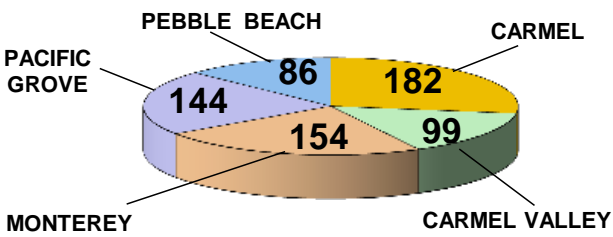


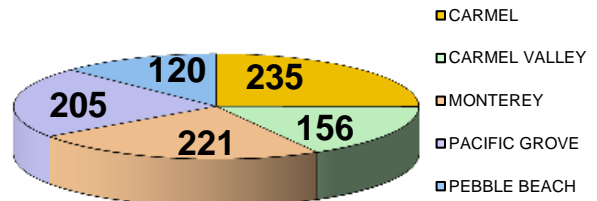
TOTAL PENINSULA MARKET

NUMBER OF HOMES SOLD ~ LAST 12 MONTHS
THERE WERE **665** HOMES SOLD ~ LAST 12 MONTHS




THERE WERE **12%** MORE HOMES SOLD ~ LAST 12 MONTHS vs. PRIOR 12 MONTHS

NUMBER OF BUYERS UNDER CONTRACT ~ LAST 12
THERE WERE **937** REAL BUYERS ~ LAST 12 MONTHS



THERE WERE **22%** MORE REAL BUYERS ~ LAST 12 MONTHS vs. PRIOR 12 MONTHS



AVERAGE PRICE OF ALL HOMES SOLD		
ON THE MONTEREY PENINSULA ~ LAST 12 MONTHS vs. PRIOR 12 MONTHS		
\$1,046,399		\$1,183,831
LAST 12 MONTH'S AVG		12 MONTH'S PRIOR AVG
DOWN -12% FROM PRIOR YEAR		

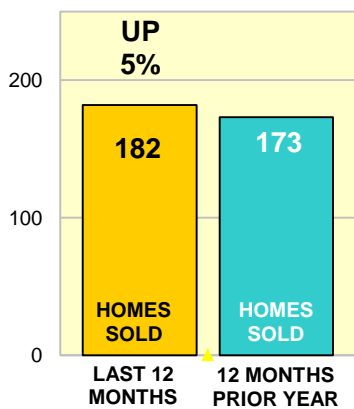


David Kent's Monterey Peninsula Market Tracker© is a useful tool in two ways. First, it graphically displays the actual number of homes sold, along with their average prices, this year versus last year. Secondly, it helps to forecast our local market's trend by tracking the number of 'real buyers', (i.e. buyers currently 'under contract') which corresponds to the number of homes that will be sold in the near future.

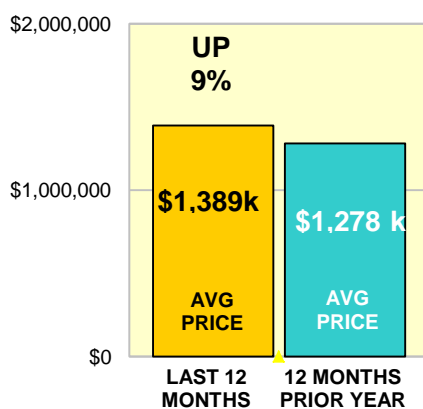
Statistics included in this analysis were obtained from *MLS Listings, Inc.*, our multiple listing service.

CARMEL

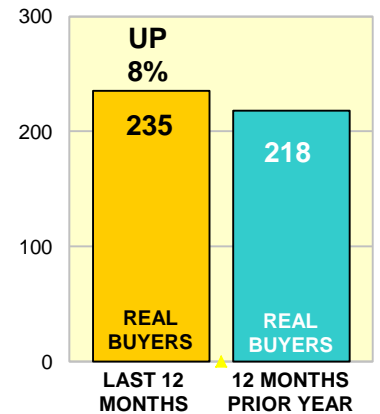
HOMES SOLD LAST 12 MONTHS vs. 12 MONTHS PRIOR



AVERAGE PRICE OF HOMES SOLD

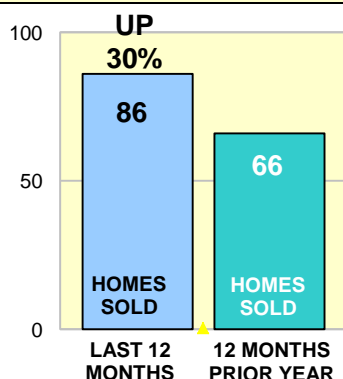


NUMBER OF REAL BUYERS UNDER CONTRACT

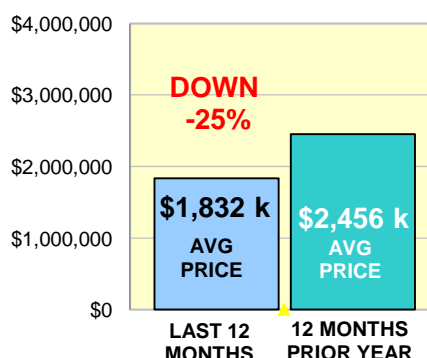


PEBBLE BEACH

HOMES SOLD LAST 12 MONTHS vs. 12 MONTHS PRIOR



AVERAGE PRICE OF HOMES SOLD



NUMBER OF REAL BUYERS UNDER CONTRACT

