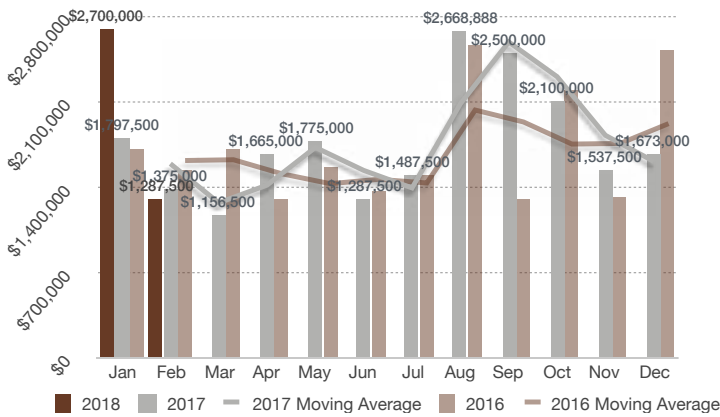


Pebble Beach Market

MARCH 10, 2018

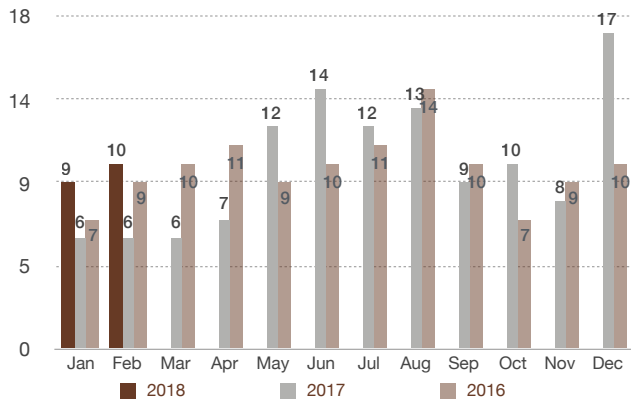
Pebble Beach Median Sale Price 2016-2018



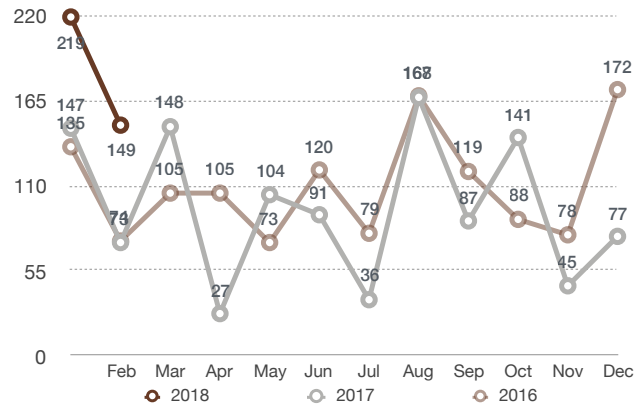
The Pebble Beach market is a strong market with steady sales over the past 3-4 months across all price points. Of note are the increasing luxury market sales (\$5M+) after a slow spring in 2017.

	February	2018	2017
Median Sales Price		\$1,287,500	\$1,375,000
Monthly Homes Sold		10	6
Avg. Days on Market		149	73
Total Homes Sales Volume		\$24,778,000	\$13,115,000
Avg. Pending / Active		76	82

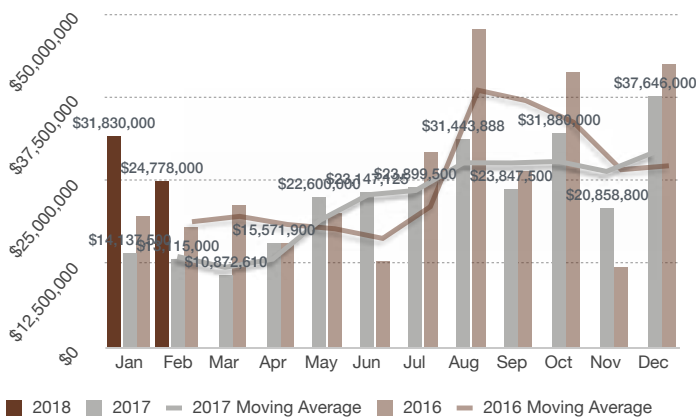
Pebble Beach Homes Sold By Month



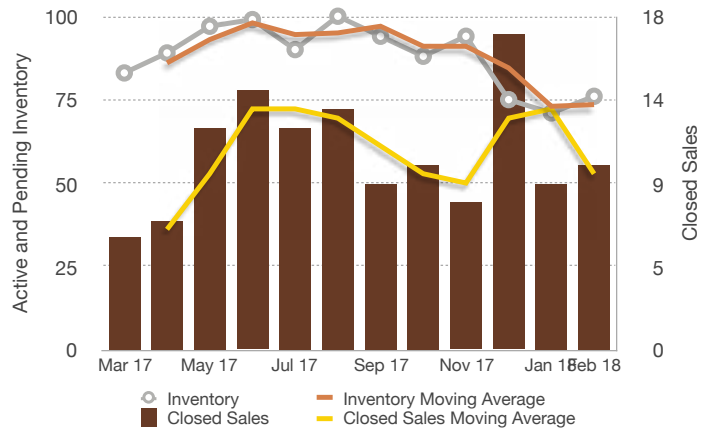
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



Pebble Beach

	Inventory	Closed Sales
Mar 17	83	6
Apr 17	89	7
May 17	97	12
Jun 17	99	14
Jul 17	90	12
Aug 17	100	13
Sep 17	94	9
Oct 17	88	10
Nov 17	94	8
Dec 17	75	17
Jan 18	71	9
Feb 18	76	10

Pebble Beach Homes Sold By Month

	2018	2017	2016
Jan	9	6	7
Feb	10	6	9
Mar		6	10
Apr		7	11
May		12	9
Jun		14	10
Jul		12	11
Aug		13	14
Sep		9	10
Oct		10	7
Nov		8	9
Dec		17	10

Pebble Beach Average Days on Market

	2018	2017	2016
Jan	219	147	135
Feb	149	73	74
Mar		148	105
Apr		27	105
May		104	73
Jun		91	120
Jul		36	79
Aug		167	168
Sep		87	119
Oct		141	88
Nov		45	78
Dec		77	172

Pebble Beach Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$2,700,000	\$1,797,500	\$1,700,000
Feb	\$1,287,500	\$1,375,000	\$1,525,000
Mar		\$1,156,500	\$1,712,500
Apr		\$1,665,000	\$1,295,000
May		\$1,775,000	\$1,550,000
Jun		\$1,287,500	\$1,366,500
Jul		\$1,487,500	\$1,490,000
Aug		\$2,668,888	\$2,562,500
Sep		\$2,500,000	\$1,294,500
Oct		\$2,100,000	\$2,200,000
Nov		\$1,537,500	\$1,305,000
Dec		\$1,673,000	\$2,525,000

Pebble Beach Home Sales Dollar Volume

	2018	2017	2016
Jan	\$31,830,000	\$14,137,500	\$19,600,000
Feb	\$24,778,000	\$13,115,000	\$18,061,200
Mar		\$10,872,610	\$21,211,999
Apr		\$15,571,900	\$15,629,475
May		\$22,600,000	\$19,915,000
Jun		\$23,147,125	\$12,749,188
Jul		\$23,899,500	\$29,439,000
Aug		\$31,443,888	\$47,640,000
Sep		\$23,847,500	\$26,333,000
Oct		\$31,880,000	\$41,170,388
Nov		\$20,858,800	\$12,089,000
Dec		\$37,646,000	\$42,350,437

Pebble Beach Active/ Pending Inventory

	2018	2017	2016
Jan	71	72	64
Feb	76	82	87
Mar		83	73
Apr		89	74
May		97	82
Jun		99	81
Jul		90	86
Aug		100	80
Sep		94	87
Oct		88	86
Nov		94	79
Dec		75	69