












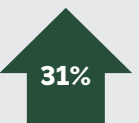












	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
<b>CARMEL</b>	 <b>3%</b> 223 2016 <b>230</b> 2017	 <b>7%</b> 29 2016 <b>31</b> 2017	 <b>9%</b> \$47.4M 2016 <b>\$51.5M</b> 2017	 <b>40%</b> 73 2016 <b>102</b> 2017
<b>CARMEL VALLEY</b>	 <b>-5%</b> 59 2016 <b>56</b> 2017	 <b>100%</b> 7 2016 <b>14</b> 2017	 <b>93%</b> \$8.2M 2016 <b>\$15.9M</b> 2017	 <b>-42%</b> 118 2016 <b>68</b> 2017
<b>PEBBLE BEACH</b>	 <b>15%</b> 89 2016 <b>102</b> 2017	 <b>9%</b> 11 2016 <b>12</b> 2017	 <b>7%</b> \$21.2M 2016 <b>\$22.6M</b> 2017	 <b>70%</b> 61 2016 <b>104</b> 2017
<b>MONTEREY</b>	 <b>-8%</b> 118 2016 <b>108</b> 2017	 <b>31%</b> 26 2016 <b>34</b> 2017	 <b>60%</b> \$18.5M 2016 <b>\$29.7M</b> 2017	 <b>28%</b> 40 2016 <b>51</b> 2017
<b>PACIFIC GROVE</b>	 <b>-11%</b> 61 2016 <b>54</b> 2017	 <b>-14%</b> 21 2016 <b>18</b> 2017	 <b>-17%</b> \$21.5M 2016 <b>\$17.8M</b> 2017	 <b>-58%</b> 40 2016 <b>17</b> 2017
<b>SEASIDE/ SAND CITY</b>	 <b>-7%</b> 57 2016 <b>53</b> 2017	 <b>144%</b> 9 2016 <b>22</b> 2017	 <b>159%</b> \$4.38M 2016 <b>\$11.3M</b> 2017	 <b>3%</b> 36 2016 <b>37</b> 2017

## Median Sales Price

