




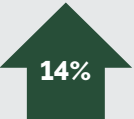
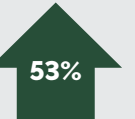

















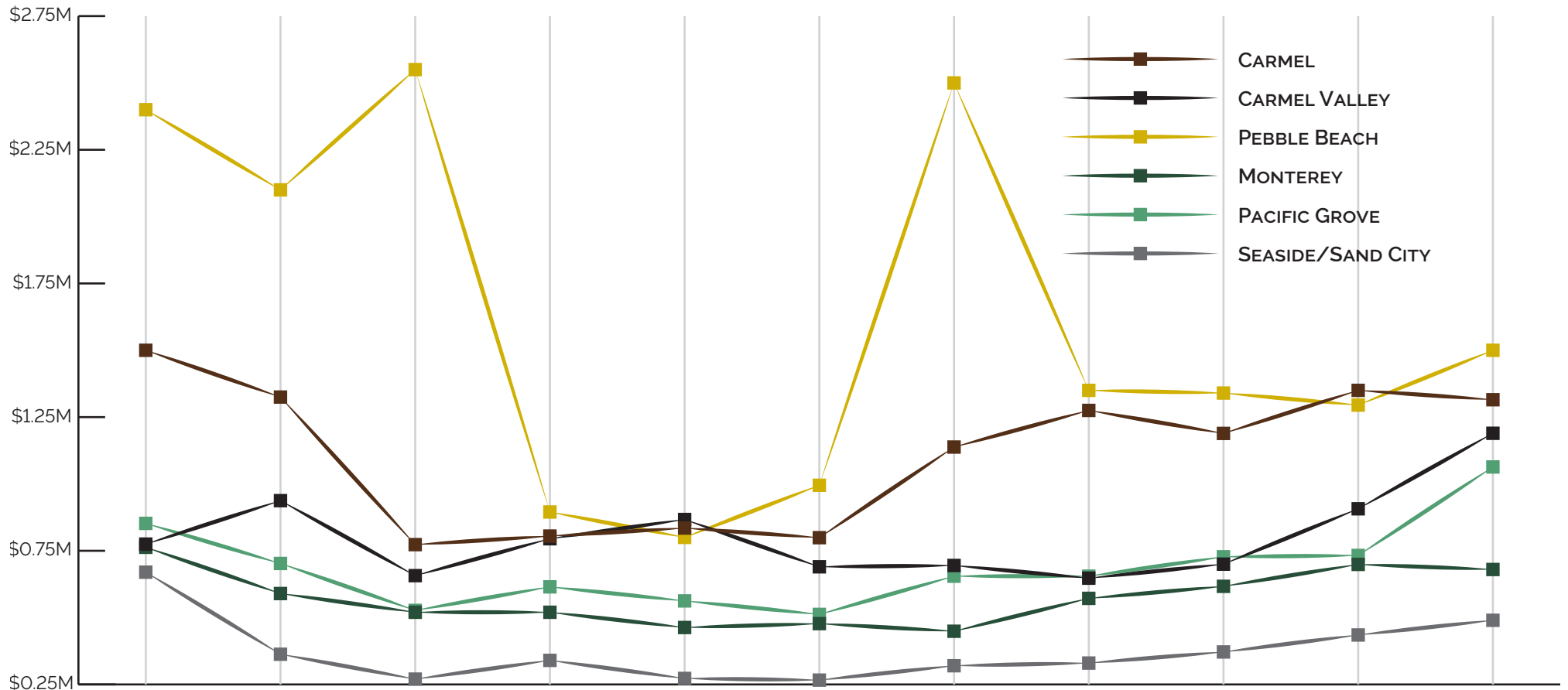


	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
CARMEL	 -13% $\frac{222}{2016}$ 194 2017	 -15% $\frac{39}{2016}$ 33 2017	 -22% $\frac{\$72.7M}{2016}$ \$56.4M 2017	 37% $\frac{73}{2016}$ 100 2017
CARMEL VALLEY	 -12% $\frac{58}{2016}$ 51 2017	 14% $\frac{7}{2016}$ 8 2017	 53% $\frac{\$5.9M}{2016}$ \$9M 2017	 -13% $\frac{176}{2016}$ 153 2017
PEBBLE BEACH	 14% $\frac{81}{2016}$ 92 2017	 -27% $\frac{11}{2016}$ 8 2017	 4% $\frac{\$15.6M}{2016}$ \$16.3M 2017	 -71% $\frac{105}{2016}$ 30 2017
MONTEREY	 -13% $\frac{114}{2016}$ 99 2017	 -32% $\frac{31}{2016}$ 21 2017	 -29% $\frac{\$23.2M}{2016}$ \$16.4M 2017	 -6% $\frac{35}{2016}$ 33 2017
PACIFIC GROVE	 -13% $\frac{63}{2016}$ 55 2017	 -44% $\frac{18}{2016}$ 10 2017	 -27% $\frac{\$15.2M}{2016}$ \$11.1M 2017	 0% $\frac{63}{2016}$ 63 2017
SEASIDE/ SAND CITY	 0% $\frac{50}{2016}$ 50 2017	 -10% $\frac{21}{2016}$ 19 2017	 -2% $\frac{\$9.8M}{2016}$ \$9.56M 2017	 -3% $\frac{40}{2016}$ 39 2017

Median Sales Price



2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
\$1,500,000	\$1,325,000	\$773,750	\$805,000	\$835,000	\$799,000	\$1,138,000	\$1,275,000	\$1,189,500	\$1,350,000	\$1,315,000
\$775,000	\$937,500	\$657,000	\$795,000	\$867,000	\$690,000	\$695,000	\$647,500	\$700,000	\$907,000	\$1,189,500
\$2,400,000	\$2,100,000	\$2,550,000	\$895,000	\$800,000	\$995,000	\$2,500,000	\$1,350,000	\$1,340,000	\$1,295,000	\$1,500,000
\$763,020	\$590,000	\$520,000	\$520,000	\$463,000	\$477,500	\$449,000	\$572,500	\$617,500	\$699,000	\$680,000
\$852,500	\$702,250	\$527,000	\$615,000	\$562,500	\$512,000	\$655,000	\$655,000	\$727,500	\$732,500	\$1,063,500
\$670,000	\$363,000	\$270,598	\$340,000	\$272,500	\$266,250	\$320,000	\$330,000	\$371,500	\$435,000	\$490,000