

LOCAL REAL ESTATE MARKET UPDATE



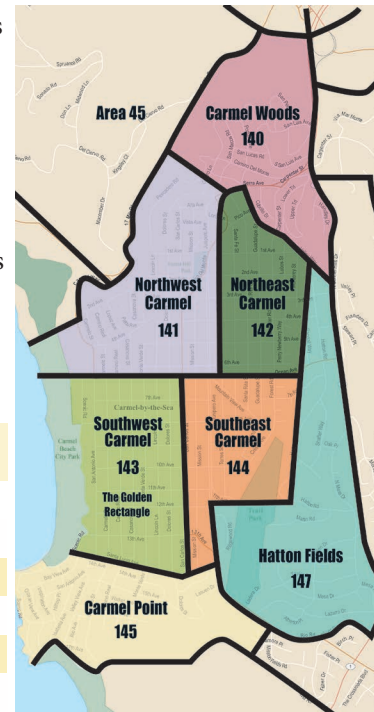
CARMEL REALTY COMPANY
ESTABLISHED 1913



SPRING NEWSLETTER 2014

On the state level, the majority of California neighborhoods are reflecting pre-2003 levels. We've made our recovery and appreciation has leveled off, predicting slow and steady growth from here on out. We don't expect the peak prices of 2005/2006 to return until 2021! Carmel's current real estate market shows a consistent trend of tightening inventory, fewer closed sales and higher sales prices than previous years. But the recovery has been fickle. After a tepid summer, buyer activity rose along with the stock market in the Fall and healthy activity

continued during the holiday season. Buyers are being careful not to overspend and properties are sitting on the market if they are overpriced. Of the 22 sales we had for the neighborhoods featured in the table below, the average listing period was 233 days! Our discretionary buyers can wait. Carmel's real estate environment is much more buyer friendly than the neighborhoods to our North. As anywhere, Carmel is neighborhood specific. Here's a closer look at recent activity from 10/1/13-1/31/14.



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ACTIVITY FOR 10/1/2013 – 1/31/2014

	Carmel Woods (140)	Northwest Ocean (141)	Southwest Ocean (143)	Carmel Point (145)
# Active	11	13	21	15
# Pending	3	2	2	5
# Sold	2	4	7	9
Average \$/sf	\$883	\$880	\$1,228	\$1,645
Average Sales Price	\$1,710,000	\$1,688,750	\$2,387,678	\$3,868,888



NEW LISTING! | \$1,995,000

Monte Verde 5 NE 5

www.MonteVerde5NE5.com



DISCREETLY AVAILABLE | \$2,595,000

Camino Real 3 NE 8

www.UniqueCaminoReal.com

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SOLD! | 24498 PESCADERO ROAD
\$1,695,000
Represented Sellers



SOLD! | SANTA LUCIA NW CORNER DOLORES
\$2,700,000
Represented Sellers



SOLD! | 2401 BAY VIEW
\$3,685,000
Represented Buyers



SOLD! | CAMINO REAL 4 NE 8
\$2,775,000
Represented Buyers



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