

4th Quarter 2003 Report: The Beat Goes On – Local Real Estate Market Unstoppable

carmelabodes.com

For the third time in the last four years, yearly dollar volume exceeded one billion dollars in the 10 Monterey Peninsula markets. The total for 2003 was \$1,153,569,459, slightly above 2002 and just a shade under the record-breaking number of the year 2000.

Digging into the numbers, one finds that the make-up of the gross dollar figure has changed dramatically. The big money markets of Carmel, Pebble Beach and South Coast are all substantially off their 2000 numbers. The other high-end market, Carmel Valley, posted a small gain.

Here are figures: Carmel \$308 million in 2000, \$252 million last year; Pebble Beach \$270 million in 2000, \$157 million in 2003; South Coast \$120 million in 2000, \$38 million in 2003. These three markets combined for a decrease of \$251 million in 2003 as compared to 2000.

This shortfall was overcome in 2003 by healthy increases in the lower priced markets. Incredibly low interest rates spurred those big gains. Marina's dollar volume reached \$49 million last year as opposed to \$33 million in 2000; Seaside booked \$82 million in 2003 and only \$40 million in 2000. Another area of strong increases was the Salinas/Monterey Highway corridor. Dollar volume there has been pumped up by the marketing of the new properties at Pasadera and the expansion of Las Palmas. The Corridor booked \$187 million in 2003 as opposed to \$99 million in 2000.

These numbers reflect the theme of the split market that we have been reporting for a couple of years. Our local real estate market has been, and continues to be, strong at the lower end and relatively weak at the upper or luxurious end of the market.

Prices

Prices continue their inexorable upward march. Six of the 10 markets posted double digit gains over 2002. Monterey led the pack with a 16.8% gain over 2002, jumping from a median sales price of \$535,000 in 2002 to \$625,000 in 2003.

When the current boom began in 1996, Monterey lagged for a long time in terms of prices. Last year Monterey caught up!

These year-end reports are the meatiest ones we do as we have the luxury of reviewing a full year's numbers and of comparing results on an annual basis. You can look at the charts and do your own calculations of comparisons that interest you. Just for fun, we did five years of price appreciation and discovered these interesting numbers: Carmel was up 51.5% in the period from 1999 to 2003; Carmel Valley 42.6%; Del Rey Oaks 87.2%; Marina 71.4%;

MARKET BAROMETER		
Five Quarter Review		
Hottest to Coldest Market		
Fourth Quarter 2003		
(In Descending Order)		
	<i>In</i>	
	<i>Escrow</i>	
	<i>vs</i>	
<i>Date</i>	<i>Listings</i>	<i>Percent</i>
Marina		
01/01/04	12/16	75%
10/01/03	15/28	54%
07/01/03	19/34	56%
04/01/03	15/29	52%
01/01/03	13/25	52%
Seaside		
01/01/04	21/32	66%
07/01/03	30/70	43%
04/01/03	25/72	35%
01/01/03	49/83	59%
10/01/02	27/71	38%
Pacific Grove		
01/01/04	19/43	44%
07/01/03	28/88	32%
04/01/03	19/77	25%
01/01/03	18/72	25%
10/01/02	17/84	20%
Monterey		

Monterey 57%; Pacific Grove 49.4%; Pebble Beach 40.9%; Salinas/Monterey Highway 69.8%; Seaside 210%; South Coast 52.3%.

Number of Transactions

There were 1,391 closed real estate transactions on the Peninsula in 2003. This was the third highest total in the last five years and a bit up over last year. Fourth quarter transactions dipped slightly, from 415 in 2002 to 378 in 2003. Of the 378 sales closed in the 4th quarter of last year 92, or 24%, were for more than one million dollars; 75% of the sales were for more than \$500,000. Housing on the Peninsula, even in the so-called affordable markets, has become very expensive.

Great Start for 2004

Our Market Barometer was red hot on January 1st. Seventy-five percent of the listings in Marina were in escrow, 66% in Seaside, 44% in Pacific Grove and 36% in Monterey. These are extremely strong readings reflecting a thin inventory.

These numbers may be a bit of an exaggeration as many listings expire on December 31, diminishing the number of listings on January 1. January is also a strong listing month, so, in theory, at least, the inventory should grow during the month. We did a spot check on the above four towns on January 26, and this is what we found: Marina had a total of 17 listings, of which 12 were in escrow for a reading of 70.6%, a little off the January 1 mark but still very strong; Seaside's January 26 reading was 51.5%, Pacific Grove 40.4% and Monterey 33.%.

These were also excellent numbers. As we moved toward the end of the month the market in these towns continued to be strong. These strong barometer readings mean that there will be lots of closings in those markets during the first quarter.

At the cool end of the market the situation is less rosy. Carmel and Pebble Beach had barometer readings of 17% on January 1, and South Coast had an extremely low reading of 10%. Our January 26 spot reading showed that Carmel had moved up a bit to a respectable 22% but that Pebble Beach has slipped to 13% and South Coast to an almost invisible 7%.

Everything points to a terrific beginning for 2004 in the lower priced markets. The high end, though not dead, is struggling. It will have its day again. We just do not know when.

monterey		
01/01/04	16/44	36%
07/01/03	38/82	46%
04/01/03	20/75	27%
01/01/03	21/66	32%
10/01/02	30/65	46%
Carmel Valley		
01/01/04	20/79	25%
07/01/03	19/117	16%
04/01/03	14/106	13%
01/01/03	18/86	21%
10/01/02	23/111	21%
Salinas/Mty Highway		
01/01/04	22/100	22%
07/01/03	44/141	31%
04/01/03	41/135	35%
01/01/03	17/89	19%
10/01/02	41/116	35%
Del Rey Oaks		
01/01/04	1/5	20%
07/01/03	5/10	50%
04/01/03	2/8	25%
01/01/03	3/9	33%
10/01/02	1/4	25%
Pebble Beach		
01/01/04	11/65	17%
07/01/03	23/100	23%
04/01/03	8/92	9%
01/01/03	14/73	19%
10/01/02	16/100	16%
Carmel		
01/01/04	23/139	17%
07/01/03	30/164	18%
04/01/03	20/149	13%
01/01/03	21/137	15%
10/01/02	31/171	18%
South Coast		
01/01/04	4/42	10%
07/01/03	5/45	11%
04/01/03	2/39	5%
01/01/03	5/38	13%
10/01/02	1/39	3%

Median Sales Price Comparisons			
	<i>Full Year</i>	<i>4th Qtr</i>	<i>4th Qtr</i>
<i>Town</i>	<i>2003</i>	<i>2002</i>	<i>2003</i>
Carmel	\$985,000	\$987,500	\$1,091,000
Carmel Valley	\$870,000	\$715,000	\$872,500
Del Rey Oaks	\$515,000	\$489,500	\$505,000
Marina	\$420,000	\$374,000	\$449,950
Monterey	\$625,000	\$565,000	\$612,000
Pacific Grove	\$595,000	\$528,000	\$635,000
Pebble Beach	\$1,050,000	\$1,225,000	\$1,075,000
Salinas Hwy	\$730,000	\$665,000	\$800,000
Seaside	\$388,500	\$347,500	\$437,500
South Coast	\$1,175,000	\$1,145,000	\$1,175,000

Monterey Peninsula Gross Dollar Volume		
	<i>4th Qtr</i>	<i>4th Qtr</i>
<i>Town</i>	<i>2002</i>	<i>2003</i>
Carmel	\$54,622,000	\$73,774,100
Carmel Valley	\$22,428,000	\$40,771,000
Del Rey Oaks	\$1,502,000	\$2,484,000
Marina	\$12,353,000	\$14,019,000
Monterey	\$24,212,000	\$28,449,125
Pacific Grove	\$22,379,000	\$35,211,850
Pebble Beach	\$27,796,000	\$52,337,500
Salinas Hwy	\$48,672,000	\$50,445,996
Seaside	\$15,427,000	\$22,466,271
South Coast	\$1,145,000	\$7,775,000
Totals	\$230,536,000	\$327,733,842

Days on Market
4th Qtr 2002/2003

<i>Town</i>	2002	2003
Carmel	126	125
Carmel Valley	95	124
Del Rey Oaks	57	33
Marina	43	32
Monterey	74	67
Pacific Grove	88	84
Pebble Beach	200	128
Salinas Hwy	74	120
Seaside	48	64
South Coast	8	228

SALES BY QUARTER -- Seven Quarter Review

<i>Town</i>	Q2 2002	Q3 2002	Q4 2002	Q1 2003	Q2 2003	Q3 2003	Q4 2003
Carmel	52	52	44	35	43	54	53
Carmel Valley	43	35	30	28	25	39	42
Del Rey Oaks	8	11	3	5	6	8	5
Marina	32	25	32	25	26	31	31
Monterey	57	41	37	29	40	51	42
Pacific Grove	54	33	36	36	41	59	53
Pebble Beach	24	19	17	19	18	34	38
Salinas Hwy	53	57	58	28	62	72	55
Seaside	61	52	40	42	51	60	52
South Coast	6	6	1	6	5	7	7
Totals	390	331	298	253	317	415	378

DISTRIBUTION OF SALES -- 4th Quarter 2003							
<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-\$999</i>	<i>One+ Mlns</i>
Carmel	0	0	0	0	1	22	30
Carmel Valley	0	1	2	1	5	17	16
Del Rey Oaks	0	0	0	2	3	0	0
Marina	0	0	4	23	4	0	0
Monterey	0	0	0	7	13	19	3
Pacific Grove	0	0	0	9	14	28	2
Pebble Beach	0	0	0	0	0	16	22
Salinas Hwy	0	0	0	2	12	26	15
Seaside	0	4	18	21	7	2	0
South Coast	0	0	0	0	1	2	4
Totals	0	5	24	65	60	132	92

Charts for Year 2003

Total Annual Sales 1998 to 2003						
<i>Town</i>	<i>1998</i>	<i>1999</i>	<i>2000</i>	<i>2001</i>	<i>2002</i>	<i>2003</i>
Carmel	272	300	265	149	208	186
Carmel Valley	200	145	132	93	138	136
Del Rey Oaks	17	5	11	14	26	24
Marina	106	87	110	95	115	115
Monterey	166	187	163	106	174	163
Pacific Grove	154	176	194	118	164	190
Pebble Beach	135	142	136	67	84	109
Salinas Hwy	183	188	167	153	212	218
Seaside	179	162	151	153	196	206
South Coast	37	31	56	19	21	44
Totals	1449	1423	1385	967	1338	1391

Median Sales Price Comparisons - Full Year 1998 to 2003

	Year	Year	Year	Year	Year	Year
Town	1998	1999	2000	2001	2002	2003
Carmel	\$567,500	\$650,000	\$900,000	\$850,000	\$910,000	\$985,000
Carmel Valley	\$493,000	\$610,000	\$670,000	\$762,500	\$825,000	\$870,000
Del Rey Oaks	\$230,000	\$275,000	\$365,000	\$435,000	\$457,250	\$515,000
Marina	\$199,250	\$245,000	\$290,000	\$343,500	\$369,000	\$420,000
Monterey	\$300,000	\$398,000	\$489,000	\$476,100	\$535,000	\$625,000
Pacific Grove	\$352,500	\$398,250	\$510,000	\$555,000	\$529,500	\$595,000
Pebble Beach	\$750,000	\$745,000	\$987,250	\$930,000	\$1,006,250	\$1,050,000
Salinas Hwy	\$375,000	\$430,000	\$510,000	\$540,000	\$650,000	\$730,000
Seaside	\$160,000	\$185,000	\$255,779	\$317,000	\$339,000	\$388,500
South Coast	\$627,500	\$770,000	\$1,292,500	\$1,100,000	\$1,660,000	\$1,175,000

Monterey Peninsula Gross Dollar Volume

	Year	Year
Town	2002	2003
Carmel	\$249,200,000	\$252,697,213
Carmel Valley	\$136,412,000	\$134,789,075
Del Rey Oaks	\$11,980,000	\$12,403,538
Marina	\$43,621,000	\$49,481,850
Monterey	\$102,473,000	\$111,686,616
Pacific Grove	\$103,933,000	\$127,843,400
Pebble Beach	\$146,953,000	\$157,428,013
Salinas Hwy	\$180,003,000	\$186,966,146
Seaside	\$68,367,000	\$81,958,608
South Coast	\$36,903,000	\$38,315,000
Totals	\$1,079,845,000	\$1,153,569,459

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

Days on Market Full year		
<i>Town</i>	<i>2002</i>	<i>2003</i>
Carmel	120	139
Carmel Valley	107	129
Del Rey Oaks	48	48
Marina	65	41
Monterey	102	80
Pacific Grove	79	93
Pebble Beach	183	156
Salinas Hwy	92	102
Seaside	63	68
South Coast	187	256

Copyright © Brocchini - Ryan Properties 2015 |