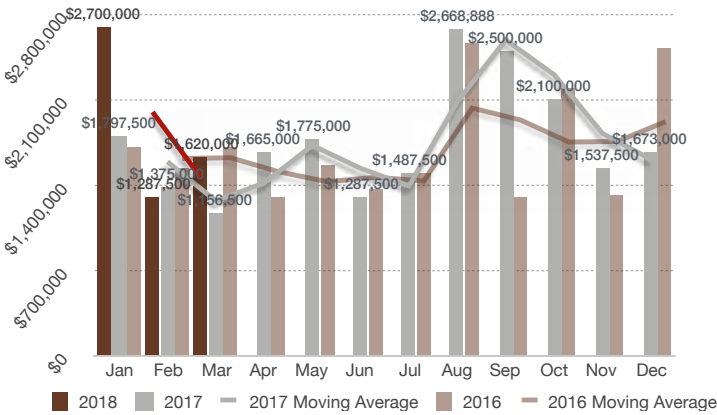


# Pebble Beach Market

APRIL 1, 2018

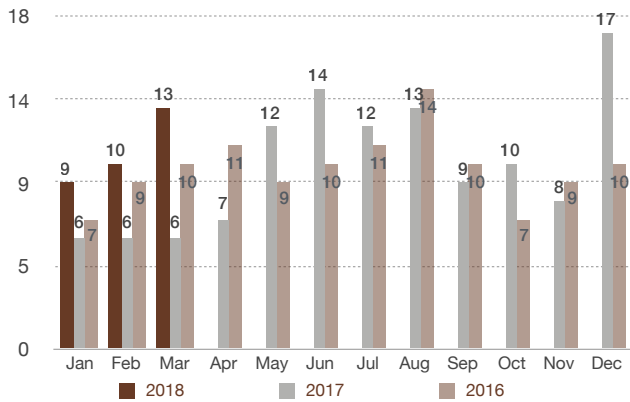
**Pebble Beach Median Sale Price 2016-2018**



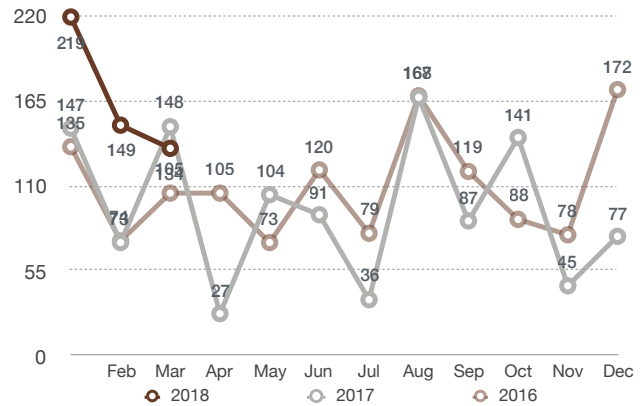
The Pebble Beach market is a strong market with steady sales over the past 4-5 months. 24 homes are in escrow with 3 between \$7.95M-10.5M; 4 between \$2M-\$4M; and 16 between \$1-\$2M.

	March	2018	2017
Median Sales Price		\$1,620,000	\$1,156,500
Monthly Homes Sold		13	6
Avg. Days on Market		134	148
Total Homes Sales Volume		\$32,145,000	\$10,872,610
Avg. Pending / Active		82	83

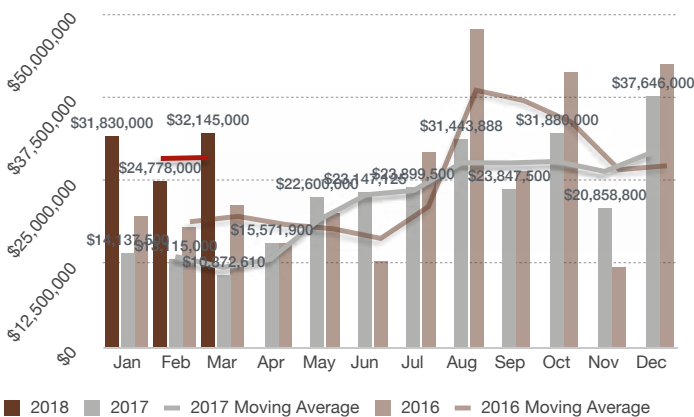
**Pebble Beach Homes Sold By Month**



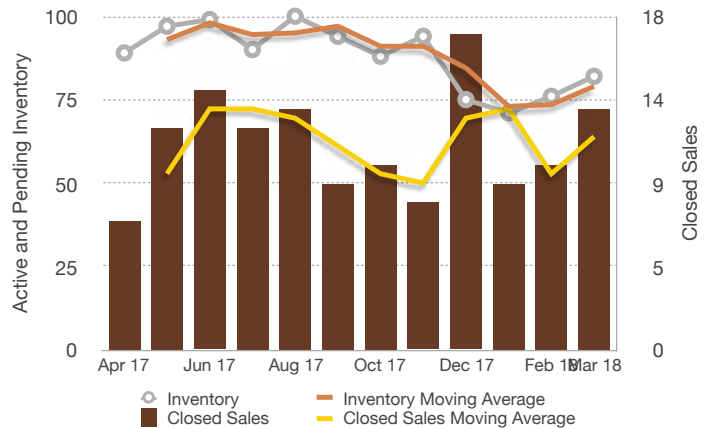
**Pebble Beach Average Days on Market**



**Pebble Beach Home Sales Dollar Volume**



**Pebble Beach: Active & Pending Inventory Compared with Closed Sales**



**Pebble Beach**

	Inventory	Closed Sales
Apr 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
Mar 18	82	13

**Pebble Beach Homes Sold By Month**

	2018	2017	2016
Jan	9	6	7
Feb	10	6	9
Mar	13	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	134	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	\$1,620,000	\$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	\$32,145,000	\$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	82	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