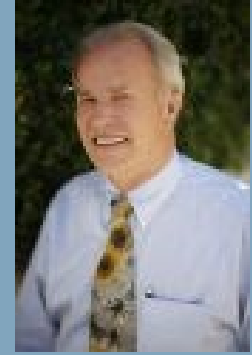




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# The Real Estate Report

## Home Prices Mixed, Sales Down in 2023

Sales prices for single-family, re-sale homes in Monterey County were mixed last year compared to 2022.

The median sales price gained 5% and the average sales price fell 2.8%.

Home sales were down 24.8%. There were 1,504 homes sold. The average since 2006 is 2,837.

The sales price to list price ratio, or what buyers paid divided by what sellers were asking, fell from 100.4% in 2022 to 99% last year.

Home inventory was down 18.8% year-over-year. There were an average of 268 homes listed for sale each month in 2022. The average from 2003 through 2016 is 1,346.

The sales price to list price ratio for re-sale condos was down from 101% in 2022 to 99.4% last year.

The median sales price for re-sale condominiums was up 5.1% while the average price gained 1.2%.

Condo sales were down 19.6% from 2022.

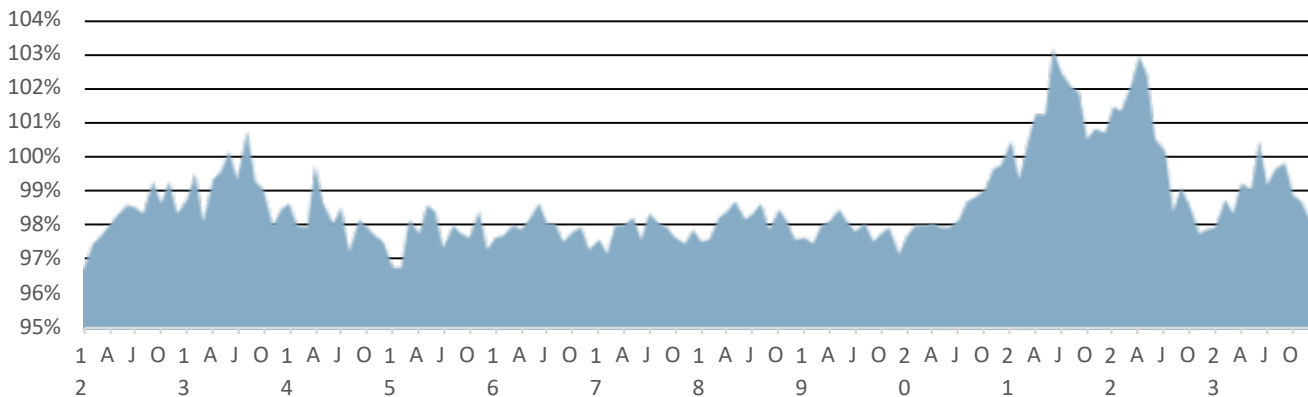
Condo inventory was down year-over-year by 1.1%. There were 32 condos listed for sale on average each month. The average from 2003 to 2016 is 127.

For assistance in this market, do not hesitate to contact me. If you are thinking of selling, I can provide a free comparative market analysis. Also, if you go to my on-line report and click on Recent Sales & Listings, you will see what has sold, what is for sale and what is pending in your neighborhood.

The on-line report is at:

<https://ericsand.rereport.com/>

**Monterey County Homes: Sales Price/Listing Price Ratio**



# 2023 Monterey County Annual Real Estate Report

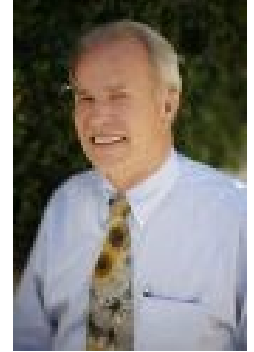
Monterey County									
SINGLE-FAMILY HOMES						% Change from Year Before			
Prices					Prices				
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave	
2011	3,344	\$ 255,000	\$ 422,961	98.1%	130				
2012	3,096	\$ 295,000	\$ 479,235	98.3%	89	-7.4%	15.7%	13.3%	
2013	2,744	\$ 385,000	\$ 590,382	99.3%	89	-11.4%	30.5%	23.2%	
2014	2,410	\$ 451,550	\$ 734,888	98.3%	78	-12.2%	17.3%	24.5%	
2015	2,554	\$ 485,000	\$ 750,876	97.8%	88	6.0%	7.4%	2.2%	
2016	2,517	\$ 525,000	\$ 784,808	98.0%	84	-1.4%	8.2%	4.5%	
2017	2,538	\$ 585,000	\$ 852,546	97.9%	67	0.8%	11.4%	8.6%	
2018	2,408	\$ 610,000	\$ 953,074	98.2%	75	-5.1%	4.3%	11.8%	
2019	2,451	\$ 625,000	\$ 943,305	97.9%	84	1.8%	2.5%	-1.0%	
2020	2,556	\$ 756,000	\$ 1,224,120	98.6%	37	4.3%	21.0%	29.8%	
2021	2,686	\$ 845,000	\$ 1,388,070	101.3%	18	5.1%	11.8%	13.4%	
2022	2,001	\$ 860,000	\$ 1,464,800	100.4%	50	-25.5%	1.8%	5.5%	
2023	1,504	\$ 902,750	\$ 1,424,083	99.0%	68	-24.8%	5.0%	-2.8%	

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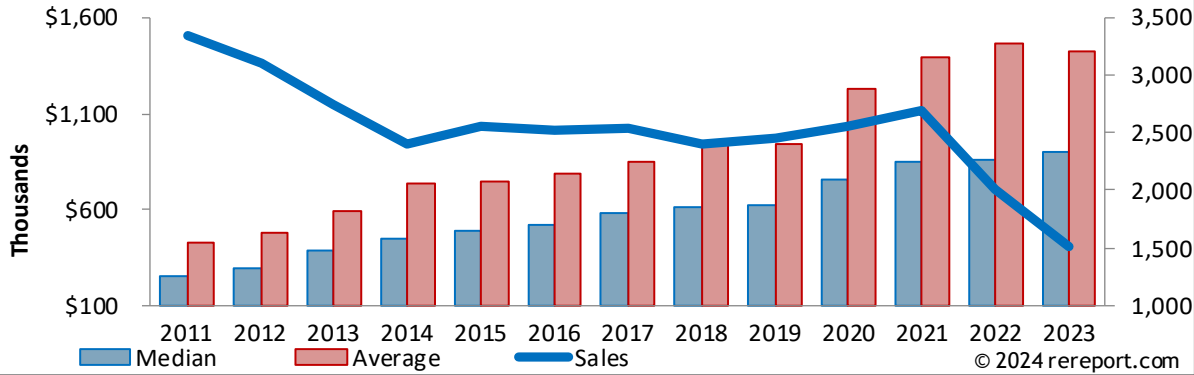
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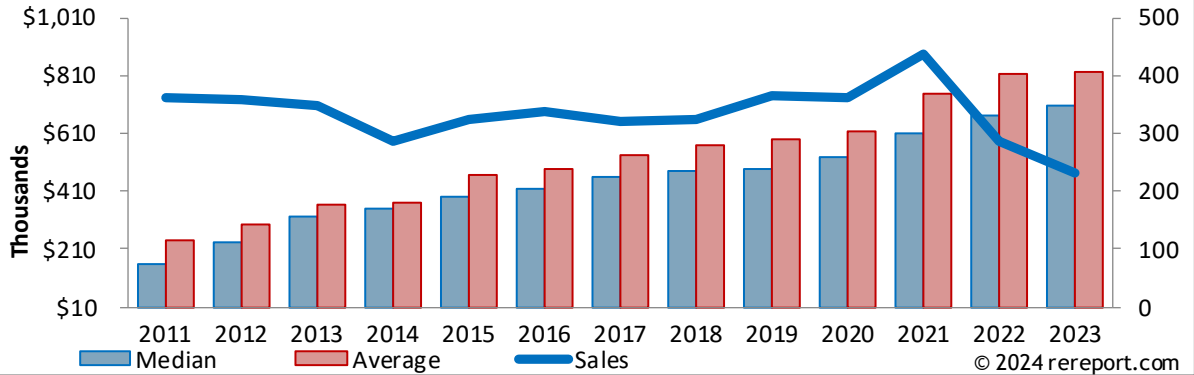
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## Monterey County Homes - Prices & Sales



## Monterey County Condos - Prices & Sales



Monterey County									
CONDOMINIUMS						% Change from Year Before			
Prices					Prices				
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave	
2011	362	\$ 160,000	\$ 240,969	97.3%	119				
2012	357	\$ 230,000	\$ 296,119	97.9%	85	-1.4%	43.8%	22.9%	
2013	347	\$ 320,000	\$ 362,755	100.0%	73	-2.8%	39.1%	22.5%	
2014	287	\$ 349,999	\$ 371,223	97.8%	75	-17.3%	9.4%	2.3%	
2015	325	\$ 390,000	\$ 465,093	98.2%	59	13.2%	11.4%	25.3%	
2016	339	\$ 415,000	\$ 483,786	98.8%	55	4.3%	6.4%	4.0%	
2017	319	\$ 459,000	\$ 533,403	98.2%	49	-5.9%	10.6%	10.3%	
2018	325	\$ 480,000	\$ 570,755	98.3%	87	1.9%	4.6%	7.0%	
2019	366	\$ 487,500	\$ 588,066	98.0%	72	12.6%	1.6%	3.0%	
2020	361	\$ 529,000	\$ 613,962	98.8%	22	-1.4%	8.5%	4.4%	
2021	438	\$ 610,000	\$ 748,080	101.5%	7	21.3%	15.3%	21.8%	
2022	286	\$ 673,313	\$ 814,727	101.0%	37	-34.7%	10.4%	8.9%	
2023	230	\$ 707,938	\$ 824,729	99.4%	60	-19.6%	5.1%	1.2%	

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# 2023 Monterey County Annual Real Estate Report

## Carmel

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	203	\$ 1,075,000	\$ 1,355,790	93.4%	123			
2012	228	\$ 1,020,000	\$ 1,301,190	94.5%	119	12.3%	-5.1%	-4.0%
2013	224	\$ 1,200,000	\$ 1,545,730	95.2%	104	-1.8%	17.6%	18.8%
2014	249	\$ 1,424,000	\$ 1,696,440	94.8%	96	11.2%	18.7%	9.8%
2015	247	\$ 1,360,000	\$ 1,697,080	95.2%	94	-0.8%	-4.5%	0.0%
2016	243	\$ 1,395,000	\$ 1,799,240	94.9%	81	-1.6%	2.6%	6.0%
2017	276	\$ 1,525,000	\$ 1,953,420	95.4%	90	13.6%	9.3%	8.6%
2018	252	\$ 1,829,500	\$ 2,214,410	95.8%	74	-8.7%	20.0%	13.4%
2019	241	\$ 1,750,000	\$ 2,104,560	95.3%	87	-4.4%	-4.3%	-5.0%
2020	342	\$ 2,035,000	\$ 2,561,120	96.3%	85	41.9%	16.3%	21.7%
2021	324	\$ 2,405,000	\$ 3,038,670	100.4%	47	-5.3%	18.2%	18.6%
2022	230	\$ 2,693,750	\$ 3,450,460	99.7%	36	-29.0%	12.0%	13.6%
2023	166	\$ 2,885,042	\$ 3,471,607	97.2%	57	-27.8%	7.1%	0.6%

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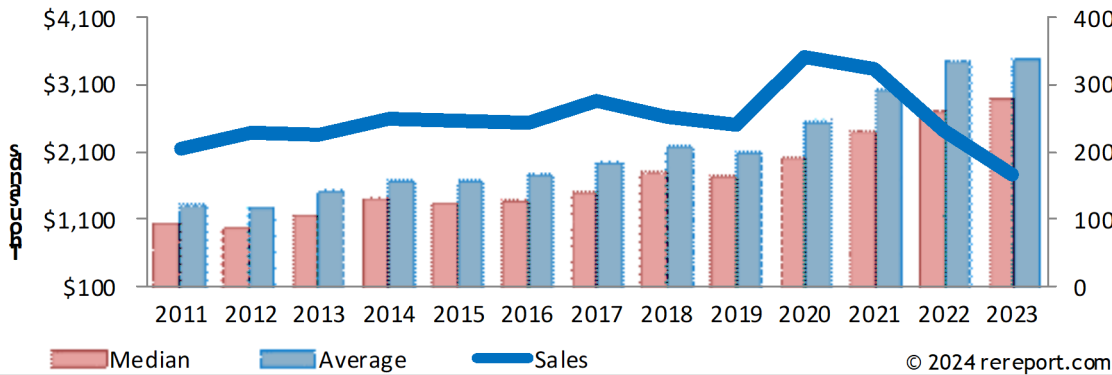
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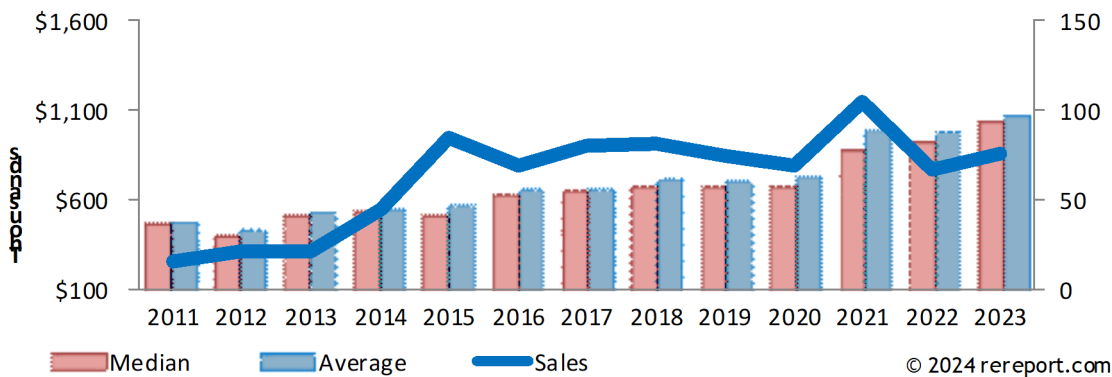
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**Carmel Homes - Prices & Sales**



**Carmel Condos - Prices & Sales**



## Carmel

CONDOMINIUMS						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	16	\$ 472,500	\$ 489,938	96.5%	96			
2012	21	\$ 415,000	\$ 440,038	89.3%	220	31.3%	-12.2%	-10.2%
2013	21	\$ 520,000	\$ 544,500	98.2%	51	0.0%	25.3%	23.7%
2014	45	\$ 541,000	\$ 560,358	96.9%	60	114.3%	4.0%	2.9%
2015	84	\$ 524,500	\$ 572,392	98.2%	62	86.7%	-3.0%	2.1%
2016	69	\$ 630,000	\$ 670,920	98.0%	69	-17.9%	20.1%	17.2%
2017	80	\$ 660,000	\$ 667,012	98.1%	76	15.9%	4.8%	-0.6%
2018	81	\$ 675,000	\$ 726,155	98.1%	63	1.3%	2.3%	8.9%
2019	74	\$ 682,500	\$ 716,260	97.5%	94	-8.6%	1.1%	-1.4%
2020	69	\$ 675,000	\$ 734,529	98.5%	72	-6.8%	-1.1%	2.6%
2021	104	\$ 878,000	\$ 990,449	100.6%	25	50.7%	30.1%	34.8%
2022	67	\$ 920,000	\$ 979,964	101.9%	22	-35.6%	4.8%	-1.1%
2023	76	\$ 1,035,855	\$ 1,068,956	98.3%	43	13.4%	12.6%	9.1%

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# 2023 Monterey County Annual Real Estate Report

## Carmel Highlands

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	11	\$ 1,137,000	\$ 1,976,320	92.0%	224			
2012	16	\$ 1,712,500	\$ 2,927,690	90.8%	156	45.5%	50.6%	48.1%
2013	31	\$ 1,550,000	\$ 2,211,520	89.9%	175	93.8%	-9.5%	-24.5%
2014	13	\$ 2,743,600	\$ 3,653,460	88.9%	167	-58.1%	77.0%	65.2%
2015	20	\$ 2,562,500	\$ 3,090,880	92.5%	232	53.8%	-6.6%	-15.4%
2016	7	\$ 1,825,000	\$ 1,851,030	93.2%	106	-65.0%	-28.8%	-40.1%
2017	7	\$ 2,450,000	\$ 2,526,570	89.9%	158	0.0%	34.2%	36.5%
2018	11	\$ 1,700,000	\$ 3,386,050	92.7%	131	57.1%	-30.6%	34.0%
2019	6	\$ 2,172,500	\$ 2,752,080	89.1%	133	-45.5%	27.8%	-18.7%
2020	11	\$ 3,500,000	\$ 4,756,620	94.3%	139	83.3%	61.1%	72.8%
2021	2	\$ 5,419,090	\$ 5,419,090	101.8%	78	-81.8%	54.8%	13.9%
2022	0	\$ -	\$ -	0.0%	0	-100.0%	-100.0%	-100.0%
2023	1	\$ 250,000	\$ 250,000	8.3%	1	#DIV/0!	#DIV/0!	#DIV/0!

This information is brought to you by:

**Eric Sand**

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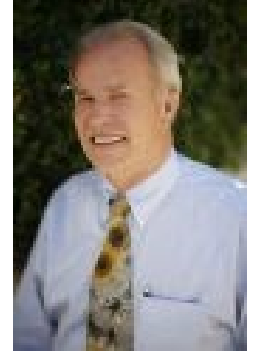
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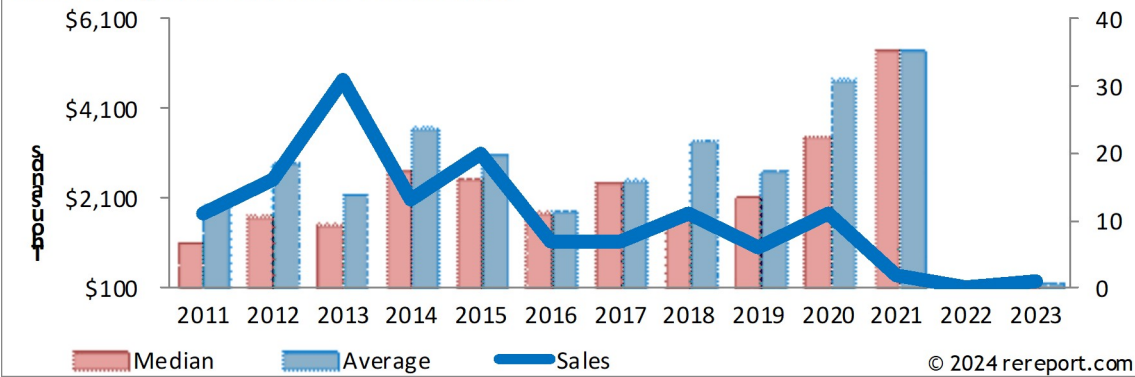
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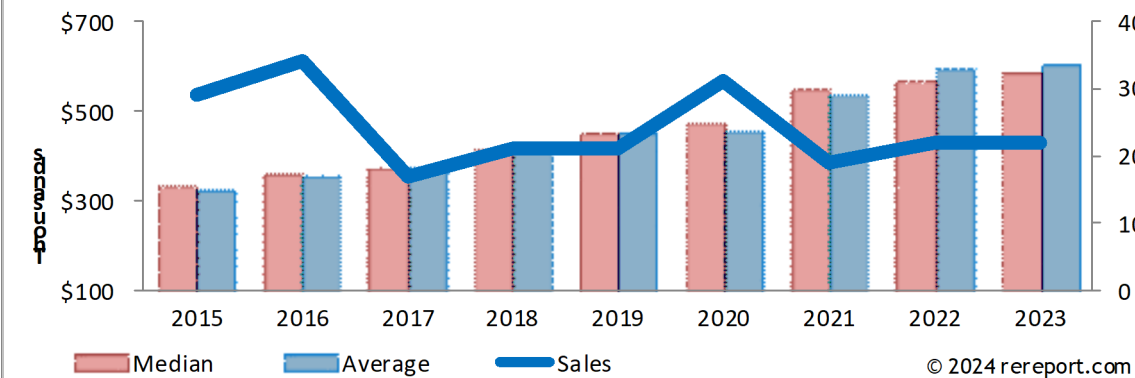
http://www.sand-realty.com



**Carmel Highlands Homes - Prices & Sales**



**Gonzalez Homes - Prices & Sales**



## Gonzales

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	29	\$ 337,000	\$ 327,372	97.4%	29			
2016	34	\$ 363,500	\$ 359,985	100.1%	33	17.2%	7.9%	10.0%
2017	17	\$ 377,000	\$ 377,759	98.6%	33	-50.0%	3.7%	4.9%
2018	21	\$ 417,500	\$ 416,131	99.4%	37	23.5%	10.7%	10.2%
2019	21	\$ 452,000	\$ 449,857	98.1%	35	0.0%	8.3%	8.1%
2020	31	\$ 475,000	\$ 454,855	98.9%	40	47.6%	5.1%	1.1%
2021	19	\$ 550,000	\$ 537,242	102.7%	18	-38.7%	15.8%	18.1%
2022	22	\$ 567,500	\$ 592,955	101.6%	26	15.8%	3.2%	10.4%
2023	22	\$ 585,208	\$ 601,465	98.5%	41	0.0%	3.1%	1.4%

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# 2023 Monterey County Annual Real Estate Report

## Carmel Valley

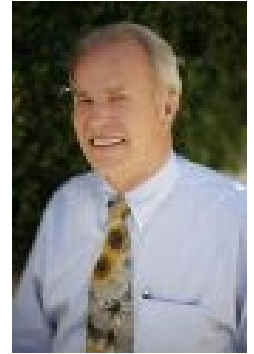
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	129	\$ 700,000	\$ 868,657	94.6%	134			
2012	132	\$ 799,500	\$ 980,583	95.1%	110	2.3%	14.2%	12.9%
2013	132	\$ 842,250	\$ 1,068,300	95.1%	99	0.0%	5.3%	8.9%
2014	127	\$ 887,500	\$ 1,035,120	94.9%	86	-3.8%	5.4%	-3.1%
2015	90	\$ 881,500	\$ 1,003,610	94.9%	99	-29.1%	-0.7%	-3.0%
2016	97	\$ 1,060,000	\$ 1,232,470	96.7%	76	7.8%	20.2%	22.8%
2017	106	\$ 998,450	\$ 1,076,840	96.6%	70	9.3%	-5.8%	-12.6%
2018	100	\$ 1,144,000	\$ 1,295,090	95.5%	88	-5.7%	14.6%	20.3%
2019	95	\$ 1,055,000	\$ 1,327,650	95.3%	84	-5.0%	-7.8%	2.5%
2020	121	\$ 1,365,000	\$ 1,653,590	97.8%	68	27.4%	29.4%	24.6%
2021	131	\$ 1,600,000	\$ 1,860,050	98.1%	61	8.3%	17.2%	12.5%
2022	82	\$ 1,525,000	\$ 1,945,210	97.8%	46	-37.4%	-4.7%	4.6%
2023	75	\$ 2,133,125	\$ 2,185,734	98.5%	72	-8.5%	39.9%	12.4%

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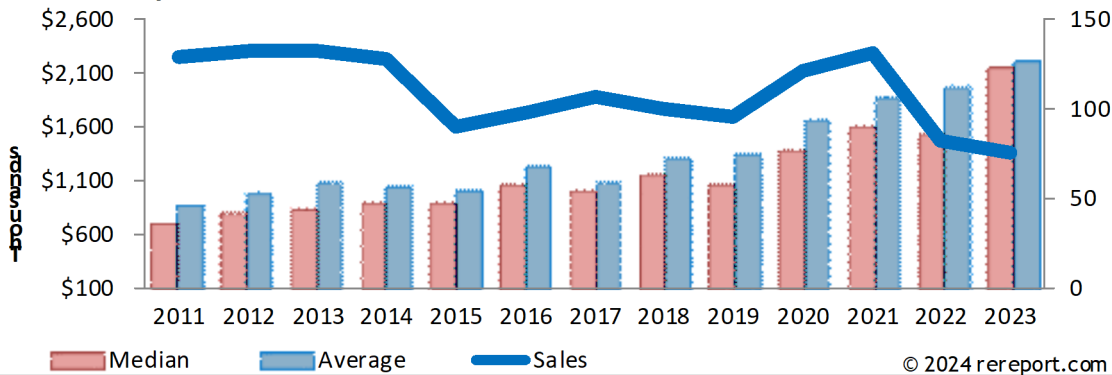
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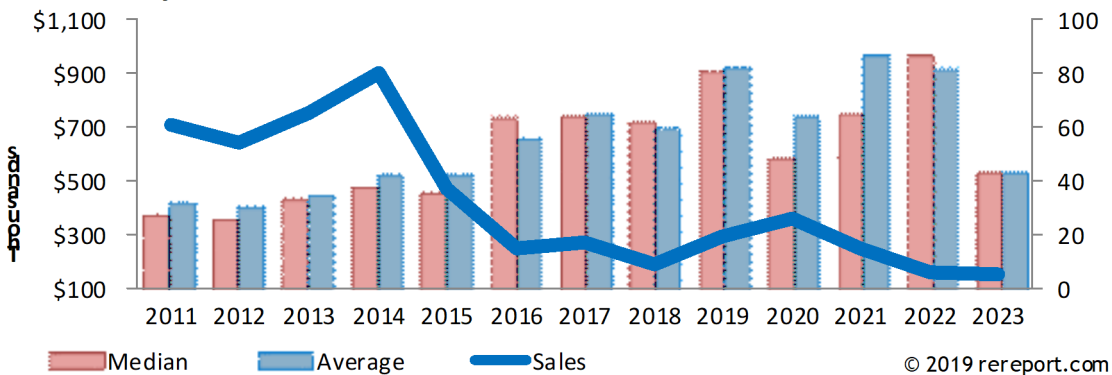
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**Carmel Valley Homes - Prices & Sales**



**Carmel Valley Condos - Prices & Sales**



## Carmel Valley

Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	61	\$ 385,000	\$ 424,543	94.7%	163	#REF!	#REF!	#REF!
2012	54	\$ 366,250	\$ 414,267	94.0%	83	-11.5%	-4.9%	-2.4%
2013	65	\$ 440,000	\$ 452,356	96.9%	96	20.4%	20.1%	9.2%
2014	80	\$ 487,000	\$ 527,844	98.4%	58	23.1%	10.7%	16.7%
2015	37	\$ 465,000	\$ 529,122	96.2%	74	-53.8%	-4.5%	0.2%
2016	15	\$ 735,000	\$ 664,720	99.6%	30	-59.5%	58.1%	25.6%
2017	17	\$ 745,875	\$ 749,411	98.2%	50	13.3%	1.5%	12.7%
2018	9	\$ 720,000	\$ 697,796	97.0%	89	-47.1%	-3.5%	-6.9%
2019	19	\$ 905,000	\$ 924,068	98.4%	53	111.1%	25.7%	32.4%
2020	26	\$ 592,500	\$ 745,996	99.4%	43	36.8%	-34.5%	-19.3%
2021	15	\$ 750,000	\$ 964,704	99.8%	10	-42.3%	26.6%	29.3%
2022	6	\$ 968,000	\$ 916,000	99.7%	22	-60.0%	29.1%	-5.0%
2023	5	\$ 537,917	\$ 537,917	43.7%	3	-16.7%	-44.4%	-41.3%

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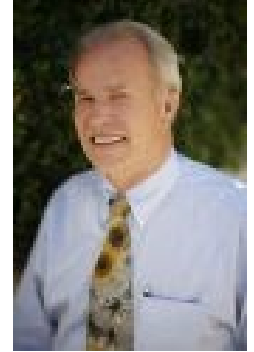
Del Rey Oaks								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	13	\$ 385,000	\$ 377,462	94.5%	49			
2012	10	\$ 363,000	\$ 352,430	96.3%	102	-23.1%	-5.7%	-6.6%
2013	20	\$ 450,500	\$ 443,400	101.9%	36	100.0%	24.1%	25.8%
2014	12	\$ 456,500	\$ 489,625	96.5%	82	-40.0%	1.3%	10.4%
2015	12	\$ 456,500	\$ 489,625	96.5%	82	0.0%	0.0%	0.0%
2016	14	\$ 550,000	\$ 583,154	97.4%	42	16.7%	20.5%	19.1%
2017	11	\$ 688,100	\$ 674,956	99.2%	19	-21.4%	25.1%	15.7%
2018	21	\$ 669,000	\$ 667,143	98.5%	35	90.9%	-2.8%	-1.2%
2019	21	\$ 662,000	\$ 665,433	99.0%	43	0.0%	-1.0%	-0.3%
2020	13	\$ 742,500	\$ 701,469	98.5%	17	-38.1%	12.2%	5.4%
2021	12	\$ 825,000	\$ 814,000	97.6%	31	-7.7%	11.1%	16.0%
2022	18	\$ 895,000	\$ 952,611	99.9%	21	50.0%	8.5%	17.0%
2023	13	\$ 819,458	\$ 819,458	84.8%	13	-27.8%	-8.4%	-14.0%

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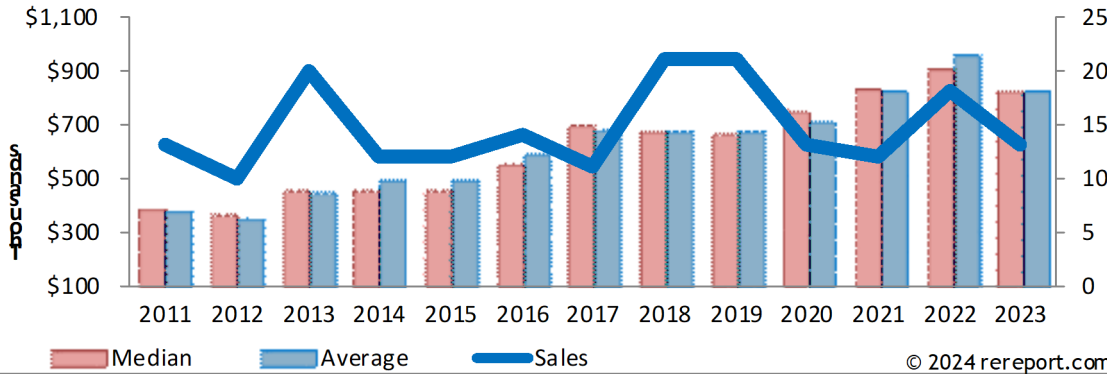
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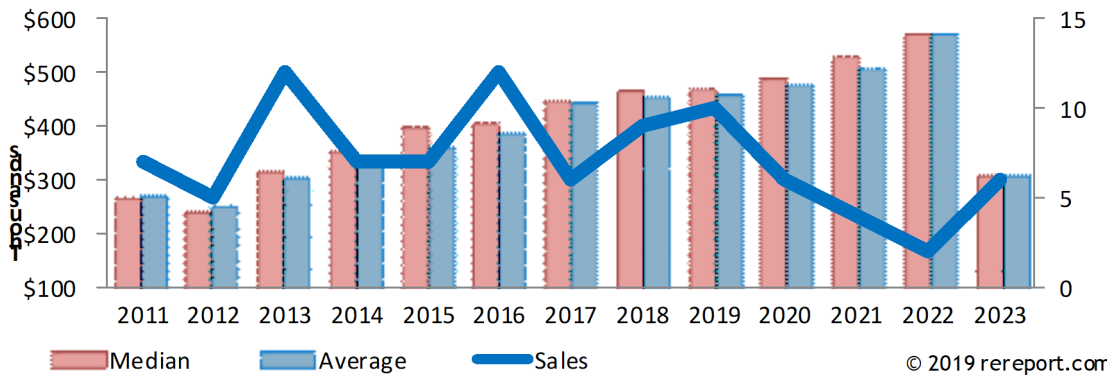
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**Del Rey Oaks Homes - Prices & Sales**



**Del Rey Oaks Condos - Prices & Sales**



Del Rey Oaks								
Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	7	\$ 269,000	\$ 273,857	95.2%	96			
2012	5	\$ 245,000	\$ 257,000	106.5%	59	-28.6%	-8.9%	-6.2%
2013	12	\$ 317,500	\$ 307,250	98.0%	44	140.0%	29.6%	19.6%
2014	7	\$ 355,000	\$ 338,000	97.9%	77	-41.7%	11.8%	10.0%
2015	7	\$ 400,000	\$ 364,071	98.2%	35	0.0%	12.7%	7.7%
2016	12	\$ 408,250	\$ 389,375	98.9%	30	71.4%	2.1%	7.0%
2017	6	\$ 449,250	\$ 443,333	98.0%	24	-50.0%	10.0%	13.9%
2018	9	\$ 465,000	\$ 455,044	98.9%	37	50.0%	3.5%	2.6%
2019	10	\$ 470,000	\$ 458,615	98.9%	42	11.1%	1.1%	0.8%
2020	6	\$ 487,500	\$ 476,000	99.6%	35	-40.0%	3.7%	3.8%
2021	4	\$ 530,000	\$ 508,750	102.0%	8	-33.3%	8.7%	6.9%
2022	2	\$ 570,000	\$ 570,000	101.5%	5	-50.0%	7.5%	12.0%
2023	6	\$ 310,333	\$ 310,333	50.1%	15	200.0%	-45.6%	-45.6%

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# 2023 Monterey County Annual Real Estate Report

Greenfield								
SINGLE-FAMILY HOMES								
Year	Sales	Prices				Prices		
		Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	48	\$ 263,000	\$ 265,239	99.9%	37			
2016	92	\$ 289,450	\$ 292,012	98.5%	42	91.7%	10.1%	10.1%
2017	86	\$ 295,000	\$ 334,544	100.2%	38	-6.5%	1.9%	14.6%
2018	82	\$ 350,000	\$ 347,972	98.5%	39	-4.7%	18.6%	4.0%
2019	85	\$ 356,500	\$ 359,496	98.8%	32	3.7%	1.9%	3.3%
2020	51	\$ 379,000	\$ 380,245	98.9%	40	-40.0%	6.3%	5.8%
2021	56	\$ 501,500	\$ 540,982	101.0%	40	9.8%	32.3%	42.3%
2022	66	\$ 506,000	\$ 514,513	99.9%	34	17.9%	0.9%	-4.9%
2023	50	\$ 500,155	\$ 483,226	100.3%	46	-24.2%	-1.2%	-6.1%

This information is brought to you by:

**Eric Sand**

Fratelli Real Estate Broker

28 W. Carmel Valley Road

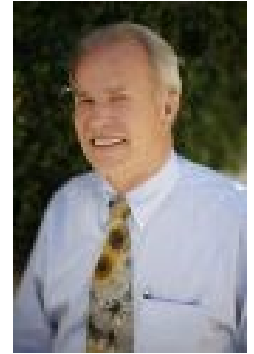
Carmel Valley, CA 93924

(831) 372-7788

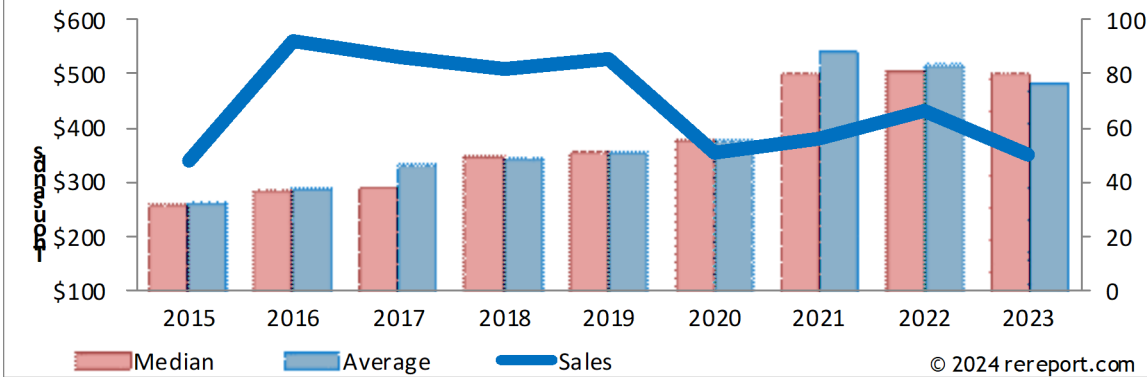
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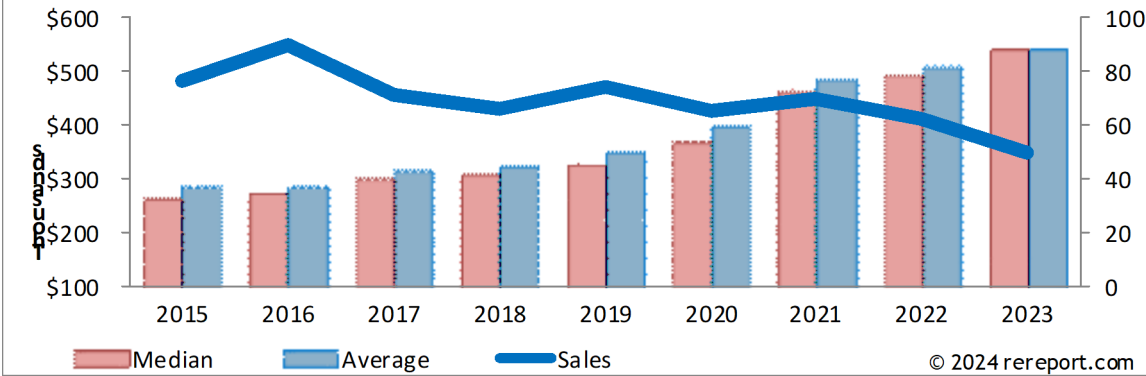
http://www.sand-realty.com



**Greenfield Homes - Prices & Sales**



**King City Homes - Prices & Sales**



King City								
SINGLE-FAMILY HOMES								
Year	Sales	Prices				Prices		
		Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	76	\$ 266,275	\$ 287,289	97.5%	43			
2016	90	\$ 276,500	\$ 287,866	98.1%	55	18.4%	3.8%	0.2%
2017	71	\$ 305,000	\$ 317,881	98.4%	56	-21.1%	10.3%	10.4%
2018	66	\$ 310,500	\$ 325,936	97.4%	42	-7.0%	1.8%	2.5%
2019	74	\$ 329,750	\$ 350,603	98.7%	48	12.1%	6.2%	7.6%
2020	65	\$ 370,000	\$ 400,838	98.6%	38	-12.2%	12.2%	14.3%
2021	70	\$ 461,500	\$ 485,856	101.2%	25	7.7%	24.7%	21.2%
2022	62	\$ 492,500	\$ 509,133	99.7%	32	-11.4%	6.7%	4.8%
2023	50	\$ 538,987	\$ 540,177	98.8%	50	-19.4%	9.4%	6.1%

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# 2023 Monterey County Annual Real Estate Report

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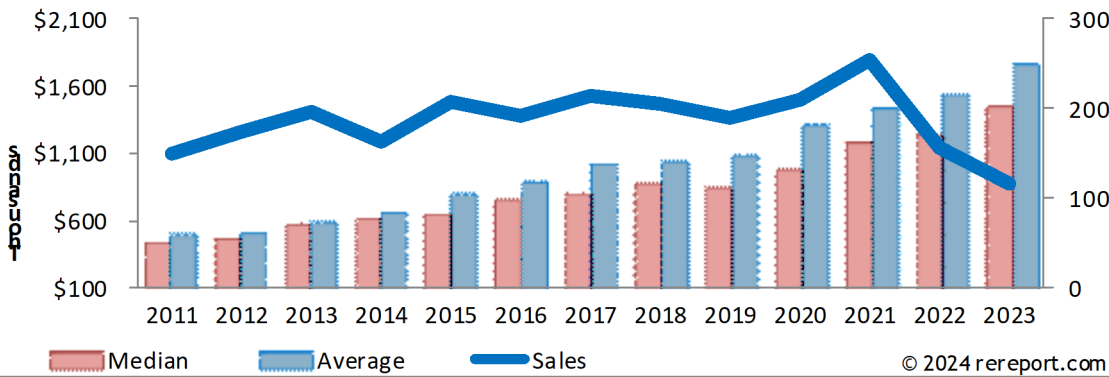
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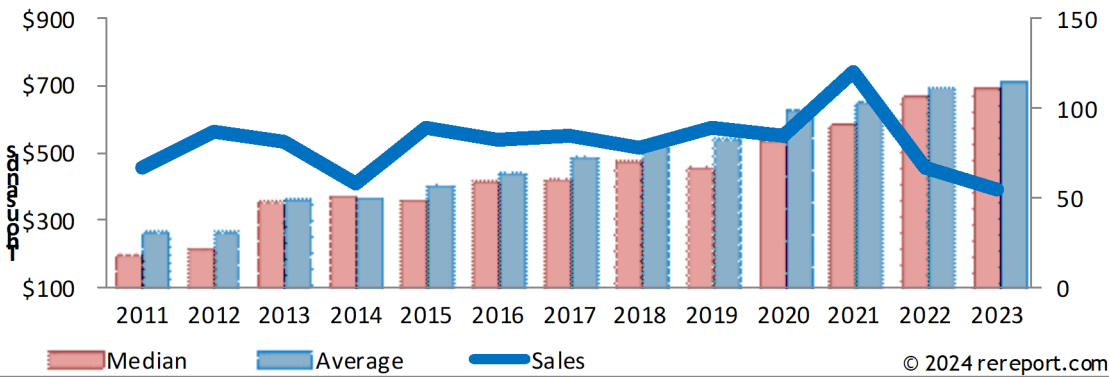


Monterey								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	149	\$ 463,000	\$ 522,765	96.2%	97			
2012	175	\$ 490,000	\$ 532,383	97.1%	79	17.4%	5.8%	1.8%
2013	196	\$ 590,224	\$ 610,402	98.8%	62	12.0%	20.5%	14.7%
2014	162	\$ 634,000	\$ 678,648	98.3%	60	-17.3%	7.4%	11.2%
2015	207	\$ 669,000	\$ 815,986	97.3%	62	27.8%	5.5%	20.2%
2016	191	\$ 775,000	\$ 904,688	97.2%	53	-7.7%	15.8%	10.9%
2017	213	\$ 816,500	\$ 1,033,370	97.6%	63	11.5%	5.4%	14.2%
2018	205	\$ 885,000	\$ 1,050,330	97.9%	57	-3.8%	8.4%	1.6%
2019	189	\$ 860,000	\$ 1,098,110	97.4%	69	-7.8%	-2.8%	4.5%
2020	209	\$ 989,000	\$ 1,323,900	97.5%	59	10.6%	15.0%	20.6%
2021	253	\$ 1,180,000	\$ 1,433,490	101.9%	31	21.1%	19.3%	8.3%
2022	156	\$ 1,250,500	\$ 1,537,760	100.9%	34	-38.3%	6.0%	7.3%
2023	117	\$ 1,459,583	\$ 1,765,252	99.0%	33	-25.0%	16.7%	14.8%

Monterey Homes - Prices & Sales



Monterey Condos - Prices & Sales



Monterey								
Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	67	\$ 204,000	\$ 271,402	96.4%	89			
2012	87	\$ 225,000	\$ 270,813	98.2%	77	29.9%	10.3%	-0.2%
2013	81	\$ 360,000	\$ 364,620	98.5%	60	-6.9%	60.0%	34.6%
2014	58	\$ 375,950	\$ 374,910	98.0%	56	-28.4%	4.4%	2.8%
2015	89	\$ 369,000	\$ 406,710	98.2%	67	53.4%	-1.8%	8.5%
2016	82	\$ 419,000	\$ 445,624	98.5%	53	-7.9%	13.6%	9.6%
2017	84	\$ 427,050	\$ 488,911	98.5%	38	2.4%	1.9%	9.7%
2018	78	\$ 480,000	\$ 540,065	98.6%	51	-7.1%	12.4%	10.5%
2019	89	\$ 460,000	\$ 544,795	97.6%	90	14.1%	-4.2%	0.9%
2020	85	\$ 539,000	\$ 627,876	98.4%	48	-4.5%	17.2%	15.2%
2021	120	\$ 584,000	\$ 648,727	102.1%	24	41.2%	8.3%	3.3%
2022	67	\$ 669,000	\$ 694,219	100.9%	21	-44.2%	14.6%	7.0%
2023	55	\$ 695,292	\$ 707,707	100.5%	29	-17.9%	3.9%	1.9%

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# 2023 Monterey County Annual Real Estate Report

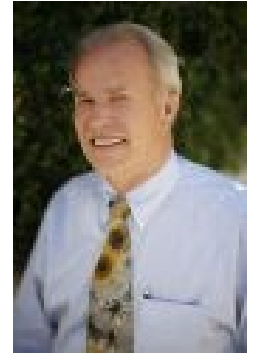
Pacific Grove								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	150	\$ 541,250	\$ 610,187	94.9%	98			
2012	194	\$ 556,500	\$ 626,185	96.3%	81	29.3%	2.8%	2.6%
2013	165	\$ 680,000	\$ 764,159	97.3%	71	-14.9%	22.2%	22.0%
2014	152	\$ 742,000	\$ 891,728	96.8%	62	-7.9%	9.1%	16.7%
2015	160	\$ 787,700	\$ 891,106	97.8%	60	5.3%	6.2%	-0.1%
2016	137	\$ 839,000	\$ 934,610	98.0%	60	-14.4%	6.5%	4.9%
2017	158	\$ 912,500	\$ 1,037,930	97.1%	57	15.3%	8.8%	11.1%
2018	134	\$ 928,000	\$ 1,107,700	98.5%	50	-15.2%	1.7%	6.7%
2019	152	\$ 965,000	\$ 1,121,710	97.7%	60	13.4%	4.0%	1.3%
2020	183	\$ 1,015,000	\$ 1,197,650	99.3%	40	20.4%	5.2%	6.8%
2021	194	\$ 1,318,500	\$ 1,496,640	102.0%	30	6.0%	29.9%	25.0%
2022	133	\$ 1,438,000	\$ 1,603,220	101.2%	25	-31.4%	9.1%	7.1%
2023	114	\$ 1,534,975	\$ 1,670,172	100.4%	37	-14.3%	6.7%	4.2%

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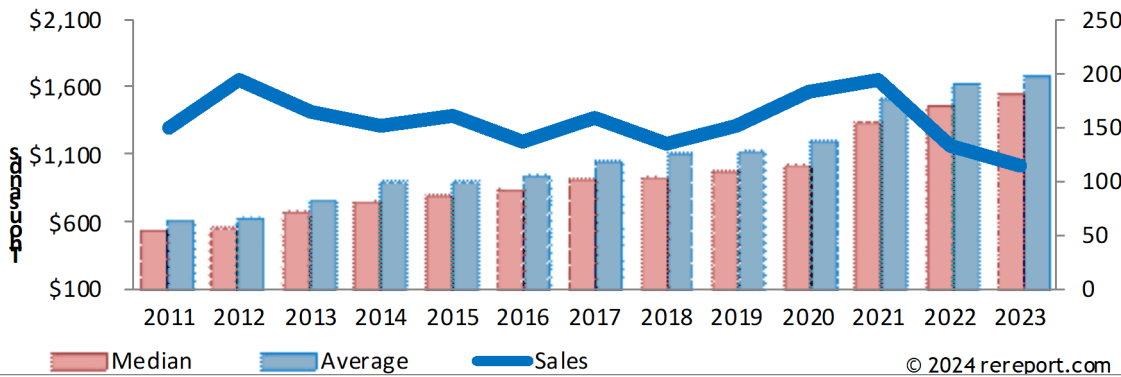
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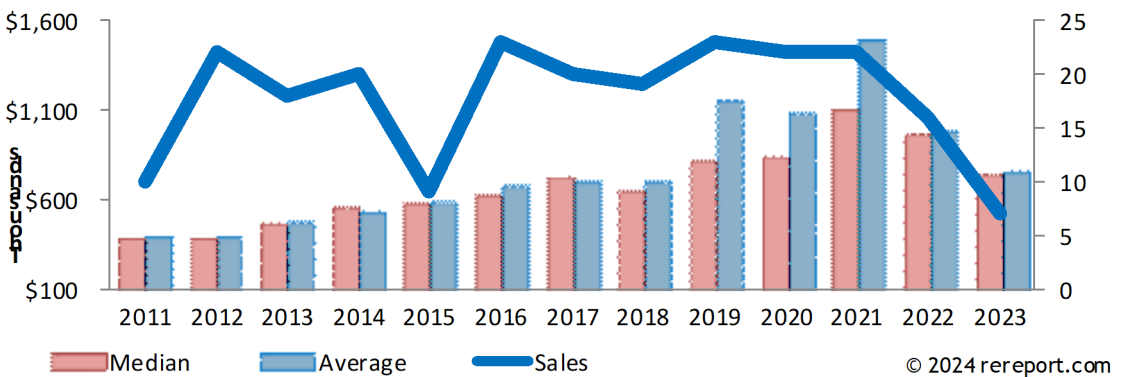
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**Pacific Grove Homes - Prices & Sales**



**Pacific Grove Condos - Prices & Sales**



Pacific Grove								
CONDOMINIUMS						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	10	\$ 405,000	\$ 407,600	94.6%	237			
2012	22	\$ 396,500	\$ 414,227	96.2%	56	120.0%	-2.1%	1.6%
2013	18	\$ 482,250	\$ 491,792	97.2%	93	-18.2%	21.6%	18.7%
2014	20	\$ 562,000	\$ 544,825	96.6%	73	11.1%	16.5%	10.8%
2015	9	\$ 589,000	\$ 595,389	99.2%	54	-55.0%	4.8%	9.3%
2016	23	\$ 630,000	\$ 683,387	98.9%	46	155.6%	7.0%	14.8%
2017	20	\$ 730,500	\$ 715,551	99.0%	39	-13.0%	16.0%	4.7%
2018	19	\$ 656,000	\$ 710,947	97.9%	61	-5.0%	-10.2%	-0.6%
2019	23	\$ 825,000	\$ 1,158,450	97.4%	78	21.1%	25.8%	62.9%
2020	22	\$ 847,500	\$ 1,088,760	99.0%	135	-4.3%	2.7%	-6.0%
2021	22	\$ 1,100,000	\$ 1,487,180	102.7%	48	0.0%	29.8%	36.6%
2022	16	\$ 962,500	\$ 985,688	102.7%	20	-27.3%	-12.5%	-33.7%
2023	7	\$ 740,917	\$ 766,722	33.5%	4	-56.3%	-23.0%	-22.2%

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# 2023 Monterey County Annual Real Estate Report

## Pebble Beach

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	84	\$ 1,104,000	\$ 1,846,820	93.5%	142			
2012	114	\$ 1,126,250	\$ 1,728,940	94.1%	135	35.7%	2.0%	-6.4%
2013	105	\$ 1,150,000	\$ 1,888,050	94.6%	100	-7.9%	2.1%	9.2%
2014	120	\$ 1,442,500	\$ 2,394,050	93.8%	115	14.3%	25.4%	26.8%
2015	114	\$ 1,450,000	\$ 2,148,010	95.2%	118	-5.0%	0.5%	-10.3%
2016	106	\$ 1,537,500	\$ 2,466,750	93.9%	114	-7.0%	6.0%	14.8%
2017	120	\$ 1,620,000	\$ 2,229,320	94.6%	92	13.2%	5.4%	-9.6%
2018	125	\$ 1,595,000	\$ 2,866,780	94.8%	107	4.2%	-1.5%	28.6%
2019	119	\$ 1,767,950	\$ 3,005,670	93.5%	107	-4.8%	10.8%	4.8%
2020	139	\$ 2,300,000	\$ 3,480,350	96.8%	90	16.8%	30.1%	15.8%
2021	118	\$ 2,881,500	\$ 4,785,650	98.0%	53	-15.1%	25.3%	37.5%
2022	72	\$ 3,200,000	\$ 6,439,910	98.0%	48	-39.0%	11.1%	34.6%
2023	65	\$ 2,984,542	\$ 3,804,816	96.3%	52	-9.7%	-6.7%	-40.9%

This information is brought to you by:

**Eric Sand**

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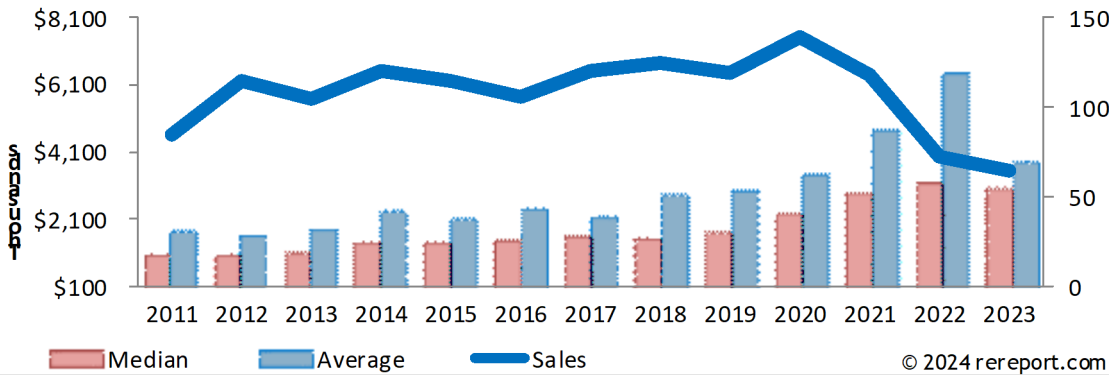
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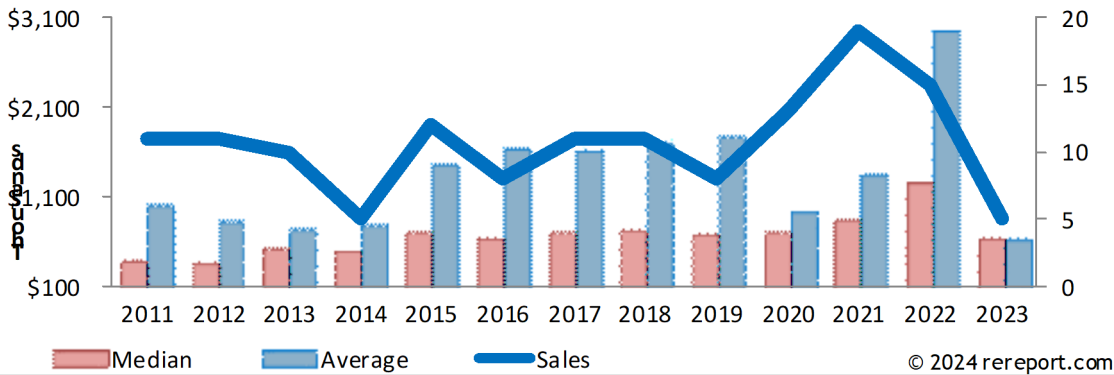
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**Pebble Beach Homes - Prices & Sales**



**Pebble Beach Condos - Prices & Sales**



## Pebble Beach

Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	11	\$ 420,000	\$ 1,023,450	92.8%	233			
2012	11	\$ 399,500	\$ 857,500	94.4%	81	0.0%	-4.9%	-16.2%
2013	10	\$ 552,000	\$ 764,295	95.8%	57	-9.1%	38.2%	-10.9%
2014	5	\$ 530,000	\$ 815,200	97.4%	28	-50.0%	-4.0%	6.7%
2015	12	\$ 717,500	\$ 1,475,920	96.0%	93	140.0%	35.4%	81.1%
2016	8	\$ 662,750	\$ 1,654,530	96.7%	93	-33.3%	-7.6%	12.1%
2017	11	\$ 730,000	\$ 1,626,430	96.0%	64	37.5%	10.1%	-1.7%
2018	11	\$ 735,000	\$ 1,715,090	97.8%	75	0.0%	0.7%	5.5%
2019	8	\$ 700,000	\$ 1,783,000	97.0%	98	-27.3%	-4.8%	4.0%
2020	13	\$ 720,000	\$ 962,962	97.2%	69	62.5%	2.9%	-46.0%
2021	19	\$ 855,000	\$ 1,375,340	101.8%	16	46.2%	18.8%	42.8%
2022	15	\$ 1,250,000	\$ 2,951,330	100.6%	24	-21.1%	46.2%	114.6%
2023	5	\$ 647,083	\$ 647,083	32.6%	38	-66.7%	-48.2%	-78.1%

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# 2023 Monterey County Annual Real Estate Report

## Seaside

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	243	\$ 263,100	\$ 297,139	98.7%	61			
2012	177	\$ 299,000	\$ 323,265	98.4%	58	-27.2%	13.6%	8.8%
2013	179	\$ 327,500	\$ 356,923	100.2%	41	1.1%	9.5%	10.4%
2014	181	\$ 355,650	\$ 387,245	99.0%	53	1.1%	8.6%	8.5%
2015	173	\$ 405,000	\$ 414,038	98.6%	51	-4.4%	13.9%	6.9%
2016	172	\$ 445,500	\$ 483,103	98.3%	43	-0.6%	10.0%	16.7%
2017	185	\$ 495,000	\$ 523,267	98.3%	38	7.6%	11.1%	8.3%
2018	171	\$ 525,000	\$ 558,472	98.8%	37	-7.6%	6.1%	6.7%
2019	169	\$ 540,000	\$ 565,615	97.6%	45	-1.2%	2.9%	1.3%
2020	133	\$ 599,900	\$ 619,714	99.1%	34	-21.3%	11.1%	9.6%
2021	178	\$ 700,000	\$ 741,087	102.2%	22	33.8%	16.7%	19.6%
2022	152	\$ 758,500	\$ 823,827	101.8%	26	-14.6%	8.4%	11.2%
2023	96	\$ 766,167	\$ 844,938	99.7%	40	-36.8%	1.0%	2.6%

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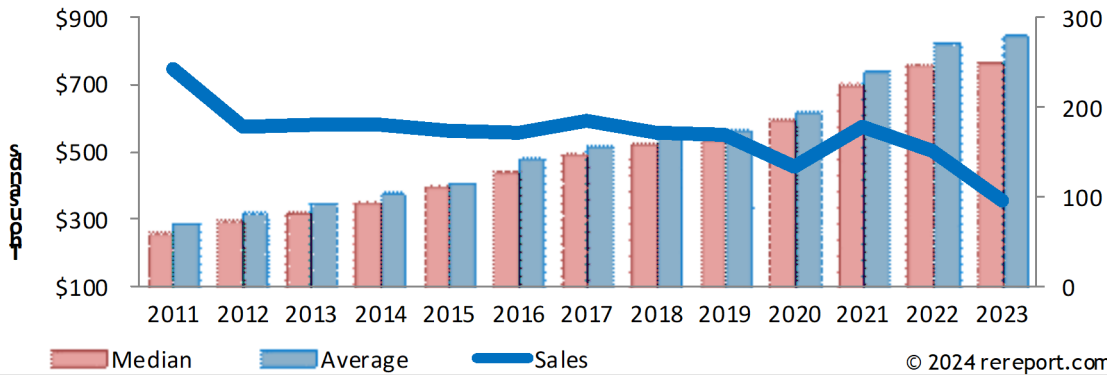
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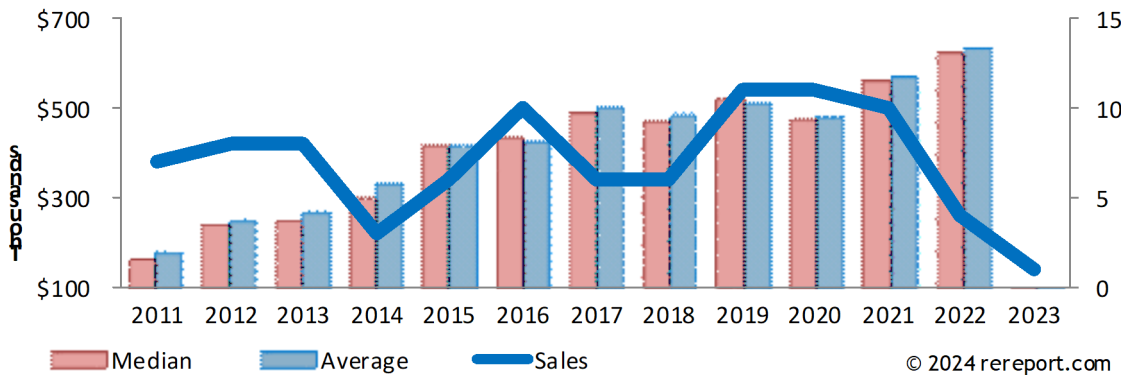
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<http://www.sand-realty.com>



**Seaside Homes - Prices & Sales**



**Seaside Condos - Prices & Sales**



## Seaside

Condominiums						% Change from Year Before		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2011	7	\$ 165,500	\$ 179,041	99.1%	108			
2012	8	\$ 241,100	\$ 253,200	102.1%	44	14.3%	45.7%	41.4%
2013	8	\$ 250,000	\$ 270,812	105.6%	20	0.0%	3.7%	7.0%
2014	3	\$ 299,000	\$ 329,667	102.1%	10	-62.5%	19.6%	21.7%
2015	6	\$ 417,500	\$ 417,500	94.9%	56	100.0%	39.6%	26.6%
2016	10	\$ 432,500	\$ 425,190	97.3%	64	66.7%	3.6%	1.8%
2017	6	\$ 485,000	\$ 501,667	100.2%	37	-40.0%	12.1%	18.0%
2018	6	\$ 470,000	\$ 482,250	98.6%	43	0.0%	-3.1%	-3.9%
2019	11	\$ 519,000	\$ 507,218	98.8%	37	83.3%	10.4%	5.2%
2020	11	\$ 475,000	\$ 479,364	100.3%	71	0.0%	-8.5%	-5.5%
2021	10	\$ 557,500	\$ 567,030	104.6%	11	-9.1%	17.4%	18.3%
2022	4	\$ 620,000	\$ 627,750	101.4%	9	-60.0%	11.2%	10.7%
2023	1	\$ 61,667	\$ 61,667	8.5%	1	-75.0%	-90.1%	-90.2%

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# 2023 Monterey County Annual Real Estate Report

## Prunedale

SINGLE-FAMILY HOMES						% Change from Year Before		
Year	Sales	Prices		SP/LP	DOM	Prices		
		Median	Average			Sales	Med	Ave
2015	30	\$ 515,000	\$ 546,617	99.3%	73			
2016	27	\$ 552,000	\$ 587,335	98.5%	63	-10.0%	7.2%	7.4%
2017	18	\$ 645,000	\$ 682,744	97.3%	51	-33.3%	16.8%	16.2%
2018	22	\$ 599,000	\$ 628,727	98.5%	45	22.2%	-7.1%	-7.9%
2019	20	\$ 649,000	\$ 629,425	100.7%	39	-9.1%	8.3%	0.1%
2020	21	\$ 710,000	\$ 696,151	103.4%	22	5.0%	9.4%	10.6%
2021	31	\$ 839,000	\$ 892,145	102.9%	20	47.6%	18.2%	28.2%
2022	15	\$ 884,000	\$ 898,248	101.4%	33	-51.6%	5.4%	0.7%
2023	6	\$ 345,083	\$ 345,083	32.8%	15	-60.0%	-61.0%	-61.6%

This information is brought to you by:

**Eric Sand**

Fratelli Real Estate Broker

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(831) 372-7788

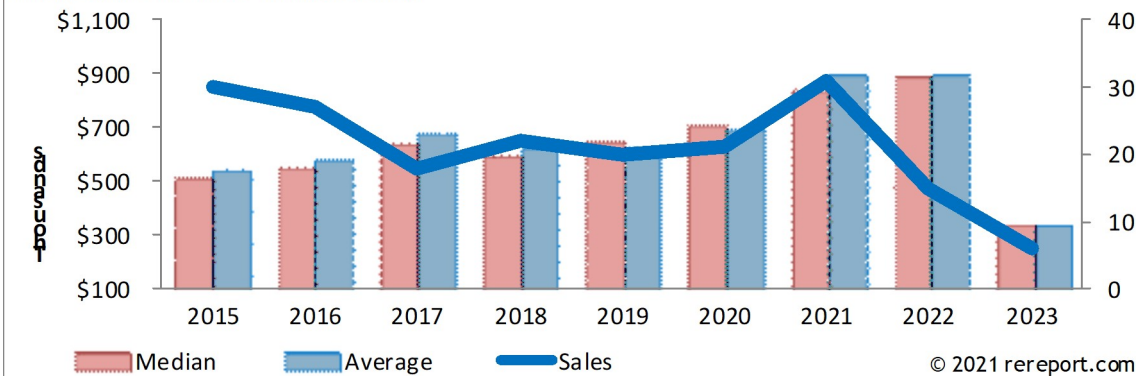
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**Prunedale Homes - Prices & Sales**



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# 2023 Monterey County Annual Real Estate Report

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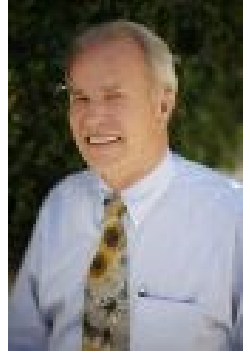
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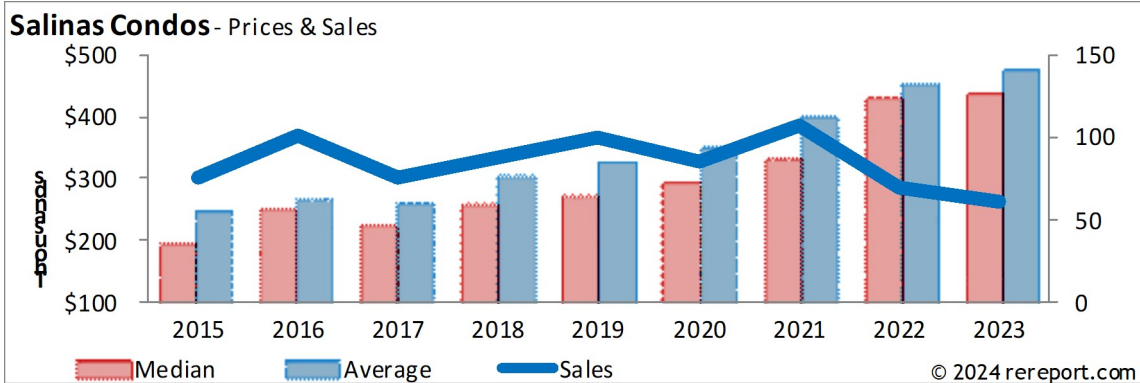
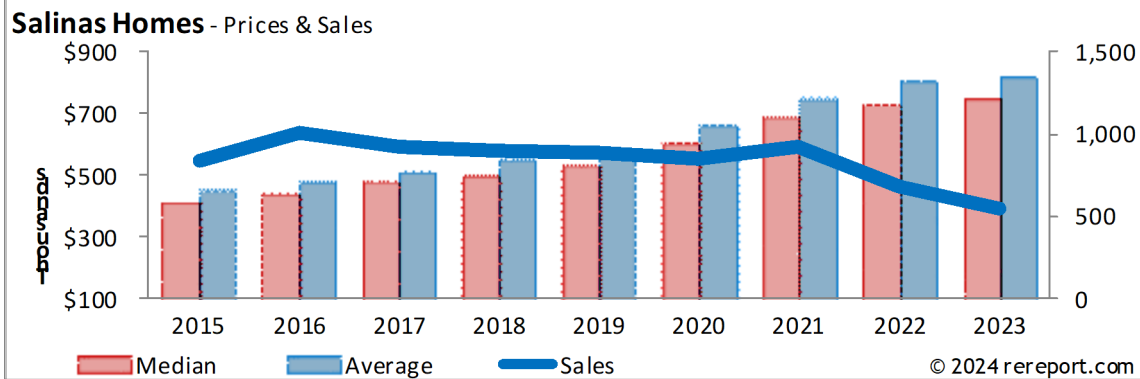
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Salinas								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	839	\$ 415,000	\$ 454,344	98.9%	39			
2016	1,012	\$ 445,000	\$ 478,451	99.3%	46	20.6%	7.2%	5.3%
2017	927	\$ 479,000	\$ 516,717	98.9%	49	-8.4%	7.6%	8.0%
2018	903	\$ 500,000	\$ 550,300	99.2%	37	-2.6%	4.4%	6.5%
2019	882	\$ 530,000	\$ 576,774	98.9%	43	-2.3%	6.0%	4.8%
2020	849	\$ 605,000	\$ 665,099	99.9%	36	-3.7%	14.2%	15.3%
2021	921	\$ 690,000	\$ 747,981	102.2%	21	8.5%	14.0%	12.5%
2022	683	\$ 730,000	\$ 805,581	100.9%	25	-25.8%	5.8%	7.7%
2023	542	\$ 743,200	\$ 819,595	99.3%	34	-20.6%	1.8%	1.7%



Salinas								
Condominiums						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	75	\$ 199,000	\$ 248,335	99.2%	48			
2016	101	\$ 252,000	\$ 270,711	100.1%	33	34.7%	26.6%	9.0%
2017	75	\$ 227,000	\$ 263,023	98.1%	36	-25.7%	-9.9%	-2.8%
2018	88	\$ 260,000	\$ 304,030	98.6%	36	17.3%	14.5%	15.6%
2019	100	\$ 272,050	\$ 326,401	98.4%	43	13.6%	4.6%	7.4%
2020	85	\$ 295,000	\$ 349,284	99.0%	49	-15.0%	8.4%	7.0%
2021	107	\$ 330,000	\$ 397,219	101.0%	34	25.9%	11.9%	13.7%
2022	69	\$ 427,000	\$ 451,694	100.9%	24	-35.5%	29.4%	13.7%
2023	61	\$ 433,263	\$ 471,642	99.8%	32	-11.6%	1.5%	4.4%

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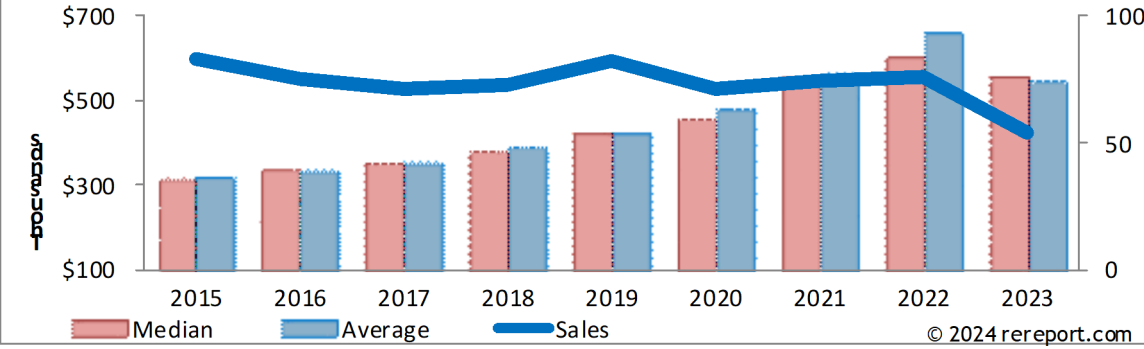
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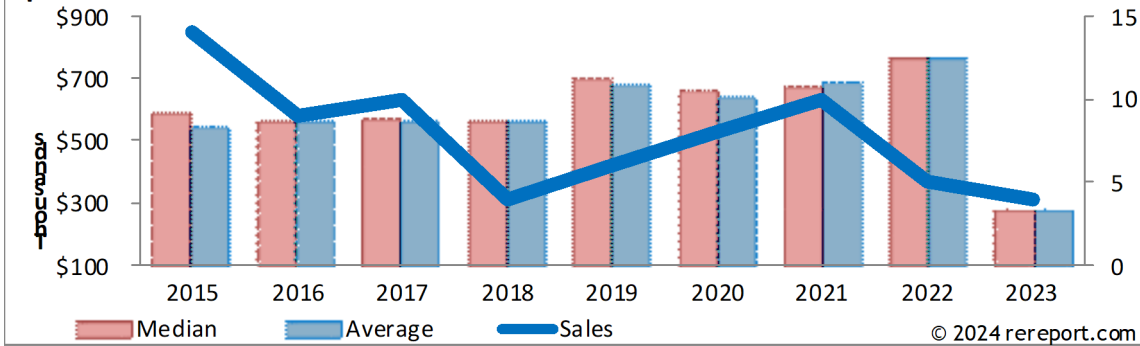


Soledad								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	83	\$ 313,000	\$ 319,646	100.1%	44			
2016	75	\$ 340,000	\$ 335,597	99.1%	55	-9.6%	8.6%	5.0%
2017	71	\$ 355,000	\$ 352,484	99.7%	32	-5.3%	4.4%	5.0%
2018	73	\$ 383,000	\$ 392,625	100.4%	23	2.8%	7.9%	11.4%
2019	82	\$ 422,000	\$ 423,574	100.3%	41	12.3%	10.2%	7.9%
2020	71	\$ 458,000	\$ 481,486	99.8%	34	-13.4%	8.5%	13.7%
2021	74	\$ 555,000	\$ 557,891	102.4%	17	4.2%	21.2%	15.9%
2022	76	\$ 600,000	\$ 659,971	100.3%	28	2.7%	8.1%	18.3%
2023	54	\$ 553,195	\$ 547,911	100.2%	36	-28.9%	-7.8%	-17.0%

**Soledad Homes - Prices & Sales**



**Spreckels Homes - Prices & Sales**



Spreckels								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOM	Sales	Med	Ave
2015	14	\$ 587,500	\$ 542,929	97.0%	62			
2016	9	\$ 561,000	\$ 559,728	96.3%	46	-35.7%	-4.5%	3.1%
2017	10	\$ 569,500	\$ 563,290	98.3%	17	11.1%	1.5%	0.6%
2018	4	\$ 562,500	\$ 560,000	98.2%	17	-60.0%	-1.2%	-0.6%
2019	6	\$ 692,500	\$ 677,167	98.7%	58	50.0%	23.1%	20.9%
2020	8	\$ 656,000	\$ 636,188	96.8%	27	33.3%	-5.3%	-6.1%
2021	10	\$ 667,500	\$ 683,278	100.5%	30	25.0%	1.8%	7.4%
2022	5	\$ 760,000	\$ 760,000	97.0%	21	-50.0%	13.9%	11.2%
2023	4	\$ 280,750	\$ 280,750	34.0%	15	-20.0%	-63.1%	-63.1%

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