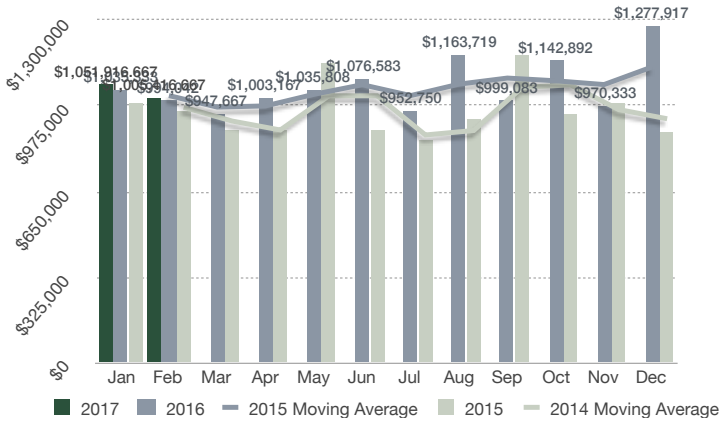


Monterey Peninsula Market Report

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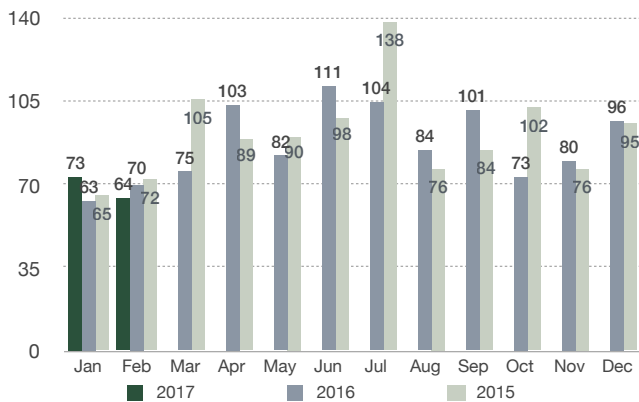
Monterey Peninsula Average Median Sale Price 2015-2017



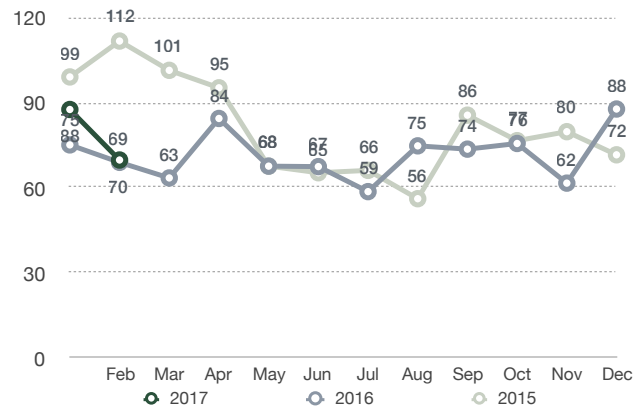
The Monterey Peninsula real estate market is comprised of Carmel, Pebble Beach, Pacific Grove, Monterey, Del Rey Oaks, Seaside, Sand City and Carmel Valley. Sales continue to similar to recent years but less inventory and faster sales.

	February	2017	2016
Median Sales Price		\$1,005,417	\$994,042
Monthly Homes Sold		64	70
Avg. Days on Market		70	69
Total Homes Sales Volume		\$80,667,400	\$86,059,700
Avg. Pending / Active Inventory		434	470

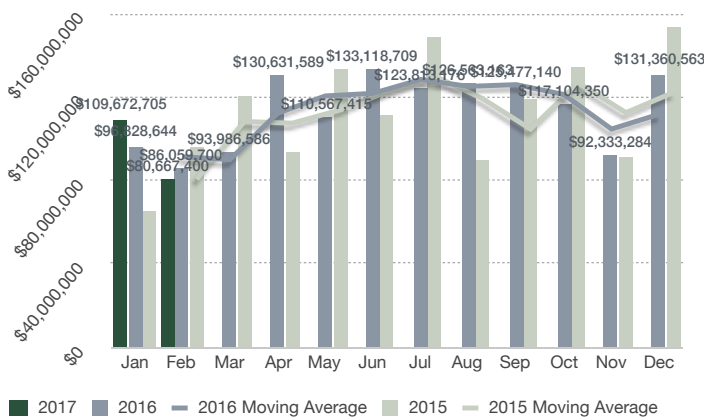
Monterey Peninsula Homes Sold By Month



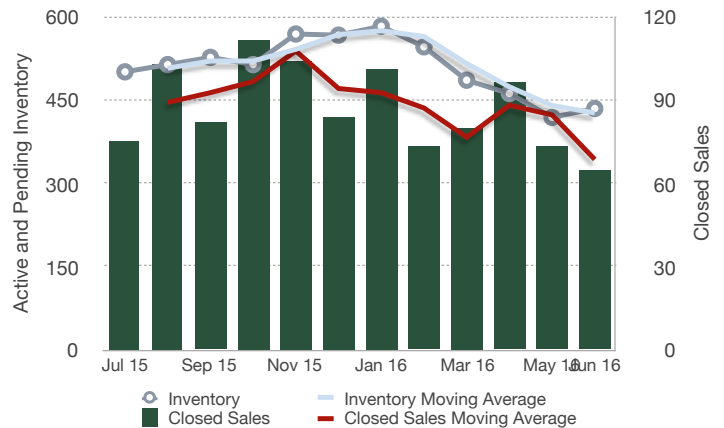
Monterey Peninsula Average Days on Market



Monterey Peninsula Home Sales Dollar Volume



Monterey Peninsula: Active & Pending Inventory Compared with Closed Sales



Monterey Peninsula

	Inventory	Closed Sales
Mar 16	500	75
Apr 16	513	103
May 16	526	82
June 16	513	111
July 16	568	104
Aug 16	566	84
Sep 16	582	101
Oct 16	545	73
Nov 16	485	80
Dec 16	461	96
Jan 17	418	73
Feb 17	434	64

Monterey Peninsula Homes Sold By Month:

	2017	2016	2015
Jan	73	63	65
Feb	64	70	72
Mar		75	105
Apr		103	89
May		82	90
Jun		111	98
Jul		104	138
Aug		84	76
Sep		101	84
Oct		73	102
Nov		80	76
Dec		96	95

Monterey Peninsula Average Days on Market

	2017	2016	2015
Jan	88	75	99
Feb	70	69	112
Mar		63	101
Apr		84	95
May		68	68
Jun		67	65
Jul		59	66
Aug		75	56
Sep		74	86
Oct		76	77
Nov		62	80
Dec		88	72

Monterey Peninsula Average Median Sale Price

	2017	2016	2015
Jan	\$1,051,917	\$1,035,333	\$984,375
Feb	\$1,005,417	\$994,042	\$955,625
Mar		\$947,667	\$880,058
Apr		\$1,003,167	\$887,250
May		\$1,035,808	\$1,140,083
Jun		\$1,076,583	\$887,875
Jul		\$952,750	\$841,565
Aug		\$1,163,719	\$922,000
Sep		\$999,083	\$1,169,833
Oct		\$1,142,892	\$940,985
Nov		\$970,333	\$981,833
Dec		\$1,277,917	\$871,083

Monterey Peninsula Home Sales Dollar Volume

	2017	2016	2015
Jan	\$109,672,705	\$96,828,644	\$65,571,544
Feb	\$80,667,400	\$86,059,700	\$95,626,090
Mar		\$93,986,586	\$121,034,850
Apr		\$130,631,589	\$94,042,241
May		\$110,567,415	\$133,633,904
Jun		\$133,118,709	\$111,609,474
Jul		\$123,813,176	\$148,300,557
Aug		\$126,563,163	\$90,140,054
Sep		\$125,477,140	\$119,213,487
Oct		\$117,104,350	\$134,467,481
Nov		\$92,333,284	\$90,686,865
Dec		\$131,360,563	\$154,011,097

Monterey Peninsula Active/ Pending Inventory

	2017	2016	2015
Jan	418	416	471
Feb	434	470	509
Mar		500	507
Apr		513	488
May		526	494
Jun		513	532
Jul		568	651
Aug		566	573
Sep		582	529
Oct		545	548
Nov		485	501
Dec		461	437