January, 2012

Dear Clients and Friends:

I am pleased once again to present to you our comprehensive 2011 Year End Review for the Monterey Peninsula real estate marketplace. It is our hope that you use this analysis as a personal reference for you and your clientele. Our past experience has shown the need for such a ready source of current real estate information and we look forward to your feedback.

We have also placed the Year End Review online at [www.theheinrichteam.com/blog/2011Review](http://www.theheinrichteam.com/blog/2011Review). You may wish to forward the Report to clients and associates.

I want to direct your attention to the Appendix “Resources for Following the Market.” If you need ongoing updated market information we can assist you in taking the easy steps.

From all of us at the Heinrich Team, we wish you the very best in 2012.

Warm regards,

Ben and Carole



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