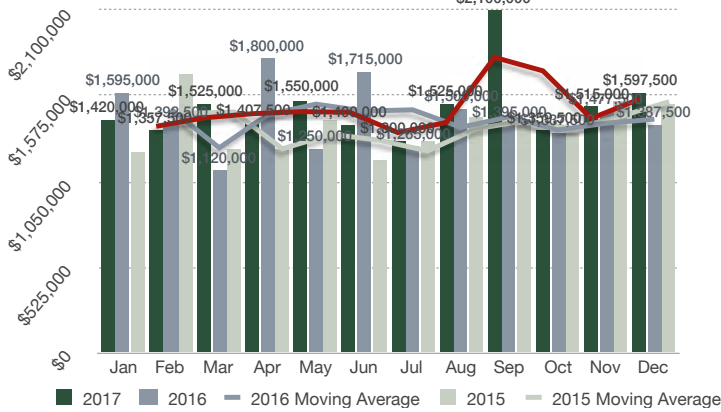


Carmel Market Report

JANUARY 3, 2018

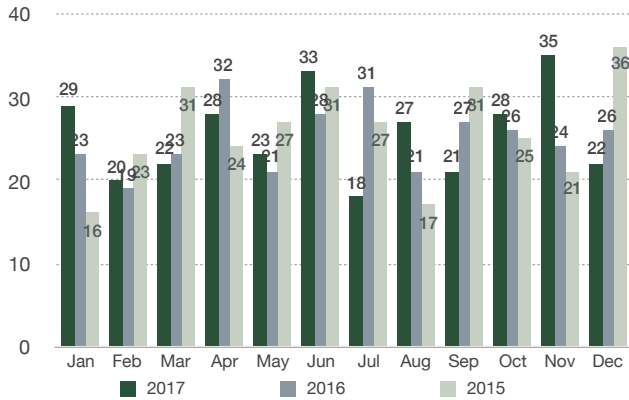
Carmel Median Sale Price 2015-2017



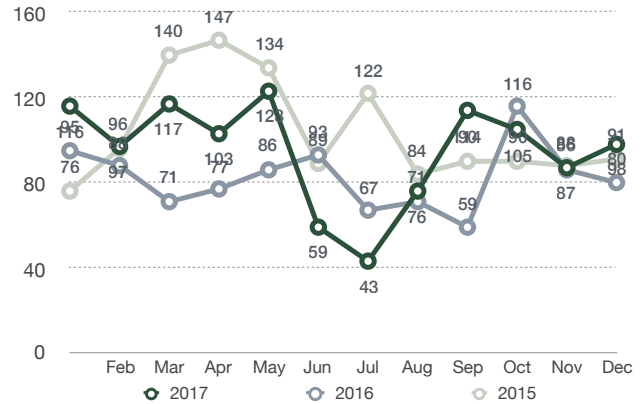
The Carmel market sales remains steady. There are currently 23 homes in escrow with 4 in the \$5M-\$8.5M range, 7 in the \$2M-\$4M range and 11 in the \$1M-\$2M range and 1 under \$1M.

	December	2017	2016
Median Sales Price		\$1,597,500	\$1,387,500
Monthly Homes Sold		22	26
Avg. Days on Market		98	80
Total Homes Sales Volume		\$44,284,000	\$40,871,050
Avg. Pending / Active Inventory		141	182

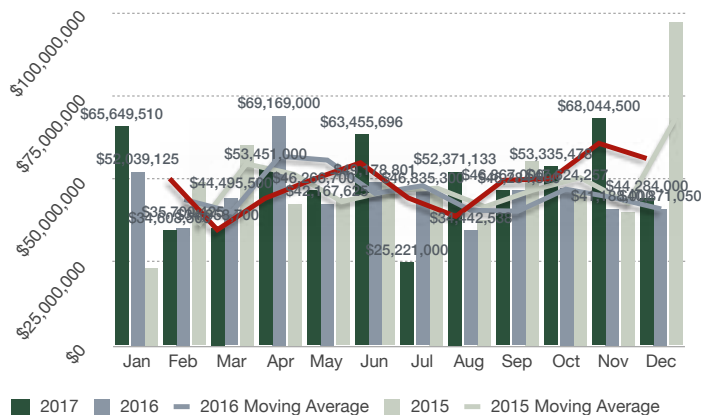
Carmel Homes Sold By Month



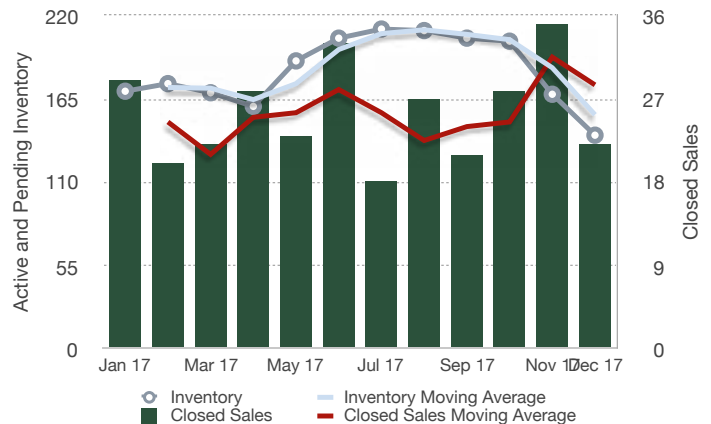
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Jan 17	170	29
Feb 17	175	20
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

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	33	28	31
Jul	18	31	27
Aug	27	21	17
Sep	21	27	31
Oct	28	26	25
Nov	35	24	21
Dec	22	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	59	93	89
Jul	43	67	122
Aug	76	71	84
Sep	114	59	90
Oct	105	116	90
Nov	87	86	88
Dec	98	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	\$1,400,000	\$1,715,000	\$1,175,000
Jul	\$1,300,000	\$1,265,000	\$1,300,000
Aug	\$1,525,000	\$1,500,000	\$1,445,000
Sep	\$2,100,000	\$1,395,000	\$1,400,000
Oct	\$1,359,500	\$1,337,500	\$1,350,000
Nov	\$1,515,000	\$1,477,500	\$1,550,000
Dec	\$1,597,500	\$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	\$63,455,696	\$49,178,801	\$49,209,199
Jul	\$25,221,000	\$46,835,300	\$45,312,067
Aug	\$52,371,133	\$34,442,538	\$38,075,854
Sep	\$46,867,000	\$46,284,890	\$55,207,325
Oct	\$53,335,478	\$47,624,257	\$45,557,500
Nov	\$68,044,500	\$41,188,000	\$40,037,290
Dec	\$44,284,000	\$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	205	195	207
Jul	211	209	203
Aug	210	211	213
Sep	205	219	196
Oct	203	214	208
Nov	168	186	190
Dec	141	182	160