



RYAN MELCHER PROPERTIES

Hi Friends,

We are coming into the final months of our selling season. That is to say, that our hot months are winding down; we do typically see a little flurry of sales through the holidays and in the months leading to Spring. However, with September and October marking our “Indian Summer”, this is one of the hottest times for buyers to engage. And with local special events season largely shelved until next year, buyers have the bandwidth to focus on buying.

The market is still humming along, with new construction and heavy duty remodels continuing to sell more quickly, and for a higher premium, than their dated or lower quality counterparts. We are still seeing demand out-pace supply for these new builds, and even prime build-able lots go quickly and with multiple offers, usually fetching over ask price. Our team just closed another 2 listings over the last few weeks, and we'll be looking to take on more inventory while things remain hot.

As always, thank you for your continued support. Please scroll down for your local area statistics.

Cheers,
Ryan, Anthony & Terra

INTERACTIVE VIRTUAL TOUR

6 SLEEPY HOLLOW | \$3,350,000





**We WANT to represent you and your friends in your next real estate transaction!
 Buying or selling, please don't hesitate to connect us with anyone you know that might benefit from
 our services. Allow us to share our commitment to excellence with you and demonstrate why we have
 a 100% closing rate on our listings.**

CURRENT INVENTORY



6 Sleepy Hollow
 Carmel Valley
 \$3,350,000



3057 Forest Way
 Pebble Beach
 \$1,895,000

RECENTLY SOLD



Monte Verde 3SW of 7th
 Carmel-by-the-Sea



5459 Quail Meadows
 Carmel



2656 Walker Avenue
 Carmel

\$3,195,000

\$2,995,000

\$2,295,000



25515 Canada Valley Drive
Carmel Valley
\$1,195,000



31 Toyon Way
Carmel Valley
\$995,000



1 Surf Way #228
Monterey
\$805,000

AUGUST MARKET STATISTICS RECAP

CLOSED UNITS

PEBBLE BEACH

14 Closed Units
SIR with 28.6% market share.

CARMEL VALLEY

13 Closed Units
SIR with 38.5% market share.

CARMEL

38 Closed Units
SIR with 31.6% market share.

CARMEL HIGHLANDS

0 Closed Unit
SIR with 0% market share.

ACTIVE LISTINGS

PEBBLE BEACH

87 - Our office has 25 - 28.7%

CARMEL VALLEY

62 - Our office has 24 - 38.7%

CARMEL

172 - Our office has 37 - 21.5%

CARMEL HIGHLANDS

11 - Our office has 5 - 45.5%

AUGUST SNAPSHOT

PEBBLE BEACH

Avg DOM: 157
of Sold's: 14
Avg Sales Price: \$2,315,278

CARMEL

Avg DOM: 93
of Sold's: 38
Avg Sales Price: \$1,581,767

CARMEL VALLEY

Avg DOM: 57
of Sold's: 13
Avg Sales Price: \$909,996

CARMEL HIGHLANDS

Avg DOM: 0
of Sold's: 0
Avg Sales Price: \$0

OUR TEAM



RYAN MELCHER
Oceanfront &
Estates Specialist
831.521.5024



TERRA HORCA
Office Assistant
Transaction Coordinator



ANTHONY POND
Listing Coordinator
Buyer's Agent

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