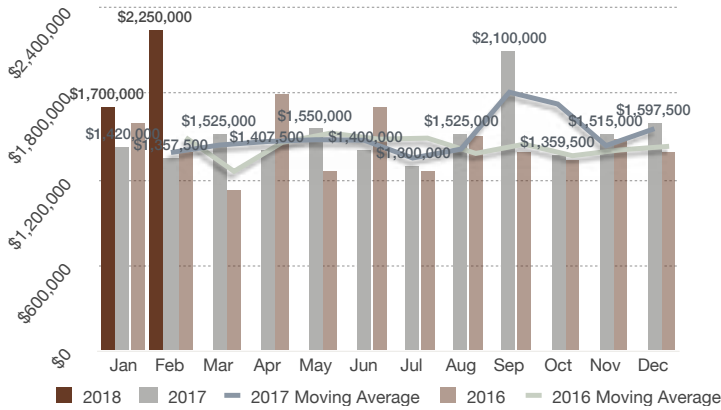


Carmel Market Report

MARCH 10, 2018

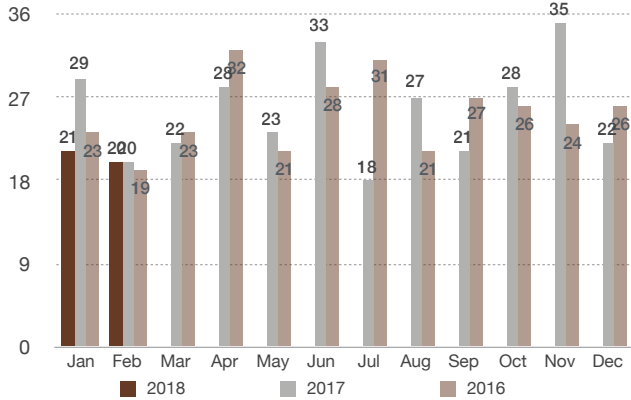
Carmel Median Sale Price 2016-2018



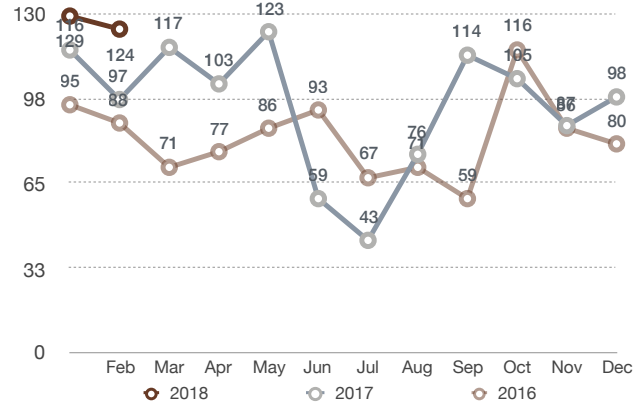
The Carmel market sales remains steady. There are currently 23 homes in escrow with 4 in the \$5M-\$8.5M range, 7 in the \$2M-\$4M range and 11 in the \$1M-\$2M range and 1 under \$1M.

	February	2018	2017
Median Sales Price		\$2,250,000	\$1,357,500
Monthly Homes Sold		20	20
Avg. Days on Market		124	97
Total Homes Sales Volume		\$52,235,500	\$34,608,500
Avg. Pending / Active		152	175

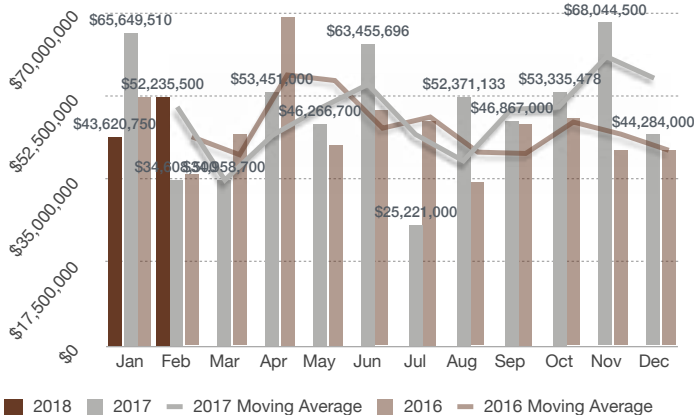
Carmel Homes Sold By Month



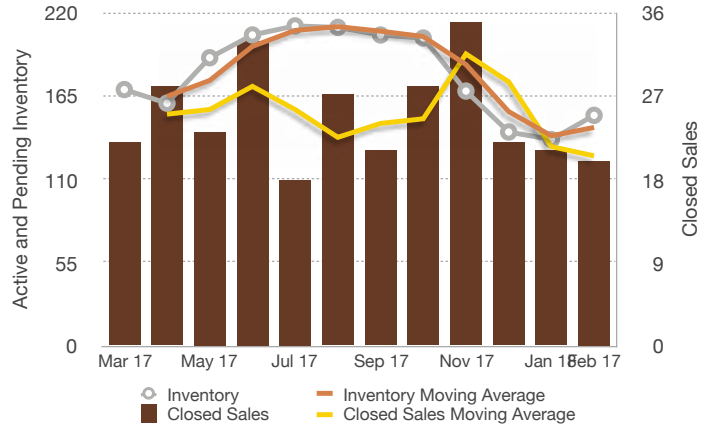
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Mar 17	169	22
Apr 17	160	28
May 17	190	23
Jun 17	205	33
Jul 17	211	18
Aug 17	210	27
Sep 17	205	21
Oct 17	203	28
Nov 17	168	35
Dec 17	141	22
Jan 18	136	21
Feb 17	152	20

Carmel Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	21	29	23
Feb	20	20	19
Mar		22	23
Apr		28	32
May		23	21
Jun		33	28
Jul		18	31
Aug		27	21
Sep		21	27
Oct		28	26
Nov		35	24
Dec		22	26

Carmel Average Days on Market

	2018	2017	2016
Jan	129	116	95
Feb	124	97	88
Mar		117	71
Apr		103	77
May		123	86
Jun		59	93
Jul		43	67
Aug		76	71
Sep		114	59
Oct		105	116
Nov		87	86
Dec		98	80

Carmel Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$1,700,000	\$1,420,000	\$1,595,000
Feb	\$2,250,000	\$1,357,500	\$1,392,500
Mar		\$1,525,000	\$1,120,000
Apr		\$1,407,500	\$1,800,000
May		\$1,550,000	\$1,250,000
Jun		\$1,400,000	\$1,715,000
Jul		\$1,300,000	\$1,265,000
Aug		\$1,525,000	\$1,500,000
Sep		\$2,100,000	\$1,395,000
Oct		\$1,359,500	\$1,337,500
Nov		\$1,515,000	\$1,477,500
Dec		\$1,597,500	\$1,387,500

Carmel Home Sales Dollar Volume

	2018	2017	2016
Jan	\$43,620,750	\$65,649,510	\$52,039,125
Feb	\$52,235,500	\$34,608,500	\$35,700,425
Mar		\$34,958,700	\$44,495,500
Apr		\$53,451,000	\$69,169,000
May		\$46,266,700	\$42,167,625
Jun		\$63,455,696	\$49,178,801
Jul		\$25,221,000	\$46,835,300
Aug		\$52,371,133	\$34,442,538
Sep		\$46,867,000	\$46,284,890
Oct		\$53,335,478	\$47,624,257
Nov		\$68,044,500	\$41,188,000
Dec		\$44,284,000	\$40,871,050

Carmel Active/ Pending Inventory

	2018	2017	2016
Jan	136	170	157
Feb	152	175	164
Mar		169	188
Apr		160	190
May		190	190
Jun		205	195
Jul		211	209
Aug		210	211
Sep		205	219
Oct		203	214
Nov		168	186
Dec		141	182