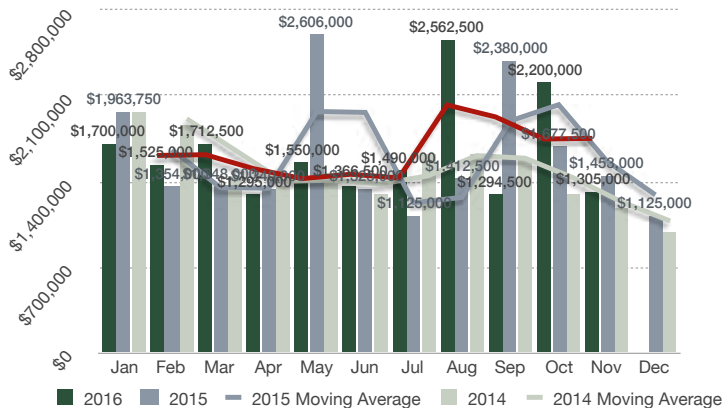


Pebble Beach Market Report

DECEMBER 6, 2016

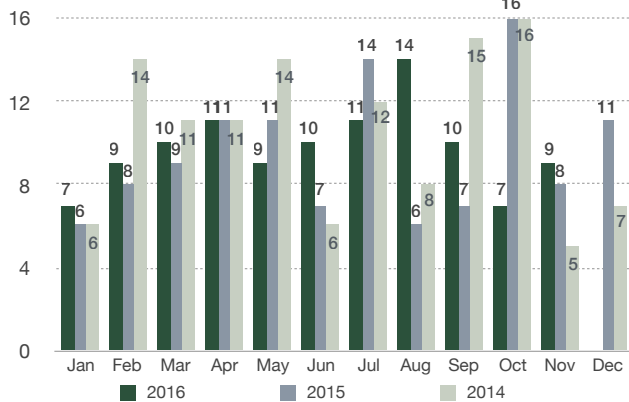
Pebble Beach Median Sale Price 2014-2016



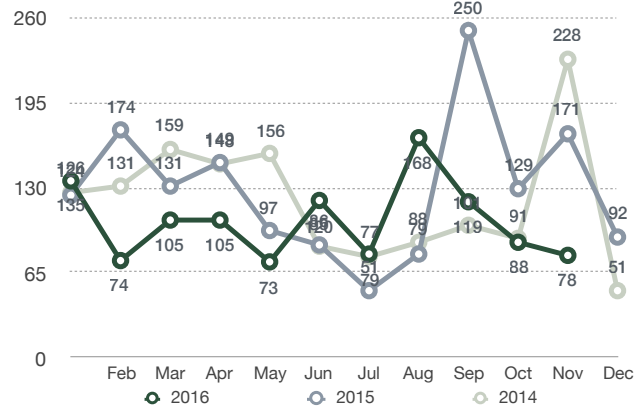
Pebble Beach sales were seasonally steady, but lacked the the higher sales dollar volume driven by luxury home sales. Both the median and average sales price were down in the month of November.

	November	2016	2015
Median Sales Price		\$1,305,000	\$1,453,000
Monthly Homes Sold		9	8
Avg. Days on Market		78	171
Total Homes Sales Volume		\$12,089,000	\$15,063,825
Avg. Pending / Active Inventory		79	80

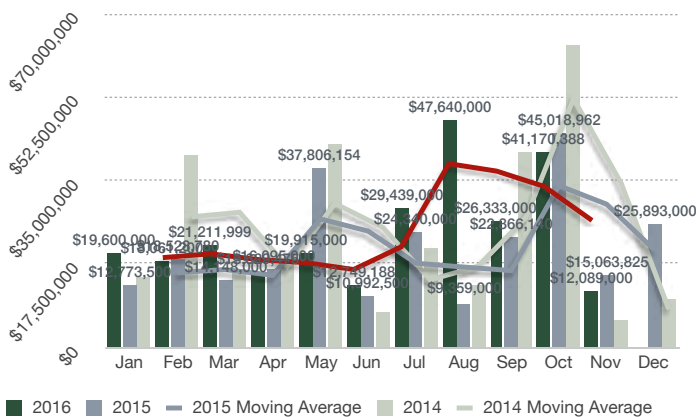
Pebble Beach Homes Sold By Month



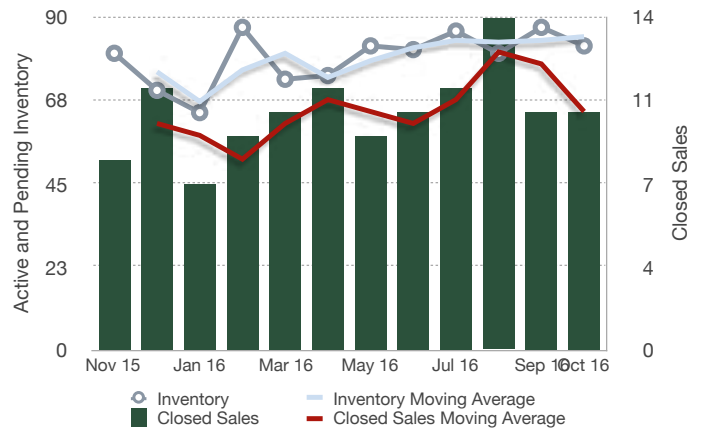
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



Pebble Beach

	Inventory	Closed Sales
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
Aug 16	80	14
Sep 16	87	10
Oct 16	82	10

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	14	6	8
Sep	10	7	15
Oct	7	16	16
Nov	9	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	168	79	88
Sep	119	250	101
Oct	88	129	91
Nov	78	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	\$2,562,500	\$1,412,500	\$1,610,000
Sep	\$1,294,500	\$2,380,000	\$1,570,000
Oct	\$2,200,000	\$1,677,500	\$1,287,500
Nov	\$1,305,000	\$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	\$47,640,000	\$9,359,000	\$13,233,500
Sep	\$26,333,000	\$22,866,140	\$41,208,000
Oct	\$41,170,388	\$45,018,962	\$63,161,000
Nov	\$12,089,000	\$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	80	93	93
Sep	87	81	82
Oct	86	84	79
Nov	79	80	77
Dec		70	73