

2nd Quarter 2012 Report : Peninsula Condo Market — Number of Sales Pop Up

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Although there is not enough activity to get truly excited, the market logged 67 condo sales in the second quarter, a nice jump from the first quarter and nine better than last year.

Dollar volume had a four percent increase from \$21,931,205 last year to \$22,756,850 this year. The Market Barometer remained relatively strong with 37% of the listings in escrow.

Median sales prices edged up in six markets and declined in only two. Perhaps condo prices have already hit bottom. We will need a year or so to see if that is true, but we have reason for hope.

It took less time to sell a condo this year. Every market except Seaside had declines in days on market. All in all there seems to be a bit of life in a market that has struggled mightily since the crash.

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 in the market.

Please Call Us

We have lived on the Monterey Peninsula since 1978 and in the heart of Carmel since 1986. We know the market and have deep experience assisting both buyers and sellers.

We Help Buyers

Many of our buyers are from out of town and before they act they need to gain an understanding of our local market. If you are an out-of-town buyer, you are extremely dependent on your agent for guidance. We are skilled at assisting you up the learning curve so that you can make sound decisions. The way we prosper is by putting our buyers into good, solid situations.

We Help Sellers

We know the market and would be happy to evaluate the value of your house at no charge. We know how to help you get ready for market to get the best price for your property. Selling a property is a cooperative effort between the seller and his or her agent. We will guide you on the team approach to success.

Please [contact us via email](#), call us at 831-622-4642, or write us at PO Box 350, Carmel, CA 93921.

Carmel Realty Company | NE Corner of Dolores and 8th) | Carmel, CA 93921 | P.O. Drawer C

Market Barometer 2nd Qtr 2012		
In Escrow vs		
Date	Listings	Percent
07/01/12	44/120	37%
04/01/12	45/117	38%
01/01/12	33/108	31%
10/01/11	26/94	28%
07/01/11	36/105	34%
04/01/11	37/125	30%
01/01/11	30/87	34%
10/01/10	31/132	23%
07/01/10	37/129	29%
04/01/10	49/131	37%
01/01/10	43/125	34%
10/01/09	38/135	28%
07/01/09	31/135	23%
04/01/09	29/142	20%
01/01/09	10/140	7%
10/01/08	18/178	10%
07/01/08	14/148	9%
04/01/08	15/180	8%
01/01/08	24/161	15%
09/30/07	16/181	9%
07/01/07	17/124	14%
04/01/07	20/170	12%
01/01/07	14/114	14%
10/01/06	7/128	5%
07/01/06	16/121	13%
04/01/06	21/78	30%
01/01/06	14/61	23%
10/01/05	18/67	27%
07/01/05	38/68	56%
04/01/05	32/63	51%
01/01/05	19/43	44%
10/01/04	28/57	49%
06/30/04	34/63	54%
04/01/04	42/72	58%
01/01/04	26/70	37%
10/01/03	42/97	43%
07/10/03	38/119	32%
04/01/03	32/115	28%
01/01/03	21/87	24%
10/01/02	27/112	24%
07/01/02	34/124	27%
04/01/02	26/109	24%
01/01/02	15/85	18%

Median Sales Prices			
	Full Year	2nd Qtr	2nd Qtr
Town	2011	2011	2012
Carmel	\$472,500	\$407,500	\$500,000
Carmel Valley	\$366,250	\$350,000	\$363,500
Del Rey Oaks	\$269,000	\$220,000	\$235,000
Marina	N/A	\$135,000	\$170,000
Monterey	\$225,000	\$225,000	\$200,000
Pacific Grove	\$405,900	\$400,000	\$398,000
Pebble Beach(a)	\$380,000	\$657,000	\$675,000
Pebble Beach(b)	\$2,000,000	\$1,800,000	\$1,825,000
Salinas Hwy	\$262,500	No Sales	\$277,500
Seaside	\$165,500	\$145,000	\$280,100

(a) Sales under \$1 million (b) Sales over \$1 million

Gross Dollar Volume			
	2nd Qtr	2nd Qtr	% LP
Town	2011	2012	Rcvd
Carmel	\$2,545,000	\$2,399,000	96.11%
Carmel Valley	\$8,061,500	\$5,794,000	96.22%
Del Rey Oaks	\$440,000	\$470,000	111.93%
Marina	\$428,000	\$535,000	97.31%
Monterey	\$6,361,420	\$6,498,150	97.96%
Pacific Grove	\$1,200,000	\$2,911,000	92.24%
Pebble Beach	\$2,457,000	\$2,500,000	93.53%
Salinas Hwy	\$0	\$555,000	98.85%
Seaside	\$438,285	\$1,094,700	103.27%
Totals	\$21,931,205	\$22,756,850	

Sales by Quarter - Six Quarter Review						
	Q1	Q2	Q3	Q4	Q1	Q2
Town	2011	2011	2011	2011	2012	2012
Carmel	3	6	6	1	5	5
Carmel Valley	12	17	13	13	14	14
Del Rey Oaks	4	2	1	0	2	2
Marina	6	3	3	1	1	3
Monterey	12	22	21	13	14	28
Pacific Grove	3	3	2	3	4	7
Pebble Beach (a)	3	1	1	2	2	1
Pebble Beach (b)	1	1	2	0	0	1
Salinas Hwy	3	0	4	1	2	2
Seaside	2	3	1	1	0	4
Totals	49	58	54	35	44	67

a) Sales under \$1 million b) Sales over \$1 million

Average Days on Market 2nd Qtr 2011 - 2012		
<i>Town</i>	2011	2012
Carmel	203	76
Carmel Valley	140	134
Del Rey Oaks	118	38
Marina	269	98
Monterey	154	66
Pacific Grove	158	100
Pebble Beach	256	27
Salinas Hwy	N/A	7
Seaside	62	116

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