

City: Carmel Valley

**Ben and Carole Heinrich**

The Heinrich Team  
831-626-2434  
team@theheinrichteam.com  
www.TheHeinrichTeam.com



Price Range: All | Properties: Condo - TwnHm

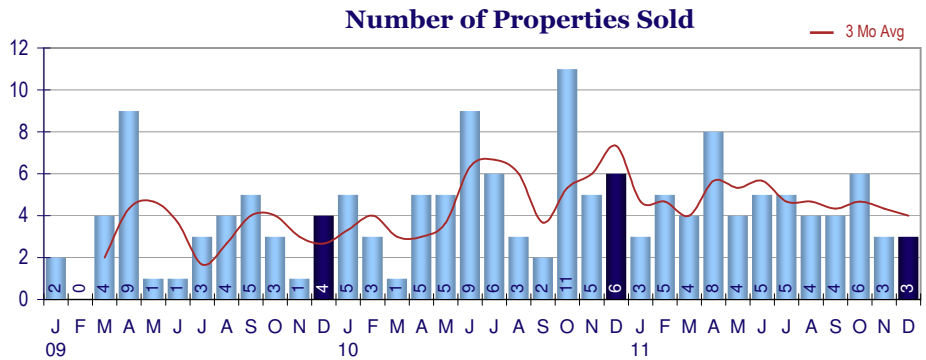
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$570,000	↔		↑				
Average List Price of all Current Listings	\$549,196	↑		↑				
December Median Sales Price	\$385,000	↑	↑	↓	\$366,250	↓	↓	
December Average Sales Price	\$388,333	↑	↑	↓	\$414,267	↓	↓	
Total Properties Currently for Sale (Inventory)	25	↔		↑				
December Number of Properties Sold	3	↔		↓	54	↓		
December Average Days on Market (Solds)	168	↑	↑	↓	82	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$337	↓	↑	↑	\$336	↔	↓	
December Sold Price per Square Foot	\$296	↑	↑	↓	\$302	↔	↓	
December Month's Supply of Inventory	8.3	↔	↑	↑	5.1	↓	↓	
December Sale Price vs List Price Ratio	96.8%	↑	↑	↑	93.2%	↓	↓	

\* 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)

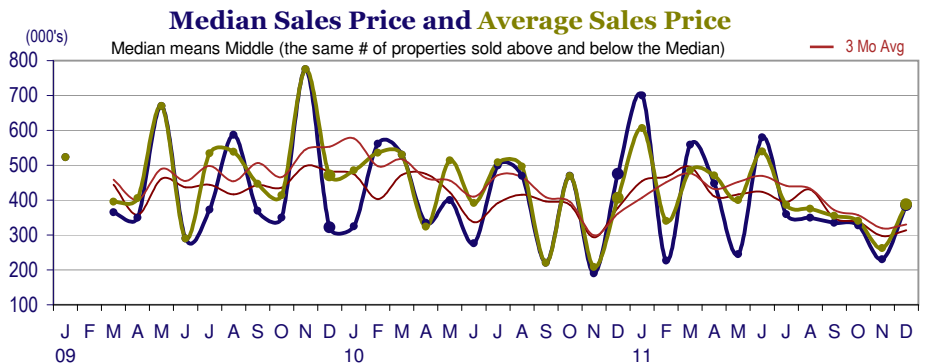
## Property Sales

December Property sales were 3, down 50.0% from 6 in December of 2010 and the same as the 3 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 54 are running 11.5% behind last year's year-to-date sales of 61.



## Prices

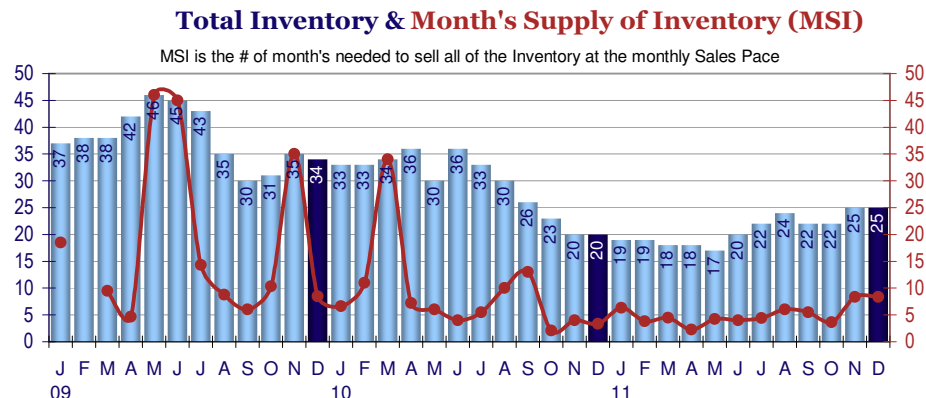
The Median Sales Price in December was \$385,000, down 18.9% from \$475,000 in December of 2010 and up 67.4% from \$230,000 last month. The Average Sales Price in December was \$388,333, down 4.4% from \$406,167 in December of 2010 and up 47.9% from \$262,500 last month. December 2011 ASP was at the lowest level compared to December of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 25, equal to 25 last month and up 25.0% from 20 in December of last year. December 2011 Inventory was at a mid level compared with December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 8.3 months was at a mid level compared with December of 2010 and 2009.



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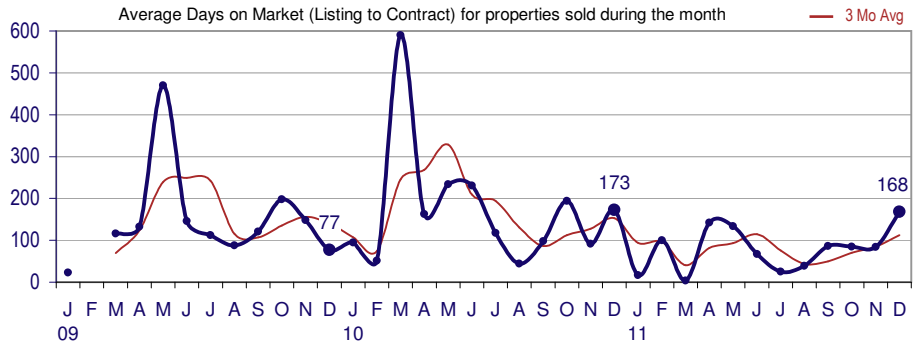


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## Market Time

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 December was 168, up 100.0% from 84 days last month and down 2.9% from 173 days in December of last year. The December 2011 DOM was at a mid level compared with December of 2010 and 2009.

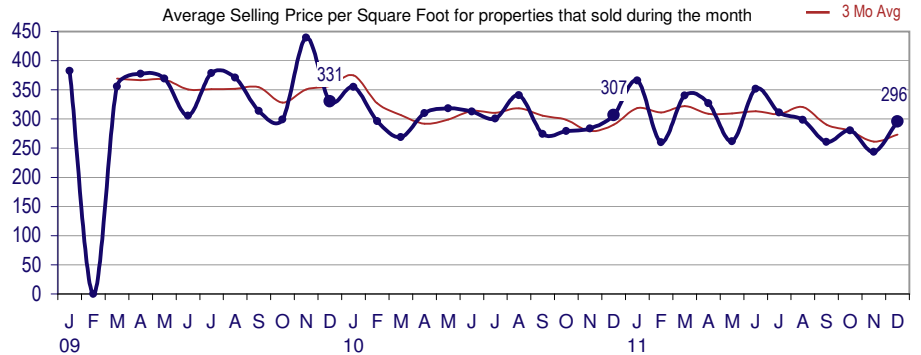
## Days On Market for Sold Properties



## 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 December 2011 Selling Price per Square Foot of \$296 was up 21.6% from \$243 last month and down 3.5% from 307 in December of last year.

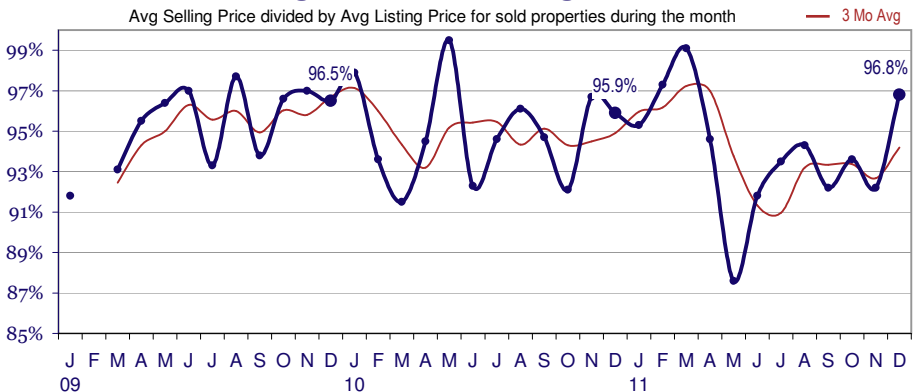
## Selling Price per Square Foot



## 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 December 2011 Selling Price vs Original List Price of 96.8% was up from 92.2% last month and up from 95.9% in December 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 December 2011 was 6, down 25.0% from 8 last month and down 14.3% from 7 in December of last year.

## Inventory / New Listings / Sales

