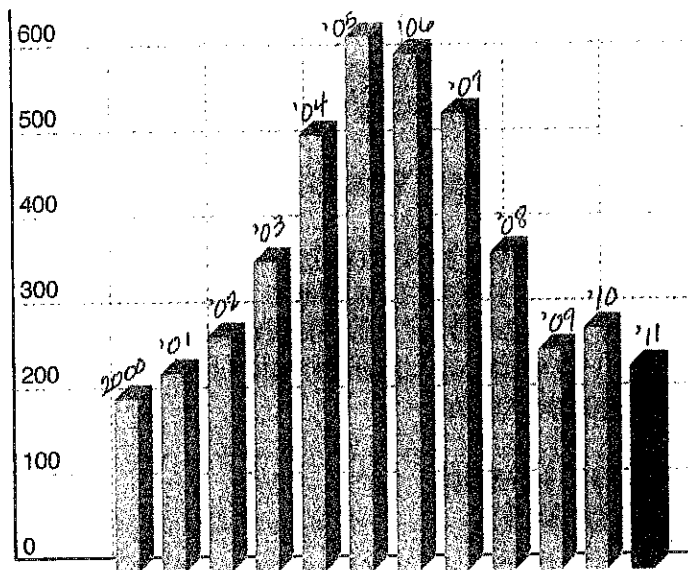


Walt & Kay Covert

Are we there yet?.....

Dear Manzanita and Neahkahnie Property Owner,

Greetings from downtown Manzanita. Kay and I hope all is well with you this new year. The past three years have been quite a test of the nerves of those of us in real estate. Although the government said the recession ended in July of 2009, we are just beginning to see improvement in the housing market. The graph below shows total sales volume from the multiple listing service. Prices pretty much follow the same graph. Since our peak in 2005/2006, values have fallen about thirty percent.



There are positive signs that the housing market will improve in 2012: prices seem to have stabilized, employment is up, interest rates are downright cheap and the economy (if the stock market is an indication) is improving and expanding. We have experienced a noticeable increase in demand for coast property in the past two months. At the moment, there are forty-seven homes and condos for sale and seven houses that are sale pending.

Homes and condominiums sold in Manzanita/Neahkahnie:

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
44	72	69	53	61	56	46	44	25	32	29

As we do every year, we made a map of sales that we will give/send/email to you. Our email address is **waltandkaycovert@gmail.com**. For direct access to property information, please see our website: **ManzanitaRealEstate.com**.

We have some genuine reasons to be optimistic and to celebrate here in Manzanita/Neahkahnie:

Our new regional fire hall is complete. Since construction began in June, eleven new volunteers have joined the department.

Tillamook Medical Group/Manzanita Primary and Specialty Care has opened an urgent care facility on Hwy. 101 offering obstetrics and gynecology, surgery, podiatry and internal medicine.

Manzanita Fresh Foods is currently constructing a new 18000 sq. foot market, due for completion by October.

We also have some new business in town: Finnisterre, Bonfire, Vintage Living, Wisteria Chic and Cheeky Boutique.

Even in these challenging times, Manzanita is blossoming. Our business community always needs your support so please shop locally whenever you can.

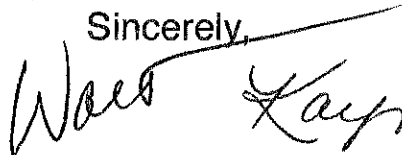
Cutting the Cord

Kay and I have finally decided to give up our land line at home. Since our office is open seven days a week and we are almost always here, you can reach us at **(503) 368-6609**. Cell phones have become so reliable (thank you Apple) and coverage so extensive that we can always be reached no matter where we are.

Kay's cell number is **(503) 812-1489**.
Walt's number is **(503) 812-5111**.

We are in the business of helping people buy and sell homes and vacant land. Our office is open and staffed seven days a week to serve your real estate needs. With six full-time Brokers, we have the knowledge, experience, training and expertise to make real estate sales happen. If you or anyone you know are thinking of buying or selling property at the coast, please contact us. We look forward to doing business with you.

Sincerely,

Handwritten signatures of Walt and Kay in cursive script.

Walt and Kay Covert
Brokers/Owners