$876,605	\$867,175	\$849,625	49	\$413
2020	22	\$931,576	\$899,625	\$862,500	24	\$420
2021	25	\$1,059,144	\$1,052,298	\$960,000	28	\$503
2022	14	\$1,205,714	\$1,190,036	\$1,222,500	29	\$584
2023	15	\$1,240,889	\$1,117,567	\$1,050,000	23	\$525
2024						
2025						



A NATIONWIDE NETWORK

As one company, we are connected and working together to effectively improve the real estate experience for our clients. Since our launch in 2012, we've been simplifying the real estate process one community at a time. Today, we have more than 400 offices extending from coast to coast.



32K+

COMPASS AGENTS
NATIONWIDE

#1

BROKERAGE IN CA BY
TOTAL SALES VOLUME

\$184B+

TOTAL SALES IN VOLUME
IN 2023

3.8K+

BAY AREA
COMPASS AGENTS

#1

LARGEST, INDEPENDENT
BROKERAGE IN THE OUR
RANK AS THE NATION

COMP

OUR COMPANY RAISED
\$1.5B IN CAPITAL, AND
WENT PUBLIC ON NYSE
APRIL 2021

MAXIMIZE THE VALUE OF YOUR HOME WITH COMPASS CONCIERGE

Compass Concierge is the hassle-free way to sell your home faster and for a higher price

From staging to renovation, our exclusive Concierge program transforms your home with zero upfront costs and no interest.

By investing in your home's potential, we aim to provide a swifter, more profitable sale.

Here is an example in Monterey. The Sellers prepped the home with Concierge for cosmetic improvements, pre-inspections, and staging that resulted in multiple offers.

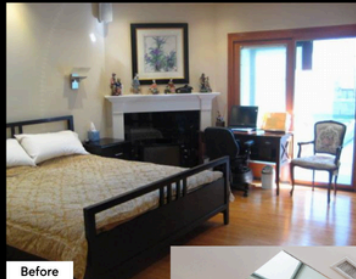
KEY SERVICES INCLUDE

- Fresh paint
- Strategic staging
- Updated HVAC
- Updated plumbing
- Cosmetic renovations
- Decluttering
- Landscaping improvements
- Custom closets
- Moving support
- Storage support
- Roofing repair
- Upgraded electric
- Structural fencing

WHERE ARE THE BUYERS COMING FROM?

PEOPLE MOVING WITHIN & INTO MONTEREY COUNTY
Per U.S. Census, 5-Year ACS Data, Single Year Estimates

Total County Population	433,193
Residents Moving Within County	23,471
Moving In From Another CA County (Mostly from Bay Area counties, adjacent counties and greater Los Angeles region)	14,177
Moving In From Another State	8,290
Moving In From Abroad	2843



Before

Original Asking Price

\$1.19M



After

Sold for

\$1.51M

Compass Concierge



COMPASS
CONCIERGE

MICHELLE HAMMONS SALES

SELLER REPRESENTATION

ADDRESS	SALE PRICE	AREA
32691 Coast Ridge Drive	\$6,500,000	Carmel Highlands
1425 Oleada Road	\$6,500,000	Pebble Beach
SE Corner Monte Verde & Third	\$4,525,000	Carmel
383 Beach Drive	\$3,600,000	Santa Cruz
24393 Portola Road	\$3,225,000	Carmel
25041 Hidden Mesa Ct.	\$2,950,000	Monterey
24651 Cabrillo Street	\$2,700,000	Carmel
25550 Rio Vista Drive	\$2,650,000	Carmel
2 Guadalupe Se Third	\$2,600,000	Carmel
1091 Sawmill Gulch	\$2,200,000	Pebble Beach
2876 Oak Knoll Rd.	\$2,150,000	Pebble Beach
25355 Outlook Dr.	\$1,825,000	Carmel
2977 Sloat Road	\$1,590,000	Pebble Beach
806 Todd Lane	\$1,575,000	Pacific Grove
1082 Ortega Rd.	\$1,515,000	Pebble Beach
3022 Lopez Rd.	\$1,488,000	Pebble Beach

MICHELLE HAMMONS SALES

BUYER REPRESENTATION

ADDRESS	SALE PRICE	AREA
6 Wild Boar Run	\$6,725,000	Santa Lucia Preserve
32691 Coast Ridge Dr.	\$4,080,000	Carmel Highlands
1425 Oleada Road	\$3,290,000	Pebble Beach
2818 Raccoon Trail	\$3,180,000	Pebble Beach
3165 Bird Rock Rd.	\$2,790,000	Pebble Beach
1074 Navajo Road	\$2,644,000	Pebble Beach
1st SE of Lobos St.	\$2,595,000	Carmel
303 Cypress Avenue	\$2,488,000	Santa Cruz
27470 Schulte Rd.	\$2,149,000	Carmel Valley
211 Crest Road	\$2,115,000	Carmel Highlands
10411 Fairway Lane	\$2,005,000	Carmel Valley Ranch
721 Hillcrest Lane	\$1,929,000	Pacific Grove
2907 Colton Road	\$1,867,000	Pebble Beach
3 NE corner Dolores & Third	\$1,600,000	Carmel
2977 Sloat Road	\$1,575,000	Pebble Beach

TESTIMONIALS

“

Selling our home was a difficult decision for us. From the beginning Michelle understood that and did whatever she could to facilitate our transition. During the selling negotiations and once the house was sold, she continued to provide us with the highest professional service. We could not have been happier knowing that she was always in our corner. Michelle from day one showed us the true definition of a “Personal Real Estate Agent”.

MR. & MRS. DIDONE, PEBBLE BEACH, CA

We are delighted to recommend Michelle to anyone interested in buying a home. With her help, we bought a home we really love in Carmel. Her integrity, domain knowledge, professionalism, and extraordinary patience have made the otherwise stressful buying process a smooth one. She showed us many homes and analyzed them with us, never pushed us to make a decision until we were ready. She shepherded us through the process very well while we were traveling in Europe. We strongly recommend Michelle to anyone who wants to buy a home. She is the best agent you can expect to find!

MR. & MRS. SHEN, CARMEL

We are so pleased that we selected Michelle Hammons when buying our home in Carmel. She was professional, informative and diligent. She guided us well and kept things moving. Michelle simply made things happen. Having worked with many realtors in our life, we found Michelle to be the best ever!

R & N CAPUTO, CARMEL

In looking for a Pebble Beach Property, Susie and I were very fortunate to discover Michelle Hammons, who understood what we wanted and was extremely proactive. Michelle sorted out opportunities well, was always responsive, and helped us move quickly to lock up the right property when it became available. Michelle’s knowledge, client service and judgment were impeccable, and we would highly recommend Michelle to any buyer and seller in this area – in fact we already have.

R. VANBUSKIRK, PEBBLE BEACH

When Michelle Hammons sold my home in Pebble Beach I had no regrets having her represent my greatest asset. Absolutely professional in every aspect! She valued my home higher than any other agent’s estimated worth. She pretty much nursed every walk-in by other agents and gave me valuable feed back. She sold the home in a month with a value very close to the asking price, but more importantly 16% over any other agents appraisal of my home. I was extremely happy with Michelle’s performance though the whole process!

S. WILSON, PEBBLE BEACH

If I had to choose only one word to I describe Michelle, it would be IMPRESSIVE. But luckily, I don’t have to. Throughout the entire process of our home purchase, Michelle was poised, confident and thorough. She left no stone unturned or any detail overlooked. Even after escrow closed, she followed up with us and also provided all of our documents on a thumb drive! A true professional

J. STALLINGS, CARMEL, CA

”



**SCAN TO SEE VIDEO
TESTIMONIALS HERE**

COMPASS
PRIVATE EXCLUSIVES

I Have Listings You Won't See Anywhere Else

Compass Private Exclusives are properties that are only accessible to our internal network and their serious buyers.

Not finding the perfect home?

Most buyers start their search online, but they only see a fraction of available homes. By working with me, you'll gain access to properties other buyers won't see.

You Deserve More Options

Finding a home can be difficult but it doesn't have to be. With Compass Private Exclusives, you gain access to homes not listed on any other site.

Craft the Most Competitive Offer

Maximize your chance of beating out the competition and potentially avoid bidding wars before your future home hits the public market.

Preserve Your Privacy

Buying a Compass Private Exclusive helps safeguard your privacy by keeping your home's photos offline – unlike publicly marketed properties, where images can stay online for years.



MICHELLE HAMMONS

DRE # 01986620 Realtor®

M: 831.915.0653

michelle.hammons@compass.com



Learn more at
michelle-hammons.com

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Where Luxury
Meets Local Expertise

COMPASS