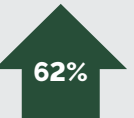
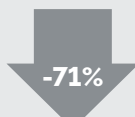


	Active/Pending Inventory	Closed Sales	Total Closed Sales Dollars	Average Days on Market
CARMEL	 4% 242 2016 251 2017	 -35% 34 2016 22 2017	 -42% \$48.8M 2016 \$28M 2017	 -13% 64 2016 56 2017
CARMEL VALLEY	 3% 60 2016 62 2017	 -13% 8 2016 7 2017	 -16% \$8.7M 2016 \$7.4M 2017	 -44% 91 2016 51 2017
PEBBLE BEACH	 2% 93 2016 95 2017	 18% 11 2016 13 2017	 -17% \$29.4M 2016 \$24.5M 2017	 -53% 79 2016 37 2017
MONTEREY	 -4% 127 2016 122 2017	 14% 28 2016 32 2017	 62% \$17.9M 2016 \$28.9M 2017	 13% 39 2016 44 2017
PACIFIC GROVE	 -23% 71 2016 55 2017	 0% 17 2016 17 2017	 15% \$14.5M 2016 \$16.6M 2017	 -13% 39 2016 34 2017
SEASIDE/ SAND CITY	 -2% 59 2016 58 2017	 -71% 24 2016 7 2017	 -68% \$12.9M 2016 \$4.1M 2017	 -29% 35 2016 25 2017

Median Sales Price

