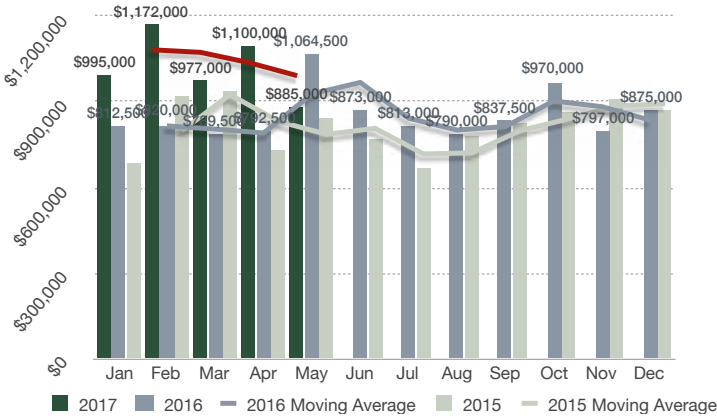


# Pacific Grove Market Report

JUNE 9, 2017

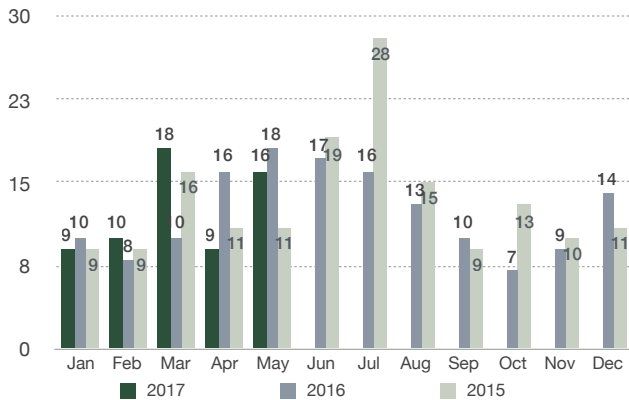
Pacific Grove Median Sale Price 2015-2017



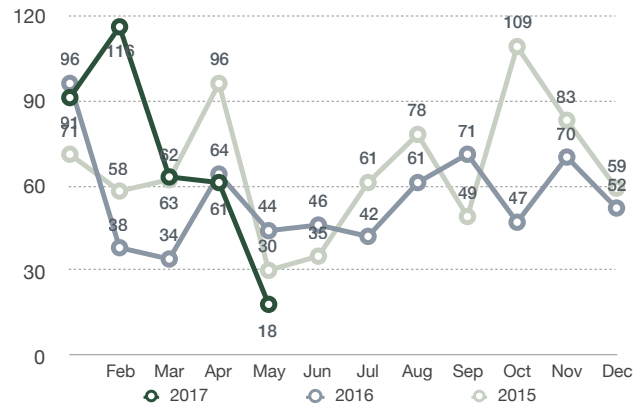
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. Days on market was 18 days for sold homes. Currently 18 homes in escrow with only 32 available; demonstrating the steady demand.

	May	2017	2016
Median Sales Price		\$885,000	\$1,064,500
Monthly Homes Sold		16	18
Avg. Days on Market		18	44
Total Homes Sales Volume		\$16,399,000	\$19,529,400
Avg. Pending / Active Inventory		50	54

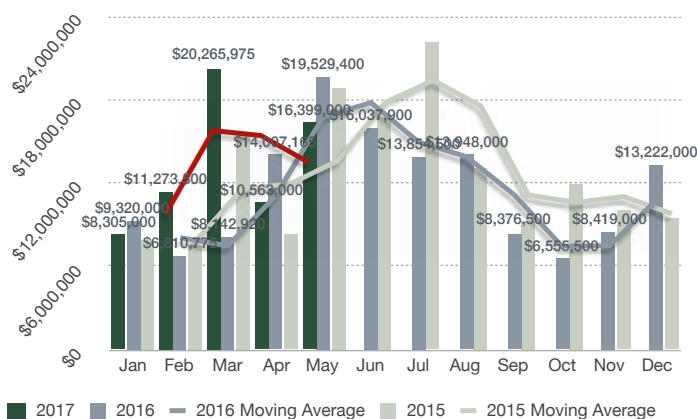
Pacific Grove Homes Sold By Month



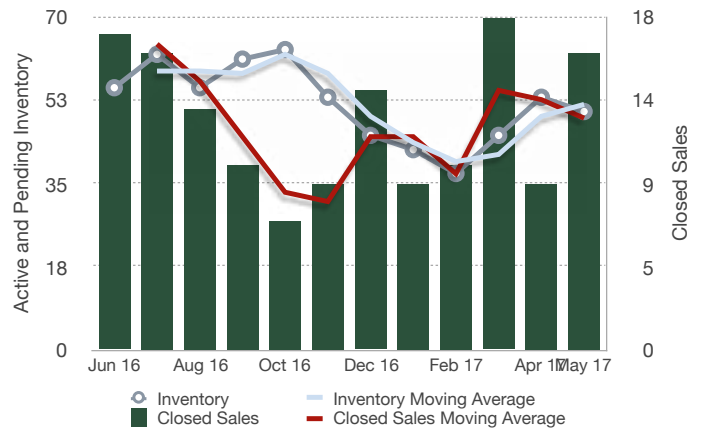
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



### Pacific Grove

	Inventory	Closed Sales
Jun 16	55	17
Jul 16	62	16
Aug 16	55	13
Sep 16	61	10
Oct 16	63	7
Nov 16	53	9
Dec 16	45	14
Jan 17	42	9
Feb 17	37	10
Mar 17	45	18
Apr 17	53	9
May 17	50	16

### Pacific Grove Homes Sold By Month: 2015-2017

	2017	2016	2015
Jan	9	10	9
Feb	10	8	9
Mar	18	10	16
Apr	9	16	11
May	16	18	11
Jun		17	19
Jul		16	28
Aug		13	15
Sep		10	9
Oct		7	13
Nov		9	10
Dec		14	11

### Pacific Grove Average Days on Market

	2017	2016	2015
Jan	91	96	71
Feb	116	38	58
Mar	63	34	62
Apr	61	64	96
May	18	44	30
Jun		46	35
Jul		42	61
Aug		61	78
Sep		71	49
Oct		47	109
Nov		70	83
Dec		52	59

### Pacific Grove Median Sale Price: 2015-2017

	2017	2016	2015
Jan	\$995,000	\$812,500	\$681,000
Feb	\$1,172,000	\$820,000	\$915,000
Mar	\$977,000	\$789,500	\$937,000
Apr	\$1,100,000	\$792,500	\$727,500
May	\$885,000	\$1,064,500	\$845,000
Jun		\$873,000	\$770,000
Jul		\$813,000	\$665,500
Aug		\$790,000	\$777,000
Sep		\$837,500	\$821,500
Oct		\$970,000	\$860,000
Nov		\$797,000	\$912,500
Dec		\$875,000	\$875,000

### Pacific Grove Home Sales Dollar Volume

	2017	2016	2015
Jan	\$8,305,000	\$9,320,000	\$7,954,835
Feb	\$11,273,500	\$6,810,775	\$7,566,000
Mar	\$20,265,975	\$8,142,920	\$15,577,000
Apr	\$10,563,000	\$14,007,165	\$8,293,000
May	\$16,399,000	\$19,529,400	\$18,908,100
Jun		\$16,037,900	\$16,702,900
Jul		\$13,854,500	\$22,078,000
Aug		\$13,948,000	\$13,007,750
Sep		\$8,376,500	\$9,252,500
Oct		\$6,555,500	\$11,970,500
Nov		\$8,419,000	\$10,079,500
Dec		\$13,222,000	\$9,499,400

### Pacific Grove Active/ Pending Inventory

	2017	2016	2015
Jan	42	35	52
Feb	37	49	52
Mar	45	54	54
Apr	53	57	54
May	50	54	52
Jun		55	58
Jul		62	78
Aug		55	55
Sep		61	52
Oct		63	54
Nov		53	51
Dec		45	47