**Pacific Grove Highlights**

**Units of Sale** - In 2011 there were 148 sales as compared to 129 in 2010, an increase of 14.7%

**Inventory** - 2011 Year-end inventory of homes for sale was 84 compared to year- end inventory in 2010 of 87

**Days on Market** - DOM in December of 2011 were 62 compared to 104 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 93.6% as compared to 96.2% in December 2010

**Summary** Pacific Grove is showing signs of entering a more stable and balanced market. 2011 Sales have increased over the past two years and the inventory is slowly decreasing. The days on market are also improving as sellers are able to close escrows faster than in the previous years. The year 2012 should reflect a more positive marketplace as we work our way through the real estate cycle.