**Monterey Highlights**

**Units of Sale** - In 2011 there were 150 sales as compared to 118 in 2010, an increase of 27.1%

**Inventory** - 2011 Year-end inventory of homes for sale was 50 compared to year-end inventory in 2010 of 95

**Days on Market** - DOM in December of 2011 was 89 compared to 81 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 98.0% as compared to 95.5% in December 2010

**Summary** The number of Monterey sales has improved considerably over 2010. There continues to be price pressures due to foreclosure sales and short sales but the trends are in the right direction, more sales and a significant decrease in inventory. With a return to a balanced inventory, 2012 should be the year prices begin to show a firmer trend.