

City: Pacific Grove



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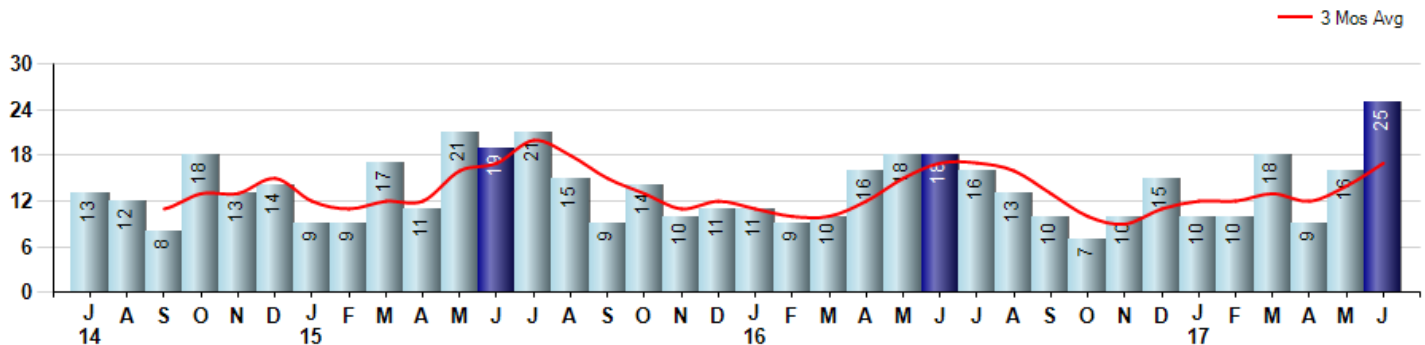
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,037,000	12%		5%				
Average List Price of all Current Listings	\$1,350,735	21%		0%				
June Median Sales Price	\$899,000	2%	-5%	8%	7%	\$959,500	14%	14%
June Average Sales Price	\$970,182	-5%	-7%	4%	4%	\$1,037,733	11%	12%
Total Properties Currently for Sale (Inventory)	34	-3%		-19%				
June Number of Properties Sold	25	56%		39%			7%	
June Average Days on Market (Solds)	46	254%	0%	-2%	-22%	59	7%	0%
Asking Price per Square Foot (based on New Listings)	\$775	17%	9%	28%	13%	\$695	1%	1%
June Sold Price per Square Foot	\$619	-22%	-11%	-3%	-3%	\$692	12%	8%
June Month's Supply of Inventory	1.4	-38%	-44%	-42%	-64%	2.4	-21%	-37%
June Sale Price vs List Price Ratio	93.9%	-3.4%	-1%	-3%	-1.0%	94.6%	-0.6%	-0.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

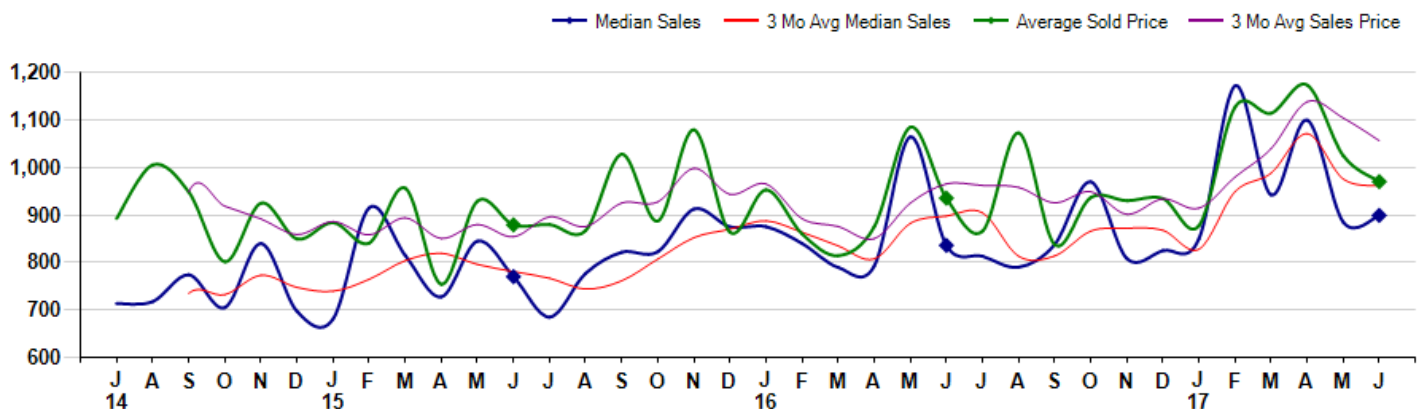
June Property sales were 25, up 38.9% from 18 in June of 2016 and 56.3% higher than the 16 sales last month. June 2017 sales were at their highest level compared to June of 2016 and 2015. June YTD sales of 88 are running 7.3% ahead of last year's year-to-date sales of 82.



Prices

The Median Sales Price in June was \$899,000, up 7.5% from \$836,000 in June of 2016 and up 1.6% from \$885,000 last month. The Average Sales Price in June was \$970,182, up 3.7% from \$935,383 in June of 2016 and down -5.3% from \$1,024,938 last month. June 2017 ASP was at highest level compared to June of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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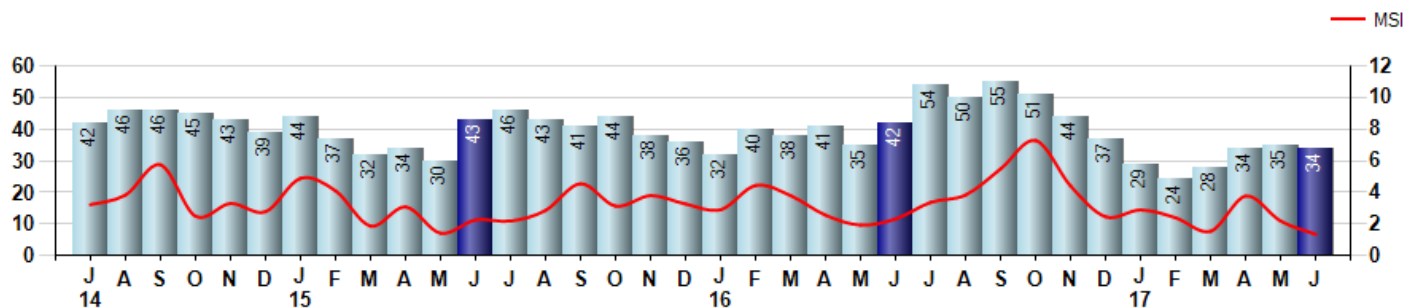
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 34, down -2.9% from 35 last month and down -19.0% from 42 in June of last year. June 2017 Inventory was at the lowest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 1.4 months was at its lowest level compared with June of 2016 and 2015.

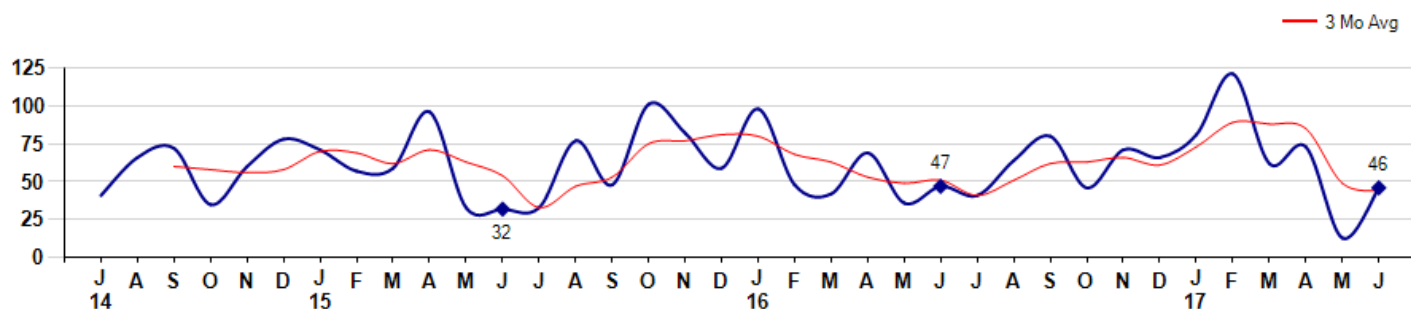
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for June was 46, up 253.8% from 13 days last month and down -2.1% from 47 days in June of last year. The June 2017 DOM was at a mid range compared with June of 2016 and 2015.

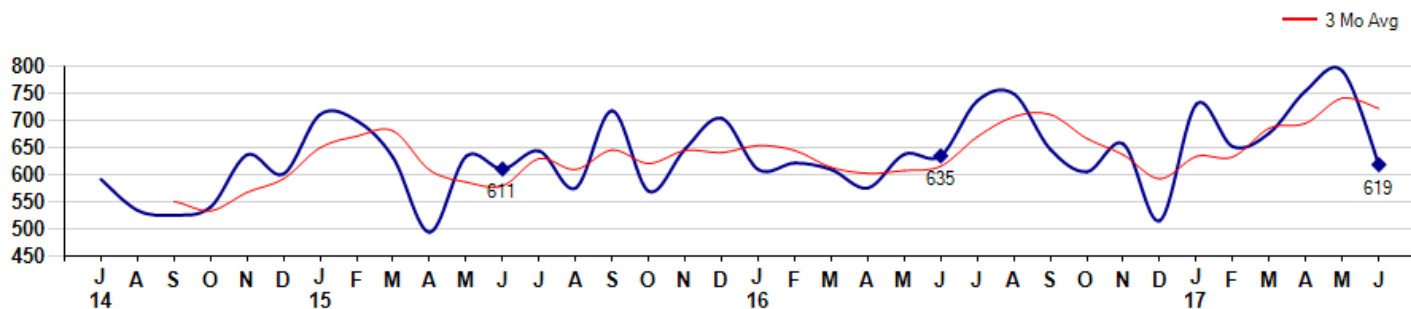
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The June 2017 Selling Price per Square Foot of \$619 was down -21.7% from \$791 last month and down -2.5% from \$635 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month



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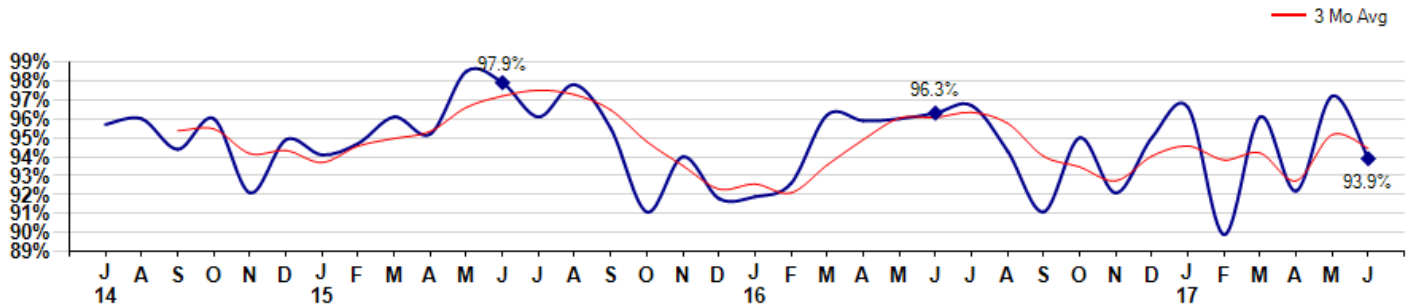


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Selling Price vs Listing Price

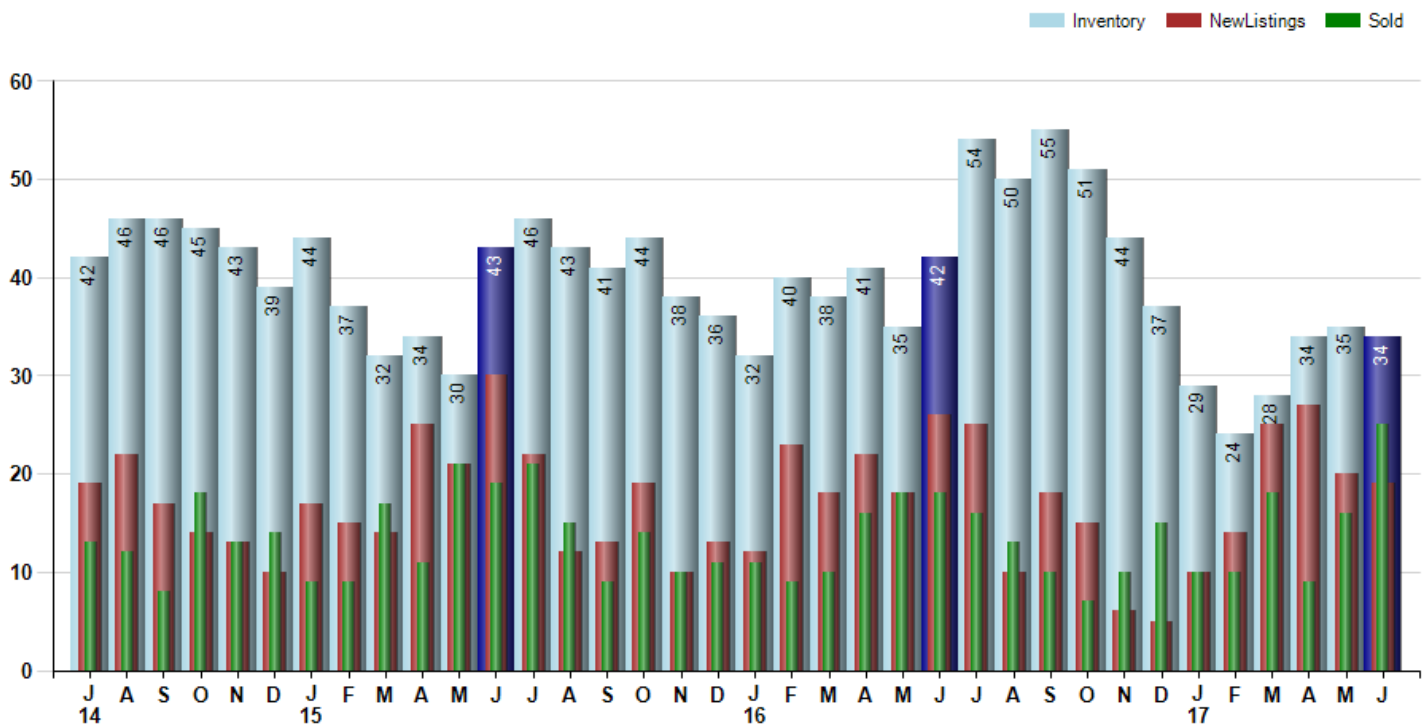
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2017 Selling Price vs List Price of 93.9% was down from 97.2% last month and down from 96.3% in June of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in June 2017 was 19, down -5.0% from 20 last month and down -26.9% from 26 in June of last year.



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Homes Sold	13	12	8	18	13	14	9	9	17	11	21	19	21	15	9	14	10	11	11	9	10	16	18	18	16	13	10	7	10	15	10	10	18	9	16	25
3 Mo. Roll Avg			11	13	13	15	12	11	12	12	16	17	20	18	15	13	11	12	11	10	10	12	15	17	17	16	13	10	9	11	12	12	13	12	14	17

	(000's)	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Median Sale Price		714	718	774	705	840	697	681	915	815	728	845	770	685	777	822	823	913	875	875	840	790	793	1,065	836	813	790	838	970	809	825	850	1,172	942	1,100	885	899
3 Mo. Roll Avg				735	732	773	747	739	764	804	819	796	781	767	744	761	807	852	870	888	863	835	807	882	898	905	813	814	866	872	868	828	949	988	1,071	976	961

	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Inventory	42	46	46	45	43	39	44	37	32	34	30	43	46	43	41	44	38	36	32	40	38	41	35	42	54	50	55	51	44	37	29	24	28	34	35	34
MSI	3	4	6	3	3	3	5	4	2	3	1	2	2	3	5	3	4	3	3	4	4	3	2	2	3	4	6	7	4	2	3	2	2	4	2	1

	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Days On Market	41	66	72	35	60	78	71	57	59	96	33	32	33	77	48	101	82	59	98	48	42	69	36	47	41	64	80	46	71	66	81	121	62	73	13	46
3 Mo. Roll Avg			60	58	56	58	70	69	62	71	63	54	33	47	53	75	77	81	80	68	63	53	49	51	41	51	62	63	66	61	73	89	88	85	49	44

	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Price per Sq Ft	592	535	526	541	637	602	711	700	632	495	634	611	644	576	718	570	648	704	610	622	610	576	638	635	736	749	647	606	657	516	730	652	677	755	791	619
3 Mo. Roll Avg			551	534	568	593	650	671	681	609	587	580	630	610	646	621	645	641	654	645	614	603	608	616	670	707	711	667	637	593	634	633	686	695	741	722

	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Sale to List Price	0.957	0.960	0.944	0.960	0.921	0.949	0.941	0.947	0.961	0.952	0.985	0.979	0.961	0.978	0.955	0.911	0.940	0.918	0.919	0.926	0.962	0.959	0.960	0.963	0.967	0.943	0.911	0.950	0.921	0.950	0.966	0.899	0.961	0.922	0.972	0.939
3 Mo. Roll Avg			0.954	0.955	0.942	0.943	0.937	0.946	0.950	0.953	0.966	0.972	0.975	0.973	0.965	0.948	0.935	0.923	0.926	0.921	0.936	0.949	0.960	0.961	0.963	0.958	0.940	0.935	0.927	0.940	0.946	0.938	0.942	0.927	0.952	0.944

	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
New Listings	19	22	17	14	13	10	17	15	14	25	21	30	22	12	13	19	10	13	12	23	18	22	18	26	25	10	18	15	6	5	10	14	25	27	20	19
Inventory	42	46	46	45	43	39	44	37	32	34	30	43	46	43	41	44	38	36	32	40	38	41	35	42	54	50	55	51	44	37	29	24	28	34	35	34
Sales	13	12	8	18	13	14	9	9	17	11	21	19	21	15	9	14	10	11	11	9	10	16	18	18	16	13	10	7	10	15	10	10	18	9	16	25

	(000's)	J 14	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J
Avg Sale Price		893	1,005	948	802	925	850	884	841	957	754	929	879	880	867	1,028	887	1,080	864	953	860	814	875	1,085	935	866	1,073	838	937	930	935	877	1,127	1,114	1,174	1,025	970
3 Mo. Roll Avg				949	918	892	859	886	858	894	850	880	854	896	875	925	927	998	943	965	892	876	850	925	965	962	958	926	949	901	934	914	980	1,040	1,138	1,104	1,056

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