

City: *Monterey*

Ben and Carole Heinrich

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



Price Range: All | Properties: Condo - TwnHm

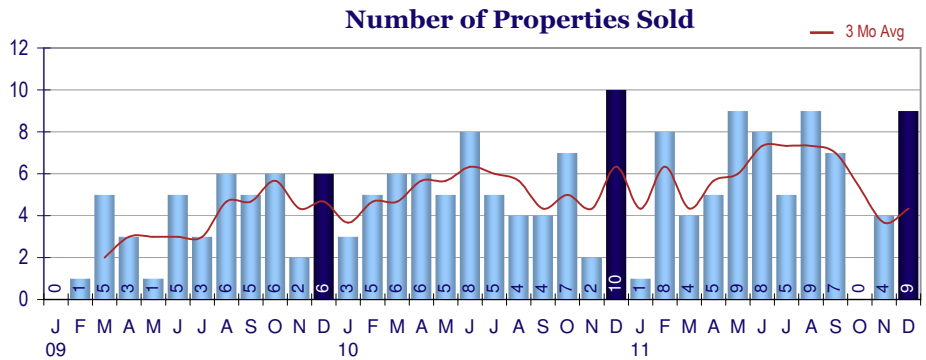
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$355,000	↑		↑				
Average List Price of all Current Listings	\$398,824	↑		↑				
December Median Sales Price	\$150,000	↓	↓	↓	\$204,000	↓	↓	
December Average Sales Price	\$161,722	↓	↓	↓	\$271,912	↓	↓	
Total Properties Currently for Sale (Inventory)	25	↓		↓				
December Number of Properties Sold	9	↑		↓	69	↑		
December Average Days on Market (Solds)	43	↓	↓	↓	86	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$307	↑	↑	↑	\$332	↔	↔	
December Sold Price per Square Foot	\$276	↑	↓	↑	\$294	↓	↓	
December Month's Supply of Inventory	2.8	↓	↓	↓	6.6	↓	↓	
December Sale Price vs List Price Ratio	99.6%	↓	↑	↑	96.7%	↑	↑	

* 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)

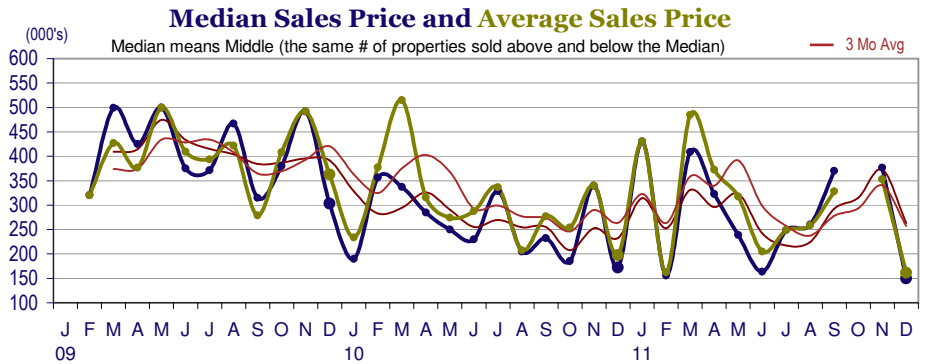
Property Sales

December Property sales were 9, down 10.0% from 10 in December of 2010 and 125.0% higher than the 4 sales last month. December 2011 sales were at a mid level compared to December of 2010 and 2009. December YTD sales of 69 are running 6.2% ahead of last year's year-to-date sales of 65.



Prices

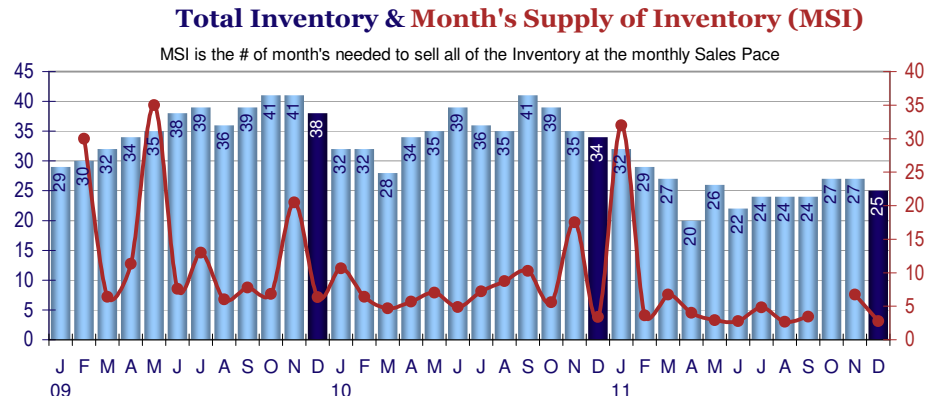
The Median Sales Price in December was \$150,000, down 12.8% from \$172,000 in December of 2010 and down 60.2% from \$376,500 last month. The Average Sales Price in December was \$161,722, down 18.2% from \$197,650 in December of 2010 and down 54.2% from \$353,000 last month. December 2011 ASP was at 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, down 7.4% from 27 last month and down 26.5% from 34 in December of last year. December 2011 Inventory was at its lowest 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 2.8 months was at its lowest level compared with December of 2010 and 2009.



City: *Monterey*

Ben and Carole Heinrich

The Heinrich Team

831-626-2434

team@theheinrichteam.com

www.TheHeinrichTeam.com

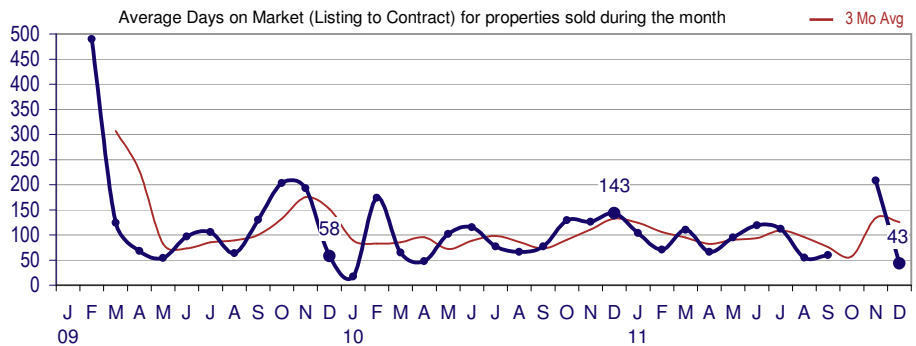


Price Range: All | Properties: Condo - TwnHm

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 43, down 79.3% from 208 days last month and down 69.9% from 143 days in December of last year. The December 2011 DOM was at its lowest level compared with December of 2010 and 2009.

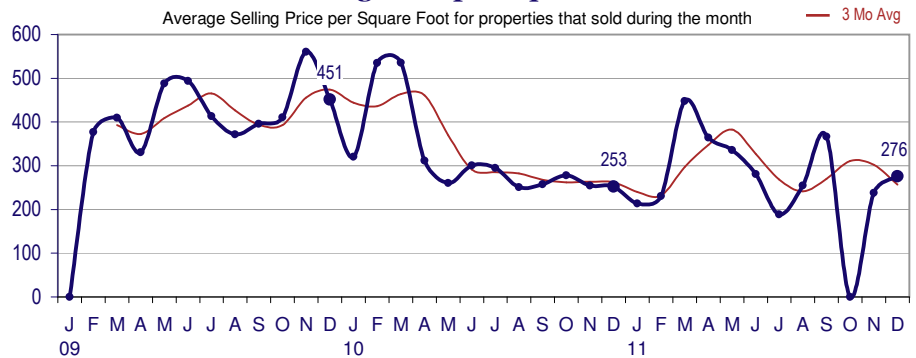
Days On Market for Sold Properties



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 \$276 was up 16.0% from \$238 last month and up 9.1% from 253 in December of last year.

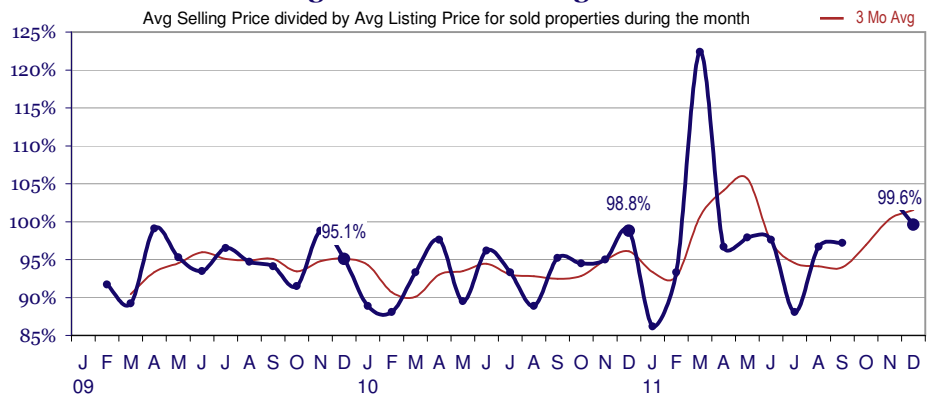
Selling Price per Square Foot



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 99.6% was down from 103.5% last month and up from 98.8% in December of last year.

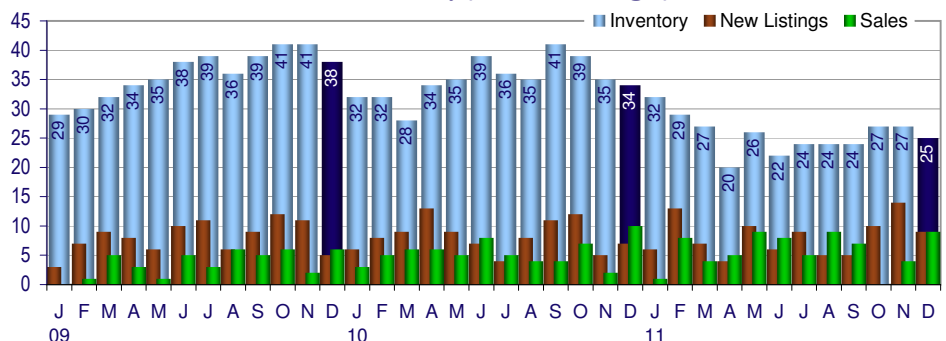
Selling Price versus Listing Price Ratio



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 9, down 35.7% from 14 last month and up 28.6% from 7 in December of last year.

Inventory / New Listings / Sales



City: *Monterey*

Ben and Carole Heinrich

The Heinrich Team

831-626-2434

team@theheinrichteam.com

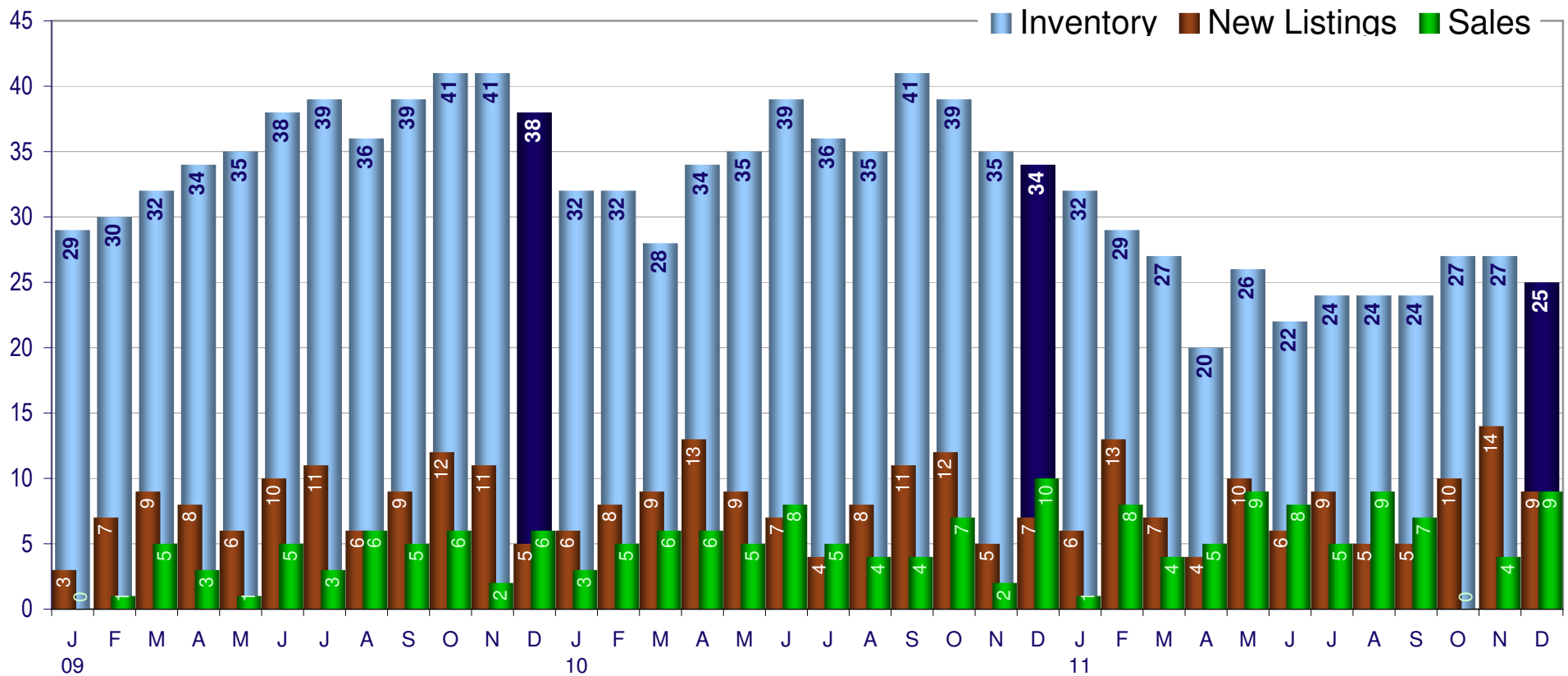
www.TheHeinrichTeam.com



Price Range: All | Properties: Condo - TwnHm

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 9, down 35.7% from 14 last month and up 28.6% from 7 in December of last year.



Copyright © | Price Range: All | Property Types: Condo - TwnHm

Data is provided courtesy of MLS Listings Inc. and may not reflect all relevant real estate activity. does not warrant or guarantee

does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.