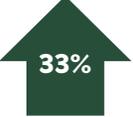
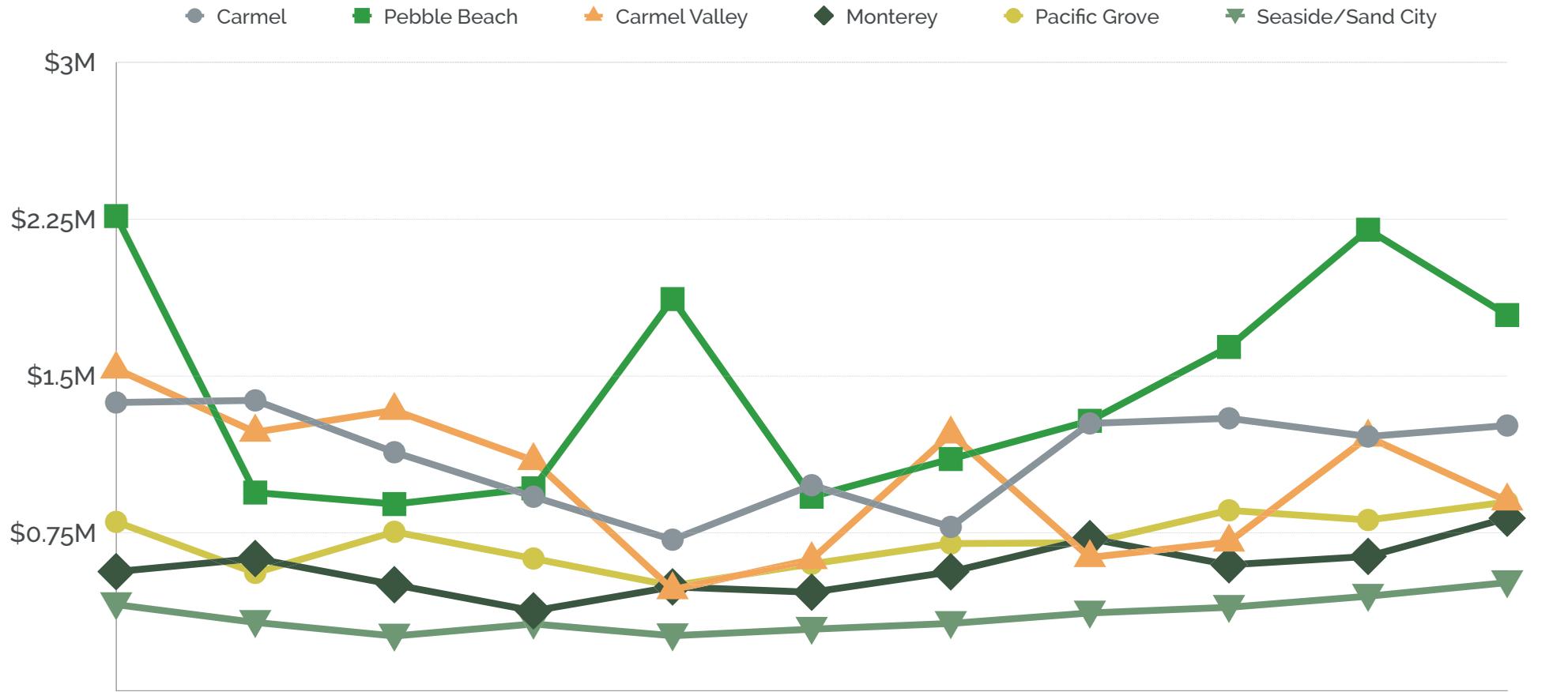


	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
CARMEL	 -5% $\frac{241}{2016}$ 230 2017	 9% $\frac{32}{2016}$ 35 2017	 14% $\frac{\$50.7M}{2016}$ \$57.8M 2017	 -1% $\frac{102}{2016}$ 101 2017
CARMEL VALLEY	 -7% $\frac{58}{2016}$ 54 2017	 167% $\frac{3}{2016}$ 8 2017	 136% $\frac{\$3.3M}{2016}$ \$7.79M 2017	 6% $\frac{84}{2016}$ 89 2017
PEBBLE BEACH	 0% $\frac{93}{2016}$ 93 2017	 33% $\frac{9}{2016}$ 12 2017	 -26% $\frac{\$45.3M}{2016}$ \$33.5M 2017	 -8% $\frac{130}{2016}$ 120 2017
MONTEREY	 14% $\frac{112}{2016}$ 128 2017	 40% $\frac{20}{2016}$ 28 2017	 113% $\frac{\$13.5M}{2016}$ \$28.7M 2017	 14% $\frac{73}{2016}$ 83 2017
PACIFIC GROVE	 -19% $\frac{69}{2016}$ 56 2017	 44% $\frac{9}{2016}$ 13 2017	 60% $\frac{\$8.0M}{2016}$ \$12.8M 2017	 41% $\frac{39}{2016}$ 55 2017
SEASIDE/ SAND CITY	 -6% $\frac{52}{2016}$ 49 2017	 44% $\frac{16}{2016}$ 23 2017	 76% $\frac{\$7.3M}{2016}$ \$12.8M 2017	 48% $\frac{40}{2016}$ 59 2017

Median Sales Price



2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
\$1,375,000	\$1,385,000	\$1,137,500	\$925,000	\$720,000	\$980,000	\$781,000	\$1,275,000	\$1,299,500	\$1,212,500	\$1,265,000
\$2,265,000	\$945,000	\$890,000	\$965,000	\$1,868,750	\$925,000	\$1,105,000	\$1,287,500	\$1,640,000	\$2,200,000	\$1,792,500
\$1,535,000	\$1,233,500	\$1,337,500	\$1,098,000	\$481,500	\$625,000	\$1,225,000	\$635,000	\$708,819	\$1,210,000	\$905,000
\$567,500	\$630,000	\$504,950	\$380,000	\$494,500	\$469,000	\$566,500	\$725,000	\$600,000	\$640,000	\$822,500
\$805,000	\$561,500	\$757,500	\$630,000	\$500,000	\$604,500	\$701,450	\$705,000	\$860,000	\$814,000	\$900,000
\$410,000	\$325,000	\$260,000	\$317,500	\$261,500	\$292,500	\$320,000	\$370,000	\$397,000	\$450,000	\$515,000