**Pebble Beach Highlights**

**Units of Sale** - In 2011 there were 82 sales as compared to 75 in 2010, an increase of 9.3%

**Inventory** - 2011 Year-end inventory of homes for sale was 88 compared to year-end inventory in 2010 of 96

**Days on Market** - DOM in December of 2011 was 182 compared to 285 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 97.1% as compared to 91.6% in December 2010

**Summary** The Pebble Beach market continues to be dominated by lower priced sales. Of the 82 sales in 2011, only 22 were above $2,000,000, while 38 sales were under $1,000,000. This disconnect in the market is even more graphic when considering there are 32 homes actively on the market for over $3,000,000. Until the luxury buyer returns to the marketplace, high end homes will continue to be under severe price pressure.