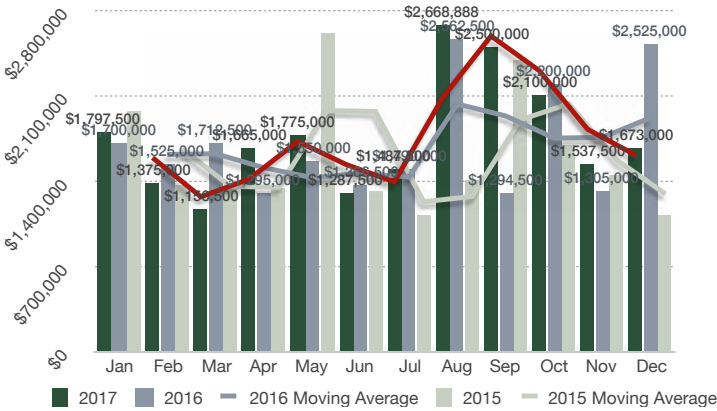


# Pebble Beach Market Report

JANUARY 2, 2018

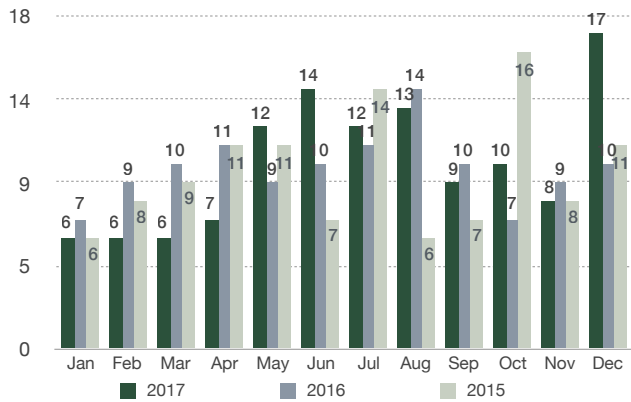
Pebble Beach Median Sale Price 2015-2017



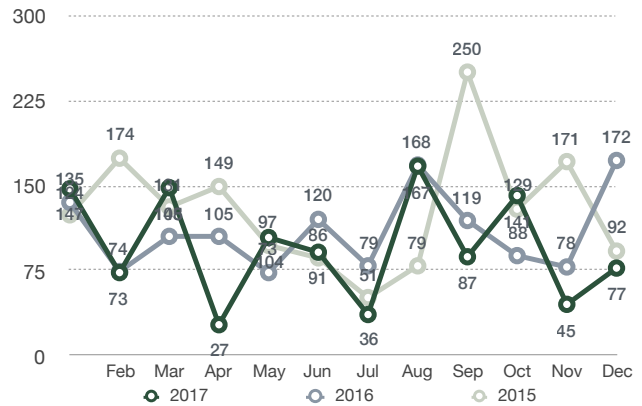
Pebble Beach sales remain steady and growing demand in the luxury market with three homes in escrow between \$7.5M-\$10M; five from \$2.5M-\$5M; four under \$2M. Low inventory and strong demand for homes under \$1.8M.

	December	2017	2016
Median Sales Price		\$1,673,000	\$2,525,000
Monthly Homes Sold		17	10
Avg. Days on Market		77	172
Total Homes Sales Volume		\$37,646,000	\$42,350,437
Avg. Pending / Active Inventory		75	69

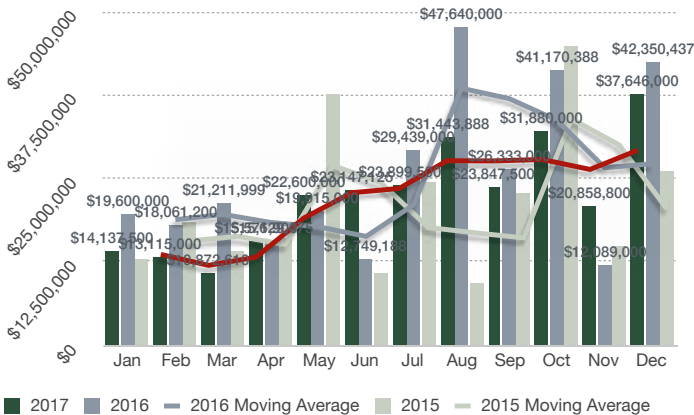
Pebble Beach Homes Sold By Month



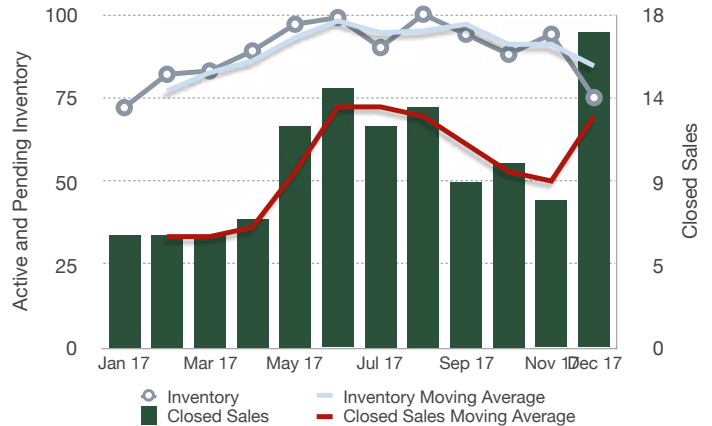
Pebble Beach Average Days on Market



Pebble Beach Home Sales Dollar Volume



Pebble Beach: Active & Pending Inventory Compared with Closed Sales



### Pebble Beach

	Inventory	Closed Sales
Jan 17	72	6
Feb 17	82	6
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

### 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	12	11	14
Aug	13	14	6
Sep	9	10	7
Oct	10	7	16
Nov	8	9	8
Dec	17	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	36	79	51
Aug	167	168	79
Sep	87	119	250
Oct	141	88	129
Nov	45	78	171
Dec	77	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	\$1,487,500	\$1,490,000	\$1,125,000
Aug	\$2,668,888	\$2,562,500	\$1,412,500
Sep	\$2,500,000	\$1,294,500	\$2,380,000
Oct	\$2,100,000	\$2,200,000	\$1,677,500
Nov	\$1,537,500	\$1,305,000	\$1,453,000
Dec	\$1,673,000	\$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	\$23,899,500	\$29,439,000	\$24,340,000
Aug	\$31,443,888	\$47,640,000	\$9,359,000
Sep	\$23,847,500	\$26,333,000	\$22,866,140
Oct	\$31,880,000	\$41,170,388	\$45,018,962
Nov	\$20,858,800	\$12,089,000	\$15,063,825
Dec	\$37,646,000	\$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	90	86	125
Aug	100	80	93
Sep	94	87	81
Oct	88	86	84
Nov	94	79	80
Dec	75	69	70