

MARKET ACTION REPORT

July 2016

City: Carmel, Carmel By The Sea, Carmel Highlands



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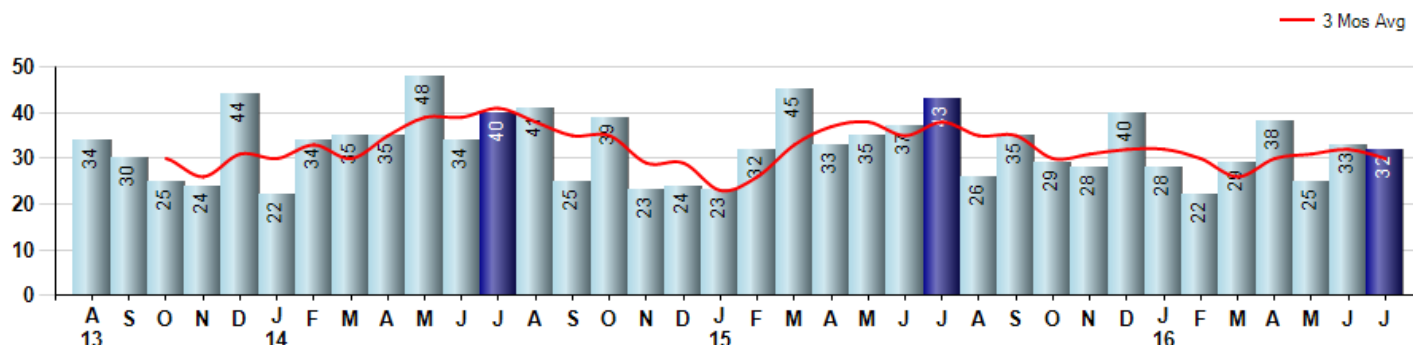
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,295,000	↑		↑				
Average List Price of all Current Listings	\$3,149,063	↔		↑				
July Median Sales Price	\$1,195,000	↓	↓	↑	↔	\$1,235,000	↑	↑
July Average Sales Price	\$1,449,322	↓	↓	↑	↓	\$1,657,664	↑	↑
Total Properties Currently for Sale (Inventory)	172	↔		↓				
July Number of Properties Sold	32	↓		↓		207	↓	
July Average Days on Market (Solds)	63	↓	↓	↓	↓	79	↓	↓
Asking Price per Square Foot (based on New Listings)	\$925	↓	↓	↑	↑	\$965	↑	↑
July Sold Price per Square Foot	\$755	↑	↓	↑	↑	\$829	↑	↑
July Month's Supply of Inventory	5.4	↑	↓	↑	↔	5.5	↑	↔
July Sale Price vs List Price Ratio	96.7%	↑	↑	↑	↑	94.0%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

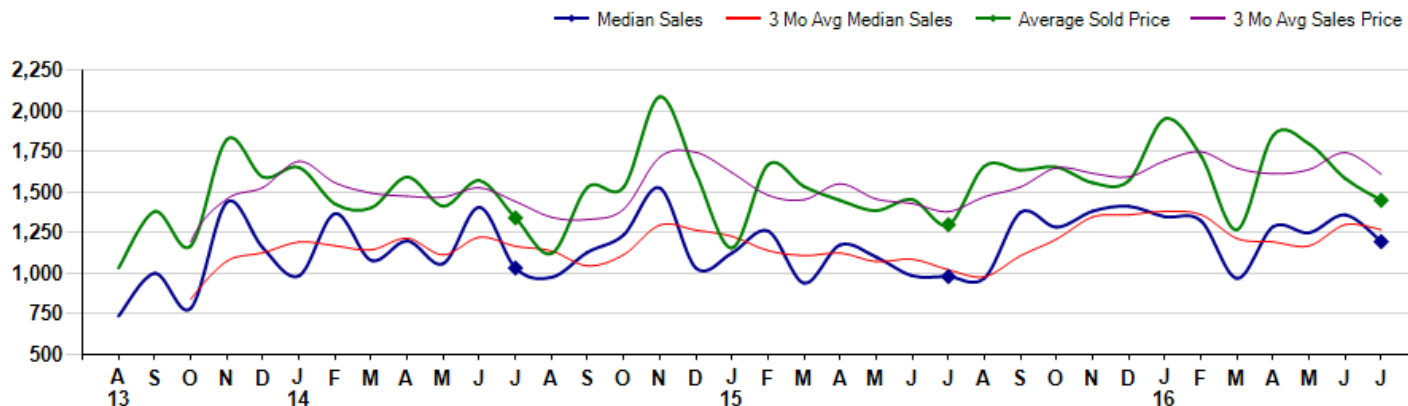
July Property sales were 32, down -25.6% from 43 in July of 2015 and -3.0% lower than the 33 sales last month. July 2016 sales were at their lowest level compared to July of 2015 and 2014. July YTD sales of 207 are running -16.5% behind last year's year-to-date sales of 248.



Prices

The Median Sales Price in July was \$1,195,000, up 21.9% from \$980,000 in July of 2015 and down -12.1% from \$1,360,000 last month. The Average Sales Price in July was \$1,449,322, up 11.5% from \$1,299,604 in July of 2015 and down -8.5% from \$1,583,661 last month. July 2016 ASP was at highest level compared to July of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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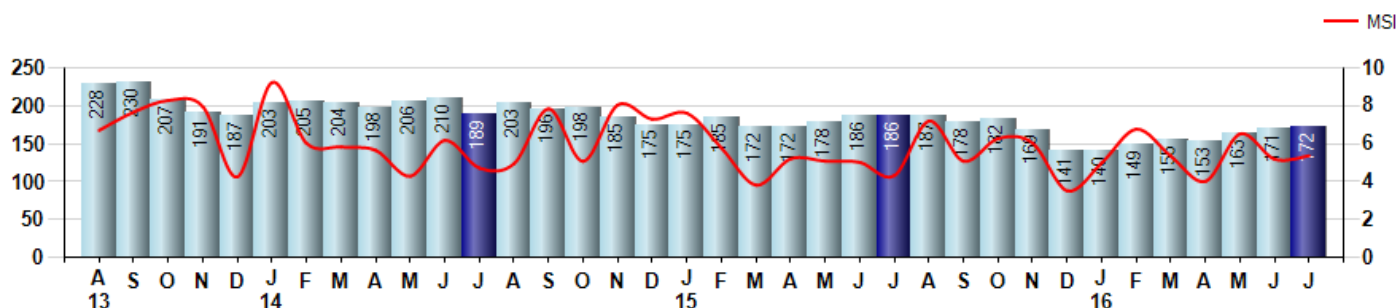
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 172, up 0.6% from 171 last month and down -7.5% from 186 in July of last year. July 2016 Inventory was at the lowest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 5.4 months was at its highest level compared with July of 2015 and 2014.

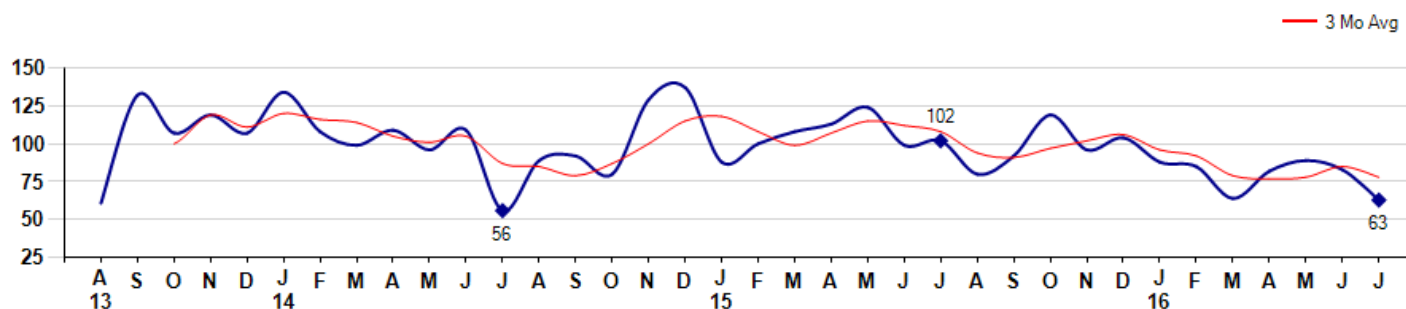
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 63, down -24.1% from 83 days last month and down -38.2% from 102 days in July of last year. The July 2016 DOM was at a mid range compared with July of 2015 and 2014.

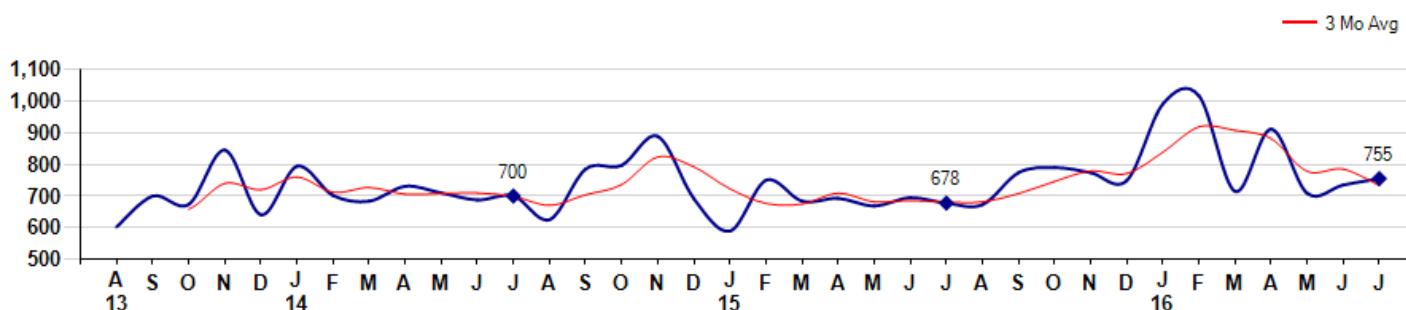
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2016 Selling Price per Square Foot of \$755 was up 2.7% from \$735 last month and up 11.4% from \$678 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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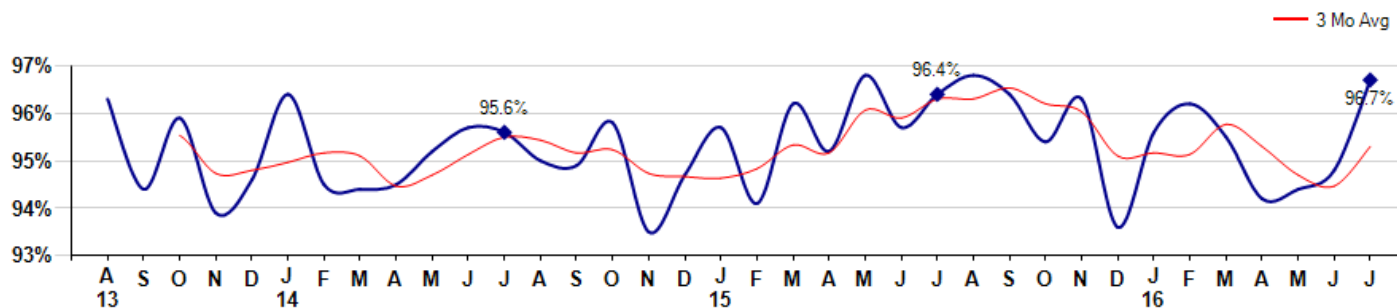
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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2016 Selling Price vs List Price of 96.7% was up from 94.8% last month and up from 96.4% in July of last year.

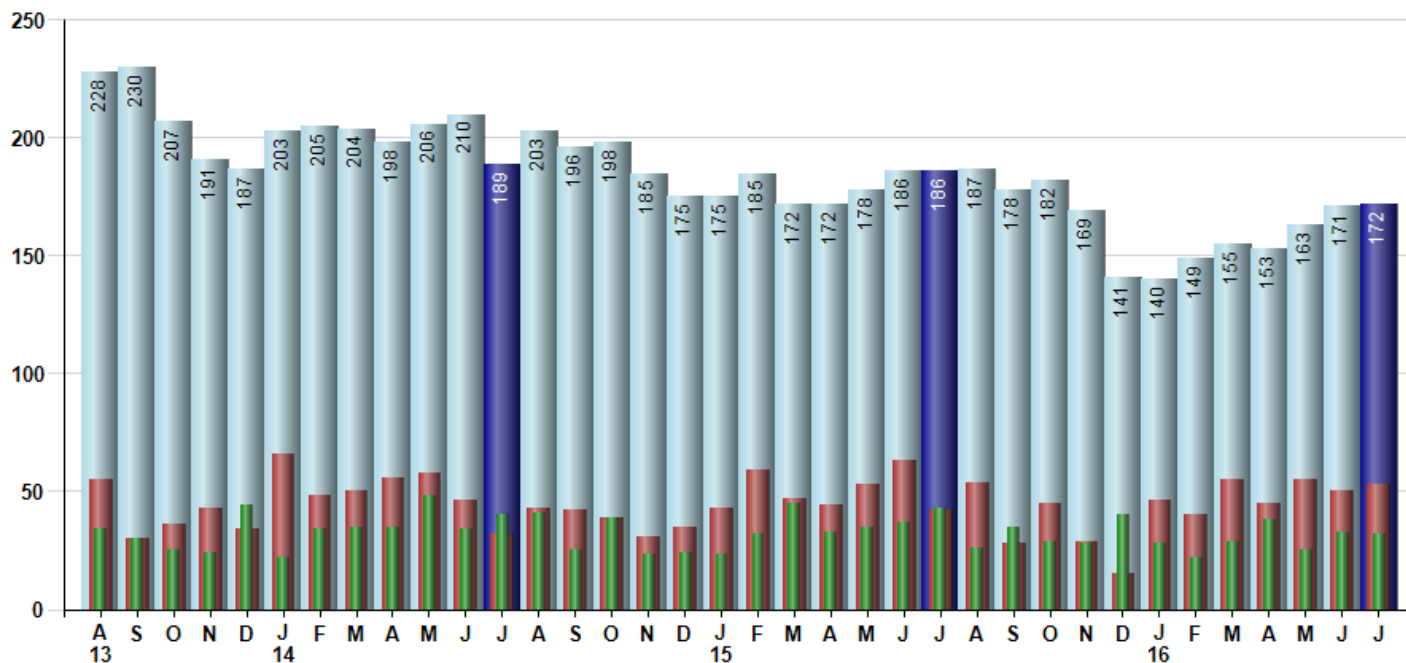
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2016 was 53, up 6.0% from 50 last month and up 26.2% from 42 in July of last year.

Inventory NewListings Sold



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	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Homes Sold	34	30	25	24	44	22	34	35	35	48	34	40	41	25	39	23	24	23	32	45	33	35	37	43	26	35	29	28	40	28	22	29	38	25	33	32
3 Mo. Roll Avg			30	26	31	30	33	30	35	39	39	41	38	35	35	29	29	23	26	33	37	38	35	38	35	35	30	31	32	32	30	26	30	31	32	30

	(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Median Sale Price	737	1,000	785	1,438	1,156	985	1,368	1,080	1,200	1,060	1,406	1,033	975	1,130	1,237	1,525	1,034	1,125	1,260	940	1,175	1,100	985	980	971	1,375	1,284	1,383	1,413	1,349	1,323	969	1,288	1,250	1,360	1,195	
3 Mo. Roll Avg			841	1,074	1,126	1,193	1,170	1,144	1,216	1,113	1,222	1,166	1,138	1,046	1,114	1,297	1,265	1,228	1,140	1,108	1,125	1,072	1,087	1,022	979	1,109	1,210	1,347	1,360	1,381	1,361	1,214	1,193	1,169	1,299	1,268	

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Inventory	228	230	207	191	187	203	205	204	198	206	210	189	203	196	198	185	175	175	185	172	172	178	186	186	187	178	182	169	141	140	149	155	153	163	171	172
MSI	7	8	8	8	4	9	6	6	6	4	6	5	5	8	5	8	7	8	6	4	5	5	5	4	7	5	6	6	4	5	7	5	4	7	5	5

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Days On Market	61	132	107	119	107	134	108	99	109	96	109	56	89	92	80	129	137	88	100	108	113	124	99	102	80	92	119	96	104	88	85	64	82	89	83	63
3 Mo. Roll Avg			100	119	111	120	116	114	105	101	105	87	85	79	87	100	115	118	108	99	107	115	112	108	94	91	97	102	106	96	92	79	77	78	85	78

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Price per Sq Ft	603	700	674	845	641	794	702	684	731	710	688	700	626	785	797	888	692	590	750	684	693	669	695	678	673	774	790	774	749	990	1,016	715	911	709	735	755
3 Mo. Roll Avg			659	740	720	760	712	727	706	708	710	699	671	704	736	823	792	723	677	675	709	682	686	681	682	708	746	779	771	838	918	907	881	778	785	733

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Sale to List Price	0.963	0.944	0.959	0.939	0.946	0.964	0.945	0.944	0.945	0.952	0.957	0.956	0.950	0.949	0.958	0.935	0.947	0.957	0.941	0.962	0.952	0.968	0.957	0.964	0.968	0.964	0.954	0.963	0.936	0.956	0.962	0.955	0.942	0.944	0.948	0.967
3 Mo. Roll Avg			0.955	0.947	0.948	0.950	0.952	0.951	0.945	0.947	0.951	0.955	0.954	0.952	0.952	0.947	0.947	0.946	0.948	0.953	0.952	0.961	0.959	0.963	0.963	0.965	0.962	0.960	0.951	0.952	0.951	0.958	0.953	0.947	0.945	0.953

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
New Listings	55	30	36	43	34	66	48	50	56	58	46	32	43	42	39	31	35	43	59	47	44	53	63	42	54	28	45	29	15	46	40	55	45	55	50	53
Inventory	228	230	207	191	187	203	205	204	198	206	210	189	203	196	198	185	175	175	185	172	172	178	186	186	187	178	182	169	141	140	149	155	153	163	171	172
Sales	34	30	25	24	44	22	34	35	35	48	34	40	41	25	39	23	24	23	32	45	33	35	37	43	26	35	29	28	40	28	22	29	38	25	33	32

	(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Avg Sale Price	1,033	1,380	1,169	1,824	1,593	1,652	1,427	1,403	1,593	1,414	1,571	1,341	1,123	1,529	1,530	2,087	1,617	1,156	1,668	1,535	1,449	1,386	1,454	1,300	1,660	1,635	1,654	1,558	1,570	1,951	1,723	1,269	1,849	1,797	1,584	1,449	
3 Mo. Roll Avg			1,194	1,458	1,528	1,690	1,557	1,494	1,474	1,470	1,526	1,442	1,345	1,331	1,394	1,716	1,745	1,620	1,481	1,453	1,551	1,457	1,430	1,380	1,471	1,531	1,649	1,615	1,594	1,693	1,748	1,648	1,614	1,638	1,743	1,610	

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