

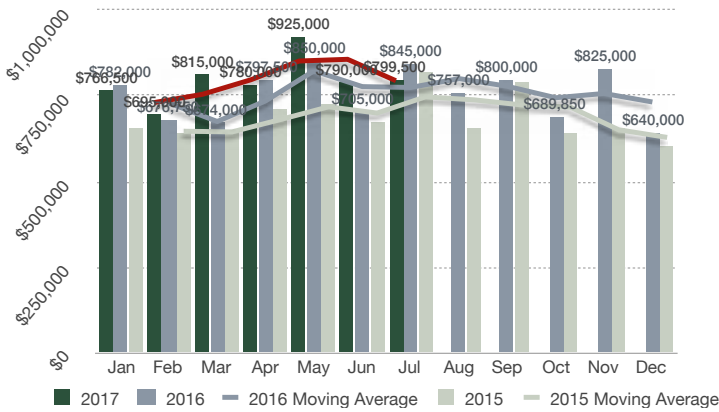
Monterey Market Report

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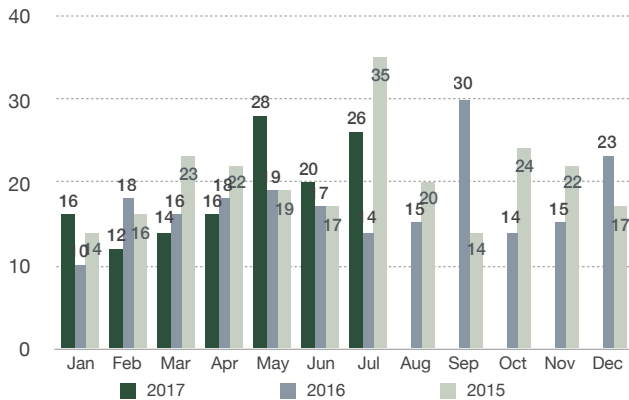
Monterey Median Sale Price 2015-2017



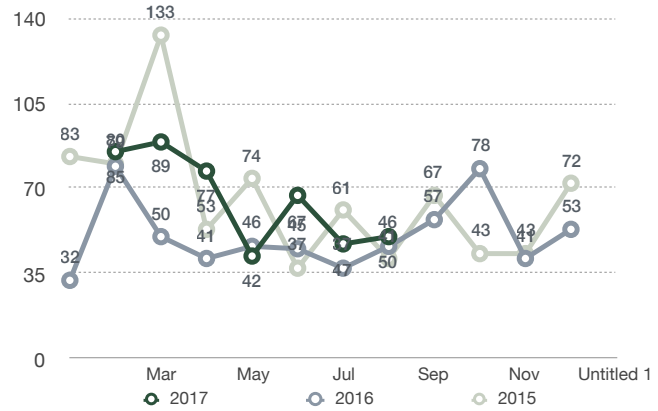
Monterey sales continue to be strong; especially around the median price. Currently there are 26 homes in escrow in Monterey that illustrates a steady pipeline of sales to come.

	July	2017	2016
Median Sales Price		\$799,500	\$845,000
Monthly Homes Sold		26	14
Avg. Days on Market		50	37
Total Homes Sales Volume		\$26,504,000	\$12,051,976
Avg. Pending / Active Inventory		101	102

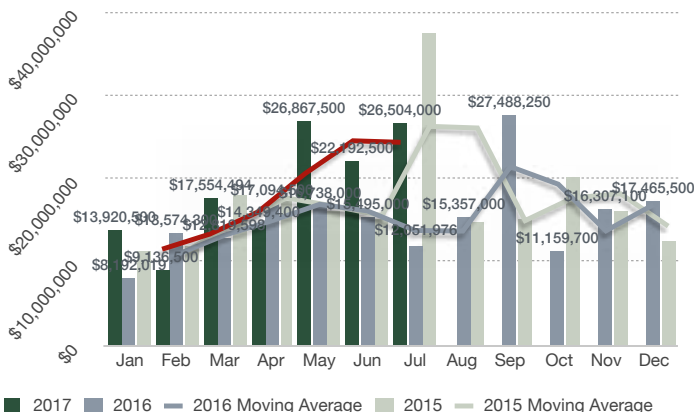
Monterey Homes Sold By Month



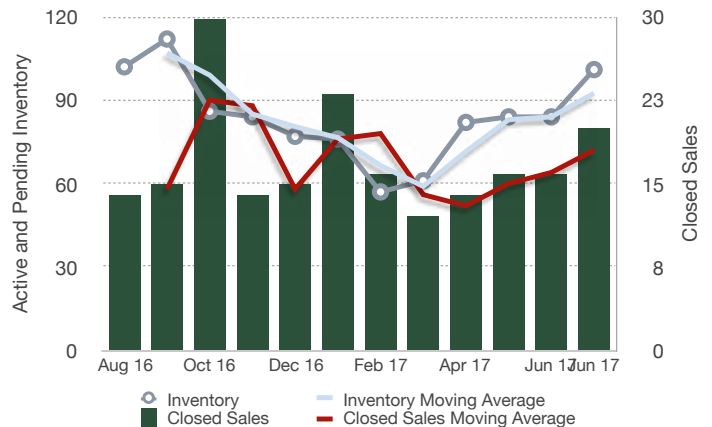
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



Monterey

	Inventory	Closed Sales
Jul 16	102	14
Aug 16	112	15
Sep 16	86	30
Oct 16	84	14
Nov 16	77	15
Dec 16	76	23
Jan 17	57	16
Feb 17	61	12
Mar 17	82	14
Apr 17	84	16
May 17	84	16
Jun 17	101	20

Monterey Homes Sold By Month: 2015-2017

	2017	2016	2015
Jan	16	10	14
Feb	12	18	16
Mar	14	16	23
Apr	16	18	22
May	28	19	19
Jun	20	17	17
Jul	26	14	35
Aug		15	20
Sep		30	14
Oct		14	24
Nov		15	22
Dec		23	17

Monterey Average Days on Market

	2017	2016	2015
Jan	85	32	83
Feb	89	79	80
Mar	77	50	133
Apr	42	41	53
May	67	46	74
Jun	47	45	37
Jul	50	37	61
Aug		46	41
Sep		57	67
Oct		78	43
Nov		41	43
Dec		53	72

Monterey Median Sale Price: 2015-2017

	2017	2016	2015
Jan	\$766,500	\$782,000	\$654,000
Feb	\$695,000	\$676,750	\$639,750
Mar	\$815,000	\$674,000	\$650,000
Apr	\$780,000	\$797,500	\$712,000
May	\$925,000	\$850,000	\$725,000
Jun	\$790,000	\$705,000	\$675,000
Jul	\$799,500	\$845,000	\$820,000
Aug		\$757,000	\$657,500
Sep		\$800,000	\$790,000
Oct		\$689,850	\$644,500
Nov		\$825,000	\$657,500
Dec		\$640,000	\$600,000

Monterey Home Sales Dollar Volume

	2017	2016	2015
Jan	\$13,920,500	\$8,192,019	\$11,337,209
Feb	\$9,136,500	\$13,574,300	\$11,949,310
Mar	\$17,554,494	\$12,819,598	\$17,947,650
Apr	\$14,349,400	\$17,094,500	\$17,406,792
May	\$26,867,500	\$16,738,000	\$15,967,900
Jun	\$22,192,500	\$15,495,000	\$15,147,170
Jul	\$26,504,000	\$12,051,976	\$37,380,150
Aug		\$15,357,000	\$14,751,450
Sep		\$27,488,250	\$15,171,425
Oct		\$11,159,700	\$20,195,500
Nov		\$16,307,100	\$16,166,250
Dec		\$17,465,500	\$12,425,910

Monterey Active/ Pending Inventory

	2017	2016	2015
Jan	57	77	96
Feb	61	81	98
Mar	82	77	99
Apr	84	82	90
May	89	81	92
Jun	101	88	104
Jul	101	102	91
Aug		112	106
Sep		94	102
Oct		84	99
Nov		77	91
Dec		76	75