



**David
Kent's**



**Monterey
Peninsula**



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BUYERS UNDER CONTRACT ~ 12 MONTH HOME SALES COMPARISON ~ THIS YEAR vs. LAST YEAR ~ FOR YEAR ENDING ~ FEBRUARY 28, 2014

	Total of All Cities and Unincorporated Areas								Carmel								Pebble Beach															
	TY vs LY				5 Yr Avg				TY vs LY				Avg				TY vs LY				Avg											
	2014	2013	% Chg	2012	2011	2010	Avg/Month	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg								
January	85	72	18%	71	73	52	71	20%	28	13	115%	19	19	13	18	52%	17	9	89%	10	9	11	11	52%								
February	90	100	-10%	107	86	53	87	3%	27	30	-10%	30	24	18	26	5%	10	18	-44%	18	10	6	12	-19%								
March	0	98	-100%	90	63	71	64	-100%		27	-100%	21	22	23	23	-100%		11	-100%	12	8	3	9	-100%								
April	0	102	-100%	76	57	88	65	-100%		34	-100%	24	15	18	23	-100%		8	-100%	10	5	15	10	-100%								
May	0	83	-100%	80	77	67	61	-100%		26	-100%	20	18	17	20	-100%		9	-100%	7	6	6	7	-100%								
June	0	70	-100%	77	75	68	58	-100%		18	-100%	18	21	19	19	-100%		9	-100%	16	7	8	10	-100%								
July	0	90	-100%	80	81	69	64	-100%		21	-100%	19	18	15	18	-100%		16	-100%	9	10	6	10	-100%								
August	0	94	-100%	82	89	45	62	-100%		19	-100%	25	21	12	19	-100%		13	-100%	7	11	4	9	-100%								
September	0	73	-100%	87	74	64	60	-100%		14	-100%	23	21	21	20	-100%		11	-100%	12	8	7	10	-100%								
October	0	77	-100%	76	75	48	55	-100%		20	-100%	21	18	21	20	-100%		6	-100%	9	15	3	8	-100%								
November	0	89	-100%	73	72	48	56	-100%		21	-100%	17	17	15	18	-100%		13	-100%	11	9	2	9	-100%								
December	0	65	-100%	116	69	52	60	-100%		10	-100%	23	16	15	16	-100%		8	-100%	13	9	5	9	-100%								
	Year To Date (Calculated Monthly)								Year To Date (Calculated Monthly)								Year To Date (Calculated Monthly)															
			TY vs LY					5 Yr Avg			TY vs LY					5 Yr Avg			TY vs LY					Avg	5 Yr Avg							
	2014	2013	% Chg	2012	2011	2010	Avg/Month	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg								
Total	175	172	2%	178	159	105	158	11%	55	43	28%	49	43	31	44	24%	27	27	0%	28	19	17	24	14%								
Average	88	86	2%	89	80	53	79	11%	28	22	28%	25	22	16	22	24%	14	14	0%	14	10	9	12	14%								
	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr				1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	175				0				0				0				27				0				0				0			

statistics represent the number of pending sales by month in the named cities and unincorporated Pebble Beach through ~ FEBRUARY 28, 2014. All data has been obtained from MLS Listing

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	Carmel Valley								Monterey								Pacific Grove															
	TY vs LY			5 Yr Avg					TY vs LY			Avg					TY vs LY			Avg												
	2014	2013	% Chg	2012	2011	2010	Avg/Month	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg								
January	17	15	13%	12	10	12	13	29%	17	12	42%	16	17	10	14	18%	6	23	-74%	14	18	6	13	-55%								
February	14	16	-13%	9	15	9	13	11%	22	19	16%	21	21	10	19	18%	17	17	0%	29	16	10	18	-4%								
March	14	14	-100%	12	14	13	13	-100%	24	24	-100%	20	9	11	13	-100%	22	22	-100%	25	10	21	16	-100%								
April	17	17	-100%	14	11	20	16	-100%	21	21	-100%	14	19	15	14	-100%	22	22	-100%	14	7	20	13	-100%								
May	13	13	-100%	15	13	14	14	-100%	22	22	-100%	21	23	13	16	-100%	13	13	-100%	17	17	17	13	-100%								
June	11	11	-100%	12	11	18	13	-100%	20	20	-100%	12	15	11	12	-100%	12	12	-100%	19	21	12	13	-100%								
July	12	12	-100%	18	13	16	15	-100%	24	24	-100%	20	22	16	16	-100%	17	17	-100%	14	18	16	13	-100%								
August	17	17	-100%	10	17	9	13	-100%	27	27	-100%	18	26	11	16	-100%	18	18	-100%	22	14	9	13	-100%								
September	7	7	-100%	14	16	15	13	-100%	26	26	-100%	22	12	13	15	-100%	15	15	-100%	16	17	8	11	-100%								
October	6	6	-100%	18	15	11	13	-100%	30	30	-100%	10	13	7	12	-100%	15	15	-100%	18	14	6	11	-100%								
November	21	21	-100%	11	13	7	13	-100%	18	18	-100%	19	17	12	13	-100%	16	16	-100%	15	16	12	12	-100%								
December	15	15	-100%	22	14	12	16	-100%	19	19	-100%	31	17	10	15	-100%	13	13	-100%	27	13	10	13	-100%								
Year To Date (Calculated Monthly)																																
	TY vs LY			5 Yr Avg					TY vs LY			Avg					TY vs LY			Avg												
	2014	2013	% Chg	2012	2011	2010	Avg/Month	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg	2014	2013	% Chg	2012	2011	2010	Month/City	% Chg Avg								
Total	31	31	0%	21	25	21	26	20%	39	31	26%	37	38	20	33	18%	23	40	-43%	43	34	16	31	-26%								
Average	16	16	0%	11	13	11	13	20%	20	16	26%	19	19	10	17	18%	12	20	-43%	22	17	8	16	-26%								
	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr				1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	31				0				0				0				39				0				0				0			

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