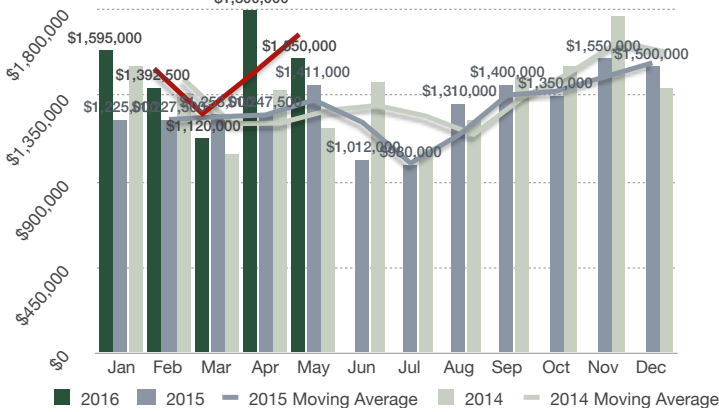


Carmel Market Report

JUNE 11, 2016

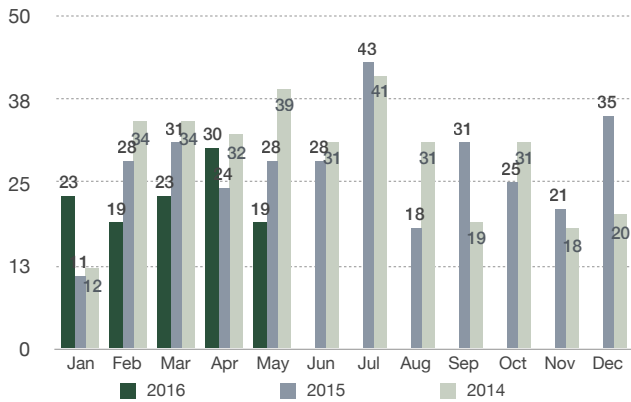
Carmel Median Sale Price 2014-2016



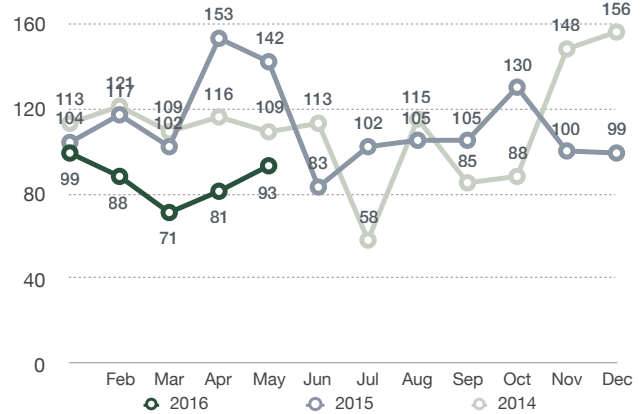
After three months of continual growth, Carmel home sales took a slight dip in May. This is likely because of limited inventory as 54 homes are currently in escrow and demand remains high and is expected to remain strong.

	May	2016	2015
Median Sales Price		\$1,550,000	\$1,411,000
Monthly Homes Sold		19	28
Avg. Days on Market		93	142
Total Homes Sales Volume		\$39,912,625	\$44,698,500
Avg. Pending / Active Inventory		174	179

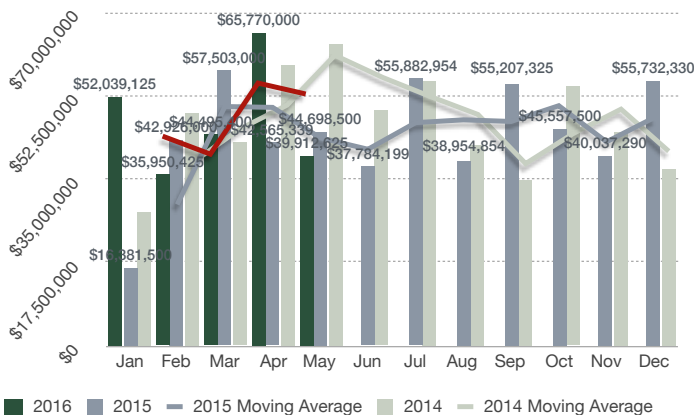
Carmel Homes Sold By Month



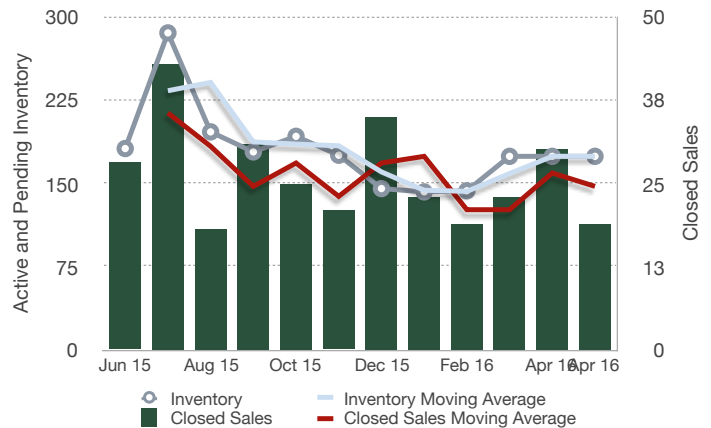
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Jun 15	181	28
Jul 15	285	43
Aug 15	196	18
Sep 15	178	31
Oct 15	192	25
Nov 15	175	21
Dec 15	145	35
Jan 16	142	23
Feb 16	143	19
Mar 16	174	23
Apr 16	174	30
Apr 16	174	19

Carmel Homes Sold By Month: 2014-2016

	2016	2015	2014
Jan	23	11	12
Feb	19	28	34
Mar	23	31	34
Apr	30	24	32
May	19	28	39
Jun		28	31
Jul		43	41
Aug		18	31
Sep		31	19
Oct		25	31
Nov		21	18
Dec		35	20

Carmel Average Days on Market

	2016	2015	2014
Jan	99	104	113
Feb	88	117	121
Mar	71	102	109
Apr	81	153	116
May	93	142	109
Jun		83	113
Jul		102	58
Aug		105	115
Sep		105	85
Oct		130	88
Nov		100	148
Dec		99	156

Carmel Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$1,595,000	\$1,225,000	\$1,510,000
Feb	\$1,392,500	\$1,227,500	\$1,367,500
Mar	\$1,120,000	\$1,253,000	\$1,040,000
Apr	\$1,800,000	\$1,247,500	\$1,375,000
May	\$1,550,000	\$1,411,000	\$1,175,000
Jun		\$1,012,000	\$1,425,000
Jul		\$980,000	\$1,065,000
Aug		\$1,310,000	\$1,230,000
Sep		\$1,400,000	\$1,450,008
Oct		\$1,350,000	\$1,499,000
Nov		\$1,550,000	\$1,772,500
Dec		\$1,500,000	\$1,387,500

Carmel Home Sales Dollar Volume

	2016	2015	2014
Jan	\$52,039,125	\$16,381,500	\$28,147,499
Feb	\$35,950,425	\$42,926,000	\$48,522,690
Mar	\$44,495,400	\$57,503,000	\$42,389,184
Apr	\$65,770,000	\$42,565,339	\$58,642,500
May	\$39,912,625	\$44,698,500	\$63,302,838
Jun		\$37,784,199	\$49,353,313
Jul		\$55,882,954	\$55,295,500
Aug		\$38,954,854	\$41,791,333
Sep		\$55,207,325	\$34,679,958
Oct		\$45,557,500	\$54,453,300
Nov		\$40,037,290	\$44,860,388
Dec		\$55,732,330	\$36,806,748

Carmel Active/ Pending Inventory

	2016	2015	2014
Jan	142	129	178
Feb	143	206	238
Mar	174	207	238
Apr	174	178	226
May	174	179	221
Jun		181	201
Jul		285	298
Aug		196	200
Sep		178	201
Oct		192	189
Nov		175	180
Dec		145	166