

4th Quarter 1999 and Year End Report : Rocketing Prices Are The 1999 Real Estate Story



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No one knows for sure when the Bohemian era ended in Carmel. We just know that no true Bohemian has been able to afford a place around here for years. It is unlikely that the impoverished poets and sages of our time could even afford a place in Seaside or Marina today, the last bastions of affordability on the Monterey Peninsula.

Although the date of the disappearance of our local Bohemians is clouded, we do know when the era of millionaires began. That is clearly marked, and it is 1999.

Ponder this. Thirty six percent , 25 out of 69, of the houses sold in Carmel during the fourth quarter of that golden year fetched over one million dollars. In Pebble Beach 40% of the properties sold surpassed the million dollar mark during the same period.

Although three of the ten markets, Del Rey Oaks, Marina and Seaside had no million dollar sales during the quarter, 16.2% of the homes sold on the Peninsula during the fourth quarter topped one million dollars . Home owners, be happy you do not have to buy your own house! Million dollar houses are now the norm in the tonier areas of our Peninsula.

1999 Price Gains – Monterey Tops the Charts

Median sales prices in Monterey reached \$290,000 in 1995. Then they slipped backwards for a couple of years, and eked their way upwards to \$300,000 in 1998. In 1999 Monterey made its price move: up 32.7% on the year. In the middle of 1999 we noted that Monterey was the lagging market, the only one where a buyer might find a "deal." That window of opportunity is closed, at least for the time being.

Leading the rest of the pack, Carmel Valley was up 23.7% on the year, Marina 23% and South Coast 22.7%.

Dollar Volume Jumps 21.5% — Carmel Leads the Way

The dollar volume of transactions during the year was impressive. Carmel, the dollar volume leader, recorded \$256,438,000 in sales during the year, a jump of 32.5% over the excellent numbers logged in 1998. Pebble Beach was second, Salinas Monterey Highway third, Monterey fourth and Pacific Grove fifth.

Monterey again had the biggest percentage gain during the year jumping 40.2% above 1998 figures.

Gross dollar volume for the Monterey Peninsula for all of 1999 was \$898,213,000, an increase of 21.5% over 1998.

Low Inventory

MARKET BAROMETER

Five Quarter Review
Hottest to Coldest Market
Fourth Quarter 1999
(In Descending Order)

Escrow

<i>Date</i>	<i>vs./Lstngs</i>	<i>Percent</i>
Carmel		
1/1/00	55/105	52%
10/1/99	44/135	33%
7/1/99	45/132	34%
4/1/99	43/142	30%
1/1/99	45/141	32%
Seaside		
1/1/00	16/31	52%
10/1/99	24/40	60%
7/1/99	22/40	55%
4/1/99	30/50	60%
1/1/99	19/40	48%
Del Rey Oaks		
1/1/00	2/4	50%
10/1/99	1/1	100%
7/1/99	0/3	00%
4/1/99	0/0	00%
1/1/99	0/0	00%
Marina		
1/1/00	10/22	45%
10/1/99	13/33	39%
7/1/99	9/25	36%
4/1/99	11/22	50%
1/1/99	7/16	44%
Pebble Beach		
1/1/00	21/51	41%
10/1/99	18/66	27%
7/1/99	22/67	33%
4/1/99	24/65	37%

The year 2000 is beginning with a low inventory of properties on the Monterey Peninsula.

In the ten Peninsula markets, the New Year began with only 432 listings. One hundred seventy-eight of those were in escrow leaving only 254 net listings available to buy. The market was already tight at the beginning of last year when there were only 368 net listings available. This years' figure is a 31% decline below last year's tight market.

Our Market Barometer, a measure of activity, shows the percentage of current listings that are in escrow. Carmel, for the first time, topped the barometer scale with 55 out of 105 listings in escrow, a reading of 52.38%. This is truly amazing. Carmel, as defined by the Multiple Listing Service, is a large area that in addition to Carmel-by-the-Sea includes Carmel Woods, Carmel Point, Hatton Fields, Carmel Mission, High Meadows, North and South Carmel Hills, Jack's Peak and Carmel Meadows. Normally the barometer reading is dragged down by the markets outside the village which do not sell as readily as the village proper.

That was not the case in late 1999 where properties moved off the market with alacrity in all areas.

A Strong Buy

The end of the boom is not in sight. Although more properties should be coming on the market as we move into the year, it appears to us that the upward pressure on prices will continue. We have little growth potential and increasing numbers of affluent buyers desire our properties.

The spurt in prices makes the Peninsula appear to be very pricey now. Down the road a bit, however, Year 2000 prices may appear like bargains just as 1995 prices look to us now. For those who can afford it, Monterey Peninsula real estate is still, in stock market terms, a strong buy.

1/1/99	13/71	18%
Pacific Grove		
1/1/00	18/49	37%
10/1/99	22/67	33%
7/1/99	16/55	29%
4/1/99	22/53	42%
1/1/99	16/41	39%
Carmel Valley		
1/1/00	18/55	33%
10/1/99	29/82	35%
7/1/99	22/81	27%
4/1/99	32/83	39%
1/1/99	23/72	32%
South Coast		
1/1/00	8/26	31%
10/1/99	6/35	17%
7/1/99	8/41	20%
4/1/99	5/31	16%
1/1/99	5/36	14%
Monterey		
1/1/00	17/56	30%
10/1/99	23/63	37%
7/1/99	34/68	50%
4/1/99	22/55	40%
1/1/99	26/58	45%
Salinas/Mty Highway		
1/1/00	13/33	25%
10/1/99	33/76	43%
7/1/99	34/71	49%
4/1/99	28/77	36%
1/1/99	25/72	35%

Median Sales Price Comparisons

	Full Yr 1998	4th Qtr 1998	4th Qtr 1999
Carmel	\$568,750	\$650,000	\$749,000
Carmel Valley	\$489,000	\$515,000	\$679,513
Del Rey Oaks	\$230,000	\$N/A	\$N/A
Marina	\$199,250	\$207,000	\$270,500
South Coast	\$665,000	\$784,500	\$875,000
Monterey	\$300,000	\$335,000	\$439,500
Pacific Grove	\$352,000	\$363,000	\$405,000
Pebble Beach	\$769,000	\$661,250	\$782,750
Salinas Highway	\$375,000	\$333,000	\$487,667
Seaside	\$160,000	\$165,000	\$228,000

Distribution of Sales 4th Quarter 1999

<i>Town</i>	<i>Under 200</i>	<i>\$200-299</i>	<i>\$300-399</i>	<i>400-499</i>	<i>\$500-599</i>	<i>\$600-699</i>	<i>One Min.+</i>
Carmel	0	0	8	7	14	15	25
Carmel Valley	1	0	6	3	5	15	8
Del Rey Oaks	0	1	1	0	0	0	0
Marina	1	11	8	0	0	0	0
Monterey	0	4	10	11	5	8	1
Pacific Grove	0	9	13	13	5	5	1
Pebble Beach	0	0	0	3	4	17	16
Salinas Hwy	0	3	15	8	8	14	2
Seaside	10	19	3	0	0	0	0
South Coast	0	0	0	0	2	2	2
Total	12	47	64	45	41	76	55

Median Sales Prices 1994 to 1999

<i>Town</i>	<i>1994</i>	<i>1995</i>	<i>1996</i>	<i>1997</i>	<i>1998</i>	<i>1999</i>
Carmel	\$450,000	\$429,000	\$480,000	\$522,500	\$567,500	\$650,000
Carmel Valley	\$397,500	\$392,500	\$413,000	\$488,500	\$493,000	\$610,000
Del Rey Oaks	\$225,500	\$212,750	\$209,000	\$210,000	\$230,000	\$275,000
Marina	\$175,500	\$185,500	\$188,750	\$189,500	\$199,250	\$245,000
Monterey	\$250,000	\$290,000	\$282,000	\$282,125	\$300,000	\$398,000
Pacific Grove	\$247,200	\$265,750	\$266,000	\$295,000	\$352,500	\$398,250
Pebble Beach	\$535,000	\$500,625	\$530,000	\$585,000	\$750,000	\$745,000
Salinas Highway	\$310,000	\$315,000	\$317,000	\$369,500	\$375,000	\$430,000
Seaside	\$142,000	\$146,000	\$143,800	\$145,000	\$160,000	\$185,000
South Coast	\$475,000	\$792,500	\$775,000	\$742,500	\$627,500	\$770,000

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

**Monterey Peninsula
Gross Dollar Volume 1998 & 1999**

	<i>1998</i>	<i>1999</i>
Carmel	\$193,501,000	\$256,438,000
Carmel Valley	\$112,962,000	\$104,426,000
Del Rey Oaks	\$4,018,000	\$1,502,000
Marina	\$22,114,000	\$22,095,000
Monterey	\$58,522,000	\$82,026,000
Pacific Grove	\$59,543,000	\$76,138,000
Pebble Beach	\$156,221,000	\$197,707,000
Salinas Highway	\$74,828,000	\$93,280,000
Seaside	\$29,576,000	\$31,587,000
South Coast	\$28,060,000	\$33,014,000
Total	\$739,345,000	\$898,213,000

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

Days on Market		
<i>(Full Year)</i>		
Town	1998	1999
Carmel	94	102
Carmel Vly	127	107
D. Rey Oaks	62	14
Marina	66	34
Monterey	72	57
P. Grove	59	54
Pebble Bch	147	133
Salinas Hwy	102	87
Seaside	72	43
So. Coast	233	198

No. of Annual Sales 1994 - 1999						
Town	1994	1995	1996	1997	1998	1999
Carmel	203	159	221	286	272	300
Carmel Vly	120	96	134	186	200	145
D. Rey Oaks	13	8	17	21	17	5
Marina	112	88	101	101	106	87
Monterey	142	118	135	152	166	187
Pacific Grove	151	134	163	158	154	176
Pebble Beach	101	74	101	147	135	142
Salinas Hwy	135	92	108	148	183	188
Seaside	153	141	129	131	179	162
South Coast	23	18	29	30	37	31
Total	1,153	928	1,138	1,360	1,449	1,423