



# CARMEL REALTY COMPANY

ESTABLISHED 1913



October 9, 2014

Dear Friends,

Please find attached Third Quarter 2014, as well as Year to Date 2014 Results

Carmel's performance for Q'3 was above the 8 year running average raising the Year to Date figures to equal the average output. A lack of Inventory especially in the lower price brackets continues to contribute to this average performance. These results are particularly alarming considering the record performance in Pebble Beach.

Pebble Beach is enjoying brisk sales. The Q'3 figures exceed those of Q'1 and Q'2. Year to Date figures are greater than double the average results over the

8-year running average.

The Carmel findings are representative of a concentrated Geography, over \$1Million in the Golden Rectangle (Dolores to Scenic), all of Carmelo, San Antonio, Bay View and Ocean View.

While we are hoping for an improved Quarter in Carmel, Pebble Beach is poised for another record performance. Please let me know if you would like to discuss these findings. I look forward to your call or email.

Steve LaVaute | Cell: 831.241.1434

**STEVE LAVAUTE**

Cell: 831.241.1434

Steve@Carmel|RealtyCompany.com | www.SteveLaVaute.com



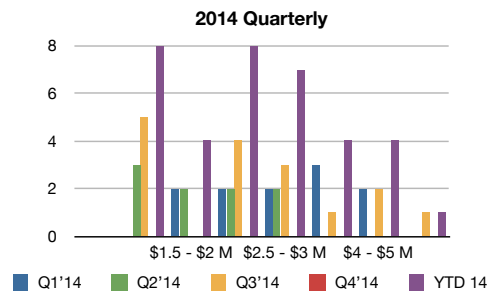
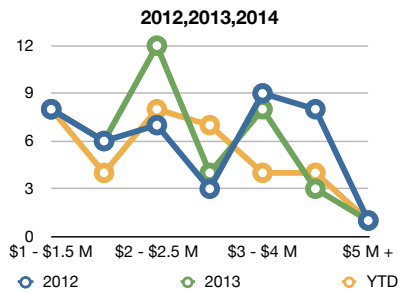
# CARMEL REALTY COMPANY

ESTABLISHED 1913

## CARMEL RESULTS:

1. Q'3 results were 16 homes sold. This total added to the first half caused Year-to-Date to be slightly ahead of the average 8-year performance.
2. 9 homes Pending sale is a strong number. If only the Pending Sales closed escrow it would result in an average year over the past 8-year average.
3. Alarming is the number of Active Listings in this Geography of only 19 homes. This total represents less than an average half performance. If the Pending sales and some of the Active Listings sell, Carmel could end the year with a number greater than average.
4. Days on Market (DOM) continues to be better than average. Many of the homes that had been Active that had large DOM figures have been sold. Homes that sold for at or above List Price at 6 homes YTD continues to be better than average.
5. The average discount from List Price of -6.6% continues to be at near record levels. The lack of Active Inventory could hamper Carmel from having above average performance.

Sold Price Ranges	2006	2007	2008	2009	2010	2011	2012	2013	YTD	Avg.	Q1'14	Q2'14	Q3'14	Q4'14	YTD 14	Active YTD	Pending YTD
\$1 - \$1.5 M	1	5	5	8	7	18	8	8	8	8	0	3	5		8	0	2
\$1.5 - \$2 M	8	14	9	9	13	13	6	6	4	10	2	2	0		4	0	1
\$2 - \$2.5 M	11	9	7	5	5	6	7	12	8	8	2	2	4		8	4	2
\$2.5 - \$3 M	5	11	5	5	7	7	3	4	7	6	2	2	3		7	3	1
\$3 - \$4 M	11	4	8	8	2	3	9	8	4	7	3	0	1		4	3	1
\$4 - \$5 M	3	1	3	3	2	3	8	3	4	3	2	0	2		4	4	1
\$5 M +	7	3	4	4	2	0	1	1	1	3	0	0	1		1	5	1
<b>Total</b>	<b>46</b>	<b>47</b>	<b>41</b>	<b>42</b>	<b>38</b>	<b>46</b>	<b>43</b>	<b>42</b>	<b>36</b>	<b>44</b>	<b>11</b>	<b>9</b>	<b>16</b>		<b>36</b>	<b>19</b>	<b>9</b>
<b>At or Above List Price</b>	<b>3</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>1</b>	<b>8</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>4</b>	<b>2</b>	<b>3</b>	<b>1</b>		<b>6</b>	<b>n/a</b>	<b>n/a</b>
<b>Average DOM</b>	<b>93</b>	<b>87</b>	<b>151</b>	<b>140</b>	<b>121</b>	<b>159</b>	<b>163</b>	<b>193</b>	<b>154</b>	<b>138</b>	<b>226</b>	<b>106</b>	<b>129</b>		<b>154</b>	<b>178</b>	<b>53</b>
<b>List Vs. Sales</b>	<b>-9.3</b>	<b>-7.5</b>	<b>-16</b>	<b>-16</b>	<b>-11.6</b>	<b>-7</b>	<b>-8.2</b>	<b>-6.1</b>	<b>-6.6</b>	<b>-9.2</b>	<b>-6.6</b>	<b>6.2</b>	<b>-6.6</b>		<b>-6.6</b>	<b>na</b>	<b>na</b>



STEVE LA VAUTE

Cell: 831.241.1434

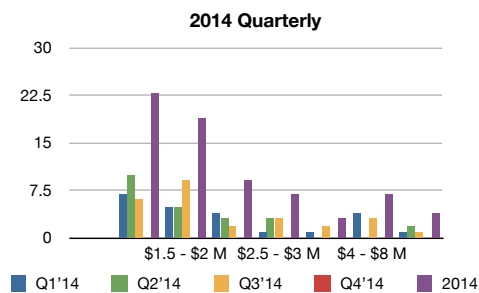
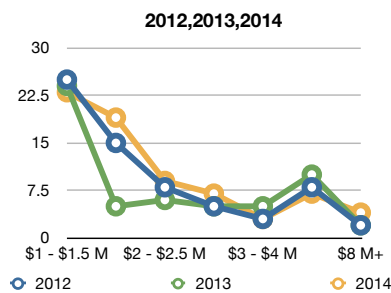
Steve@Carmel|RealtyCompany.com | www.SteveLaVaute.com



## PEBBLE BEACH RESULTS:

1. Pebble Beach enjoyed another record Quarter. There were sales of 26 homes. Year to date sales of 72 homes sold represents 110% of the highest year results from the 8 year running average.
2. Pending sales of 12 homes will provide a jump-start to another record quarter.
3. Unlike Carmel, Pebble Beach has a robust Active Inventory of 63 homes for sale. The average Days on Market (DOM) for Q'3 was 108 days. We have to go back to 2006 and 2007 to see figures that have lower totals.
4. A Year to Date figure of 8 homes that have closed at or above List Price is equal to the highest figure in the previous 8 years.
5. The average discount off of List Price of 6.6% is the lowest posted number over the 8 year period.
6. The outlook for Sales in Pebble Beach couldn't be more positive. Pending Sales of 12 homes, a robust Inventory of 63 homes, YTD figure of 8 homes selling at or above List Price and the record low discount off of List Price all adds up to a record Year of 2014.

Sold Price Ranges	2006	2007	2008	2009	2010	2011	2012	2013	2014	Avg.	Q1'14	Q2'14	Q3'14	Q4'14	2014	Active YTD	Pending YTD
\$1 - \$1.5 M	1	5	5	9	12	7	25	24	23	11	7	10	6		23	12	5
\$1.5 - \$2 M	8	14	9	9	13	10	15	5	19	10	5	5	9		19	9	3
\$2 - \$2.5 M	11	9	7	5	5	6	8	6	9	7	4	3	2		9	8	1
\$2.5 - \$3 M	11	5	5	7	4	3	5	5	7	6	1	3	3		7	5	1
\$3 - \$4 M	4	8	8	2	3	9	3	5	3	5	1	0	2		3	5	0
\$4 - \$8 M	1	3	3	2	3	8	8	10	7	5	4	0	3		7	14	0
\$8 M+	3	4	4	2	0	1	2	2	4	3	1	2	1		4	9	2
<b>Total</b>	<b>39</b>	<b>48</b>	<b>41</b>	<b>36</b>	<b>39</b>	<b>45</b>	<b>66</b>	<b>57</b>	<b>72</b>	<b>46</b>	<b>23</b>	<b>23</b>	<b>26</b>		<b>72</b>	<b>63</b>	<b>12</b>
<b>At or Above List Price</b>	<b>3</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>1</b>	<b>8</b>	<b>7</b>	<b>8</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>2</b>		<b>8</b>	n/a	na
<b>Average DOM</b>	<b>93</b>	<b>87</b>	<b>151</b>	<b>140</b>	<b>121</b>	<b>159</b>	<b>179</b>	<b>172</b>	<b>143</b>	<b>138</b>	<b>173</b>	<b>147</b>	<b>108</b>		<b>143</b>	<b>154</b>	<b>185</b>
<b>List Vs. Sales</b>	<b>-9.3</b>	<b>-7.5</b>	<b>-16</b>	<b>-16</b>	<b>-11.6</b>	<b>-7</b>	<b>-7.7</b>	<b>-7.7</b>	<b>-8.9</b>	<b>-10</b>	<b>-13.3</b>	<b>-7.2</b>	<b>-6.2</b>		<b>-8.9</b>	na	na



STEVE LA VAUTE

Cell: 831.241.1434

Steve@Carmel|RealtyCompany.com | www.SteveLaVaute.com