

MONTEREY COUNTY

FOURTH QUARTER MARKET REPORT | 2017 VS. 2018

Q4	# of Sales	2017 695	2018 566	19%▼	Avg CDOM	2017 62	2018 52	16%▼
	Median Price	\$590,000	\$613,000	▲4%	MOI	2.3	3.0	▲30%

For the fifth consecutive year in Monterey County, sellers tended to receive less than their asking price in 2018, indicating a better market for buyers.

In the last quarter of 2018, the number of new listings dropped significantly, while the average new listings in 2018 remained similar to 2017.

Median sales price continued to rise, paralleling other counties in this area. In 2018, the number of units sold in the fourth quarter was the lowest of the year, also down 19% compared to the same quarter last year.

CARMEL

	Q4 2017	Q4 2018	% Change
# of Sales	80	56	-30%
Median Price (\$000)	1,538	1,827	19%
Avg CDOM	99	80	-19%
Months of Inventory	3.9	5.7	46%

CARMEL HIGHLANDS

	Q4 2017	Q4 2018	% Change
# of Sales	2	2	0%
Median Price (\$000)	2,485	1,013	-59%
Avg CDOM	208	45	-78%
Months of Inventory	15.0	3.0	-80%

CARMEL VALLEY

	Q4 2017	Q4 2018	% Change
# of Sales	23	23	0%
Median Price (\$000)	940	1,230	31%
Avg CDOM	100	76	-24%
Months of Inventory	6.4	5.3	-17%

MONTEREY

	Q4 2017	Q4 2018	% Change
# of Sales	60	41	-32%
Median Price (\$000)	890	840	-6%
Avg CDOM	82	58	-29%
Months of Inventory	2.8	4.2	50%

PACIFIC GROVE

	Q4 2017	Q4 2018	% Change
# of Sales	33	30	-9%
Median Price (\$000)	901	983	9%
Avg CDOM	50	45	-10%
Months of Inventory	1.9	3.7	95%

PEBBLE BEACH

	Q4 2017	Q4 2018	% Change
# of Sales	35	21	-40%
Median Price (\$000)	1,673	1,500	-10%
Avg CDOM	92	110	20%
Months of Inventory	5.4	9.3	72%

