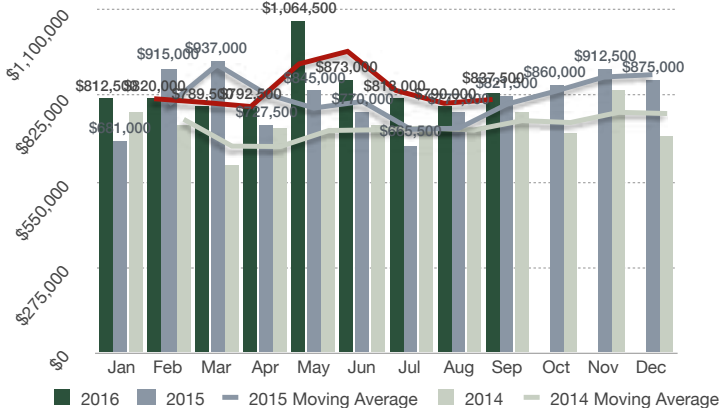


# Pacific Grove Market Report

OCTOBER 6, 2016

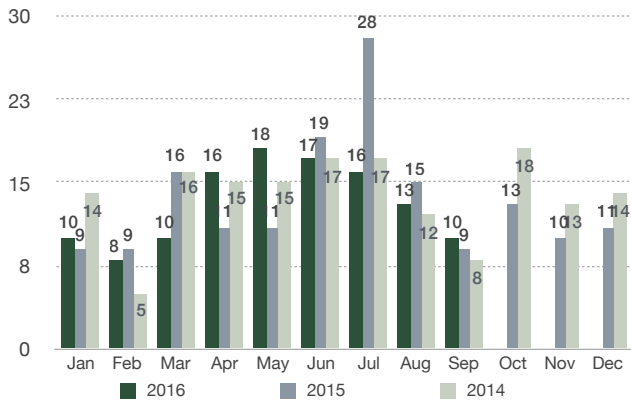
Pacific Grove Median Sale Price 2014-2016



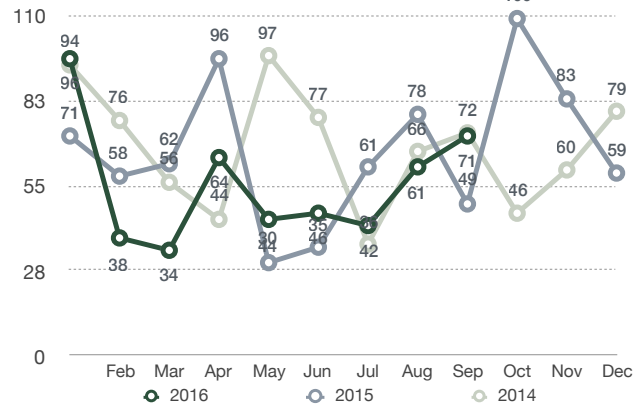
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. There are 17 homes in escrow with 12 under \$1M which illustrates where the majority of fast moving activity is.

	September	2016	2015
Median Sales Price		\$837,500	\$821,500
Monthly Homes Sold		10	9
Avg. Days on Market		71	49
Total Homes Sales Volume		\$8,376,500	\$9,252,500
Avg. Pending / Active Inventory		61	52

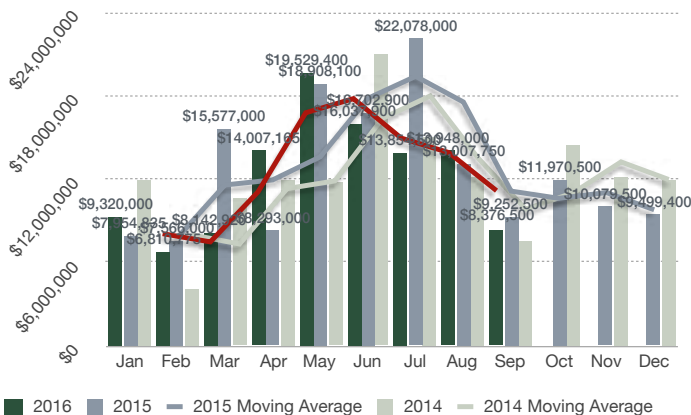
Pacific Grove Homes Sold By Month



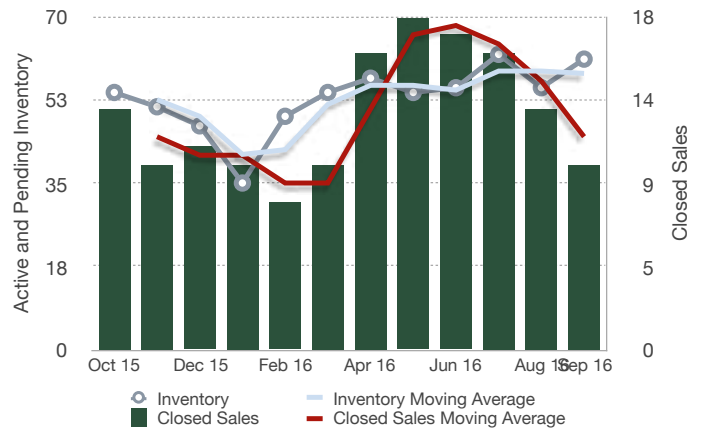
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



### Pacific Grove

	Inventory	Closed Sales
Oct 15	54	13
Nov 15	51	10
Dec 15	47	11
Jan 16	35	10
Feb 16	49	8
Mar 16	54	10
Apr 16	57	16
May 16	54	18
Jun 16	55	17
Jul 16	62	16
Aug 16	55	13
Sep 16	61	10

### Pacific Grove Homes Sold By Month: 2014-2016

	2016	2015	2014
Jan	10	9	14
Feb	8	9	5
Mar	10	16	16
Apr	16	11	15
May	18	11	15
Jun	17	19	17
Jul	16	28	17
Aug	13	15	12
Sep	10	9	8
Oct		13	18
Nov		10	13
Dec		11	14

### Pacific Grove Average Days on Market

	2016	2015	2014
Jan	96	71	94
Feb	38	58	76
Mar	34	62	56
Apr	64	96	44
May	44	30	97
Jun	46	35	77
Jul	42	61	36
Aug	61	78	66
Sep	71	49	72
Oct		109	46
Nov		83	60
Dec		59	79

### Pacific Grove Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$812,500	\$681,000	\$772,250
Feb	\$820,000	\$915,000	\$727,500
Mar	\$789,500	\$937,000	\$599,500
Apr	\$792,500	\$727,500	\$725,000
May	\$1,064,500	\$845,000	\$702,500
Jun	\$873,000	\$770,000	\$730,000
Jul	\$813,000	\$665,500	\$713,500
Aug	\$790,000	\$777,000	\$717,500
Sep	\$837,500	\$821,500	\$774,000
Oct		\$860,000	\$705,000
Nov		\$912,500	\$840,000
Dec		\$875,000	\$697,000

### Pacific Grove Home Sales Dollar Volume

	2016	2015	2014
Jan	\$9,320,000	\$7,954,835	\$11,976,900
Feb	\$6,810,775	\$7,566,000	\$4,001,500
Mar	\$8,142,920	\$15,577,000	\$10,642,903
Apr	\$14,007,165	\$8,293,000	\$11,981,000
May	\$19,529,400	\$18,908,100	\$11,746,250
Jun	\$16,037,900	\$16,702,900	\$20,983,000
Jul	\$13,854,500	\$22,078,000	\$14,975,030
Aug	\$13,948,000	\$13,007,750	\$12,064,000
Sep	\$8,376,500	\$9,252,500	\$7,587,000
Oct		\$11,970,500	\$14,429,238
Nov		\$10,079,500	\$12,031,300
Dec		\$9,499,400	\$11,894,500

### Pacific Grove Active/ Pending Inventory

	2016	2015	2014
Jan	35	52	48
Feb	49	52	65
Mar	54	54	64
Apr	57	54	67
May	54	52	55
Jun	55	58	55
Jul	62	78	89
Aug	55	55	60
Sep	61	52	60
Oct		54	59
Nov		51	57
Dec		47	51