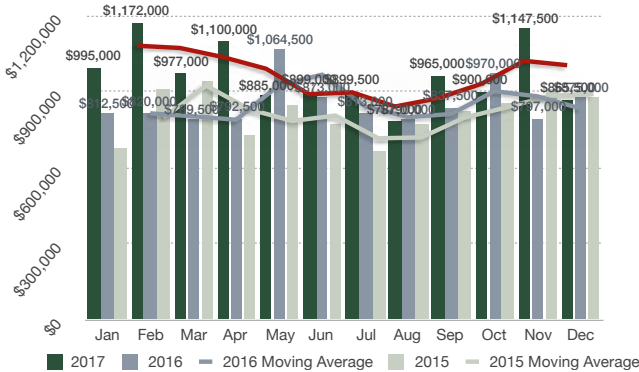


Pacific Grove Market Report

JANUARY 2, 2018

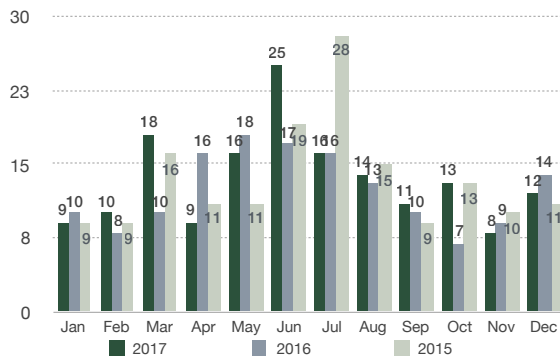
Pacific Grove Median Sale Price 2015-2017



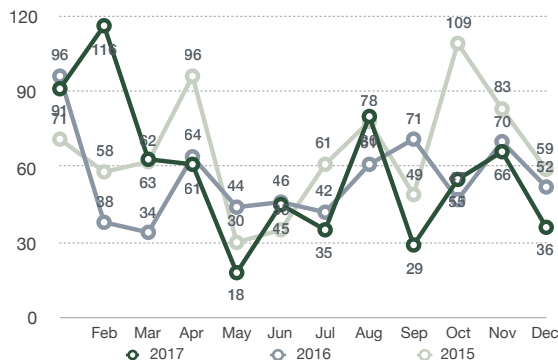
Pacific Grove is a vibrant market with limited inventory for both primary and secondary home buyers. Currently only 17 homes available and 13 homes in escrow with 9 of those under \$1M and 4 from \$1-\$1.3M.

	December	2017	2016
Median Sales Price		\$865,500	\$875,000
Monthly Homes Sold		12	14
Avg. Days on Market		36	52
Total Homes Sales Volume		\$11,576,600	\$13,222,000
Avg. Pending / Active Inventory		35	45

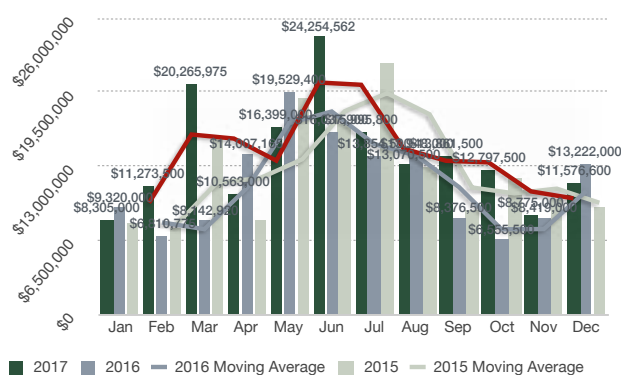
Pacific Grove Homes Sold By Month



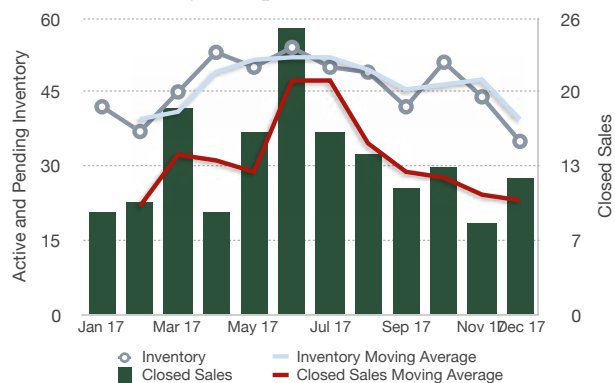
Pacific Grove Average Days on Market



Pacific Grove Home Sales Dollar Volume



Pacific Grove: Active & Pending Inventory Compared with Closed Sales



Pacific Grove

	Inventory	Closed Sales
Jan 17	42	9
Feb 17	37	10
Mar 17	45	18
Apr 17	53	9
May 17	50	16
Jun 17	54	25
Jul 17	50	16
Aug 17	49	14
Sep 17	42	11
Oct 17	51	13
Nov 17	44	8
Dec 17	35	12

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	14	13	15
Sep	11	10	9
Oct	13	7	13
Nov	8	9	10
Dec	12	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	80	61	78
Sep	29	71	49
Oct	55	47	109
Nov	66	70	83
Dec	36	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	\$787,000	\$790,000	\$777,000
Sep	\$965,000	\$837,500	\$821,500
Oct	\$900,000	\$970,000	\$860,000
Nov	\$1,147,500	\$797,000	\$912,500
Dec	\$865,500	\$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	\$13,070,500	\$13,948,000	\$13,007,750
Sep	\$13,861,500	\$8,376,500	\$9,252,500
Oct	\$12,797,500	\$6,555,500	\$11,970,500
Nov	\$8,775,000	\$8,419,000	\$10,079,500
Dec	\$11,576,600	\$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	49	55	55
Sep	42	61	52
Oct	51	63	54
Nov	44	53	51
Dec	35	45	47