



LANDMARK SALE IN CARMEL

Carmel Realty Company is proud to set another landmark sale on the Monterey Peninsula with the sale of the iconic Butterfly House on Scenic Road for \$29,000,000. This is the highest sale on record in Carmel proper.

Selling magnificent estates like The Butterfly House, takes a very sophisticated approach with a unique ability for storytelling and very strategic marketing efforts. One of the most elegant and compelling marketing pieces created by Carmel Realty was a world-class estate film executed in collaboration with Goldeneye Media of Melbourne, Australia, The Butterfly House. This film and several other marketing pieces by Carmel Realty illustrated how elegantly this home was designed to live in its extraordinary natural setting. The world-famous Butterfly House is acclaimed for its exceptional design and prime positioning on Carmel Point and has been featured in Architectural Digest 100, A Century of Style.

Shelly Mitchell Lynch represented the sellers, Kevin, and Hannah Comolli, in this iconic sale. “While we are not at liberty to discuss details of the transaction, I can say that it requires experience, extraordinary ability, and a different approach to selling these exquisite homes that are really pieces of art, where the pricing is often subjective and a matter of timing. Shelly and her Carmel Realty team so professionally brought the Butterfly to life, showcasing how the home fits so beautifully in its natural setting. The homes balance and longevity and connection to nature has enriched our lives forever and, while bittersweet, we are delighted to pass the legacy to the new owner”, says Kevin Comolli.

“I could not be more proud to have represented the sale of this iconic property and its very special owners. The Comolli’s exceptional taste and commitment to quality has helped restore a piece of Carmel’s architectural history for generations to come. I will be forever grateful to them every time I pass this beautiful home.” says listing agent and Carmel Realty Company Broker, Shelly Mitchell Lynch.

“Our team proved once again that experience, insight, and intelligent marketing is essential to properly communicate the value of these exceptional properties. Every step is strategic; Carmel Realty’s standard of elevated representation makes the difference,” says Shelly Mitchell Lynch who was just ranked #1 agent in sales volume on the Monterey Peninsula and #41 in the United States by RealTrends and as recognized by Wall Street Journal in 2022.

Shelly Mitchell Lynch and Carmel Realty Company have now represented the highest priced sale in Carmel Proper with the Butterfly sale at \$29M; Pebble Beach with the sale of Cypress Manor in February 2022 for \$36.5M; Carmel-by-the-Sea with the sale of 10 Carmel Way for \$27M in 2015 and held the previous record in Big Sur with the sale of a coastal estate for \$23.25M in 2021.

Carmel Realty Company has solidified their market share dominance year over year having sold these high-end homes more than any other brokerage on the Monterey Peninsula. Carmel Realty Company has represented 28 Buyers and Sellers on homes over \$20M in the last 10 years alone. With 81 agents, collaboration and knowledge are what set this company apart from the competition. Carmel Realty Company understands the intricacies of selling high-end homes and the luxury lifestyle. They are committed to representing their buyers and sellers for a memorable and trusted experience that no other company on the Monterey Peninsula can match.

ABOUT CARMEL REALTY COMPANY:

Carmel Realty Company is the oldest real estate firm on the Monterey Peninsula. Independently owned, Carmel Realty connects to the world as Board of Regent’s member of Who’s Who in Luxury Real Estate. The company focuses exclusively on high-end real estate. In addition to being the leader in the luxury real estate market, Carmel Realty Company is the market leader in luxury vacation rentals and estate management, managing short and long-term rental homes. The company leverages the personal insight and skill of its agents with industry-leading technology and a world-class marketing team.

FOR INQUIRIES PLEASE CONTACT JENNIFER HENRY 831.574.5476
Dolores South of Seventh ■ P.O. Drawer C ■ Carmel-by-the-Sea ■ California, 93921
OFFICE: 831.622.1000 ■ FAX: 831.624.7338 ■ www.CarmelRealtyCompany.com