

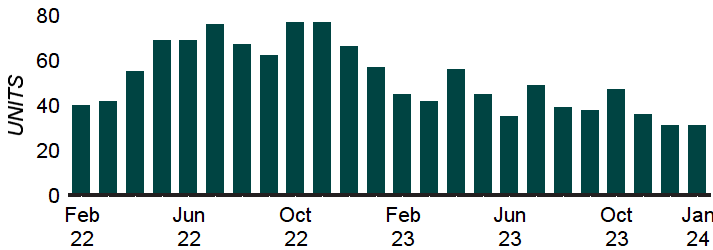
JANUARY 2024 MARKET REPORT

Carmel
Single Family

| | January 2024 | CHANGE FROM December 2023 | CHANGE FROM January 2023 |
|------------------------|--------------|---------------------------|--------------------------|
| MEDIAN SALE PRICE | \$419,000 | ▼ -14.10% | ▲ 15.70% |
| AVERAGE SALE PRICE | \$447,289 | ▼ -5.60% | ▲ 11.20% |
| UNITS SOLD | 19 | ▲ 90.00% | ▼ -24.00% |
| AVERAGE DAYS ON MARKET | 67 | ▲ 31.40% | ▲ 6.30% |
| % OF SALES PRICE | 98.24 | ▼ -0.80% | ▼ -1.80% |
| UNITS FOR SALE | 31 | ▼ -3.10% | ▼ -45.60% |
| MONTHS OF INVENTORY | 1.60 | ▼ -50.00% | ▼ -30.40% |

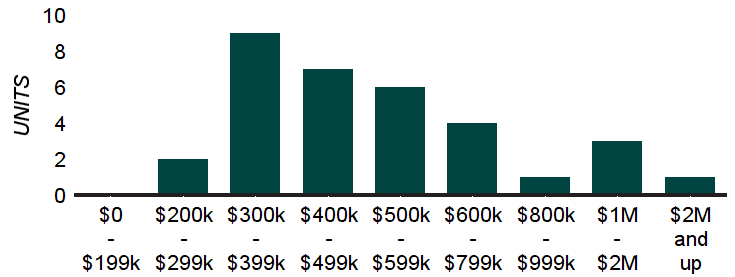
HOMES FOR SALE

Number of homes listed for sale, end of month



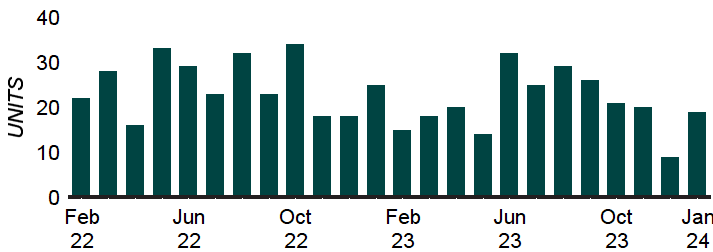
HOMES FOR SALE BY PRICE RANGE

Number of homes listed for sale at the end of month



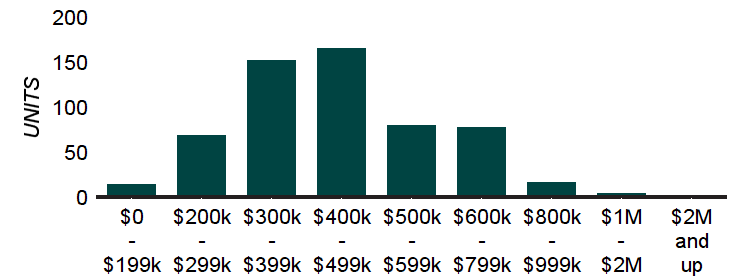
HOMES SOLD

Number of homes sold



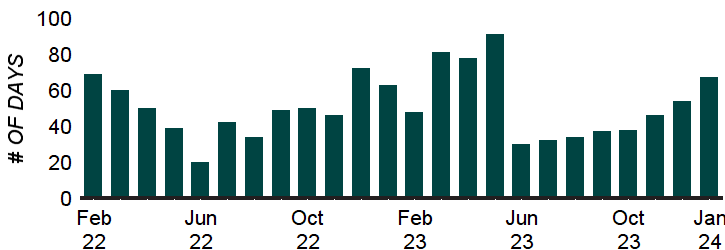
HOMES SOLD BY PRICE RANGE

Number of homes sold in the previous two years



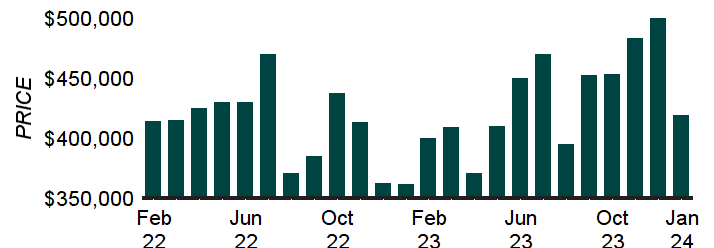
DAYS ON MARKET - SOLDS

Average days on market for all homes sold



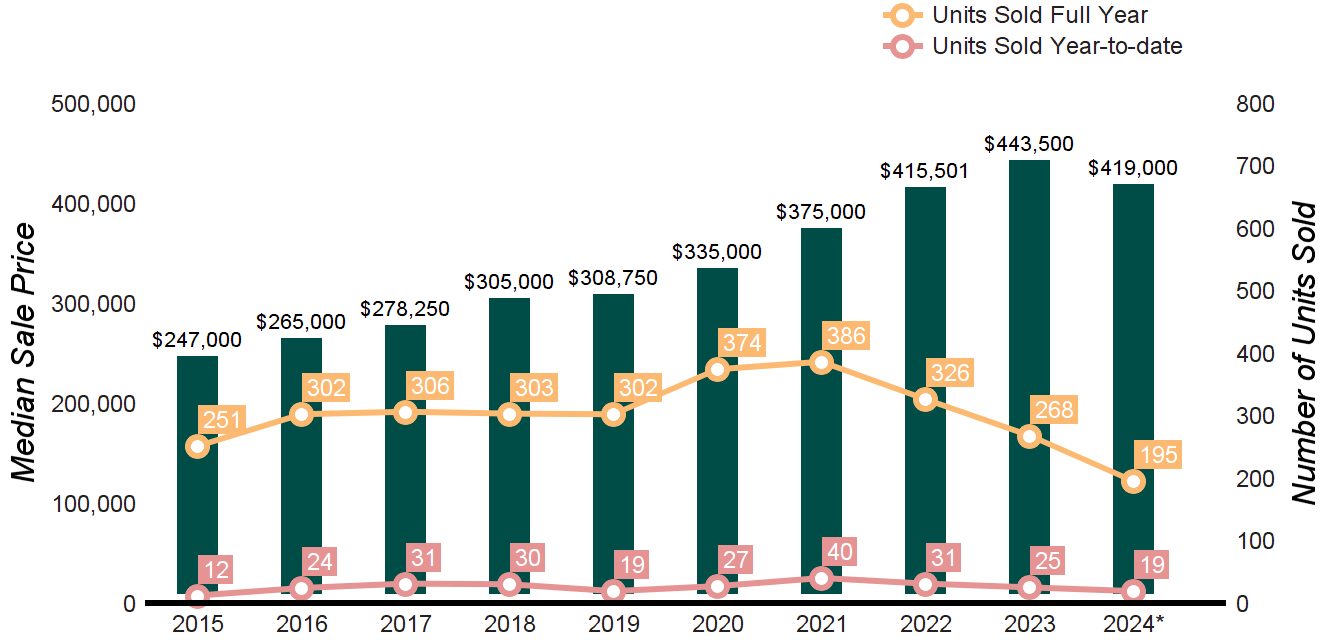
MEDIAN SALE PRICE

Price of the "middle" homes sold - an equal number of sales were above AND below this price



TEN-YEAR MARKET HISTORY

Carmel
Single Family



| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024* |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| UNITS SOLD | 251 | 302 | 306 | 303 | 302 | 374 | 386 | 326 | 268 | 195 |
| | ▲ 20% | ▲ 20% | ▲ 1% | ▼ 1% | 0% | ▲ 24% | ▲ 3% | ▼ 16% | ▼ 18% | ▼ 27% |
| MEDIAN SOLD PRICE | \$247,000 | \$265,000 | \$278,250 | \$305,000 | \$308,750 | \$335,000 | \$375,000 | \$415,501 | \$443,500 | \$419,000 |
| | ▼ 2% | ▲ 7% | ▲ 5% | ▲ 10% | ▲ 1% | ▲ 9% | ▲ 12% | ▲ 11% | ▲ 7% | ▼ 6% |