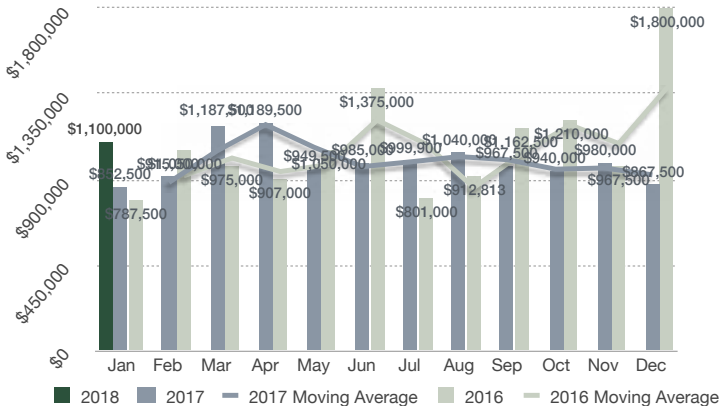


Carmel Valley Report

FEBRUARY 6, 2018

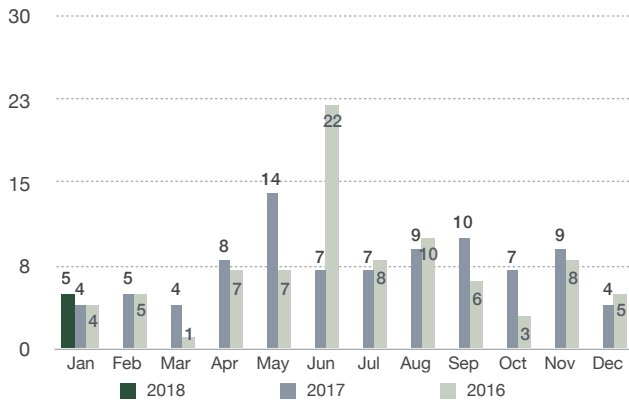
Carmel Valley Median Sale Price 2016-2018



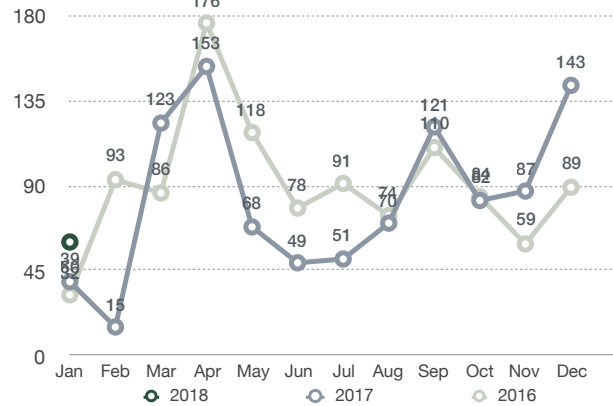
Interest remains high in Carmel Valley for family homes and weekend getaways for second home owners. There are 34 homes for sale. 8 homes are in escrow, with two below \$1M and five between \$1M-\$1.7M and one at \$2,895,000.

| | January | 2018 | 2017 |
|---------------------------------|---------|-------------|-------------|
| Median Sales Price | | \$1,100,000 | \$852,500 |
| Monthly Homes Sold | | 5 | 4 |
| Avg. Days on Market | | 60 | 39 |
| Total Homes Sales Volume | | \$5,625,000 | \$3,584,695 |
| Avg. Pending / Active Inventory | | 45 | 37 |

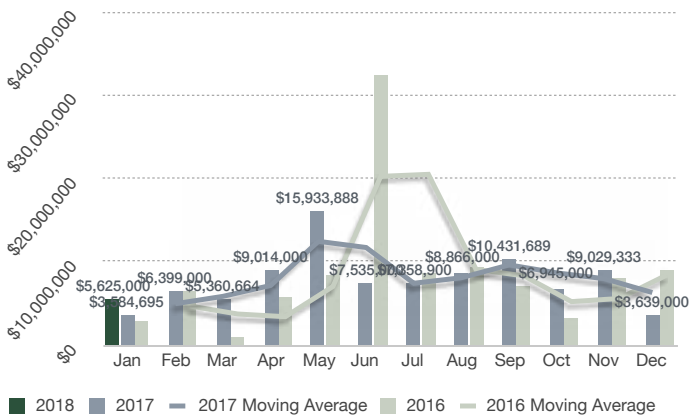
Carmel Valley Homes Sold By Month



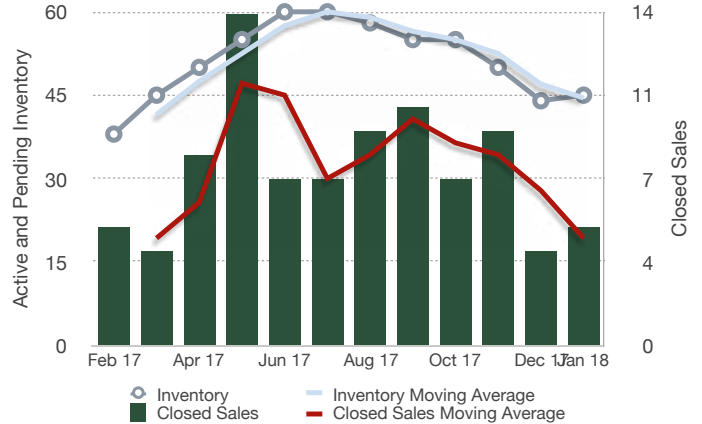
Carmel Valley Average Days on Market



Carmel Valley Home Sales Dollar Volume



Carmel Valley: Active & Pending Inventory Compared with Closed Sales



Carmel Valley

| | Inventory | Closed Sales |
|--------|-----------|--------------|
| Feb 17 | 38 | 5 |
| Mar 17 | 45 | 4 |
| Apr 17 | 50 | 8 |
| May 17 | 55 | 14 |
| Jun 17 | 60 | 7 |
| Jul 17 | 60 | 7 |
| Aug 17 | 58 | 9 |
| Sep 17 | 55 | 10 |
| Oct 17 | 55 | 7 |
| Nov 17 | 50 | 9 |
| Dec 17 | 44 | 4 |
| Jan 18 | 45 | 5 |

Carmel Valley Homes Sold By Month

| | 2018 | 2017 | 2016 |
|-----|------|------|------|
| Jan | 5 | 4 | 4 |
| Feb | | 5 | 5 |
| Mar | | 4 | 1 |
| Apr | | 8 | 7 |
| May | | 14 | 7 |
| Jun | | 7 | 22 |
| Jul | | 7 | 8 |
| Aug | | 9 | 10 |
| Sep | | 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 | | 15 | 93 |
| Mar | | 123 | 86 |
| Apr | | 153 | 176 |
| May | | 68 | 118 |
| Jun | | 49 | 78 |
| Jul | | 51 | 91 |
| Aug | | 70 | 74 |
| Sep | | 121 | 110 |
| Oct | | 82 | 84 |
| Nov | | 87 | 59 |
| Dec | | 143 | 89 |

Carmel Valley Median Sale Price: 2015-2017

| | 2018 | 2017 | 2016 |
|-----|-------------|-------------|-------------|
| Jan | \$1,100,000 | \$852,500 | \$787,500 |
| Feb | | \$915,000 | \$1,050,000 |
| Mar | | \$1,187,500 | \$975,000 |
| Apr | | \$1,189,500 | \$907,000 |
| May | | \$949,500 | \$1,050,000 |
| Jun | | \$985,000 | \$1,375,000 |
| Jul | | \$999,900 | \$801,000 |
| Aug | | \$1,040,000 | \$912,813 |
| Sep | | \$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 | | \$6,399,000 | \$6,544,000 |
| Mar | | \$5,360,664 | \$975,000 |
| Apr | | \$9,014,000 | \$5,897,000 |
| May | | \$15,933,888 | \$8,235,000 |
| Jun | | \$7,535,000 | \$32,295,820 |
| Jul | | \$7,358,900 | \$8,719,000 |
| Aug | | \$8,866,000 | \$9,495,625 |
| Sep | | \$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 | | 38 | 55 |
| Mar | | 45 | 66 |
| Apr | | 50 | 71 |
| May | | 55 | 70 |
| Jun | | 60 | 53 |
| Jul | | 60 | 57 |
| Aug | | 58 | 50 |
| Sep | | 55 | 76 |
| Oct | | 55 | 56 |
| Nov | | 50 | 50 |
| Dec | | 44 | 58 |