**Big Sur Highlights**

**Units of Sale** - In 2011 there were 8 sales as compared to 5 in 2010, an increase of 60%

**Inventory** - 2011 Year-end inventory of homes for sale was 34 compared to year-end inventory in 2010 of 46

**Days on Market** - DOM in December of 2011 was 333 compared to approximately 325 in December 2010

**Sale % of List** - December 2011 Selling Price vs Original List Price was 85.8% as compared to approximately 80% in December 2010

**Summary -** Over the past 6 years Big Sur residences and land have decreased in value by as much as 45%-50%. The real estate bubble peaked in 2005 and buyers have been reluctant to enter a depreciating market. On a positive note, many sellers have come to terms with the market and have made considerable price concessions. We also are seeing more buyers in the current market and the sentiment seems to be much more upbeat. 2012 May be the year when we again see healthy activity in Big Sur.