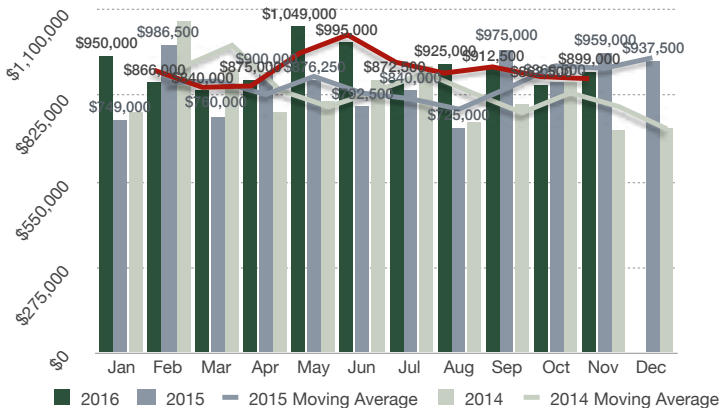


# Monterey Peninsula Market Report

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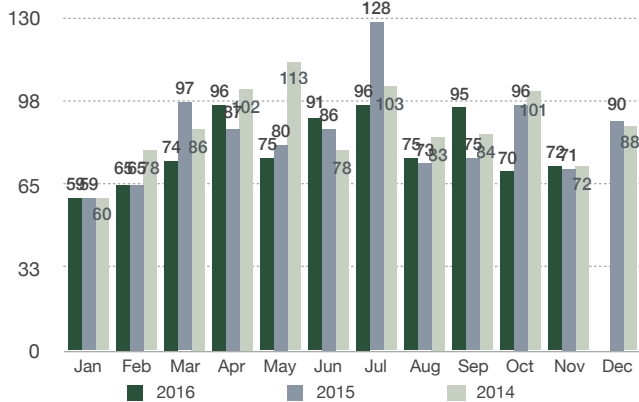
### Monterey Peninsula Median Sale Price 2014-2016



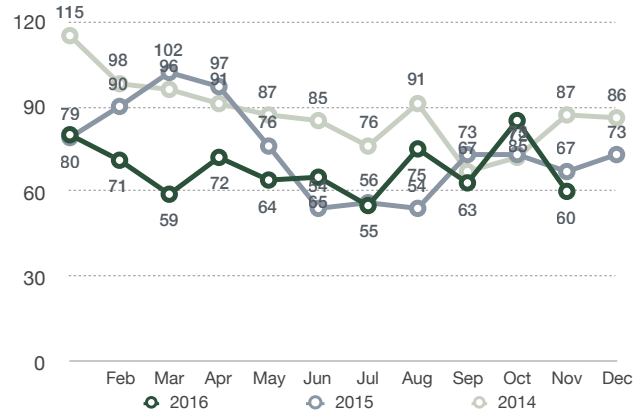
The Monterey Peninsula real estate market is comprised of Carmel, Pebble Beach, Pacific Grove, Monterey, Del Rey Oaks, Seaside and Sand City. Sales continue to similar to slightly stronger than recent years.

	November	2016	2015
Median Sales Price		\$899,000	\$959,000
Monthly Homes Sold		72	71
Avg. Days on Market		60	67
Total Homes Sales Volume		\$93,048,579	\$85,676,865
Avg. Pending / Active Inventory		435	446

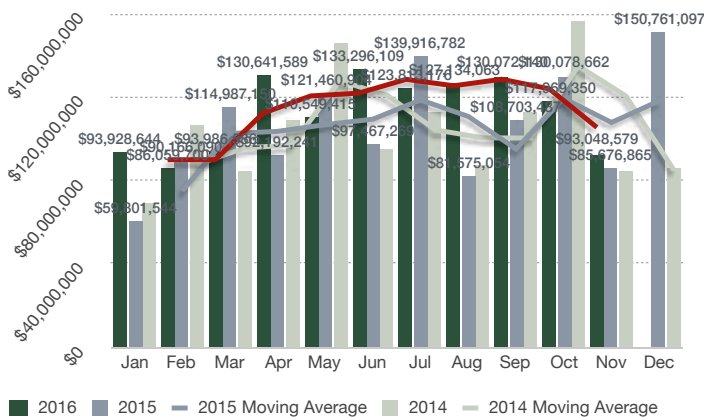
### Monterey Peninsula Homes Sold By Month



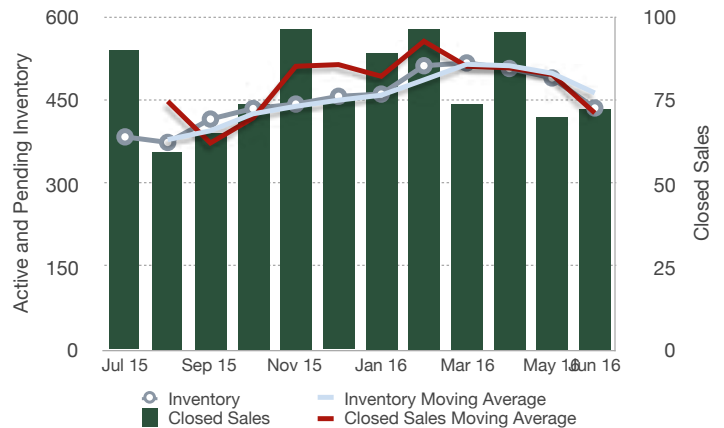
### Monterey Peninsula Average Days on Market



### Monterey Peninsula Home Sales Dollar Volume



### Monterey Peninsula: Active & Pending Inventory Compared with Closed Sales



### Monterey Peninsula

	Inventory	Closed Sales
Dec 15	383	90
Jan 16	373	59
Feb 16	415	65
Mar 16	434	74
Apr 16	442	96
May 16	456	75
June 16	460	89
July 16	511	96
Aug 16	516	74
Sep 16	506	95
Oct 16	489	70
Nov 16	435	72

### Monterey Peninsula Homes Sold By Month:

	2016	2015	2014
Jan	59	59	60
Feb	65	65	78
Mar	74	97	86
Apr	96	87	102
May	75	80	113
Jun	91	86	78
Jul	96	128	103
Aug	75	73	83
Sep	95	75	84
Oct	70	96	101
Nov	72	71	72
Dec		90	88

### Monterey Peninsula Average Days on Market

	2016	2015	2014
Jan	80	79	115
Feb	71	90	98
Mar	59	102	96
Apr	72	97	91
May	64	76	87
Jun	65	54	85
Jul	55	56	76
Aug	75	54	91
Sep	63	73	67
Oct	85	73	72
Nov	60	67	87
Dec		73	86

### Monterey Peninsula Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$950,000	\$749,000	\$777,500
Feb	\$866,000	\$986,500	\$1,061,875
Mar	\$840,000	\$760,000	\$915,000
Apr	\$875,000	\$900,000	\$771,250
May	\$1,049,000	\$876,250	\$810,000
Jun	\$995,000	\$792,500	\$875,000
Jul	\$872,500	\$840,000	\$923,213
Aug	\$925,000	\$725,000	\$743,000
Sep	\$912,500	\$975,000	\$800,000
Oct	\$862,500	\$869,500	\$870,000
Nov	\$899,000	\$959,000	\$712,000
Dec		\$937,500	\$725,000

### Monterey Peninsula Home Sales Dollar Volume

	2016	2015	2014
Jan	\$93,928,644	\$59,801,544	\$69,030,499
Feb	\$86,059,700	\$90,166,090	\$106,400,715
Mar	\$93,986,586	\$114,987,150	\$84,902,862
Apr	\$130,641,589	\$92,192,241	\$109,313,600
May	\$110,549,415	\$121,460,904	\$146,432,287
Jun	\$133,296,109	\$97,467,269	\$95,180,313
Jul	\$123,813,176	\$139,916,782	\$113,496,604
Aug	\$127,134,063	\$81,575,054	\$87,474,733
Sep	\$130,072,140	\$108,703,487	\$113,368,366
Oct	\$117,969,350	\$130,078,662	\$156,653,197
Nov	\$93,048,579	\$85,676,865	\$84,437,038
Dec		\$150,761,097	\$85,936,616

### Monterey Peninsula Active/ Pending Inventory

	2016	2015	2014
Jan	373	429	432
Feb	415	467	543
Mar	434	458	573
Apr	442	430	534
May	456	434	514
Jun	460	482	514
Jul	511	550	581
Aug	516	514	537
Sep	506	471	526
Oct	489	482	505
Nov	435	446	480
Dec		383	467