

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

Property Types: Single Family Homes

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

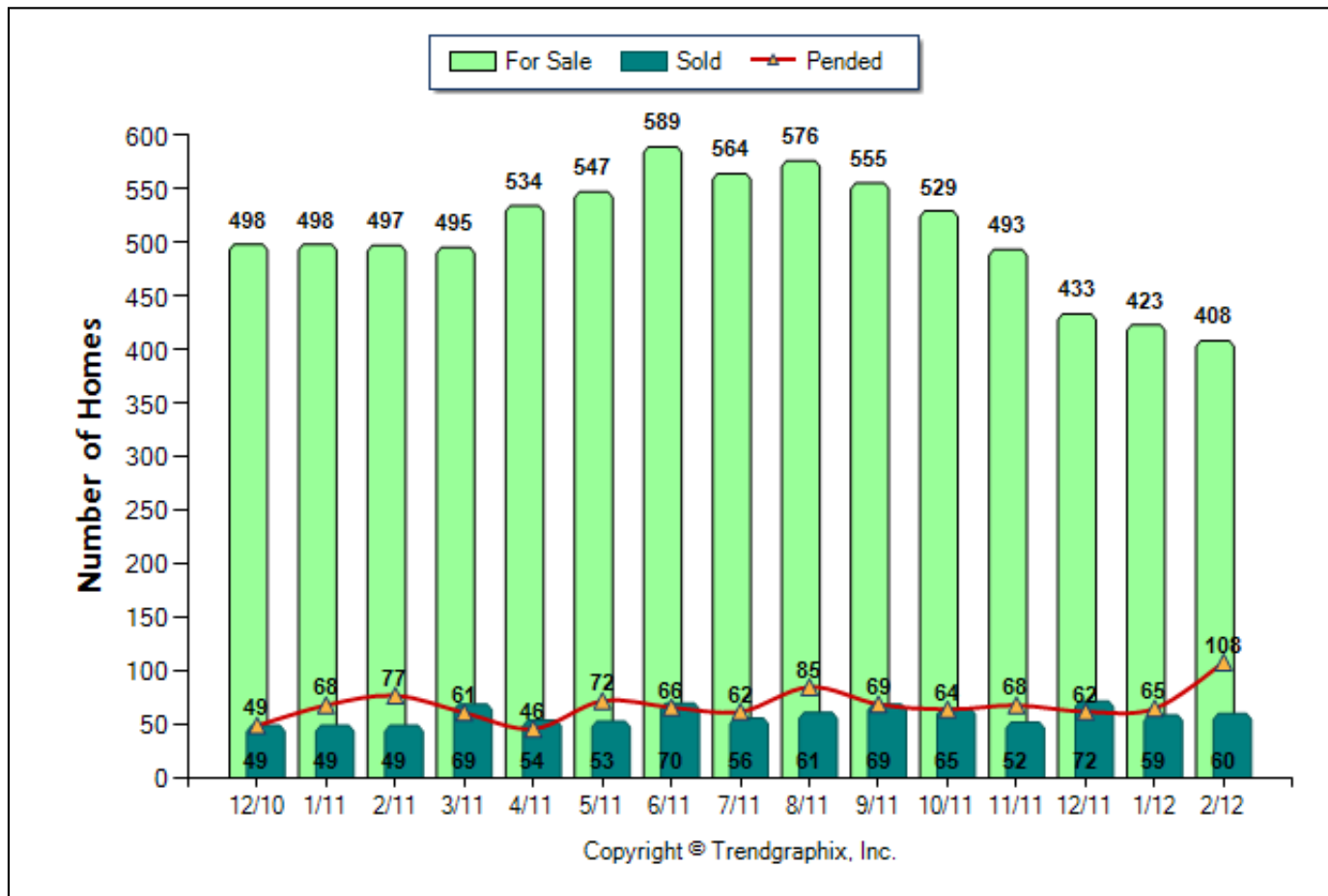
Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Dec. 2010 - Feb. 2012)

Prepared for you by: David Kent, CRS



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Feb. 12	Jan. 12	% Change	Feb. 12	Feb. 11	% Change	Dec. 11 to Feb. 12	Dec. 10 to Feb. 11	% Change
For Sale	408	423	-3.5% ▼	408	497	-17.9% ▼	421	498	-15.5% ▼
Sold	60	59	1.7% ▲	60	49	22.4% ▲	64	49	30.6% ▲
Pended	108	65	66.2% ▲	108	77	40.3% ▲	78	65	20% ▲

Date	12/10	1/11	2/11	3/11	4/11	5/11	6/11	7/11	8/11	9/11	10/11	11/11	12/11	1/12	2/12
For Sale	498	498	497	495	534	547	589	564	576	555	529	493	433	423	408
New Listing	58	132	102	98	110	123	134	100	130	88	89	68	55	110	120
Sold	49	49	49	69	54	53	70	56	61	69	65	52	72	59	60
Pended	49	68	77	61	46	72	66	62	85	69	64	68	62	65	108
Months of Inventory (Closed Sales)	10.2	10.2	10.1	7.2	9.9	10.3	8.4	10.1	9.4	8	8.1	9.5	6	7.2	6.8
Months of Inventory (Pended Sales)	10.2	7.3	6.5	8.1	11.6	7.6	8.9	9.1	6.8	8	8.3	7.3	7	6.5	3.8
Absorption Rate (Closed Sales) %	9.8	9.8	9.9	13.9	10.1	9.7	11.9	9.9	10.6	12.4	12.3	10.5	16.6	13.9	14.7
Absorption Rate (Pended Sales) %	9.8	13.7	15.5	12.3	8.6	13.2	11.2	11	14.8	12.4	12.1	13.8	14.3	15.4	26.5
Avg. Active Price	1931	1976	2008	2027	1990	2060	1974	2007	2071	2086	2038	2026	2100	2151	2223
Avg. Sold Price	1022	1186	1000	1159	1222	821	1000	891	891	1009	1037	809	887	1020	1095
Avg. Sq. Ft. Price	465	559	500	551	556	384	509	435	458	482	521	414	406	428	504
Sold/List Diff. %	90	92	93	92	93	92	93	94	92	93	93	92	94	90	93
Sold/Orig LP Diff. %	77	86	86	86	85	83	84	84	85	87	86	85	82	78	79
Days on Market	122	140	118	123	123	121	114	92	118	111	122	94	118	110	114
Avg CDOM	126	184	148	139	134	154	146	117	135	126	133	110	131	130	138
Median	700	715	725	900	785	700	625	725	620	679	551	598	650	600	674

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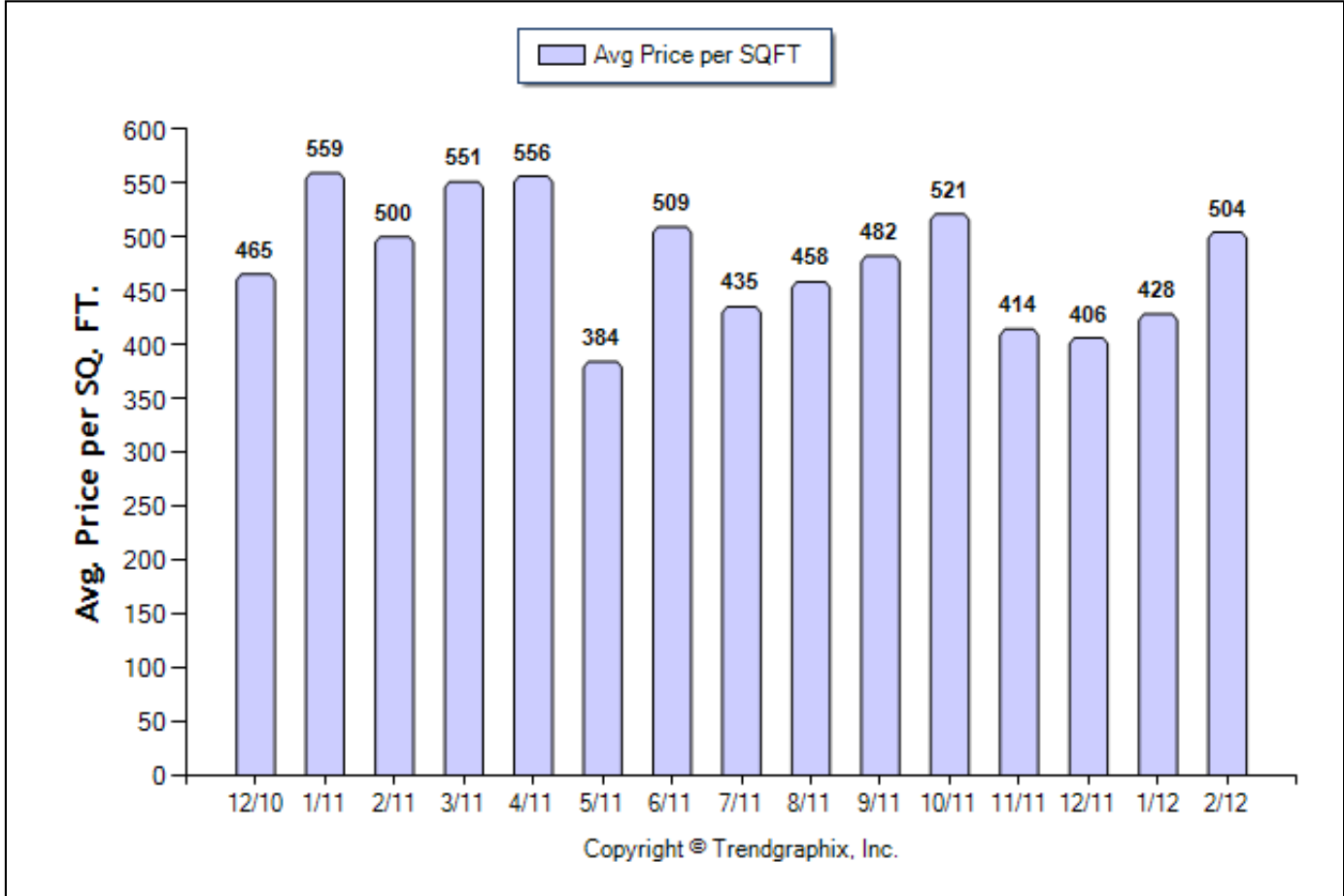
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Bedrooms: 0 - No Limit
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Average Price per SQFT (Dec. 2010 - Feb. 2012)

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Feb. 12	Jan. 12	% Change	Feb. 12	Feb. 11	% Change	Dec. 11 to Feb. 12	Dec. 10 to Feb. 11	% Change
Avg. Sq. Ft. Price	504	428	17.8% ▲	504	500	0.9% ▲	444	508	-12.7% ▼

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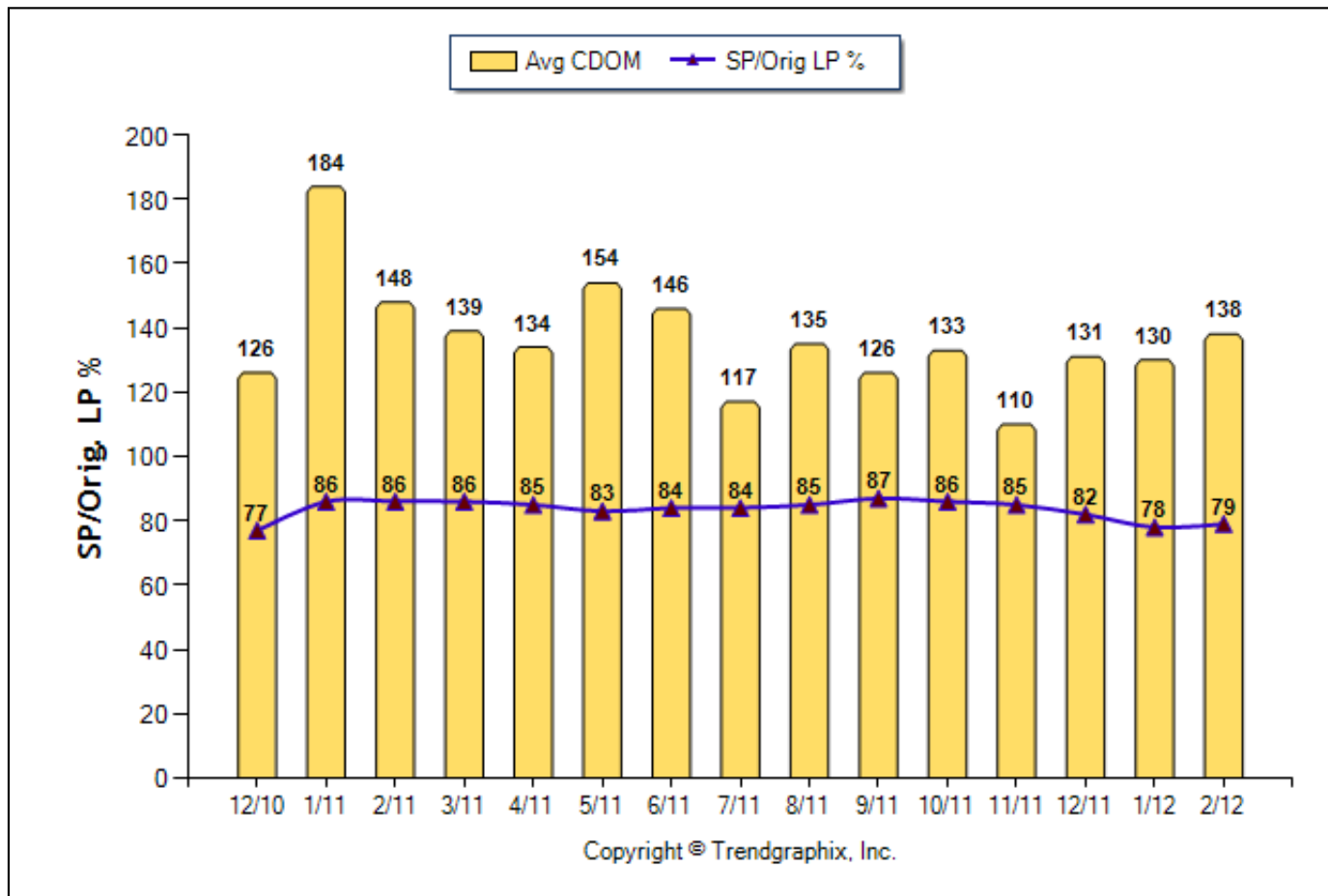
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Avg CDOM & SP/Orig LP % (Dec. 2010 - Feb. 2012)

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Feb. 12	Jan. 12	% Change	Feb. 12	Feb. 11	% Change	Dec. 11 to Feb. 12	Dec. 10 to Feb. 11	% Change
Avg CDOM	138	130	6.2% ▲	138	148	-6.8% ▼	133	153	-13.1% ▼
Sold/Orig LP Diff. %	79	78	1.3% ▲	79	86	-8.1% ▼	80	83	-3.6% ▼

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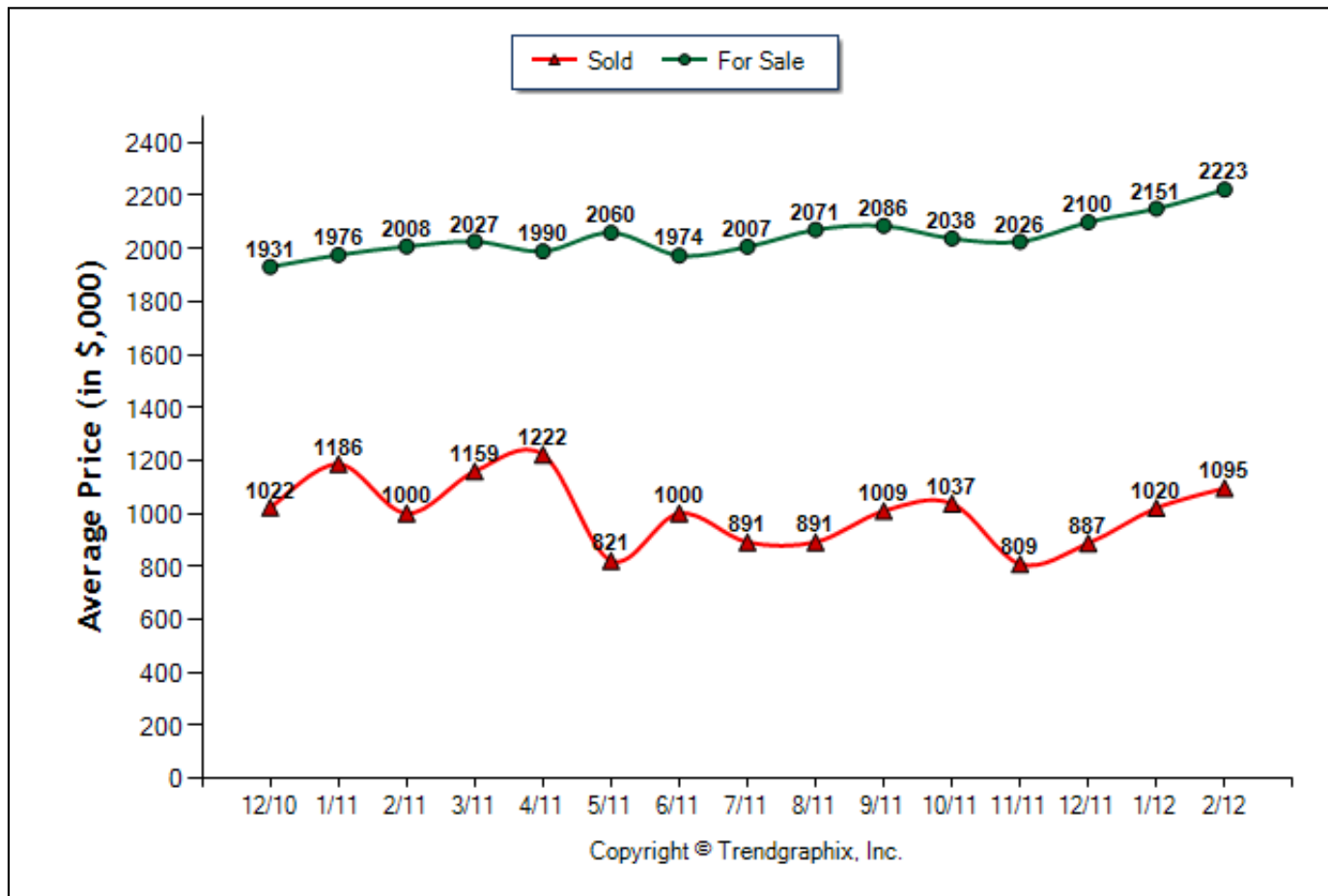
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Average Price of For Sale and Sold (Dec. 2010 - Feb. 2012)

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	Feb. 12	Jan. 12	% Change	Feb. 12	Feb. 11	% Change	Dec. 11 to Feb. 12	Dec. 10 to Feb. 11	% Change
Avg. Active Price	2223	2151	3.3% ▲	2223	2008	10.7% ▲	2154	1972	9.2% ▲
Avg. Sold Price	1095	1020	7.4% ▲	1095	1000	9.5% ▲	993	1069	-7.1% ▼

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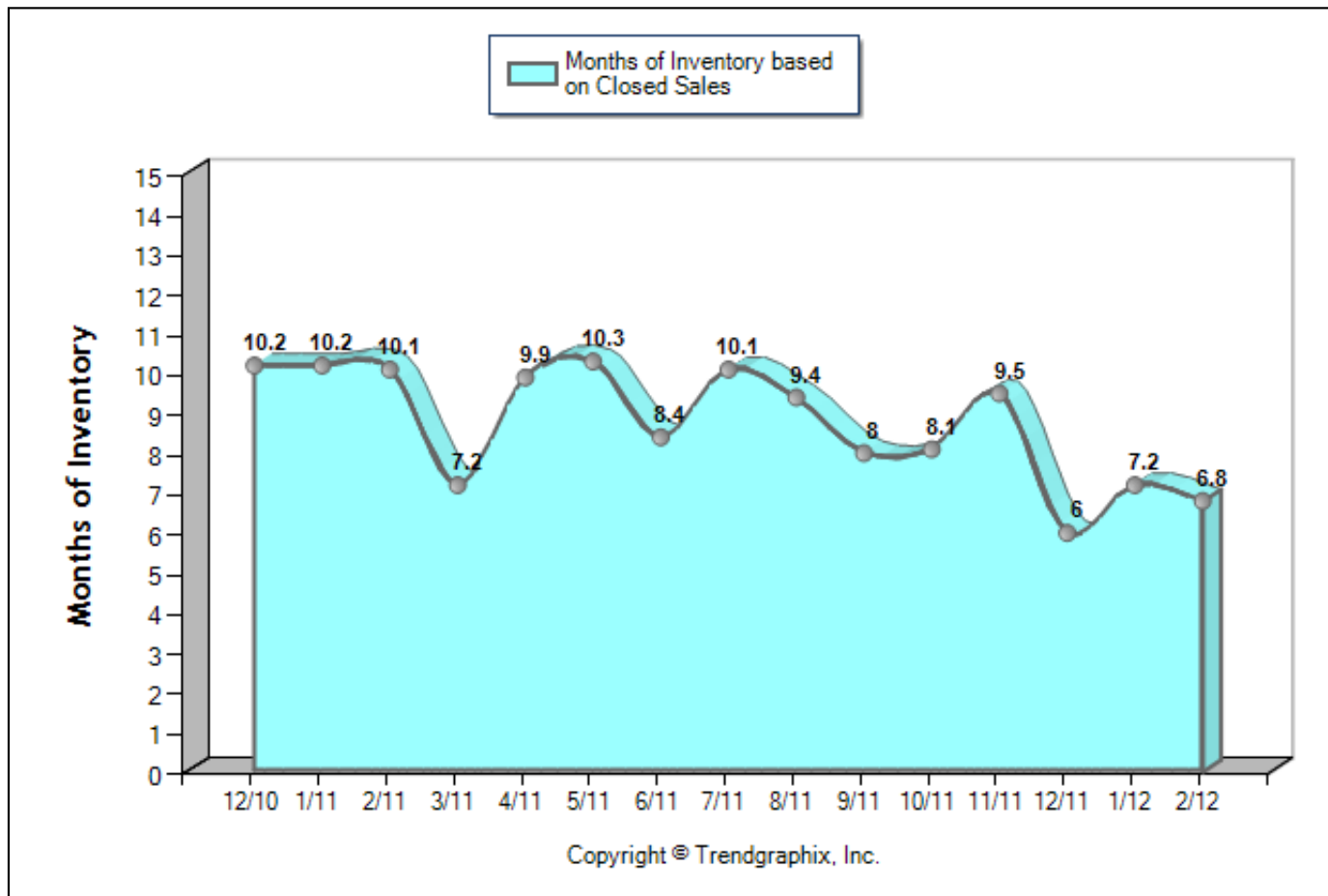
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Half Baths: 0 - No Limit

Year Built: 0 - No Limit

Months of Inventory Based on Closed Sales (Dec. 2010 - Feb. 2012)

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	Feb. 12	Jan. 12	% Change	Feb. 12	Feb. 11	% Change	Dec. 11 to Feb. 12	Dec. 10 to Feb. 11	% Change
Months of Inventory (Closed Sales)	6.8	7.2	-5.2% ▼	6.8	10.1	-33% ▼	6.6	10.2	-35.3% ▼

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