

MARKET ACTION REPORT

July 2011

City: Carmel

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Price Range: All | Properties: Single Family - Condo - TwnHm

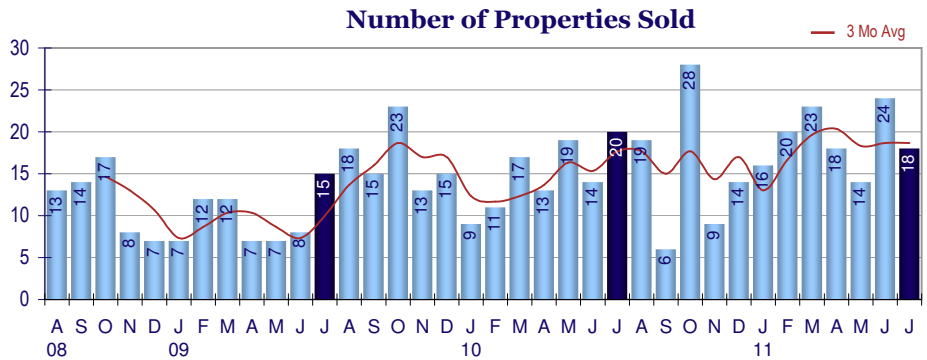
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,397,000	↔		↔				
Average List Price of all Current Listings	\$2,125,249	↑		↑				
July Median Sales Price	\$1,241,500	↓	↑	↑	\$975,000	↓	↑	
July Average Sales Price	\$1,230,306	↓	↓	↑	\$1,269,611	↔	↑	
Total Properties Currently for Sale (Inventory)	192	↓		↓				
July Number of Properties Sold	18	↓		↓	133	↑		
July Average Days on Market (Solds)	131	↓	↓	↑	129	↓	↔	
Asking Price per Square Foot (based on New Listings)	\$767	↑	↓	↑	\$826	↑	↔	
July Sold Price per Square Foot	\$639	↓	↓	↓	\$677	↓	↓	
July Month's Supply of Inventory	10.7	↑	↔	↓	9.6	↓	↓	
July Sale Price vs List Price Ratio	93.4%	↓	↑	↓	92.9%	↑	↑	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

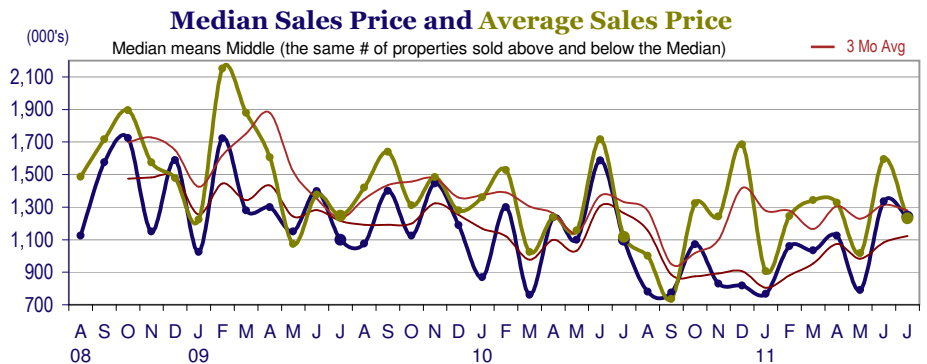
Property Sales

July Property sales were 18, down 10.0% from 20 in July of 2010 and 25.0% lower than the 24 sales last month. July 2011 sales were at a mid level compared to July of 2010 and 2009. July YTD sales of 133 are running 29.1% ahead of last year's year-to-date sales of 103.



Prices

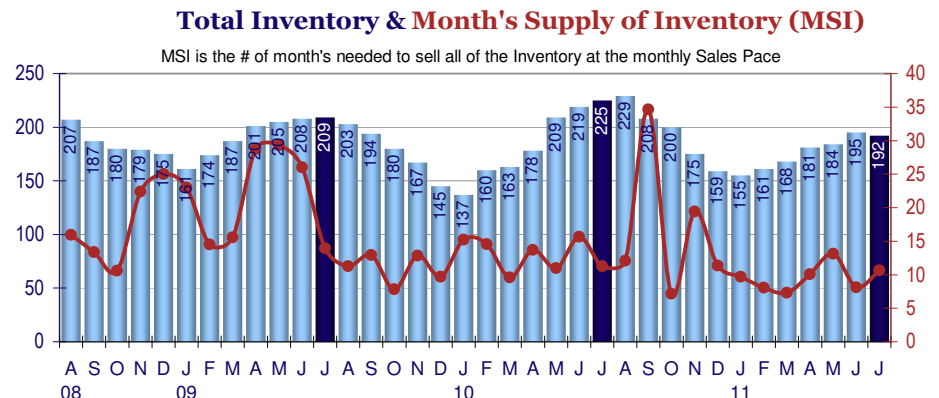
The Median Sales Price in July was \$1,241,500, up 12.9% from \$1,100,000 in July of 2010 and down 7.0% from \$1,335,000 last month. The Average Sales Price in July was \$1,230,306, up 10.1% from \$1,117,325 in July of 2010 and down 22.8% from \$1,594,229 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 192, down 1.5% from 195 last month and down 14.7% from 225 in July of last year. July 2011 Inventory was at its lowest level compared with July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 10.7 months was at its lowest level compared with July of 2010 and 2009.



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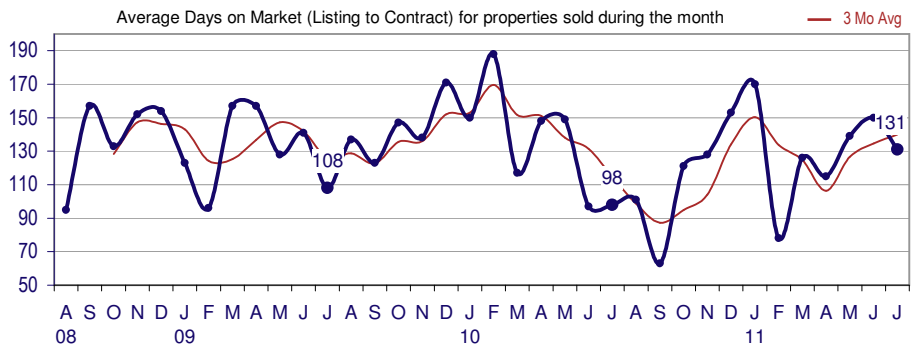


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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 131, down 12.7% from 150 days last month and up 33.7% from 98 days in July of last year. The July 2011 DOM was at a mid level compared with July of 2010 and 2009.

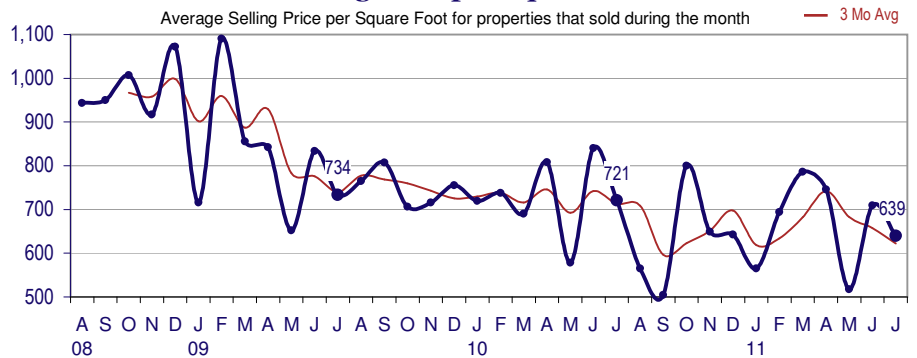
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2011 Selling Price per Square Foot of \$639 was down 9.9% from \$709 last month and down 11.3% from 721 in July of last year.

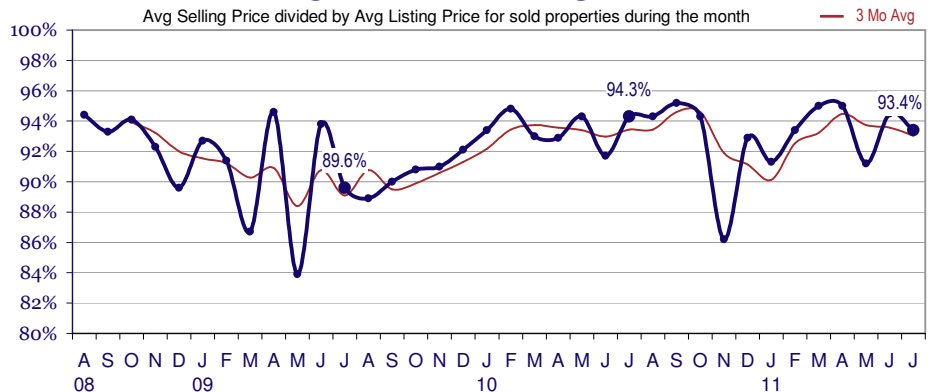
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2011 Selling Price vs Original List Price of 93.4% was down from 94.5% last month and down from 94.3% in July of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2011 was 27, down 35.7% from 42 last month and down 6.9% from 29 in July of last year.

Inventory / New Listings / Sales

