

## Gross Dollar Volume Continues to Drop

### Not a Flame Out but A Cooling

#### 2019 1st Quarter Report

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We have been bracing for the inevitable cool down which has arrived. The market is not in crash mode. It just seems to be taking a break.

The big change, as it was at the end of 2018, is the slippage in dollar volume, which dropped 28% from the first quarter of last year, declining from \$388,898,259 to \$281,688,866, a drop of more than \$107 million dollars.

Unit sales also declined from last year by 18%, sinking from 247 to 202.

#### **Prices**

Median sales prices dropped from the first quarter of last year, off in seven of the eight markets surveyed. Only Carmel-by-the-Sea was up with a robust median sales price of \$2,620,875 as opposed to \$2,195,000 last year.

Market times have also increased. The average-days-to sell was up in five of the markets declining in Carmel Valley, Pebble Beach and Seaside.

#### **Inventory**

There is a generalized feeling among many that part of the decline is due to low inventory. Turns out this is true but just barely. Comparing available inventory (listings not under contract) from year to year we find that on April 1, 2018 there was an inventory of 354 properties whereas this year the figure was 344 listings, a decline of only ten listings, hardly enough to affect an entire market.

## **Market Wild Card**

The wild card is the creation this year of a raft of new millionaires in San Francisco and Silicon Valley due to the IPOs of Uber, Lyft and Pinterest. No one knows where these mostly young folks will be investing their new riches, but if the past is any kind of guide some of that money will come to rest in Monterey Peninsula real estate.

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*The charts are based in whole or in part on data supplied by the Monterey County Association of Realtors' Multiple Listing Service (MLS). Neither the Association nor the MLS guarantees or is responsible for their accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity.*

<b>Five Quarter Review</b>		
	<i>In</i>	
	<i>Escrow</i>	
	<i>vs</i>	
<i>Date</i>	<i>Listings</i>	<i>Percent</i>
<b>Carmel-by-the-Sea</b>		
04/01/19	11/42	26%
01/01/19	8/37	22%
10/01/18	7/38	18%
07/01/18	7/37	19%
04/01/18	9/41	22%
<b>Carmel Highlands</b>		
04/01/19	3/22	14%
01/01/19	2/18	11%
10/01/18	5/23	22%
07/01/18	1/22	5%
04/01/18	4/24	17%
<b>Carmel Area</b>		
04/01/19	18/84	21%
01/01/19	10/70	14%
10/01/18	26/102	25%
07/01/18	21/105	20%
04/01/18	27/106	25%
<b>Carmel Valley</b>		
04/01/19	9/54	17%
01/01/19	4/40	10%
10/01/18	12/64	19%
07/01/18	12/68	0.18
04/01/18	11/58	19%
<b>Monterey Area</b>		
04/01/19	21/76	28%
01/01/19	24/105	23%
10/01/18	24/98	24%
07/01/18	34/96	35%
04/01/18	31/94	33%
<b>Pacific Grove</b>		
04/01/19	20/54	37%
01/01/19	16/58	28%
10/01/18	16/50	32%
07/01/18	13/41	32%
04/01/18	17/51	33%
<b>Pebble Beach</b>		
04/01/19	16/81	20%
01/01/19	10/82	12%
10/01/18	9/85	11%
07/01/18	19/80	24%
04/01/18	19/86	22%
<b>Seaside</b>		
04/01/19	18/41	44%
01/01/19	17/40	43%
10/01/18	18/46	39%
07/01/18	23/43	53%
04/01/18	21/36	58%

<b>Monterey Peninsula Gross Dollar Volume</b>		
	<b>1st Qtr</b>	<b>1st Qtr</b>
<b>Town</b>	<b>2018</b>	<b>2019</b>
Carmel-by-the-Sea	\$40,395,000	\$66,035,750
Carmel Highlands	\$31,182,500	\$3,700,000
Carmel Area	\$88,808,650	\$37,739,748
Carmel Valley	\$18,644,750	\$15,972,446
Monterey Area	\$62,071,334	\$45,216,057
Pacific Grove	\$33,473,500	\$27,874,435
Pebble Beach	\$88,753,000	\$62,434,100
Seaside	\$25,569,525	\$22,716,330
<b>Totals</b>	<b>\$388,898,259</b>	<b>\$281,688,866</b>

<b>Median Sales Price Comparisons</b>			
	<b>Full Year</b>	<b>1st Qtr</b>	<b>1st Qtr</b>
<b>Town</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
Carmel-by-the-Sea	\$ 2,195,000	\$ 2,195,000	\$ 2,620,875
Carmel Highlands	\$ 4,080,000	\$ 4,416,250	\$ 1,300,000
Carmel Area	\$ 1,597,000	\$ 1,746,125	\$ 1,417,500
Carmel Valley	\$ 1,000,000	\$ 1,125,000	\$ 797,746
Monterey Area	\$ 850,000	\$ 860,000	\$ 790,000
Pacific Grove	\$ 925,000	\$ 931,000	\$ 915,000
Pebble Beach	\$ 1,585,000	\$ 1,560,000	\$ 1,213,000
Seaside	\$ 525,000	\$ 535,000	\$ 520,000

<b>SALES BY QUARTER -- Seven Quarter Review</b>							
	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>
<b>Town</b>	<b>2017</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
Carmel-by-the-Sea	27	35	17	22	19	13	24
Carmel Highlands	5	4	8	7	4	5	3
Carmel Area	35	46	42	58	48	46	20
Carmel Valley	28	20	15	27	26	19	17
Monterey Area	61	63	57	69	59	49	44
Pacific Grove	41	33	33	43	37	30	27
Pebble Beach	35	35	32	42	31	21	26
Seaside	42	50	43	50	49	38	41
<b>Totals</b>	<b>274</b>	<b>286</b>	<b>247</b>	<b>318</b>	<b>273</b>	<b>221</b>	<b>202</b>

<b>Distribution of Sales 1st Quarter 2019</b>							
	\$0	\$400	\$700	\$1-M	\$1.5M	\$2M	
Town	\$399	\$699	\$999	\$1,499	\$1,999	\$2,999	\$3M+
Carmel-by-the-Sea	0	0	0	5	3	9	7
Carmel Highlands	0	0	0	2	0	1	0
Carmel Area	0	1	5	5	1	5	3
Carmel Valley	0	5	6	3	3	0	0
Monterey Area	0	14	20	4	2	2	2
Pacific Grove	0	3	13	7	4	0	0
Pebble Beach	0	0	3	15	1	3	4
Seaside	5	31	4	1	0	0	0
<b>Totals</b>	<b>5</b>	<b>54</b>	<b>51</b>	<b>42</b>	<b>14</b>	<b>20</b>	<b>16</b>

<b>Average Days to Sell 1st Qtr 2018-2019</b>		
<b>Town</b>	<b>2018</b>	<b>2019</b>
Carmel-by-the-Sea	78	86
Carmel Highlands	95	224
Carmel Area	93	113
Carmel Valley	90	69
Monterey Area	46	64
Pacific Grove	47	53
Pebble Beach	163	124
Seaside	57	47