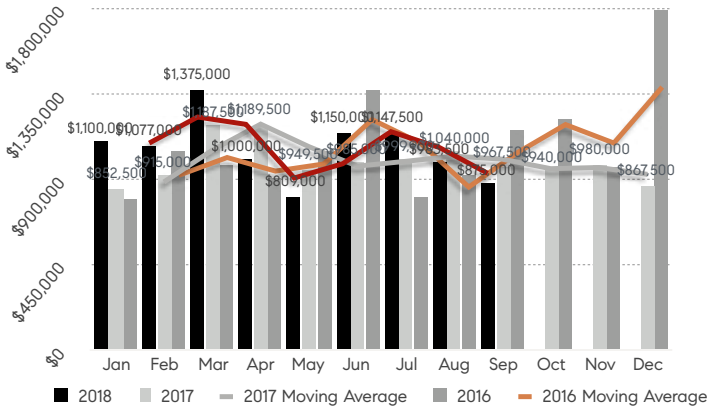


Carmel Valley Market

OCTOBER 10, 2018

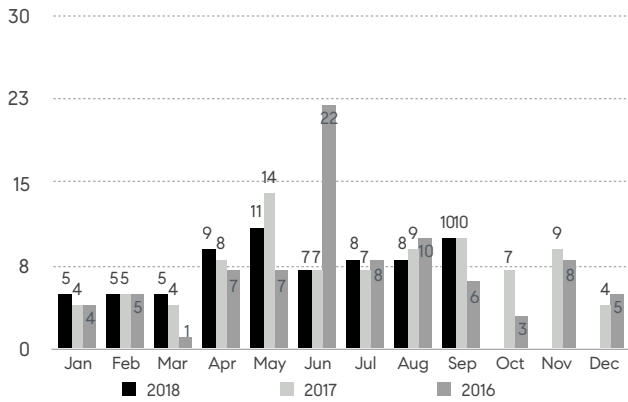
Carmel Valley Median Sale Price 2016-2018



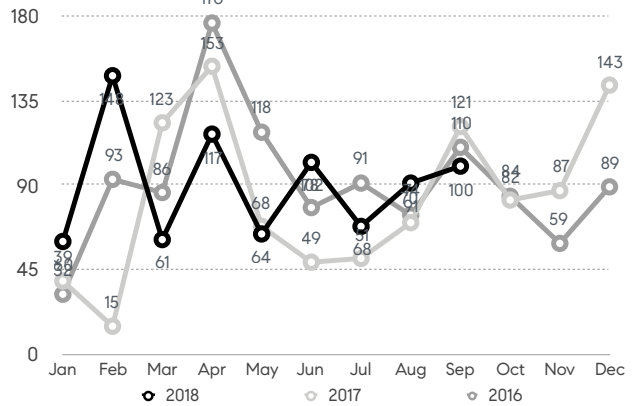
Interest remains high in Carmel Valley for family homes and weekend getaways for second home owners. There are 54 homes for sale. 8 homes are in escrow, 1 at \$2.75M with 3 between \$1.4M-\$1.6M, and 3 between \$900,000-\$1,115,000.

	September	2018	2017
Median Sales Price		\$875,000	\$967,500
Monthly Homes Sold		10	10
Avg. Days on Market		100	121
Total Homes Sales Volume		\$12,459,750	\$10,431,689
Avg. Pending / Active Inventory		61	55

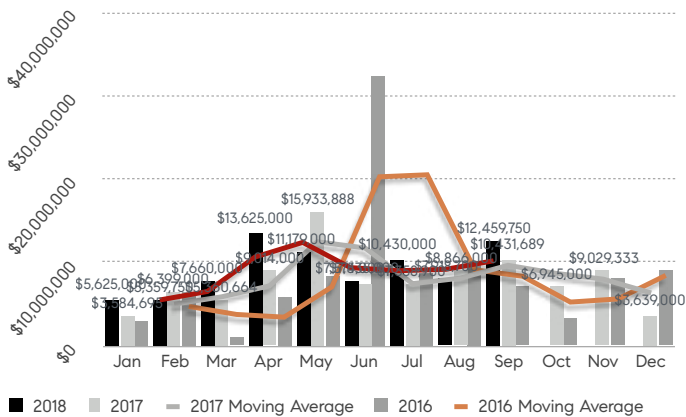
Carmel Valley Homes Sold By Month



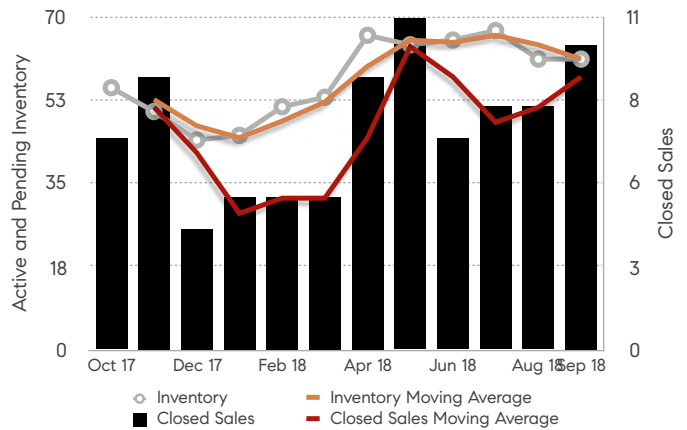
Carmel Valley Average Days on Market



Carmel Valley Home Sales Dollar Volume



Carmel Valley: Active & Pending Inventory Compared with Closed Sales



Carmel Valley

	Inventory	Closed Sales
Oct 17	55	7
Nov 17	50	9
Dec 17	44	4
Jan 18	45	5
Feb 18	51	5
Mar 18	53	5
Apr 18	66	9
May 18	64	11
Jun 18	65	7
Jul 18	67	8
Aug 18	61	8
Sep 18	61	10

Carmel Valley Homes Sold By Month: 2016-2018

	2018	2017	2016
Jan	5	4	4
Feb	5	5	5
Mar	5	4	1
Apr	9	8	7
May	11	14	7
Jun	7	7	22
Jul	8	7	8
Aug	8	9	10
Sep	10	10	6
Oct		7	3
Nov		9	8
Dec		4	5

Carmel Valley Average Days on Market

	2018	2017	2016
Jan	60	39	32
Feb	148	15	93
Mar	61	123	86
Apr	117	153	176
May	64	68	118
Jun	102	49	78
Jul	68	51	91
Aug	91	70	74
Sep	100	121	110
Oct		82	84
Nov		87	59
Dec		143	89

Carmel Valley Median Sale Price: 2016-2018

	2018	2017	2016
Jan	\$1,100,000	\$852,500	\$787,500
Feb	\$1,077,000	\$915,000	\$1,050,000
Mar	\$1,375,000	\$1,187,500	\$975,000
Apr	\$1,000,000	\$1,189,500	\$907,000
May	\$809,000	\$949,500	\$1,050,000
Jun	\$1,150,000	\$985,000	\$1,375,000
Jul	\$1,147,500	\$999,900	\$801,000
Aug	\$983,500	\$1,040,000	\$912,813
Sep	\$875,000	\$967,500	\$1,162,500
Oct		\$940,000	\$1,210,000
Nov		\$980,000	\$967,500
Dec		\$867,500	\$1,800,000

Carmel Valley Home Sales Dollar Volume

	2018	2017	2016
Jan	\$5,625,000	\$3,584,695	\$2,900,000
Feb	\$5,359,750	\$6,399,000	\$6,544,000
Mar	\$7,660,000	\$5,360,664	\$975,000
Apr	\$13,625,000	\$9,014,000	\$5,897,000
May	\$11,179,000	\$15,933,888	\$8,235,000
Jun	\$7,574,000	\$7,535,000	\$32,295,820
Jul	\$10,430,000	\$7,358,900	\$8,719,000
Aug	\$7,918,700	\$8,866,000	\$9,495,625
Sep	\$12,459,750	\$10,431,689	\$7,181,000
Oct		\$6,945,000	\$3,305,000
Nov		\$9,029,333	\$7,936,184
Dec		\$3,639,000	\$8,945,000

Carmel Valley Active/ Pending Inventory

	2018	2017	2016
Jan	45	37	43
Feb	51	38	55
Mar	53	45	66
Apr	66	50	71
May	64	55	70
Jun	65	60	53
Jul	67	60	57
Aug	61	58	50
Sep	61	55	76
Oct		55	56
Nov		50	50
Dec		44	58