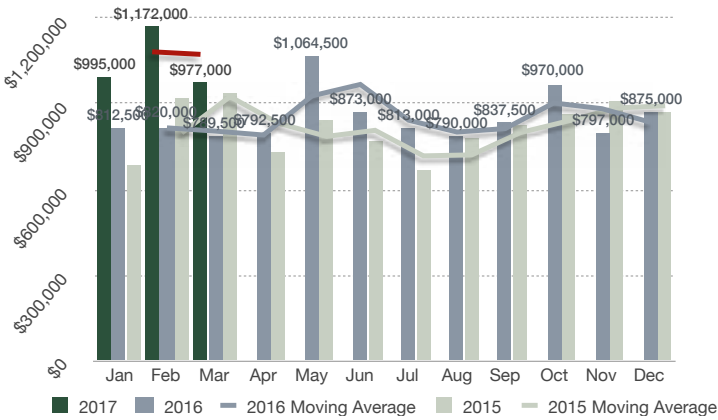


# Pacific Grove Market Report

APRIL 11, 2017

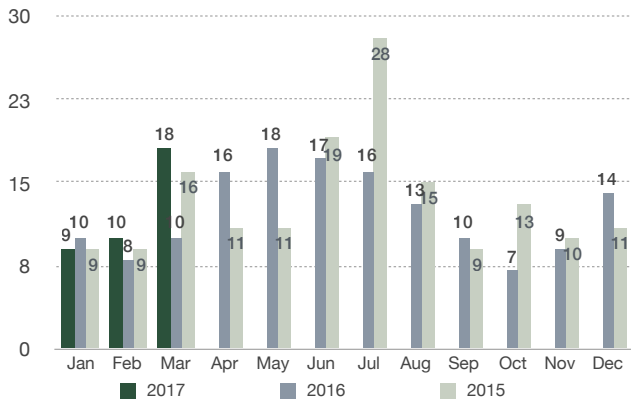
Pacific Grove Median Sale Price 2015-2017



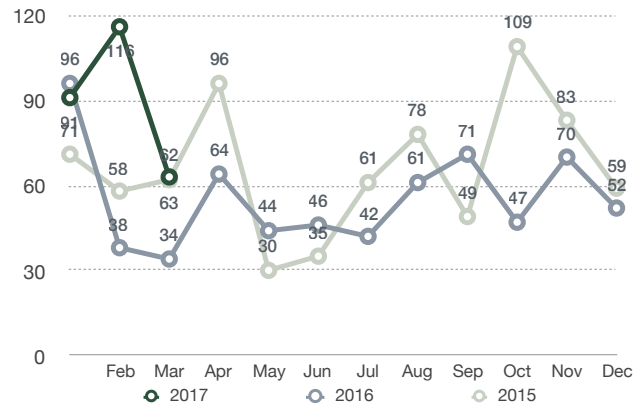
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. There are currently 25 homes in escrow with only 26 available; demonstrating the steady demand.

	March	2017	2016
Median Sales Price		\$977,000	\$789,500
Monthly Homes Sold		18	10
Avg. Days on Market		63	34
Total Homes Sales Volume		\$20,265,975	\$8,142,920
Avg. Pending / Active Inventory		45	54

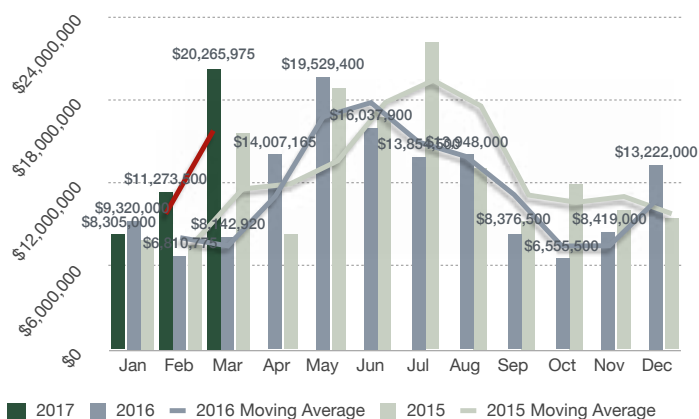
Pacific Grove Homes Sold By Month



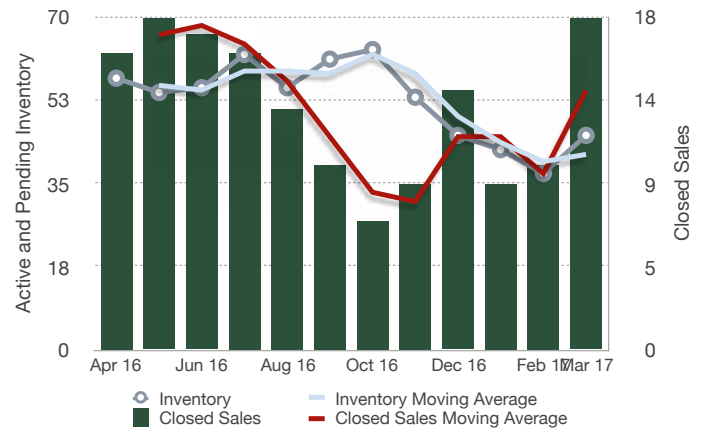
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



### Pacific Grove

	Inventory	Closed Sales
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
Mar 17	45	18

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

	2017	2016	2015
Jan	9	10	9
Feb	10	8	9
Mar	18	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	63	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	\$977,000	\$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	\$20,265,975	\$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	45	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