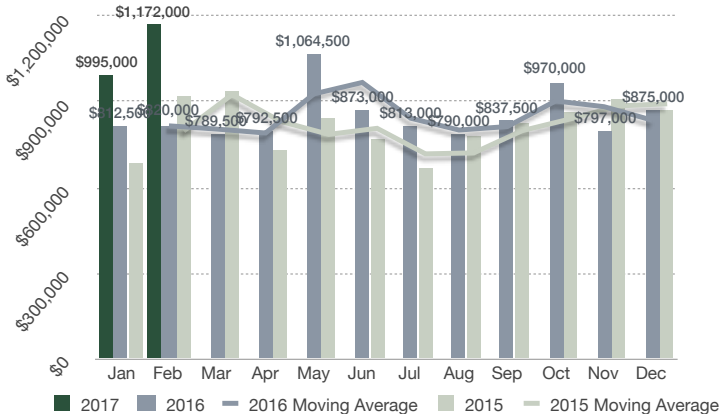


# Pacific Grove Market Report

MARCH 11, 2017

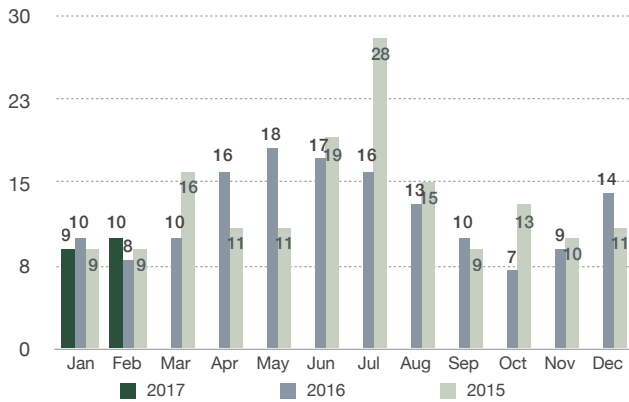
Pacific Grove Median Sale Price 2015-2017



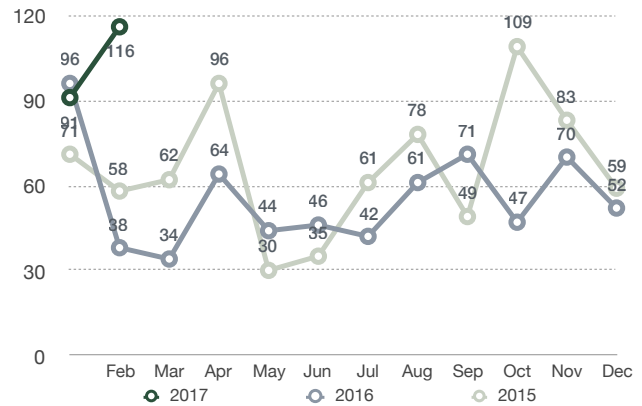
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. There are currently 15 homes in escrow with only 26 available; demonstrating the steady demand.

|                                 | February | 2017         | 2016        |
|---------------------------------|----------|--------------|-------------|
| Median Sales Price              |          | \$1,172,000  | \$820,000   |
| Monthly Homes Sold              |          | 10           | 8           |
| Avg. Days on Market             |          | 116          | 38          |
| Total Homes Sales Volume        |          | \$11,273,500 | \$6,810,775 |
| Avg. Pending / Active Inventory |          | 37           | 49          |

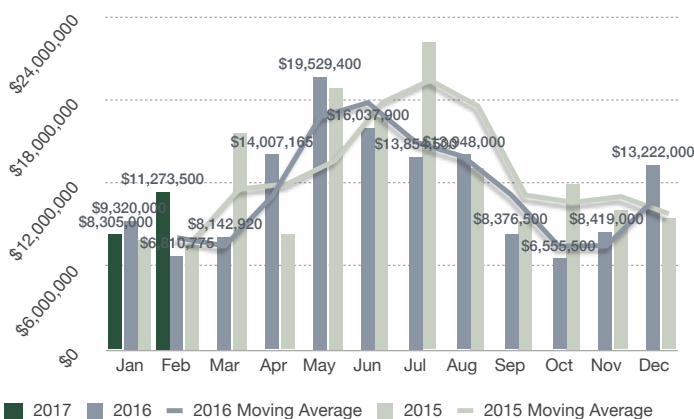
Pacific Grove Homes Sold By Month



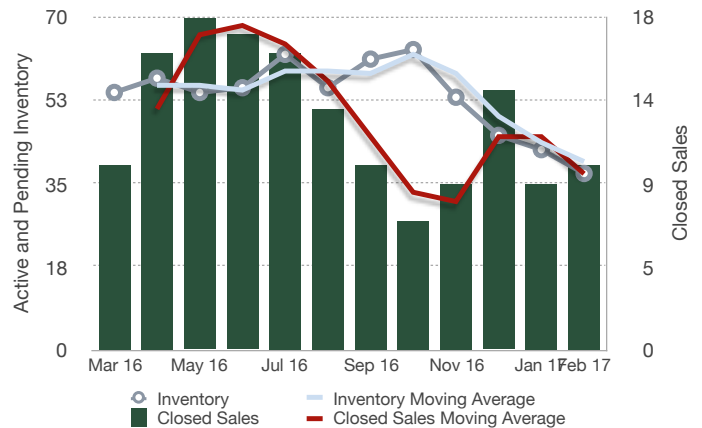
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



### Pacific Grove

|        | Inventory | Closed Sales |
|--------|-----------|--------------|
| 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           |
| Oct 16 | 63        | 7            |
| Nov 16 | 53        | 9            |
| Dec 16 | 45        | 14           |
| Jan 17 | 42        | 9            |
| Feb 17 | 37        | 10           |

### Pacific Grove Homes Sold By Month: 2015-2017

|     | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 9    | 10   | 9    |
| Feb | 10   | 8    | 9    |
| Mar |      | 10   | 16   |
| Apr |      | 16   | 11   |
| May |      | 18   | 11   |
| Jun |      | 17   | 19   |
| Jul |      | 16   | 28   |
| Aug |      | 13   | 15   |
| Sep |      | 10   | 9    |
| Oct |      | 7    | 13   |
| Nov |      | 9    | 10   |
| Dec |      | 14   | 11   |

### Pacific Grove Average Days on Market

|     | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 91   | 96   | 71   |
| Feb | 116  | 38   | 58   |
| Mar |      | 34   | 62   |
| Apr |      | 64   | 96   |
| May |      | 44   | 30   |
| Jun |      | 46   | 35   |
| Jul |      | 42   | 61   |
| Aug |      | 61   | 78   |
| Sep |      | 71   | 49   |
| Oct |      | 47   | 109  |
| Nov |      | 70   | 83   |
| Dec |      | 52   | 59   |

### Pacific Grove Median Sale Price: 2015-2017

|     | 2017        | 2016        | 2015      |
|-----|-------------|-------------|-----------|
| Jan | \$995,000   | \$812,500   | \$681,000 |
| Feb | \$1,172,000 | \$820,000   | \$915,000 |
| Mar |             | \$789,500   | \$937,000 |
| Apr |             | \$792,500   | \$727,500 |
| May |             | \$1,064,500 | \$845,000 |
| Jun |             | \$873,000   | \$770,000 |
| Jul |             | \$813,000   | \$665,500 |
| Aug |             | \$790,000   | \$777,000 |
| Sep |             | \$837,500   | \$821,500 |
| Oct |             | \$970,000   | \$860,000 |
| Nov |             | \$797,000   | \$912,500 |
| Dec |             | \$875,000   | \$875,000 |

### Pacific Grove Home Sales Dollar Volume

|     | 2017         | 2016         | 2015         |
|-----|--------------|--------------|--------------|
| Jan | \$8,305,000  | \$9,320,000  | \$7,954,835  |
| Feb | \$11,273,500 | \$6,810,775  | \$7,566,000  |
| Mar |              | \$8,142,920  | \$15,577,000 |
| Apr |              | \$14,007,165 | \$8,293,000  |
| May |              | \$19,529,400 | \$18,908,100 |
| Jun |              | \$16,037,900 | \$16,702,900 |
| Jul |              | \$13,854,500 | \$22,078,000 |
| Aug |              | \$13,948,000 | \$13,007,750 |
| Sep |              | \$8,376,500  | \$9,252,500  |
| Oct |              | \$6,555,500  | \$11,970,500 |
| Nov |              | \$8,419,000  | \$10,079,500 |
| Dec |              | \$13,222,000 | \$9,499,400  |

### Pacific Grove Active/ Pending Inventory

|     | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 42   | 35   | 52   |
| Feb | 37   | 49   | 52   |
| Mar |      | 54   | 54   |
| Apr |      | 57   | 54   |
| May |      | 54   | 52   |
| Jun |      | 55   | 58   |
| Jul |      | 62   | 78   |
| Aug |      | 55   | 55   |
| Sep |      | 61   | 52   |
| Oct |      | 63   | 54   |
| Nov |      | 53   | 51   |
| Dec |      | 45   | 47   |