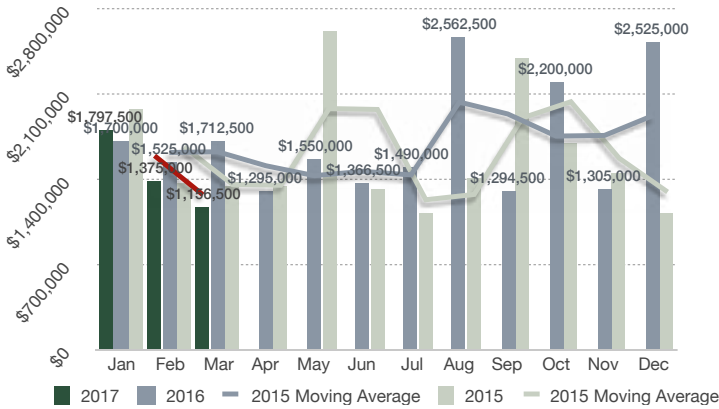


# Pebble Beach Market Report

APRIL 8, 2017

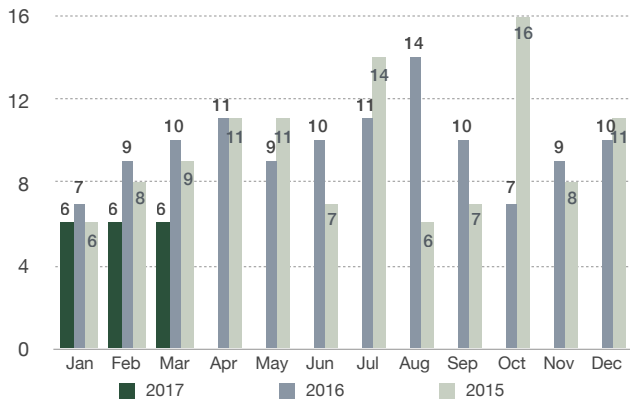
Pebble Beach Median Sale Price 2015-2017



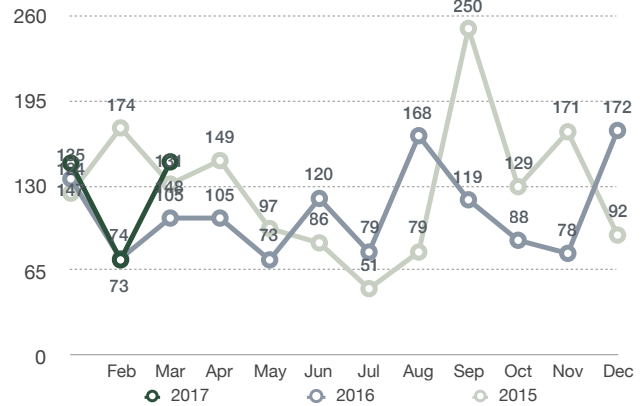
Pebble Beach closed sales were slightly slower over the couple of months. Additionally, there is only a modest number of homes currently in escrow and only a couple luxury estates.

	March	2017	2016
Median Sales Price		\$1,156,500	\$1,712,500
Monthly Homes Sold		6	10
Avg. Days on Market		148	105
Total Homes Sales Volume		\$10,872,610	\$21,211,999
Avg. Pending / Active Inventory		83	73

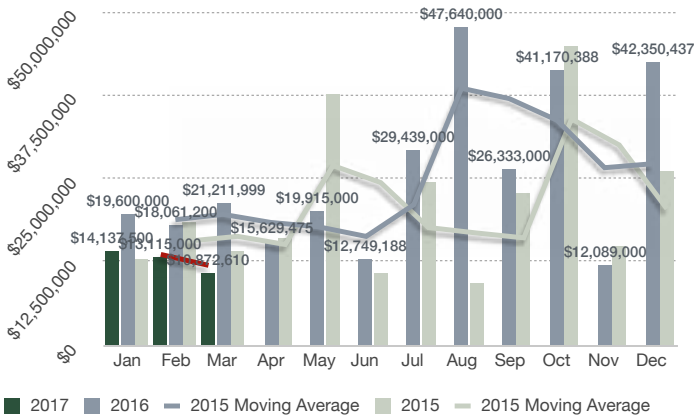
Pebble Beach Homes Sold By Month



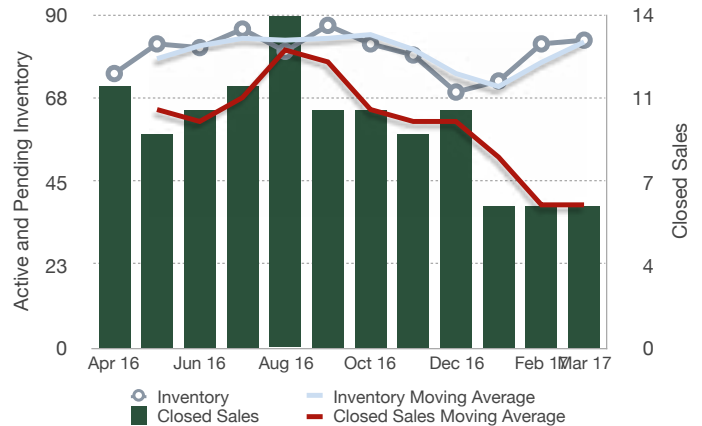
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



### Pebble Beach

	Inventory	Closed Sales
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
Nov 16	79	9
Dec 16	69	10
Jan 17	72	6
Feb 17	82	6
Mar 17	83	6

### Pebble Beach Homes Sold By Month

	2017	2016	2015
Jan	6	7	6
Feb	6	9	8
Mar	6	10	9
Apr		11	11
May		9	11
Jun		10	7
Jul		11	14
Aug		14	6
Sep		10	7
Oct		7	16
Nov		9	8
Dec		10	11

### Pebble Beach Average Days on Market

	2017	2016	2015
Jan	147	135	124
Feb	73	74	174
Mar	148	105	131
Apr		105	149
May		73	97
Jun		120	86
Jul		79	51
Aug		168	79
Sep		119	250
Oct		88	129
Nov		78	171
Dec		172	92

### Pebble Beach Median Sale Price: 2015-2017

	2017	2016	2015
Jan	\$1,797,500	\$1,700,000	\$1,963,750
Feb	\$1,375,000	\$1,525,000	\$1,354,000
Mar	\$1,156,500	\$1,712,500	\$1,348,000
Apr		\$1,295,000	\$1,340,000
May		\$1,550,000	\$2,606,000
Jun		\$1,366,500	\$1,325,000
Jul		\$1,490,000	\$1,125,000
Aug		\$2,562,500	\$1,412,500
Sep		\$1,294,500	\$2,380,000
Oct		\$2,200,000	\$1,677,500
Nov		\$1,305,000	\$1,453,000
Dec		\$2,525,000	\$1,125,000

### Pebble Beach Home Sales Dollar Volume

	2017	2016	2015
Jan	\$14,137,500	\$19,600,000	\$12,773,500
Feb	\$13,115,000	\$18,061,200	\$18,528,780
Mar	\$10,872,610	\$21,211,999	\$14,148,000
Apr		\$15,629,475	\$16,095,000
May		\$19,915,000	\$37,806,154
Jun		\$12,749,188	\$10,992,500
Jul		\$29,439,000	\$24,340,000
Aug		\$47,640,000	\$9,359,000
Sep		\$26,333,000	\$22,866,140
Oct		\$41,170,388	\$45,018,962
Nov		\$12,089,000	\$15,063,825
Dec		\$42,350,437	\$25,893,000

### Pebble Beach Active/ Pending Inventory

	2017	2016	2015
Jan	72	64	74
Feb	82	87	82
Mar	83	73	83
Apr		74	67
May		82	73
Jun		81	78
Jul		86	125
Aug		80	93
Sep		87	81
Oct		86	84
Nov		79	80
Dec		69	70