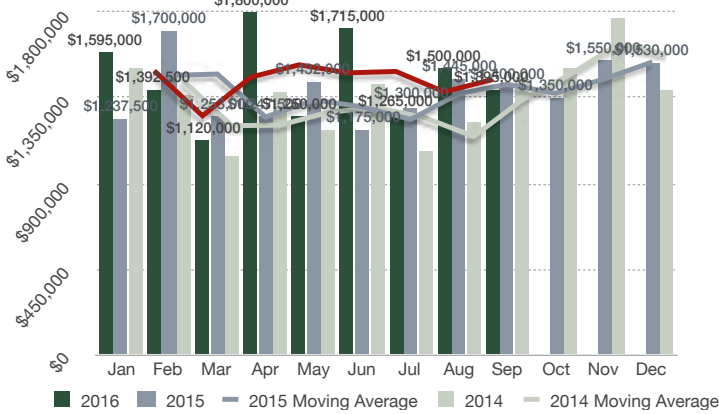


# Carmel Market Report

OCTOBER 6, 2016

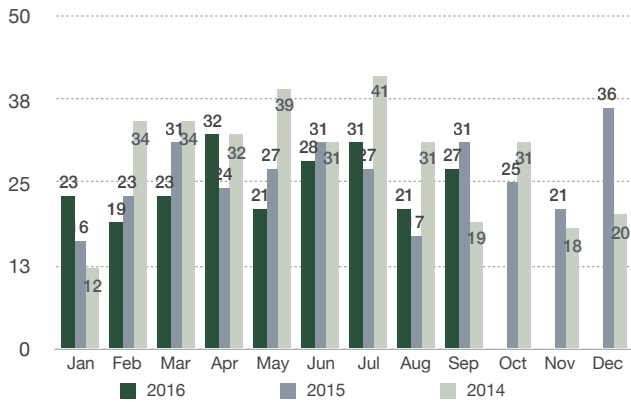
Carmel Median Sale Price 2014-2016



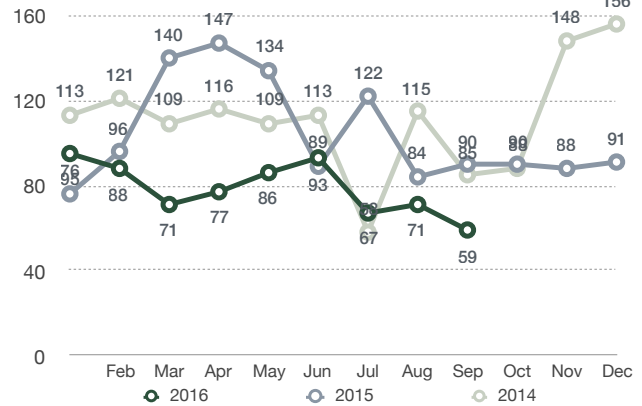
The Carmel market remained seasonally steady in September. While inventory jumped back up with homes on the market for the summer selling season, older inventory is now selling through with 30 homes in escrow.

	September	2016	2015
Median Sales Price		\$1,395,000	\$1,400,000
Monthly Homes Sold		27	31
Avg. Days on Market		59	90
Total Homes Sales Volume		\$46,284,890	\$55,207,325
Avg. Pending / Active Inventory		219	196

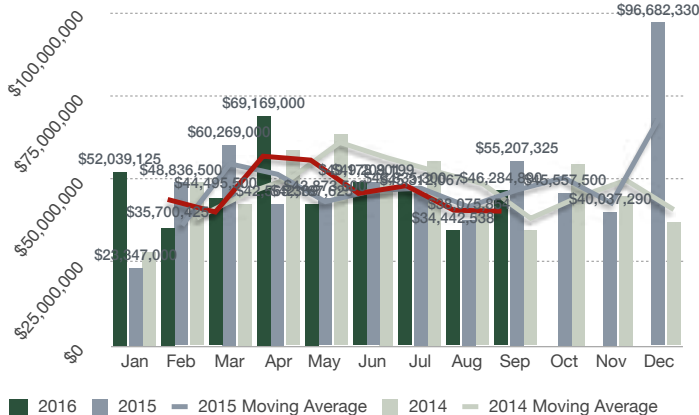
Carmel Homes Sold By Month



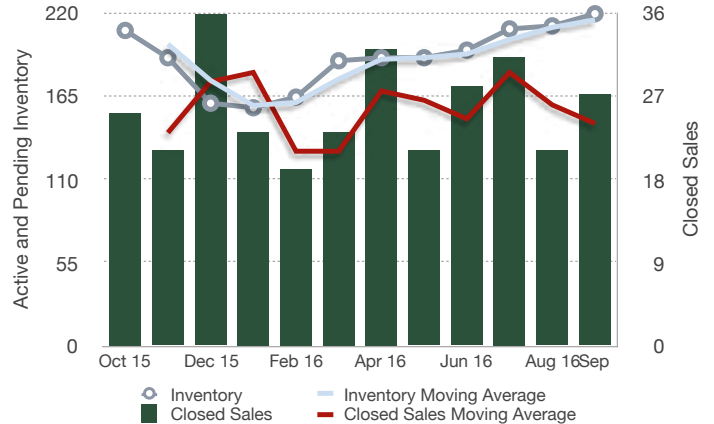
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



### Carmel

	Inventory	Closed Sales
Oct 15	208	25
Nov 15	190	21
Dec 15	160	36
Jan 16	157	23
Feb 16	164	19
Mar 16	188	23
Apr 16	190	32
Apr 16	190	21
Jun 16	195	28
Jul 16	209	31
Aug 16	211	21
Sep	219	27

### Carmel Homes Sold By Month: 2014-2016

	2016	2015	2014
Jan	23	16	12
Feb	19	23	34
Mar	23	31	34
Apr	32	24	32
May	21	27	39
Jun	28	31	31
Jul	31	27	41
Aug	21	17	31
Sep	27	31	19
Oct		25	31
Nov		21	18
Dec		36	20

### Carmel Average Days on Market

	2016	2015	2014
Jan	95	76	113
Feb	88	96	121
Mar	71	140	109
Apr	77	147	116
May	86	134	109
Jun	93	89	113
Jul	67	122	58
Aug	71	84	115
Sep	59	90	85
Oct		90	88
Nov		88	148
Dec		91	156

### Carmel Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$1,595,000	\$1,237,500	\$1,510,000
Feb	\$1,392,500	\$1,700,000	\$1,367,500
Mar	\$1,120,000	\$1,253,000	\$1,040,000
Apr	\$1,800,000	\$1,247,500	\$1,375,000
May	\$1,250,000	\$1,432,000	\$1,175,000
Jun	\$1,715,000	\$1,175,000	\$1,425,000
Jul	\$1,265,000	\$1,300,000	\$1,065,000
Aug	\$1,500,000	\$1,445,000	\$1,230,000
Sep	\$1,395,000	\$1,400,000	\$1,450,008
Oct		\$1,350,000	\$1,499,000
Nov		\$1,550,000	\$1,772,500
Dec		\$1,530,000	\$1,387,500

### Carmel Home Sales Dollar Volume

	2016	2015	2014
Jan	\$52,039,125	\$23,347,000	\$28,147,499
Feb	\$35,700,425	\$48,836,500	\$48,522,690
Mar	\$44,495,500	\$60,269,000	\$42,389,184
Apr	\$69,169,000	\$42,565,339	\$58,642,500
May	\$42,167,625	\$43,873,500	\$63,302,838
Jun	\$49,178,801	\$49,209,199	\$49,353,313
Jul	\$46,835,300	\$45,312,067	\$55,295,500
Aug	\$34,442,538	\$38,075,854	\$41,791,333
Sep	\$46,284,890	\$55,207,325	\$34,679,958
Oct		\$45,557,500	\$54,453,300
Nov		\$40,037,290	\$44,860,388
Dec		\$96,682,330	\$36,806,748

### Carmel Active/ Pending Inventory

	2016	2015	2014
Jan	157	177	178
Feb	164	192	238
Mar	188	190	238
Apr	190	183	226
May	190	185	221
Jun	195	207	201
Jul	209	203	298
Aug	211	213	200
Sep	219	196	201
Oct		208	189
Nov		190	180
Dec		160	166