

MARKET ACTION REPORT

August 2011

City: Carmel Valley

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Price Range: All | Properties: Single Family

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	\$1,212,250	↑		↑				
Average List Price of all Current Listings	\$1,802,018	↔		↔				
August Median Sales Price	\$606,000	↑	↓	↓	\$729,900	↑	↑	
August Average Sales Price	\$775,000	↑	↔	↓	\$896,510	↓	↓	
Total Properties Currently for Sale (Inventory)	106	↓		↓				
August Number of Properties Sold	8	↓		↑	77	↓		
August Average Days on Market (Solds)	41	↓	↓	↓	131	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$407	↑	↓	↓	\$453		↔	
August Sold Price per Square Foot	\$296	↑	↓	↓	\$347	↓	↓	
August Month's Supply of Inventory	13.3	↑	↓	↓	12.5	↓	↓	
August Sale Price vs List Price Ratio	96.5%	↑	↑	↑	93.5%	↑	↑	

* 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

August Property sales were 8, up 14.3% from 7 in August of 2010 and 33.3% lower than the 12 sales last month. August 2011 sales were at their highest level compared to August of 2010 and 2009. August YTD sales of 77 are running 11.5% behind last year's year-to-date sales of 87.



Prices

The Median Sales Price in August was \$606,000, down 30.7% from \$875,000 in August of 2010 and up 21.0% from \$501,000 last month. The Average Sales Price in August was \$775,000, down 30.2% from \$1,110,714 in August of 2010 and up 27.7% from \$606,750 last month. August 2011 ASP was at the lowest level compared to August of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 106, down 7.8% from 115 last month and down 31.6% from 155 in August of last year. August 2011 Inventory was at its lowest level compared with August of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2011 MSI of 13.3 months was at its lowest level compared with August of 2010 and 2009.



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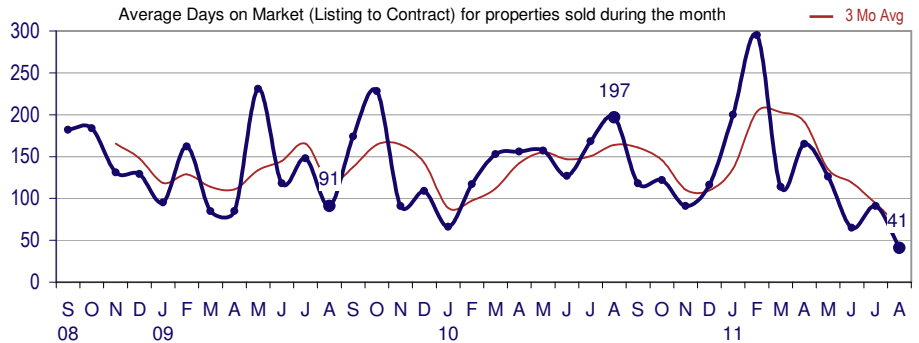


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Market Time

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 August was 41, down 54.9% from 91 days last month and down 79.2% from 197 days in August of last year. The August 2011 DOM was at its lowest level compared with August of 2010 and 2009.

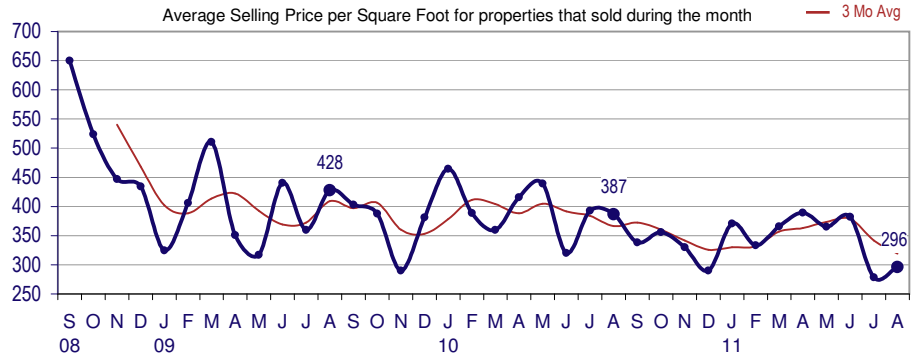
Days On Market for Sold Properties



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 August 2011 Selling Price per Square Foot of \$296 was up 6.4% from \$278 last month and down 23.4% from 387 in August of last year.

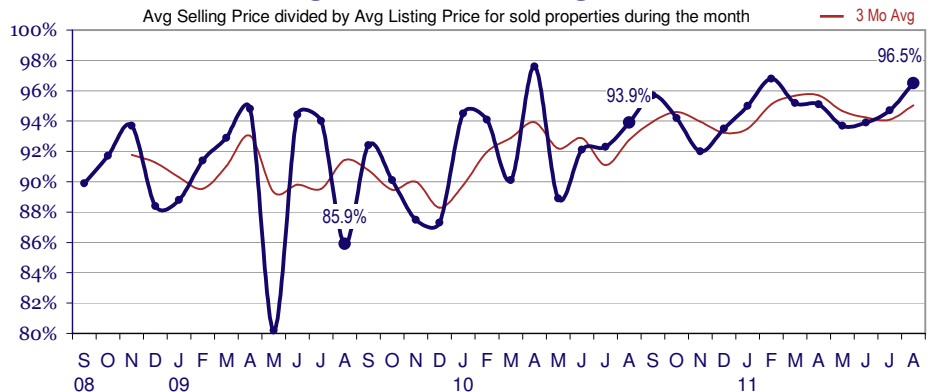
Selling Price per Square Foot



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 August 2011 Selling Price vs Original List Price of 96.5% was up from 94.7% last month and up from 93.9% in August 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 August 2011 was 16, down 20.0% from 20 last month and down 33.3% from 24 in August of last year.

Inventory / New Listings / Sales

