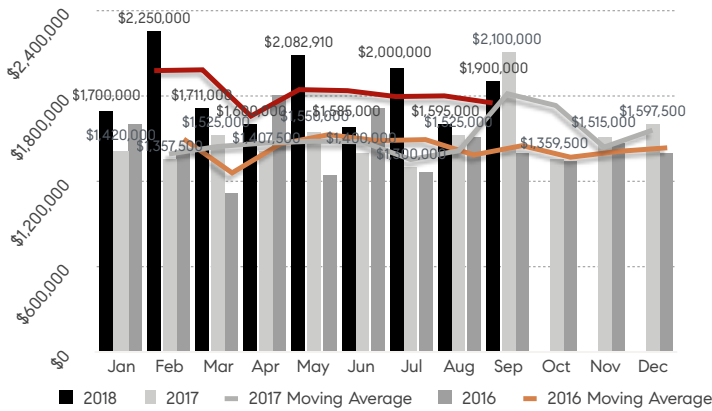


Carmel Market Report

OCTOBER 10, 2018

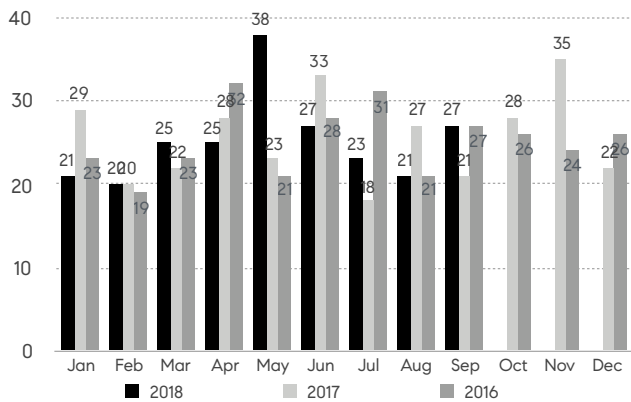
Carmel Median Sale Price 2016-2018



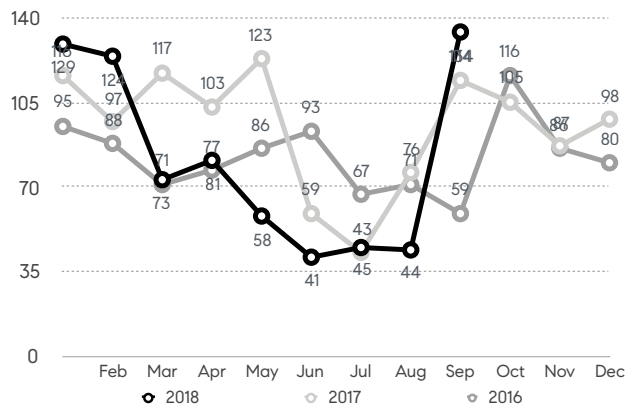
The are strong sales in the Carmel market only constrained by limited inventory. There are currently 29 homes in escrow with 5 at \$5.3M-\$6.8M, 4 in the \$3M range, 5 in the \$2M range and 13 from \$1M-\$2M, and 2 under \$1M.

	September	2018	2017
Median Sales Price		\$1,900,000	\$2,100,000
Monthly Homes Sold		27	21
Avg. Days on Market		134	114
Total Homes Sales Volume		\$77,159,400	\$46,867,000
Avg. Pending / Active Inventory		156	205

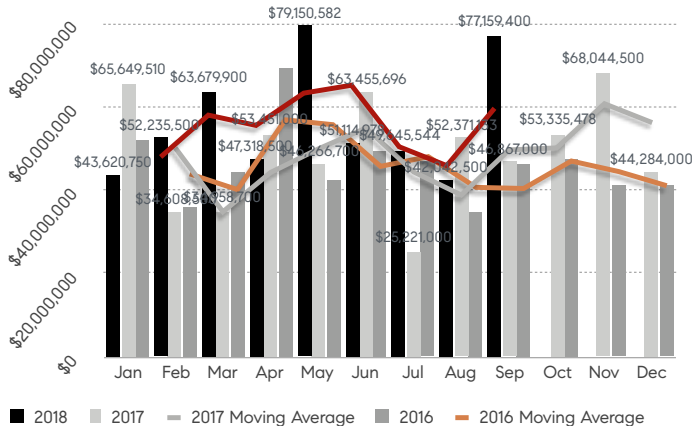
Carmel Homes Sold By Month



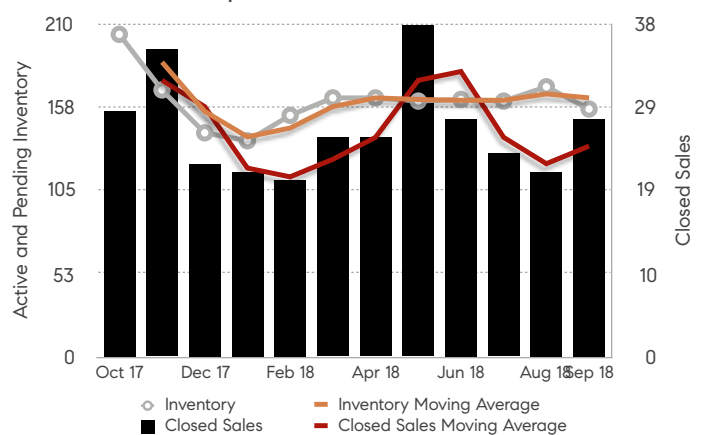
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Oct 17		203
Nov 17		168
Dec 17		141
Jan 18		136
Feb 18		152
Mar 18		163
Apr 18		163
May 18		161
Jun 18		162
Jul 18		161
Aug 18		170
Sep 18		156

Carmel Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	21	29	23
Feb	20	20	19
Mar	25	22	23
Apr	25	28	32
May	38	23	21
Jun	27	33	28
Jul	23	18	31
Aug	21	27	21
Sep	27	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	73	117	71
Apr	81	103	77
May	58	123	86
Jun	41	59	93
Jul	45	43	67
Aug	44	76	71
Sep	134	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	\$1,711,000	\$1,525,000	\$1,120,000
Apr	\$1,600,000	\$1,407,500	\$1,800,000
May	\$2,082,910	\$1,550,000	\$1,250,000
Jun	\$1,585,000	\$1,400,000	\$1,715,000
Jul	\$2,000,000	\$1,300,000	\$1,265,000
Aug	\$1,595,000	\$1,525,000	\$1,500,000
Sep	\$1,900,000	\$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	\$63,679,900	\$34,958,700	\$44,495,500
Apr	\$47,318,500	\$53,451,000	\$69,169,000
May	\$79,150,582	\$46,266,700	\$42,167,625
Jun	\$51,114,978	\$63,455,696	\$49,178,801
Jul	\$49,645,544	\$25,221,000	\$46,835,300
Aug	\$42,042,500	\$52,371,133	\$34,442,538
Sep	\$77,159,400	\$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	163	169	188
Apr	163	160	190
May	161	190	190
Jun	162	205	195
Jul	161	211	209
Aug	170	210	211
Sep	156	205	219
Oct		203	214
Nov		168	186
Dec		141	182