**Carmel Highlands Highlights**

**Units of Sale** - In 2011 there were 11 sales as compared to 13 in 2010, a decrease of 15.4%

**Inventory** - 2011 Year-end inventory of homes for sale was 23 compared to year-end inventory in 2010 of 33

**Days on Market** - DOM in December of 2011 was 266 compared to 196 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 98.4% as compared to 77.7% in December 2010

**Summary** The Carmel Highlands marketplace is experiencing a lack of buyers in the high end luxury area. This disconnect is apparent with only 2 sales in 2011 for over $2,000,000, yet of the 23 active listings, 10 are being offered for over $3,000,000. Until luxury buyers return to the market, sellers will be under pressure to make concessions in their offering prices.