























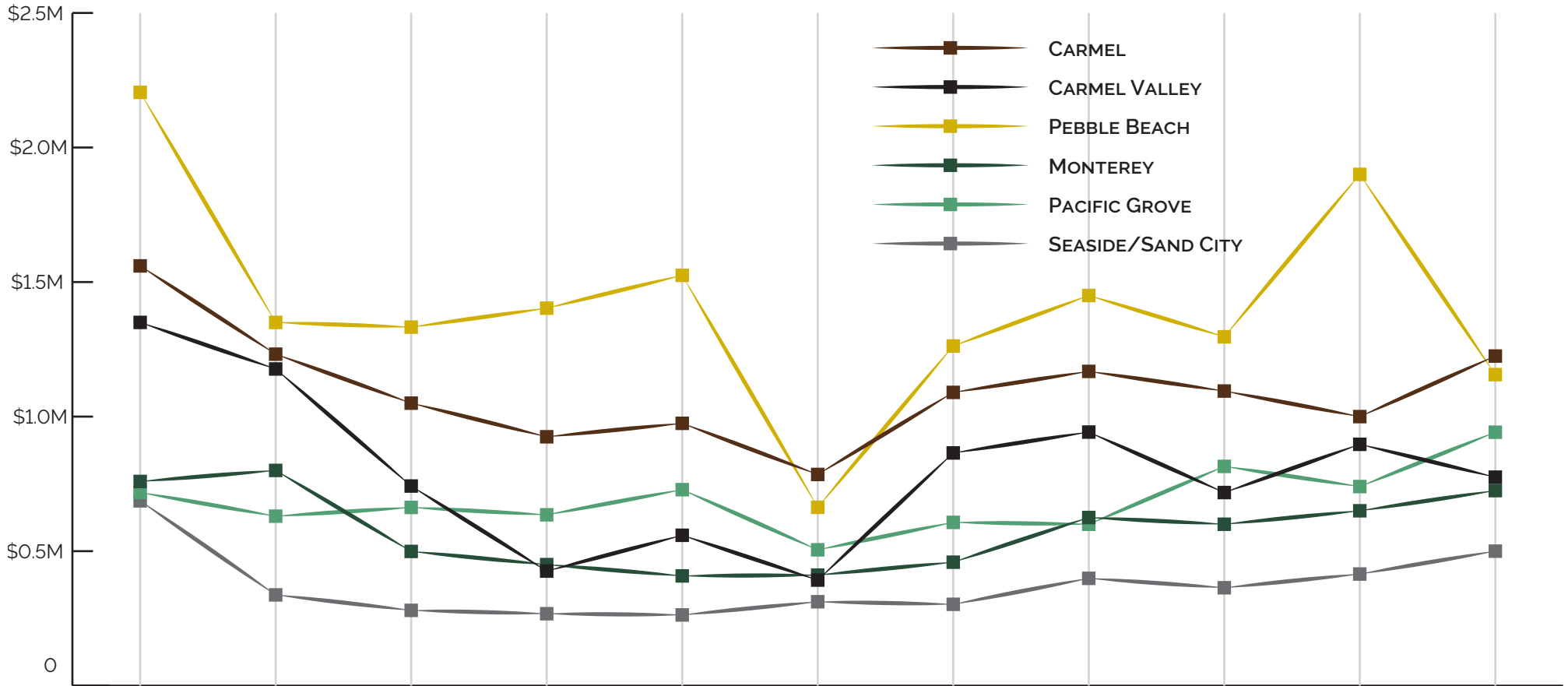


	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
<b>CARMEL</b>	 -7% <u>215</u> 2016 <b>199</b> 2017	 7% <u>29</u> 2016 <b>31</b> 2017	 -18% \$48.9M 2016 <b>\$40.2M</b> 2017	 39% <u>70</u> 2016 <b>97</b> 2017
<b>CARMEL VALLEY</b>	 -19% <u>57</u> 2016 <b>46</b> 2017	 150% <u>2</u> 2016 <b>5</b> 2017	 240% \$1.79M 2016 <b>\$6.1M</b> 2017	 49% <u>68</u> 2016 <b>101</b> 2017
<b>PEBBLE BEACH</b>	 4% <u>82</u> 2016 <b>85</b> 2017	 -38% <u>13</u> 2016 <b>8</b> 2017	 -50% \$29M 2016 <b>\$14.4M</b> 2017	 49% <u>96</u> 2016 <b>143</b> 2017
<b>MONTEREY</b>	 -16% <u>116</u> 2016 <b>97</b> 2017	 32% <u>19</u> 2016 <b>25</b> 2017	 69% \$13.8M 2016 <b>\$23.4M</b> 2017	 23% <u>48</u> 2016 <b>59</b> 2017
<b>PACIFIC GROVE</b>	 -21% <u>62</u> 2016 <b>49</b> 2017	 82% <u>11</u> 2016 <b>20</b> 2017	 148% \$8.75M 2016 <b>\$21.7M</b> 2017	 63% <u>40</u> 2016 <b>65</b> 2017
<b>SEASIDE/ SAND CITY</b>	 -6% <u>53</u> 2016 <b>50</b> 2017	 -27% <u>15</u> 2016 <b>11</b> 2017	 -6% \$6.34M 2016 <b>\$5.93M</b> 2017	 -26% <u>34</u> 2016 <b>25</b> 2017

## Median Sales Price



2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
\$1,560,000	\$1,232,500	\$1,050,000	\$925,000	\$975,000	\$785,150	\$1,090,500	\$1,168,092	\$1,095,000	\$1,000,000	\$1,225,000
\$1,350,000	\$1,177,000	\$742,000	\$426,000	\$559,000	\$392,500	\$865,000	\$942,500	\$717,850	\$897,000	\$775,000
\$2,205,000	\$1,350,000	\$1,332,500	\$1,403,250	\$1,525,000	\$663,700	\$1,262,500	\$1,450,000	\$1,296,500	\$1,900,000	\$1,156,500
\$759,000	\$800,000	\$499,000	\$450,000	\$408,500	\$411,900	\$459,250	\$625,000	\$600,000	\$650,000	\$725,000
\$718,000	\$630,000	\$662,500	\$635,000	\$728,500	\$505,000	\$607,000	\$600,000	\$815,000	\$740,000	\$942,000
\$687,850	\$337,500	\$280,000	\$267,500	\$263,000	\$312,000	\$302,500	\$399,000	\$364,000	\$415,000	\$500,000