Attachment A

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BERKELEY LOS ANGELES SAN DIEGO SAN RAFAEL

KEYSER MARSTON
ASSOCIATES

MEMORANDUM

To: Darby Marshall, Housing Program Manager
County of Monterey

From: Kathleen Head

Date: July 30, 2026

Subject: Inclusionary Housing Ordinance: 2026 In-Lieu Fee Analysis

In a report dated July 24, 2019, Keyser Marston Associates, Inc. (KMA) evaluated the requirements imposed by the County of Monterey (County) Inclusionary Housing Ordinance (Ordinance). The 2019 report included estimates of the in-lieu fee payments that were supported in seven submarkets based on the "Affordability Gaps" generated by the income and affordability requirements imposed by the Ordinance.

The following memorandum is the first phase of a two phased process that is comprised of the following work scope:

1. This Phase 1 analysis provides an update to the in-lieu fee analysis that KMA previously prepared on March 22, 2023 and a supplemental analysis that was prepared on November 7, 2023.

2. On April 24, 2024, KMA provided the County with an automated in-lieu fee calculation model that will allow County staff to update the dollar amount of the in-lieu fee at periodic intervals. In Phase 2, KMA will update the model following a County Board of Supervisors hearing that determines which of the following metrics will be applied to the calculations:

    a. The total number of units in the residential development; or

    b. The total saleable square footage of the residential development.

County staff recently requested that KMA update the in-lieu fee analysis based on the following:

1. The submarkets have been modified to more closely reflect defined "Planning Areas" within unincorporated Monterey County. The Planning Areas evaluated in this analysis are:

    a. The Carmel LUP and Big Sur combined Planning Area;

    b. The Carmel Valley Master Plan Planning Area;

    c. The Del Monte Forest LUP Planning Area;

    d. The Greater Monterey Peninsula Planning Area;

    e. The North County, South County, Central Salinas and Greater Salinas combined Planning Area;

    f. The North County LCP Planning Area; and

    g. The Toro and Cachagua combined Planning Area.

2. To assist in estimating the current market rate sales prices for single family homes KMA undertook home resales surveys in each of the seven defined Planning Areas. The following single family home development characteristics were identified based on these surveys:

    a. The bedroom mixes;

    b. The unit sizes;

    c. The sales prices; and

    d. The construction year.

3. At the County's request, the following underlying affordable housing requirements were analyzed:

    a. A 6% very-low income plus 6% low income plus 8% moderate income requirement; and

b. A separate analysis was performed for a 5% Workforce I requirement.

4. The following factors were updated to reflect current conditions:

a. The household incomes used in this analysis are based on California Department of Housing and Community Development (HCD) State Income Limits memorandum that was published on June 23, 2026. The household incomes are defined by HCD for Monterey County as a whole.

b. The utilities expenses being applied in this analysis are based on the Housing Authority of the County of Monterey utilities allowance schedule for single family homes that went into effect on February 1, 2026.

c. The interest rate that was used in calculating the supportable mortgage amounts are based on data published by Freddie Mac for a fixed interest rate loan with a 30-year amortization period.

ANALYSIS ORGANIZATION

The financial analyses that were prepared to estimate the supportable in-lieu fees are presented in the following Appendices:

Appendix A:	Single Family Home Resales Surveys
Appendix B:	Affordable Sales Price Calculations
Appendix C:	In-Lieu Fee Calculations

HOME RESALES SURVEY FINDINGS

The home resales surveys include single family homes that were developed between 1980 and the present and that were sold between April 2023 and April 2026. The following property types were excluded from the survey:

1. Agricultural and ranch properties;

2. Vineyard properties;

3. Properties identified as potential development sites;

4. Sites that are currently developed with condominium projects that were listed as single family homes;

5. Shareholder owned properties; and

6. Bedroom categories in each Planning Area, in which fewer than five resales occurred during the three-year period.

The home resale surveys are provided and Appendix A – Exhibits I - VII, and the results are summarized in the following table:

Table 1
Market Survey Summary
Resales of Single Family Homes Constructed After 1980
Ownership Housing Development

		Weighted Averages		
			Sales Price	
Planning Area	Year Built	Home Size (SF)	Total	Per SF
Carmel LUP / Big Sur Combined Planning Area	1997	3,022	$4,817,600	$1,594
Carmel Valley Master Plan Planning Area	1992	3,644	$3,706,400	$1,017
Del Monte Forest LUP Planning Area	1992	4,289	$4,319,600	$1,007
Greater Monterey Peninsula Planning Area	1999	3,866	$3,322,100	$859
North County / South County / Central Salinas / Greater Salinas Combined Planning Area	1994	2,302	$1,071,800	$466
North County LCP Planning Area	1996	2,035	$1,028,200	$505
Toro / Cachagua Combined Planning Area	1993	2,535	$1,373,700	$542

AFFORDABLE SALES PRICE CALCULATIONS

The "Affordable Sales Price" calculations are presented in Appendix B. The calculations are based on the methodologies defined in California Health & Safety Code Section 50052.5 (H&SC Section 50052.5) and in the County's Draft Administrative Manual. The calculations were performed for two-, three-, four- and five-bedroom units. The key assumptions are described in the following sections of this memorandum.

Household Size

The household sizes that are applied in the Affordable Sales Price calculations are set using the H&SC Section 50052.5 benchmark standards that are set at the number of bedrooms in the home plus one.[1] These standards are neither an occupancy minimum nor a maximum. They are simply benchmarks that are used to create a consistent methodology for calculating the Affordable Sales Prices.

Household Income

For calculation purposes only, H&SC Section 50052.5 applies benchmark household incomes as one standard for determining the Affordable Sales Prices for very low, low and moderate income households. The County's Draft Administrative Manual sets the benchmark percentage of AMI for Workforce I units.

The applicable benchmarks are based on the following percentages of the Monterey County area median income (AMI):

Table 2
Benchmark Household Incomes

Income Category	% of AMI
Very Low	50%
Low	70%
Moderate	110%
Workforce I	150%

The identified benchmark percentages of AMI are not income caps. The household income qualification standards are set at the upper limits presented in the HCD State Income Limits memorandum and are based on the actual size of the prospective homebuyer's household.

[1] For example, the benchmark household size for a three-bedroom unit is four persons.

Income Allocated to Housing Related Expenses

Based on the H&SC Section 50052.5 and the County's Draft Administrative Manual standards the following benchmark percentages of household incomes are allocated to housing costs. These benchmark standards are applied solely for the purpose of setting uniform Affordable Sales Prices.

Table 3
Benchmark Percentages of Household Income Allocated to Housing Costs

Income Category	% of AMI
Very Low	30%
Low	30%
Moderate	35%
Workforce I	35%

Housing Related Expenses

Housing related expenses included in the Affordable Sales Price calculations consist of:[2]

1. Utilities costs;
2. Maintenance costs;
3. Insurance costs; and
4. Property taxes.

The assumptions that were applied in this analysis are detailed in Appendix B.

[2] Housing related expenses will also include Homeowners Association Fees, if applicable.

Supportable Mortgage Amount

The mortgage amounts used in the Affordable Sales Price calculations are estimated using the income available after the other housing-related expenses are paid. The mortgage terms that were used in this analysis are based on a 30-year fully amortizing loan at a 6.83% interest rate. [3]

Benchmark Down Payment

In accordance with the calculation methodology used in the County's Draft Administrative Manual KMA set the benchmark down payment at 10% of the Affordable Sales Price. A down payment of this magnitude is commonly allowed by affordable housing programs.

AFFORDABLE SALES PRICES

Based on the assumptions detailed in this memorandum, and in Appendix B, the KMA Affordable Sales Price estimates are presented in the following table:

Table 4
Estimated Affordable Sales Prices
July 2026
Ownership Housing Development

Number of Bedrooms	Very Low Income Units	Low Income Units	Moderate Income Units	Workforce I Units
2	$66,600	$138,300	$347,800	$515,300
3	$68,700	$148,600	$381,200	$567,400
4	$67,200	$153,400	$404,800	$605,900
5	$65,100	$157,700	$427,700	$643,700

AFFORDABILITY GAP ANALYSES

The Affordability Gap is equal to the difference between the unrestricted market rate sales price and the Affordable Sales Price for a home. This represents the effective cost to provide an

[3] Based on a 50 basis points premium applied to the Freddie Mac monthly average, between August 2025 and July 2026, for a fixed-interest rate loan with a 30-year amortization period.

affordable housing unit. The Affordability Gap calculations for the seven Planning Areas are detailed in Appendix C – Exhibits I – VII, and are summarized in the following table:

Table 5
Estimated Affordability Gaps Per Unit
July 2026
Ownership Housing Development

	Very Low Income Units	Low Income Units	Moderate Income Units	Workforce I Units
Carmel LUP / Big Sur Combined Planning Area	$4,771,400	$4,687,600	$4,443,400	$4,248,000
Carmel Valley Master Plan Planning Area	$3,602,600	$3,519,400	$3,276,900	$3,082,900
Del Monte Forest LUP Planning Area	$4,288,400	$4,201,800	$3,949,200	$3,747,200
Greater Monterey Peninsula Planning Area	$3,248,300	$3,163,200	$2,915,300	$2,716,900
North County / South County / Central Salinas / Greater Salinas Combined Planning Area	$1,003,600	$921,400	$682,000	$490,400
North County LCP Planning Area	$960,200	$878,100	$639,000	$447,700
Toro / Cachagua Combined Planning Area	$1,305,500	$1,222,600	$981,000	$787,700

IN-LIEU FEE ANALYSES

The fundamental concept is that the in-lieu fee obligation should be equivalent to the sum of the Affordability Gaps associated with the total number of affordable units that are required to be provided within the defined income categories. The result is a weighted average Affordability Gap per unit.

The next step is to establish an in-lieu fee schedule that can easily be applied to any residential project that is subject to the Inclusionary Housing obligations. To achieve this goal the in-lieu fee must be calculated based on one of the following methodologies:

1. The in-lieu fee can be distributed across the total number of units being developed in the now 100% market rate project; or

2. The in-lieu fee can be distributed across the square feet of the total saleable area of all the units being developed in the now 100% market rate project.

This KMA in-lieu fee analysis is based on prototype developments that were created to be representative of the housing types anticipated to be developed in the identified submarkets. In turn, the in-lieu fee obligation derived from the analysis is equal to the sum of the Affordability Gaps associated with the total number of affordable units that are required to be provided for the prototype developments. By definition, the total dollar amount of the in-lieu fee payment obligation that is generated does not vary between the two calculation methodologies.

It is KMA's opinion that an in-lieu fee measured against the sizes of the units corresponds more closely to the Affordability Gap than the number of units in the development. To reflect this, KMA recommends that the in-lieu fee be based on the square feet of total saleable area of all the units being developed in an ownership housing development.

In-Lieu Fee Paid to Fulfill the Entire Inclusionary Housing Obligation

The in-lieu fee calculations for the seven Planning Areas are provided in Appendix C – Exhibits I - VII, and the results are summarized in the following tables:

Table 6
In-Lieu Fee Calculations
6% Very Low Income + 6% Low Income + 8% Moderate Income Units
July 2026
Ownership Housing Development

	Per Affordable Unit	Per Total Unit in a Market Rate Project	Per SF of Saleable Area in a Market Rate Project
Carmel LUP / Big Sur Combined Planning Area	$4,615,100	$923,000	$305.60
Carmel Valley Master Plan Planning Area	$3,447,400	$689,500	$189.40
Del Monte Forest LUP Planning Area	$4,126,700	$825,300	$192.40
Greater Monterey Peninsula Planning Area	$3,089,600	$617,900	$159.70
North County / South County / Central Salinas / Greater Salinas Combined Planning Area	$850,300	$170,100	$73.90
North County LCP Planning Area	$807,100	$161,400	$79.10
Toro / Cachagua Combined Planning Area	$1,150,800	$230,200	$90.60

Table 7
In-Lieu Fee Calculations
5% Workforce I Units
July 2026
Ownership Housing Development

	Per Affordable Unit	Per Total Unit in a Market Rate Project	Per SF of Saleable Area in a Market Rate Project
Carmel LUP / Big Sur Combined Planning Area	$4,248,000	$212,400	$70.30
Carmel Valley Master Plan Planning Area	$3,082,900	$154,100	$42.30
Del Monte Forest LUP Planning Area	$3,747,200	$187,400	$43.70
Greater Monterey Peninsula Planning Area	$2,716,900	$135,800	$35.10
North County / South County / Central Salinas / Greater Salinas Combined Planning Area	$490,400	$24,500	$10.70
North County LCP Planning Area	$447,700	$22,400	$11.00
Toro / Cachagua Combined Planning Area	$787,700	$39,400	$15.50

In-Lieu Fee Paid to Fulfill the Fractional Unit Obligation

Developers of ownership housing projects have the option to pay an in-lieu fee to fulfill an obligation to produce a fraction of an Inclusionary Housing Unit. Based on the Affordability Gaps estimated previously in this analysis, the resulting fractional in-lieu fee payment amounts are presented in the following tables:

Table 8
Fractional In-Lieu Fee Calculations
6% Very Low Income + 6% Low Income + 8% Moderate Income Units
July 2026
Ownership Housing Development

	Planning Area						
Fraction	Carmel LUP / BS	Carmel Valley MP	Del Monte Forest	Monterey Peninsula	NC / SC / CS / GS	NC LCP	Toro / Cachagua
0.1	$461,510	$344,740	$412,670	$308,960	$85,030	$80,710	$115,080
0.2	$923,020	$689,480	$825,340	$617,920	$170,060	$161,420	$230,160
0.3	$1,384,530	$1,034,220	$1,238,010	$926,880	$255,090	$242,130	$345,240
0.4	$1,846,040	$1,378,960	$1,650,680	$1,235,840	$340,120	$322,840	$460,320
0.5	$2,307,550	$1,723,700	$2,063,350	$1,544,800	$425,150	$403,550	$575,400
0.6	$2,769,060	$2,068,440	$2,476,020	$1,853,760	$510,180	$484,260	$690,480
0.7	$3,230,570	$2,413,180	$2,888,690	$2,162,720	$595,210	$564,970	$805,560
0.8	$3,692,080	$2,757,920	$3,301,360	$2,471,680	$680,240	$645,680	$920,640
0.9	$4,153,590	$3,102,660	$3,714,030	$2,780,640	$765,270	$726,390	$1,035,720
1.0	$4,615,100	$3,447,400	$4,126,700	$3,089,600	$850,300	$807,100	$1,150,800

Table 9
Fractional In-Lieu Fee Calculations
5% Workforce I Units
July 2026
Ownership Housing Development

	Planning Area						
Fraction	Carmel LUP / BS	Carmel Valley MP	Del Monte Forest	Monterey Peninsula	NC / SC / CS / GS	NC LCP	Toro / Cachagua
0.1	$424,800	$308,290	$374,720	$271,690	$49,040	$44,770	$78,770
0.2	$849,600	$616,580	$749,440	$543,380	$98,080	$89,540	$157,540
0.3	$1,274,400	$924,870	$1,124,160	$815,070	$147,120	$134,310	$236,310
0.4	$1,699,200	$1,233,160	$1,498,880	$1,086,760	$196,160	$179,080	$315,080
0.5	$2,124,000	$1,541,450	$1,873,600	$1,358,450	$245,200	$223,850	$393,850
0.6	$2,548,800	$1,849,740	$2,248,320	$1,630,140	$294,240	$268,620	$472,620
0.7	$2,973,600	$2,158,030	$2,623,040	$1,901,830	$343,280	$313,390	$551,390
0.8	$3,398,400	$2,466,320	$2,997,760	$2,173,520	$392,320	$358,160	$630,160
0.9	$3,823,200	$2,774,610	$3,372,480	$2,445,210	$441,360	$402,930	$708,930
1.0	$4,248,000	$3,082,900	$3,747,200	$2,716,900	$490,400	$447,700	$787,700

APPENDIX A

SINGLE-FAMILY HOME RESALES SURVEYS
UNINCORPORATED MONTEREY COUNTY PLANNING AREAS
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT I

SINGLE-FAMILY HOME RESALES SURV[1]
CARMEL LUP / BIG SUR COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Three-Bedroom Units						
	24715 Cabrillo St	Carmel LUP BS	93923	1,460	$1,450,000	$993	1996
	2931 Alta Ave	Carmel LUP BS	93923	1,506	$2,550,000	$1,693	2008
	24736 San Carlos St	Carmel LUP BS	93923	1,600	$3,275,000	$2,047	2001
	3465 Rio Rd	Carmel LUP BS	93923	1,685	$2,045,000	$1,214	1987
	26271 Isabella Ave	Carmel LUP BS	93923	1,771	$4,950,000	$2,795	2014
	3288 Serra Ave	Carmel LUP BS	93923	1,956	$1,700,000	$869	2005
	24584 Castro Ln	Carmel LUP BS	93923	1,982	$3,150,000	$1,589	1998
	26416 Carmelo St	Carmel LUP BS	93923	2,105	$3,895,000	$1,850	1987
	24791 Handley Dr	Carmel LUP BS	93923	2,114	$1,250,000	$591	1989
	26138 Camino Real	Carmel LUP BS	93923	2,115	$5,450,000	$2,577	2002
	24418 San Juan Rd	Carmel LUP BS	93923	2,244	$4,225,000	$1,883	2025
	2579 14th Ave	Carmel LUP BS	93923	2,248	$4,300,000	$1,913	2004
	24763 Upper Trail	Carmel LUP BS	93923	2,318	$2,200,000	$949	1986
	2830 14th Ave	Carmel LUP BS	93923	2,467	$3,100,000	$1,257	1983
	24916 Lincoln St	Carmel LUP BS	93923	2,540	$3,500,000	$1,378	2003
	24497 San Mateo Ave	Carmel LUP BS	93923	2,596	$4,000,000	$1,541	2010
	26255 Ocean View Ave	Carmel LUP BS	93923	2,653	$6,500,000	$2,450	2003
	30772 San Remo Rd	Carmel LUP BS	93923	2,723	$2,725,000	$1,001	1988
	30530 Aurora Del Mar	Carmel LUP BS	93923	2,906	$8,475,000	$2,916	1983
	24332 San Juan Rd	Carmel LUP BS	93923	2,918	$3,300,000	$1,131	2013
	139 Boyd Way	Carmel LUP BS	93923	3,011	$4,795,000	$1,592	1981
	48657 Highway 1	Carmel LUP BS	93920	3,048	$3,500,000	$1,148	1991
	165 Spindrift Rd Unit A	Carmel LUP BS	93923	3,173	$6,300,000	$1,986	2023
	231 Spindrift Rd	Carmel LUP BS	93923	3,315	$2,750,000	$830	1988
	26167 Valley View Ave	Carmel LUP BS	93923	3,378	$9,750,000	$2,886	1988
	95 Yankee Point Dr	Carmel LUP BS	93923	3,384	$3,000,000	$887	1986
	140 Boyd Way	Carmel LUP BS	93923	4,141	$5,566,362	$1,344	2004
	Minimum			1,460	$1,250,000	$591	1981
	Maximum			4,141	$9,750,000	$2,916	2025
	Average			2,495	$3,988,939	$1,599	1998

APPENDIX A - EXHIBIT I

SINGLE-FAMILY HOME RESALES SURV[1]
CARMEL LUP / BIG SUR COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
II.	Four-Bedroom Units						
	3128 Serra Ave	Carmel LUP BS	93923	2,091	$3,550,000	$1,698	2024
	14 Mentone Rd	Carmel LUP BS	93923	2,324	$2,650,000	$1,140	1981
	3472 Lazarro Dr	Carmel LUP BS	93923	2,366	$2,650,000	$1,120	1987
	26405 Scenic Rd	Carmel LUP BS	93923	2,933	$15,250,000	$5,199	1981
	46304 Pfeiffer Rdg	Carmel LUP BS	93920	3,000	$4,800,000	$1,600	1982
	201 Spindrift Rd	Carmel LUP BS	93923	3,127	$4,550,000	$1,455	1981
	26387 Isabella Ave	Carmel LUP BS	93923	3,186	$13,000,000	$4,080	1981
	228 Peter Pan Rd	Carmel LUP BS	93923	3,553	$3,128,000	$880	1989
	50 Yankee Point Dr	Carmel LUP BS	93923	3,850	$7,370,026	$1,914	2000
	164 Spindrift Rd Unit A	Carmel LUP BS	93923	4,371	$6,250,000	$1,430	2025
	36652 Highway 1	Carmel LUP BS	93923	5,278	$7,617,850	$1,443	1993
	Minimum			2,091	$2,650,000	$880	1981
	Maximum			5,278	$15,250,000	$5,199	2025
	Average			3,280	$6,437,807	$1,963	1993
III.	Five-Bedroom Units						
	24790 Lower Trail	Carmel LUP BS	93923	2,108	$1,620,000	$769	1980
	24652 Pescadero Rd	Carmel LUP BS	93923	3,217	$3,300,000	$1,026	2001
	189 Upper Walden Rd	Carmel LUP BS	93923	3,435	$4,175,000	$1,215	1991
	24 Mentone Rd	Carmel LUP BS	93923	3,997	$5,250,000	$1,313	1996
	29705 Peter Pan Rd	Carmel LUP BS	93923	4,010	$5,080,000	$1,267	1996
	24876 Pescadero Rd	Carmel LUP BS	93923	4,382	$4,300,000	$981	2010
	25498 Hatton Rd	Carmel LUP BS	93923	5,559	$7,185,000	$1,292	2023
	254 Highway 1	Carmel LUP BS	93923	5,836	$11,500,000	$1,971	1994
	3200 Red Wolf Dr	Carmel LUP BS	93923	6,066	$5,500,000	$907	2000
	Minimum			2,108	$1,620,000	$769	1980
	Maximum			6,066	$11,500,000	$1,971	2023
	Average			4,189	$5,434,781	$1,297	1998

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT II

SINGLE-FAMILY HOME RESALES SURVEYS
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT II

SINGLE-FAMILY HOME RESALES SURV[1]
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Three-Bedroom Units						
	5 Lazy Oaks	Carmel Valley MP	93924	1,646	$1,362,500	$828	1985
	9365 Los Prados Dr	Carmel Valley MP	93923	1,648	$1,288,000	$782	1987
	70 Valle Vis	Carmel Valley MP	93924	1,674	$1,200,000	$717	1985
	15270 Via Los Tulares	Carmel Valley MP	93924	1,686	$1,905,000	$1,130	1980
	77 Paso Hondo #A	Carmel Valley MP	93924	1,890	$1,400,000	$741	1990
	4235 Canada Ln	Carmel Valley MP	93923	1,906	$1,625,000	$853	1985
	10472 Fairway Ln	Carmel Valley MP	93923	2,027	$1,950,000	$962	1998
	10484 Fairway Ln	Carmel Valley MP	93923	2,035	$1,710,000	$840	1998
	11575 Rancho Fiesta Rd	Carmel Valley MP	93924	2,043	$1,400,000	$685	1990
	10480 Fairway Ln	Carmel Valley MP	93923	2,044	$1,794,000	$878	1997
	25460 Canada Dr	Carmel Valley MP	93923	2,064	$1,820,000	$882	1982
	0 Robinson Canyon Rd	Carmel Valley MP	93923	2,200	$960,000	$436	2022
	13249 Middle Canyon Rd	Carmel Valley MP	93924	2,414	$1,340,000	$555	1981
	333 El Caminito Rd	Carmel Valley MP	93924	2,424	$1,750,000	$722	1988
	25668 Tierra Grande Dr	Carmel Valley MP	93923	2,508	$1,525,000	$608	1981
	13399 Middle Canyon Rd	Carmel Valley MP	93924	2,567	$1,740,000	$678	1989
	5 Via Poca	Carmel Valley MP	93924	2,580	$2,160,000	$837	1981
	13350 Middle Canyon Rd	Carmel Valley MP	93924	2,634	$1,525,000	$579	1980
	10467 Fairway Ln	Carmel Valley MP	93923	2,715	$2,450,000	$902	1997
	10435 Fairway Ln	Carmel Valley MP	93923	2,746	$2,050,000	$747	1997
	60 Toyon Way	Carmel Valley MP	93924	2,798	$1,665,000	$595	1989
	80 Via Milpitas	Carmel Valley MP	93924	2,874	$2,075,000	$722	1987
	5 Boronda Rd	Carmel Valley MP	93924	2,876	$1,650,000	$574	1985
	31440 VIA LAS ROSAS	Carmel Valley MP	93924	2,891	$2,225,000	$770	1989
	310 El Caminito Rd	Carmel Valley MP	93924	2,914	$2,300,000	$789	1996
	8008 River Pl	Carmel Valley MP	93923	2,948	$2,335,000	$792	1981
	10475 Fairway Ln	Carmel Valley MP	93923	3,002	$2,375,000	$791	1997
	10000 Eddy Rd	Carmel Valley MP	93923	3,070	$2,360,000	$769	1980
	109 Calle De Quien Sabe	Carmel Valley MP	93924	3,335	$1,675,000	$502	1997
	15506 Via La Gitana	Carmel Valley MP	93924	3,382	$3,135,000	$927	1988
	131 Rancho Rd	Carmel Valley MP	93924	3,410	$2,900,000	$850	1999
	10495 Fairway Ln	Carmel Valley MP	93923	3,490	$2,500,000	$716	1997
	7032 Valley Greens Cir	Carmel Valley MP	93923	3,581	$3,850,000	$1,075	1987
	28003 Mercurio Rd	Carmel Valley MP	93923	3,727	$2,062,750	$553	1989
	5473 Quail Meadows Dr	Carmel Valley MP	93923	4,531	$5,750,000	$1,269	2002
	8640 River Meadows Rd	Carmel Valley MP	93923	5,094	$6,400,000	$1,256	2019
	Minimum			1,646	$960,000	$436	1980
	Maximum			5,094	$6,400,000	$1,269	2022
	Average			2,705	$2,172,563	$803	1991

APPENDIX A - EXHIBIT II

SINGLE-FAMILY HOME RESALES SURV[1]
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
II.	Four-Bedroom Units						
	3125 17 Mile Dr	DMF	93953	3,432	$9,200,000	$2,681	1982
	1276 Viscaino Rd	DMF	93953	4,641	$4,850,000	$1,045	1983
	4028 Sunset Ln	DMF	93953	4,756	$2,200,000	$463	1987
	4055 Sunset	DMF	93953	3,114	$2,300,000	$739	1989
	4167 Sunset Ln	DMF	93953	3,559	$2,990,000	$840	1990
	1221 Benbow Pl	DMF	93953	3,594	$3,450,000	$960	1990
	3323 Stevenson Dr	DMF	93953	6,189	$7,700,000	$1,244	1990
	4043 Costado Rd	DMF	93953	4,503	$2,675,000	$594	1993
	4038 Sunridge Rd	DMF	93953	6,890	$8,000,000	$1,161	1993
	3225 17 Mile Dr	DMF	93953	5,831	$10,000,000	$1,715	1994
	1406 Cantera Ct	DMF	93953	3,539	$5,000,000	$1,413	1997
	1425 Oleada Rd	DMF	93953	4,046	$5,860,000	$1,448	2004
	Minimum			3,114	$2,200,000	$463	1982
	Maximum			6,890	$10,000,000	$2,681	2004
	Average			4,508	$5,352,083	$1,187	1991
III.	Five-Bedroom Units						
	4155 Sunset Ln	DMF	93953	3,848	$2,825,000	$734	1980
	4008 El Bosque Dr	DMF	93953	4,519	$3,800,000	$841	1989
	3348 Ondulado Rd	DMF	93953	4,146	$5,400,000	$1,302	2002
	3957 Ronda Rd	DMF	93953	5,923	$9,000,000	$1,520	2006
	3908 Ronda Rd	DMF	93953	7,113	$13,200,000	$1,856	2014
	30 Poppy Ln	DMF	93953	6,148	$9,400,000	$1,529	2023
	3210 Macomber Dr	DMF	93953	6,285	$6,200,000	$986	1995
	3164 Palmero Way	DMF	93953	7,848	$11,000,000	$1,402	2012
	3190 Del Ciervo Rd	DMF	93953	10,385	$8,000,000	$770	1990
	Minimum			3,848	$2,825,000	$734	1980
	Maximum			10,385	$13,200,000	$1,856	2023
	Average			6,072	$7,417,708	$1,222	2000

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT III

SINGLE-FAMILY HOME RESALES SURVEYS
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT III

SINGLE-FAMILY HOME RESALES SURV[1]
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Three-Bedroom Units						
	4077 Los Altos Dr	DMF	93953	2,293	$2,563,000	$1,118	1987
	4059 El Bosque Dr	DMF	93953	2,433	$1,895,000	$779	1982
	4144 Sunset Ln	DMF	93953	2,660	$3,000,000	$1,128	2017
	4013 Los Altos Dr	DMF	93953	2,851	$4,079,500	$1,431	1990
	3100 Flavin Ln	DMF	93953	3,032	$2,850,000	$940	1987
	4071 Los Altos Dr	DMF	93953	3,333	$2,250,000	$675	1988
	1209 Benbow Pl	DMF	93953	3,346	$3,450,000	$1,031	1989
	1407 Cantera Ct	DMF	93953	4,075	$3,600,000	$883	1984
	1433 Lisbon Ln	DMF	93953	4,693	$5,100,000	$1,087	1984
	Minimum			2,293	$1,895,000	$675	1982
	Maximum			4,693	$5,100,000	$1,431	2017
	Average			3,191	$3,198,611	$1,002	1990
II.	Four-Bedroom Units						
	4055 Sunset	DMF	93953	3,114	$2,300,000	$739	1989
	3125 17 Mile Dr	DMF	93953	3,432	$9,200,000	$2,681	1982
	1406 Cantera Ct	DMF	93953	3,539	$5,000,000	$1,413	1997
	4167 Sunset Ln	DMF	93953	3,559	$2,990,000	$840	1990
	1221 Benbow Pl	DMF	93953	3,594	$3,450,000	$960	1990
	1425 Oleada Rd	DMF	93953	4,046	$5,860,000	$1,448	2004
	4043 Costado Rd	DMF	93953	4,503	$2,675,000	$594	1993
	1276 Viscaino Rd	DMF	93953	4,641	$4,850,000	$1,045	1983
	4028 Sunset Ln	DMF	93953	4,756	$2,200,000	$463	1987
	3225 17 Mile Dr	DMF	93953	5,831	$10,000,000	$1,715	1994
	3323 Stevenson Dr	DMF	93953	6,189	$7,700,000	$1,244	1990
	4038 Sunridge Rd	DMF	93953	6,890	$8,000,000	$1,161	1993
	Minimum			3,114	$2,200,000	$463	1982
	Maximum			6,890	$10,000,000	$2,681	2004
	Average			4,508	$5,352,083	$1,187	1991

APPENDIX A - EXHIBIT III

SINGLE-FAMILY HOME RESALES SURV[1]
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
III.	Five-Bedroom Units						
	16 Paso Hondo	Carmel Valley MP	93924	2,437	$1,710,000	$702	1980
	186 El Caminito Rd	Carmel Valley MP	93924	2,907	$1,530,000	$526	1986
	15465 Via Los Tulares	Carmel Valley MP	93924	2,922	$1,720,000	$589	1989
	175 Chaparral Rd	Carmel Valley MP	93924	3,488	$2,060,000	$591	2005
	27461 Schulte Rd	Carmel Valley MP	93923	3,745	$1,575,000	$421	1994
	24 Rancho Fiesta Rd	Carmel Valley MP	93924	4,809	$3,200,000	$665	2005
	27225 Prado Del Sol	Carmel Valley MP	93923	4,910	$4,000,000	$815	1980
	8680 River Meadows Rd	Carmel Valley MP	93923	5,288	$3,800,000	$719	1998
	5481 Covey Ct	Carmel Valley MP	93923	6,760	$8,000,000	$1,183	2008
	15 Alta Madera	Carmel Valley MP	93923	8,199	$9,800,000	$1,195	2011
	12 Ring Ln	Carmel Valley MP	93924	8,968	$7,820,000	$872	1996
	Minimum			2,437	$1,530,000	$421	1980
	Maximum			8,968	$9,800,000	$1,195	2011
	Average			4,912	$4,213,924	$858	1995

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT IV

SINGLE-FAMILY HOME RESALES SURVEYS
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT IV

SINGLE-FAMILY HOME RESALES SURV[1]
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Three-Bedroom Units						
	7108 Oak Tree Pl	MP	93940	1,677	$372,199	$222	1997
	3014 Stevenson Dr	MP	93953	1,818	$2,625,000	$1,444	1985
	3587 Eastfield Ct	MP	93923	1,839	$1,500,000	$816	1990
	11523 Hidden Hills Rd	MP	93924	1,900	$1,300,000	$684	1986
	1155 Lookout Rd	MP	93953	1,998	$2,050,000	$1,026	1998
	3594 Eastfield Ct	MP	93923	2,144	$1,525,000	$711	1990
	26345 Jeanette Rd	MP	93924	2,252	$1,360,000	$604	1989
	25485 Boots Rd	MP	93940	2,361	$1,600,000	$678	1983
	10651 Hidden Mesa Pl	MP	93940	2,736	$1,899,000	$694	1989
	993 Pioneer Rd	MP	93953	2,737	$4,900,000	$1,790	1988
	214 Mirasol Way	MP	93940	2,750	$2,020,000	$735	2003
	3041 Strawberry Hill Rd	MP	93953	2,800	$2,550,000	$911	1980
	2979 Colton Rd	MP	93953	2,835	$2,800,000	$988	1988
	25460 Boots Rd	MP	93940	2,913	$1,750,000	$601	1989
	3037 Strawberry Hill Rd	MP	93953	2,931	$2,200,000	$751	1993
	25320 Boots Rd	MP	93940	2,958	$2,075,000	$701	1989
	1029 Rodeo Rd	MP	93953	2,965	$3,300,000	$1,113	2025
	982 Coral	MP	93953	3,109	$6,595,000	$2,121	2003
	10450 Saddle Rd	MP	93940	3,362	$2,250,000	$669	1998
	25950 Colt Ln	MP	93924	3,422	$2,566,500	$750	2008
	102 Mirasol Ct	MP	93940	3,431	$2,150,000	$627	2003
	11725 Camino Escondido Rd	MP	93924	3,510	$2,500,000	$712	1999
	1032 San Carlos Rd	MP	93953	3,690	$4,605,000	$1,248	1984
	106 Las Brisas Dr	MP	93940	3,755	$2,250,000	$599	2001
	11531 Spur Rd	MP	93940	3,972	$2,200,000	$554	2004
	127 Las Brisas Dr	MP	93940	4,320	$2,250,000	$521	2002
	407 Mirador Ct	MP	93940	4,435	$2,436,670	$549	2005
	409 Mirador Ct	MP	93940	4,435	$2,375,000	$536	2006
	3045 Stevenson Dr	MP	93953	4,638	$3,475,000	$749	1989
	Minimum			1,677	$372,199	$222	1980
	Maximum			4,638	$6,595,000	$2,121	2025
	Average			3,024	$2,464,806	$815	1995

APPENDIX A - EXHIBIT IV

SINGLE-FAMILY HOME RESALES SURV[1]
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
II.	Four-Bedroom Units						
	3089 Hermitage Rd	MP	93953	2,060	$2,237,690	$1,086	1980
	2823 Congress Rd	MP	93953	2,865	$3,400,000	$1,187	2006
	2993 Cormorant Rd	MP	93953	2,895	$6,450,000	$2,228	2014
	2900 Oak Knoll Rd	MP	93953	2,965	$3,400,000	$1,147	2007
	25207 Casiano Dr	MP	93908	3,040	$1,477,500	$486	1986
	229 Madera Ct	MP	93940	3,185	$2,395,000	$752	2002
	200 Mirasol Way	MP	93940	3,305	$2,550,000	$772	2004
	3093 Hacienda Dr	MP	93953	3,366	$4,800,000	$1,426	2001
	25440 Boots Rd	MP	93940	3,467	$2,950,000	$851	1999
	1080 Lariat Ln	MP	93953	3,501	$4,800,000	$1,371	2020
	1028 San Carlos Rd	MP	93953	3,600	$3,708,200	$1,030	1983
	11610 Saddle Rd	MP	93940	3,614	$2,560,000	$708	1989
	410 Las Laderas Dr	MP	93940	3,618	$2,150,000	$594	2001
	25681 Whip Rd	MP	93940	3,624	$1,650,000	$455	1993
	26335 Jeanette Rd	MP	93924	3,673	$1,335,000	$363	1980
	25061 Hidden Mesa Ct	MP	93940	3,700	$2,222,000	$601	1995
	24665 Outlook Dr	MP	93923	3,775	$4,700,000	$1,245	1995
	3033 Stevenson Dr	MP	93953	3,825	$2,269,750	$593	1984
	7860 Monterra Oaks Rd	MP	93940	3,950	$4,550,000	$1,152	2012
	1247 Josselyn Canyon Rd	MP	93940	4,093	$1,800,000	$440	1983
	8140 Manjares Rd	MP	93940	4,142	$6,138,800	$1,482	2023
	25691 Whip Rd	MP	93940	4,162	$2,380,000	$572	1994
	966 Coral Dr	MP	93953	4,211	$6,700,000	$1,591	1999
	403 Estancia Ct	MP	93940	4,239	$2,620,000	$618	2001
	3800 Genista Way	MP	93923	4,360	$4,250,000	$975	2004
	8305 Vista Monterra	MP	93940	4,509	$5,195,000	$1,152	2018
	710 Tesoro Rd	MP	93940	4,600	$4,150,000	$902	2021
	3017 Cormorant Rd	MP	93953	4,651	$7,063,800	$1,519	1990
	26048 Paseo Del Sur	MP	93940	4,705	$3,100,000	$659	1987
	8360 Monterra Vws	MP	93940	4,715	$4,950,000	$1,050	2023
	409 Estrella D'Oro	MP	93940	5,196	$3,900,000	$751	2001
	11755 Saddle Rd	MP	93940	5,487	$2,900,000	$529	2004
	8220 Manjares Rd	MP	93940	5,803	$6,450,000	$1,111	2025
	Minimum			2,060	$1,335,000	$363	1980
	Maximum			5,803	$7,063,800	$2,228	2025
	Average			3,906	$3,672,810	$940	2001

APPENDIX A - EXHIBIT IV

SINGLE-FAMILY HOME RESALES SURV[1]
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
III.	Five-Bedroom Units						
	3120 Middle Ranch Rd	MP	93953	3,280	$2,725,000	$831	2000
	2884 Lasauen Rd	MP	93953	3,589	$4,175,000	$1,163	2023
	1100 Arroyo Dr	MP	93953	3,966	$5,000,000	$1,261	1986
	206 Madera Ct	MP	93940	4,153	$2,952,000	$711	2001
	24262 Via Malpaso	MP	93940	4,167	$5,000,000	$1,200	2024
	565 Aguajito Rd	MP	93923	4,315	$3,550,000	$823	1994
	25926 Puerta Del Cajon	MP	93942	5,001	$4,390,000	$878	2002
	25529 Paseo De Cumbre	MP	93940	5,285	$2,850,000	$539	1992
	8320 Vista Monterra	MP	93940	5,387	$5,600,000	$1,040	2018
	11682 Saddle Rd	MP	93940	5,600	$3,000,000	$536	2002
	11538 Saddle Rd	MP	93940	6,436	$2,100,000	$326	1991
	116 Via Del Milagro	MP	93940	6,682	$4,000,000	$599	2003
	610 Belavida Rd	MP	93940	6,819	$3,425,000	$502	2004
	8370 Monterra Vws	MP	93940	7,286	$5,600,000	$769	2009
	2 La Pradera Ln	MP	93923	9,123	$8,750,000	$959	2016
	Minimum			3,280	$2,100,000	$326	1986
	Maximum			9,123	$8,750,000	$1,261	2024
	Average			5,312	$4,174,363	$786	2004

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT V

SINGLE-FAMILY HOME RESALES SURVEYS
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT V

SINGLE-FAMILY HOME RESALES SURV[1]
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Two-Bedroom Units						
	327 Las Lomas Dr	NC SC CS GS	95076	1,008	$730,000	$724	1984
	19400 Eden Ct	NC SC CS GS	93907	1,422	$775,000	$545	1983
	2901 Rea Ct	NC SC CS GS	95004	1,474	$1,230,000	$834	1989
	735 Echo Valley Rd Unit A	NC SC CS GS	93907	1,572	$845,000	$538	2021
	18515 Rea Ave	NC SC CS GS	95004	2,024	$1,050,000	$519	1996
	Minimum			1,008	$730,000	$519	1983
	Maximum			2,024	$1,230,000	$834	2021
	Average			1,500	$926,000	$617	1995
II.	Three-Bedroom Units						
	9345 Prunedale South Rd	NC SC CS GS	93907	1,248	$690,000	$553	1999
	76284 Bryson Hesperia Rd	NC SC CS GS	93426	1,264	$605,000	$479	1988
	55615 Country Lake Dr	NC SC CS GS	93426	1,280	$430,000	$336	2021
	17811 Berta Canyon Rd	NC SC CS GS	93907	1,289	$880,000	$683	1987
	119 First St	NC SC CS GS	93962	1,299	$860,000	$662	2008
	69487 Interlake Rd	NC SC CS GS	93426	1,304	$725,000	$556	1982
	65653 Bradley Rd	NC SC CS GS	93426	1,377	$545,000	$396	2004
	17685 Vierra Canyon Rd	NC SC CS GS	93907	1,448	$650,000	$449	1988
	426 Lewis Rd	NC SC CS GS	95076	1,453	$881,000	$606	1988
	6739 Leon Dr	NC SC CS GS	93907	1,488	$956,000	$642	1994
	17529 Cross Rd	NC SC CS GS	93907	1,521	$947,500	$623	1984
	2462 Rifle Range Dr	NC SC CS GS	95076	1,536	$860,000	$560	1985
	19025 Beatrice Dr	NC SC CS GS	93907	1,590	$850,000	$535	1990
	19033 Beatrice Dr	NC SC CS GS	93907	1,638	$1,110,000	$678	1988
	10114 Reese Cir	NC SC CS GS	93907	1,650	$760,000	$461	2003
	18020 Moro Rd	NC SC CS GS	93907	1,652	$899,999	$545	1990
	13790 Hutchings Ct	NC SC CS GS	95076	1,659	$960,000	$579	1988
	2074 San Miguel Canyon Rd	NC SC CS GS	93907	1,664	$765,000	$460	2016
	9585 Prunedale South Rd	NC SC CS GS	93907	1,678	$1,060,000	$632	2013
	395 Echo Valley Rd Unit C	NC SC CS GS	93907	1,680	$925,000	$551	1980
	7510 Chester Ln	NC SC CS GS	93907	1,766	$839,000	$475	1987
	817 Lewis Rd	NC SC CS GS	95076	1,794	$910,000	$507	2000
	6595 Frankie Ln	NC SC CS GS	93907	1,810	$935,000	$517	1993
	19610 Brentwood Ct	NC SC CS GS	93907	1,821	$970,000	$533	1984
	19060 Eden Path	NC SC CS GS	93907	1,875	$925,000	$493	1985
	17175 Wilson Way	NC SC CS GS	95076	1,892	$1,083,300	$573	1989
	19338 Oak Ridge Dr	NC SC CS GS	95004	1,920	$898,800	$468	1989
	17621 Cunha Ln	NC SC CS GS	93907	1,959	$969,000	$495	1991
	17559 Pond Derosa Ln	NC SC CS GS	93907	1,974	$927,000	$470	2001
	18685 Pesante Rd	NC SC CS GS	93907	1,986	$1,010,000	$509	1981
	50300 Adobe Pl	NC SC CS GS	93932	1,993	$625,000	$314	1991
	1609 Aromas Heights Ln	NC SC CS GS	95004	2,000	$1,140,000	$570	1988
	52467 Smith Rd	NC SC CS GS	93426	2,002	$869,000	$434	1982

APPENDIX A - EXHIBIT V

SINGLE-FAMILY HOME RESALES SURV[1]
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
6695 Langley Canyon Rd	NC SC CS GS	93907	2,008	$1,135,000	$565	1984
70500 Bradley Lockwood Rd	NC SC CS GS	93932	2,010	$1,280,000	$637	1990
1705 Covenant Ln	NC SC CS GS	95076	2,011	$1,200,000	$597	1995
8489 Berta Views Ln	NC SC CS GS	93907	2,019	$989,000	$490	1997
70255 New Pleyto Rd	NC SC CS GS	93426	2,038	$600,000	$294	2004
136 Echo Valley Rd	NC SC CS GS	93907	2,040	$1,164,000	$571	1993
17851 Northwood Pl	NC SC CS GS	93907	2,063	$1,074,000	$521	1987
15870 Faith Pl	NC SC CS GS	95076	2,074	$1,115,000	$538	1992
18599 Vierra Canyon Rd	NC SC CS GS	93907	2,075	$775,000	$373	1984
9617 Mountain View Terrace La	NC SC CS GS	93907	2,080	$950,000	$457	1985
6641 Kim Ann Ln	NC SC CS GS	93907	2,090	$964,000	$461	1989
8492 Berta Views Ln	NC SC CS GS	93907	2,093	$940,000	$449	1999
76950 Barker Rd	NC SC CS GS	93451	2,097	$1,250,000	$596	2006
19608 Brentwood Ct	NC SC CS GS	93907	2,110	$1,200,000	$569	1984
17611 Berta Canyon Rd	NC SC CS GS	93907	2,150	$1,085,000	$505	2003
92 Nacional Ave	NC SC CS GS	93962	2,170	$960,000	$442	2009
19606 Brentwood Ct	NC SC CS GS	93907	2,178	$899,995	$413	1984
18795 Pesante Rd	NC SC CS GS	93907	2,178	$1,335,000	$613	1985
113 Third St	NC SC CS GS	93962	2,179	$995,000	$457	1995
50145 Adobe Pl	NC SC CS GS	93932	2,198	$829,000	$377	1990
109 Llano Ave	NC SC CS GS	93962	2,218	$960,000	$433	1995
17700 Countryside Ct	NC SC CS GS	93907	2,220	$898,900	$405	1996
6748 Langley Canyon Rd	NC SC CS GS	93907	2,248	$1,010,000	$449	1980
1910 Jacklyn Ct	NC SC CS GS	95076	2,332	$1,095,000	$470	1990
1925 Caterina Way	NC SC CS GS	95076	2,402	$1,260,000	$525	1996
1933 San Miguel Canyon Rd	NC SC CS GS	93907	2,550	$900,000	$353	1980
735 Echo Valley Rd Unit B	NC SC CS GS	93907	2,560	$1,200,000	$469	1990
19204 Joel Court Ct	NC SC CS GS	93907	2,568	$1,050,000	$409	1981
1935 Caterina Way	NC SC CS GS	95076	2,572	$1,450,000	$564	1995
77011 Douglas Rd	NC SC CS GS	93451	2,580	$1,275,000	$494	2015
32144 Chualar Canyon Rd	NC SC CS GS	93925	2,586	$1,450,000	$561	2006
17740 Olson Pl	NC SC CS GS	93907	2,644	$1,249,000	$472	2007
18383 Meadow Ridge Rd	NC SC CS GS	93907	2,676	$1,411,000	$527	1991
8505 Holly Hill Dr	NC SC CS GS	93907	2,718	$1,125,000	$414	1998
7581 Via Guiseppe Ln	NC SC CS GS	93907	2,730	$1,125,000	$412	1987
7105 Azzelio Ct	NC SC CS GS	93907	2,787	$1,269,500	$456	2006
1302 Anton Pl	NC SC CS GS	95004	2,860	$1,450,000	$507	1995
9156 Holly Hill Dr	NC SC CS GS	93907	3,136	$1,149,000	$366	1999
354 San Miguel Canyon Rd	NC SC CS GS	95076	3,529	$875,000	$248	1989
29241 Chualar Canyon Rd	NC SC CS GS	93925	3,691	$1,695,000	$459	1982
Minimum			1,248	$430,000	$248	1980
Maximum			3,691	$1,695,000	$683	2021
Average			2,054	$1,001,342	$487	1993

APPENDIX A - EXHIBIT V

SINGLE-FAMILY HOME RESALES SURV[1]
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
III.	Four-Bedroom Units						
	9182 Coker Rd	NC SC CS GS	93907	1,632	$750,000	$460	1982
	158 Echo Valley Rd	NC SC CS GS	93907	1,993	$1,100,000	$552	1991
	6333 Tustin Rd	NC SC CS GS	93907	2,032	$1,100,000	$541	1987
	9861 Equestrian Pl	NC SC CS GS	93907	2,060	$1,300,000	$631	1985
	17105 Wilson	NC SC CS GS	95076	2,210	$860,000	$389	1997
	452 Echo Valley Rd	NC SC CS GS	93907	2,214	$919,000	$415	1991
	450 Echo Valley Rd	NC SC CS GS	93907	2,337	$1,000,000	$428	1993
	79600 Claribel Rd	NC SC CS GS	93451	2,386	$899,000	$377	2024
	1458 Oakleaf Dr	NC SC CS GS	95076	2,398	$888,163	$370	1990
	14 Nacional Ave	NC SC CS GS	93962	2,503	$1,039,000	$415	2008
	119 Third St	NC SC CS GS	93962	2,504	$1,030,000	$411	2009
	50175 Lockwood Rd	NC SC CS GS	93932	2,696	$1,250,000	$464	2009
	579 Carpenteria Rd	NC SC CS GS	95004	2,749	$949,000	$345	1981
	7605 Roma Pl	NC SC CS GS	93907	2,752	$1,090,000	$396	1985
	18422 Meadow Ridge Rd	NC SC CS GS	93907	2,755	$1,325,000	$481	1989
	1650 Andreas Estates Pl	NC SC CS GS	95076	2,794	$1,315,000	$471	1995
	9407 Hawk Dr	NC SC CS GS	93907	2,840	$1,195,000	$421	2001
	19215 El Cerrito Ct	NC SC CS GS	95004	2,900	$1,375,000	$474	1989
	18430 Meadow Ridge Rd	NC SC CS GS	93907	3,070	$1,075,000	$350	1990
	18426 Meadow Ridge Rd	NC SC CS GS	93907	3,123	$1,050,000	$336	1989
	8734 Woodland Heights Ln	NC SC CS GS	93907	3,212	$1,165,000	$363	1998
	1681 Andreas Estates Pl	NC SC CS GS	95076	3,489	$1,420,000	$407	1992
	8631 Woodland Heights Ct	NC SC CS GS	93907	3,606	$1,395,000	$387	2000
	74941 Ranchita Ave	NC SC CS GS	93451	3,888	$2,100,000	$540	2001
	30010 Chualar Canyon Rd	NC SC CS GS	93925	4,608	$2,700,000	$586	2000
	76 Crazy Horse Canyon Rd	NC SC CS GS	93907	4,788	$1,611,900	$337	2003
	Minimum			1,632	$750,000	$336	1981
	Maximum			4,788	$2,700,000	$631	2024
	Average			2,828	$1,226,964	$434	1995

APPENDIX A - EXHIBIT V

SINGLE-FAMILY HOME RESALES SURV[1]
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
IV.	Five-Bedroom Units						
	17049 Mcguffie Rd	NC SC CS GS	93907	1,782	$1,200,000	$673	1999
	8732 Lilac Ct	NC SC CS GS	93907	2,171	$969,000	$446	1989
	75100 Interlake Rd	NC SC CS GS	93426	2,346	$749,000	$319	2010
	2646 El Camino Real	NC SC CS GS	93907	2,400	$955,000	$398	1984
	9451 Eagle Way	NC SC CS GS	93907	2,806	$1,180,000	$421	1999
	32 Nacional Ave	NC SC CS GS	93962	2,936	$1,050,000	$358	2008
	350 Dante Robles Rd	NC SC CS GS	95004	3,390	$1,586,000	$468	1999
	17785 Countryside Ct	NC SC CS GS	93907	3,479	$1,100,000	$316	1994
	19835 Wild Horse Ct	NC SC CS GS	93907	3,721	$1,387,000	$373	1992
	17403 Avenida Los Altos	NC SC CS GS	93907	4,247	$1,500,000	$353	2000
	8944 Hidden Canyon Rd	NC SC CS GS	93907	4,450	$1,950,000	$438	2013
	Minimum			1,782	$749,000	$316	1984
	Maximum			4,450	$1,950,000	$673	2013
	Average			3,046	$1,237,747	$406	1999

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT VI

SINGLE-FAMILY HOME RESALES SURVEYS
NORTH COUNTY LCP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT VI

SINGLE-FAMILY HOME RESALES SURV[1]
NORTH COUNTY LCP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Three-Bedroom Units						
	203 Las Lomas Dr	NC LCP	95076	1,204	$565,000	$469	1986
	20 Las Lomas Dr	NC LCP	95076	1,248	$635,000	$509	1999
	78 Thomas Rd	NC LCP	95076	1,280	$780,000	$609	1992
	1974 Loma Vista Ct	NC LCP	95076	1,346	$799,900	$594	1999
	15190 Amaral Rd	NC LCP	95012	1,447	$1,076,000	$744	1981
	17135 Castroville Blvd #1	NC LCP	93907	1,529	$765,000	$500	1999
	70 Overpass Rd	NC LCP	95076	1,614	$740,000	$458	1987
	185 Tucker Rd	NC LCP	95076	1,632	$850,000	$521	1999
	143 Tucker Rd	NC LCP	95076	1,740	$850,000	$489	1988
	13225 Heritage Cir	NC LCP	95076	1,868	$1,000,000	$535	1999
	14225 Shaffi Ln	NC LCP	95012	1,974	$1,150,000	$583	1984
	5820 Briarcliff Ter	NC LCP	95076	1,980	$850,000	$429	1985
	2557 Colonial Cir	NC LCP	95076	2,181	$1,080,000	$495	2004
	19294 Oak Ridge Dr	NC LCP	95004	2,189	$1,050,000	$480	2008
	2715 Golf Cir	NC LCP	95076	2,229	$985,000	$442	1999
	2549 Colonial Cir	NC LCP	95076	2,278	$1,010,000	$443	2002
	473 Paradise Rd	NC LCP	93907	2,472	$965,000	$390	2020
	64 Struve Rd	NC LCP	95039	2,541	$1,030,000	$405	2004
	2765 Summerland Rd	NC LCP	95004	3,964	$2,000,000	$505	2001
	Minimum			1,204	$565,000	$390	1981
	Maximum			3,964	$2,000,000	$744	2020
	Average			1,932	$956,889	$495	1997
II.	Four-Bedroom Units						
	8623 Ormart Rd	NC LCP	95012	1,719	$999,000	$581	1987
	12955 Rose Ct	NC LCP	95076	1,818	$1,100,000	$605	1996
	6980 Timeview Way	NC LCP	93907	2,017	$1,350,000	$669	1997
	54 Sill Rd	NC LCP	95076	2,050	$925,000	$451	2025
	5240 Strong Cir	NC LCP	95076	2,108	$1,019,000	$483	1989
	651 Hall Rd	NC LCP	95076	2,215	$1,495,000	$675	1983
	9310 Canyon Oak Rd	NC LCP	93907	2,272	$950,000	$418	1985
	5905 Briarcliff Ter	NC LCP	95076	2,391	$885,000	$370	2006
	15760 Horizon Way	NC LCP	93907	2,828	$1,550,000	$548	1988
	5183 Royal Oak Pl	NC LCP	95076	2,888	$1,365,000	$473	1991
	Minimum			1,719	$885,000	$370	1983
	Maximum			2,888	$1,550,000	$675	2025
	Average			2,231	$1,163,800	$522	1995

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURVEYS
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURV[1]
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

	Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
I.	Two-Bedroom Units						
	25518 Sunflower Ct	Toro Cachagua	93908	1,113	$835,000	$750	1998
	27363 Bavella Way	Toro Cachagua	93908	1,113	$750,000	$674	2001
	18154 Stonehaven	Toro Cachagua	93908	1,114	$785,000	$705	1997
	37901 Poppy Tree Ln	Toro Cachagua	93924	1,320	$1,340,000	$1,015	1982
	21446 Laurel Spring Rd	Toro Cachagua	93924	1,479	$1,030,000	$696	1983
	22340 Berry Dr	Toro Cachagua	93908	1,545	$1,151,000	$745	1980
	34901 Sky Ranch Rd	Toro Cachagua	93924	1,570	$890,000	$567	1989
	14005 Mountain Quail Rd	Toro Cachagua	93908	1,674	$1,025,000	$612	1981
	24260 Pheasant Ct	Toro Cachagua	93908	1,720	$1,195,000	$695	1981
	383 ""A"" Corral de Tierra	Toro Cachagua	93908	1,736	$1,075,000	$619	1987
	Minimum			1,113	$750,000	$567	1980
	Maximum			1,736	$1,340,000	$1,015	2001
	Average			1,438	$1,007,600	$701	1988
II.	Three-Bedroom Units						
	25211 Azalea Ct	Toro Cachagua	93908	1,113	$850,000	$764	1998
	26423 Honor Ln	Toro Cachagua	93908	1,113	$758,000	$681	1999
	19371 Acclaim Dr	Toro Cachagua	93908	1,113	$785,000	$705	1999
	26210 Acclaim Ct	Toro Cachagua	93908	1,113	$825,000	$741	1999
	18197 Stonegate Ct	Toro Cachagua	93908	1,114	$745,000	$669	1996
	18181 Stonegate Ct	Toro Cachagua	93908	1,114	$790,000	$709	1996
	18118 Stonehaven	Toro Cachagua	93908	1,114	$770,000	$691	1997
	17602 Winding Creek Rd	Toro Cachagua	93908	1,244	$819,000	$658	1992
	18177 Stonegate Ct	Toro Cachagua	93908	1,394	$763,255	$548	1996
	18193 Stonegate Ct	Toro Cachagua	93908	1,394	$790,000	$567	1996
	18119 Stonehaven	Toro Cachagua	93908	1,394	$895,000	$642	1996
	18106 Stonehaven	Toro Cachagua	93908	1,394	$820,000	$588	1997
	21854 Stonegate	Toro Cachagua	93908	1,394	$835,000	$599	1997
	18685 Ranchito Del Rio Dr	Toro Cachagua	93908	1,448	$1,100,000	$760	1983
	21032 Cachagua Rd	Toro Cachagua	93924	1,489	$865,000	$581	1989
	21444 Parrott Ranch Rd	Toro Cachagua	93924	1,508	$825,000	$547	2007
	18194 Stonegate Ct	Toro Cachagua	93908	1,560	$765,000	$490	1996
	25231 Azalea Ct	Toro Cachagua	93908	1,570	$879,000	$560	1998
	19394 Acclaim Dr	Toro Cachagua	93908	1,570	$866,000	$552	1999
	19379 Acclaim Dr	Toro Cachagua	93908	1,570	$885,000	$564	1999
	26490 Honor Ln	Toro Cachagua	93908	1,570	$935,000	$596	1999
	19367 Acclaim Dr	Toro Cachagua	93908	1,652	$895,000	$542	2000
	9 Asoleado Dr	Toro Cachagua	93924	1,655	$485,000	$293	1988
	21028 Country Park Rd	Toro Cachagua	93908	1,666	$850,000	$510	1990
	21008 Country Park Rd	Toro Cachagua	93908	1,666	$865,000	$519	1990
	19231 Cachagua Rd	Toro Cachagua	93924	1,685	$1,015,000	$602	1990
	18067 Stonehaven	Toro Cachagua	93908	1,716	$828,000	$483	1996
	20520 Cachagua Rd	Toro Cachagua	93924	1,748	$985,000	$564	1991

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURV[1]
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

Address			Unit Size (SF)	Sales Price		Year Built
				Total	Per SF	
21024 Country Park Rd	Toro Cachagua	93908	1,764	$850,000	$482	1990
21056 Country Park Rd	Toro Cachagua	93908	1,764	$870,000	$493	1990
26446 Honor Ln	Toro Cachagua	93908	1,773	$995,000	$561	2000
17577 River Run Rd	Toro Cachagua	93908	1,786	$875,000	$490	1992
28900 Underwood Rd	Toro Cachagua	93908	1,798	$1,150,000	$640	1988
25365 Jasmine Ct	Toro Cachagua	93908	1,831	$910,000	$497	1998
26419 Honor Ln	Toro Cachagua	93908	1,831	$945,000	$516	1999
21940 Hearthwood Ct	Toro Cachagua	93908	1,840	$910,000	$495	1996
21775 Woodrose Pl	Toro Cachagua	93908	1,863	$1,068,000	$573	1996
18423 Wildrose Ct	Toro Cachagua	93908	1,863	$939,000	$504	1997
19123 Garden Valley Way	Toro Cachagua	93908	1,863	$1,080,000	$580	1999
18640 Ranchito Del Rio Dr	Toro Cachagua	93908	1,875	$1,265,000	$675	1984
14220 Mountain Quail Rd	Toro Cachagua	93908	1,934	$825,000	$427	1981
14075 Mountain Quail Rd	Toro Cachagua	93908	1,934	$1,047,000	$541	1981
14015 Mountain Quail Rd	Toro Cachagua	93908	1,934	$1,145,000	$592	1981
18595 Ranchito Del Rio Dr	Toro Cachagua	93908	2,013	$1,380,000	$686	1988
14 Asoleado Dr	Toro Cachagua	93924	2,023	$1,200,000	$593	1993
17570 Winding Creek Rd	Toro Cachagua	93908	2,029	$850,875	$419	1992
14455 Mountain Quail Rd	Toro Cachagua	93908	2,036	$1,220,000	$599	1991
24135 Mallard Ct	Toro Cachagua	93908	2,078	$1,150,000	$553	1991
18372 Fieldcrest Ln	Toro Cachagua	93908	2,079	$990,000	$476	1997
22557 Black Mountain Rd	Toro Cachagua	93908	2,096	$925,000	$441	1983
403 Corral De Tierra Rd	Toro Cachagua	93908	2,099	$1,085,000	$517	1988
14250 Mountain Quail Rd	Toro Cachagua	93908	2,120	$1,135,000	$535	1981
22544 Oak Canyon Rd	Toro Cachagua	93908	2,137	$1,200,000	$562	1984
23400 Redding Cir	Toro Cachagua	93908	2,144	$1,295,000	$604	1986
15843 Pleasant Valley Ln	Toro Cachagua	93908	2,150	$1,430,000	$665	1982
25341 Jasmine Ct	Toro Cachagua	93908	2,156	$1,085,000	$503	1998
19151 Garden Valley Way	Toro Cachagua	93908	2,295	$1,075,000	$468	1999
12550 Oakglen Dr	Toro Cachagua	93924	2,300	$1,400,000	$609	1998
24725 Avenida Principal	Toro Cachagua	93908	2,314	$1,250,000	$540	1986
24105 Mallard Ct	Toro Cachagua	93908	2,327	$1,300,000	$559	1991
26131 Laureles Grade Rd	Toro Cachagua	93924	2,344	$1,600,000	$683	2025
22105 Ranchito Dr	Toro Cachagua	93908	2,405	$1,425,000	$593	1988
21455 Parrott Ranch Rd	Toro Cachagua	93924	2,465	$1,140,000	$462	1990
104 Robley Rd	Toro Cachagua	93908	2,592	$1,275,000	$492	1981
25385 Markham Ln	Toro Cachagua	93908	2,618	$1,412,500	$540	1989
25381 Markham Ln	Toro Cachagua	93908	2,618	$1,430,000	$546	1989
25373 Markham Ln	Toro Cachagua	93908	2,644	$1,400,000	$530	1989
25683 Meadowview Ct	Toro Cachagua	93908	2,649	$1,395,000	$527	1989
25401 Markham Ln	Toro Cachagua	93908	2,652	$1,300,000	$490	1989
25552 Meadowview Cir	Toro Cachagua	93908	2,652	$1,695,000	$639	1989
25399 Markham Ln	Toro Cachagua	93908	2,654	$1,215,000	$458	1989
25547 Meadowview Cir	Toro Cachagua	93908	2,654	$1,615,000	$609	1989
25411 Markham Ln	Toro Cachagua	93908	2,668	$1,435,000	$538	1989
172 San Benancio Rd	Toro Cachagua	93908	2,668	$1,600,000	$600	1989
25520 Meadowview Cir	Toro Cachagua	93908	2,673	$1,600,000	$599	1989

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURV[1]
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
228 Pine Canyon Rd	Toro Cachagua	93908	2,700	$750,000	$278	2024
25679 Meadowview Ct	Toro Cachagua	93908	2,705	$1,425,000	$527	1989
846 River Rd	Toro Cachagua	93908	2,732	$1,350,000	$494	2000
38025 Poppy Tree Ln	Toro Cachagua	93924	2,774	$1,425,000	$514	1998
274 Corral De Tierra Rd	Toro Cachagua	93908	2,860	$1,225,000	$428	1982
26225 Rinconada Dr	Toro Cachagua	93924	2,919	$3,175,000	$1,088	1986
14130 Vereda Del Portal	Toro Cachagua	93908	3,122	$1,718,250	$550	1981
38 Calera Canyon Rd	Toro Cachagua	93908	3,200	$1,500,000	$469	2003
24805 Corte Poco	Toro Cachagua	93908	3,337	$1,675,000	$502	1983
54 Corral De Tierra Rd	Toro Cachagua	93908	3,465	$1,495,000	$431	1982
23500 Belmont Cir	Toro Cachagua	93908	3,687	$1,775,000	$481	2002
13690 Tierra Spur	Toro Cachagua	93908	3,945	$2,337,850	$593	1984
25782 Wolff Ln	Toro Cachagua	93908	4,295	$3,100,000	$722	1988
14540 Campos Del Cielo	Toro Cachagua	93908	6,468	$4,300,000	$665	1991
Minimum			1,113	$485,000	$278	1981
Maximum			6,468	$4,300,000	$1,088	2025
Average			2,149	$1,203,615	$560	1992

III. Four-Bedroom Units

25373 Jasmine Ct	Toro Cachagua	93908	1,570	$1,000,000	$637	1998
18047 Stonehaven	Toro Cachagua	93908	1,716	$720,000	$420	1996
25214 Azalea Ct	Toro Cachagua	93908	1,831	$845,000	$461	1998
25235 Azalea Ct	Toro Cachagua	93908	1,831	$860,000	$470	1998
27400 Bavella Way	Toro Cachagua	93908	1,831	$875,000	$478	2001
27364 Bavella Way	Toro Cachagua	93908	1,831	$877,000	$479	2001
27356 Bavella Way	Toro Cachagua	93908	1,831	$891,000	$487	2001
27320 Bavella Way	Toro Cachagua	93908	1,831	$920,000	$502	2001
21575 Parrott Ranch Rd	Toro Cachagua	93924	2,100	$1,399,000	$666	1988
21760 Woodrose Pl	Toro Cachagua	93908	2,123	$1,190,000	$561	1996
20442 Franciscan Way	Toro Cachagua	93908	2,196	$1,395,000	$635	1991
310 Mesa Rd	Toro Cachagua	93908	2,204	$1,330,000	$603	1987
26045 Toro Rd	Toro Cachagua	93908	2,214	$1,070,000	$483	1981
20435 Franciscan Way	Toro Cachagua	93908	2,284	$1,350,000	$591	1990
20422 Franciscan Way	Toro Cachagua	93908	2,284	$1,375,000	$602	1991
20342 Via Espana	Toro Cachagua	93908	2,304	$1,390,000	$603	1990
19080 Red Hawk Way	Toro Cachagua	93908	2,304	$1,050,000	$456	1999
14440 Mountain Quail Rd	Toro Cachagua	93908	2,340	$1,195,000	$511	1991
21968 Green Sage Ct	Toro Cachagua	93908	2,380	$1,105,000	$464	1996
19131 Garden Valley Way	Toro Cachagua	93908	2,380	$1,175,000	$494	1999
17588 River Run Rd	Toro Cachagua	93908	2,417	$1,051,000	$435	1989
21428 Riverview Ct	Toro Cachagua	93908	2,417	$1,049,000	$434	1990
22241 Toro Hills Dr	Toro Cachagua	93908	2,457	$1,700,000	$692	1988
22110 Ranchito Dr	Toro Cachagua	93908	2,528	$1,200,000	$475	1984
17638 Winding Creek Rd	Toro Cachagua	93908	2,603	$990,000	$380	1990
25603 Creekview Cir	Toro Cachagua	93908	2,654	$1,730,000	$652	1989

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURV[1]
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
14180 Vereda Del Portal	Toro Cachagua	93908	2,711	$1,650,000	$609	1982
24125 Mallard Ct	Toro Cachagua	93908	2,712	$1,250,000	$461	1991
14475 Mountain Quail Rd	Toro Cachagua	93908	2,745	$1,195,000	$435	1991
23465 Redding Cir	Toro Cachagua	93908	2,792	$1,555,000	$557	1986
12547 Oak Glen Dr	Toro Cachagua	93924	2,792	$1,950,000	$698	1997
24325 Barn Owl Ct	Toro Cachagua	93908	2,818	$1,300,000	$461	1981
14285 Mountain Quail Rd	Toro Cachagua	93908	2,844	$1,195,000	$420	1991
26470 Tierra Vista Ln	Toro Cachagua	93908	2,872	$1,375,000	$479	1980
27136 Prestancia Way	Toro Cachagua	93908	2,898	$1,175,000	$405	2001
14500 Mountain Quail Rd	Toro Cachagua	93908	3,010	$1,190,000	$395	1991
13650 Tierra Spur	Toro Cachagua	93908	3,048	$1,628,500	$534	1988
393 Corral De Tierra Rd	Toro Cachagua	93908	3,090	$1,145,000	$371	1986
26000 Paseo De Los Robles	Toro Cachagua	93908	3,111	$2,790,000	$897	1994
25317 Camino De Chamisal	Toro Cachagua	93908	3,158	$1,720,000	$545	1989
19625 Redding Dr	Toro Cachagua	93908	3,163	$2,150,000	$680	1989
15110 Big Sky Ln	Toro Cachagua	93908	3,608	$1,999,000	$554	2023
12740 Sundance Ln	Toro Cachagua	93924	3,616	$1,895,000	$524	1980
478 Corral De Tierra Rd	Toro Cachagua	93908	3,786	$3,375,000	$891	2002
27530 Crowne Point Ln	Toro Cachagua	93908	3,809	$1,750,000	$459	2002
27812 Crowne Point Dr	Toro Cachagua	93908	3,809	$1,575,000	$413	2003
27816 Crowne Point Dr	Toro Cachagua	93908	4,330	$1,755,000	$405	2003
15847 Pleasant Valley Ln	Toro Cachagua	93908	4,373	$1,590,000	$364	1984
25350 Camino De Chamisal	Toro Cachagua	93908	4,727	$1,715,000	$363	1990
432 River Rd	Toro Cachagua	93908	4,762	$2,650,000	$556	2005
5 Sleepy Hollow Dr	Toro Cachagua	93924	5,103	$4,100,000	$803	1996
6 Sleepy Hollow Dr	Toro Cachagua	93924	5,586	$3,500,000	$627	1991
23520 Belmont Cir	Toro Cachagua	93908	6,148	$2,999,000	$488	2007
33732 E Carmel Valley Rd	Toro Cachagua	93924	6,160	$3,450,000	$560	2000
Minimum			1,570	$720,000	$363	1980
Maximum			6,160	$4,100,000	$897	2023
Average			2,964	$1,580,620	$533	1993

IV. Five-Bedroom Units

24935 Corte Poco	Toro Cachagua	93908	2,980	$1,525,000	$512	1984
24015 Ranchito Del Rio Ct	Toro Cachagua	93908	4,986	$2,075,000	$416	1987
21416 Riverview Ct	Toro Cachagua	93908	2,537	$985,000	$388	1989
20335 Franciscan Way	Toro Cachagua	93908	2,603	$1,449,000	$557	1990
24110 Mallard Ct	Toro Cachagua	93908	2,850	$1,450,000	$509	1991
17574 Winding Creek Rd	Toro Cachagua	93908	2,603	$1,070,325	$411	1992
21941 Hearthwood Ct	Toro Cachagua	93908	2,841	$1,185,000	$417	1996
26165 Rinconada Dr	Toro Cachagua	93924	4,572	$4,150,000	$908	1996
25375 Camino De Chamisal	Toro Cachagua	93908	3,554	$2,624,000	$738	1998
19168 Garden Valley Way	Toro Cachagua	93908	3,645	$1,200,000	$329	1999
19056 Fieldstone Ct	Toro Cachagua	93908	3,774	$1,325,000	$351	1999
27231 Cortina Way	Toro Cachagua	93908	3,818	$1,290,000	$338	2001
27152 Prestancia Way	Toro Cachagua	93908	3,257	$1,450,000	$445	2001

APPENDIX A - EXHIBIT VII

SINGLE-FAMILY HOME RESALES SURV[1]
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

Address			Unit Size (SF)	Sales Price Total	Sales Price Per SF	Year Built
19547 Cortina Ct	Toro Cachagua	93908	3,257	$1,480,000	$454	2001
27151 Prestancia Way	Toro Cachagua	93908	3,818	$1,488,000	$390	2001
19831 Spring Ridge Ter	Toro Cachagua	93908	4,855	$2,699,000	$556	2001
27609 Prestancia Cir	Toro Cachagua	93908	3,257	$1,375,000	$422	2002
27606 Prestancia Cir	Toro Cachagua	93908	3,818	$1,375,000	$360	2002
19826 Spring Ridge Ter	Toro Cachagua	93908	3,821	$1,725,000	$451	2002
27868 Crowne Point Dr	Toro Cachagua	93908	3,818	$1,550,000	$406	2003
2 Sleepy Hollow Dr	Toro Cachagua	93924	4,786	$3,000,000	$627	2006
Minimum			2,537	$985,000	$329	1984
Maximum			4,986	$4,150,000	$908	2006
Average			3,564	$1,729,588	$485	1997

[1] Source: Redfin and Monterey County Assessors data for single family homes constructed after 1980 that were sold between April 2023 and April 2026. The survey excludes agricultural and ranch properties; vineyard properties; potential development sites; condominium developments; and shareholder owned properties. The survey also excludes bedroom categories in which fewer than five resales occurred within the three-year period.

APPENDIX B

AFFORDABLE SALES PRICE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
UNINCORPORATED MONTEREY COUNTY PLANNING AREAS
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX B

AFFORDABLE SALES PRICE CALCULATIONS [1]
2026 INCOME STANDARDS
OWNERSHIP HOUSING DEVELOPMENT
UNINCORPORATED MONTEREY COUNTY PLANNING AREAS
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Two-Bedroom Units	Three-Bedroom Units	Four-Bedroom Units	Five-Bedroom Units
General Assumptions						
	Benchmark Household Size	[2]	3	4	5	6
	Area Median Income	[3]	$99,450	$110,500	$119,350	$128,200
	Annual Utilities Allowance	[4]	$5,388	$6,564	$7,812	$9,120
	Maintenance & Insurance		$4,000	$4,300	$4,500	$4,700
			Very Low Income Units			
I.	**Household Income Assumptions**					
	% of AMI Used for Calculation Purposes		50%	50%	50%	50%
	Benchmark Annual Household Income		$49,725	$55,250	$59,675	$64,100
	Income Allotted to Housing @ 30% of Income		$14,918	$16,575	$17,903	$19,230
II.	**Property Taxes @ 1.25% of Affordable Sales Price**		$833	$860	$841	$814
III.	**Income Available for Mortgage Debt Service**	[5]	$4,697	$4,851	$4,749	$4,596
IV.	**Affordable Sales Price**					
	Supportable Mortgage @ 6.83% Interest	[6]	$59,900	$61,800	$60,500	$58,600
	Down Payment @ 10% of Affordable Sales Price	[7]	6,700	6,900	6,700	6,500
	Affordable Sales Price: Very Low Income Units		$66,600	$68,700	$67,200	$65,100
			Low Income Units			
I.	**Household Income Assumptions**					
	% of AMI Used for Calculation Purposes		70%	70%	70%	70%
	Benchmark Annual Household Income		$69,615	$77,350	$83,545	$89,740
	Income Allotted to Housing @ 30% of Income		$20,885	$23,205	$25,064	$26,922
II.	**Property Taxes @ 1.25% of Affordable Sales Price**		$1,729	$1,858	$1,918	$1,971
III.	**Income Available for Mortgage Debt Service**		$9,768	$10,484	$10,834	$11,131
IV.	**Affordable Sales Price**					
	Supportable Mortgage @ 6.83% Interest		$124,500	$133,700	$138,100	$141,900
	Down Payment @ 10% of Affordable Sales Price		13,800	14,900	15,300	15,800
	Affordable Sales Price: Low Income Units		$138,300	$148,600	$153,400	$157,700
			Moderate Income Units			
I.	**Household Income Assumptions**					
	% of AMI Used for Calculation Purposes		110%	110%	110%	110%
	Benchmark Annual Household Income		$109,395	$121,550	$131,285	$141,020
	Income Allotted to Housing @ 35% of Income		$38,288	$42,543	$45,950	$49,357
II.	**Property Taxes @ 1.25% of Affordable Sales Price**		$4,348	$4,765	$5,060	$5,346
III.	**Income Available for Mortgage Debt Service**		$24,553	$26,914	$28,578	$30,191
IV.	**Affordable Sales Price**					
	Supportable Mortgage @ 6.83% Interest		$313,000	$343,100	$364,300	$384,900
	Down Payment @ 10% of Affordable Sales Price		34,800	38,100	40,500	42,800
	Affordable Sales Price: Moderate Income Units		$347,800	$381,200	$404,800	$427,700

APPENDIX B

AFFORDABLE SALES PRICE CALCULATIONS [1]
2026 INCOME STANDARDS
OWNERSHIP HOUSING DEVELOPMENT
UNINCORPORATED MONTEREY COUNTY PLANNING AREAS
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Two-Bedroom Units	Three-Bedroom Units	Four-Bedroom Units	Five-Bedroom Units
General Assumptions					
Benchmark Household Size	[2]	3	4	5	6
Area Median Income	[3]	$99,450	$110,500	$119,350	$128,200
Annual Utilities Allowance	[4]	$5,388	$6,564	$7,812	$9,120
Maintenance & Insurance		$4,000	$4,300	$4,500	$4,700
		Workforce I Units			
I. Household Income Assumptions					
% of AMI Used for Calculation Purposes		150%	150%	150%	150%
Benchmark Annual Household Income		$149,175	$165,750	$179,025	$192,300
Income Allotted to Housing @ 35% of Income		$52,211	$58,013	$62,659	$67,305
II. Property Taxes @ 1.25% of Affordable Sales Price		$6,441	$7,093	$7,574	$8,046
III. Income Available for Mortgage Debt Service		$36,382	$40,056	$42,773	$45,439
IV. Affordable Sales Price					
Supportable Mortgage @ 6.83% Interest		$463,800	$510,700	$545,300	$579,300
Down Payment @ 10% of Affordable Sales Price		51,500	56,700	60,600	64,400
Affordable Sales Price: Workforce I Units		$515,300	$567,400	$605,900	$643,700

Footnotes:

[1] The Affordable Sales Price calculations are based on the methodology detailed in the County's Inclusionary Housing Administrative Manual, which applies the Health & Safety Code Section 50052.5 calculation methodology.

[2] For the purposes of calculating the Affordable Sales Prices, California Health & Safety Code Section 50052.5 sets the benchmark household sizes at the number of bedrooms in the unit plus one. This is neither an occupancy cap nor a floor.

[3] Based on the 2026 Monterey County household incomes published by the California Department of Housing & Community Development (HCD).

[4] Based on the Housing Authority of the County of Monterey Utility Allowances for Detached Houses. Assumes Electric Heating; Electric Cooking; Basic Electric; Electric Water Heater; Water; Sewer; and Trash. Effective: February 1, 2026.

[5] Based on the Income Allotted to Housing minus the following: Annual Utilities Allowance; Maintenance & Insurance; and Property Taxes @ 1.25% of Affordable Sales Price.

[6] Based on a 50 basis points premium applied to the Freddie Mac monthly average, between August 2025 and July 2026 for a fixed-interest rate loan with a 30-year amortization period.

[7] Based on the homebuyer down payment percentage applied in the County's Draft Administrative Manual. This down payment amount is only used as a benchmark for calculaton purposes. The actual home buyer down payment will vary from purchaser-to-purchaser.

APPENDIX C

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
UNINCORPORATED MONTEREY COUNTY PLANNING AREAS
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT I

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
CARMEL LUP / BIG SUR COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT I: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
CARMEL LUP / BIG SUR COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Three-Bedroom Units				
Market Price	[1]	$3,989,000	$3,989,000	$3,989,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$3,920,300	$3,840,400	$3,607,800
B. Four-Bedroom Units				
Market Price	[1]	$6,438,000	$6,438,000	$6,438,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$6,370,800	$6,284,600	$6,033,200
C. Five-Bedroom Units				
Market Price	[1]	$5,435,000	$5,435,000	$5,435,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$5,369,900	$5,277,300	$5,007,300
II. Distribution of Total Units	[1]			
Three-Bedroom Units		57%	57%	57%
Four-Bedroom Units		23%	23%	23%
Five-Bedroom Units		19%	19%	19%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	3,020	3,020	3,020
Total Saleable Area (SF)		302,000	302,000	302,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$4,771,400	$4,687,600	$4,443,400

IV. In-Lieu Fee					**Totals**
Total In-Lieu Fee	[4]	$28,628,400	$28,125,600	$35,547,200	$92,301,200
Per Total Unit in the Project		$286,300	$281,300	$355,500	$923,000
Per Square Foot of Total Saleable Area		$94.80	$93.10	$117.70	$305.60

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT I.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.
[4] The weighted average Affordability Gap per Incluisionary Unit is $4,615,100.

APPENDIX C - EXHIBIT I: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
CARMEL LUP / BIG SUR COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Three-Bedroom Units		
	Market Price	[1]	$3,989,000
	Affordable Price	[2]	567,400
	Difference		$3,421,600
	B. Four-Bedroom Units		
	Market Price	[1]	$6,438,000
	Affordable Price	[2]	605,900
	Difference		$5,832,100
	C. Five-Bedroom Units		
	Market Price	[1]	$5,435,000
	Affordable Price	[2]	643,700
	Difference		$4,791,300
II.	**Distribution of Total Units**	[1]	
	Three-Bedroom Units		57%
	Four-Bedroom Units		23%
	Five-Bedroom Units		19%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	3,020
	Total Saleable Area (SF)		302,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$4,248,000

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$21,240,000
	Per Total Unit in the Project	$212,400
	Per Square Foot of Total Saleable Area	$70.30

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT I.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT II

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT II: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Three-Bedroom Units				
Market Price	[1]	$2,173,000	$2,173,000	$2,173,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$2,104,300	$2,024,400	$1,791,800
B. Four-Bedroom Units				
Market Price	[1]	$5,352,000	$5,352,000	$5,352,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$5,284,800	$5,198,600	$4,947,200
C. Five-Bedroom Units				
Market Price	[1]	$7,418,000	$7,418,000	$7,418,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$7,352,900	$7,260,300	$6,990,300
II. Distribution of Total Units	[1]			
Three-Bedroom Units		63%	63%	63%
Four-Bedroom Units		21%	21%	21%
Five-Bedroom Units		16%	16%	16%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	3,640	3,640	3,640
Total Saleable Area (SF)		364,000	364,000	364,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$3,602,600	$3,519,400	$3,276,900

IV. In-Lieu Fee				**Totals**
Total In-Lieu Fee	$21,615,600	$21,116,400	$26,215,200	$68,947,200
Per Total Unit in the Project	$216,200	$211,200	$262,200	$689,500
Per Square Foot of Total Saleable Area	$59.40	$58.00	$72.00	$189.40

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT II.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.
[4] The weighted average Affordability Gap per Incluisionary Unit is $3,447,400.

APPENDIX C - EXHIBIT II: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
CARMEL VALLEY MASTER PLAN PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Three-Bedroom Units		
	Market Price	[1]	$2,173,000
	Affordable Price	[2]	567,400
	Difference		$1,605,600
	B. Four-Bedroom Units		
	Market Price	[1]	$5,352,000
	Affordable Price	[2]	605,900
	Difference		$4,746,100
	C. Five-Bedroom Units		
	Market Price	[1]	$7,418,000
	Affordable Price	[2]	643,700
	Difference		$6,774,300
II.	**Distribution of Total Units**	[1]	
	Three-Bedroom Units		63%
	Four-Bedroom Units		21%
	Five-Bedroom Units		16%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	3,640
	Total Saleable Area (SF)		364,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$3,082,900

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$15,414,500
	Per Total Unit in the Project	$154,100
	Per Square Foot of Total Saleable Area	$42.30

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT II.

[2] See APPENDIX B.

[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT III

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT III: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Three-Bedroom Units				
Market Price	[1]	$3,199,000	$3,199,000	$3,199,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$3,130,300	$3,050,400	$2,817,800
B Four-Bedroom Units				
Market Price	[1]	$5,352,000	$5,352,000	$5,352,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$5,284,800	$5,198,600	$4,947,200
C. Five-Bedroom Units				
Market Price	[1]	$4,214,000	$4,214,000	$4,214,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$4,148,900	$4,056,300	$3,786,300
II. Distribution of Total Units	[1]			
Three-Bedroom Units		28%	28%	28%
Four-Bedroom Units		38%	38%	38%
Five-Bedroom Units		34%	34%	34%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	4,290	4,290	4,290
Total Saleable Area (SF)		429,000	429,000	429,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$4,288,400	$4,201,800	$3,949,200

IV. **In-Lieu Fee**				**Totals**
Total In-Lieu Fee	$25,730,400	$25,210,800	$31,593,600	$82,534,800
Per Total Unit in the Project	$257,300	$252,100	$315,900	$825,300
Per Square Foot of Total Saleable Area	$60.00	$58.80	$73.60	$192.40

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT III.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.
[4] The weighted average Affordability Gap per Incluisionary Unit is $4,126,700.

APPENDIX C - EXHIBIT III: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
DEL MONTE FOREST LUP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Three-Bedroom Units		
	Market Price	[1]	$3,199,000
	Affordable Price	[2]	567,400
	Difference		$2,631,600
	B. Four-Bedroom Units		
	Market Price	[1]	$5,352,000
	Affordable Price	[2]	605,900
	Difference		$4,746,100
	C. Five-Bedroom Units		
	Market Price	[1]	$4,214,000
	Affordable Price	[2]	643,700
	Difference		$3,570,300
II.	**Distribution of Total Units**	[1]	
	Three-Bedroom Units		28%
	Four-Bedroom Units		38%
	Five-Bedroom Units		34%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	4,290
	Total Saleable Area (SF)		429,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$3,747,200

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$18,736,000
	Per Total Unit in the Project	$187,400
	Per Square Foot of Total Saleable Area	$43.70

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT III.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT IV

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT IV: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Three-Bedroom Units				
Market Price	[1]	$2,465,000	$2,465,000	$2,465,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$2,396,300	$2,316,400	$2,083,800
B Four-Bedroom Units				
Market Price	[1]	$3,673,000	$3,673,000	$3,673,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$3,605,800	$3,519,600	$3,268,200
C. Five-Bedroom Units				
Market Price	[1]	$4,174,000	$4,174,000	$4,174,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$4,108,900	$4,016,300	$3,746,300
II. Distribution of Total Units	[1]			
Three-Bedroom Units		38%	38%	38%
Four-Bedroom Units		43%	43%	43%
Five-Bedroom Units		19%	19%	19%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	3,870	3,870	3,870
Total Saleable Area (SF)		387,000	387,000	387,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$3,248,300	$3,163,200	$2,915,300

IV. In-Lieu Fee				**Totals**
Total In-Lieu Fee	$19,489,800	$18,979,200	$23,322,400	$61,791,400
Per Total Unit in the Project	$194,900	$189,800	$233,200	$617,900
Per Square Foot of Total Saleable Area	$50.40	$49.00	$60.30	$159.70

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT IV.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.
[4] The weighted average Affordability Gap per Incluisionary Unit is $3,089,600.

APPENDIX C - EXHIBIT IV: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
GREATER MONTEREY PENINSULA PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Three-Bedroom Units		
	Market Price	[1]	$2,465,000
	Affordable Price	[2]	567,400
	Difference		$1,897,600
	B. Four-Bedroom Units		
	Market Price	[1]	$3,673,000
	Affordable Price	[2]	605,900
	Difference		$3,067,100
	C. Five-Bedroom Units		
	Market Price	[1]	$4,174,000
	Affordable Price	[2]	643,700
	Difference		$3,530,300
II.	**Distribution of Total Units**	[1]	
	Three-Bedroom Units		38%
	Four-Bedroom Units		43%
	Five-Bedroom Units		19%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	3,870
	Total Saleable Area (SF)		387,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$2,716,900

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$13,584,500
	Per Total Unit in the Project	$135,800
	Per Square Foot of Total Saleable Area	$35.10

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT IV.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT V

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT V: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Two-Bedroom Units				
Market Price	[1]	$926,000	$926,000	$926,000
Affordable Price	[2]	66,600	138,300	347,800
Difference		$859,400	$787,700	$578,200
B. Three-Bedroom Units				
Market Price	[1]	$1,001,000	$1,001,000	$1,001,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$932,300	$852,400	$619,800
C. Four-Bedroom Units				
Market Price	[1]	$1,227,000	$1,227,000	$1,227,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$1,159,800	$1,073,600	$822,200
D. Five-Bedroom Units				
Market Price	[1]	$1,238,000	$1,238,000	$1,238,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$1,172,900	$1,080,300	$810,300
II. Distribution of Total Units	[1]			
Two-Bedroom Units		4%	4%	4%
Three-Bedroom Units		63%	63%	63%
Four-Bedroom Units		23%	23%	23%
Five-Bedroom Units		10%	10%	10%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	2,300	2,300	2,300
Total Saleable Area (SF)		230,000	230,000	230,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$1,003,600	$921,400	$682,000

IV. In-Lieu Fee				**Totals**
Total In-Lieu Fee	$6,021,600	$5,528,400	$5,456,000	$17,006,000
Per Total Unit in the Project	$60,200	$55,300	$54,600	$170,100
Per Square Foot of Total Saleable Area	$26.20	$24.00	$23.70	$73.90

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT V.

[2] See APPENDIX B.

[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

[4] The weighted average Affordability Gap per Incluisionary Unit is $850,300.

APPENDIX C - EXHIBIT V: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
NORTH COUNTY / SOUTH COUNTY / CENTRAL SALINAS / GREATER SALINAS COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Two-Bedroom Units		
	Market Price	[1]	$926,000
	Affordable Price	[2]	515,300
	Difference		$410,700
	B. Three-Bedroom Units		
	Market Price	[1]	$1,001,000
	Affordable Price	[2]	567,400
	Difference		$433,600
	C. Four-Bedroom Units		
	Market Price	[1]	$1,227,000
	Affordable Price	[2]	605,900
	Difference		$621,100
	D. Five-Bedroom Units		
	Market Price	[1]	$1,238,000
	Affordable Price	[2]	643,700
	Difference		$594,300
II.	**Distribution of Total Units**	[1]	
	Two-Bedroom Units		4%
	Three-Bedroom Units		63%
	Four-Bedroom Units		23%
	Five-Bedroom Units		10%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	2,300
	Total Saleable Area (SF)		230,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$490,400

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$2,452,000
	Per Total Unit in the Project	$24,500
	Per Square Foot of Total Saleable Area	$10.70

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT V.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT VI

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
NORTH COUNTY LCP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT VI: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
NORTH COUNTY LCP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Three-Bedroom Units				
Market Price	[1]	$957,000	$957,000	$957,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$888,300	$808,400	$575,800
B. Four-Bedroom Units				
Market Price	[1]	$1,164,000	$1,164,000	$1,164,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$1,096,800	$1,010,600	$759,200
II. Distribution of Total Units	[1]			
Three-Bedroom Units		66%	66%	66%
Four-Bedroom Units		34%	34%	34%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	2,040	2,040	2,040
Total Saleable Area (SF)		204,000	204,000	204,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$960,200	$878,100	$639,000

IV. In-Lieu Fee				**Totals**
Total In-Lieu Fee	$5,761,200	$5,268,600	$5,112,000	$16,141,800
Per Total Unit in the Project	$57,600	$52,700	$51,100	$161,400
Per Square Foot of Total Saleable Area	$28.20	$25.80	$25.10	$79.10

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT VI.
[2] See APPENDIX B.
[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.
[4] The weighted average Affordability Gap per Incluisionary Unit is $807,100.

APPENDIX C - EXHIBIT VI: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
NORTH COUNTY LCP PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Three-Bedroom Units		
	Market Price	[1]	$957,000
	Affordable Price	[2]	567,400
	Difference		$389,600
	B. Four-Bedroom Units		
	Market Price	[1]	$1,164,000
	Affordable Price	[2]	605,900
	Difference		$558,100
II.	**Distribution of Total Units**	[1]	
	Three-Bedroom Units		66%
	Four-Bedroom Units		34%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	2,040
	Total Saleable Area (SF)		204,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$447,700

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$2,238,500
	Per Total Unit in the Project	$22,400
	Per Square Foot of Total Saleable Area	$11.00

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT VI.

[2] See APPENDIX B.

[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

APPENDIX C - EXHIBIT VII

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

APPENDIX C - EXHIBIT VII: TABLE 1

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
6% VERY LOW INCOME; 6% LOW INCOME; AND 8% MODERATE INCOME UNITS
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

		Very Low Income	Low Income	Moderate Income
I. Sales Price Difference				
A. Two-Bedroom Units				
Market Price	[1]	$1,008,000	$1,008,000	$1,008,000
Affordable Price	[2]	66,600	138,300	347,800
Difference		$941,400	$869,700	$660,200
B. Three-Bedroom Units				
Market Price	[1]	$1,204,000	$1,204,000	$1,204,000
Affordable Price	[2]	68,700	148,600	381,200
Difference		$1,135,300	$1,055,400	$822,800
C. Four-Bedroom Units				
Market Price	[1]	$1,581,000	$1,581,000	$1,581,000
Affordable Price	[2]	67,200	153,400	404,800
Difference		$1,513,800	$1,427,600	$1,176,200
D. Five-Bedroom Units				
Market Price	[1]	$1,730,000	$1,730,000	$1,730,000
Affordable Price	[2]	65,100	157,700	427,700
Difference		$1,664,900	$1,572,300	$1,302,300
II. Distribution of Total Units	[1]			
Two-Bedroom Units		6%	6%	6%
Three-Bedroom Units		51%	51%	51%
Four-Bedroom Units		31%	31%	31%
Five-Bedroom Units		12%	12%	12%
Total		100%	100%	100%
III. Assumptions				
Total Units	[3]	100	100	100
Weighted Average Unit Size (SF)	[1]	2,540	2,540	2,540
Total Saleable Area (SF)		254,000	254,000	254,000
Inclusionary Housing Percentage		6%	6%	8%
Number of Inclusionary Units		6.0	6.0	8.0
Affordability Gap Per Inclusionary Unit		$1,305,500	$1,222,600	$981,000

IV. In-Lieu Fee				**Totals**
Total In-Lieu Fee	$7,833,000	$7,335,600	$7,848,000	$23,016,600
Per Total Unit in the Project	$78,300	$73,400	$78,500	$230,200
Per Square Foot of Total Saleable Area	$30.80	$28.90	$30.90	$90.60

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT VII.

[2] See APPENDIX B.

[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.

[4] The weighted average Affordability Gap per Incluisionary Unit is $1,150,800.

APPENDIX C - EXHIBIT VII: TABLE 2

IN-LIEU FEE CALCULATIONS
OWNERSHIP HOUSING DEVELOPMENT
5% WORKFORCE I UNITS
TORO / CACHAGUA COMBINED PLANNING AREA
INCLUSIONARY HOUSING ORDINANCE: IN-LIEU FEE ANALYSIS
MONTEREY COUNTY, CALIFORNIA

			Workforce I Units
I.	**Sales Price Difference**		
	A. Two-Bedroom Units		
	Market Price	[1]	$1,008,000
	Affordable Price	[2]	515,300
	Difference		$492,700
	B. Three-Bedroom Units		
	Market Price	[1]	$1,204,000
	Affordable Price	[2]	567,400
	Difference		$636,600
	C. Four-Bedroom Units		
	Market Price	[1]	$1,581,000
	Affordable Price	[2]	605,900
	Difference		$975,100
	D. Five-Bedroom Units		
	Market Price	[1]	$1,730,000
	Affordable Price	[2]	643,700
	Difference		$1,086,300
II.	**Distribution of Total Units**	[1]	
	Two-Bedroom Units		6%
	Three-Bedroom Units		51%
	Four-Bedroom Units		31%
	Five-Bedroom Units		12%
	Total		100%
III.	**Assumptions**		
	Total Units	[3]	100
	Weighted Average Unit Size (SF)	[1]	2,540
	Total Saleable Area (SF)		254,000
	Inclusionary Housing Percentage		5%
	Number of Inclusionary Units		5.0
	Affordability Gap Per Inclusionary Unit		$787,700

IV.	**In-Lieu Fee**	**Totals**
	Total In-Lieu Fee	$3,938,500
	Per Total Unit in the Project	$39,400
	Per Square Foot of Total Saleable Area	$15.50

[1] Based on the average sales prices identified in the survey provided in APPENDIX A - EXHIBIT VII.

[2] See APPENDIX B.

[3] The project size was selected to allow for the income categories to receive whole number Inclusionary Housing requirements.