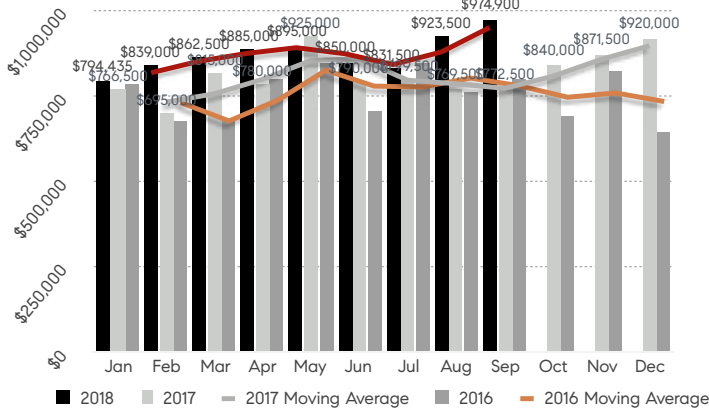


Monterey Market Report

OCTOBER 10, 2018

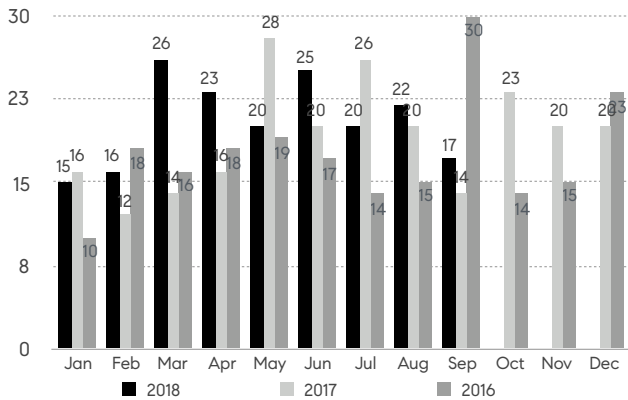
Monterey Median Sale Price 2016-2018



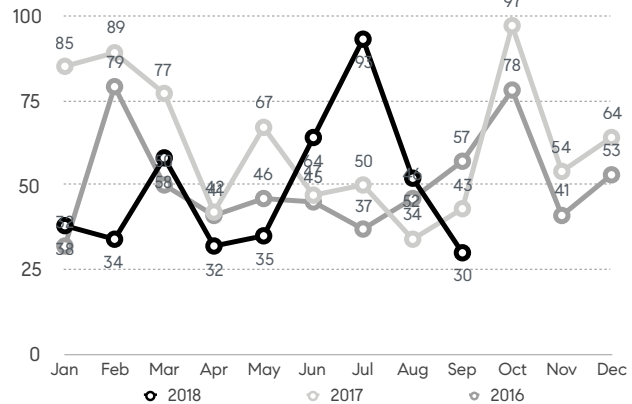
Monterey sales continue to be strong; especially around the median price. Currently there are 20 homes in escrow in Monterey. One at \$3.6M, eleven from \$800K - \$1M. Five homes are in escrow between \$500K- \$799K.

	September	2018	2017
Median Sales Price		\$974,900	\$772,500
Monthly Homes Sold		17	14
Avg. Days on Market		30	43
Total Homes Sales Volume		\$16,474,900	\$12,249,362
Avg. Pending / Active Inventory		99	112

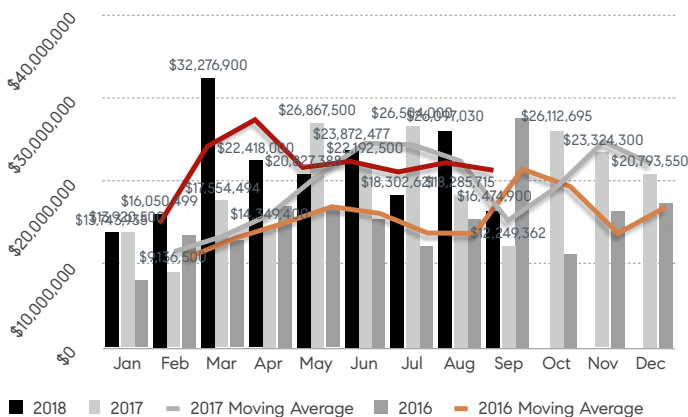
Monterey Homes Sold By Month



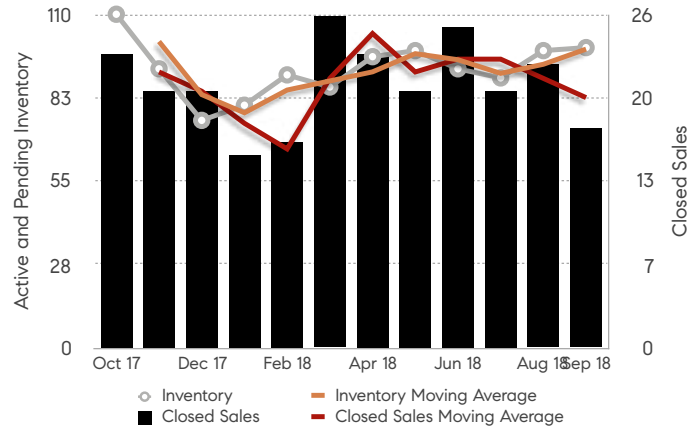
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
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
May 18	98	20
Jun 18	92	25
Jul 18	89	20
Aug 18	98	22
Sep 18	99	17

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	20	28	19
Jun	25	20	17
Jul	20	26	14
Aug	22	20	15
Sep	17	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	35	67	46
Jun	64	47	45
Jul	93	50	37
Aug	52	34	46
Sep	30	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	\$895,000	\$925,000	\$850,000
Jun	\$850,000	\$790,000	\$705,000
Jul	\$831,500	\$799,500	\$845,000
Aug	\$923,500	\$769,500	\$757,000
Sep	\$974,900	\$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	\$20,827,388	\$26,867,500	\$16,738,000
Jun	\$23,872,477	\$22,192,500	\$15,495,000
Jul	\$18,302,621	\$26,504,000	\$12,051,976
Aug	\$26,097,030	\$18,285,715	\$15,357,000
Sep	\$16,474,900	\$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	98	89	81
Jun	92	101	88
Jul	89	101	102
Aug	98	100	112
Sep	99	112	94
Oct		110	84
Nov		92	77
Dec		75	76