

Monterey Market Report

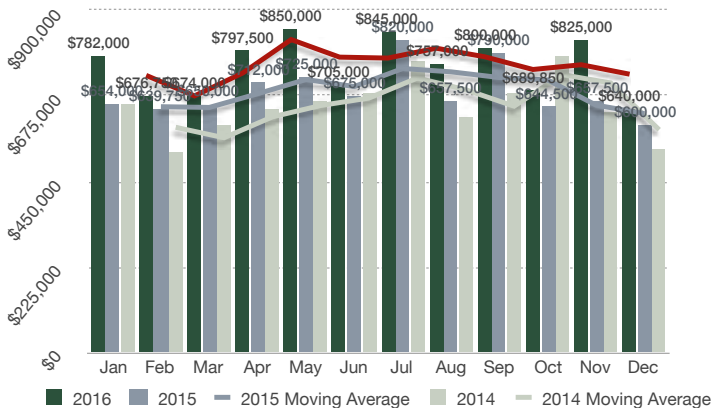
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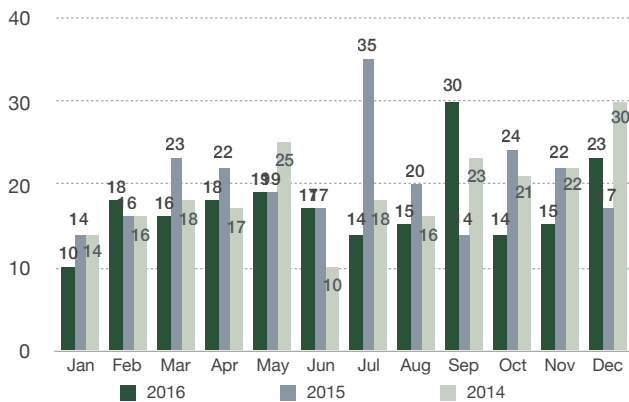
Monterey Median Sale Price 2014-2016



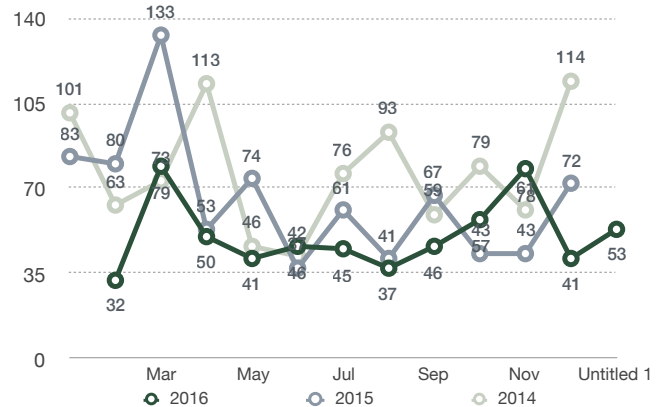
Monterey sales dipped in October and November but finished the year strong Properties in median price segment remain active. Inventory has started to sell through and is much lower than recent months.

	December	2016	2015
Median Sales Price		\$640,000	\$600,000
Monthly Homes Sold		23	17
Avg. Days on Market		53	72
Total Homes Sales Volume		\$17,465,500	\$12,425,910
Avg. Pending / Active Inventory		76	75

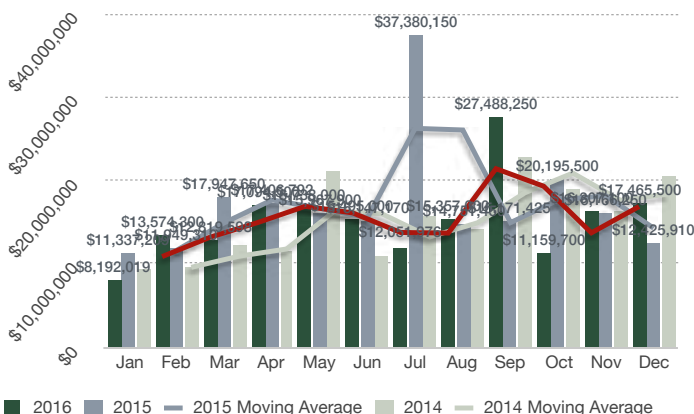
Monterey Homes Sold By Month



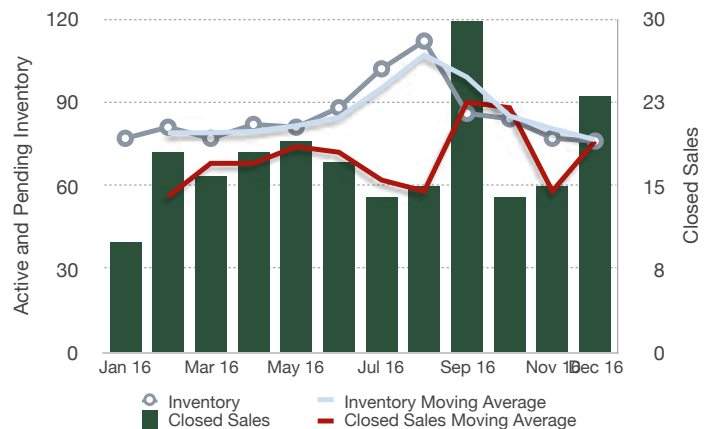
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
Jan 16	77	10
Feb 16	81	18
Mar 16	77	16
Apr 16	82	18
May 16	81	19
Jun 16	88	17
Jul 16	102	14
Aug 16	112	15
Sep 16	86	30
Oct 16	84	14
Nov 16	77	15
Dec 16	76	23

Monterey Homes Sold By Month: 2014-2016

	2016	2015	2014
Jan	10	14	14
Feb	18	16	16
Mar	16	23	18
Apr	18	22	17
May	19	19	25
Jun	17	17	10
Jul	14	35	18
Aug	15	20	16
Sep	30	14	23
Oct	14	24	21
Nov	15	22	22
Dec	23	17	30

Monterey Average Days on Market

	2016	2015	2014
Jan	32	83	101
Feb	79	80	63
Mar	50	133	73
Apr	41	53	113
May	46	74	46
Jun	45	37	42
Jul	37	61	76
Aug	46	41	93
Sep	57	67	59
Oct	78	43	79
Nov	41	43	61
Dec	53	72	114

Monterey Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$782,000	\$654,000	\$655,000
Feb	\$676,750	\$639,750	\$530,000
Mar	\$674,000	\$650,000	\$600,000
Apr	\$797,500	\$712,000	\$640,000
May	\$850,000	\$725,000	\$660,000
Jun	\$705,000	\$675,000	\$679,500
Jul	\$845,000	\$820,000	\$765,500
Aug	\$757,000	\$657,500	\$617,500
Sep	\$800,000	\$790,000	\$679,000
Oct	\$689,850	\$644,500	\$783,600
Nov	\$825,000	\$657,500	\$635,000
Dec	\$640,000	\$600,000	\$537,065

Monterey Home Sales Dollar Volume

	2016	2015	2014
Jan	\$8,192,019	\$11,337,209	\$9,426,000
Feb	\$13,574,300	\$11,949,310	\$9,763,750
Mar	\$12,819,598	\$17,947,650	\$12,098,125
Apr	\$17,094,500	\$17,406,792	\$11,493,000
May	\$16,738,000	\$15,967,900	\$21,149,799
Jun	\$15,495,000	\$15,147,170	\$10,866,000
Jul	\$12,051,976	\$37,380,150	\$15,625,424
Aug	\$15,357,000	\$14,751,450	\$14,228,400
Sep	\$27,488,250	\$15,171,425	\$22,868,875
Oct	\$11,159,700	\$20,195,500	\$18,926,060
Nov	\$16,307,100	\$16,166,250	\$16,319,950
Dec	\$17,465,500	\$12,425,910	\$20,465,830

Monterey Active/ Pending Inventory

	2016	2015	2014
Jan	77	96	71
Feb	81	98	102
Mar	77	99	120
Apr	82	90	101
May	81	92	96
Jun	88	104	104
Jul	102	91	205
Aug	112	106	113
Sep	94	102	120
Oct	84	99	111
Nov	77	91	103
Dec	76	75	132