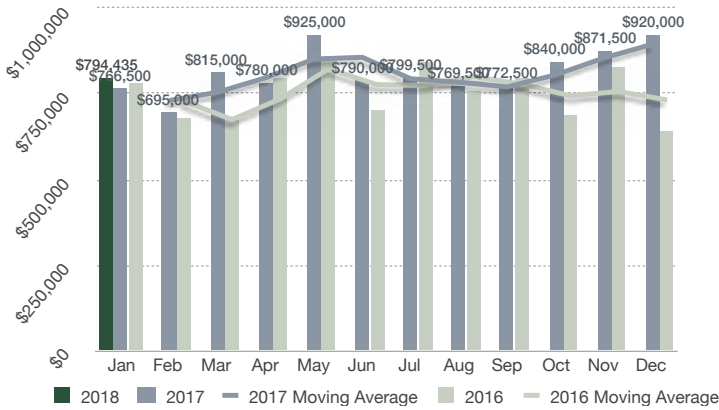


# Monterey Market Report

FEBRUARY 6, 2018

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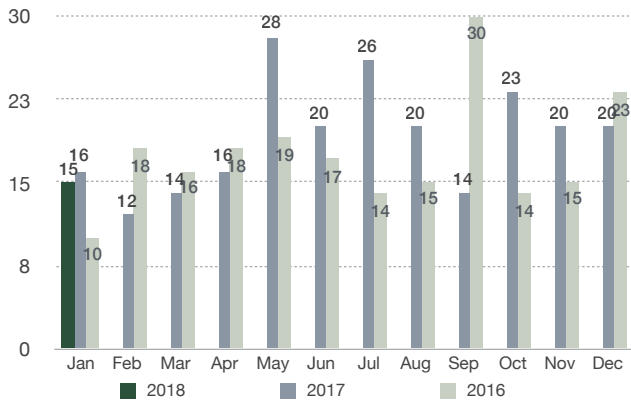
Monterey Median Sale Price 2016-2018



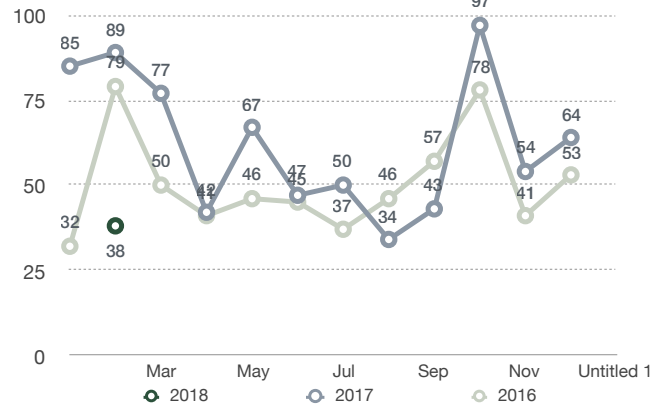
Monterey sales continue to be strong; especially around the median price. Currently there are 16 homes in escrow in Monterey. Four are between \$1M- \$1.4M, and 2 in the \$900,000s with 10 between \$400,000- \$900,000.

	January	2018	2017
Median Sales Price		\$794,435	\$766,500
Monthly Homes Sold		15	16
Avg. Days on Market		38	85
Total Homes Sales Volume		\$13,743,935	\$13,920,500
Avg. Pending / Active Inventory		80	57

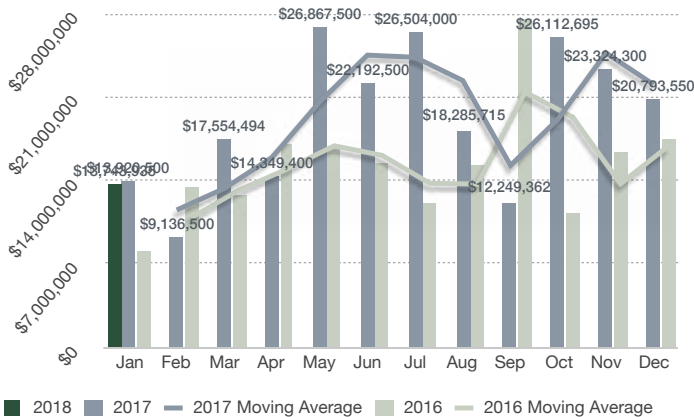
Monterey Homes Sold By Month



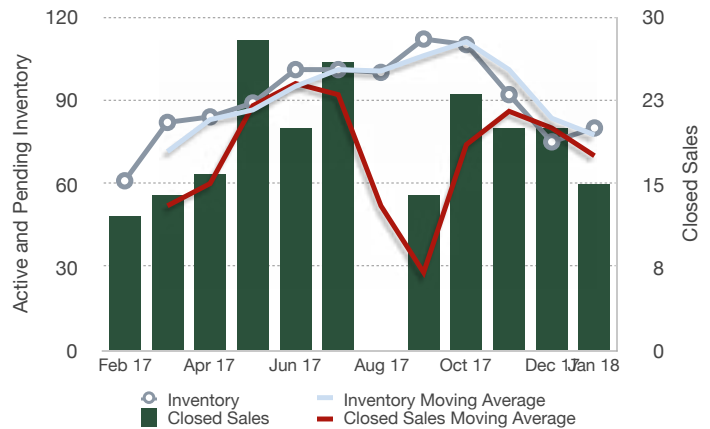
Monterey Average Days on Market



Monterey Home Sales Dollar Volume



Monterey: Active & Pending Inventory Compared with Closed Sales



### Monterey

	Inventory	Closed Sales
Feb 17	61	12
Mar 17	82	14
Apr 17	84	16
May 17	89	28
Jun 17	101	20
Jul 17	101	26
Aug 17	100	0
Sep 17	112	14
Oct 17	110	23
Nov 17	92	20
Dec 17	75	20
Jan 18	80	15

### Monterey Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	15	16	10
Feb		12	18
Mar		14	16
Apr		16	18
May		28	19
Jun		20	17
Jul		26	14
Aug		20	15
Sep		14	30
Oct		23	14
Nov		20	15
Dec		20	23

### Monterey Average Days on Market

	2018	2017	2016
Jan	38	85	32
Feb		89	79
Mar		77	50
Apr		42	41
May		67	46
Jun		47	45
Jul		50	37
Aug		34	46
Sep		43	57
Oct		97	78
Nov		54	41
Dec		64	53

### Monterey Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$794,435	\$766,500	\$782,000
Feb		\$695,000	\$676,750
Mar		\$815,000	\$674,000
Apr		\$780,000	\$797,500
May		\$925,000	\$850,000
Jun		\$790,000	\$705,000
Jul		\$799,500	\$845,000
Aug		\$769,500	\$757,000
Sep		\$772,500	\$800,000
Oct		\$840,000	\$689,850
Nov		\$871,500	\$825,000
Dec		\$920,000	\$640,000

### Monterey Home Sales Dollar Volume

	2018	2017	2016
Jan	\$13,743,935	\$13,920,500	\$8,192,019
Feb		\$9,136,500	\$13,574,300
Mar		\$17,554,494	\$12,819,598
Apr		\$14,349,400	\$17,094,500
May		\$26,867,500	\$16,738,000
Jun		\$22,192,500	\$15,495,000
Jul		\$26,504,000	\$12,051,976
Aug		\$18,285,715	\$15,357,000
Sep		\$12,249,362	\$27,488,250
Oct		\$26,112,695	\$11,159,700
Nov		\$23,324,300	\$16,307,100
Dec		\$20,793,550	\$17,465,500

### Monterey Active/ Pending Inventory

	2018	2017	2016
Jan	80	57	77
Feb		61	81
Mar		82	77
Apr		84	82
May		89	81
Jun		101	88
Jul		101	102
Aug		100	112
Sep		112	94
Oct		110	84
Nov		92	77
Dec		75	76