



**David
Kent's**



**Monterey
Peninsula**



**Market
Tracker®**



BUYERS UNDER CONTRACT ~ 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				5 Yr Avg				TY vs LY				Avg				5 Yr Avg				TY vs LY				Avg				5 Yr Avg			
		2012	2011	% Chg	2010	2009	2008	Avg/Month	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg
January		71	73	-3%	52	45	39	56	27%	19	19	0%	13	14	14	16	20%	10	9	11%	11	7	5	8	19%								
February		107	86	24%	53	41	35	64	66%	30	24	25%	18	15	6	19	61%	18	10	80%	6	5	12	10	76%								
March		90	63	43%	71	42	37	61	49%	21	22	-5%	23	8	16	18	17%	12	8	50%	3	3	3	6	107%								
April		0	57	-100%	88	41	41	45	-100%		15	-100%	18	7	12	13	-100%		5	-100%	15	7	7	9	-100%								
May		0	77	-100%	67	63	45	50	-100%		18	-100%	17	15	13	16	-100%		6	-100%	6	5	6	6	-100%								
June		0	75	-100%	68	72	65	56	-100%		21	-100%	19	18	21	20	-100%		7	-100%	8	8	8	8	-100%								
July		0	81	-100%	69	77	65	58	-100%		18	-100%	15	17	15	16	-100%		10	-100%	6	12	9	9	-100%								
August		0	89	-100%	45	78	41	51	-100%		21	-100%	12	25	10	17	-100%		11	-100%	4	4	6	6	-100%								
September		0	74	-100%	64	58	72	54	-100%		21	-100%	21	21	22	21	-100%		8	-100%	7	5	13	8	-100%								
October		0	75	-100%	48	55	40	44	-100%		18	-100%	21	14	9	16	-100%		15	-100%	3	9	4	8	-100%								
November		0	72	-100%	48	64	30	43	-100%		17	-100%	15	13	3	12	-100%		9	-100%	2	9	7	7	-100%								
December		0	69	-100%	52	61	38	44	-100%		16	-100%	15	14	12	14	-100%		9	-100%	5	6	9	7	-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				Avg				5 Yr Avg				TY vs LY				Avg				5 Yr Avg			
		2012	2011	% Chg	2010	2009	2008	Avg/Month	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg Avg
Total		268	222	21%	176	128	111	181	48%	70	65	8%	54	37	36	52	34%	40	27	48%	20	15	20	24	64%								
Average		89	74	21%	59	43	37	60	48%	23	22	8%	18	12	12	17	34%	13	9	48%	7	5	7	8	64%								
		1st Qtr				2nd Qtr				3rd Qtr				4th Qtr				1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
		268				0				0				0				70				0				0				0			

These statistics represent the number of pending sales 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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BUYERS UNDER CONTRACT ~ 12 MONTH HOME SALES COMPARISON ~ THIS YEAR vs. LAST YEAR ~ FOR YEAR ENDING ~ MARCH 31, 2012

	Carmel Valley								Monterey								Pacific Grove																																							
	TY vs LY							5 Yr Avg		TY vs LY							Avg		5 Yr Avg		TY vs LY							Avg		5 Yr Avg																										
	2012	2011	% Chg	2010	2009	2008	Avg/Month	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg																				
January	12	10	20%	12	6	4	9	36%	16	17	-6%	10	8	9	12	33%	14	18	-22%	6	10	7	11	27%	10	10	0%	21	21	0%	10	6	5	13	67%	29	16	81%	10	9	6	14	107%													
February	9	15	-40%	9	6	6	9	0%	21	21	0%	10	6	5	13	67%	29	16	81%	10	9	6	14	107%	10	10	0%	20	9	122%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%													
March	12	14	-14%	13	12	3	11	11%	20	9	122%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
April	11	11	-100%	20	9	9	12	-100%	19	19	-100%	15	8	7	10	-100%	7	7	-100%	20	10	6	9	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
May	13	13	-100%	14	10	7	11	-100%	23	23	-100%	13	17	6	12	-100%	17	17	-100%	17	16	13	13	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
June	11	11	-100%	18	18	11	15	-100%	15	15	-100%	11	14	15	11	-100%	21	21	-100%	12	14	10	11	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
July	13	13	-100%	16	11	8	12	-100%	22	22	-100%	16	26	11	15	-100%	18	18	-100%	16	11	22	13	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
August	17	17	-100%	9	16	6	12	-100%	26	26	-100%	11	12	8	11	-100%	14	14	-100%	9	21	11	11	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
September	16	16	-100%	15	6	7	11	-100%	12	12	-100%	13	12	18	11	-100%	17	17	-100%	8	14	12	10	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
October	15	15	-100%	11	9	2	9	-100%	13	13	-100%	7	9	14	9	-100%	14	14	-100%	6	14	11	9	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
November	13	13	-100%	7	14	2	9	-100%	17	17	-100%	12	13	11	11	-100%	16	16	-100%	12	15	7	10	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
December	14	14	-100%	12	16	5	12	-100%	17	17	-100%	10	10	3	8	-100%	13	13	-100%	10	15	9	9	-100%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
Year To Date (Calculated Monthly)			Year To Date (Calculated Monthly)								Year To Date (Calculated Monthly)																																													
			TY vs LY						5 Yr Avg					TY vs LY						Avg		5 Yr Avg					TY vs LY						Avg		5 Yr Avg																					
			2012	2011	% Chg	2010	2009	2008	Avg/Month	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg	2012	2011	% Chg	2010	2009	2008	Month/City	% Chg	Avg																		
Total	33	39	-15%	34	24	13	29	15%	57	47	21%	31	24	22	36	57%	68	44	55%	37	28	20	39	73%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
Average	11	13	-15%	11	8	4	10	15%	19	16	21%	10	8	7	12	57%	23	15	55%	12	9	7	13	73%	10	10	0%	11	10	8	12	72%	25	10	150%	21	9	7	14	74%																
			1st Qtr				2nd Qtr				3rd Qtr				4th Qtr							1st Qtr				2nd Qtr				3rd Qtr				4th Qtr							1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
			33				0				0				0							57				0				0				0							68				0				0				0			

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