

Facts and Trends™



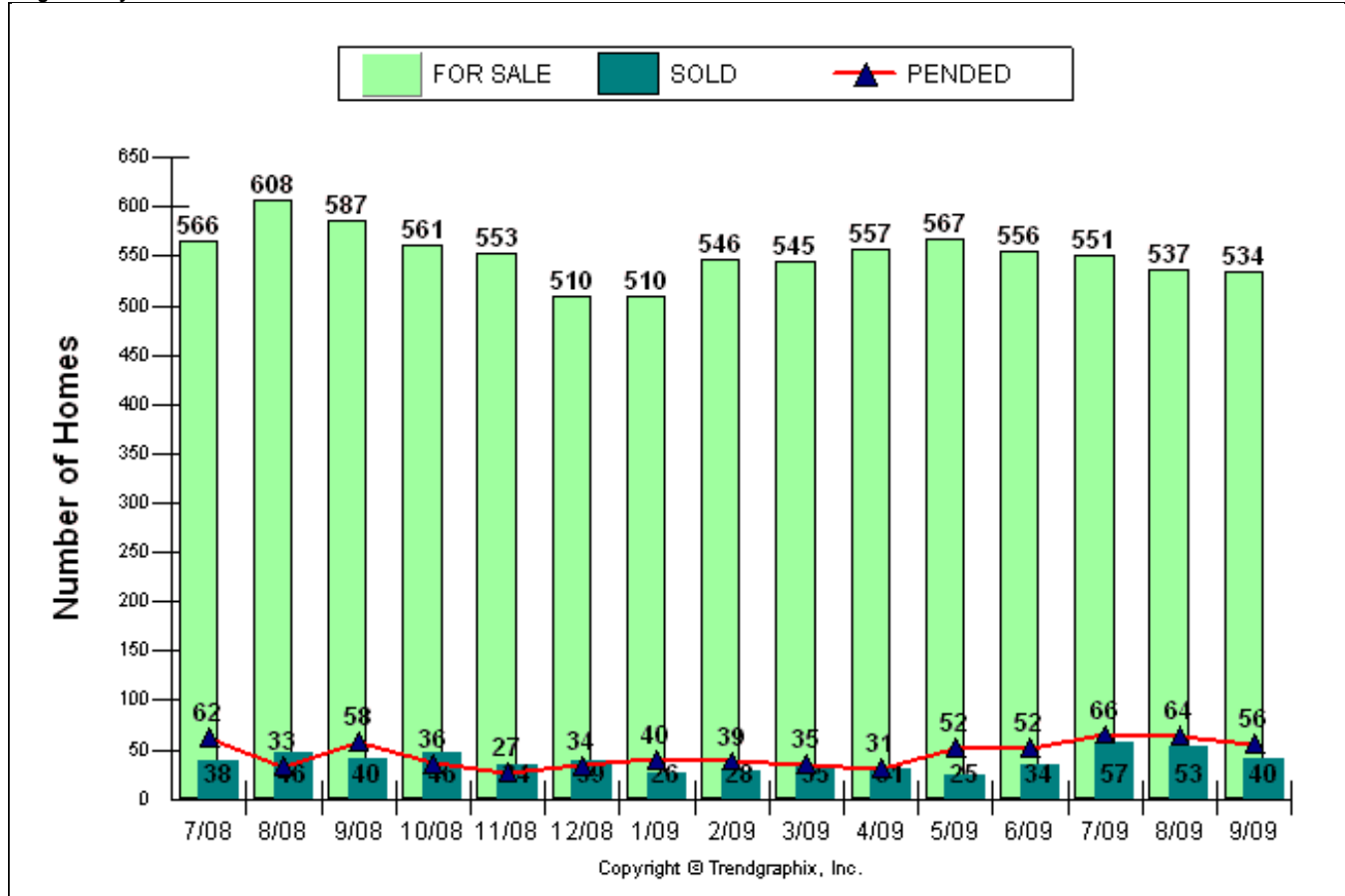
Published Oct. 2009**

Location : Carmel , Carmel Valley , Monterey , Pacific Grove , Pebble Beach

Number of Homes For Sale vs. Sold vs. Pended (Jul. 2008 - Sep. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit
Single Family Homes

Prepared for you by: DAVID KENT, CRS



	1 month			1 year			15 months		
	Aug 09	Sep 09	% Change	Sep 08	Sep 09	% Change	July 08	Sep 09	% Change
For Sale	537	534	-0.6% ↓	587	534	-9% ↓	566	534	-5.7% ↓
Sold	53	40	-24.5% ↓	40	40	0%	38	40	5.3% ↑
Pended	64	56	-12.5% ↓	58	56	-3.4% ↓	62	56	-9.7% ↓

Date	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09
For Sale	566	608	587	561	553	510	510	546	545	557	567	556	551	537	534
New Listing	107	101	101	86	76	59	114	109	90	96	106	87	109	95	84
Sold	38	46	40	46	34	39	26	28	35	31	25	34	57	53	40
Pended	62	33	58	36	27	34	40	39	35	31	52	52	66	64	56
Mon of Inv. on Sold	14.9	13.2	14.7	12.2	16.3	13.1	19.6	19.5	15.6	18	22.7	16.4	9.7	10.1	13.4
Mon of Inv. on Pended	9.1	18.4	10.1	15.6	20.5	15	12.8	14	15.6	18	10.9	10.7	8.3	8.4	9.5
Absorption Rt. on Sold	6.7	7.6	6.8	8.2	6.1	7.6	5.1	5.1	6.4	5.6	4.4	6.1	10.3	9.9	7.5
Absorption Rt. on Pended	11	5.4	9.9	6.4	4.9	6.7	7.8	7.1	6.4	5.6	9.2	9.4	12	11.9	10.5
Avg. Act Price	2082	2065	2098	2111	2109	2166	2215	2196	2182	2165	2146	2286	2202	2292	2403
Avg. Sld Price	1231	1264	1293	1310	1249	899	968	1522	1097	1212	833	996	997	1063	1016
Avg. Sq Ft Price	623.7	697.6	738.1	660.9	646.2	557.4	525.2	786.8	589.1	561.8	546.1	536.1	510.9	562.6	518.1
Sold/List Diff. %	91	94	92	93	93	90	91	90	90	92	89	92	89	90	91
Days on Market	102	93	140	120	152	120	141	111	123	102	136	121	138	107	136
Sold/Orig LP Diff. %	87	88	88	86	83	84	81	82	81	82	74	84	77	82	83
Avg CDOM	139	128	150	130	166	134	174	138	156	107	177	130	166	125	161
Median Price	890	1014	1025	928	788	660	783	830	890	725	616	825	780	765	848

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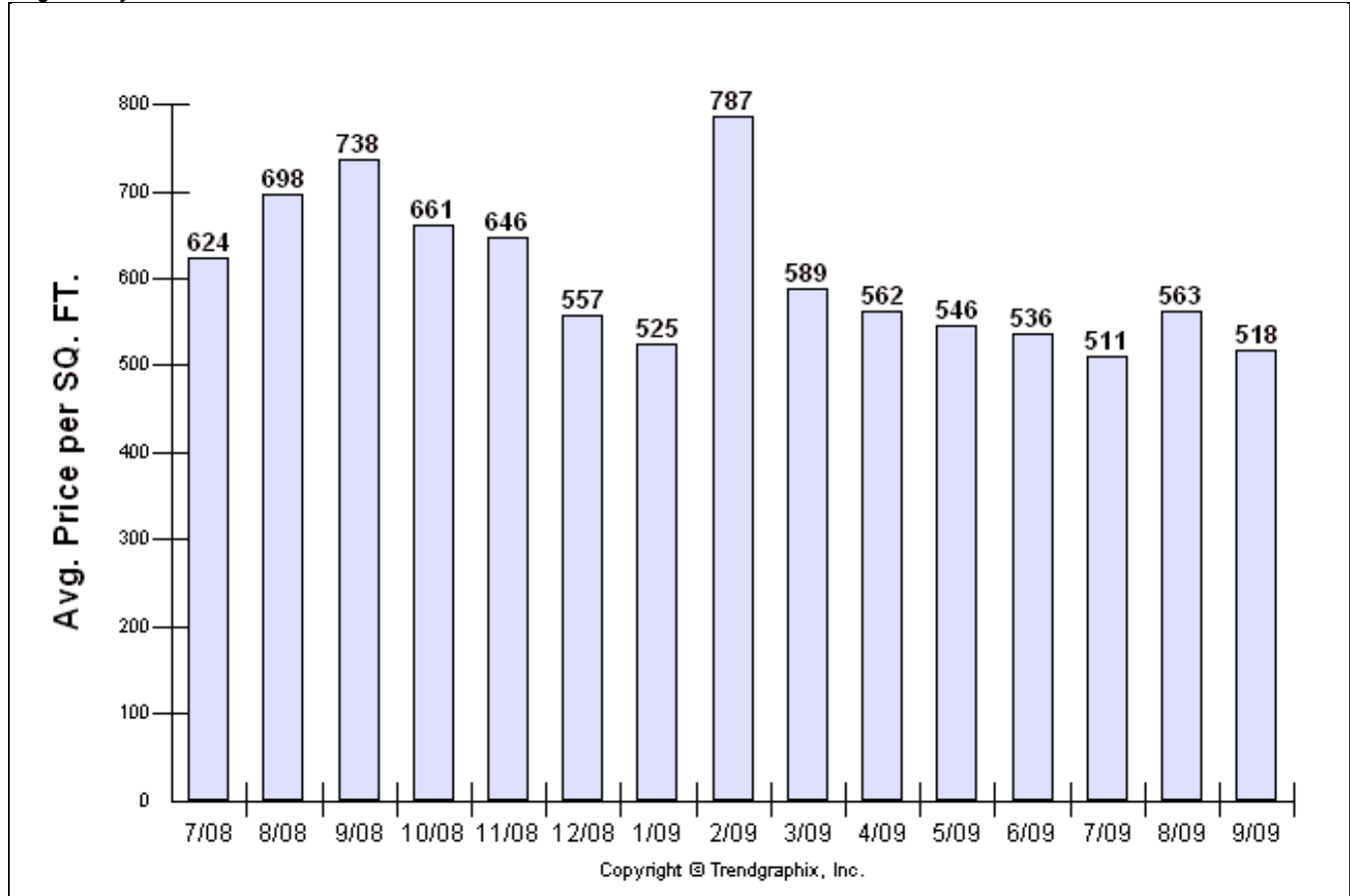
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Location : Carmel , Carmel Valley , Monterey , Pacific Grove , Pebble Beach

Average Home Sold Price per SQFT (Jul. 2008 - Sep. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit
Single Family Homes

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Avg. Sq. Ft. Price	1 month			1 year			15 months								
	Aug 09	Sep 09	% Change	Sep 08	Sep 09	% Change	July 08	Sep 09	% Change						
	563	518	-7.9% ↓	738	518	-29.8% ↓	624	518	-16.9% ↓						
Date	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09
For Sale	566	608	587	561	553	510	510	546	545	557	567	556	551	537	534
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Sold	38	46	40	46	34	39	26	28	35	31	25	34	57	53	40
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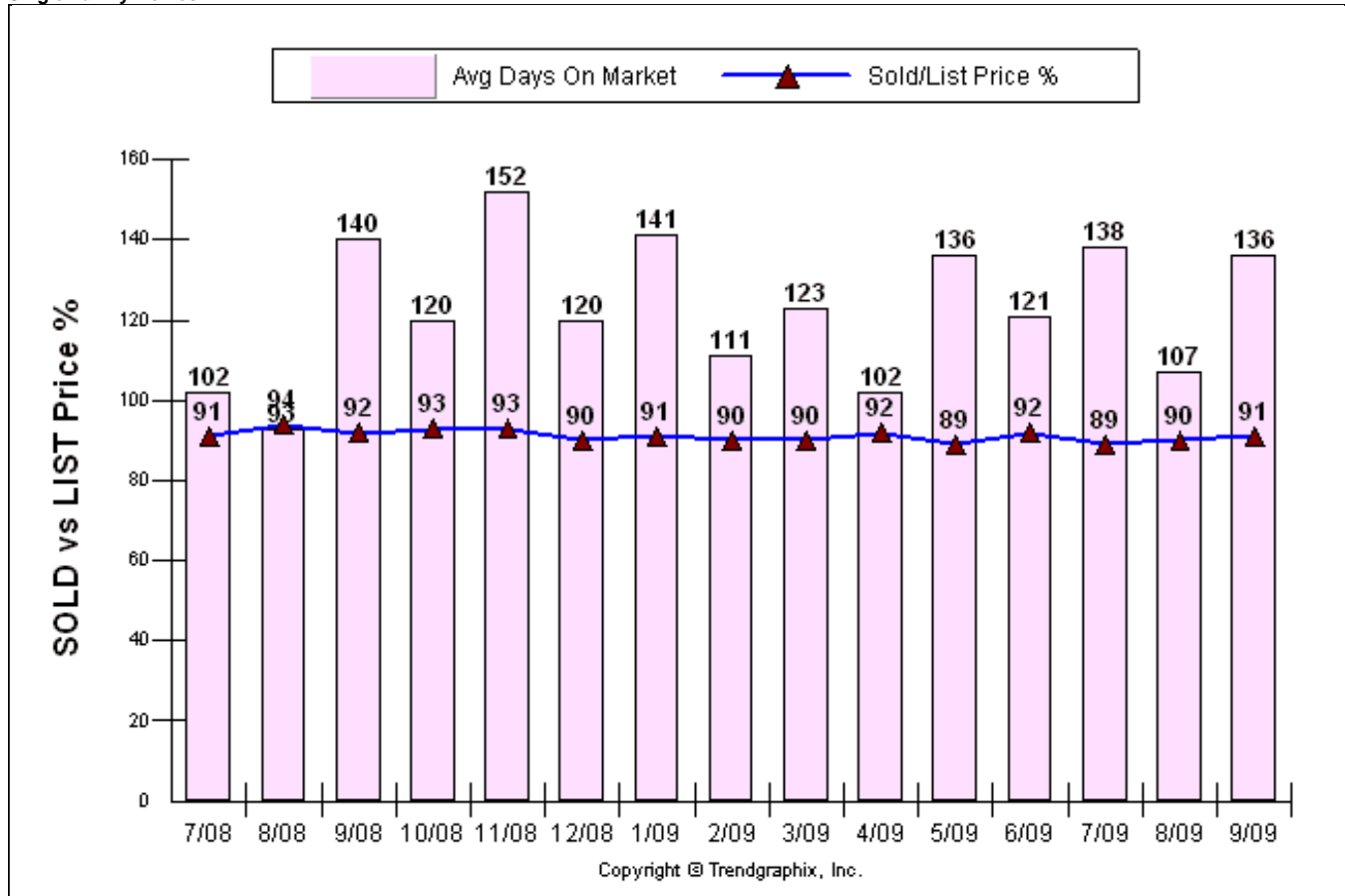
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Location : Carmel , Carmel Valley , Monterey , Pacific Grove , Pebble Beach

Avg DOM & SP/LP % (Jul. 2008 - Sep. 2009)

**Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit
Single Family Homes**

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	1 month			1 year			15 months								
	Aug 09	Sep 09	% Change	Sep 08	Sep 09	% Change	July 08	Sep 09	% Change						
Avg. Days on Market	107	136	27.1% ↑	140	136	-2.9% ↓	102	136	33.3% ↑						
Sold/List Diff. %	90	91	1.1% ↑	92	91	-1.1% ↓	91	91	0%						
Date	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09
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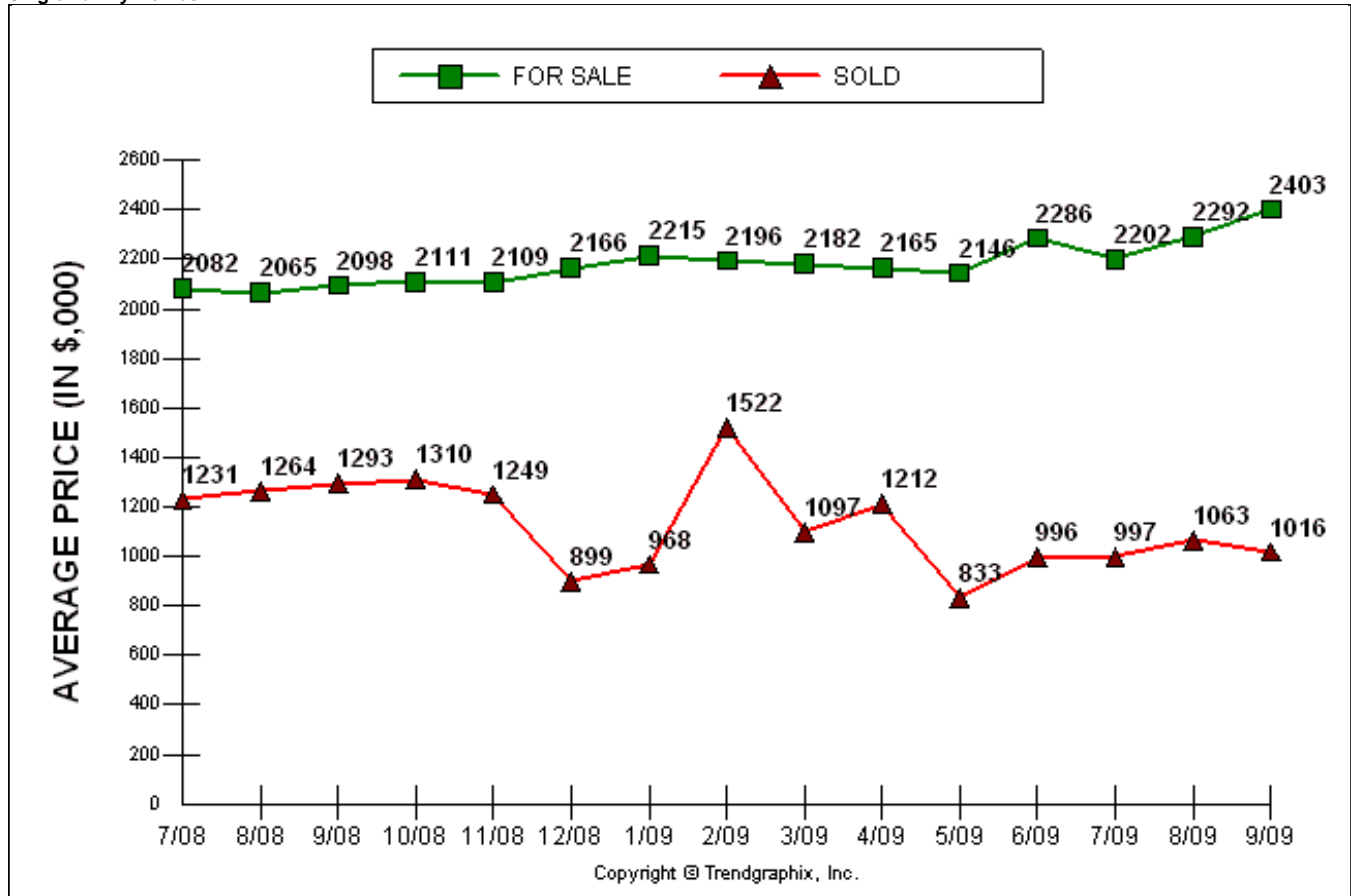
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Avg Price For Sale & Sold (Jul. 2008 - Sep. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit
Single Family Homes

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	1 month			1 year			15 months								
	Aug 09	Sep 09	% Change	Sep 08	Sep 09	% Change	July 08	Sep 09	% Change						
Avg. Active Price	2292	2403	4.8% ↑	2098	2403	14.5% ↑	2082	2403	15.4% ↑						
Avg. Sold Price	1063	1016	-4.4% ↓	1293	1016	-21.4% ↓	1231	1016	-17.5% ↓						
Date	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09
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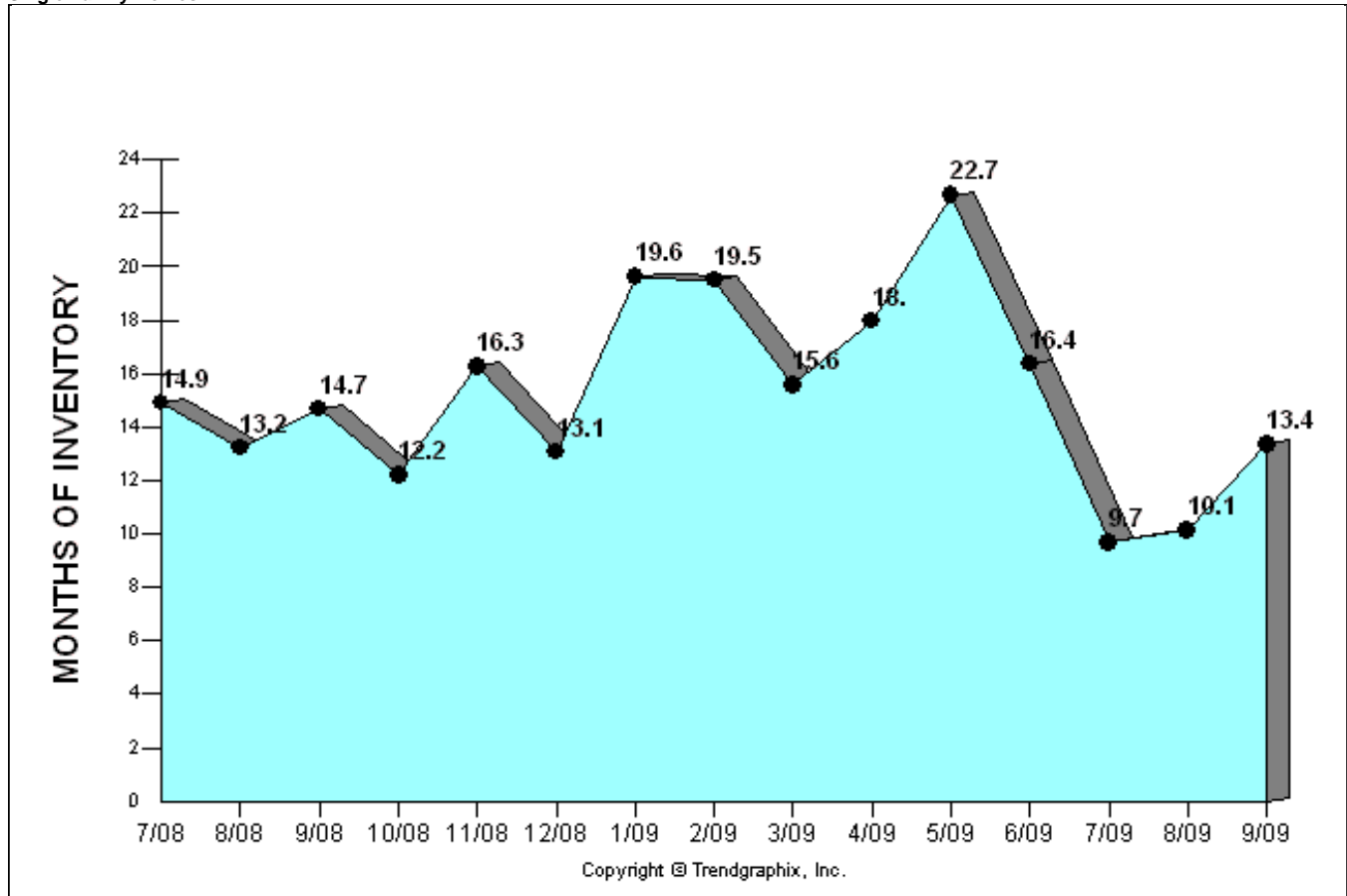
Published Oct. 2009**

Location : Carmel , Carmel Valley , Monterey , Pacific Grove ,
Pebble Beach

Months of Inventory based on Closed Sales (Jul. 2008 - Sep. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit
Single Family Homes

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	1 month			1 year			15 months								
	Aug 09	Sep 09	% Change	Sep 08	Sep 09	% Change	July 08	Sep 09	% Change						
Months of Inventory (Closed Sales)	10.1	13.4	32.7% ↑	14.7	13.4	-8.8% ↓	14.9	13.4	-10.1% ↓						
Date	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09
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