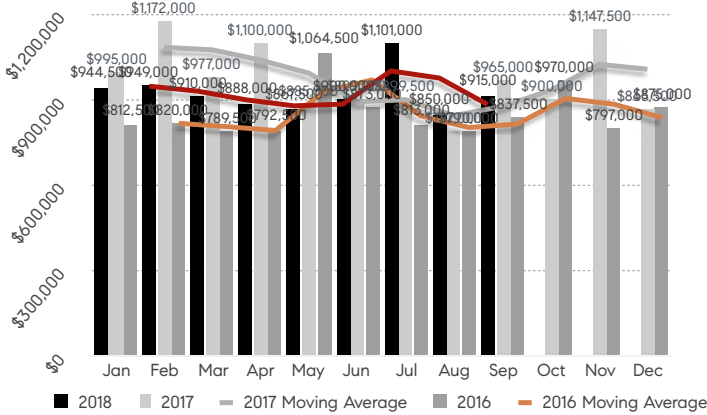


# Pacific Grove Report

OCTOBER 10, 2018

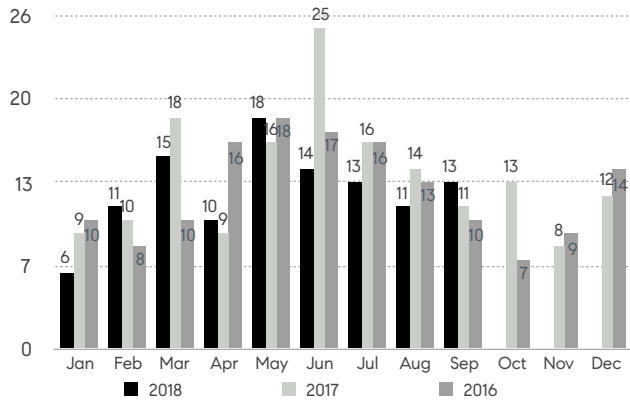
Pacific Grove Median Sale Price 2016-2018



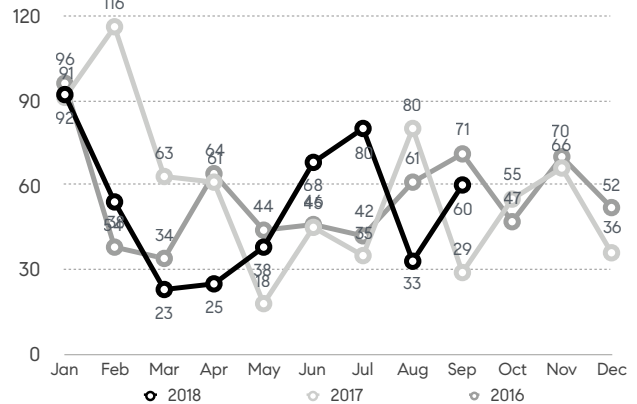
The are strong sales in the Pacific Grove market somewhat constrained by limited inventory and upcoming election. There are 12 homes in escrow with 3 at \$2.1M-\$2.8M , 4 in the \$1.25M-\$1.55M range and 5 from \$650,000-\$800,000,

	September	2018	2017
Median Sales Price		\$915,000	\$965,000
Monthly Homes Sold		13	11
Avg. Days on Market		60	29
Total Homes Sales Volume		\$13,711,000	\$13,861,500
Avg. Pending / Active Inventory		45	42

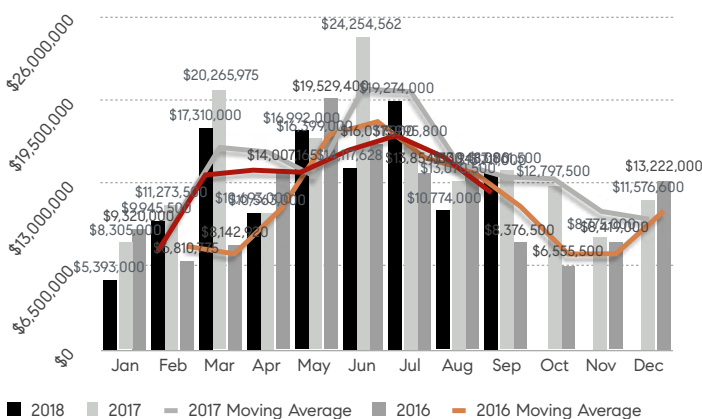
Pacific Grove Homes Sold By Month



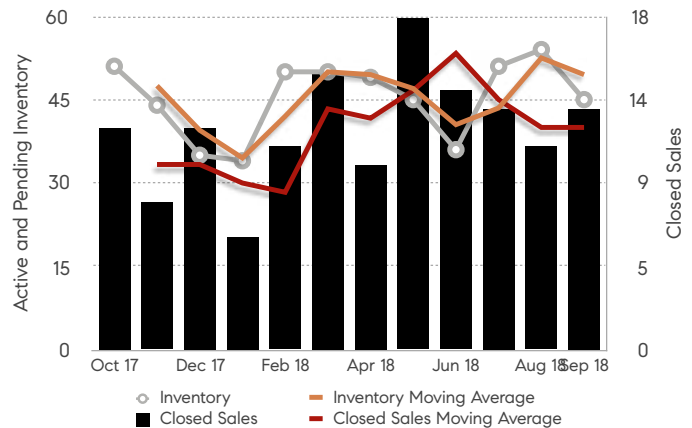
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



### Pacific Grove

	Inventory	Closed Sales
Oct 17	51	12
Nov 17	44	8
Dec 17	35	12
Jan 18	34	6
Feb 18	50	11
Mar 18	50	15
Apr 18	49	10
May 18	45	18
Jun 18	36	14
Jul 18	51	13
Aug 18	54	11
Sep 18	45	13

### 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	18	16	18
Jun	14	25	17
Jul	13	16	16
Aug	11	14	13
Sep	13	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	38	18	44
Jun	68	45	46
Jul	80	35	42
Aug	33	80	61
Sep	60	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	\$867,500	\$885,000	\$1,064,500
Jun	\$900,000	\$899,000	\$873,000
Jul	\$1,101,000	\$899,500	\$813,000
Aug	\$850,000	\$787,000	\$790,000
Sep	\$915,000	\$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	\$16,992,000	\$16,399,000	\$19,529,400
Jun	\$14,117,628	\$24,254,562	\$16,037,900
Jul	\$19,274,000	\$15,995,800	\$13,854,500
Aug	\$10,774,000	\$13,070,500	\$13,948,000
Sep	\$13,711,000	\$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	45	50	54
Jun	36	54	55
Jul	51	50	62
Aug	54	49	55
Sep	45	42	61
Oct		51	63
Nov		44	53
Dec		35	45