



Greetings!

I hope you had a wonderful holiday season and are ready for a great year in 2012- I am!

To bring you up to date on our area Real Estate Market I have enclosed statistic graphs for the 2011 year end for the Carson Valley. These will cover the activity trends for the last 24 months to include *Average Price Per Square Foot, Supply and Demand* and *Months' Supply of Inventory*. You can also look at these figures in much more detail on my website: <http://www.dianebarstsch.com>

Average Price Per Square Foot: An average decrease of 9.7 percent hovering in the \$120-\$125 range overall for most of 2011 with a slight rise in value in December. This value is for closed sales.

Months' Supply of Inventory: I see a significant reduction here-the lowest number of homes in this 24 month period with 249 homes listed for sale in December 2011 compared to 339 in December 2010 and 374 in December 2009.

Supply and Demand: These stats look healthier than ever with inventory down and pending sales up. Actual closed sales have been averaging around 41/mo with a couple of spikes near 60 in July, August and October of 2011. Currently Days on Market average for closed sales is at approx. 5 months.

By the way-Please remember that my business is referral based and I am never too busy to help your family or friends who may be interested in buying or selling!

Best regards,

*Diane Barstsch*

**RE/MAX** Realty Affiliates

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