

Monterey Peninsula Condo Report Fourth Quarter and Year End 2017 Market Continues Its Hot Streak

By: Paul Brocchini & Mark Ryan

Our local market for condominiums continued to be strong in the fourth quarter. Although the number of sales in the quarter dropped by 29% from the same period last year, prices were up and gross dollar volume managed to increase by 5% even with fewer transactions.

Median Sales Prices

Median sales prices continued to climb with all of the markets experiencing increases with the exception of Pacific Grove. The offerings in Pacific Grove were at a lower level of prices from last year the major reason for the decline in median sales prices in the quarter.

Barometer

On January 1st there were only 44 units on the market as opposed to 55 last year. Thirteen of the 44 units were in escrow for a Barometer Reading of 30%, a good number.

10 Year Review

The gross dollar volume for the year topped \$127 million, an all-time high and 44% higher than 2007. The Bureau of Labor Statistics tells us that in this ten year period the purchasing power of the dollar declined by 24% leaving the market with a true gain of 20%, much better than the single family home record which had a real gain in gross dollar volume of only one percent from 2007 to 2017.

The median sales prices were all lower than those in 2007 with the exception of Carmel-by-the-Sea. In real terms, the condo market is finally emerging from the devastating hit of the 2007-08 recession.

Skyline Crest

As we promised in the last edition of our Condo Report, in each issue we will feature one complex. Our choice for this report is **Skyline Crest**, the 48-unit complex in the popular Skyline Forest area of Monterey. The Skyline Crest complex offers the largest, and with the exception of the new, super posh units in

Cannery Row, the most luxurious condominiums in Monterey.

Most of the units are in the 2,000 plus square feet range with three bedrooms and two baths, but there are some three bath units. The largest unit, number 40, has five bedrooms and more than 2,700 square feet. Three units have closed escrow in early 2018. The sales prices of the three units that have closed as of this writing, March 15, are: one at \$729,000 and two at \$825,000. There are also two in escrow with asking prices of \$850,000 and \$929,500.

If you want space and style and do not want to lay out the million dollar plus sum that will be needed to get it in a single family home in a favored neighbor, keep your eye for offerings in Skyline Crest.

ATTENTION BUYERS AND SELLERS – PAUL AND MARK IN THE TRENCHES

We know this market and are here to provide you with smart representation.

Call, email or text and we will respond immediately. And we are never too busy to accept your referrals.

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Gross Dollar Volume		
Town	4th Qtr 2016	4th Qtr 2017
Carmel -by-the-Sea	\$901,000	\$942,500
Carmel Area	\$7,912,800	\$10,316,000
Carmel Valley	No Sales	\$842,000
Marina	\$300,000	No Sales
Monterey Area	\$8,117,750	\$8,594,500
Pacific Grove	\$2,169,000	\$1,085,000
Pebble Beach	\$3,850,000	\$2,298,265
Seaside	\$319,900	\$1,585,000
Totals	\$23,570,450	\$24,720,765

Median Sales Prices			
Town	Full Year 2017	4th Qtr 2016	4th Qtr 2017
Carmel-by-the-Sea	\$901,250	\$901,000	\$942,500
Carmel Area	\$643,500	\$587,500	\$623,000
Carmel Valley	\$830,500	No Sales	\$842,000
Marina	\$129,000	\$300,000	No Sales
Monterey Area	\$423,300	\$375,250	\$434,500
Pacific Grove	\$636,525	\$730,000	\$542,500
Pebble Beach(a)	\$671,500	\$600,000	\$777,000
Pebble Beach(b)	\$3,150,000	\$3,250,000	No Sales
Seaside	\$498,500	\$319,900	\$542,000

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

Sales by Quarter - Six Quarter Review						
Town	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Carmel-by-the-Sea	0	1	1	0	2	1
Carmel Area	21	14	14	21	24	17
Carmel Valley	0	0	2	0	2	1
Marina	5	1	4	0	2	0
Monterey Area	25	20	20	25	23	18
Pacific Grove	3	3	4	4	5	2
Pebble Beach (a)	1	1	3	1	3	3
Pebble Beach (b)	0	1	1	1	2	0
Seaside	1	1	1	0	0	3
Totals	56	42	50	52	63	45

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

Average Days to Sell 4th Qtr 2016 - 2017		
Town	2016	2017
Carmel-by-the-Sea	11	18
Carmel Area	43	95
Carmel Valley	No Sales	132
Marina	2	No Sales
Monterey Area	42	36
Pacific Grove	58	51
Pebble Beach	158	13
Seaside	26	33

Market Barometer 4th Qtr 2017		
<i>In Escrow vs</i>		
<i>Date</i>	<i>Listings</i>	<i>Percent</i>
<i>01/01/18</i>	<i>13/44</i>	<i>30%</i>
<i>10/01/17</i>	<i>13/37</i>	<i>35%</i>
<i>03/17/00</i>	<i>16/64</i>	<i>25%</i>
<i>04/01/17</i>	<i>19/55</i>	<i>35%</i>
<i>01/01/17</i>	<i>21/55</i>	<i>38%</i>
<i>10/01/16</i>	<i>22/60</i>	<i>37%</i>
<i>07/01/16</i>	<i>33/66</i>	<i>50%</i>
<i>04/01/16</i>	<i>34/67</i>	<i>44%</i>
<i>01/01/16</i>	<i>26/59</i>	<i>44%</i>
<i>10/01/15</i>	<i>26/95</i>	<i>27%</i>
<i>07/01/15</i>	<i>40/93</i>	<i>43%</i>
<i>04/01/15</i>	<i>29/72</i>	<i>40%</i>
<i>01/01/15</i>	<i>26/73</i>	<i>36%</i>
<i>10/01/14</i>	<i>26/95</i>	<i>27%</i>
<i>07/01/14</i>	<i>25/87</i>	<i>29%</i>
<i>04/01/14</i>	<i>29/71</i>	<i>41%</i>
<i>01/01/14</i>	<i>17/49</i>	<i>35%</i>
<i>10/01/13</i>	<i>32/79</i>	<i>41%</i>
<i>07/01/13</i>	<i>33/76</i>	<i>43%</i>
<i>04/01/13</i>	<i>39/81</i>	<i>48%</i>
<i>01/01/13</i>	<i>34/87</i>	<i>39%</i>
<i>10/01/12</i>	<i>43/99</i>	<i>43%</i>

Median Sales Price Comparisons - 2007 to 2017

<i>Town</i>	<i>Year 2007</i>	<i>Year 2008</i>	<i>Year 2009</i>	<i>Year 2010</i>	<i>Year 2011</i>	<i>Year 2012</i>
Carmel-by-the-Sea	No Sales	\$722,500	\$442,000	\$957,500	\$655,000	\$362,500
Carmel Area	\$745,000	\$667,500	\$511,120	\$489,000	\$472,500	\$415,000
Carmel Valley	\$642,500	\$623,125	\$372,500	\$385,000	\$366,250	\$437,500
Marina	\$400,000	\$270,000	\$154,900	\$171,000	\$163,000	\$166,000
Monterey Area	\$486,000	\$505,000	\$373,000	\$237,450	\$225,000	\$225,000
Pacific Grove	\$655,000	\$591,500	\$492,500	\$535,000	\$405,900	\$396,500
Pebble Beach(a)	\$725,000	\$649,500	\$509,500	\$415,000	\$380,000	\$397,000
Pebble Beach(b)	\$3,247,500	\$2,300,000	\$2,240,000	\$2,675,000	\$2,000,000	\$1,950,000
Seaside	\$506,500	\$404,166	\$230,000	\$181,000	\$181,000	\$241,000
(a) Condos under \$1,000,000		(b) Condos over \$1,000,000			*Gain From 2008	

Year 2013	Year 2014	Year 2015	Year 2016	Year 2017	1Yr Gain (Loss)	10Yr Gain (Loss)
\$500,000	\$728,750	\$947,500	\$900,000	\$901,250	0%	25%*
\$520,000	\$820,000	\$548,500	\$597,000	\$643,500	8%	-14%
\$487,000	\$535,000	\$675,000	\$802,000	\$830,500	4%	29%
\$177,000	\$217,500	\$216,338	\$272,000	\$129,000	-53%	-68%
\$357,500	\$382,000	\$349,000	\$401,000	\$423,300	6%	-13%
\$489,500	\$562,000	\$626,000	\$606,250	\$636,525	5%	-3%
\$515,000	\$527,500	\$512,000	\$615,000	\$671,500	1%	-7%
\$2,795,000	\$1,895,000	No Sales	\$3,595,000	\$3,150,000	-15%	-3%
\$250,000	\$295,750	\$380,000	\$375,000	\$498,500	33%	-2%

Monterey Peninsula Gross Dollar Volume 2006 to 2016

<i>Town</i>	<i>Year 2007</i>	<i>Year 2008</i>	<i>Year 2009</i>	<i>Year 2010</i>
Carmel-by-the-Sea	\$0	\$1,445,000	\$442,000	\$957,500
Carmel Area	\$8,139,000	\$6,087,000	\$3,723,120	\$6,315,500
Carmel Valley	\$25,314,950	\$27,730,250	\$17,128,000	\$25,897,150
Marina	\$2,929,400	\$2,490,900	\$3,218,300	\$3,257,015
Monterey Area	\$30,008,466	\$18,689,356	\$18,014,850	\$20,732,725
Pacific Grove	\$10,435,140	\$3,865,000	\$5,272,900	\$4,160,400
Pebble Beach	\$8,732,500	\$25,489,500	\$7,959,000	\$10,701,234
Seaside	\$3,056,000	\$2,425,000	\$2,170,900	\$1,170,000
Totals	\$88,615,456	\$86,777,006	\$57,487,070	\$72,234,024

Year 2011	Year 2012	Year 2013	Year 2014	Year 2015
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\$1,994,000	\$2,288,000	\$1,000,000	\$3,210,000	\$2,880,000
\$7,839,000	\$9,240,800	\$11,434,500	\$43,669,600	\$38,290,499
\$22,625,438	\$30,081,170	\$42,227,487	\$1,512,000	\$1,975,000
\$33,883,665	\$1,542,500	\$1,775,000	\$2,261,120	\$1,555,575
\$20,483,919	\$24,845,700	\$32,796,203	\$24,110,762	\$35,534,700
\$4,463,000	\$9,113,000	\$9,582,250	\$10,896,500	\$5,063,500
\$11,258,000	\$9,432,500	\$7,642,950	\$4,076,000	\$17,711,000
\$1,253,285	\$2,025,600	\$2,166,500	\$591,500	\$740,000
\$101,806,307	\$86,281,270	\$107,624,890	\$87,117,482	\$103,750,274

<i>Year 2016</i>	<i>Year 2017</i>
\$2,540,975	\$3,670,000
\$45,534,755	\$48,087,950
\$1,604,000	\$4,003,540
\$3,549,749	\$672,500
\$39,344,694	\$40,307,061
\$10,210,400	\$9,971,525
\$14,097,500	\$18,726,955
\$2,767,400	\$2,040,000
\$119,649,473	\$127,479,531