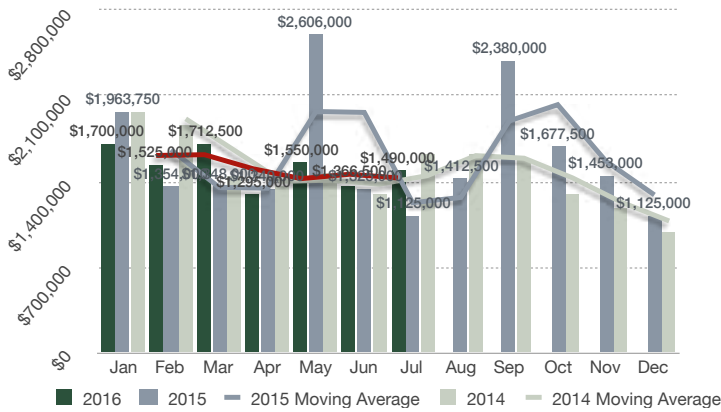


Pebble Beach Market Report

AUGUST 15, 2016

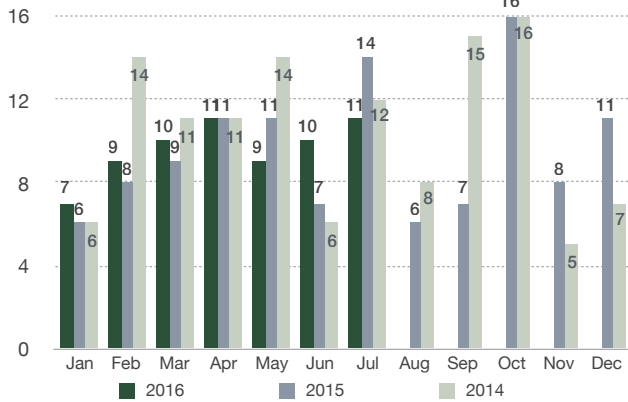
Pebble Beach Median Sale Price 2014-2016



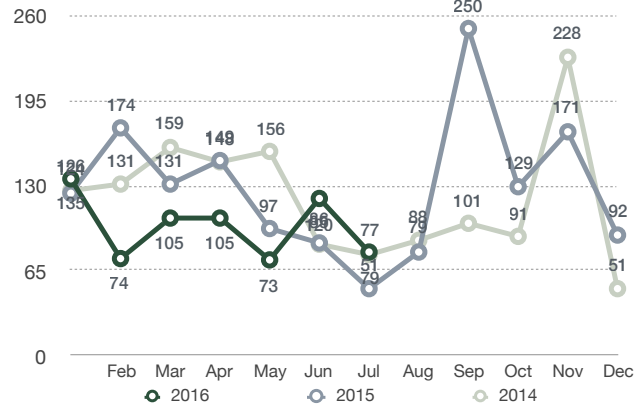
Pebble Beach sales remain seasonally steady. While July sales closed numbers are lower, total sales volume is high with some large closings. Listings priced at appropriate values are selling quickly in the under \$2M segment.

	July	2016	2015
Median Sales Price		\$1,490,000	\$1,125,000
Monthly Homes Sold		11	14
Avg. Days on Market		79	51
Total Homes Sales Volume		\$29,439,000	\$24,340,000
Avg. Pending / Active Inventory		86	125

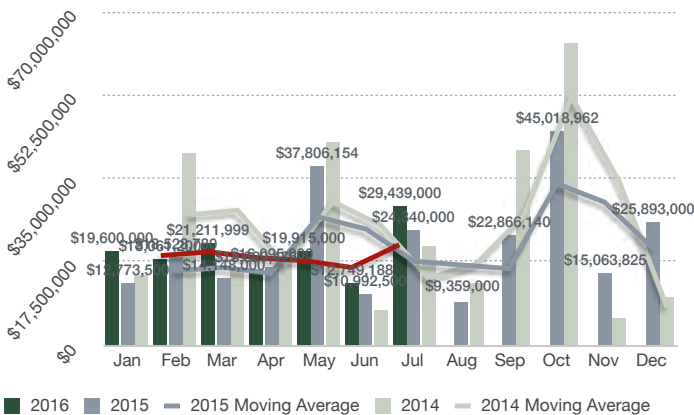
Pebble Beach Homes Sold By Month



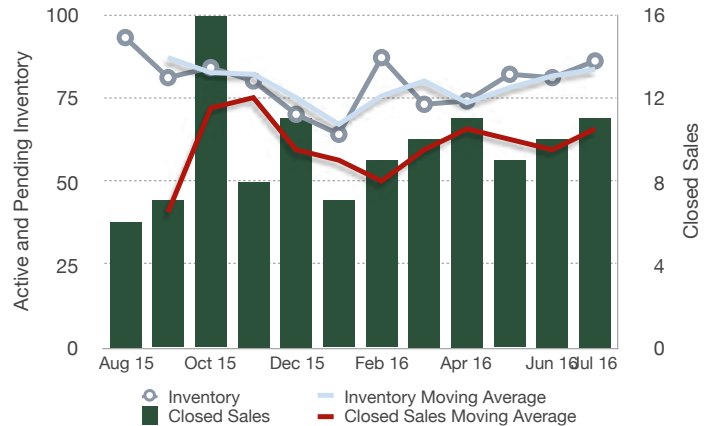
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



Pebble Beach

	Inventory	Closed Sales
Aug 15	93	6
Sep 15	81	7
Oct 15	84	16
Nov 15	80	8
Dec 15	70	11
Jan 16	64	7
Feb 16	87	9
Mar 16	73	10
Apr 16	74	11
May 16	82	9
Jun 16	81	10
Jul 16	86	11

Pebble Beach Homes Sold By Month

	2016	2015	2014
Jan	7	6	6
Feb	9	8	14
Mar	10	9	11
Apr	11	11	11
May	9	11	14
Jun	10	7	6
Jul	11	14	12
Aug		6	8
Sep		7	15
Oct		16	16
Nov		8	5
Dec		11	7

Pebble Beach Average Days on Market

	2016	2015	2014
Jan	135	124	126
Feb	74	174	131
Mar	105	131	159
Apr	105	149	148
May	73	97	156
Jun	120	86	85
Jul	79	51	77
Aug		79	88
Sep		250	101
Oct		129	91
Nov		171	228
Dec		92	51

Pebble Beach Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$1,700,000	\$1,963,750	\$1,963,750
Feb	\$1,525,000	\$1,354,000	\$1,862,500
Mar	\$1,712,500	\$1,348,000	\$1,450,000
Apr	\$1,295,000	\$1,340,000	\$1,350,000
May	\$1,550,000	\$2,606,000	\$1,470,000
Jun	\$1,366,500	\$1,325,000	\$1,282,500
Jul	\$1,490,000	\$1,125,000	\$1,612,500
Aug		\$1,412,500	\$1,610,000
Sep		\$2,380,000	\$1,570,000
Oct		\$1,677,500	\$1,287,500
Nov		\$1,453,000	\$1,175,000
Dec		\$1,125,000	\$975,000

Pebble Beach Home Sales Dollar Volume

	2016	2015	2014
Jan	\$19,600,000	\$12,773,500	\$14,517,000
Feb	\$18,061,200	\$18,528,780	\$40,286,375
Mar	\$21,211,999	\$14,148,000	\$16,385,000
Apr	\$15,629,475	\$16,095,000	\$17,496,000
May	\$19,915,000	\$37,806,154	\$42,836,400
Jun	\$12,749,188	\$10,992,500	\$7,547,500
Jul	\$29,439,000	\$24,340,000	\$20,804,250
Aug		\$9,359,000	\$13,233,500
Sep		\$22,866,140	\$41,208,000
Oct		\$45,018,962	\$63,161,000
Nov		\$15,063,825	\$5,727,500
Dec		\$25,893,000	\$10,203,888

Pebble Beach Active/ Pending Inventory

	2016	2015	2014
Jan	64	74	85
Feb	87	82	85
Mar	73	83	82
Apr	74	67	77
May	82	73	78
Jun	81	78	81
Jul	86	125	137
Aug		93	93
Sep		81	82
Oct		84	79
Nov		80	77
Dec		70	73