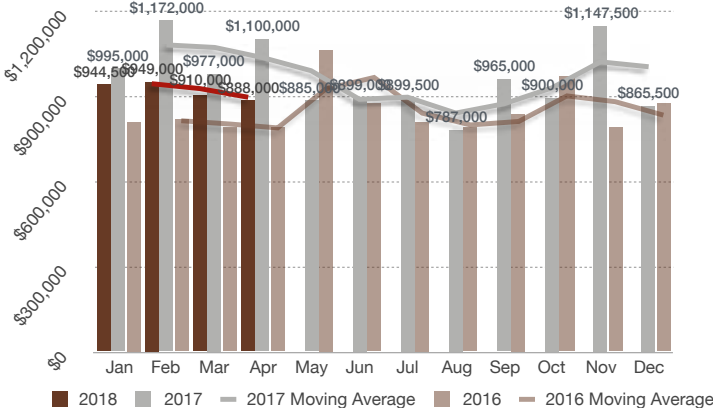


Pacific Grove Market

MAY 3, 2018

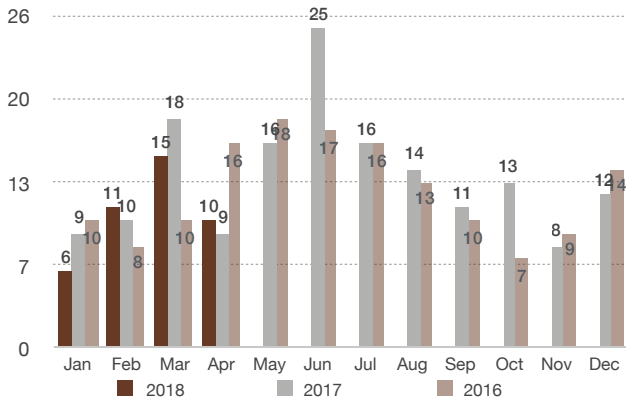
Pacific Grove Median Sale Price 2016-2018



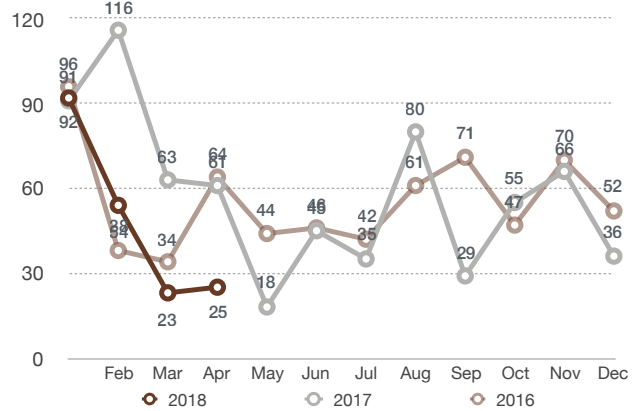
Pacific Grove remains very strong; however, limited inventory is constraining sales. Currently only 29 homes are available and 23 homes in escrow. One at \$5.9M, Seven are in escrow from \$1M-\$1.55M and 10 from \$800K- \$1M, with 5 from \$550,000-\$780,000.

	April	2018	2017
Median Sales Price		\$888,000	\$1,100,000
Monthly Homes Sold		10	9
Avg. Days on Market		25	61
Total Homes Sales Volume		\$10,693,000	\$10,563,000
Avg. Pending / Active		49	53

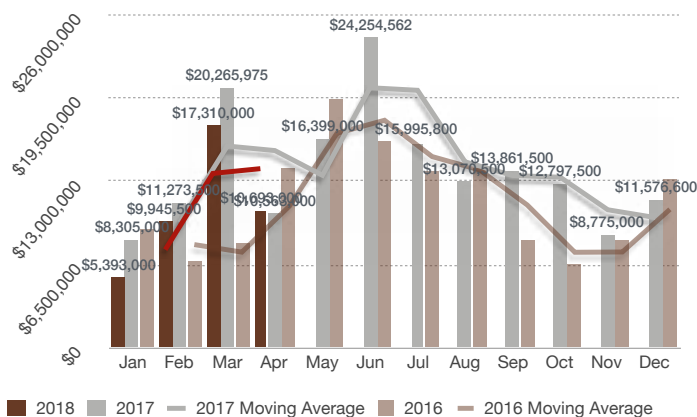
Pacific Grove Homes Sold By Month



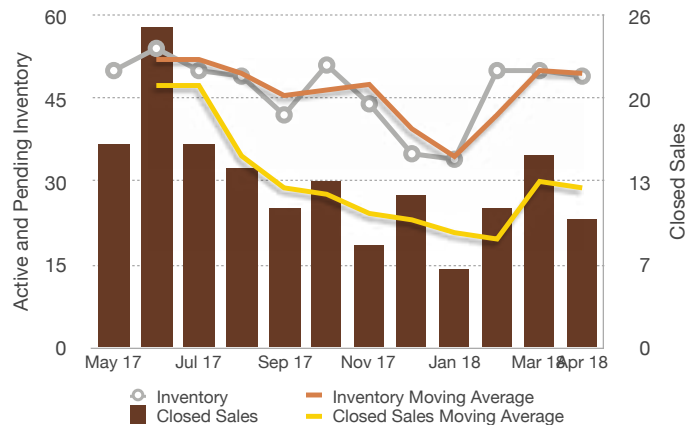
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



Pacific Grove

	Inventory	Closed Sales
May 17	50	16
Jun 17	54	25
Jul 17	50	16
Aug 17	49	14
Sep 17	42	11
Oct 17	51	13
Nov 17	44	8
Dec 17	35	12
Jan 18	34	6
Feb 18	50	11
Mar 18	50	15
Apr 18	49	10

Pacific Grove Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	6	9	10
Feb	11	10	8
Mar	15	18	10
Apr	10	9	16
May		16	18
Jun		25	17
Jul		16	16
Aug		14	13
Sep		11	10
Oct		13	7
Nov		8	9
Dec		12	14

Pacific Grove Average Days on Market

	2018	2017	2016
Jan	92	91	96
Feb	54	116	38
Mar	23	63	34
Apr	25	61	64
May		18	44
Jun		45	46
Jul		35	42
Aug		80	61
Sep		29	71
Oct		55	47
Nov		66	70
Dec		36	52

Pacific Grove Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$944,500	\$995,000	\$812,500
Feb	\$949,000	\$1,172,000	\$820,000
Mar	\$910,000	\$977,000	\$789,500
Apr	\$888,000	\$1,100,000	\$792,500
May		\$885,000	\$1,064,500
Jun		\$899,000	\$873,000
Jul		\$899,500	\$813,000
Aug		\$787,000	\$790,000
Sep		\$965,000	\$837,500
Oct		\$900,000	\$970,000
Nov		\$1,147,500	\$797,000
Dec		\$865,500	\$875,000

Pacific Grove Home Sales Dollar Volume

	2018	2017	2016
Jan	\$5,393,000	\$8,305,000	\$9,320,000
Feb	\$9,945,500	\$11,273,500	\$6,810,775
Mar	\$17,310,000	\$20,265,975	\$8,142,920
Apr	\$10,693,000	\$10,563,000	\$14,007,165
May		\$16,399,000	\$19,529,400
Jun		\$24,254,562	\$16,037,900
Jul		\$15,995,800	\$13,854,500
Aug		\$13,070,500	\$13,948,000
Sep		\$13,861,500	\$8,376,500
Oct		\$12,797,500	\$6,555,500
Nov		\$8,775,000	\$8,419,000
Dec		\$11,576,600	\$13,222,000

Pacific Grove Active/ Pending Inventory

	2018	2017	2016
Jan	34	42	35
Feb	50	37	49
Mar	50	45	54
Apr	49	53	57
May		50	54
Jun		54	55
Jul		50	62
Aug		49	55
Sep		42	61
Oct		51	63
Nov		44	53
Dec		35	45