

**Record Breaking Year
Bull Market Rages On
4th Quarter and Year-End Report**

First Published in  **The Carmel Pine Cone** on January 28, 2022

*(Author's note: With this column, we wrap up 32 years of offering our quarterly real estate analysis to our readers. The column made its debut in 1989 in **The Carmel Sun**, owned at the time by two terrific journalism pros, Stan and Isabelle Hall. The Sun closed in 1994 and the column moved temporarily to the **Monterey Herald**.*

*Soon thereafter, **The Carmel Pine Cone** invited us to publish the column where it has appeared ever since. We thank our readers for their comments and questions over the years, the Halls for getting us started and Paul Miller for his long-time support and careful editing.)*

By: Paul Brocchini & Mark Ryan

What can one say about Monterey Peninsula real estate in 2021? Choose your favorite superlative, and it will be apt. We will go for the hackneyed, worn-out **UNBELIEVABLE**, and leave it at that.

COVID-19 has bull-dozed society in so many unsuspected ways, and one of those, close to home for all of us who live here, has been real estate activity and values. This industry literally shut down in March 2020 and remained closed until late June when, phoenix-like, it arose as a sort of re-born superpower, flexing its rejuvenated muscles with a force never seen before.

Put these numbers in your pipe: record-breaking **\$2.59 billion dollars** in sales for the year, **up 16% over the fabulous 2020**.

Out-of-sight gains in median sales prices, smashing the all-time high 2020 annual numbers: up 22% in Carmel by the Sea, 22% in Carmel Highlands, 16% in Carmel Area, 12% in Carmel Valley, 23% in Monterey Area, 32% in Pacific Grove, 32% in Pebble Beach and 19% in Seaside.

These seem to be crazy and unsustainable gains. But some folks do not see a near-term correction. Here is what Jenny Schuetz, a housing researcher at the Brookings Institution, told *The New York Times*:

“It’s not a bubble. It really is about supply and demand – not enough houses, and huge numbers of people wanting homes.”

Hers, of course, is a national view. Narrowing that view to the Monterey Peninsula what may take some of the steam out of the huge surge is when the remote worker relocation boom, caused by Covid, eases.

Here is another set of numbers worth looking at. Of the 341 sales logged in the 4th quarter, 233 were over one million dollars, 68% of the total, and 118 were over \$2 million, 34.6%. Think of that: more than one third of the sales on the Peninsula over two million dollars

In Carmel by the Sea, Carmel Highlands and Pebble Beach, 100% of the 4th quarter sales were over \$1 million dollars.

Finally, our Market Barometer, the percentage of listings under contract, is also at record highs. In the calmer past, a reading of over 20% indicated a relatively strong market. Twenty percent today would be abysmal. The lowest reading in the 4th quarter was 36% in Pebble Beach and the highest 72% in Carmel by the Sea. Part of the explanation is that so many properties have sold, often in record time, that the inventory is low. Nevertheless, the barometer readings are breathtaking.

We leave it up to you to find in the accompanying charts other nuggets of interest.

It has been fun for us to write this column, and we are happy to exit on such a high note. Although our column is now history, we are still hard at work and would be happy to hear from you and, of course, to assist you with your real estate needs as buyers or sellers.

Paul Brocchini and Mark Ryan are real estate agents with Carmel Realty Company, NE Corner of Dolores & 8th, Carmel-by-the-Sea. They can be reached at 831-238-1498 (Mark) or 831-601-1620 (Paul).

The charts are based in whole or in part on data supplied by MLSListings.com, our Multiple Listing Service (MLS). Neither the Monterey Association of Realtors nor the MLS guarantee or is responsible for their accuracy. Data maintained by the MLS may not reflect all real estate activity in the market

Five Quarter Review		
In Escrow vs		
Date	Listings	Percent
Carmel-by-the-Sea		
01/01/22	8/11	73%
10/01/21	10/17	59%
07/01/21	8/21	38%
04/01/21	9/20	45%
01/01/21	11/27	41%
Carmel Highlands		
01/01/22	7/14	50%
10/01/21	4/14	29%
07/01/21	8/16	50%
04/01/21	4/14	29%
01/01/21	3/15	20%
Carmel Area		
01/01/22	20/29	69%
10/01/21	15/37	41%
07/01/21	25/51	49%
04/01/21	34/69	49%
01/01/21	25/61	41%
Carmel Valley		
01/01/22	9/22	41%
10/01/21	19/42	45%
07/01/21	10/33	30%
04/01/21	20/43	47%
01/01/21	10/49	20%
Monterey Area		
01/01/22	36/59	61%
10/01/21	34/79	43%
07/01/21	13/67	55%
04/01/21	25/44	57%
01/01/21	15/52	29%
Pacific Grove		
01/01/22	7/13	54%
10/01/21	13/30	43%
07/01/21	20/42	48%
04/01/21	16/32	50%
01/01/21	19/46	41%
Pebble Beach		
01/01/22	10/28	36%
10/01/21	18/47	38%
07/01/21	10/38	26%
04/01/21	13/43	30%
01/01/21	14/54	26%
Seaside		
01/01/22	15/26	58%
10/01/21	29/53	58%
07/01/21	16/39	41%
04/01/21	22/36	61%
01/01/21	14/24	58%

Monterey Peninsula Gross Dollar Volume		
Town	4th Qtr 2020	4th Qtr 2021
Carmel-by-the-Sea	\$104,244,500	\$63,547,018
Carmel Highlands	\$47,915,000	\$22,315,500
Carmel Area	\$188,600,410	\$139,376,605
Carmel Valley	\$48,200,600	\$78,211,500
Monterey Area	\$91,250,051	\$117,735,904
Pacific Grove	\$75,808,958	\$70,515,900
Pebble Beach	\$180,212,437	\$151,840,943
Seaside	\$26,239,238	\$47,481,200
Total	\$762,471,194	\$691,024,570

Median Sales Price Comparisons			
Town	Full Year 2021	4th Qtr 2020	4th Qtr 2021
Carmel-by-the-Sea	\$ 2,700,000	\$ 2,306,500	\$ 3,294,444
Carmel Highlands	\$ 3,510,000	\$ 3,100,000	\$ 3,200,000
Carmel Area	\$ 2,159,813	\$ 2,010,000	\$ 2,250,000
Carmel Valley	\$ 1,506,250	\$ 1,511,500	\$ 1,735,000
Monterey Area	\$ 1,160,375	\$ 1,030,000	\$ 1,125,000
Pacific Grove	\$ 1,329,000	\$ 1,108,000	\$ 1,367,500
Pebble Beach	\$ 2,995,000	\$ 2,225,000	\$ 3,025,000
Seaside	\$ 713,750	\$ 631,000	\$ 768,500

SALES BY QUARTER -- Seven Quarter Review							
Town	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Carmel-by-the-Sea	14	53	34	22	35	27	30
Carmel Highlands	4	18	13	4	7	8	6
Carmel Area	23	83	69	60	65	49	45
Carmel Valley	15	46	30	24	37	21	40
Monterey Area	34	77	69	56	66	80	76
Pacific Grove	29	69	60	48	53	56	44
Pebble Beach	18	54	53	42	35	22	36
Seaside	24	41	41	30	49	60	64
Totals	161	441	369	286	347	323	341

Distribution of Sales 4th Qtr 2021							
	\$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	3	1	7	19
Carmel Highlands	0	0	0	0	1	1	4
Carmel Area	0	0	1	11	4	10	19
Carmel Valley	0	0	7	8	11	8	6
Monterey Area	0	4	23	23	13	7	6
Pacific Grove	0	1	13	14	8	4	4
Pebble Beach	0	0	0	3	10	8	15
Seaside	2	27	30	5	0	0	0
Totals	2	32	74	67	48	45	73

Average Days to Sell		
4th Qtr 2020-2021		
Town	2020	2021
Carmel-by-the-Sea	33	33
Carmel Highlands	79	36
Carmel Area	73	41
Carmel Valley	30	48
Monterey Area	29	36
Pacific Grove	28	29
Pebble Beach	52	45
Seaside	29	21

Gross Dollar Volume Ten Year Review 2010 to 2021												1YR	10YRS
Town	Year 2011	Year 2012	Year 2013	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Year (Loss)	Gain (Loss)
Carmel-by-the-Sea	\$139,401,100	\$133,720,013	\$127,322,777	\$183,227,419	\$215,137,364	\$219,545,482	\$219,081,696	\$178,327,965	\$212,600,542	\$316,016,593	\$381,567,644	21%	174%
Carmel Area	\$276,650,490	\$303,606,360	\$353,095,307	\$350,787,894	\$321,678,040	\$328,456,729	\$342,395,021	\$379,788,213	\$318,366,450	\$537,512,016	\$369,288,924	-31%	33%
Carmel Highlands	\$21,739,500	\$47,993,000	\$68,557,000	\$24,319,990	\$52,087,500	\$16,257,200	\$29,966,500	\$84,894,100	\$32,682,500	\$132,583,374	\$130,960,478	-1%	500%
Carmel Valley	\$111,961,760	\$131,614,015	\$145,647,985	\$70,670,168	\$85,550,999	\$99,636,029	\$95,355,169	\$105,538,230	\$95,609,741	\$173,436,375	\$220,919,958	27%	97%
Monterey Area	\$78,311,945	\$93,167,009	\$119,638,782	\$167,057,326	\$205,646,718	\$184,464,093	\$232,439,516	\$235,355,750	\$222,256,706	\$288,761,329	\$393,925,107	36%	400%
Pacific Grove	\$90,818,100	\$120,959,800	\$126,936,130	\$138,110,121	\$149,925,985	\$138,224,560	\$167,277,937	\$156,973,478	\$171,349,655	\$219,717,236	\$303,309,682	38%	234%
Pebble Beach	\$151,834,099	\$203,278,900	\$201,540,943	\$291,206,413	\$246,937,861	\$306,453,687	\$270,218,623	\$359,796,069	\$390,863,988	\$485,993,791	\$639,048,186	31%	320%
Seaside	\$71,819,802	\$57,077,970	\$63,168,288	\$70,626,332	\$74,609,715	\$88,967,284	\$101,628,245	\$102,661,542	\$100,346,956	\$85,724,531	\$151,690,499	77%	111%
Totals	\$803,135,696	\$957,697,054	\$1,078,584,435	\$1,112,778,244	\$1,351,574,182	\$1,382,005,064	\$1,458,362,707	\$1,603,335,347	\$1,544,076,538	\$2,239,745,245	\$2,590,710,478	16%	223%

Median Sales Price 10 Year Review 20010 to 2021												1YR	10YRS
Town	Year 2011	Year 2012	Year 2013	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Gain (Loss)	Gain (Loss)
Carmel-by-the-Sea	\$ 1,287,500	\$ 1,200,000	\$ 1,325,000	\$ 1,652,000	\$ 1,416,000	\$ 1,595,000	\$ 1,691,750	\$ 2,195,000	\$ 1,912,000	\$ 2,214,000	\$ 2,700,000	22%	109%
Carmel Highlands	\$ 1,137,000	\$ 1,150,000	\$ 1,550,000	\$ 2,743,602	\$ 2,525,000	\$ 1,900,000	\$ 2,700,000	\$ 4,080,000	\$ 1,945,000	\$ 2,887,500	\$ 3,510,000	22%	208%
Carmel Area	\$ 1,082,500	\$ 1,020,000	\$ 1,205,000	\$ 1,300,000	\$ 1,100,000	\$ 1,350,000	\$ 1,300,000	\$ 1,597,000	\$ 1,600,000	\$ 1,855,000	\$ 2,159,813	16%	99%
Carmel Valley	\$ 700,000	\$ 800,000	\$ 842,250	\$ 730,000	\$ 795,000	\$ 997,500	\$ 950,000	\$ 1,000,000	\$ 1,005,000	\$ 1,347,000	\$ 1,506,250	12%	115%
Monterey Area	\$ 522,079	\$ 490,000	\$ 590,224	\$ 685,000	\$ 626,750	\$ 755,000	\$ 800,000	\$ 850,000	\$ 820,000	\$ 945,500	\$ 1,160,375	23%	122%
Pacific Grove	\$ 537,500	\$ 558,000	\$ 682,500	\$ 739,000	\$ 780,000	\$ 832,000	\$ 915,000	\$ 925,000	\$ 965,000	\$ 1,007,500	\$ 1,329,000	32%	147%
Pebble Beach	\$ 1,104,000	\$ 1,130,000	\$ 1,147,500	\$ 1,440,000	\$ 1,400,000	\$ 1,550,000	\$ 1,640,000	\$ 1,585,000	\$ 1,773,975	\$ 2,262,500	\$ 2,995,000	32%	171%
Seaside	\$ 299,249	\$ 296,000	\$ 327,400	\$ 358,000	\$ 399,500	\$ 445,000	\$ 495,000	\$ 525,000	\$ 540,000	\$ 599,000	\$ 713,750	19%	139%