

Monterey Market Report

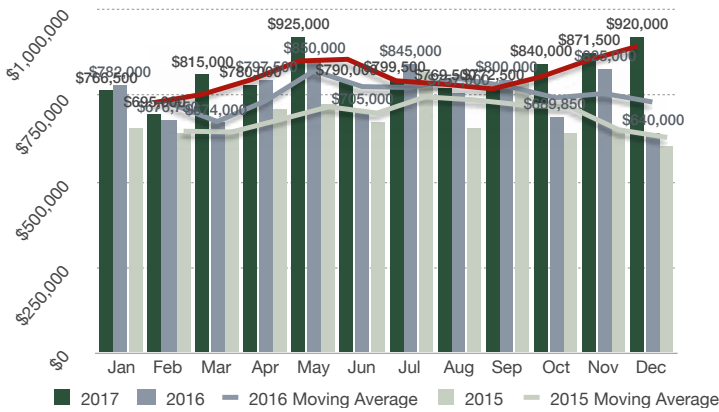
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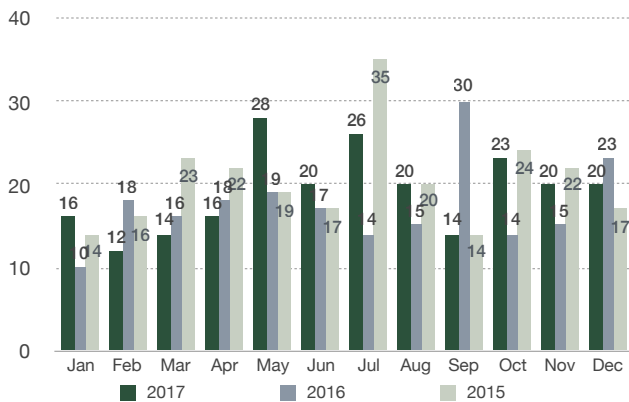
Monterey Median Sale Price 2015-2017



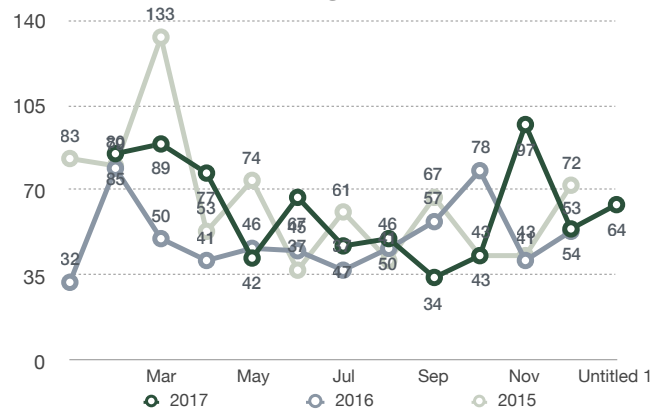
Monterey sales continue to be strong; especially around the median price. Currently there are 16 homes in escrow in Monterey. Four are between \$1M- \$1.4M, and 2 in the \$900,000s with 10 between \$400,000- \$900,000.

	December	2017	2016
Median Sales Price		\$920,000	\$640,000
Monthly Homes Sold		20	23
Avg. Days on Market		64	53
Total Homes Sales Volume		\$920,000	\$640,000
Avg. Pending / Active Inventory		75	76

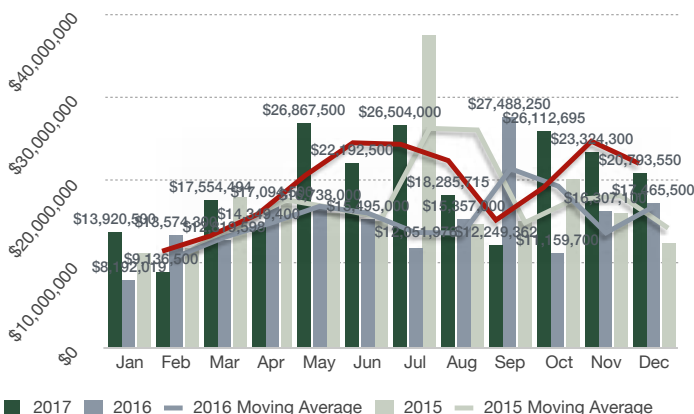
Monterey Homes Sold By Month



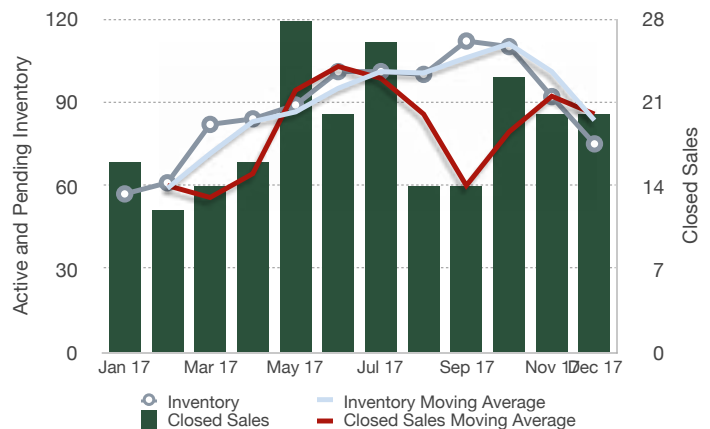
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
Jan 17	57	16
Feb 17	61	12
Mar 17	82	14
Apr 17	84	16
May 17	89	28
Jun 17	101	20
Jul 17	101	26
Aug 17	100	14
Sep 17	112	14
Oct 17	110	23
Nov 17	92	20
Dec 17	75	20

Monterey Homes Sold By Month: 2015-2017

	2017	2016	2015
Jan	16	10	14
Feb	12	18	16
Mar	14	16	23
Apr	16	18	22
May	28	19	19
Jun	20	17	17
Jul	26	14	35
Aug	20	15	20
Sep	14	30	14
Oct	23	14	24
Nov	20	15	22
Dec	20	23	17

Monterey Average Days on Market

	2017	2016	2015
Jan	85	32	83
Feb	89	79	80
Mar	77	50	133
Apr	42	41	53
May	67	46	74
Jun	47	45	37
Jul	50	37	61
Aug	34	46	41
Sep	43	57	67
Oct	97	78	43
Nov	54	41	43
Dec	64	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	\$815,000	\$674,000	\$650,000
Apr	\$780,000	\$797,500	\$712,000
May	\$925,000	\$850,000	\$725,000
Jun	\$790,000	\$705,000	\$675,000
Jul	\$799,500	\$845,000	\$820,000
Aug	\$769,500	\$757,000	\$657,500
Sep	\$772,500	\$800,000	\$790,000
Oct	\$840,000	\$689,850	\$644,500
Nov	\$871,500	\$825,000	\$657,500
Dec	\$920,000	\$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	\$17,554,494	\$12,819,598	\$17,947,650
Apr	\$14,349,400	\$17,094,500	\$17,406,792
May	\$26,867,500	\$16,738,000	\$15,967,900
Jun	\$22,192,500	\$15,495,000	\$15,147,170
Jul	\$26,504,000	\$12,051,976	\$37,380,150
Aug	\$18,285,715	\$15,357,000	\$14,751,450
Sep	\$12,249,362	\$27,488,250	\$15,171,425
Oct	\$26,112,695	\$11,159,700	\$20,195,500
Nov	\$23,324,300	\$16,307,100	\$16,166,250
Dec	\$20,793,550	\$17,465,500	\$12,425,910

Monterey Active/ Pending Inventory

	2017	2016	2015
Jan	57	77	96
Feb	61	81	98
Mar	82	77	99
Apr	84	82	90
May	89	81	92
Jun	101	88	104
Jul	101	102	91
Aug	100	112	106
Sep	112	94	102
Oct	110	84	99
Nov	92	77	91
Dec	75	76	75