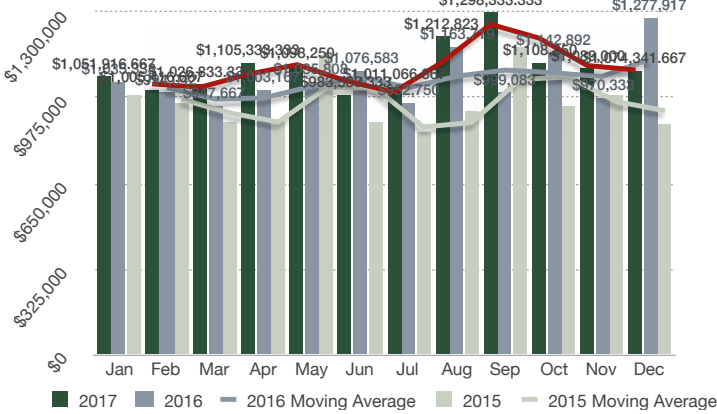


Monterey Peninsula Market Report

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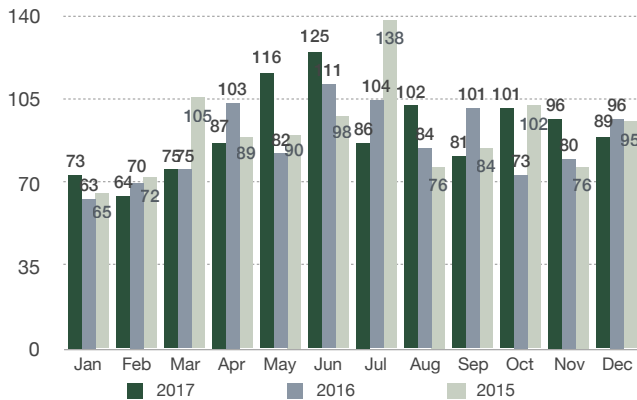
Monterey Peninsula Average Median Sale Price 2015-2017



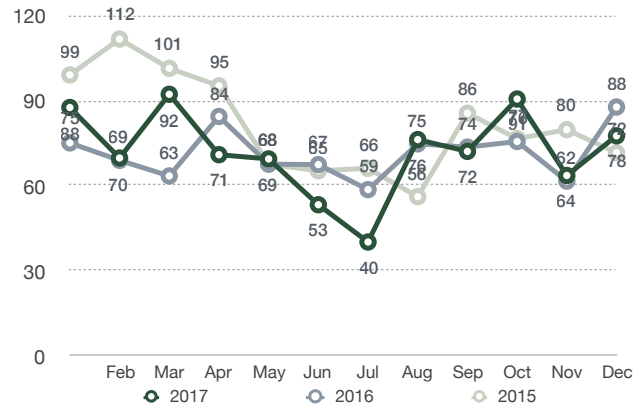
The Monterey Peninsula real estate market is comprised of Carmel, Pebble Beach, Pacific Grove, Monterey, Del Rey Oaks, Seaside, Sand City and Carmel Valley. Sales continued steady in December with very low inventory.

	December	2017	2016
Median Sales Price		\$1,074,342	\$1,277,917
Monthly Homes Sold		89	96
Avg. Days on Market		78	88
Total Homes Sales Volume		\$125,933,650	\$131,360,563
Avg. Pending / Active Inventory		409	461

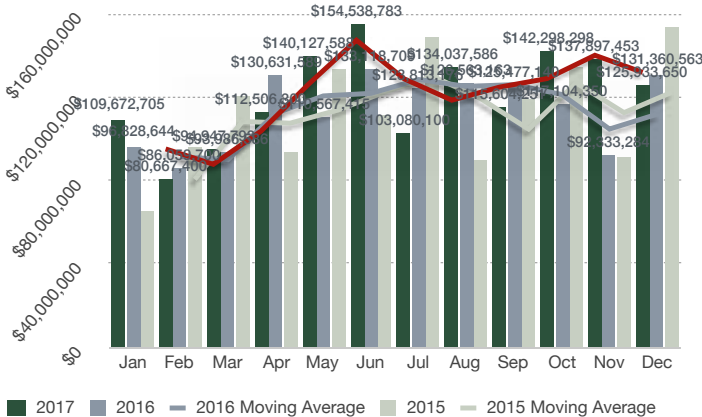
Monterey Peninsula Homes Sold By Month



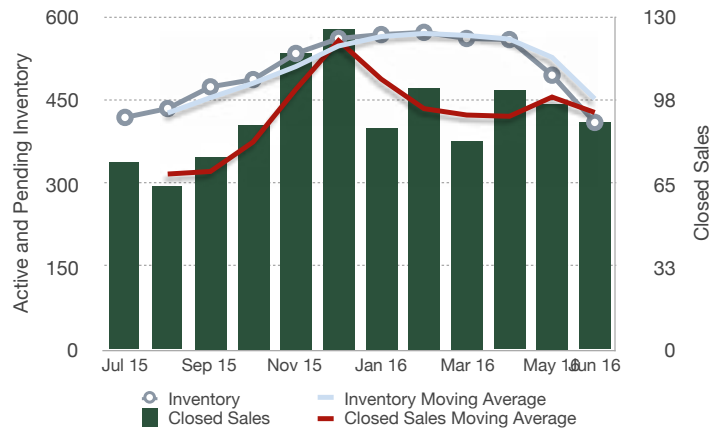
Monterey Peninsula Average Days on Market



Monterey Peninsula Home Sales Dollar Volume



Monterey Peninsula: Active & Pending Inventory Compared with Closed Sales



Monterey Peninsula

	Inventory	Closed Sales
Jan 17	418	73
Feb 17	434	64
Mar 17	473	75
Apr 17	486	87
May 17	533	116
Jun 17	560	125
Jul 17	567	86
Aug 17	571	102
Sep 17	560	81
Oct 17	558	101
Nov 17	494	96
Dec 17	409	89

Monterey Peninsula Homes Sold By Month:

	2017	2016	2015
Jan	73	63	65
Feb	64	70	72
Mar	75	75	105
Apr	87	103	89
May	116	82	90
Jun	125	111	98
Jul	86	104	138
Aug	102	84	76
Sep	81	101	84
Oct	101	73	102
Nov	96	80	76
Dec	89	96	95

Monterey Peninsula Average Days on Market

	2017	2016	2015
Jan	88	75	99
Feb	70	69	112
Mar	92	63	101
Apr	71	84	95
May	69	68	68
Jun	53	67	65
Jul	40	59	66
Aug	76	75	56
Sep	72	74	86
Oct	91	76	77
Nov	64	62	80
Dec	78	88	72

Monterey Peninsula Average Median Sale Price

	2017	2016	2015
Jan	\$1,051,917	\$1,035,333	\$984,375
Feb	\$1,005,417	\$994,042	\$955,625
Mar	\$1,026,833	\$947,667	\$880,058
Apr	\$1,105,333	\$1,003,167	\$887,250
May	\$1,098,250	\$1,035,808	\$1,140,083
Jun	\$983,583	\$1,076,583	\$887,875
Jul	\$1,011,067	\$952,750	\$841,565
Aug	\$1,212,823	\$1,163,719	\$922,000
Sep	\$1,298,333	\$999,083	\$1,169,833
Oct	\$1,108,250	\$1,142,892	\$940,985
Nov	\$1,089,000	\$970,333	\$981,833
Dec	\$1,074,342	\$1,277,917	\$871,083

Monterey Peninsula Home Sales Dollar Volume

	2017	2016	2015
Jan	\$109,672,705	\$96,828,644	\$65,571,544
Feb	\$80,667,400	\$86,059,700	\$95,626,090
Mar	\$94,947,793	\$93,986,586	\$121,034,850
Apr	\$112,506,300	\$130,631,589	\$94,042,241
May	\$140,127,588	\$110,567,415	\$133,633,904
Jun	\$154,538,783	\$133,118,709	\$111,609,474
Jul	\$103,080,100	\$123,813,176	\$148,300,557
Aug	\$134,037,586	\$126,563,163	\$90,140,054
Sep	\$115,604,251	\$125,477,140	\$119,213,487
Oct	\$142,298,298	\$117,104,350	\$134,467,481
Nov	\$137,897,453	\$92,333,284	\$90,686,865
Dec	\$125,933,650	\$131,360,563	\$154,011,097

Monterey Peninsula Active/ Pending Inventory

	2017	2016	2015
Jan	418	416	471
Feb	434	470	509
Mar	473	500	507
Apr	486	513	488
May	533	526	494
Jun	560	513	532
Jul	567	568	651
Aug	571	566	573
Sep	560	582	529
Oct	558	545	548
Nov	494	485	501
Dec	409	461	437