









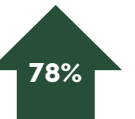













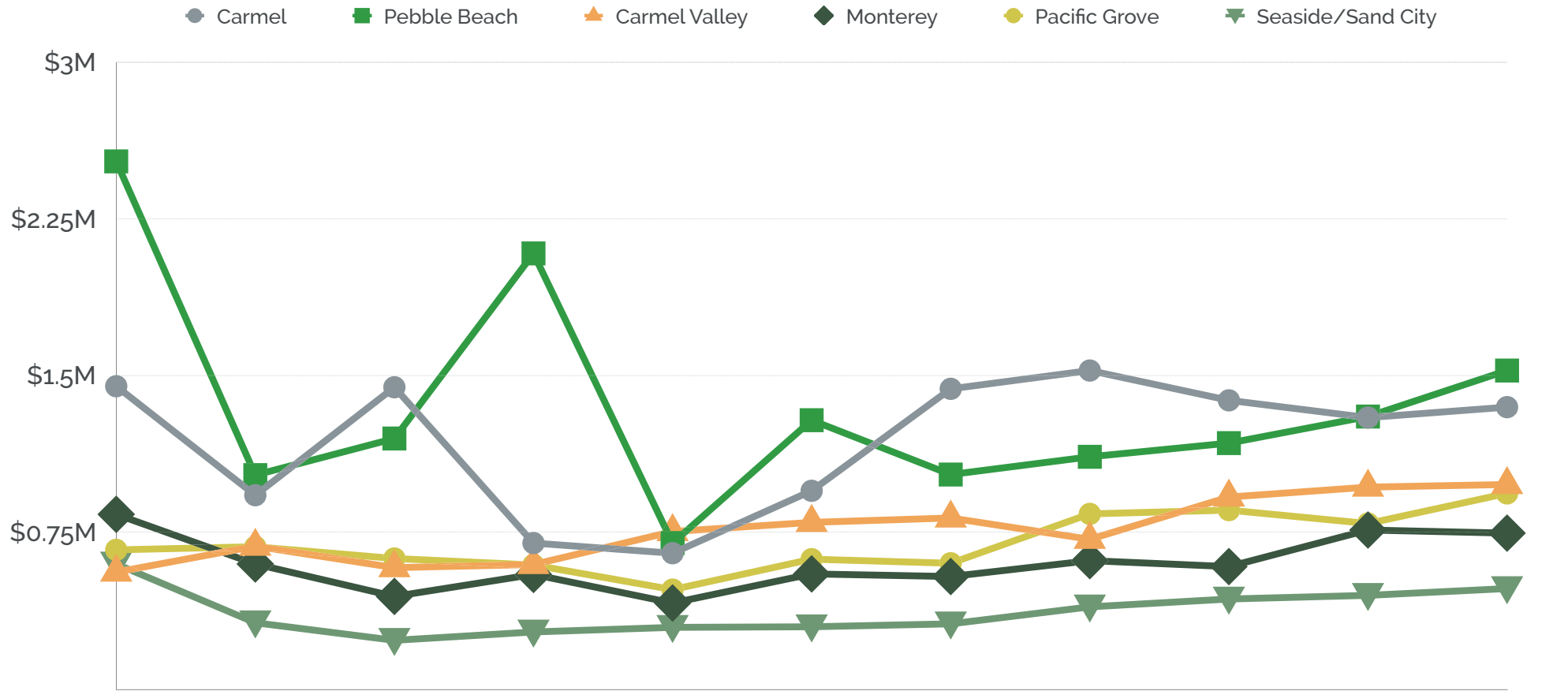


	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
<b>CARMEL</b>	 -12% 219 / 2016 <b>193</b> / 2017	 44% 27 / 2016 <b>39</b> / 2017	 63% \$43.3M / 2016 <b>\$70.6M</b> / 2017	 11% 79 / 2016 <b>88</b> / 2017
<b>CARMEL VALLEY</b>	 -10% 52 / 2016 <b>47</b> / 2017	 13% 8 / 2016 <b>9</b> / 2017	 14% \$7.9M / 2016 <b>\$9.0M</b> / 2017	 74% 50 / 2016 <b>87</b> / 2017
<b>PEBBLE BEACH</b>	 7% 90 / 2016 <b>96</b> / 2017	 0% 9 / 2016 <b>9</b> / 2017	 78% \$12.1M / 2016 <b>\$21.5M</b> / 2017	 -49% 78 / 2016 <b>40</b> / 2017
<b>MONTEREY</b>	 9% 99 / 2016 <b>108</b> / 2017	 0% 26 / 2016 <b>26</b> / 2017	 30% \$20.1M / 2016 <b>\$26.0M</b> / 2017	 21% 38 / 2016 <b>46</b> / 2017
<b>PACIFIC GROVE</b>	 -21% 58 / 2016 <b>46</b> / 2017	 0% 10 / 2016 <b>10</b> / 2017	 8% \$9.1M / 2016 <b>\$9.7M</b> / 2017	 -19% 78 / 2016 <b>63</b> / 2017
<b>SEASIDE/ SAND CITY</b>	 -6% 48 / 2016 <b>45</b> / 2017	 7% 15 / 2016 <b>16</b> / 2017	 11% \$7.1M / 2016 <b>\$7.9M</b> / 2017	 24% 34 / 2016 <b>42</b> / 2017

## Median Sales Price



2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
\$1,450,000	\$928,875	\$1,445,000	\$700,000	\$651,500	\$950,000	\$1,437,500	\$1,525,000	\$1,382,500	\$1,300,000	\$1,350,000
\$2,525,000	\$1,025,000	\$1,200,000	\$2,085,000	\$700,000	\$1,287,500	\$1,027,725	\$1,112,500	\$1,178,000	\$1,305,000	\$1,525,000
\$561,250	\$685,000	\$582,500	\$597,500	\$755,000	\$799,000	\$820,000	\$718,000	\$920,000	\$967,500	\$980,000
\$837,500	\$600,000	\$445,000	\$550,000	\$413,500	\$552,500	\$540,000	\$616,000	\$587,500	\$762,500	\$747,500
\$667,500	\$682,500	\$626,250	\$595,338	\$477,500	\$623,000	\$603,500	\$839,500	\$857,500	\$793,500	\$937,500
\$600,000	\$319,000	\$235,000	\$275,000	\$297,000	\$299,775	\$313,750	\$395,000	\$432,500	\$450,000	\$482,500