



# REAL ESTATE REPORT

Q1 2020

MONTEREY COUNTY

Welcome,

The Quarterly Report offers insight into residential real estate sales activity and regional trends. It complements the Area Report, giving you a broader look at the real estate market. If you are interested in receiving the Area Report, please let me know. I would be happy to set that up for you.

The market summary below offers a look at sales activity for the prior quarter and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.



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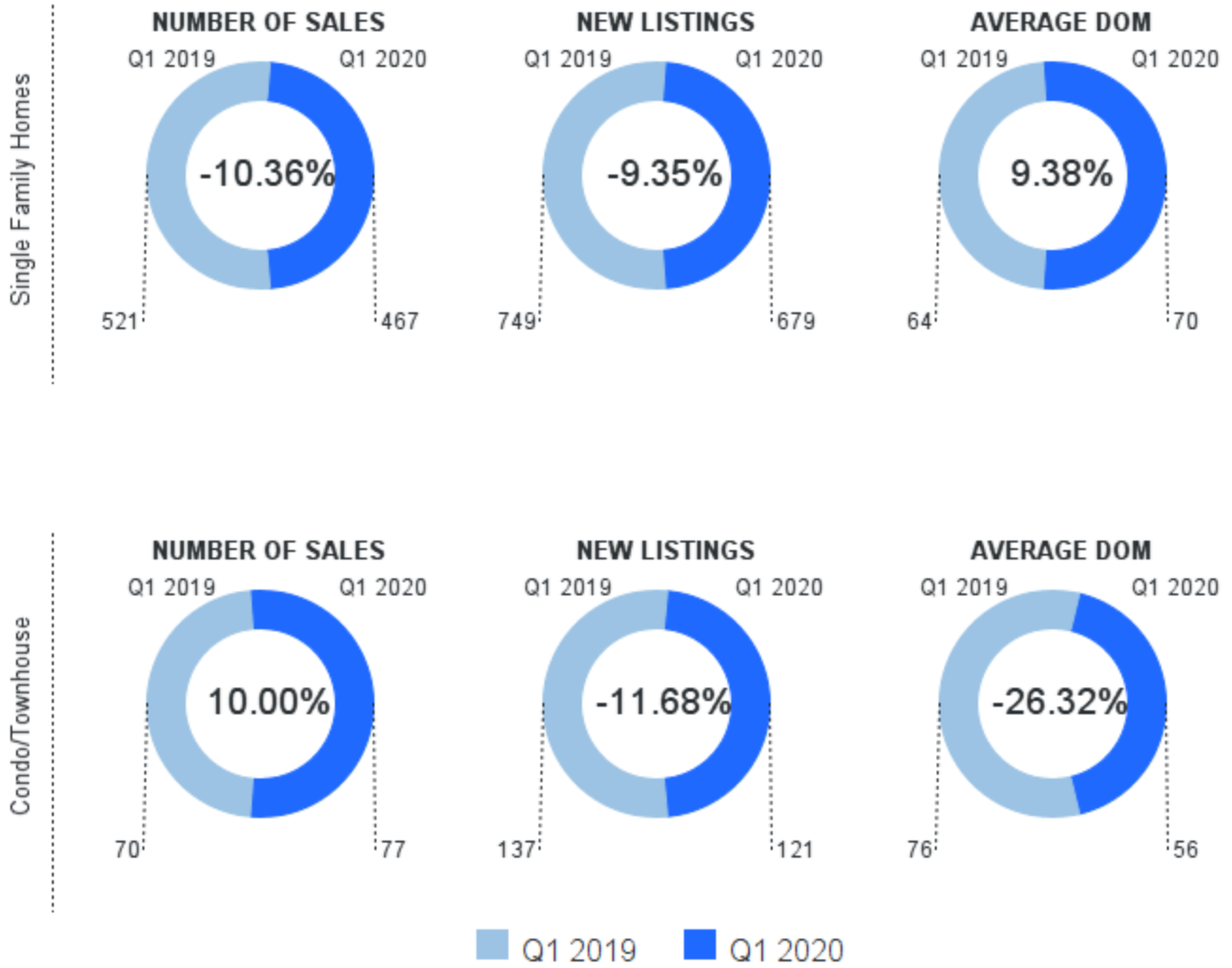
[www.ajhproperties.com/](http://www.ajhproperties.com/)



**COLDWELL BANKER**  
REALTY

# MONTEREY COUNTY | Q1 2020

## REAL ESTATE SNAPSHOT - Change since this time last year



# REAL ESTATE SNAPSHOT

## MONTEREY COUNTY

Q1 2020

**-7.95%**

PROPERTIES SOLD  
ALL PROPERTY TYPES

**19.68%**

AVERAGE SOLD PRICE  
ALL PROPERTY TYPES

**12.78%**

MEDIAN SOLD PRICE  
ALL PROPERTY TYPES

**-9.71%**

NEW LISTINGS  
ALL PROPERTY TYPES

**19.76%**

AVERAGE LIST PRICE  
ALL PROPERTY TYPES

**11.11%**

MEDIAN LIST PRICE  
ALL PROPERTY TYPES

**0.31%**

LIST/SELL PRICE RATIO  
ALL PROPERTY TYPES

**4.62%**

AVERAGE DAYS ON MARKET  
ALL PROPERTY TYPES

**-26.19%**

MEDIAN DAYS ON MARKET  
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
<b>Aromas</b>	7	6	17% ↑	3	4	-25% ↓	\$780 K	\$520 K	50% ↑	115	99	16% ↑
Single Family Homes	7	6	17% ↑	3	4	-25% ↓	\$780 K	\$520 K	50% ↑	115	99	16% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Big Sur/Big Sur Coast</b>	2	4	-50% ↓	2	0	↑	\$2.65 M	\$0	↑	230	0	↑
Single Family Homes	2	4	-50% ↓	2	0	↑	\$2.65 M	\$0	↑	230	0	↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Carmel</b>	102	117	-13% ↓	69	52	33% ↑	\$1.66 M	\$1.76 M	-5.83% ↓	90	73	23% ↑
Single Family Homes	79	92	-14% ↓	62	43	44% ↑	\$1.89 M	\$2.13 M	-11% ↓	96	82	17% ↑
Condo/Townhouse	23	25	-8.00% ↓	7	9	-22% ↓	\$530 K	\$814 K	-35% ↓	26	62	-58% ↓
<b>Carmel Highlands</b>	1	5	-80% ↓	2	2	0.00%	\$6.49 M	\$1.85 M	251% ↑	0	246	↓
Single Family Homes	1	5	-80% ↓	2	2	0.00%	\$6.49 M	\$1.85 M	251% ↑	0	246	↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Carmel Valley</b>	39	45	-13% ↓	23	21	9.52% ↑	\$1.27 M	\$875 K	45% ↑	23	62	-63% ↓
Single Family Homes	33	38	-13% ↓	20	19	5.26% ↑	\$1.29 M	\$875 K	48% ↑	63	62	1.61% ↑
Condo/Townhouse	6	7	-14% ↓	3	2	50% ↑	\$550 K	\$921 K	-40% ↓	8	73	-89% ↓
<b>Castroville</b>	4	6	-33% ↓	2	3	-33% ↓	\$535 K	\$600 K	-11% ↓	31	176	-82% ↓
Single Family Homes	4	6	-33% ↓	2	3	-33% ↓	\$535 K	\$600 K	-11% ↓	31	176	-82% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

# MONTEREY COUNTY

## REAL ESTATE SNAPSHOT | Q1 2020

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
<b>Corral De Tierra</b>	3	3	0.00%	1	2	-50% ↓	\$888 K	\$909 K	-2.35% ↓	159	68	134% ↑
Single Family Homes	3	3	0.00%	1	2	-50% ↓	\$888 K	\$909 K	-2.35% ↓	159	68	134% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Del Rey Oaks</b>	7	13	-46% ↓	3	5	-40% ↓	\$649 K	\$730 K	-11% ↓	11	3	267% ↑
Single Family Homes	6	9	-33% ↓	3	5	-40% ↓	\$649 K	\$730 K	-11% ↓	11	3	267% ↑
Condo/Townhouse	1	4	-75% ↓	0	0		\$0	\$0		0	0	
<b>Gonzales</b>	7	10	-30% ↓	6	3	100% ↑	\$431 K	\$425 K	1.41% ↑	20	17	18% ↑
Single Family Homes	7	10	-30% ↓	6	3	100% ↑	\$431 K	\$425 K	1.41% ↑	20	17	18% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Greenfield</b>	14	28	-50% ↓	10	19	-47% ↓	\$383 K	\$330 K	16% ↑	40	9	344% ↑
Single Family Homes	14	28	-50% ↓	10	19	-47% ↓	\$383 K	\$330 K	16% ↑	40	9	344% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>King City</b>	17	21	-19% ↓	15	24	-38% ↓	\$370 K	\$321 K	15% ↑	19	40	-53% ↓
Single Family Homes	15	19	-21% ↓	14	23	-39% ↓	\$372 K	\$327 K	14% ↑	20	41	-51% ↓
Condo/Townhouse	2	2	0.00%	1	1	0.00%	\$272 K	\$217 K	26% ↑	10	5	100% ↑
<b>Lockwood</b>	1	0	↑	2	0	↑	\$638 K	\$0	↑	85	0	↑
Single Family Homes	1	0	↑	2	0	↑	\$638 K	\$0	↑	85	0	↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Marina</b>	55	42	31% ↑	30	36	-17% ↓	\$626 K	\$610 K	2.75% ↑	27	41	-34% ↓
Single Family Homes	46	41	12% ↑	23	33	-30% ↓	\$635 K	\$625 K	1.60% ↑	19	40	-53% ↓
Condo/Townhouse	9	1	800% ↑	7	3	133% ↑	\$472 K	\$440 K	7.21% ↑	67	52	29% ↑
<b>Monterey</b>	67	86	-22% ↓	53	58	-8.62% ↓	\$845 K	\$735 K	15% ↑	68	61	11% ↑
Single Family Homes	49	52	-5.77% ↓	41	40	2.50% ↑	\$897 K	\$845 K	6.15% ↑	69	56	23% ↑
Condo/Townhouse	18	34	-47% ↓	12	18	-33% ↓	\$472 K	\$516 K	-8.48% ↓	24	84	-71% ↓
<b>Moss Landing</b>	10	0	↑	2	0	↑	\$1.15 M	\$0	↑	67	0	↑
Single Family Homes	5	0	↑	1	0	↑	\$1.10 M	\$0	↑	127	0	↑
Condo/Townhouse	5	0	↑	1	0	↑	\$1.20 M	\$0	↑	7	0	↑
<b>Pacific Grove</b>	51	63	-19% ↓	36	32	13% ↑	\$934 K	\$863 K	8.15% ↑	39	53	-26% ↓
Single Family Homes	45	41	9.76% ↑	28	27	3.70% ↑	\$945 K	\$915 K	3.28% ↑	34	43	-21% ↓
Condo/Townhouse	6	22	-73% ↓	8	5	60% ↑	\$858 K	\$610 K	41% ↑	76	63	21% ↑
<b>Pebble Beach</b>	57	51	12% ↑	16	28	-43% ↓	\$1.54 M	\$1.21 M	27% ↑	30	93	-68% ↓
Single Family Homes	54	48	13% ↑	15	26	-42% ↓	\$1.60 M	\$1.21 M	32% ↑	41	93	-56% ↓
Condo/Townhouse	3	3	0.00%	1	2	-50% ↓	\$732 K	\$2.46 M	-70% ↓	7	76	-91% ↓
<b>Prunedale</b>	6	4	50% ↑	2	3	-33% ↓	\$648 K	\$545 K	19% ↑	7	43	-84% ↓
Single Family Homes	6	4	50% ↑	2	3	-33% ↓	\$648 K	\$545 K	19% ↑	7	43	-84% ↓
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Royal Oaks</b>	14	12	17% ↑	12	9	33% ↑	\$638 K	\$590 K	8.05% ↑	30	20	50% ↑
Single Family Homes	14	12	17% ↑	12	9	33% ↑	\$638 K	\$590 K	8.05% ↑	30	20	50% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	

# MONTEREY COUNTY

## REAL ESTATE SNAPSHOT | Q1 2020

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change	Q1 2020	Q1 2019	% Change
<b>Salinas</b>	261	284	-8.10% ↓	190	221	-14% ↓	\$527 K	\$485 K	8.66% ↑	18	27	-33% ↓
Single Family Homes	222	248	-10% ↓	161	194	-17% ↓	\$560 K	\$499 K	12% ↑	19	26	-27% ↓
Condo/Townhouse	39	36	8.33% ↑	29	27	7.41% ↑	\$282 K	\$279 K	1.08% ↑	9	32	-72% ↓
<b>Seaside</b>	45	45	0.00%	35	40	-13% ↓	\$594 K	\$520 K	14% ↑	26	27	-3.70% ↓
Single Family Homes	40	44	-9.09% ↓	31	39	-21% ↓	\$623 K	\$520 K	20% ↑	23	26	-12% ↓
Condo/Townhouse	5	1	400% ↑	4	1	300% ↑	\$550 K	\$570 K	-3.51% ↓	71	62	15% ↑
<b>Soledad</b>	24	23	4.35% ↑	24	15	60% ↑	\$432 K	\$392 K	10% ↑	18	56	-68% ↓
Single Family Homes	21	23	-8.70% ↓	22	14	57% ↑	\$436 K	\$396 K	10% ↑	19	53	-64% ↓
Condo/Townhouse	3	0	↑	2	1	100% ↑	\$373 K	\$259 K	44% ↑	0	86	↓
<b>Spreckels</b>	2	3	-33% ↓	2	2	0.00%	\$509 K	\$717 K	-29% ↓	37	36	2.78% ↑
Single Family Homes	2	3	-33% ↓	2	2	0.00%	\$509 K	\$717 K	-29% ↓	37	36	2.78% ↑
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
<b>Watsonville</b>	1	11	-91% ↓	4	9	-56% ↓	\$605 K	\$546 K	11% ↑	24	31	-23% ↓
Single Family Homes	0	9	↓	2	8	-75% ↓	\$675 K	\$561 K	20% ↑	20	20	0.00%
Condo/Townhouse	1	2	-50% ↓	2	1	100% ↑	\$500 K	\$275 K	82% ↑	38	377	-90% ↓
<b>Total</b>	800	886	-9.71% ↓	544	591	-7.95% ↓	\$648 K	\$575 K	13% ↑	27	40	-33% ↓
Single Family Homes	679	749	-9.35% ↓	467	521	-10% ↓	\$670 K	\$580 K	16% ↑	30	36	-17% ↓
Condo/Townhouse	121	137	-12% ↓	77	70	10% ↑	\$472 K	\$440 K	7.22% ↑	17	62	-73% ↓

# REAL ESTATE SNAPSHOT

## MONTEREY COUNTY

### MARKET OVERVIEW

Q1 2020 | Single Family Homes 

**-10.36%**

PROPERTIES SOLD  
SINGLE FAMILY HOMES

**23.75%**

AVERAGE SOLD PRICE  
SINGLE FAMILY HOMES

**15.52%**

MEDIAN SOLD PRICE  
SINGLE FAMILY HOMES

**-9.35%**

NEW LISTINGS  
SINGLE FAMILY HOMES

**24.05%**

AVERAGE LIST PRICE  
SINGLE FAMILY HOMES

**15.28%**

MEDIAN LIST PRICE  
SINGLE FAMILY HOMES

**0.11%**

LIST/SELL PRICE RATIO  
SINGLE FAMILY HOMES

**9.38%**

AVERAGE DAYS ON MARKET  
SINGLE FAMILY HOMES

**-17.50%**

MEDIAN DAYS ON MARKET  
SINGLE FAMILY HOMES

### LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

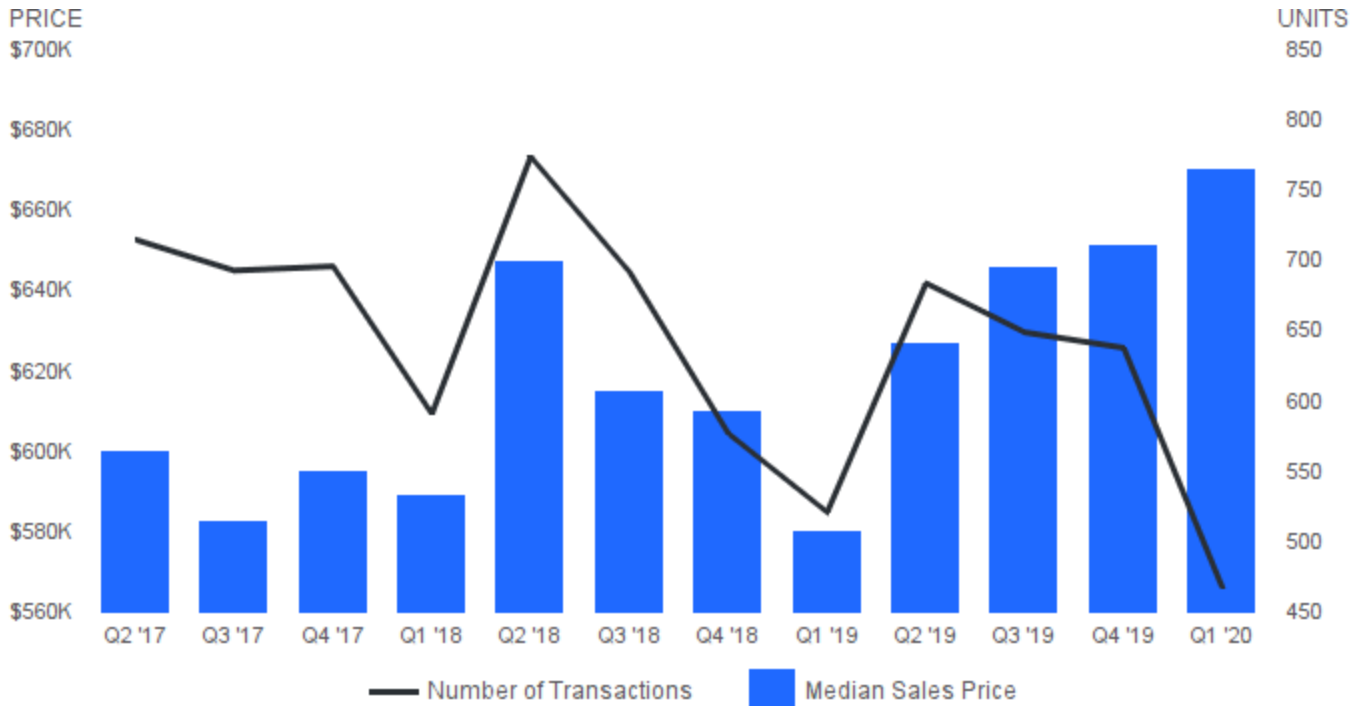
Quarterly inventory of properties for sale along with number of sales



## MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Single Family Homes 

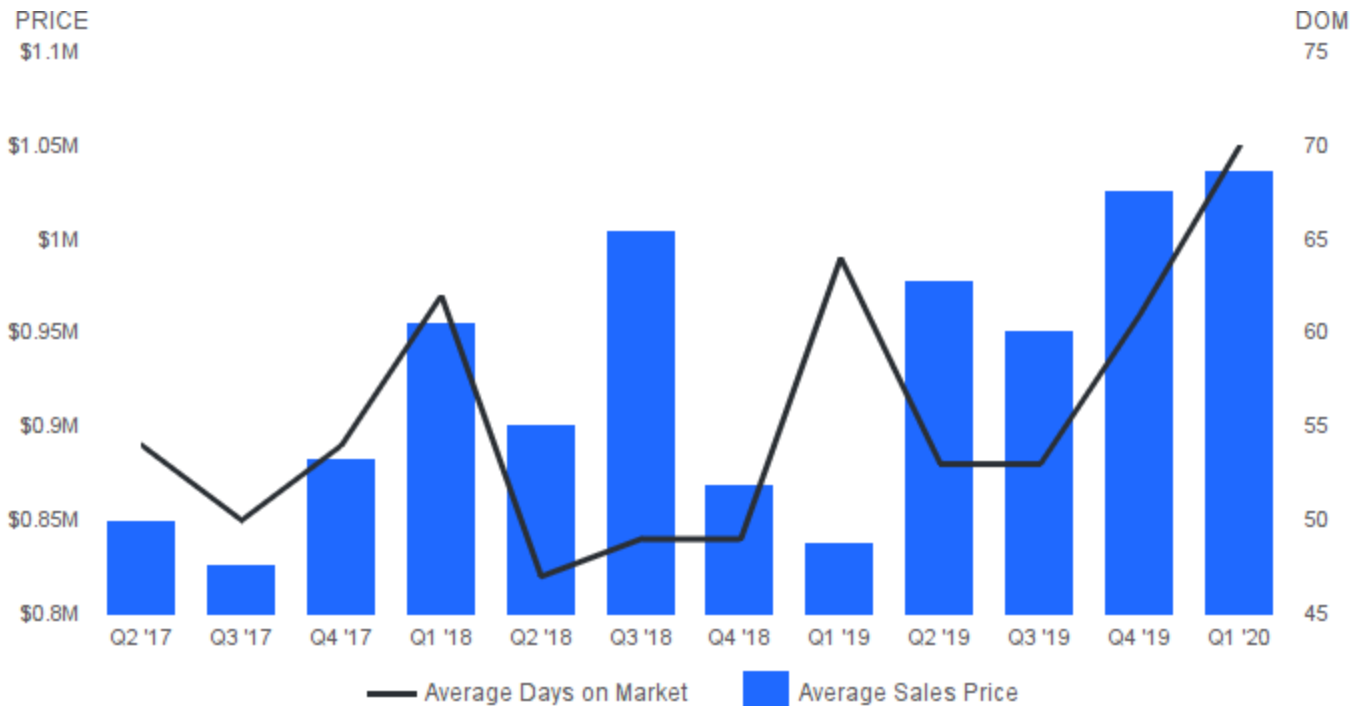
**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.  
**Number of Sales** | Number of properties sold.



## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Single Family Homes 

**Average Sales Price** | Average sales price for all properties sold.  
**Average Days on Market** | Average days on market for all properties sold.

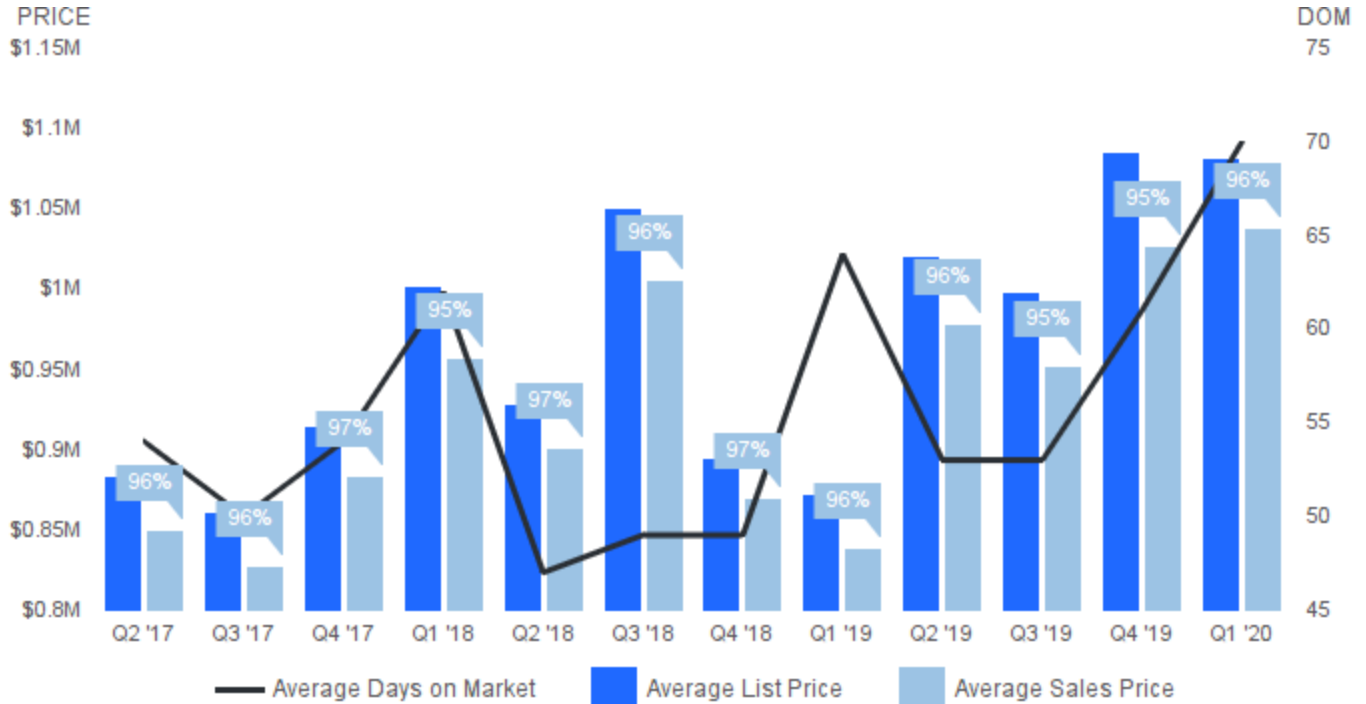


## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Single Family Homes 

**Sale Price as a Percentage of Original Price** | Average sale price of property as percentage of final list price.

**Average Days on Market** | Average days on market for all properties sold.

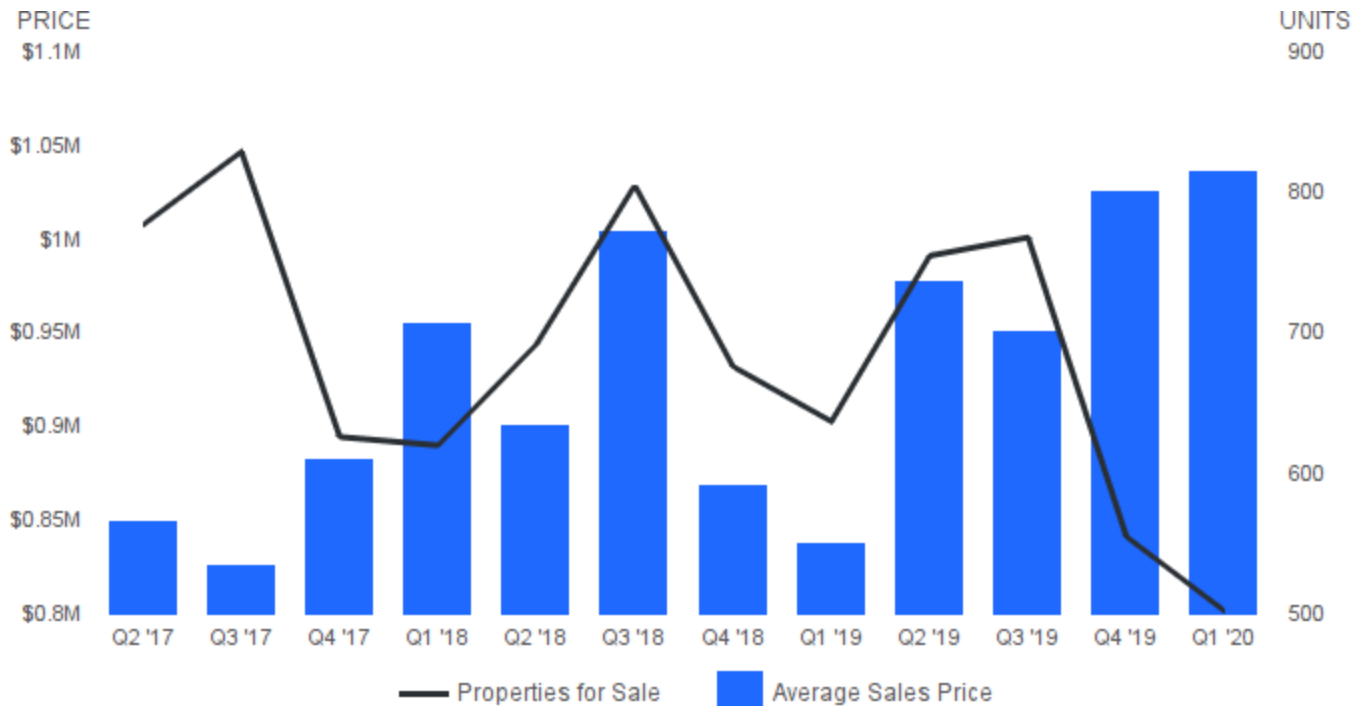


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Single Family Homes 

**Average Sales Price** | Average sales price for all properties sold.

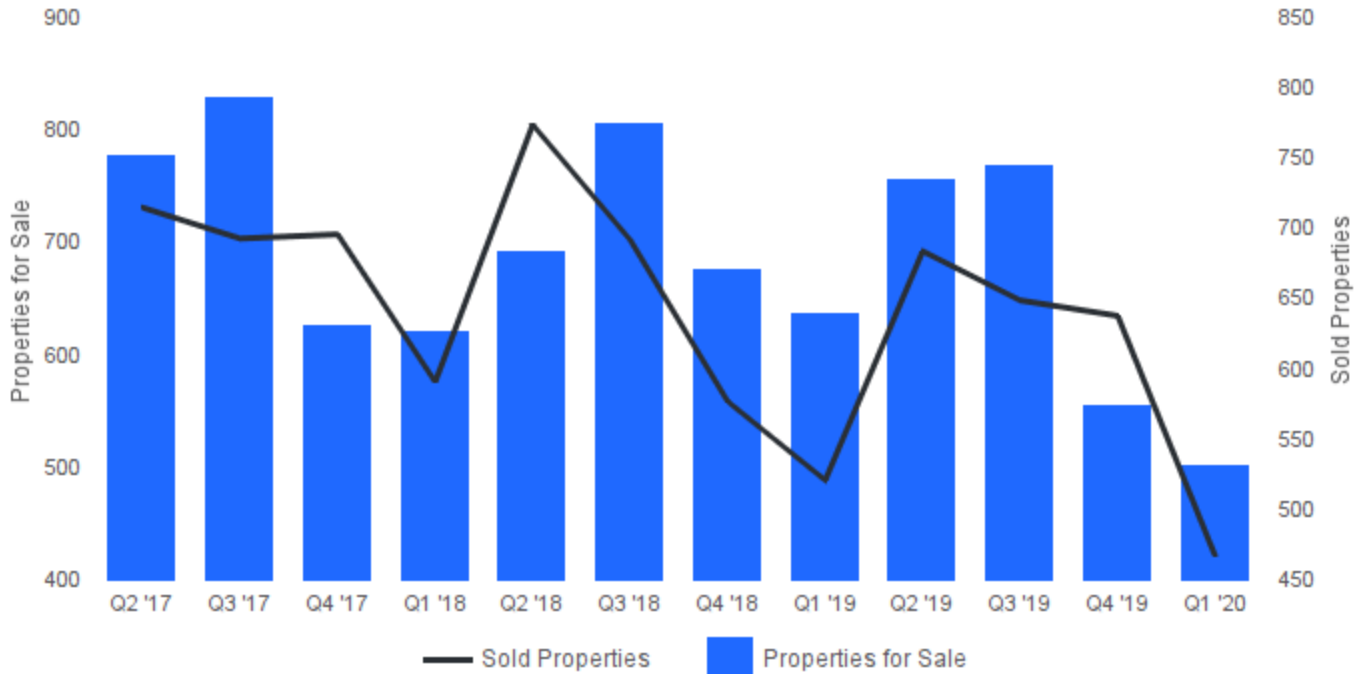
**Properties for Sale** | Number of properties listed for sale at the end of quarter.



## PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Single Family Homes 

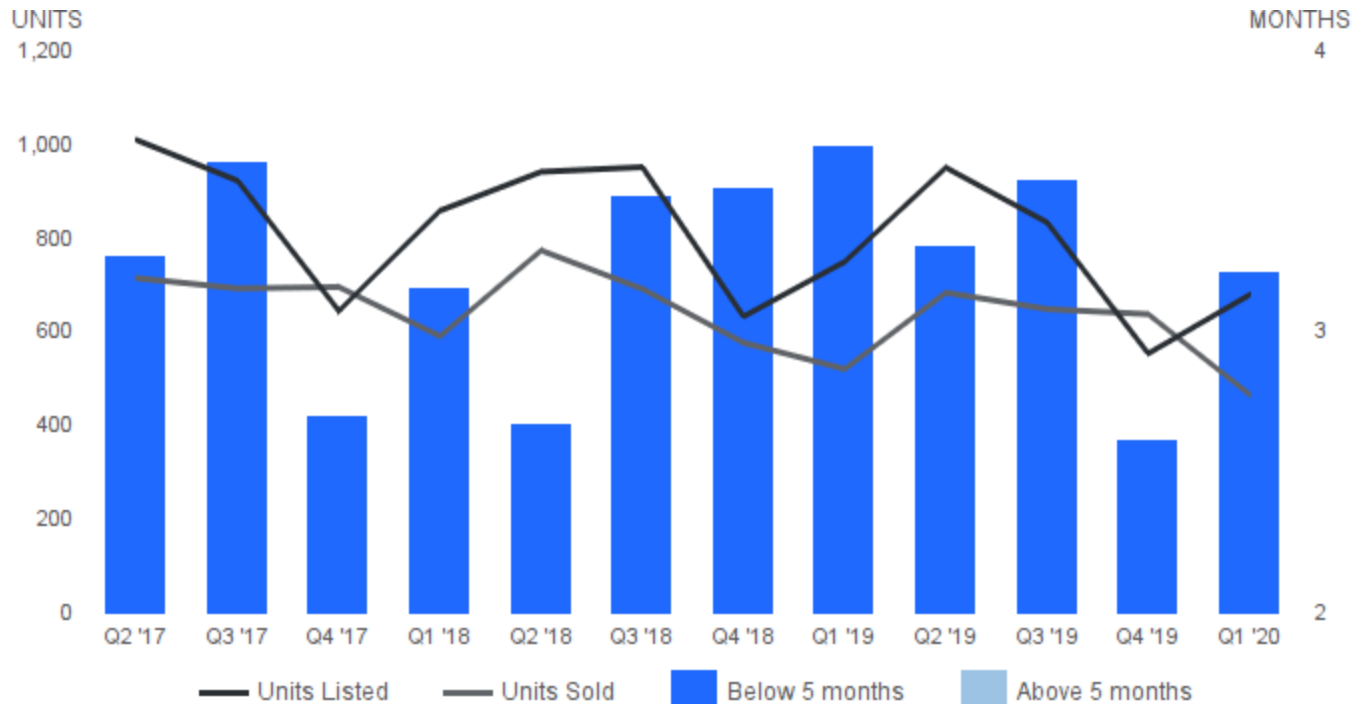
**Properties for Sale** | Number of properties listed for sale at the end of quarter.  
**Sold Properties** | Number of properties sold.



## MONTHS SUPPLY OF INVENTORY

Q1 2020 | Single Family Homes 


**Months Supply of Inventory** | Properties for sale divided by number of properties sold.  
**Units Listed** | Number of properties listed for sale at the end of month.  
**Units Sold** | Number of properties sold.



# REAL ESTATE SNAPSHOT

## MONTEREY COUNTY

### MARKET OVERVIEW

Q1 2020 | Condo/Townhouse 

10.00%

PROPERTIES SOLD  
CONDO/TOWNHOUSE

-7.33%

AVERAGE SOLD PRICE  
CONDO/TOWNHOUSE

7.22%

MEDIAN SOLD PRICE  
CONDO/TOWNHOUSE

-11.68%

NEW LISTINGS  
CONDO/TOWNHOUSE

-9.23%

AVERAGE LIST PRICE  
CONDO/TOWNHOUSE

7.35%

MEDIAN LIST PRICE  
CONDO/TOWNHOUSE

1.48%

LIST/SELL PRICE RATIO  
CONDO/TOWNHOUSE

-26.32%

AVERAGE DAYS ON MARKET  
CONDO/TOWNHOUSE

-59.68%

MEDIAN DAYS ON MARKET  
CONDO/TOWNHOUSE


### LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

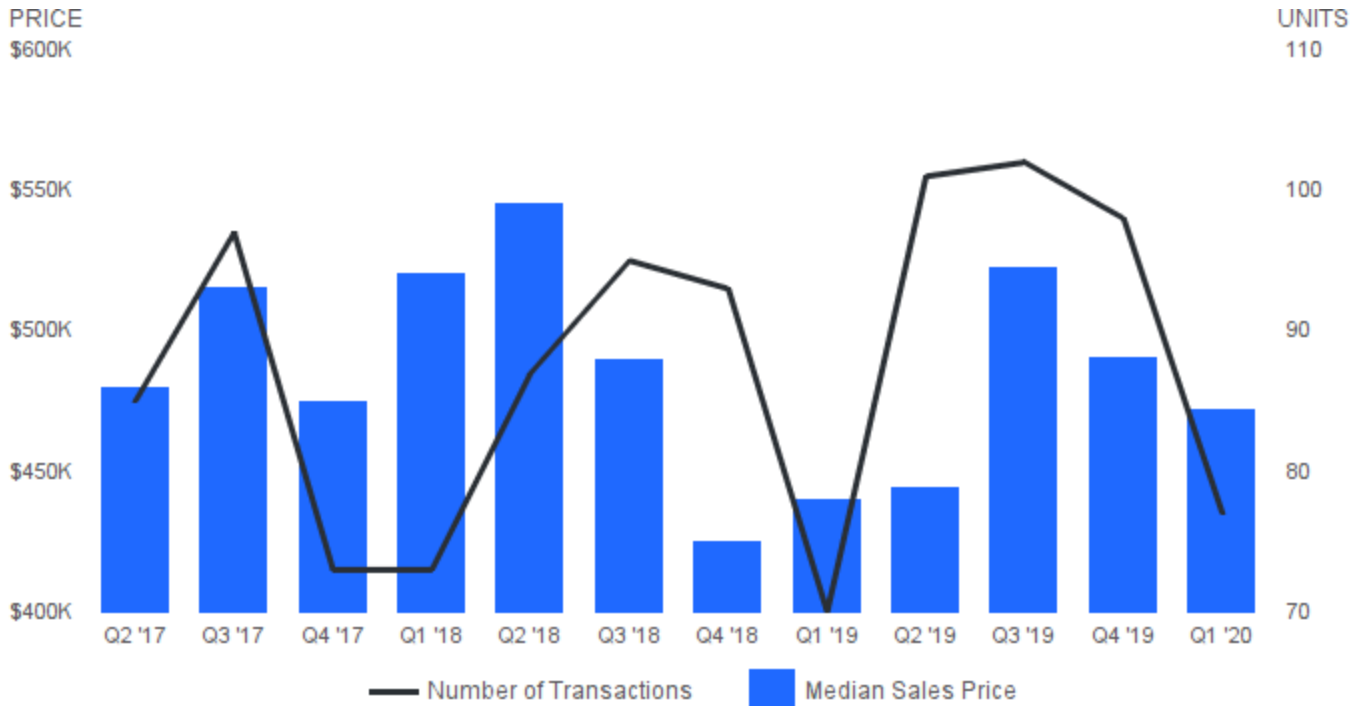
Quarterly inventory of properties for sale along with number of sales



## MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | Condo/Townhouse 

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.  
**Number of Sales** | Number of properties sold.




## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | Condo/Townhouse 

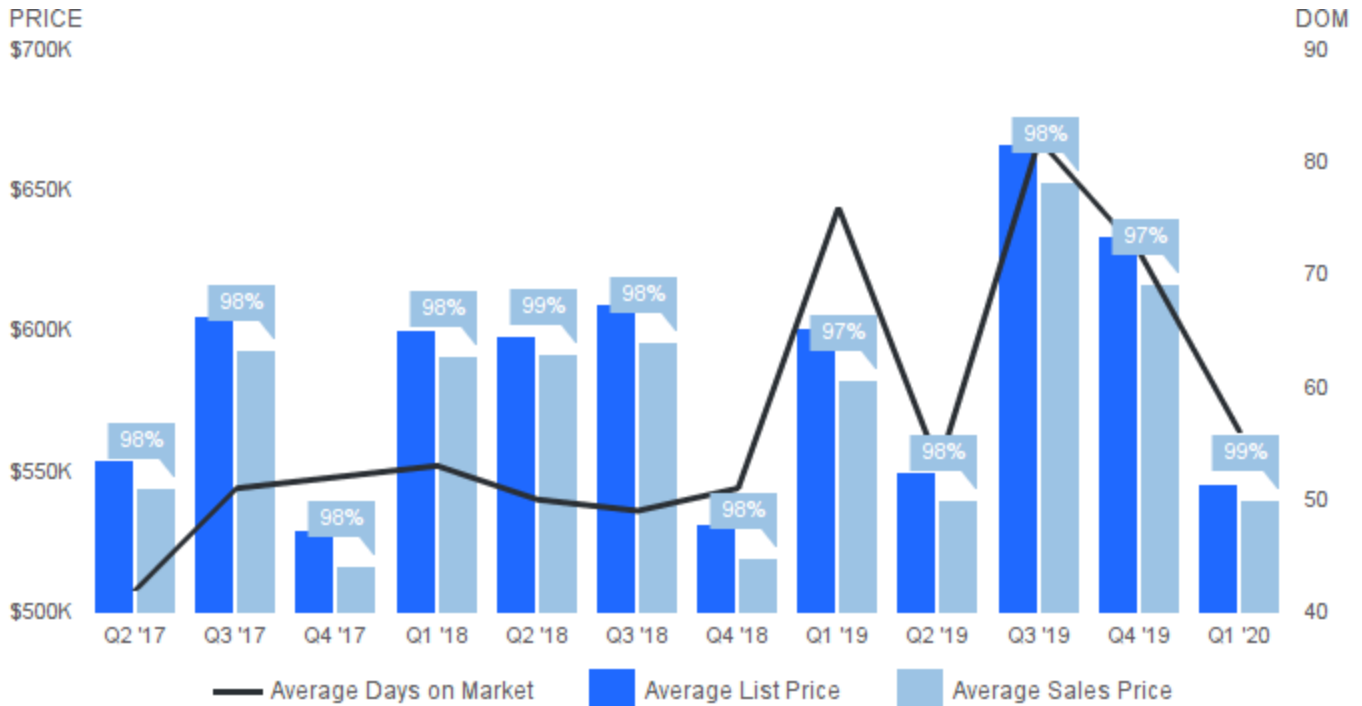
**Average Sales Price** | Average sales price for all properties sold.  
**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q1 2020 | Condo/Townhouse 

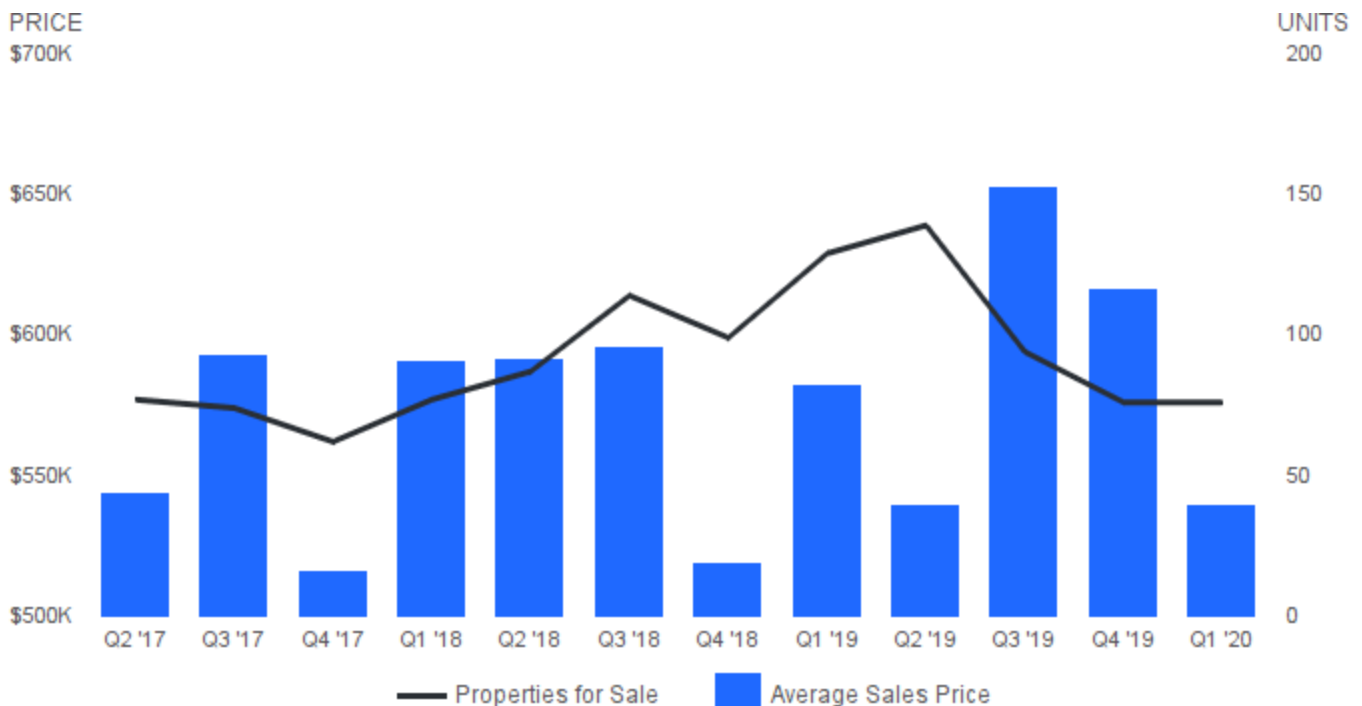
**Sale Price as a Percentage of Original Price** | Average sale price of property as percentage of final list price.  
**Average Days on Market** | Average days on market for all properties sold.




## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q1 2020 | Condo/Townhouse 

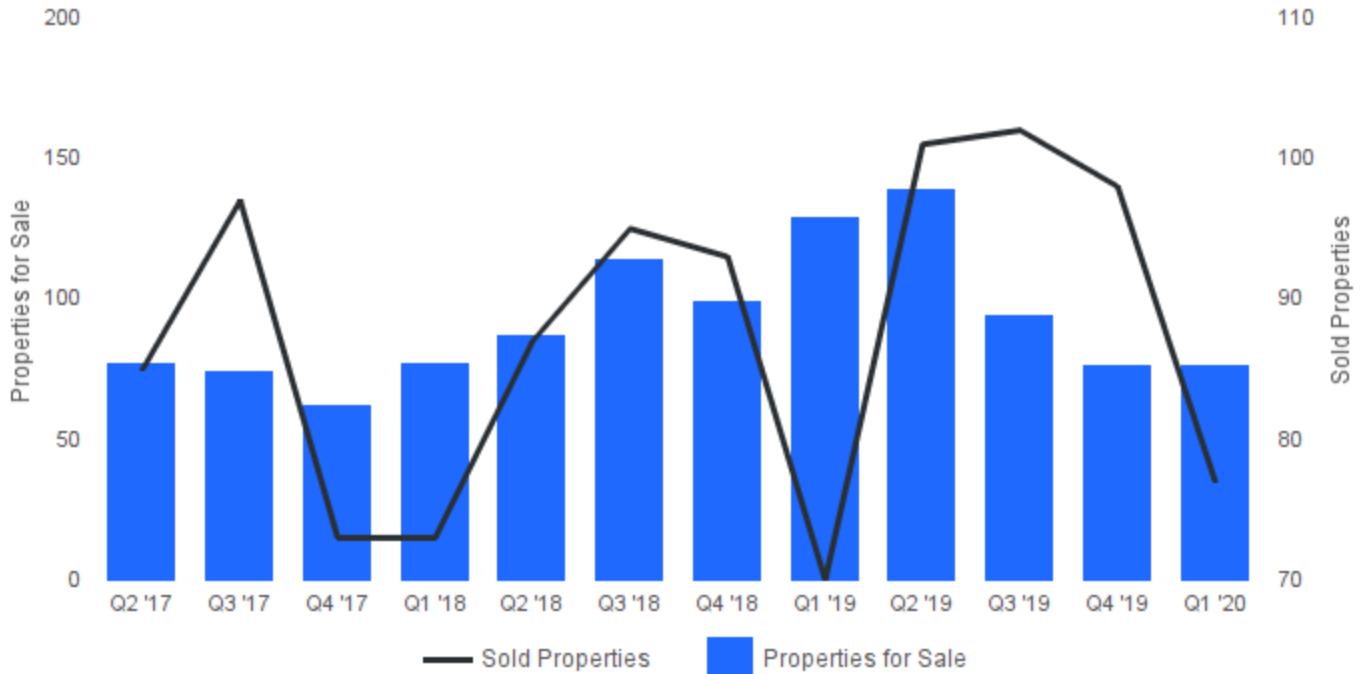
**Average Sales Price** | Average sales price for all properties sold.  
**Properties for Sale** | Number of properties listed for sale at the end of quarter.



## PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | Condo/Townhouse 

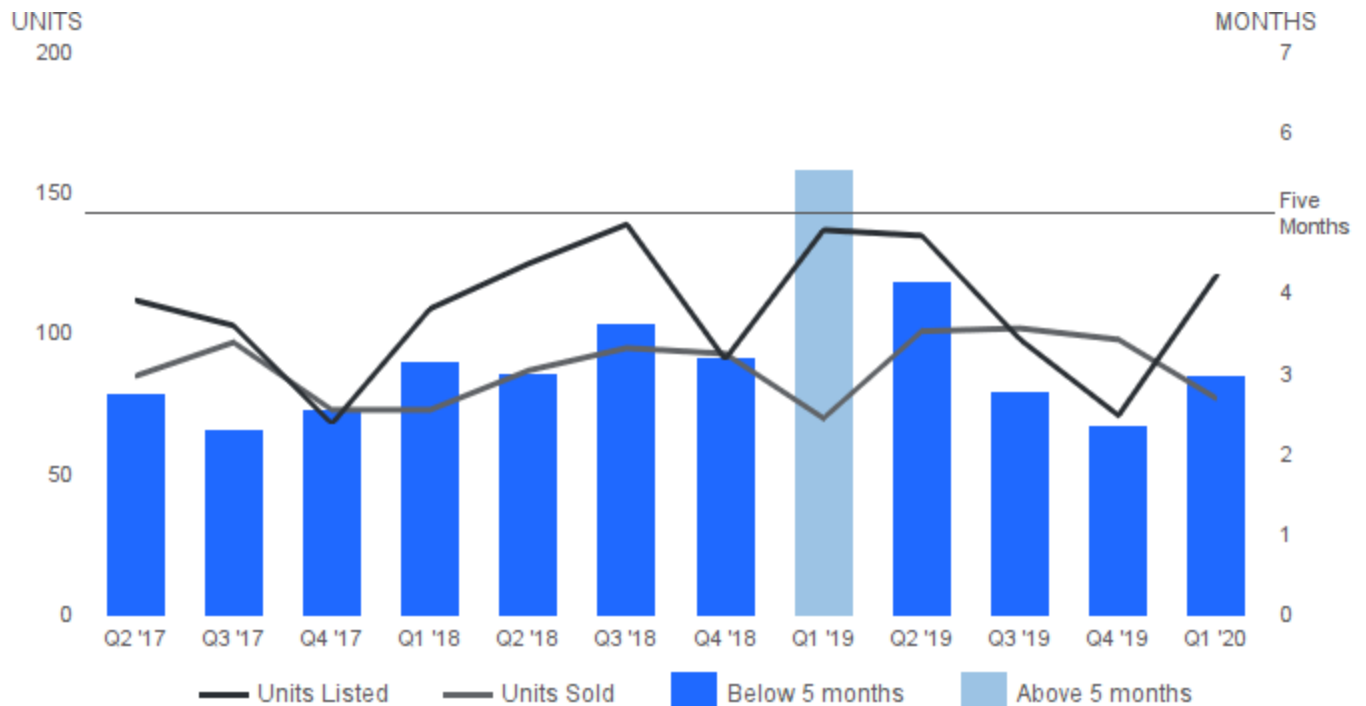
**Properties for Sale** | Number of properties listed for sale at the end of quarter.  
**Sold Properties** | Number of properties sold.



## MONTHS SUPPLY OF INVENTORY

Q1 2020 | Condo/Townhouse 

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.  
**Units Listed** | Number of properties listed for sale at the end of month.  
**Units Sold** | Number of properties sold.



# ADDITIONAL REPORTS

MONTEREY COUNTY

Q1 2020

## AROMAS

[Monthly Report](#)  
[Quarterly Report](#)

## BIG SUR/BIG SUR COAST

[Monthly Report](#)  
[Quarterly Report](#)

## CARMEL

[Monthly Report](#)  
[Quarterly Report](#)

## CARMEL HIGHLANDS

[Monthly Report](#)  
[Quarterly Report](#)

## CARMEL VALLEY

[Monthly Report](#)  
[Quarterly Report](#)

## CASTROVILLE

[Monthly Report](#)  
[Quarterly Report](#)

## DEL REY OAKS

[Monthly Report](#)  
[Quarterly Report](#)

## GONZALES

[Monthly Report](#)  
[Quarterly Report](#)

## GREENFIELD

[Monthly Report](#)  
[Quarterly Report](#)

## KING CITY

[Monthly Report](#)  
[Quarterly Report](#)

## MARINA

[Monthly Report](#)  
[Quarterly Report](#)

## MONTEREY

[Monthly Report](#)  
[Quarterly Report](#)

## PACIFIC GROVE

[Monthly Report](#)  
[Quarterly Report](#)

## PEBBLE BEACH

[Monthly Report](#)  
[Quarterly Report](#)

## PRUNEDALE

[Monthly Report](#)  
[Quarterly Report](#)

## ROYAL OAKS

[Monthly Report](#)  
[Quarterly Report](#)

## SALINAS

[Monthly Report](#)  
[Quarterly Report](#)

## SALINAS MONTEREY HIGHWAY

[Monthly Report](#)  
[Quarterly Report](#)

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

Cities, areas, neighborhoods or property types within a county that are not represented indicate there is not enough sold data to produce a monthly or quarterly report for that specific city. If you are interested in information for a specific city, area, neighborhood and/or property type, please contact a Coldwell Banker Independent Sales Associate.

## REPORTS CONTINUED

### SEASIDE

[Monthly Report](#)  
[Quarterly Report](#)

### SOLEDAD

[Monthly Report](#)  
[Quarterly Report](#)

### SPRECKELS

[Monthly Report](#)  
[Quarterly Report](#)

MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

Cities, areas, neighborhoods or property types within a county that are not represented indicate there is not enough sold data to produce a monthly or quarterly report for that specific city. If you are interested in information for a specific city, area, neighborhood and/or property type, please contact a Coldwell Banker Independent Sales Associate.

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**COLDWELL BANKER**  
REALTY

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