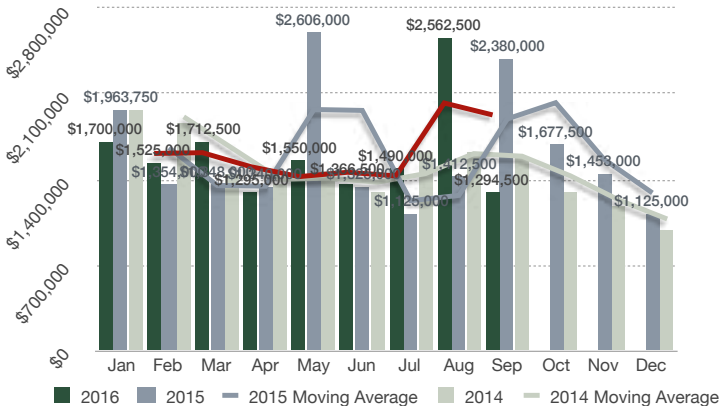


Pebble Beach Market Report

OCTOBER 6, 2016

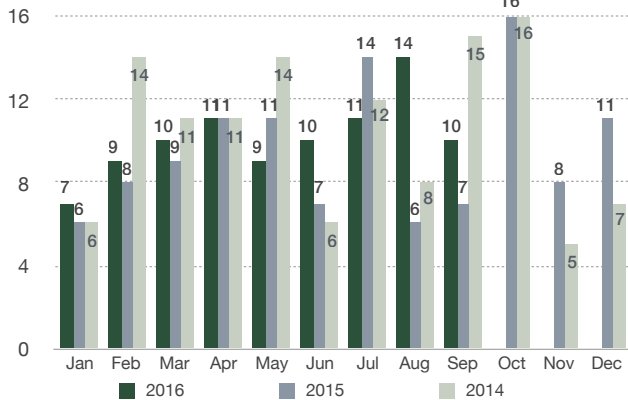
Pebble Beach Median Sale Price 2014-2016



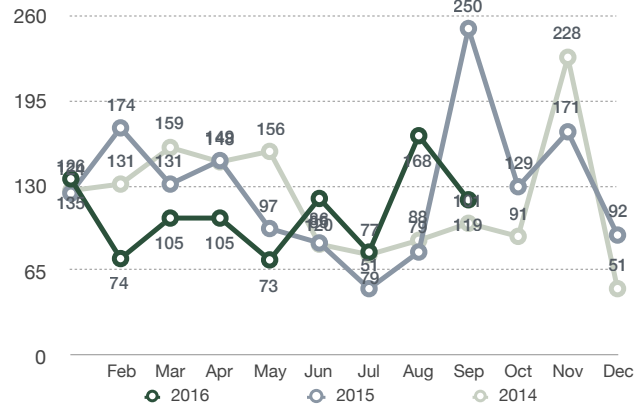
Pebble Beach sales continue to be seasonally steady. Listings priced at appropriate values are selling quickly in the under \$2M segment. Currently there are 10 homes in escrow with half above \$2M and half below.

	September	2016	2015
Median Sales Price		\$1,294,500	\$2,380,000
Monthly Homes Sold		10	7
Avg. Days on Market		119	250
Total Homes Sales Volume		\$26,333,000	\$22,866,140
Avg. Pending / Active Inventory		87	81

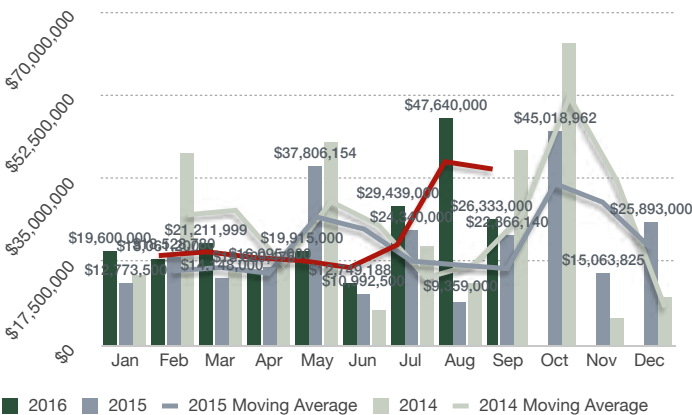
Pebble Beach Homes Sold By Month



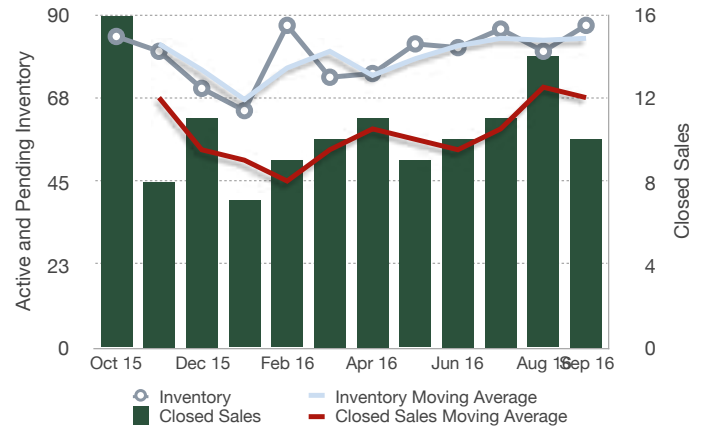
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



Pebble Beach

	Inventory	Closed Sales
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
Aug 16	80	14
Sep 16	87	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		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	168	79	88
Sep	119	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	\$2,562,500	\$1,412,500	\$1,610,000
Sep	\$1,294,500	\$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	\$47,640,000	\$9,359,000	\$13,233,500
Sep	\$26,333,000	\$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	80	93	93
Sep	87	81	82
Oct		84	79
Nov		80	77
Dec		70	73