

Carmel,  
Carmel-by-the-Sea,  
Carmel Valley,  
Pebble Beach,  
Carmel Highlands,  
Big Sur & South Coast

Q1 2019 Market Report



**CARMEL REALTY COMPANY**  
ESTABLISHED 1913



Dolores South of Seventh ■ P.O. Drawer C ■ Carmel-by-the-Sea, California 93921  
Office: 831.622.1000 ■ Fax: 831.624.7338

# Featured Listings

Q1 2019 Market Report



230 Highway 1, Carmel Highlands ■ \$18.2M



3191 17 Mile Drive, Pebble Beach ■ \$12.5M



3908 Ronda Road, Pebble Beach ■ \$12M



243 Highway 1, Carmel Highlands ■ \$9.7M



# Table of Contents

Q1 2019 Market Report

Carmel, & Carmel-by-the-Sea.....	4
Carmel Valley.....	6
Pebble Beach.....	8
Carmel Highlands, Big Sur & South Coast .....	10



# Carmel & Carmel-by-the-Sea

Q1 2019 Market Report



## About Carmel

The macroeconomic concerns which started late last year, continued to impact the Carmel market in Q1, 2019. Both sales volume and the units sold were down over 30% compared to a very healthy Q1, 2018. This decline was further exaggerated by record rainfall which undoubtedly delayed the selling season. Carmel average sales price remained flat throughout the quarter and the number of transactions under contract increased dramatically to 78, which indicates a much stronger Q2.

## Average Selling Price

**\$2,028,585**

↑ 1% vs Q1 2018

## Sales Volume

**\$105M**

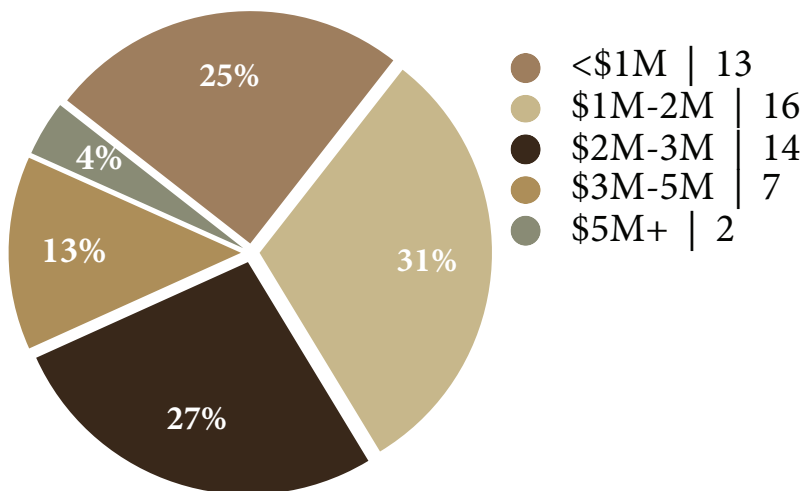
↓ 33% vs Q1 2018

**Units Sold 52**

↓ 33% vs Q1 2018

**Days on Market 88**

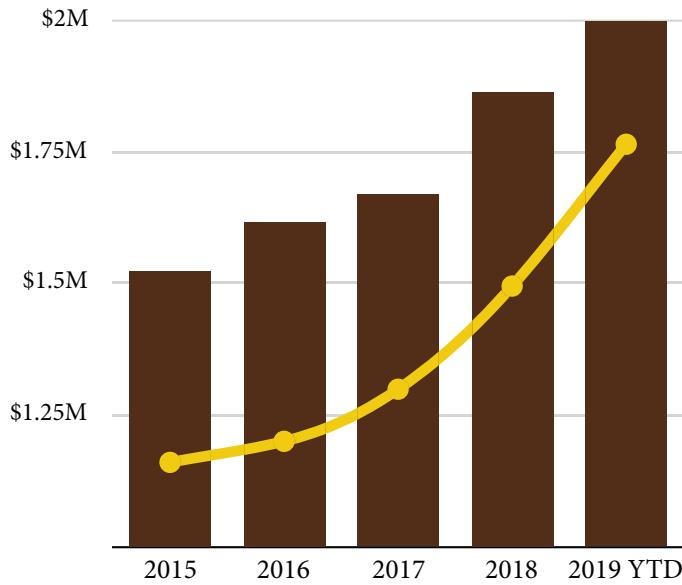
Q1 2019 Sales by Segment



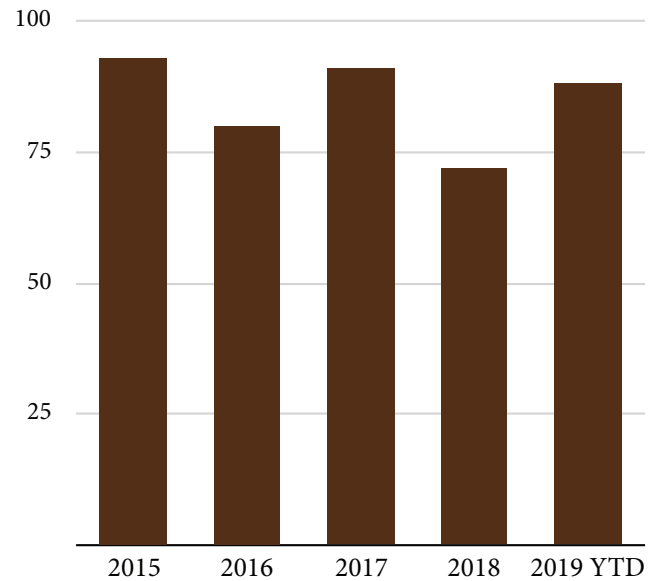
# Carmel & Carmel-by-the-Sea

## Q1 2019 Market Report

Average vs Median Sales Price

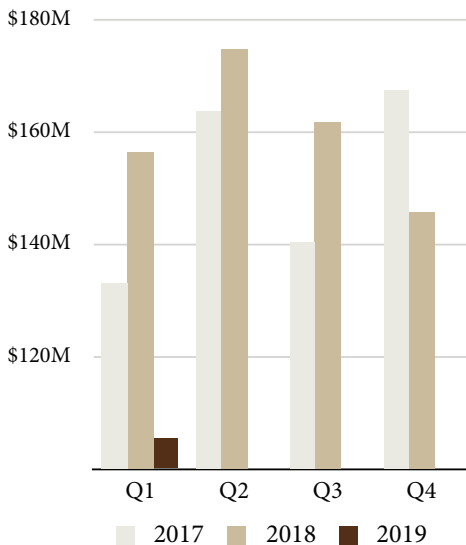


Days on Market

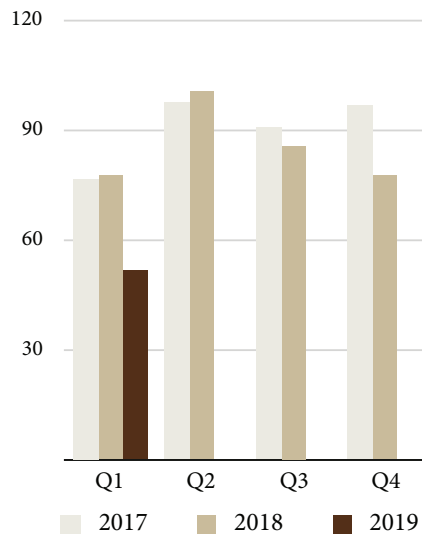


■ Average Sale Price ● Median Sale Price

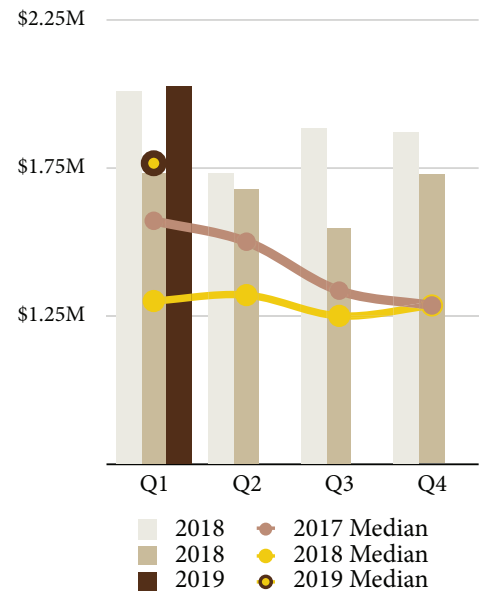
Closed Sales Volume by Quarter



Closed Sales by Quarter



Average vs Median Sales Price by Quarter



# Carmel Valley

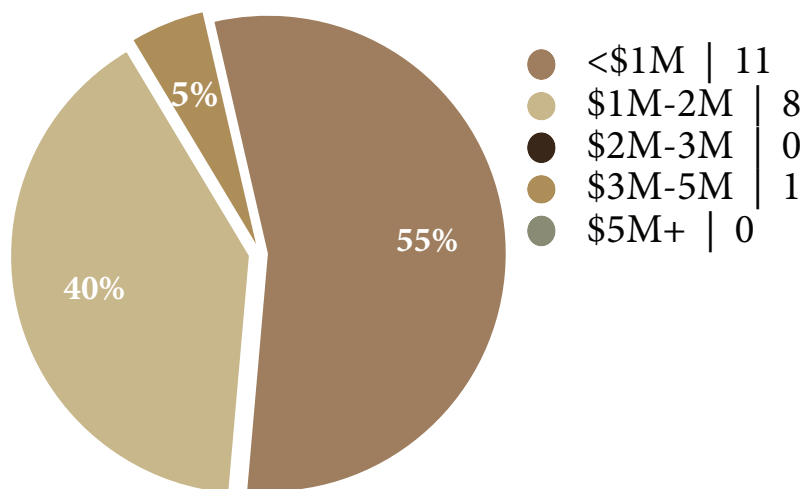
Q1 2019 Market Report



## About Carmel Valley

Compared to most of our other markets, demand in Carmel Valley remained strong, only trailing Q1 of 2018 by 5%. Average sales price and total volume were also lower than a year ago more as a result of the mix of properties sold. There is more diverse product throughout the valley where Q1 sales ranged from \$400K to \$3.9M, with the majority of sales just under \$1M.

Q1 2019 Sales by Segment



## Average Selling Price

**\$1,112,922**

↓ 8% vs Q1 2018

## Sales Volume

**\$22M**

↓ 12% vs Q1 2018

Units Sold **20**

↓ 5% vs Q1 2018

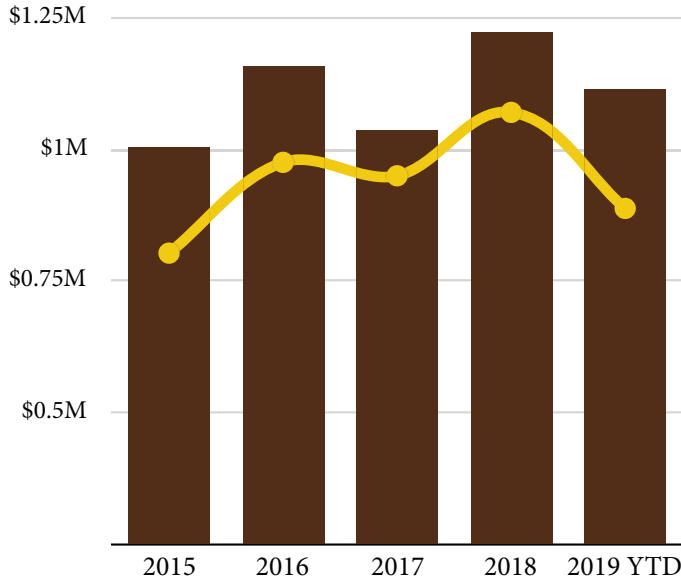
Days on Market **72**



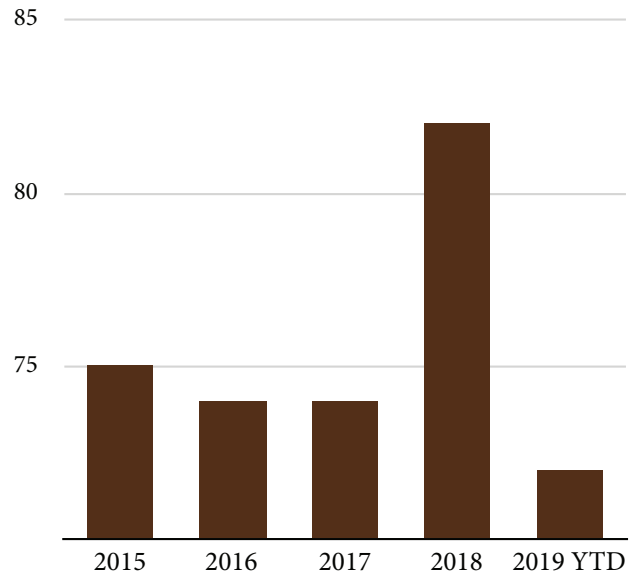
# Carmel Valley

## Q1 2019 Market Report

Average vs Median Sales Price

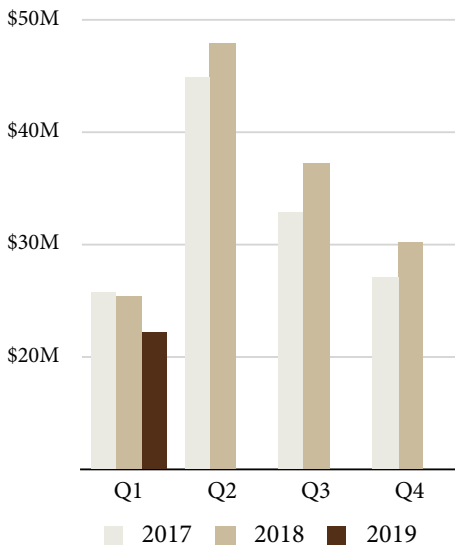


Days on Market

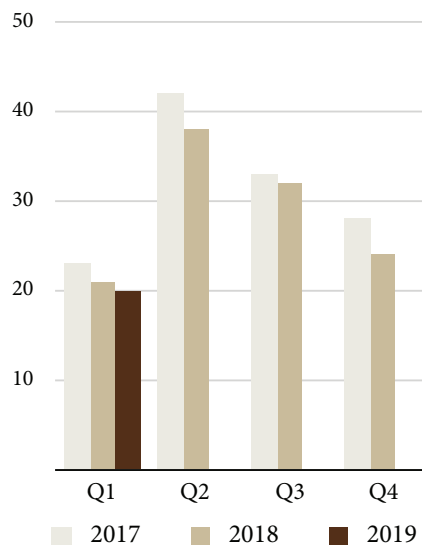


■ Average Sale Price    ● Median Sale Price

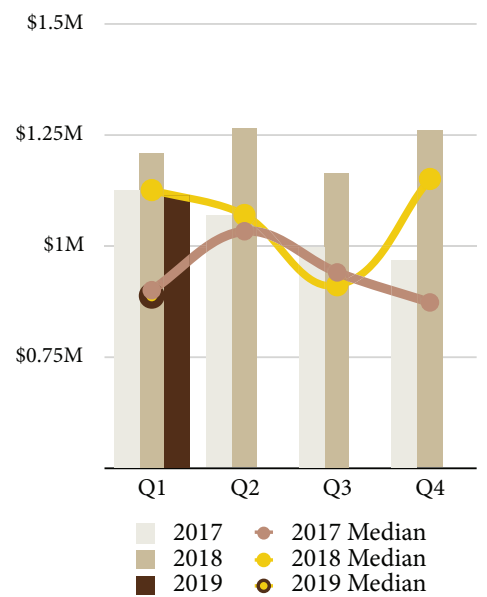
Closed Sales Volume by Quarter



Closed Sales by Quarter



Average vs Median Sales Price by Quarter



**CARMEL REALTY COMPANY**  
ESTABLISHED 1913

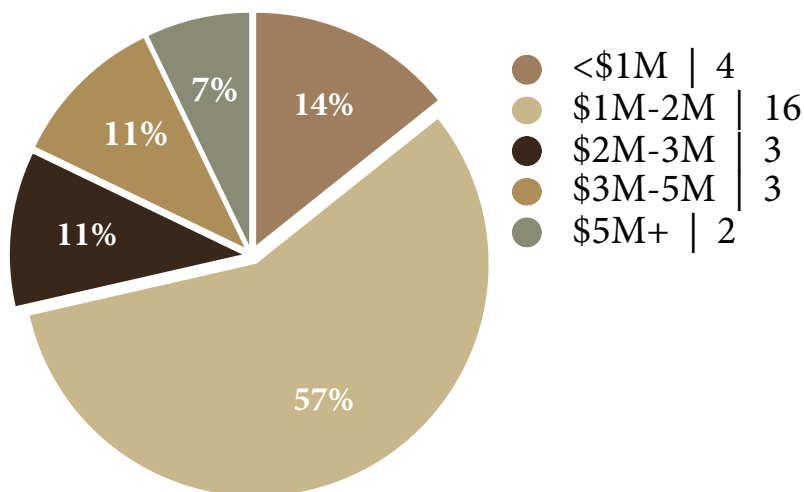
Dolores South of Seventh ■ P.O. Drawer C  
Carmel-by-the-Sea, California 93921  
Office: 831.622.1000 ■ Fax: 831.624.7338



### About Pebble Beach

Like Carmel, Q1 sales in Pebble Beach were impacted by macroeconomic concerns dating back to 2018 and by our recent record rainfall. Average sale price and total market volume were both down meaningfully over a healthy Q1, 2018. These results were driven by fewer sales over \$5M where there were 2 in Q1, 2019 vs. 5 in Q1 a year ago. The Pebble Beach market is currently accelerating with 17 pending sales for Q2 vs. only 3 a quarter ago. Additionally, there is more movement at the very high-end of the market.

Q1 2019 Sales by Segment



### Average Selling Price

# \$2,048,539

↓ 26% vs Q1 2018

### Sales Volume

# \$57M

↓ 25% vs Q1 2018

# Units Sold 28

↓ 18% vs Q1 2018

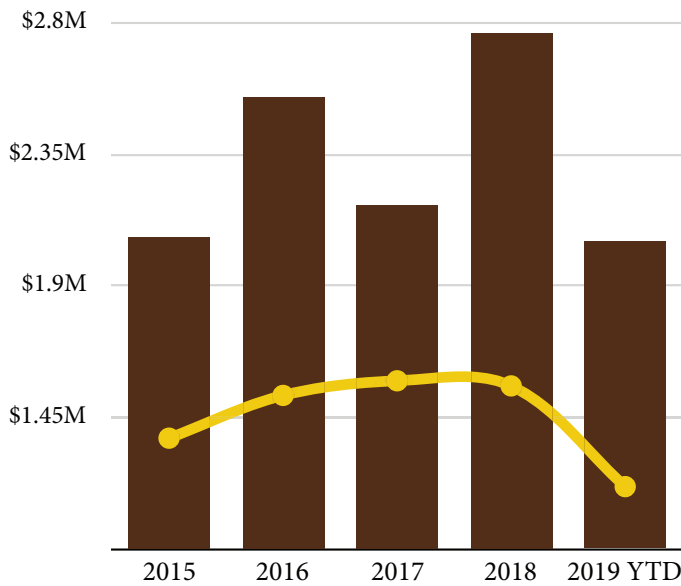
# Days on Market 120



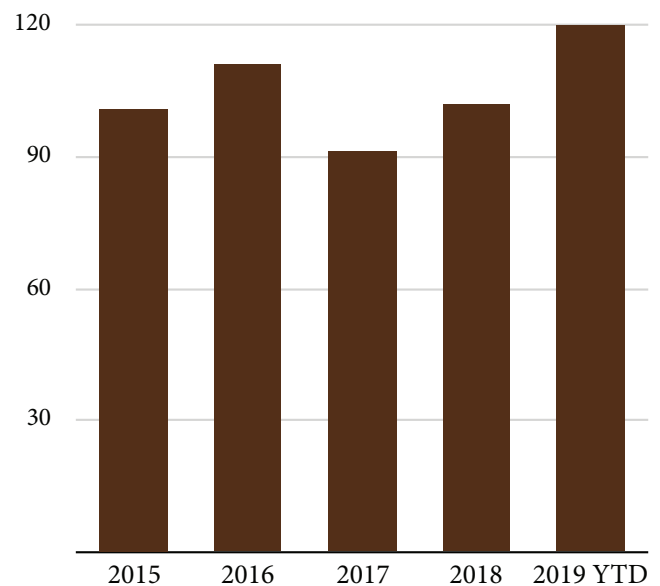
# Pebble Beach

## Q1 2019 Market Report

Average vs Median Sales Price

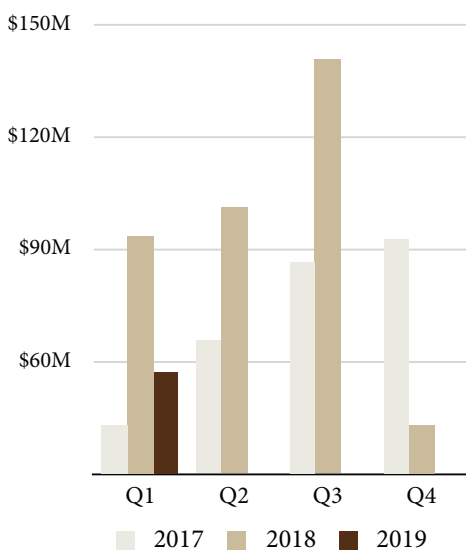


Days on Market

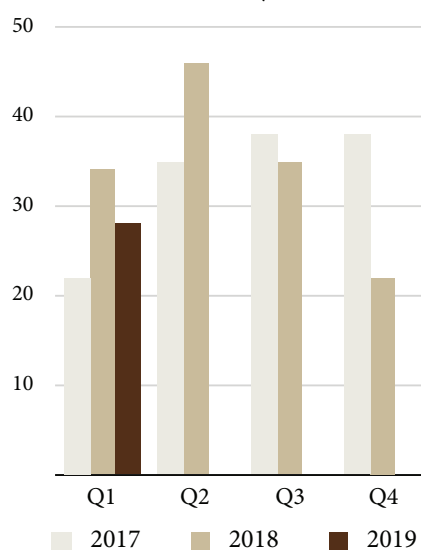


■ Average Sale Price    ◆ Median Sale Price

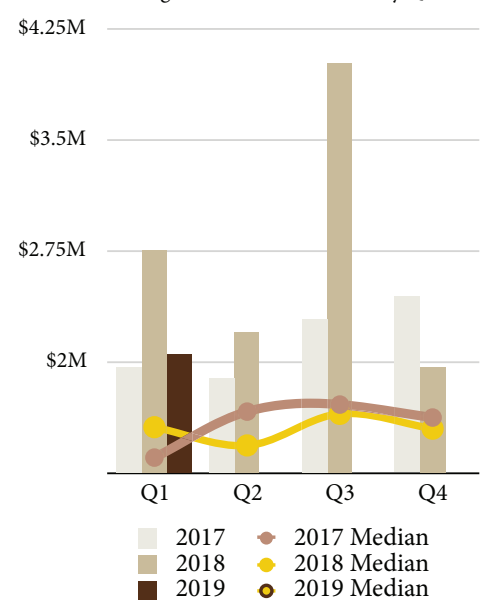
Closed Sales Volume by Quarter



Closed Sales by Quarter



Average vs Median Sales Price by Quarter



# Carmel Highlands, Big Sur & South Coast

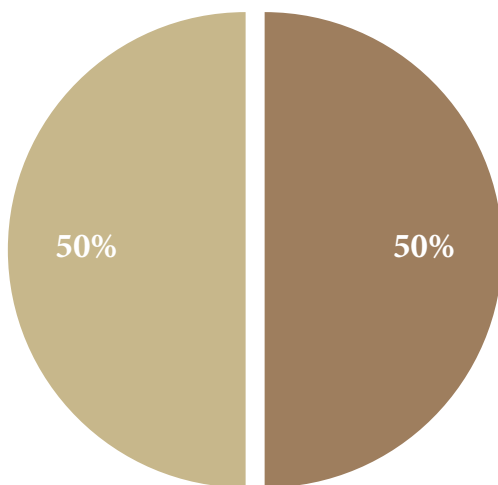
Q1 2019 Market Report



## About Carmel Highlands

The Carmel Highlands, South Coast and Big Sur markets experienced an increase of 38% in number of units sold from 13 to 18 sales. The average sales price in this market increased by almost 20% to \$2,938,700. The total sales volume increased over 50% to \$53M in 2018 versus the previous two years which were effected by limited access to those markets in 2016 and 2017.

### Q1 2019 Sales by Segment



## Average Selling Price

**\$1,850,000**

↓ 23% vs Q1 2018

## Sales Volume

**\$3.7M**

↓ 74% vs Q1 2018

**Units Sold** **2**

↓ 67% vs Q1 2018

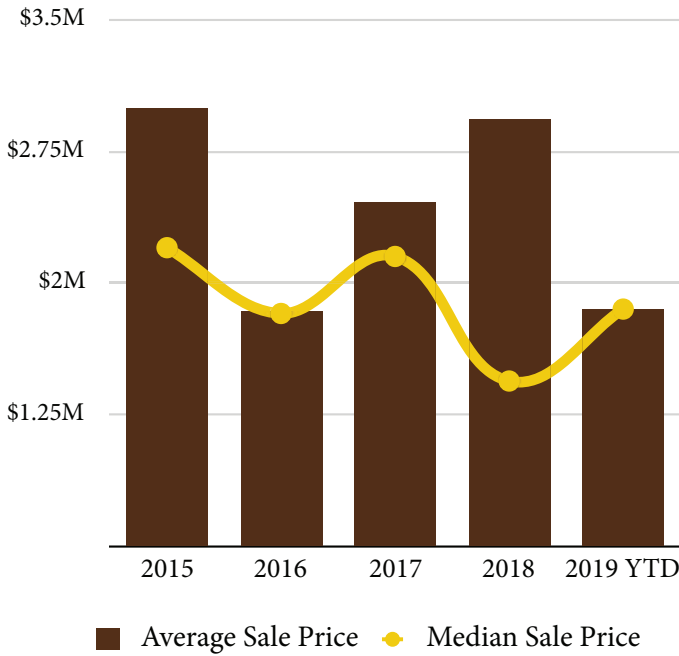
**Days on Market** **230**



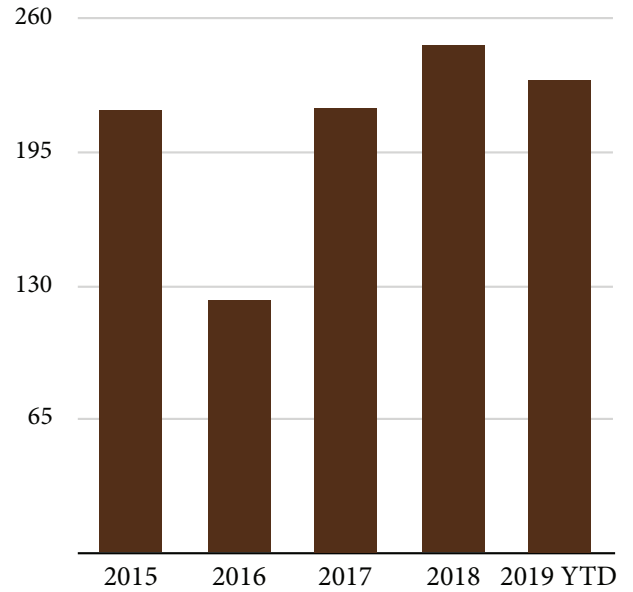
# Carmel Highlands, Big Sur & South Coast

## Q1 2019 Market Report

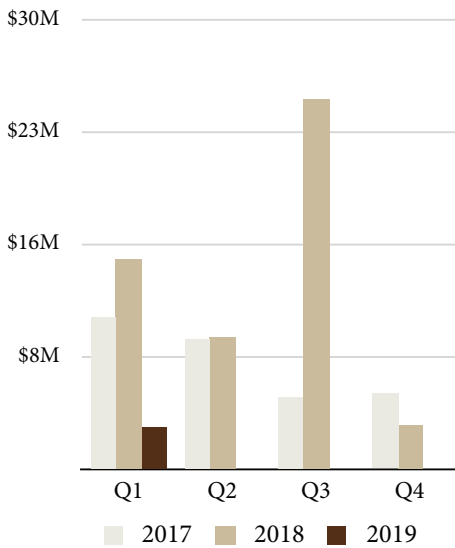
Average vs Median Sales Price



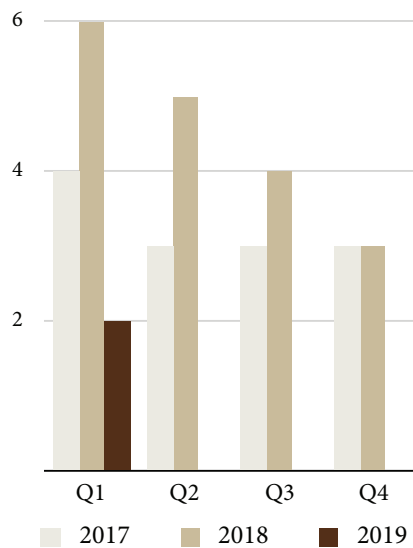
Days on Market



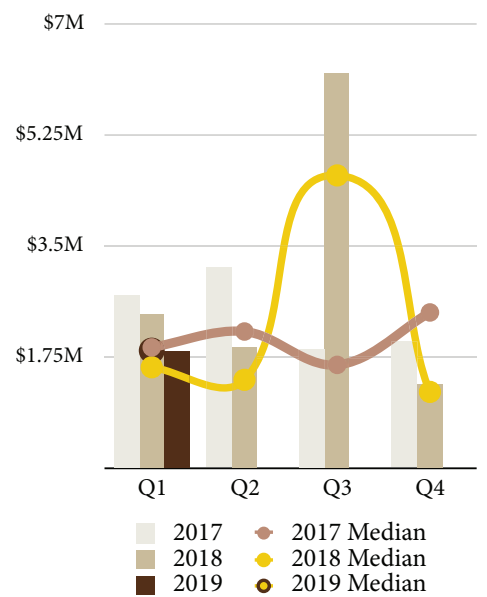
Closed Sales Volume by Quarter



Closed Sales by Quarter



Average vs Median Sales Price by Quarter



A CORNERSTONE IN LUXURY REAL ESTATE FOR OVER ONE HUNDRED YEARS

---

COURTNEY ADAMSKI

DAVE HOWARTH

REBECCA WOLF ARNOLD

COURTNEY JONES

CARRIE BAUMGART

LYNN KNOOP

CHRIS BAUMGART

GREG KRAFT

MARK BAXTER

STEVE LAVAUTE

MARY BELL

MARCIE LOWE

SARAH BOUCHIER

SHELLY MITCHELL LYNCH

PAUL BROCCINI

DOUG MCKENZIE

KRIS BUTLER

LINDA MILLER

PETER BUTLER

VICKI MITCHELL

CHRISTINE CHIN

BILL MITCHELL

LISA TALLEY DEAN

CHRIS PRYOR

MARK DUCHESNE

MARK RYAN

BOBBIE EHRENPREIS

CONNIE SNOWDON

SUSAN FREELAND

JIM SOMERVILLE

NICK GLASER

JUDY TOLLNER

CHRISTINE HANDEL

RHONDA WILLIAMS

MALONE HODGES



CARMEL REALTY COMPANY  
ESTABLISHED 1913