



David
Kent's



Monterey
Peninsula



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AVERAGE PRICE OF HOMES SOLD ~ 12 MONTH HOME SALES COMPARISON ~ THIS YEAR vs. LAST YEAR ~ FOR YEAR ENDING ~ MARCH 31, 2012

	Total of All Cities and Unincorporated Areas									Carmel						Pebble Beach									
	TY vs LY		Appreciation	2010			5 Year Appreciation	5 Yr Avg Appreciation	TY vs LY		Appreciation	2010			5 Year Appreciation	5 Yr Avg Appreciation	TY vs LY		Appreciation	2010			5 year Appreciation	5 Yr Avg Appreciation	
	2012	2011		2010	2009	2008			2012	2011		2010	2009	2008			2012	2011		2010	2009	2008			2012
January	\$6,361,176	\$6,274,871	1%	\$5,275,116	\$4,348,403	\$8,940,703	-29%	-6%	\$890,541	\$906,093	-2%	\$1,360,944	\$1,222,642	\$2,607,857	-6%	-13%	\$3,522,168	\$3,572,571	-1%	\$1,500,750	\$1,415,000	\$3,622,513	-3%	-1%	
February	\$5,756,365	\$6,786,195	-15%	\$4,769,267	\$6,019,193	\$9,187,233	-37%	-7%	\$1,426,937	\$1,295,750	10%	\$1,672,666	\$2,151,363	\$1,860,818	-23%	-5%	\$2,295,357	\$3,750,000	-39%	\$982,661	\$2,006,580	\$2,191,666	5%	1%	
March	\$4,191,343	\$6,159,478	-32%	\$5,809,665	\$5,420,726	\$7,103,431	-41%	-8%	\$1,359,738	\$1,354,420	0%	\$865,115	\$1,475,800	\$1,856,285	-26%	-5%	\$1,208,799	\$2,421,482	-50%	\$2,784,416	\$1,332,500	\$1,792,200	-33%	-7%	
April	\$0	\$6,183,630	-100%	\$4,225,404	\$6,961,365	\$7,487,043	-100%	-20%		\$1,447,533	-100%	\$1,326,363	\$1,607,142	\$2,120,833	-100%	-20%		\$1,740,166	-100%	\$953,750	\$3,448,750	\$2,502,500	-100%	-20%	
May	\$0	\$4,383,998	-100%	\$8,065,994	\$4,573,852	\$7,706,458	-100%	-20%		\$1,075,627	-100%	\$1,339,116	\$1,166,250	\$1,765,333	-100%	-20%		\$1,282,500	-100%	\$3,739,800	\$1,632,666	\$2,232,500	-100%	-20%	
June	\$0	\$5,274,881	-100%	\$6,652,639	\$4,719,028	\$8,630,841	-100%	-20%		\$1,754,595	-100%	\$1,853,636	\$1,266,571	\$1,847,142	-100%	-20%		\$1,438,000	-100%	\$2,513,928	\$1,158,666	\$3,586,250	-100%	-20%	
July	\$0	\$4,474,254	-100%	\$5,565,085	\$5,393,054	\$7,473,681	-100%	-20%		\$1,327,843	-100%	\$1,224,500	\$1,257,071	\$1,561,428	-100%	-20%		\$1,325,833	-100%	\$1,762,857	\$2,199,750	\$2,152,600	-100%	-20%	
August	\$0	\$5,063,203	-100%	\$4,724,902	\$5,119,909	\$7,106,168	-100%	-20%		\$1,879,388	-100%	\$989,187	\$1,438,994	\$1,741,000	-100%	-20%		\$1,348,877	-100%	\$1,107,966	\$1,578,777	\$1,935,000	-100%	-20%	
September	\$0	\$4,566,489	-100%	\$3,699,598	\$4,879,290	\$6,846,781	-100%	-20%		\$1,629,377	-100%	\$721,400	\$1,617,954	\$1,739,038	-100%	-20%		\$1,002,444	-100%	\$1,029,983	\$815,000	\$1,140,000	-100%	-20%	
October	\$0	\$7,693,440	-100%	\$5,352,013	\$5,512,402	\$6,322,399	-100%	-20%		\$1,391,361	-100%	\$1,323,692	\$1,350,090	\$1,716,505	-100%	-20%		\$4,337,440	-100%	\$1,929,450	\$1,026,666	\$1,877,314	-100%	-20%	
November	\$0	\$4,382,303	-100%	\$5,272,568	\$5,698,294	\$7,478,837	-100%	-20%		\$1,282,478	-100%	\$1,241,888	\$1,637,772	\$1,875,000	-100%	-20%		\$896,800	-100%	\$2,115,000	\$2,243,515	\$2,923,750	-100%	-20%	
December	\$0	\$4,452,845	-100%	\$8,251,106	\$4,382,289	\$5,121,321	-100%	-20%		\$1,200,773	-100%	\$1,763,360	\$1,395,576	\$1,632,375	-100%	-20%		\$1,589,363	-100%	\$4,575,000	\$1,032,500	\$1,467,800	-100%	-20%	
	Year To Date (Calculated Monthly)									Year To Date (Calculated Monthly)						Year To Date (Calculated Monthly)									
	TY vs LY		Appreciation	2010			5 Yr Avg Appreciation	5 Yr Avg Appreciation	TY vs LY		Appreciation	2010			5 Year Appreciation	5 Yr Avg Appreciation	TY vs LY		Appreciation	2010			5 Year Appreciation	5 Yr Avg Appreciation	
	2012	2011		2010	2009	2008			2012	2011		2010	2009	2008			2012	2011		2010	2009	2008			2012
Total	\$16,308,884	\$19,220,544	-15%	\$15,854,048	\$15,788,322	\$25,231,367	-35%	-7%	\$3,677,216	\$3,556,263	3%	\$3,898,725	\$4,849,805	\$6,304,960	-42%	-8%	\$7,026,324	\$9,744,053	-28%	\$5,267,827	\$4,754,080	\$7,606,379	-8%	-2%	
Average Price	\$5,436,295	\$6,406,848	-15%	\$5,284,683	\$5,262,774	\$8,410,456	-35%	-7%	\$1,225,739	\$1,185,421	3%	\$1,299,575	\$1,616,602	\$2,101,653	-42%	-8%	\$2,342,108	\$3,248,018	-28%	\$1,755,942	\$1,584,693	\$2,535,460	-8%	-2%	
	AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	
			\$5,436,295	\$6,406,848	\$5,284,683	\$5,262,774			\$1,225,739	\$1,185,421	\$1,299,575	\$1,616,602	\$2,101,653			\$2,342,108	\$3,248,018	\$1,755,942	\$1,584,693	\$2,535,460			\$1,755,942	\$1,584,693	\$2,535,460

These statistics represent the average prices of homes sold by month in the named cities and unincorporated Pebble Beach through ~ MARCH 31, 2012. All data has been obtained from MLS Listings, Inc.

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AVERAGE PRICE OF HOMES SOLD ~ 12 MONTH HOME SALES COMPARISON ~ THIS YEAR vs. LAST YEAR ~ FOR YEAR ENDING ~ MARCH 31, 2012

	Carmel Valley								Monterey								Pacific Grove											
	2012		2011		TY vs LY Appreciation		5 Yr Avg Appreciation		2012		2011		TY vs LY % Chg		5 year Appreciation		5 Yr Avg Appreciation		2012		2011		TY vs LY % Chg		5 year Appreciation		5 Yr Avg Appreciation	
January	\$896,000	\$784,375	14%	\$1,238,500	\$665,000	\$1,075,000	-17%	-3%	\$446,438	\$483,275	-8%	\$482,722	\$455,000	\$647,000	-31%	-6%	\$606,029	\$528,557	15%	\$692,200	\$590,761	\$988,333	-39%	-8%				
February	\$786,857	\$696,400	13%	\$721,083	\$766,250	\$2,838,333	-72%	-14%	\$476,414	\$428,712	11%	\$755,000	\$547,500	\$865,416	-45%	-9%	\$770,800	\$615,333	25%	\$837,600	\$547,500	\$1,431,000	-46%	-9%				
March	\$516,750	\$1,044,400	-51%	\$712,045	\$1,020,333	\$1,857,500	-72%	-14%	\$559,800	\$479,100	17%	\$610,489	\$591,000	\$923,466	-39%	-8%	\$546,256	\$860,076	-36%	\$837,600	\$1,001,093	\$693,980	-21%	-4%				
April		\$1,639,812	-100%	\$704,000	\$739,916	\$1,532,500	-100%	-20%		\$702,500	-100%	\$609,000	\$513,557	\$640,980	-100%	-20%		\$653,619	-100%	\$632,291	\$652,000	\$690,230	-100%	-20%				
May		\$807,750	-100%	\$1,552,778	\$686,186	\$1,968,750	-100%	-20%		\$618,455	-100%	\$760,100	\$525,750	\$712,500	-100%	-20%		\$599,666	-100%	\$674,200	\$563,000	\$1,027,375	-100%	-20%				
June		\$892,125	-100%	\$761,230	\$709,375	\$1,447,071	-100%	-20%		\$497,590	-100%	\$638,038	\$640,666	\$783,722	-100%	-20%		\$692,571	-100%	\$885,807	\$943,750	\$966,656	-100%	-20%				
July		\$606,750	-100%	\$1,393,453	\$800,250	\$1,991,666	-100%	-20%		\$585,444	-100%	\$511,650	\$550,900	\$674,416	-100%	-20%		\$628,384	-100%	\$672,625	\$585,083	\$1,093,571	-100%	-20%				
August		\$775,000	-100%	\$1,170,000	\$890,000	\$1,825,200	-100%	-20%		\$514,291	-100%	\$692,812	\$564,491	\$757,750	-100%	-20%		\$545,647	-100%	\$764,937	\$647,647	\$847,218	-100%	-20%				
September		\$890,457	-100%	\$728,519	\$1,124,125	\$2,575,000	-100%	-20%		\$486,911	-100%	\$649,911	\$735,666	\$640,343	-100%	-20%		\$557,300	-100%	\$569,785	\$586,545	\$752,400	-100%	-20%				
October		\$911,630	-100%	\$905,427	\$1,711,666	\$1,449,500	-100%	-20%		\$513,724	-100%	\$487,000	\$585,807	\$697,330	-100%	-20%		\$539,285	-100%	\$706,444	\$838,173	\$581,750	-100%	-20%				
November		\$1,076,271	-100%	\$673,888	\$492,400	\$986,025	-100%	-20%		\$550,866	-100%	\$631,333	\$502,857	\$882,187	-100%	-20%		\$575,888	-100%	\$610,459	\$821,750	\$811,875	-100%	-20%				
December		\$606,886	-100%	\$742,278	\$798,090	\$813,750	-100%	-20%		\$490,357	-100%	\$493,818	\$527,237	\$601,203	-100%	-20%		\$565,466	-100%	\$676,650	\$628,886	\$606,193	-100%	-20%				
	Year To Date (Calculated Monthly)								Year To Date (Calculated Monthly)								Year To Date (Calculated Monthly)											
	2012		2011		TY vs LY Appreciation		5 Yr Avg Appreciation		2012		2011		TY vs LY % Chg		5 Year Appreciation		5 Yr Avg Appreciation		2012		2011		TY vs LY % Chg		5 Year Appreciation		5 Yr Avg Appreciation	
Total	\$2,199,607	\$2,525,175	-13%	\$2,671,628	\$2,451,583	\$5,770,833	-62%	-12%	\$1,482,652	\$1,391,087	7%	\$1,848,211	\$1,593,500	\$2,435,882	-39%	-8%	\$1,923,085	\$2,003,966	-4%	\$2,167,657	\$2,139,354	\$3,113,313	-38%	-8%				
Average	\$733,202	\$841,725	-13%	\$890,543	\$817,194	\$1,923,611	-62%	-12%	\$494,217	\$463,696	7%	\$616,070	\$531,167	\$811,961	-39%	-8%	\$641,028	\$667,989	-4%	\$722,552	\$713,118	\$1,037,771	-38%	-8%				
	AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr			AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr			AVERAGE BY QUARTER		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr						
			\$733,202	###/###/##	###/###/##	###/###/##					\$494,217	###/###/##	###/###/##	###/###/##					\$641,028	###/###/##	###/###/##	###/###/##						

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