

3rd Quarter 2012 Report : Condo Market Barometer Hits 7-Year High

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The Market Barometer, which measures the percentage of listings in escrow, reached a seven-year high on October 1. The reading was 43% the highest since a 56% reading on July 1, 2005.

During the severely depressed years of 2008 and 2009 readings of under 10% were common.

Gross dollar volume in the quarter was strong. \$29,814,120 changed hands, up 42% from the \$21,059,488 logged in 2011. The big surges were in Carmel Valley, up almost \$7 million dollars and Monterey plus 25% reaching \$7,359,500 in total sales.

Unit sales, as one would expect from the dollar volume increase, were also up substantially. Seventy-five sales were recorded in the quarter as opposed to 54 last year, a jump of 39%.

Median sales prices did not do much, up here and down there. Carmel, Pacific Grove and Seaside, for example, were down, while Carmel Valley, Monterey and the Monterey/Salinas Highway were up.

All in all the third quarter was a good one. It will be interesting to see in our next report how 2012 stacks up against 2011.

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.

Market Barometer 3rd Qtr 2012		
	<i>In</i>	
	<i>Escrow</i>	
	<i>vs</i>	
<i>Date</i>	<i>Listings</i>	<i>Percent</i>
10/01/12	43/99	43%
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			
	<i>Full Year</i>	<i>3rd Qtr</i>	<i>3rd Qtr</i>
<i>Town</i>	<i>2011</i>	<i>2011</i>	<i>2012</i>
Carmel	\$472,500	\$487,500	\$394,250
Carmel Valley	\$366,250	\$360,000	\$420,000
Del Rey Oaks	\$269,000	\$325,000	\$240,000
Marina	N/A	\$153,000	\$194,000
Monterey	\$225,000	\$260,000	\$314,000
Pacific Grove	\$405,900	\$429,500	\$410,000
Pebble Beach(a)	\$380,000	\$365,000	\$380,000
Pebble Beach(b)	\$2,000,000	\$2,000,000	\$1,950,000
Salinas Hwy	\$262,500	\$262,500	\$315,000
Seaside	\$165,500	\$265,000	\$247,000

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

Average Days on Market 3rd Qtr 2011 - 2012		
<i>Town</i>	<i>2011</i>	<i>2012</i>
Carmel	127	76
Carmel Valley	48	134
Del Rey Oaks	59	38
Marina	75	98
Monterey	95	66
Pacific Grove	632	100
Pebble Beach	322	27
Salinas Hwy	109	7
Seaside	7	116

Sales by Quarter - Six Quarter Review						
	<i>Q2</i>	<i>Q3</i>	<i>Q4</i>	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>
<i>Town</i>	<i>2011</i>	<i>2011</i>	<i>2011</i>	<i>2012</i>	<i>2012</i>	<i>2012</i>
Carmel	6	6	1	5	5	8
Carmel Valley	17	13	13	14	14	25
Del Rey Oaks	2	1	0	2	2	1
Marina	3	3	1	1	3	2
Monterey	22	21	13	14	28	23
Pacific Grove	3	2	3	4	7	5
Pebble Beach (a)	1	1	2	2	1	3
Pebble Beach (b)	1	2	0	0	1	1
Salinas Hwy	0	4	1	2	2	4
Seaside	3	1	1	0	4	3
Totals	58	54	35	44	67	75

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

Gross Dollar Volume			
<i>Town</i>	<i>3rd Qtr</i> 2011	<i>3rd Qtr</i> 2012	% LP Rcvd
Carmel	\$2,980,000	\$3,200,300	76.32%
Carmel Valley	\$4,849,888	\$11,502,420	96.58%
Del Rey Oaks	\$325,000	\$240,000	109.09%
Marina	\$495,000	\$388,000	102.27%
Monterey	\$5,868,600	\$7,359,500	96.86%
Pacific Grove	\$859,000	\$2,144,000	97.21%
Pebble Beach	\$4,365,000	\$3,079,000	95.77%
Salinas Hwy	\$1,052,000	\$1,193,000	99.00%
Seaside	\$265,000	\$707,900	101.89%
Totals	\$21,059,488	\$29,814,120	94.28%

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