**Carmel Valley Highlights**

**Units of Sale** - In 2011 there were 128 sales as compared to 133 in 2010, a decrease of 3.8%

**Inventory** - 2011 Year-end inventory of homes for sale was 70 compared to year-end inventory in 2010 of 106

**Days on Market** - DOM in December of 2011 was 139 compared to 116 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 93.3% as compared to 93.5% in December 2010

**Summary** Carmel Valley sales of single family residences are maintaining the same pace as in 2010. Due to a continuing number of foreclosed properties, the market is still under price pressure. The positive news is the reduction in inventory from a high of 158 homes in Julyof2010 to just 70 homes in December of 2011.