**Carmel Highlights**

**Units of Sale** - In 2011 there were 204 sales as compared to 167 in 2010, an increase of 22.2%

**Inventory** - 2011 Year-end inventory of homes for sale was 144 compared to year-end inventory in 2010 of 149

**Days on Market** - DOM in December of 2011 was 154 compared to 163 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 92.1% as compared to 92.6% in December 2010

**Summary -** The Carmel marketplace has historically been a leading indicator on the Monterey Peninsula. This has been true for the last 6 real estate cycles and the data is again showing Carmel the first to bottom out in this current cycle. Declines in price have moderated and 2012 may show the stability and consistency required for a turnaround.