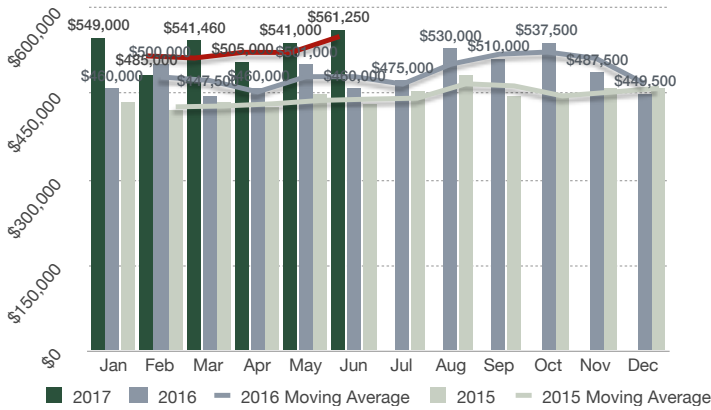


Marina Market Report

JULY 20, 2017

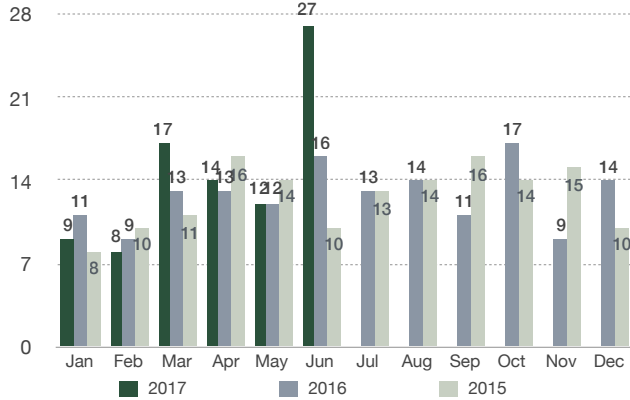
Marina Median Sale Price 2015-2017



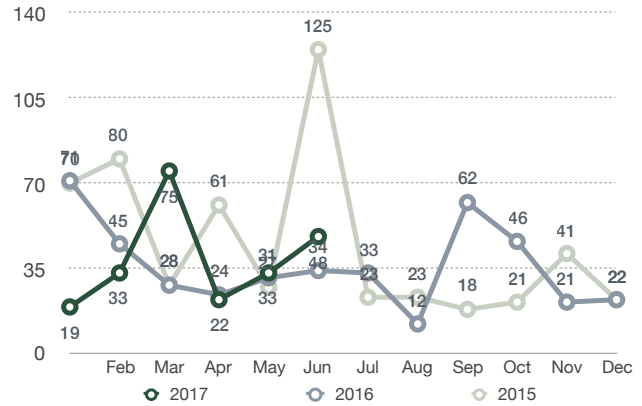
The Marina real estate market is steady with sales from both traditional homes and new developments under construction (the first new home developments in 15+ years). Sales in June were the highest in several years.

| | July | 2017 | 2016 |
|---------------------------------|------|--------------|-------------|
| Median Sales Price | | \$540,000 | \$425,000 |
| Monthly Homes Sold | | 26 | 17 |
| Avg. Days on Market | | 28 | 22 |
| Total Homes Sales Volume | | \$13,953,900 | \$7,362,000 |
| Avg. Pending / Active Inventory | | 41 | 41 |

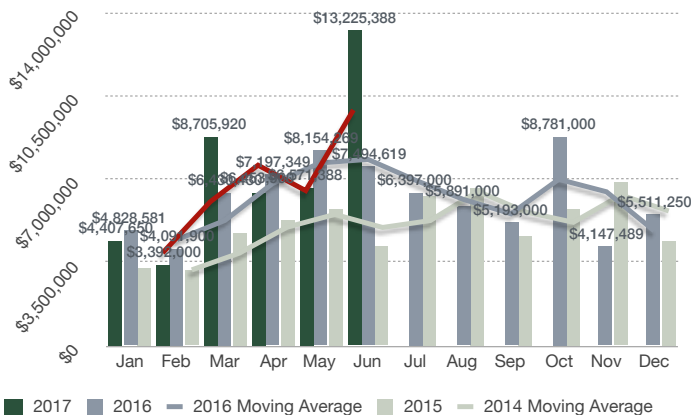
Marina Homes Sold By Month



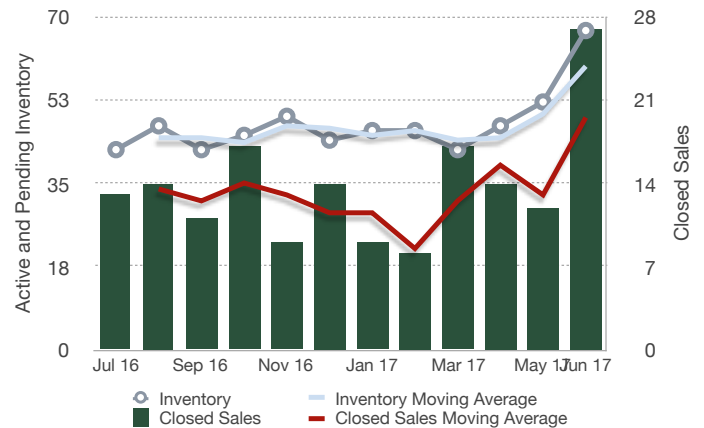
Marina Average Days on Market



Marina Home Sales Dollar Volume



Marina: Active & Pending Inventory Compared with Closed Sales



Marina

| | Inventory | Closed Sales |
|--------|-----------|--------------|
| Jul 16 | 42 | 13 |
| Aug 16 | 47 | 14 |
| Sep 16 | 42 | 11 |
| Oct 16 | 45 | 17 |
| Nov 16 | 49 | 9 |
| Dec 16 | 44 | 14 |
| Jan 17 | 46 | 9 |
| Feb 17 | 46 | 8 |
| Mar 17 | 42 | 17 |
| Apr 17 | 47 | 14 |
| May 17 | 52 | 12 |
| Jun 17 | 67 | 27 |

Marina Homes Sold By Month: 2015-2017

| | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 9 | 11 | 8 |
| Feb | 8 | 9 | 10 |
| Mar | 17 | 13 | 11 |
| Apr | 14 | 13 | 16 |
| May | 12 | 12 | 14 |
| Jun | 27 | 16 | 10 |
| Jul | | 13 | 13 |
| Aug | | 14 | 14 |
| Sep | | 11 | 16 |
| Oct | | 17 | 14 |
| Nov | | 9 | 15 |
| Dec | | 14 | 10 |

Marina Average Days on Market

| | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 19 | 71 | 70 |
| Feb | 33 | 45 | 80 |
| Mar | 75 | 28 | 28 |
| Apr | 22 | 24 | 61 |
| May | 33 | 31 | 27 |
| Jun | 48 | 34 | 125 |
| Jul | | 33 | 23 |
| Aug | | 12 | 23 |
| Sep | | 62 | 18 |
| Oct | | 46 | 21 |
| Nov | | 21 | 41 |
| Dec | | 22 | 22 |

Marina Median Sale Price: 2015-2017

| | 2017 | 2016 | 2015 |
|-----|-----------|-----------|-----------|
| Jan | \$549,000 | \$460,000 | \$435,000 |
| Feb | \$485,000 | \$500,000 | \$419,900 |
| Mar | \$541,460 | \$447,500 | \$438,000 |
| Apr | \$505,000 | \$460,000 | \$427,500 |
| May | \$541,000 | \$501,000 | \$450,000 |
| Jun | \$561,250 | \$460,000 | \$432,000 |
| Jul | | \$475,000 | \$453,500 |
| Aug | | \$530,000 | \$482,500 |
| Sep | | \$510,000 | \$445,950 |
| Oct | | \$537,500 | \$447,500 |
| Nov | | \$487,500 | \$459,000 |
| Dec | | \$449,500 | \$461,500 |

Marina Home Sales Dollar Volume

| | 2017 | 2016 | 2015 |
|-----|--------------|-------------|-------------|
| Jan | \$4,407,650 | \$4,828,581 | \$3,268,000 |
| Feb | \$3,392,000 | \$4,091,900 | \$3,107,204 |
| Mar | \$8,705,920 | \$6,430,430 | \$4,678,959 |
| Apr | \$6,453,900 | \$7,197,349 | \$5,281,040 |
| May | \$6,571,388 | \$8,154,269 | \$5,748,625 |
| Jun | \$13,225,388 | \$7,494,619 | \$4,185,293 |
| Jul | | \$6,397,000 | \$6,327,000 |
| Aug | | \$5,891,000 | \$6,639,900 |
| Sep | | \$5,193,000 | \$4,595,423 |
| Oct | | \$8,781,000 | \$5,772,630 |
| Nov | | \$4,147,489 | \$6,884,330 |
| Dec | | \$5,511,250 | \$4,432,794 |

Marina Active/ Pending Inventory

| | 2017 | 2016 | 2015 |
|-----|------|------|------|
| Jan | 46 | 44 | 43 |
| Feb | 46 | 49 | 47 |
| Mar | 42 | 51 | 39 |
| Apr | 47 | 46 | 37 |
| May | 52 | 42 | 37 |
| Jun | 67 | 40 | 42 |
| Jul | 51 | 42 | 52 |
| Aug | | 47 | 59 |
| Sep | | 42 | 55 |
| Oct | | 45 | 48 |
| Nov | | 49 | 46 |
| Dec | | 44 | 43 |