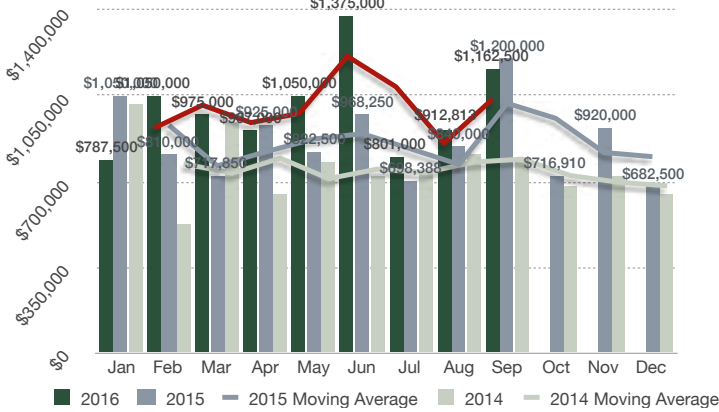


Carmel Valley Report

OCTOBER 4, 2016

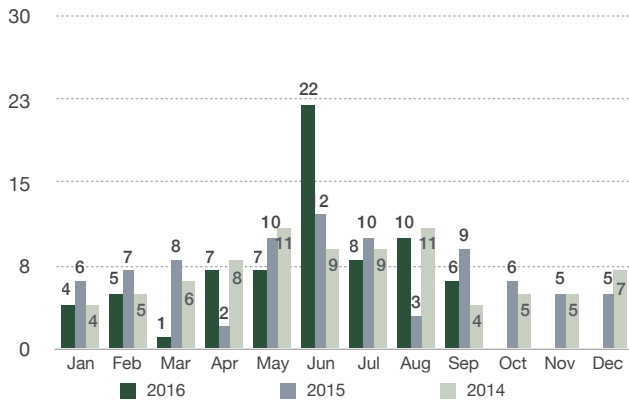
Carmel Valley Median Sale Price 2014-2016



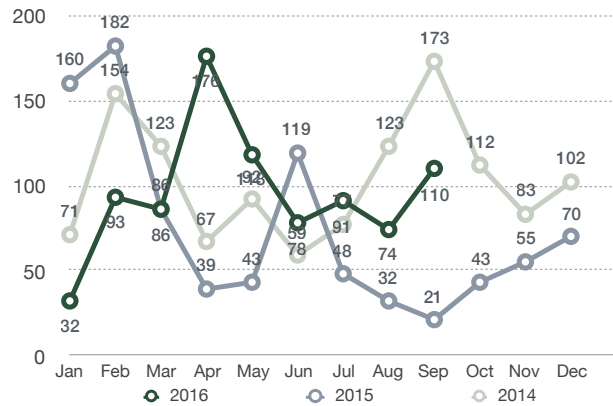
After a record month in June, Carmel Valley leveled out over the past three months. The Soberanes Fire impact showed in September sales that were cancelled during the fire. Interest is picking up and inventory remains low.

	September	2016	2015
Median Sales Price		\$1,162,500	\$1,200,000
Monthly Homes Sold		6	9
Avg. Days on Market		110	21
Total Homes Sales Volume		\$7,181,000	\$10,510,000
Avg. Pending / Active Inventory		76	58

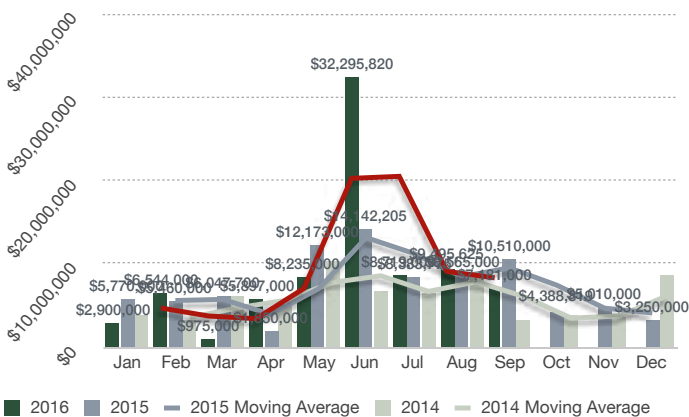
Carmel Valley Homes Sold By Month



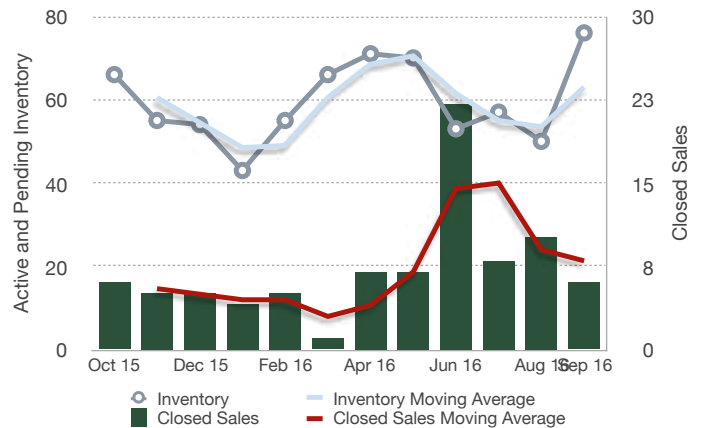
Carmel Valley Average Days on Market



Carmel Valley Home Sales Dollar Volume



Carmel Valley: Active & Pending Inventory Compared with Closed Sales



Carmel Valley

	Inventory	Closed Sales
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
Aug 16	50	10
Sep 16	76	6

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	10	3	11
Sep	6	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	74	32	123
Sep	110	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	\$912,813	\$840,000	\$810,000
Sep	\$1,162,500	\$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	\$9,495,625	\$8,565,000	\$9,092,000
Sep	\$7,181,000	\$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	50	59	62
Sep	76	58	58
Oct		66	59
Nov		55	59
Dec		54	58