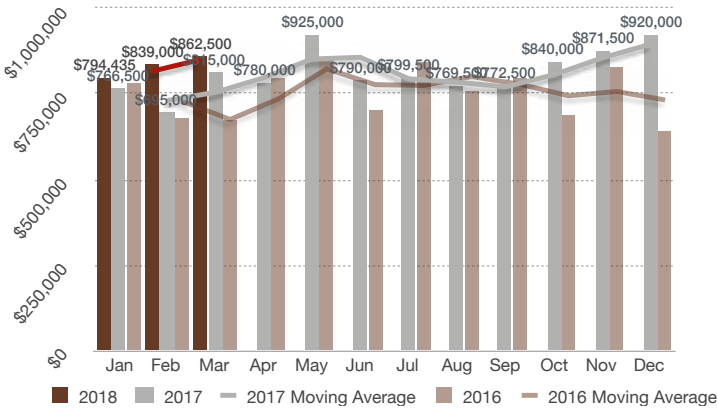


Monterey Market Report

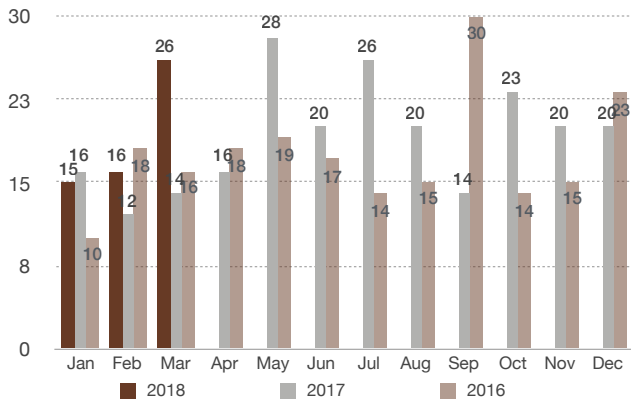
Monterey Median Sale Price 2016-2018



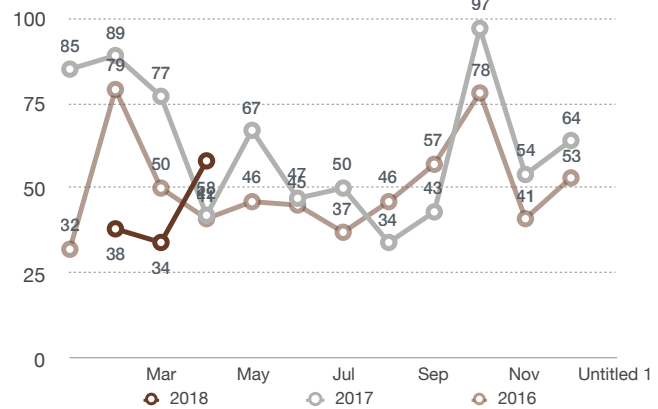
Monterey sales continue to be strong; especially around the median price. Currently there are 32 homes in escrow in Monterey. Two just above \$2M, nine from \$1M-\$2M and eight from \$800K - \$1M. Thirteen homes are in escrow between \$545K - \$800K.

	April	2018	2017
Median Sales Price		\$885,000	\$780,000
Monthly Homes Sold		23	16
Avg. Days on Market		32	42
Total Homes Sales Volume		\$22,418,000	\$14,349,400
Avg. Pending / Active		96	84

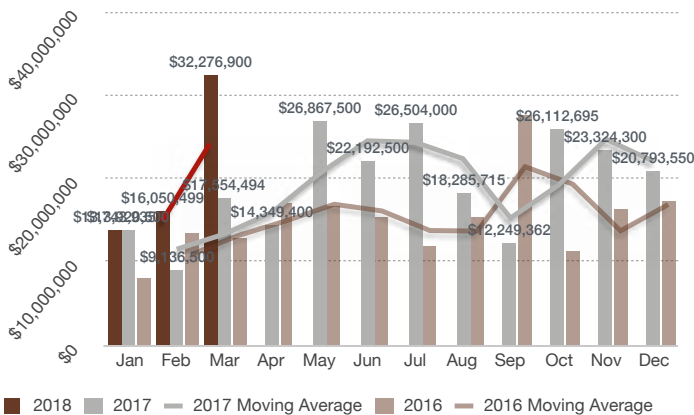
Monterey Homes Sold By Month



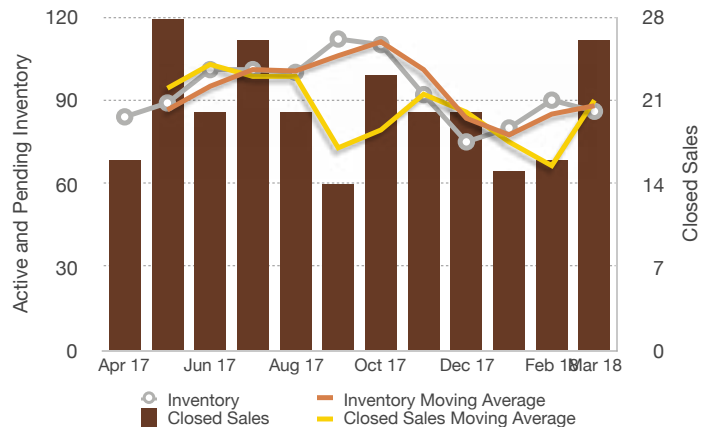
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
May 17	89	28
Jun 17	101	20
Jul 17	101	26
Aug 17	100	20
Sep 17	112	14
Oct 17	110	23
Nov 17	92	20
Dec 17	75	20
Jan 18	80	15
Feb 18	90	16
Mar 18	86	26
Apr 18	96	23

Monterey Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	15	16	10
Feb	16	12	18
Mar	26	14	16
Apr	23	16	18
May		28	19
Jun		20	17
Jul		26	14
Aug		20	15
Sep		14	30
Oct		23	14
Nov		20	15
Dec		20	23

Monterey Average Days on Market

	2018	2017	2016
Jan	38	85	32
Feb	34	89	79
Mar	58	77	50
Apr	32	42	41
May		67	46
Jun		47	45
Jul		50	37
Aug		34	46
Sep		43	57
Oct		97	78
Nov		54	41
Dec		64	53

Monterey Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$794,435	\$766,500	\$782,000
Feb	\$839,000	\$695,000	\$676,750
Mar	\$862,500	\$815,000	\$674,000
Apr	\$885,000	\$780,000	\$797,500
May		\$925,000	\$850,000
Jun		\$790,000	\$705,000
Jul		\$799,500	\$845,000
Aug		\$769,500	\$757,000
Sep		\$772,500	\$800,000
Oct		\$840,000	\$689,850
Nov		\$871,500	\$825,000
Dec		\$920,000	\$640,000

Monterey Home Sales Dollar Volume

	2018	2017	2016
Jan	\$13,743,935	\$13,920,500	\$8,192,019
Feb	\$16,050,499	\$9,136,500	\$13,574,300
Mar	\$32,276,900	\$17,554,494	\$12,819,598
Apr	\$22,418,000	\$14,349,400	\$17,094,500
May		\$26,867,500	\$16,738,000
Jun		\$22,192,500	\$15,495,000
Jul		\$26,504,000	\$12,051,976
Aug		\$18,285,715	\$15,357,000
Sep		\$12,249,362	\$27,488,250
Oct		\$26,112,695	\$11,159,700
Nov		\$23,324,300	\$16,307,100
Dec		\$20,793,550	\$17,465,500

Monterey Active/ Pending Inventory

	2018	2017	2016
Jan	80	57	77
Feb	90	61	81
Mar	86	82	77
Apr	96	84	82
May		89	81
Jun		101	88
Jul		101	102
Aug		100	112
Sep		112	94
Oct		110	84
Nov		92	77
Dec		75	76