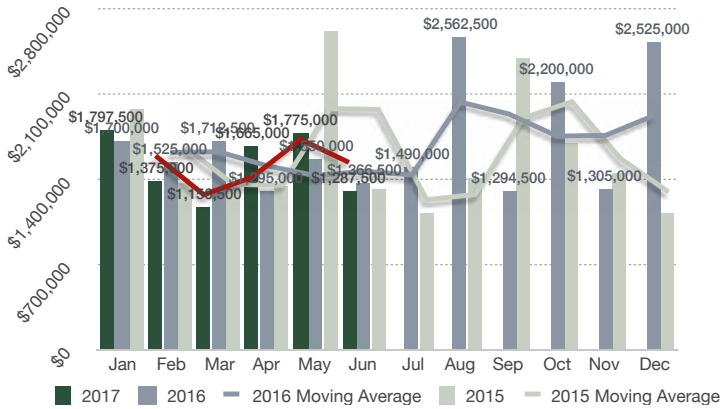


Pebble Beach Market Report

JULY 5, 2017

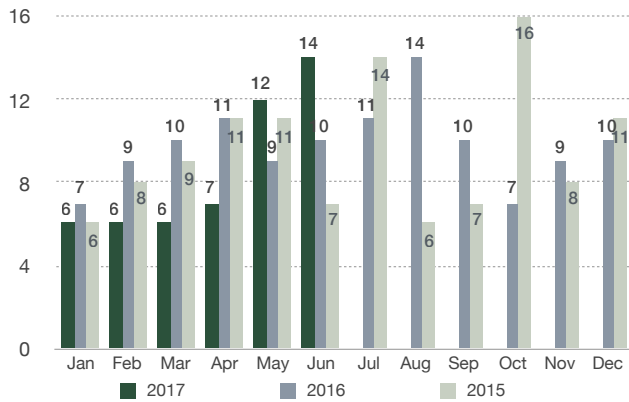
Pebble Beach Median Sale Price 2015-2017



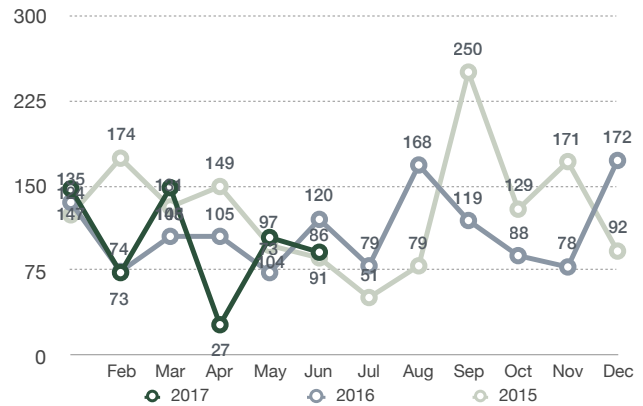
Pebble Beach closed sales maintained an uptick after a slower start to the year. The demand is strong for homes under \$1.8 M. There are currently 18 homes in escrow which includes two luxury estates of \$5M+.

	June	2017	2016
Median Sales Price		\$1,287,500	\$1,366,500
Monthly Homes Sold		14	10
Avg. Days on Market		91	120
Total Homes Sales Volume		\$23,147,125	\$12,749,188
Avg. Pending / Active Inventory		99	81

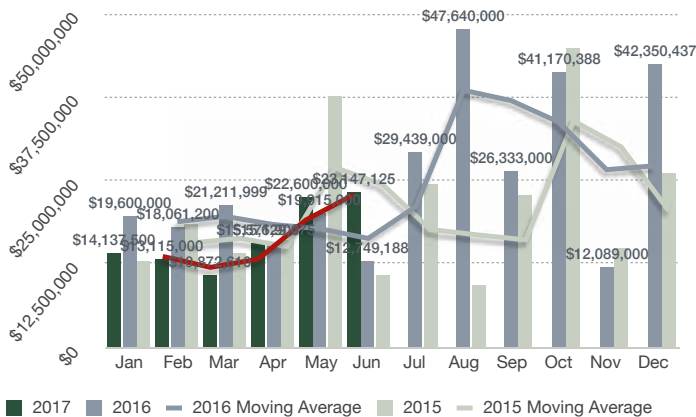
Pebble Beach Homes Sold By Month



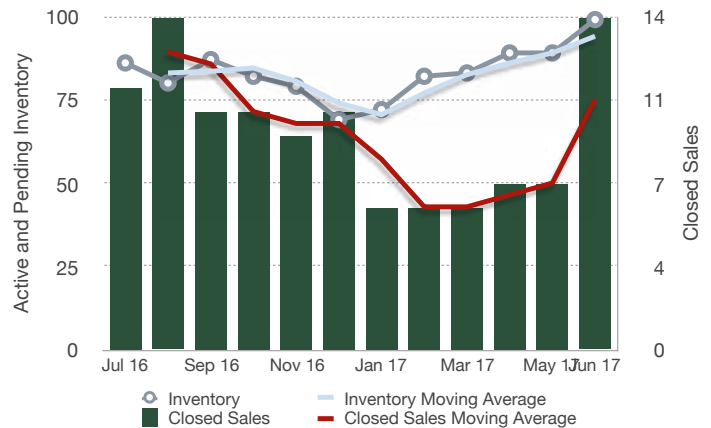
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



Pebble Beach

	Inventory	Closed Sales
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
Apr 17	89	7
May 17	89	7
Jun 17	99	14

Pebble Beach Homes Sold By Month

	2017	2016	2015
Jan	6	7	6
Feb	6	9	8
Mar	6	10	9
Apr	7	11	11
May	12	9	11
Jun	14	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	27	105	149
May	104	73	97
Jun	91	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	\$1,665,000	\$1,295,000	\$1,340,000
May	\$1,775,000	\$1,550,000	\$2,606,000
Jun	\$1,287,500	\$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	\$15,571,900	\$15,629,475	\$16,095,000
May	\$22,600,000	\$19,915,000	\$37,806,154
Jun	\$23,147,125	\$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	89	74	67
May	97	82	73
Jun	99	81	78
Jul		86	125
Aug		80	93
Sep		87	81
Oct		86	84
Nov		79	80
Dec		69	70