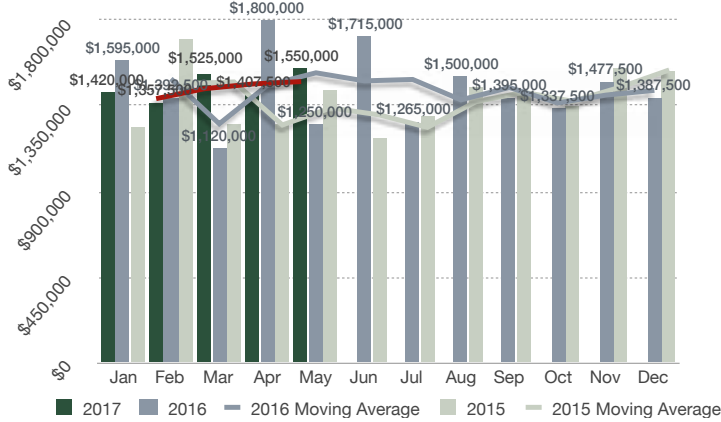


Carmel Market Report

JUNE 9, 2017

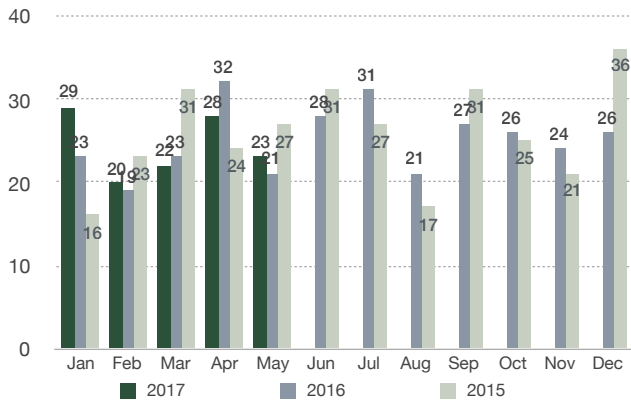
Carmel Median Sale Price 2015-2017



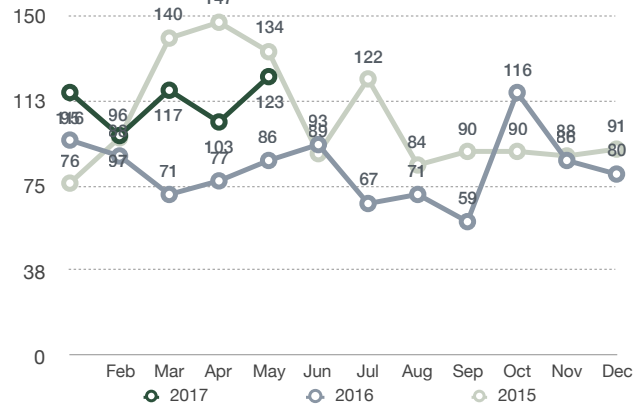
The Carmel market sales remains steady with continued demand. Inventory is selling through around the median price point with a few luxury sales on Scenic. There are currently 42 homes in escrow.

	May	2017	2016
Median Sales Price		\$1,550,000	\$1,250,000
Monthly Homes Sold		23	21
Avg. Days on Market		123	86
Total Homes Sales Volume		\$46,266,700	\$42,167,625
Avg. Pending / Active Inventory		190	190

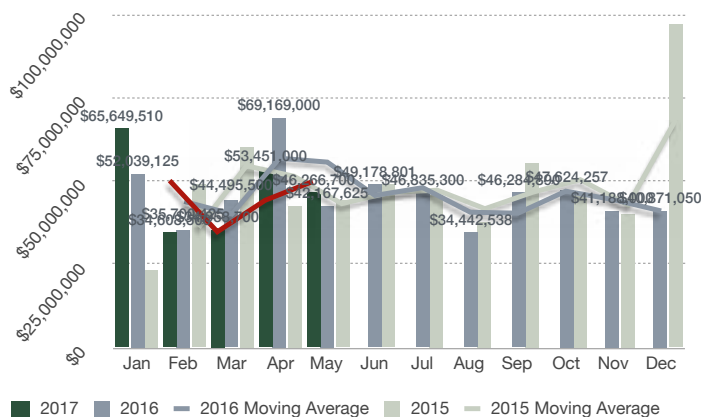
Carmel Homes Sold By Month



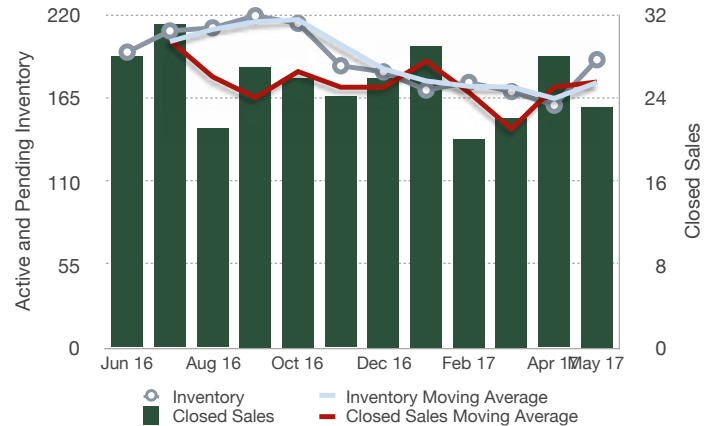
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Jun 16	195	28
Jul 16	209	31
Aug 16	211	21
Sep 16	219	27
Oct 16	214	26
Nov 16	186	24
Dec 16	182	26
Jan 17	170	29
Feb 17	175	20
Mar 17	169	22
Apr 17	160	28
May 17	190	23

Carmel Homes Sold By Month: 2015-2017

	2017	2016	2015
Jan	29	23	16
Feb	20	19	23
Mar	22	23	31
Apr	28	32	24
May	23	21	27
Jun		28	31
Jul		31	27
Aug		21	17
Sep		27	31
Oct		26	25
Nov		24	21
Dec		26	36

Carmel Average Days on Market

	2017	2016	2015
Jan	116	95	76
Feb	97	88	96
Mar	117	71	140
Apr	103	77	147
May	123	86	134
Jun		93	89
Jul		67	122
Aug		71	84
Sep		59	90
Oct		116	90
Nov		86	88
Dec		80	91

Carmel Median Sale Price: 2015-2017

	2017	2016	2015
Jan	\$1,420,000	\$1,595,000	\$1,237,500
Feb	\$1,357,500	\$1,392,500	\$1,700,000
Mar	\$1,525,000	\$1,120,000	\$1,253,000
Apr	\$1,407,500	\$1,800,000	\$1,247,500
May	\$1,550,000	\$1,250,000	\$1,432,000
Jun		\$1,715,000	\$1,175,000
Jul		\$1,265,000	\$1,300,000
Aug		\$1,500,000	\$1,445,000
Sep		\$1,395,000	\$1,400,000
Oct		\$1,337,500	\$1,350,000
Nov		\$1,477,500	\$1,550,000
Dec		\$1,387,500	\$1,530,000

Carmel Home Sales Dollar Volume

	2017	2016	2015
Jan	\$65,649,510	\$52,039,125	\$23,347,000
Feb	\$34,608,500	\$35,700,425	\$48,836,500
Mar	\$34,958,700	\$44,495,500	\$60,269,000
Apr	\$53,451,000	\$69,169,000	\$42,565,339
May	\$46,266,700	\$42,167,625	\$43,873,500
Jun		\$49,178,801	\$49,209,199
Jul		\$46,835,300	\$45,312,067
Aug		\$34,442,538	\$38,075,854
Sep		\$46,284,890	\$55,207,325
Oct		\$47,624,257	\$45,557,500
Nov		\$41,188,000	\$40,037,290
Dec		\$40,871,050	\$96,682,330

Carmel Active/ Pending Inventory

	2017	2016	2015
Jan	170	157	177
Feb	175	164	192
Mar	169	188	190
Apr	160	190	183
May	190	190	185
Jun		195	207
Jul		209	203
Aug		211	213
Sep		219	196
Oct		214	208
Nov		186	190
Dec		182	160