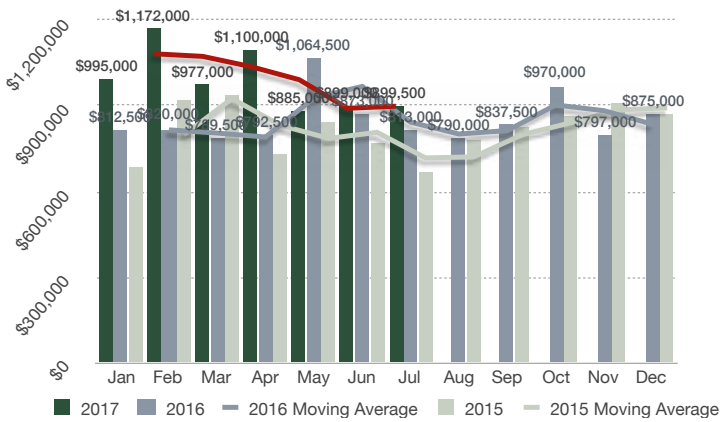


Pacific Grove Market Report

AUGUST 5, 2017

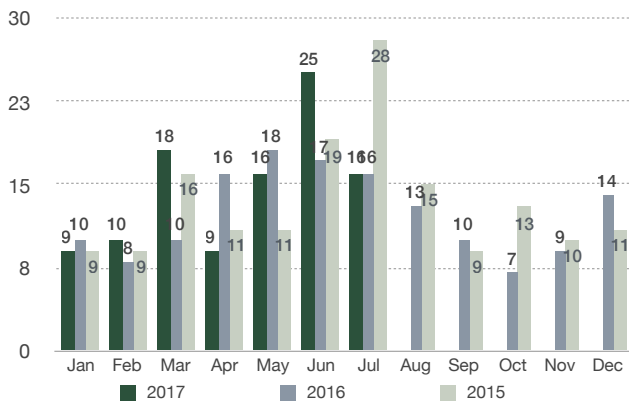
Pacific Grove Median Sale Price 2015-2017



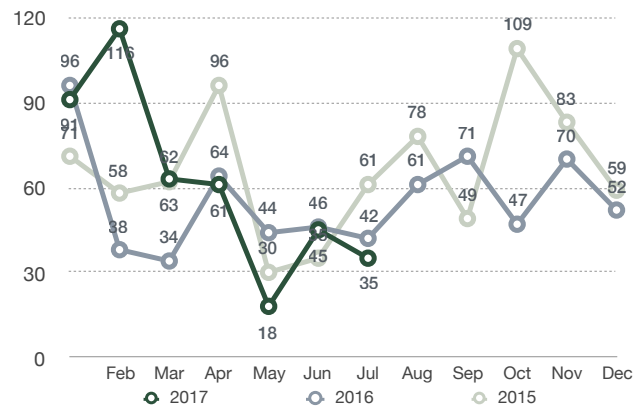
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. Currently 17 homes in escrow with 12 of those under \$1M.

	July	2017	2016
Median Sales Price		\$899,500	\$813,000
Monthly Homes Sold		16	16
Avg. Days on Market		35	42
Total Homes Sales Volume		\$15,995,800	\$13,854,500
Avg. Pending / Active Inventory		50	62

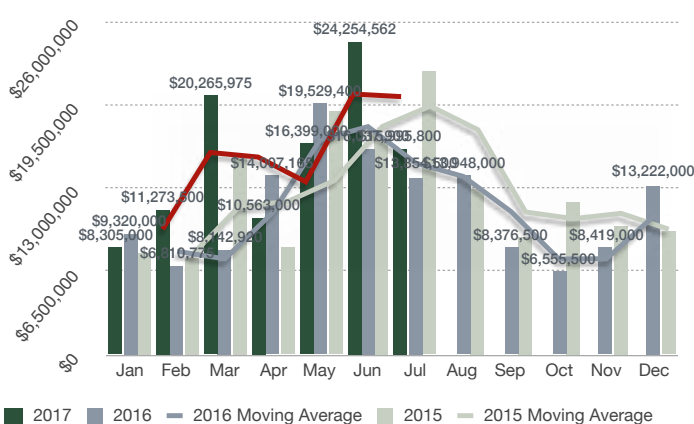
Pacific Grove Homes Sold By Month



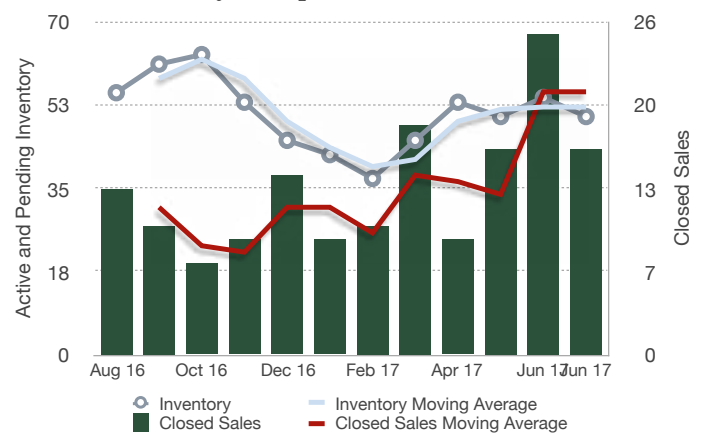
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



Pacific Grove

	Inventory	Closed Sales
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
Jun 17	54	25
Jun 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	25	17	19
Jul	16	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	45	46	35
Jul	35	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	\$899,000	\$873,000	\$770,000
Jul	\$899,500	\$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	\$24,254,562	\$16,037,900	\$16,702,900
Jul	\$15,995,800	\$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	54	55	58
Jul	50	62	78
Aug		55	55
Sep		61	52
Oct		63	54
Nov		53	51
Dec		45	47