

**JANUARY COMPLETED SALES  
SINGLE FAMILY HOMES - MONTEREY**

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Total \$Volume	Avg DOM	New Listings
CAR	151	2003	16	96.3	910,000	993,814	15,901,035	86	42
CAR		2002	20	90.3	945,000	1,237,500	24,750,000	147	30
CV	90	2003	11	91.8	950,000	1,230,743	13,538,175	140	15
CV		2002	7	95.3	626,000	643,714	4,506,000	49	19
DR	5	2003	4	100.9	467,000	478,362	1,913,450	29	1
DR		2002	1	87.8	289,000	289,000	289,000	58	2
ES	51	2003	22	99.6	305,000	308,750	6,792,500	40	21
ES		2002	19	98.6	260,000	289,760	5,505,450	65	31
MA	20	2003	11	99.1	405,000	420,454	4,625,000	37	13
MA		2002	7	96.8	370,000	369,642	2,587,500	130	11
MO	61	2003	12	96.4	614,500	648,500	7,782,000	118	18
MO		2002	16	94.3	400,000	541,875	8,670,000	88	23
NOM	147	2003	14	95.8	434,500	438,571	6,140,000	96	36
NOM		2002	12	94.6	387,500	395,458	4,745,500	118	46
NS	103	2003	28	99.2	362,000	356,153	9,972,300	44	64
NS		2002	32	98.3	315,500	316,932	10,141,850	82	52
PB	76	2003	8	90	1,387,500	1,514,054	12,112,438	236	26
PB		2002	7	87.4	781,250	1,579,464	11,056,250	305	25
PG	78	2003	9	95.1	540,000	539,055	4,851,500	138	29
PG		2002	10	96.4	555,000	573,150	5,731,500	168	21
SCT	34	2003	3	95.3	900,000	1,016,666	3,050,000	257	4
SCT		2002	3	92.7	500,000	1,095,000	3,285,000	199	9
SEA	59	2003	19	96.3	382,000	381,868	7,255,500	78	23
SEA		2002	16	94.6	312,500	317,581	5,081,300	63	22
SMH	97	2003	7	94.3	789,000	840,427	5,882,990	66	29
SMH		2002	11	97	600,000	834,636	9,181,000	102	32
SOM	54	2003	16	96.2	277,250	301,875	4,830,000	52	25
SOM		2002	13	96.3	215,000	213,915	2,780,900	70	26
SS	48	2003	13	98.5	365,000	349,544	4,544,073	71	28
SS		2002	11	97.6	299,000	327,045	3,597,500	67	17
TOTAL	1074	2003	193	95.5	405,000	565,756	109,190,961	82	374
MTY		2002	185	93.7	365,000	550,858	101,908,750	103	366

**JANUARY COMPLETED SALES  
CONDO/TOWNHOUSES - MONTEREY**

Area	Cur Inv	Year	No. Sales	%LP Rec'd	Median Price	Average Price	Total \$Volume	Avg DOM	New Listings
CV	37	2003	8	96	377,500	479,500	3,836,000	122	14
CV		2002	4	90.8	462,000	456,000	1,824,000	65	9
ES	9	2003	3	98.2	177,000	175,666	527,000	132	3
ES		2002	3	99.5	167,500	193,613	580,840	49	0
MO	12	2003	3	99	305,000	302,666	908,000	99	7
MO		2002	3	98.7	293,000	280,666	842,000	57	6
NS	10	2003	6	98.3	217,000	210,500	1,263,000	45	5
NS		2002	1	97.3	270,000	270,000	270,000	182	16
PB	12	2003	1	98.1	2,525,000	2,525,000	2,525,000	155	4
PB		2002	1	91.5	2,100,000	2,100,000	2,100,000	80	1

PG	5	2003	1	98.4	550,000	550,000	550,000	118	2
PG		2002	0	0				0	2
SMH	0	2003	1	96	297,500	297,500	297,500	15	0
SMH		2002	0	0				0	0
SS	6	2003	2	98.2	277,500	277,500	555,000	50	5
SS		2002	0	0				0	3
TOTAL	91	2003	25	97.4	297,500	418,460	10,461,500	93	40
MTY		2002	12	93.3	293,000	468,070	5,616,840	70	37