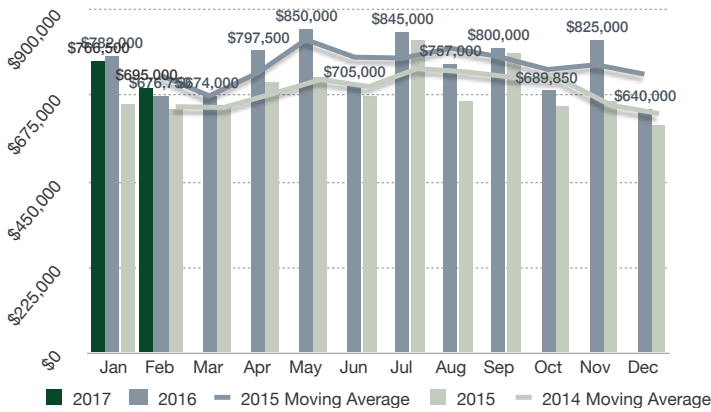


Monterey Market Report

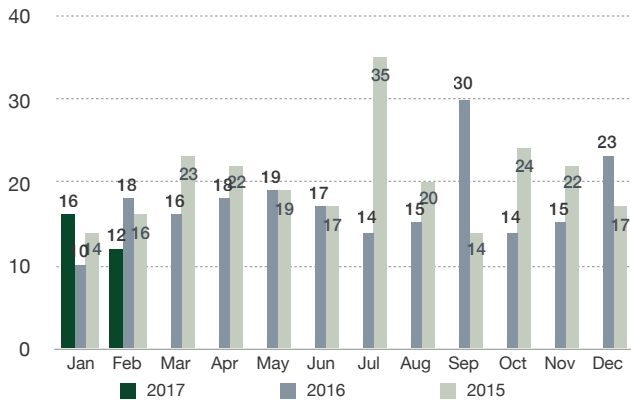
Monterey Median Sale Price 2015-2017



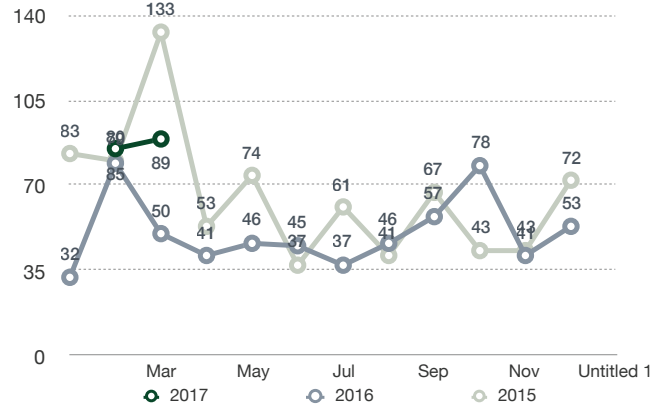
Monterey sales continue to be steady; especially around the median price. While average days on market looks high, the median price inventory is selling through quickly.

	February	2017	2016
Median Sales Price		\$695,000	\$676,750
Monthly Homes Sold		12	18
Avg. Days on Market		89	79
Total Homes Sales Volume		\$9,136,500	\$13,574,300
Avg. Pending / Active Inventory		61	81

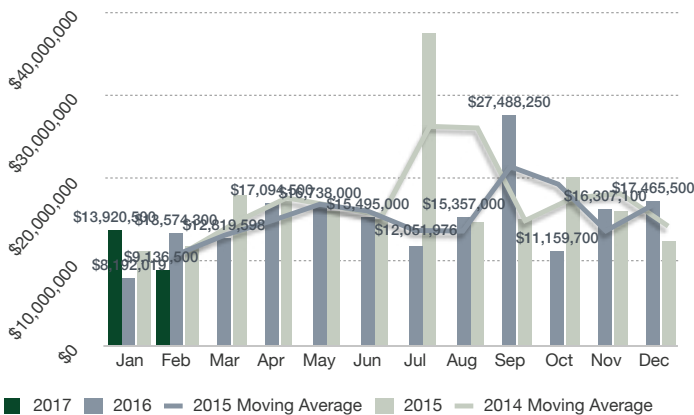
Monterey Homes Sold By Month



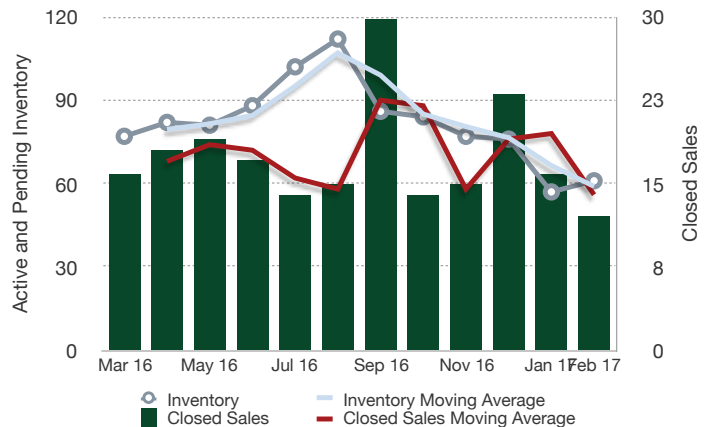
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
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
Jan 17	57	16
Feb 17	61	12

Monterey Homes Sold By Month: 2015-2017

	2017	2016	2015
Jan	16	10	14
Feb	12	18	16
Mar		16	23
Apr		18	22
May		19	19
Jun		17	17
Jul		14	35
Aug		15	20
Sep		30	14
Oct		14	24
Nov		15	22
Dec		23	17

Monterey Average Days on Market

	2017	2016	2015
Jan	85	32	83
Feb	89	79	80
Mar		50	133
Apr		41	53
May		46	74
Jun		45	37
Jul		37	61
Aug		46	41
Sep		57	67
Oct		78	43
Nov		41	43
Dec		53	72

Monterey Median Sale Price: 2015-2017

	2017	2016	2015
Jan	\$766,500	\$782,000	\$654,000
Feb	\$695,000	\$676,750	\$639,750
Mar		\$674,000	\$650,000
Apr		\$797,500	\$712,000
May		\$850,000	\$725,000
Jun		\$705,000	\$675,000
Jul		\$845,000	\$820,000
Aug		\$757,000	\$657,500
Sep		\$800,000	\$790,000
Oct		\$689,850	\$644,500
Nov		\$825,000	\$657,500
Dec		\$640,000	\$600,000

Monterey Home Sales Dollar Volume

	2017	2016	2015
Jan	\$13,920,500	\$8,192,019	\$11,337,209
Feb	\$9,136,500	\$13,574,300	\$11,949,310
Mar		\$12,819,598	\$17,947,650
Apr		\$17,094,500	\$17,406,792
May		\$16,738,000	\$15,967,900
Jun		\$15,495,000	\$15,147,170
Jul		\$12,051,976	\$37,380,150
Aug		\$15,357,000	\$14,751,450
Sep		\$27,488,250	\$15,171,425
Oct		\$11,159,700	\$20,195,500
Nov		\$16,307,100	\$16,166,250
Dec		\$17,465,500	\$12,425,910

Monterey Active/ Pending Inventory

	2017	2016	2015
Jan	57	77	96
Feb	61	81	98
Mar		77	99
Apr		82	90
May		81	92
Jun		88	104
Jul		102	91
Aug		112	106
Sep		94	102
Oct		84	99
Nov		77	91
Dec		76	75