

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

**Property Types:** SINGLE FAMILY HOME

**Price Range:** \$0 - No Limit

**SQFT Range:** 0 - No Limit

**Bedrooms:** 0 - No Limit

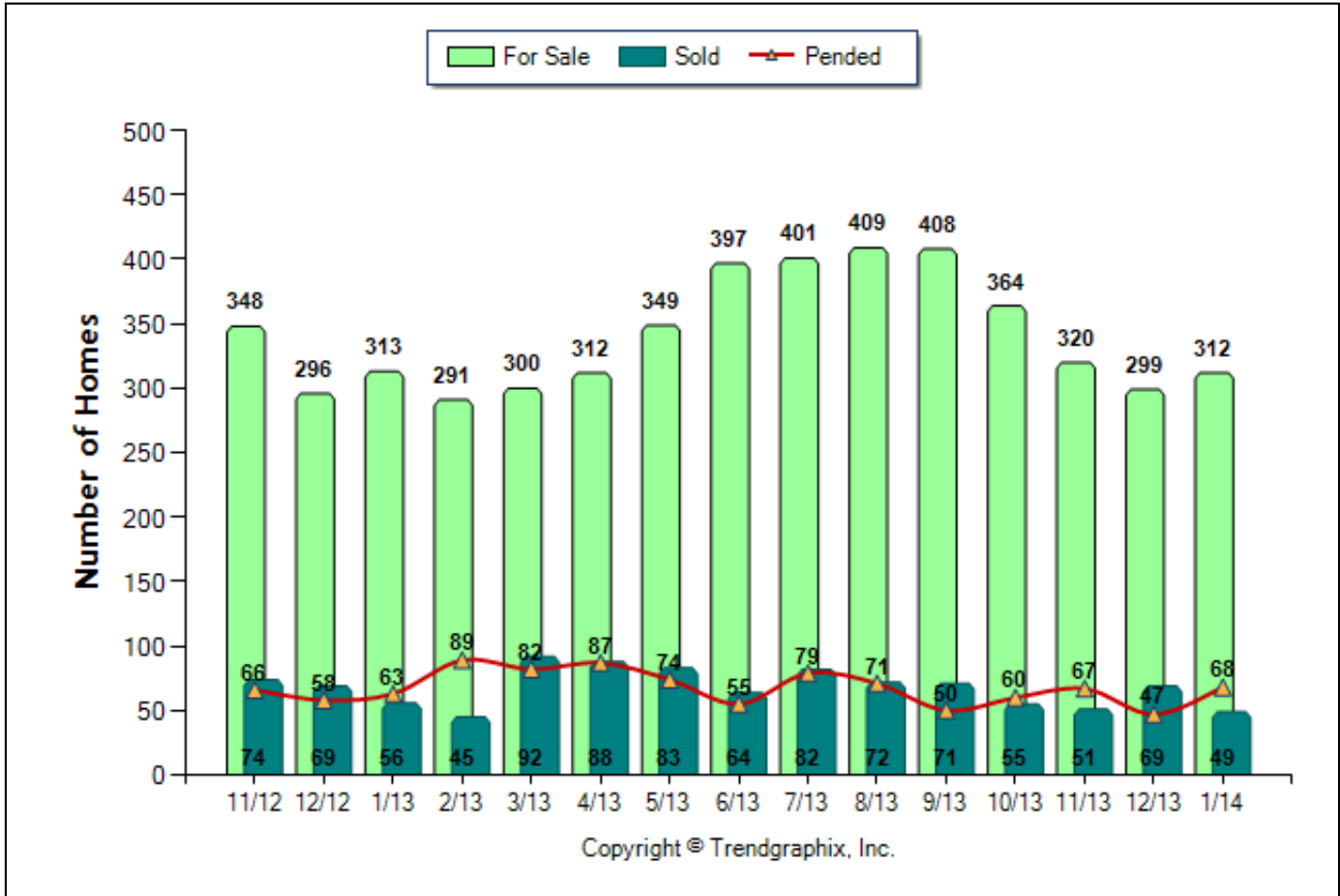
**Full Baths:** 0 - No Limit

**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit

**Number of Homes For Sale vs. Sold vs. Pended (Nov. 2012 - Jan. 2014)**

Prepared for you by: DAVID KENT, CRS



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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Jan. 14	Dec. 13	% Change	Jan. 14	Jan. 13	% Change	Nov. 13 to Jan. 14	Nov. 12 to Jan. 13	% Change
<b>For Sale</b>	312	299	4.3% ▲	312	313	-0.3% ▼	310	319	-2.8% ▼
<b>Sold</b>	49	69	-29% ▼	49	56	-12.5% ▼	56	66	-15.2% ▼
<b>Pended</b>	68	47	44.7% ▲	68	63	7.9% ▲	61	62	-1.6% ▼

**January 2014 is a Buyer's market\*\***

**Home For Sale in January 2014 is 312 units.** It is up **4.3%** compared to the last month and down **0.3%** compared to the last year.  
**Home Closed in January 2014 is 49 units.** It is down **29%** compared to the last month and down **12.5%** compared to the last year.  
**Home Placed under Contract in January 2014 is 68 units.** It is up **44.7%** compared to the last month and up **7.9%** compared to the last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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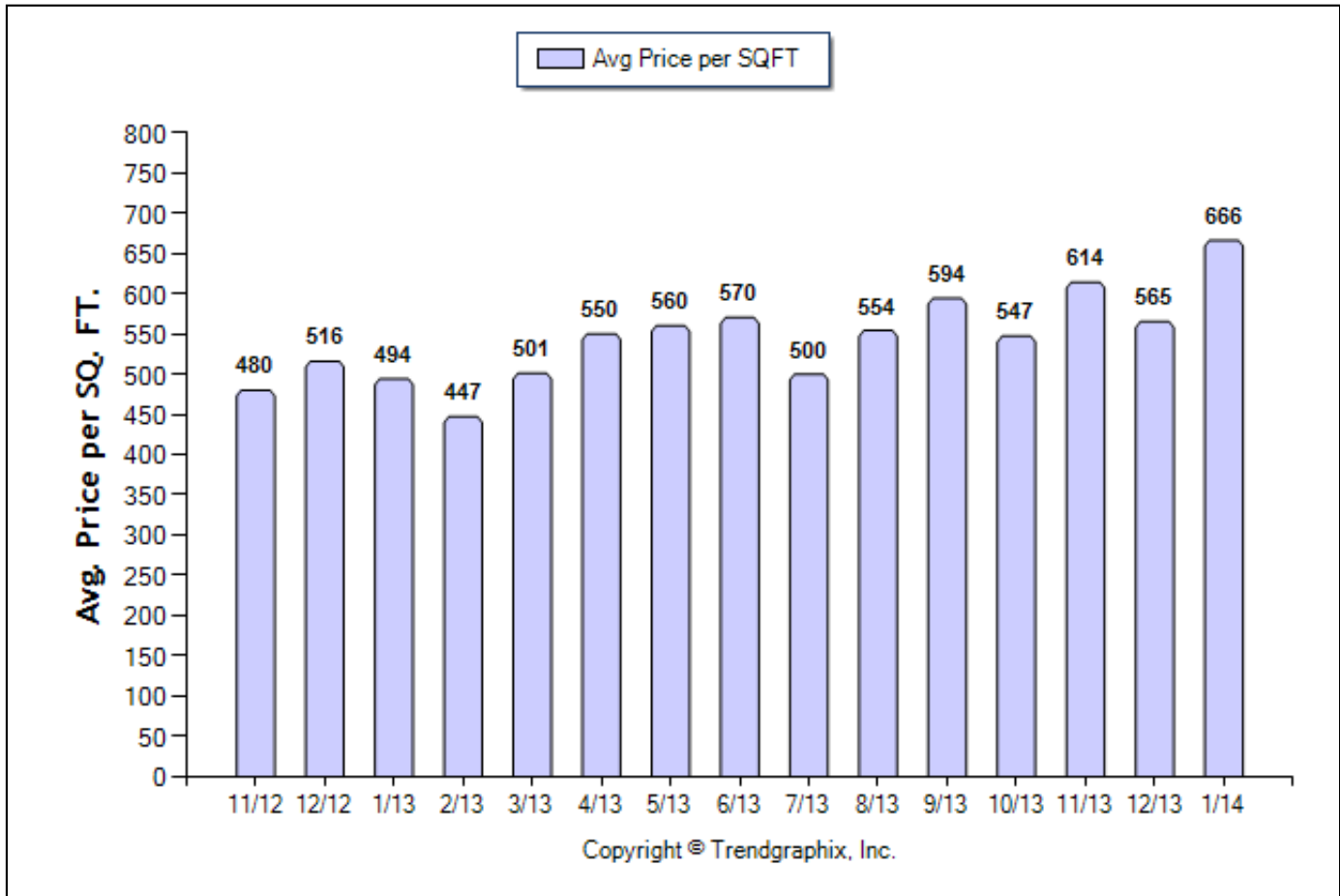
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**Average Price per SQFT (Nov. 2012 - Jan. 2014)**

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	Jan. 14	Dec. 13	% Change	Jan. 14	Jan. 13	% Change	Nov. 13 to Jan. 14	Nov. 12 to Jan. 13	% Change
Avg. Sq. Ft. Price	666.1	564.9	17.9% ▲	666.1	494.2	34.8% ▲	609	496.4	22.7% ▲

**January 2014 Average Sold Price per Square Footage is Appreciating\*\***

**Average Sold Price per Square Footage in January 2014 is \$666.** It is up **17.9%** compared to the last month and up **34.8%** compared to the last year.

\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.

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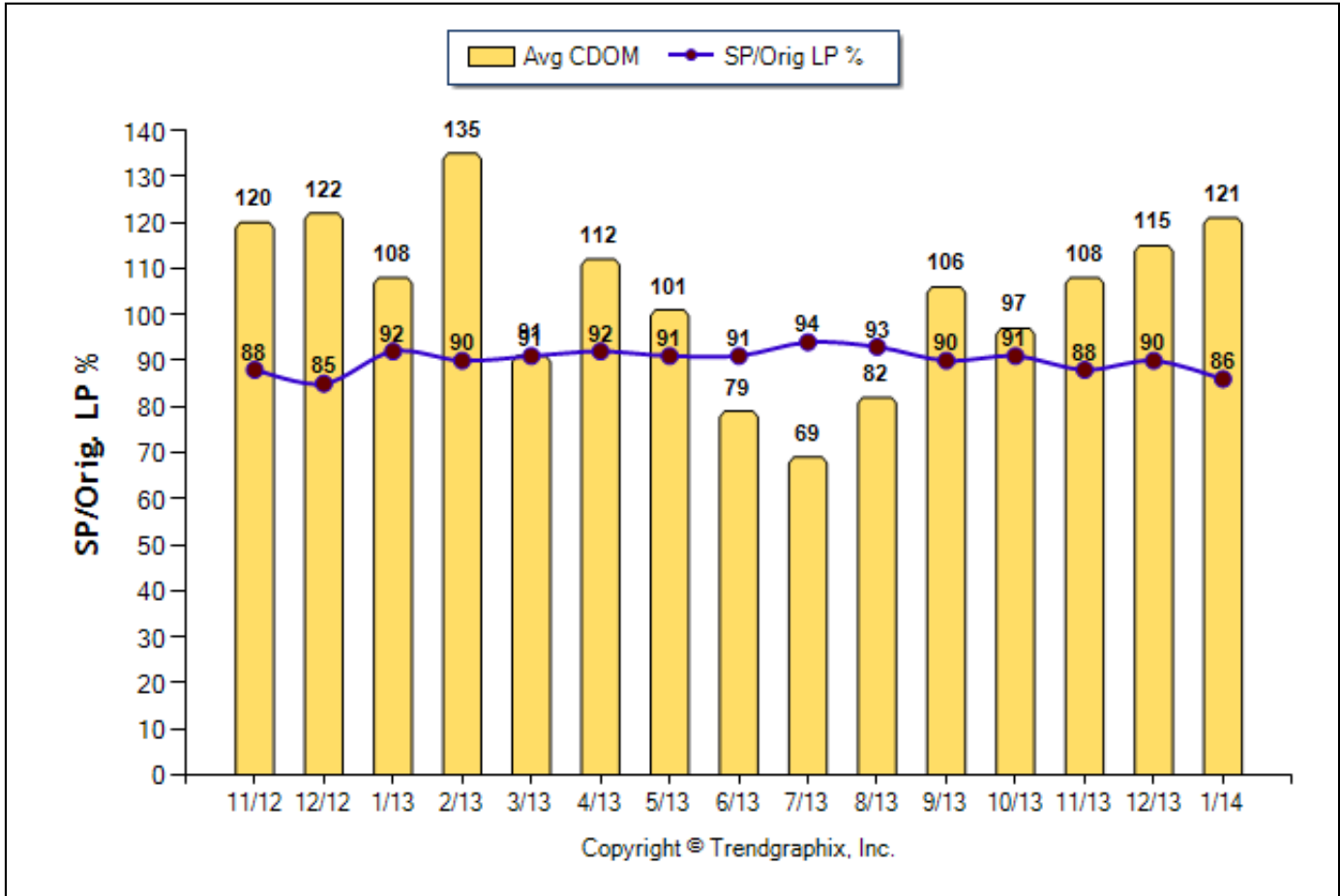
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**Avg CDOM & SP/Orig LP % (Nov. 2012 - Jan. 2014)**

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Jan. 14	Dec. 13	% Change	Jan. 14	Jan. 13	% Change	Nov. 13 to Jan. 14	Nov. 12 to Jan. 13	% Change
Avg CDOM	121	115	5.2% ▲	121	108	12% ▲	115	117	-1.7% ▼
Sold/Orig LP Diff. %	86	90	-4.4% ▼	86	92	-6.5% ▼	88	88	0%

**January 2014 Average Continuous Days on Market trend is Rising\*\***

Continuous Days on Market in January 2014 is 121. It is up **5.2%** compared to the last month and up **12%** compared to the last year.

**January 2014 Sold/Original List Price Ratio is Falling\*\***

Sold/Original List Price % in January 2014 is 86%. It is down **4.4%** compared to the last month and down **6.5%** compared to the last year.

\*\*Based on 6 month trend - Rising/Falling/Remains Steady.

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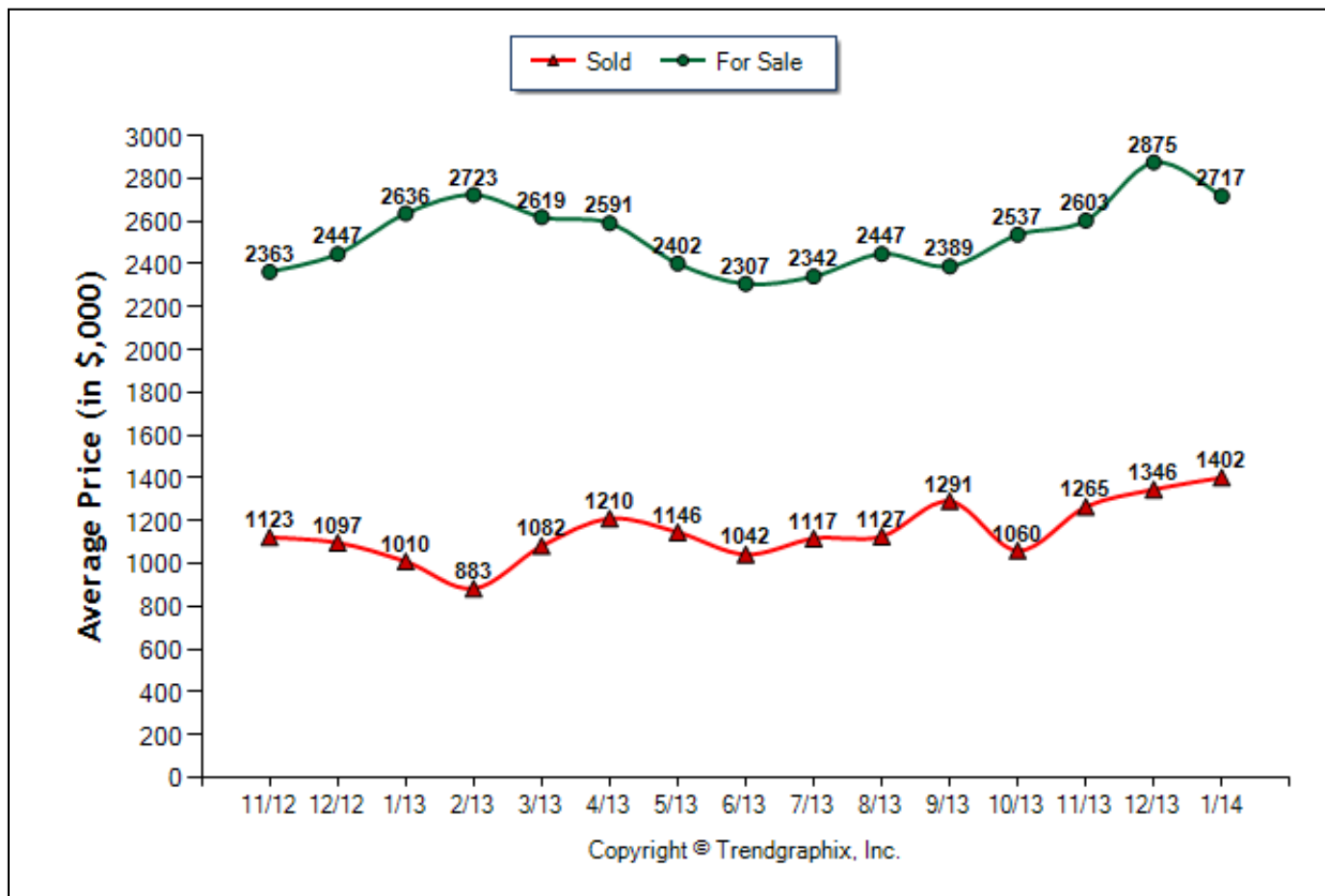
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**Average Price of For Sale and Sold (Nov. 2012 - Jan. 2014)**

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	Jan. 14	Dec. 13	% Change	Jan. 14	Jan. 13	% Change	Nov. 13 to Jan. 14	Nov. 12 to Jan. 13	% Change
Avg. Active Price	2717	2875	-5.5% ▼	2717	2636	3.1% ▲	2729	2478	10.1% ▲
Avg. Sold Price	1402	1346	4.2% ▲	1402	1010	38.8% ▲	1338	1082	23.7% ▲

**January 2014 Average For Sale Price is Neutral\*\***

**Average For Sale Price (in thousand) in January 2014 is \$2717.** It is down **5.5%** compared to the last month and up **3.1%** compared to the last year.

**January 2014 Average Sold Price is Appreciating\*\***

**Average Sold Price (in thousand) in January 2014 is \$1402.** It is up **4.2%** compared to the last month and up **38.8%** compared to the last year.

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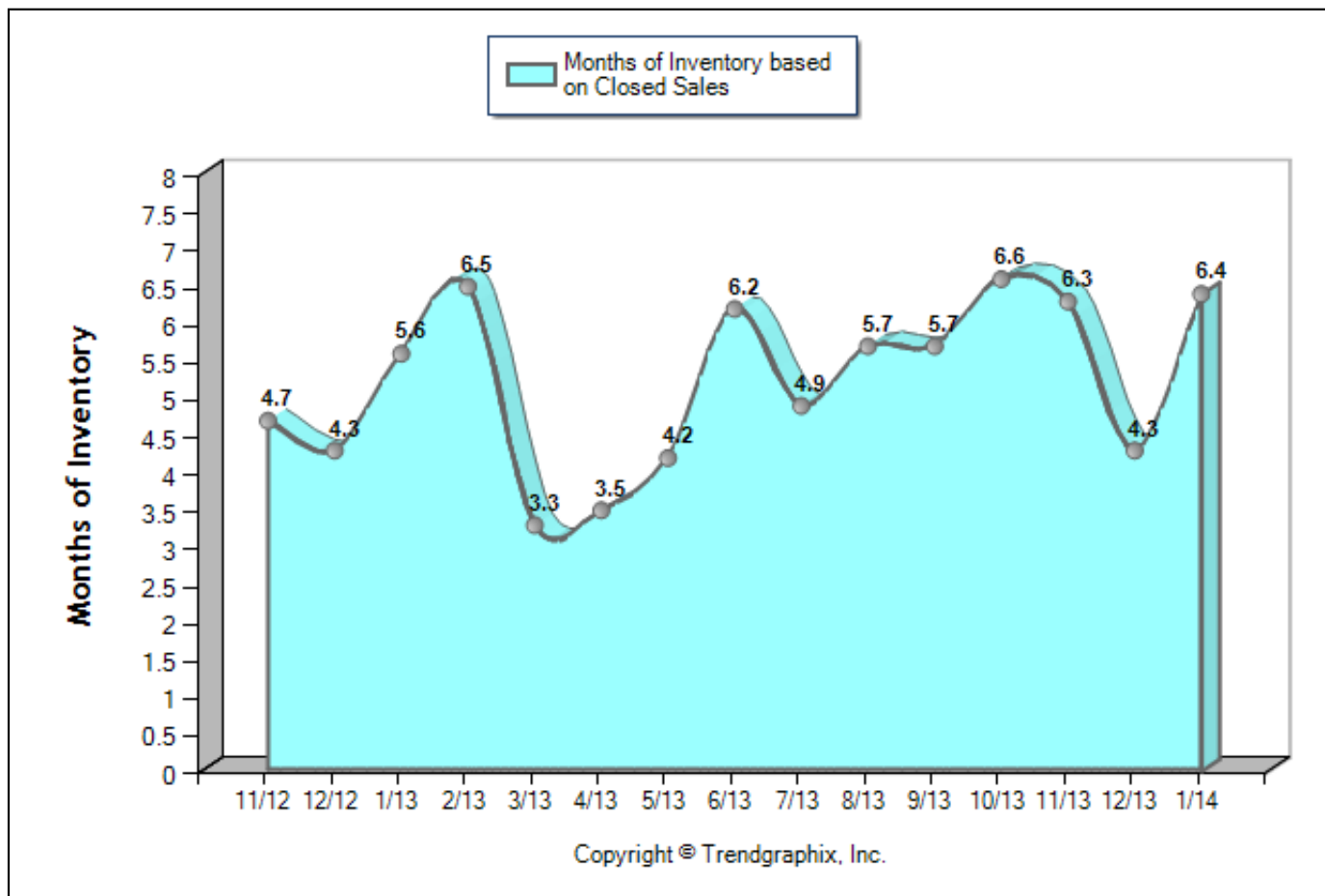
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**Months of Inventory Based on Closed Sales (Nov. 2012 - Jan. 2014)**

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Jan. 14	Dec. 13	% Change	Jan. 14	Jan. 13	% Change	Nov. 13 to Jan. 14	Nov. 12 to Jan. 13	% Change
Months of Inventory (Closed Sales)	6.4	4.3	46.9% ▲	6.4	5.6	13.9% ▲	5.5	4.8	14.5% ▲

**January 2014 is a Buyer's market\*\***

**Months of Inventory based on Closed Sales in January 2014 is 6.4.** It is up **46.9%** compared to the last month and up **13.9%** compared to the last year.

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# Facts and Trends<sup>TM</sup> - Published February 2014\*



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Date	11/12	12/12	1/13	2/13	3/13	4/13	5/13	6/13	7/13	8/13	9/13	10/13	11/13	12/13	1/14
<b>For Sale</b>	348	296	313	291	300	312	349	397	401	409	408	364	320	299	312
<b>New Listing</b>	56	39	110	92	120	127	127	115	107	105	79	63	67	57	107
<b>Sold</b>	74	69	56	45	92	88	83	64	82	72	71	55	51	69	49
<b>Pended</b>	66	58	63	89	82	87	74	55	79	71	50	60	67	47	68
<b>Months of Inventory (Closed Sales)</b>	4.7	4.3	5.6	6.5	3.3	3.5	4.2	6.2	4.9	5.7	5.7	6.6	6.3	4.3	6.4
<b>Months of Inventory (Pended Sales)</b>	5.3	5.1	5	3.3	3.7	3.6	4.7	7.2	5.1	5.8	8.2	6.1	4.8	6.4	4.6
<b>Absorption Rate (Closed Sales) %</b>	21.3	23.3	17.9	15.5	30.7	28.2	23.8	16.1	20.4	17.6	17.4	15.1	15.9	23.1	15.7
<b>Absorption Rate (Pended Sales) %</b>	19	19.6	20.1	30.6	27.3	27.9	21.2	13.9	19.7	17.4	12.3	16.5	20.9	15.7	21.8
<b>Avg. Active Price</b>	2363	2447	2636	2723	2619	2591	2402	2307	2342	2447	2389	2537	2603	2875	2717
<b>Avg. Sold Price</b>	1123	1097	1010	883	1082	1210	1146	1042	1117	1127	1291	1060	1265	1346	1402
<b>Avg. Sq. Ft. Price</b>	480	516	494	447	501	550	560	570	500	554	594	547	614	565	666
<b>Sold/List Diff. %</b>	92	92	95	95	94	96	94	96	96	94	94	95	93	94	95
<b>Sold/Orig LP Diff. %</b>	88	85	92	90	91	92	91	91	94	93	90	91	88	90	86
<b>Days on Market</b>	96	110	106	121	82	92	92	78	68	69	97	97	100	104	107
<b>Avg CDOM</b>	120	122	108	135	91	112	101	79	69	82	106	97	108	115	121
<b>Median</b>	800	750	738	715	853	769	780	767	870	792	802	799	840	975	851

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