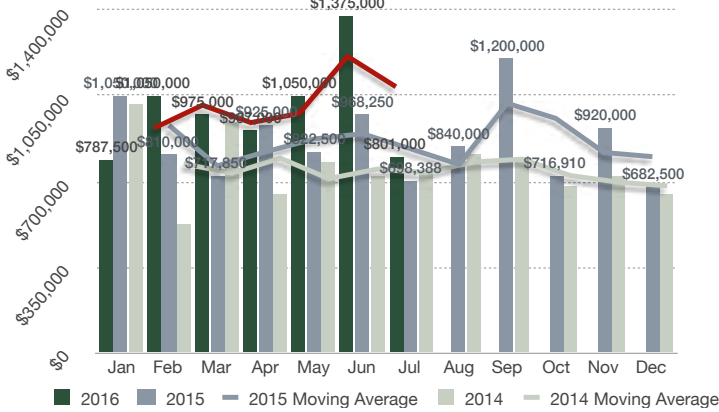


# Carmel Valley Report

AUGUST 15, 2016

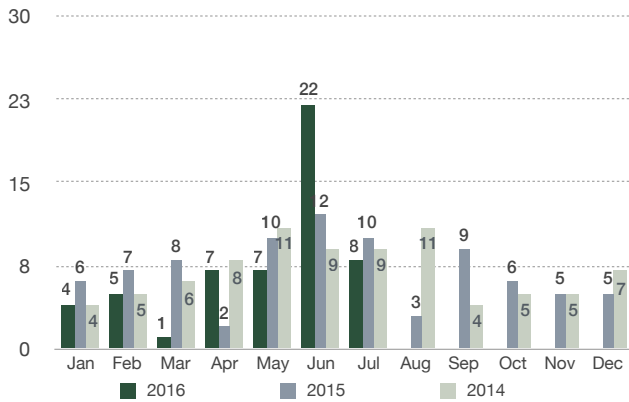
Carmel Valley Median Sale Price 2014-2016



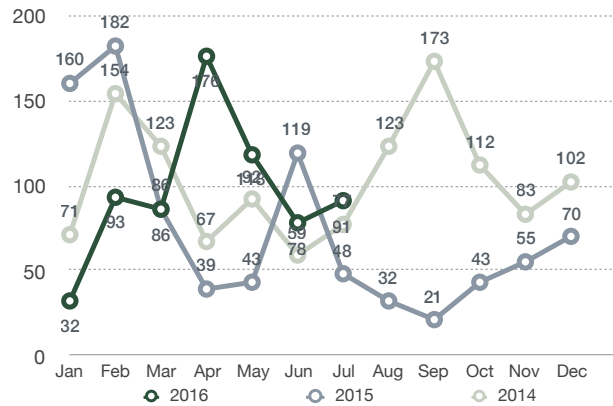
After a record month in June, Carmel Valley leveled out in July. Median sales price came down - but inline with the past two Julys. Inventory is low that will keep the market competitive; especially, once the fire smoke clears.

	June	2016	2015
Median Sales Price		\$801,000	\$698,388
Monthly Homes Sold		8	10
Avg. Days on Market		91	48
Total Homes Sales Volume		\$8,719,000	\$8,383,775
Avg. Pending / Active Inventory		57	101

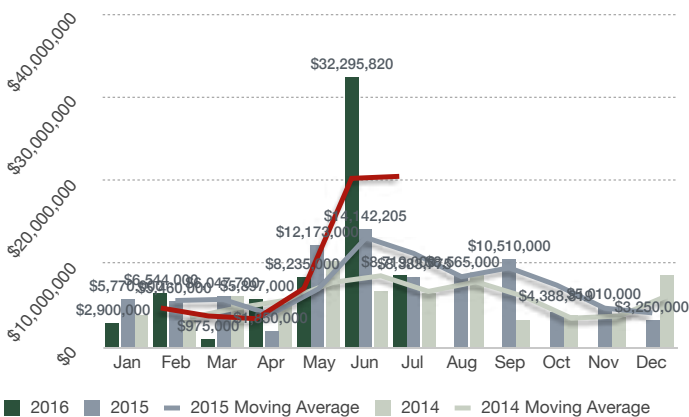
Carmel Valley Homes Sold By Month



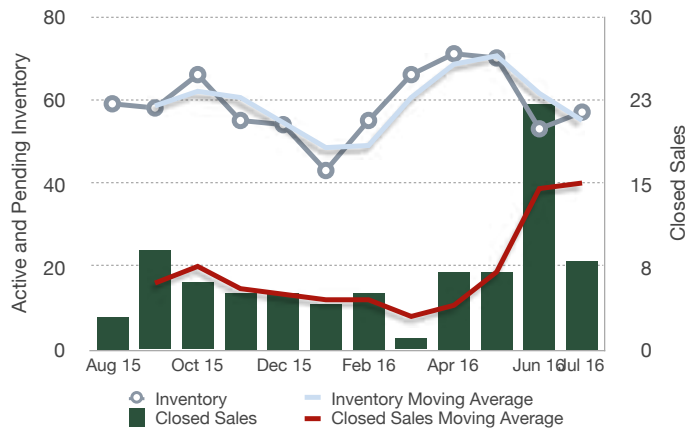
Carmel Valley Average Days on Market



Carmel Valley Home Sales Dollar Volume



Carmel Valley: Active & Pending Inventory Compared with Closed Sales



### Carmel Valley

	Inventory	Closed Sales
Aug 15	59	3
Sep 15	58	9
Oct 15	66	6
Nov 15	55	5
Dec 15	54	5
Jan 16	43	4
Feb 16	55	5
Mar 16	66	1
Apr 16	71	7
May 16	70	7
Jun 16	53	22
Jul 16	57	8

### Carmel Valley Homes Sold By Month

	2016	2015	2014
Jan	4	6	4
Feb	5	7	5
Mar	1	8	6
Apr	7	2	8
May	7	10	11
Jun	22	12	9
Jul	8	10	9
Aug		3	11
Sep		9	4
Oct		6	5
Nov		5	5
Dec		5	7

### Carmel Valley Average Days on Market

	2016	2015	2014
Jan	32	160	71
Feb	93	182	154
Mar	86	86	123
Apr	176	39	67
May	118	43	92
Jun	78	119	59
Jul	91	48	77
Aug		32	123
Sep		21	173
Oct		43	112
Nov		55	83
Dec		70	102

### Carmel Valley Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$787,500	\$1,050,000	\$1,018,750
Feb	\$1,050,000	\$810,000	\$525,000
Mar	\$975,000	\$717,850	\$942,500
Apr	\$907,000	\$925,000	\$647,500
May	\$1,050,000	\$822,500	\$775,000
Jun	\$1,375,000	\$968,250	\$725,000
Jul	\$801,000	\$698,388	\$748,000
Aug		\$840,000	\$810,000
Sep		\$1,200,000	\$772,450
Oct		\$716,910	\$675,000
Nov		\$920,000	\$718,000
Dec		\$682,500	\$645,000

### Carmel Valley Home Sales Dollar Volume

	2016	2015	2014
Jan	\$2,900,000	\$5,770,000	\$3,762,500
Feb	\$6,544,000	\$5,460,000	\$3,409,000
Mar	\$975,000	\$6,047,700	\$6,065,500
Apr	\$5,897,000	\$1,850,000	\$5,210,000
May	\$8,235,000	\$12,173,000	\$10,374,000
Jun	\$32,295,820	\$14,142,205	\$6,790,068
Jul	\$8,719,000	\$8,383,775	\$6,633,000
Aug		\$8,565,000	\$9,092,000
Sep		\$10,510,000	\$3,122,900
Oct		\$4,388,819	\$3,876,000
Nov		\$5,010,000	\$3,645,200
Dec		\$3,250,000	\$8,699,000

### Carmel Valley Active/ Pending Inventory

	2016	2015	2014
Jan	43	42	50
Feb	55	42	48
Mar	66	49	63
Apr	71	58	59
May	70	60	66
Jun	53	50	63
Jul	57	101	105
Aug		59	62
Sep		58	58
Oct		66	59
Nov		55	59
Dec		54	58