Monterey Single Family Residential

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|-------------------|------|-----------|------|---------|--|-------------------|---------------|--------------------|
| 2015 | New | Inventory | Sold | Avg DOM | Avg SalePrice | Med Sale Price | % LP Rec'd | Sale Volume |
| Aromas | 27 | 5 | 21 | 56 | \$553,928.00 | \$516,000 | 98% | \$11,632,500 |
| Big Sur | 13 | 14 | 5 | 302 | \$2,152,500.00 | \$1,400,000 | 86% | \$10,762,500 |
| Bradley | 19 | 12 | 11 | 143 | \$381,090.00 | \$344,000 | 91% | \$4,192,000 |
| Carmel | 375 | 119 | 251 | 104 | \$1,838,682.00 | \$1,350,000 | 95% | \$461,509,404 |
| Carmel by the Sea | 39 | 13 | 41 | 98 | \$1,697,585.00 | \$1,500,000 | 95% | \$69,601,000 |
| Carmel Highlands | 18 | 10 | 16 | 239 | \$3,255,468.00 | \$2,525,000 | 92% | \$52,087,500 |
| Carmel Valley | 133 | 48 | 82 | 91 | \$957,939.00 | \$822,500 | 95% | \$78,550,999 |
| Castroville | 29 | 8 | 20 | 44 | \$413,738.00 | \$374,760 | 98% | \$8,274,770 |
| Chualar | 6 | 1 | 5 | 47 | \$456,650.00 | \$435,750 | 93% | \$2,283,250 |
| Del Rey Oaks | 16 | 2 | 15 | 51 | \$520,050.00 | \$525,000 | 98% | \$7,800,750 |
| Gonzales | 44 | 2 | 36 | 36 | \$325,352.00 | \$332,500 | 98% | \$11,712,674 |
| Greenfield | 94 | 27 | 60 | 43 | \$266,656.00 | \$273,950 | 100% | \$15,999,389 |
| King City | 114 | 20 | 93 | 50 | \$282,819.00 | \$262,650 | 98% | \$26,302,250 |
| Lockwood | 3 | 1 | 0 | | | | | |
| Marina | 129 | 20 | 120 | 46 | \$458,750.00 | \$450,000 | 99% | \$55,050,050 |
| Monterey | 290 | 57 | 227 | 78 | \$869,629.00 | \$685,000 | 97% | \$197,405,966 |
| Moss Landing | 5 | 1 | 1 | 8 | \$452,500.00 | \$452,500 | 100% | \$452,500 |
| Pacific Grove | 203 | 42 | 165 | 59 | \$904,775.00 | \$799,000 | 98% | \$149,287,985 |
| Pebble Beach | 179 | 66 | 116 | 122 | \$2,128,774.00 | \$1,422,500 | 95% | \$246,937,861 |
| Prunedale | 33 | 6 | 35 | 85 | \$535,471.00 | \$507,000 | 100% | \$18,741,500 |
| Salinas | 1227 | 183 | 983 | 49 | \$447,859.00 | \$408,000 | 99% | \$440,245,685 |
| San Ardo | 1 | 0 | 1 | 17 | \$148,646.00 | \$148,646 | 83% | \$148,646 |
| San Lucas | 3 | 0 | 2 | 9 | \$132,000.00 | \$132,000 | 100% | \$264,000 |
| Sand City | 1 | 1 | 1 | 23 | \$539,000.00 | \$539,000 | 98% | \$539,000 |
| Seaside | 197 | 27 | 179 | 49 | \$413,802.00 | \$400,000 | 99% | \$74,070,715 |
| Soledad | 134 | 20 | 93 | 46 | \$314,473.00 | \$310,000 | 100% | \$29,246,000 |
| Spreckels | 21 | 3 | 16 | 67 | \$528,812.00 | \$567,500 | 97% | \$8,461,000 |
| Total | 3353 | 708 | 2595 | 65 | \$763,606.00 | \$480,000 | 98% | \$1,981,559,894.00 |

Monterey - Common Interest Development

| Total | 376 | 68 | 334 | 68 | \$465,888 | \$390,000 | 98% | \$155,606,812 |
|-------------------|-----|-----------|------|---------|--|-------------------|---------------|---------------|
| Soledad | 3 | 0 | 2 | 18 | \$197,500.00 | . , | 97% | \$395,000 |
| Seaside | 7 | 3 | 5 | 57 | \$400,000.00 | \$380,000 | 95% | \$2,000,000 |
| Salinas | 110 | 12 | 86 | 61 | \$240,587.00 | \$188,450 | 99% | \$20,690,500 |
| Pebble Beach | 13 | 2 | 12 | 93 | \$1,475,916.00 | \$717,500 | 96% | \$17,711,000 |
| Pacific Grove | 14 | 3 | 9 | 54 | \$595,388.00 | \$589,000 | 99% | \$5,358,500 |
| Moss Landing | 4 | 2 | 3 | 188 | \$1,041,666.00 | \$950,000 | 84% | \$3,125,000 |
| Monterey | 101 | 17 | 94 | 68 | \$407,496.00 | \$375,000 | 98% | \$38,304,700 |
| Marina | 11 | 2 | 12 | 20 | \$245,352.00 | \$239,500 | 97% | \$2,944,225 |
| King City | 1 | 1 | 0 | | | | | |
| Del Rey Oaks | 10 | 2 | 7 | 35 | \$364,071.00 | \$400,000 | 98% | \$2,548,500 |
| Castroville | 2 | 2 | 2 | 38 | \$874,500.00 | \$874,500 | 99% | \$1,749,000 |
| Carmel Valley | 9 | 4 | 5 | 11 | \$555,200.00 | \$625,000 | 100% | \$2,776,000 |
| Carmel by the Sea | 6 | 2 | 3 | 190 | \$941,666.00 | \$930,000 | 94% | \$2,825,000 |
| Carmel | 85 | 16 | 94 | 77 | \$587,014.00 | \$539,500 | 98% | \$55,179,387 |
| 2015 | New | Inventory | Sold | Avg DOM | Avg SalePrice | Med Sale Price | % LP Rec'd | Sale Volume |
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