

2009 Second Quarter Data, Trends and Statistics



A year ago the savvy Buyers with cash or excellent credit were picking over the remaining unsold newly built "spec" homes that still remained on the market, as they could be bought for less than their cost to build. These sales subsequently artificially boosted both the median and average attained sold data, as I then advised... What a difference a year can make! With few new homes now available at distressed prices, most Buyers are now concentrating on the sub \$650k market, and we are seeing an uptick in multiple offers for well located and nicely presented properties priced under \$600k.



This effect is exacerbated by the current stringent lender requirements for non-conforming Jumbo loans, and the historically large spread/premium charged for them, compared with current historically low conforming loan interest rates. Consequently the \$650k plus home market is now a "target rich" environment for Buyers, and will likely remain so going forward for at least the next quarter.

Happily, the overall absorption rate of short sales and foreclosed properties has been steadily improving these last few months for all sub-markets in the greater Truckee area, as more and more lenders are getting their act together – however, the time needed to successfully consummate a short sale is still tremendously variable, and requires patience. Be advised that Bank of America and Wells Fargo Bank are now no longer accepting electronic signatures.

David Hipkins

The correction in pricing has also resulted in a decent number of condominium sales, and may be a portent of pricing stability in the home market, while lot sales still remain few and far between – it will be a while before builders get back into the "spec" business, which will be marked by a concomitant uptick in lot sales, and the availability of construction loans.

Overall, inventory remains surprisingly relatively low to normal, while the current run rate infers that we may sell slightly more homes and condominiums this year than last, at least in Tahoe Donner.

Property Owners – A Summer reminder that crawlspace and foundation vents should be opened by now.

The data below can be viewed in graph format on the next page – call me for clarification of local market trends. My assistant, Jessica DeClercq, can be contacted at 530-550 5152 during business hours should I not be immediately available.

TAHOE DONNER (bellwether for Greater Truckee) Year-End & 2009 2nd Quarter Activity Snapshots & Trends

SINGLE FAMILY HOMES

Year End	Unsold ▶	In Escrow ▶	Sold ▶	AvgSoldPrice	Median
2005	79	13	258	\$811.9k	\$765.0k
2006	84	12	179	\$817.9k ▲ 1% from prior year	\$710.0k ▼ 7%
2007	117	7	177	\$740.6k ▼ 9%	\$675.0k ▼ 5%
2008	120	17	193 ▲	\$742.4k ▲ <1%	\$660.0k ▼ 2%
Q2 09	154	30	82	\$617.1k ▼ 17% YTD	\$567.0k ▼ 14%
(Q208)	168	18	87	\$768.5k	\$664.5k

CONDOMINIUMS

Year End	Unsold ▶	In Escrow ▶	Sold ▶	AvgSoldPrice	Median
2005	14	3	61	\$413.7k	\$445.0k
2006	34	1	30	\$432.5k ▲ 5% from prior year	\$419.9k ▼ 6%
2007	31	0	32	\$372.8k ▼ 14%	\$414.5k ▼ 1%
2008	24	1	19 ▼	\$370.4k ▼ 1%	\$379.0k ▼ 9%
Q2 09	25	9	11	\$279.3k ▼ 25% YTD	\$320.0k ▼ 16%
(Q208)	44	2	6	\$369.7k	\$397.5k

LOTS

Year End	Unsold ▶	In Escrow ▶	Sold ▶	AvgSoldPrice	Median
2005	36	3	68	\$341.3k	\$327.0k
2006	46	3	38	\$353.3k ▲ 4% from prior year	\$335.0k ▲ 2%
2007	44	2	23	\$282.8k ▼ 20%	\$285.0k ▼ 15%
2008	51	1	17 ▼	\$260.3k ▼ 8%	\$250.0k ▼ 12%
Q2 09	61	0	3	\$238.8k ▼ 8% YTD	\$280.0k ▲ 12%
(Q208)	65	0	9	\$269.7k	\$300.0k

DATA SOURCE: Tahoe Sierra Board of Realtors MLS - Data is deemed reliable but not guaranteed.

All of the latest Greater Truckee/Donner/Tahoe MLS Listings are available to you at www.davidhipkins.com

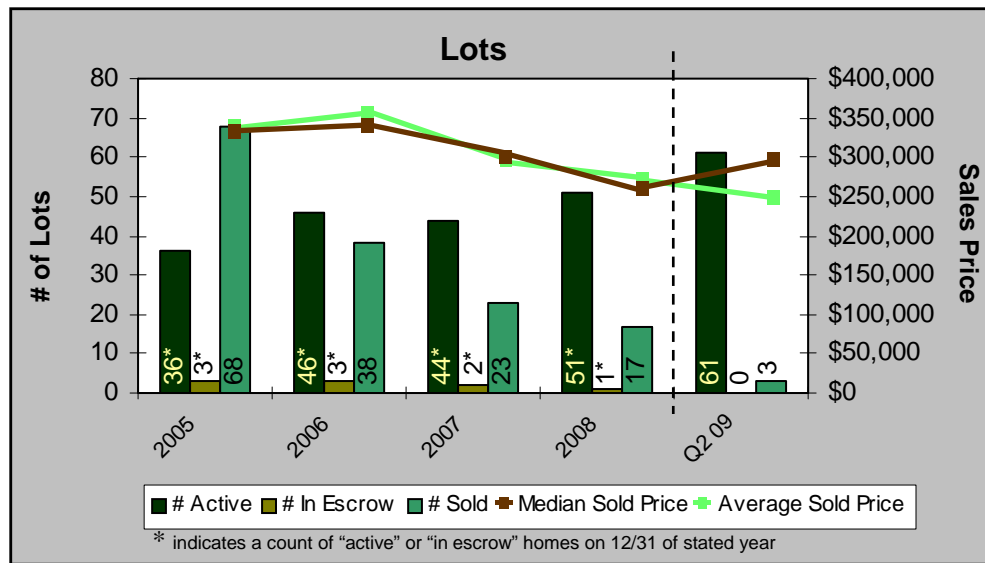
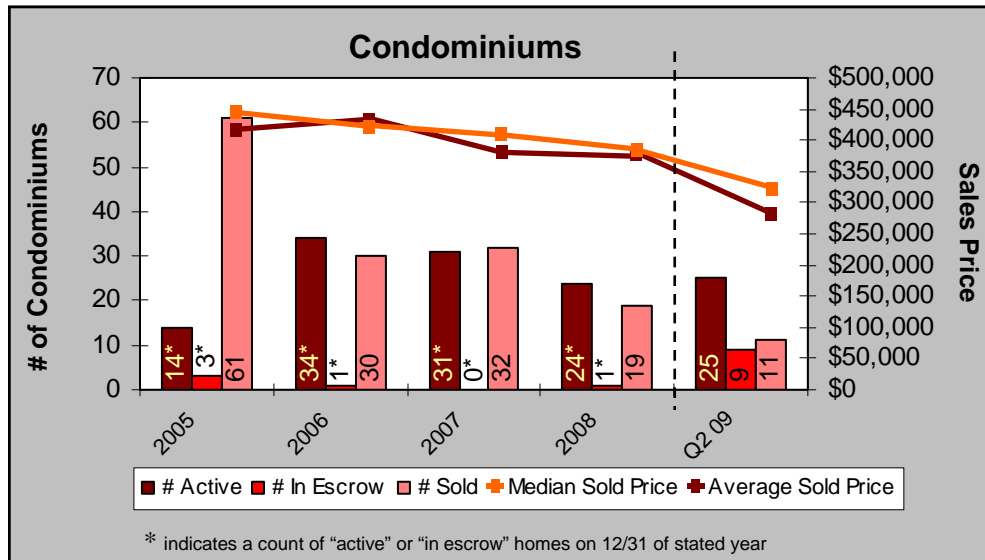
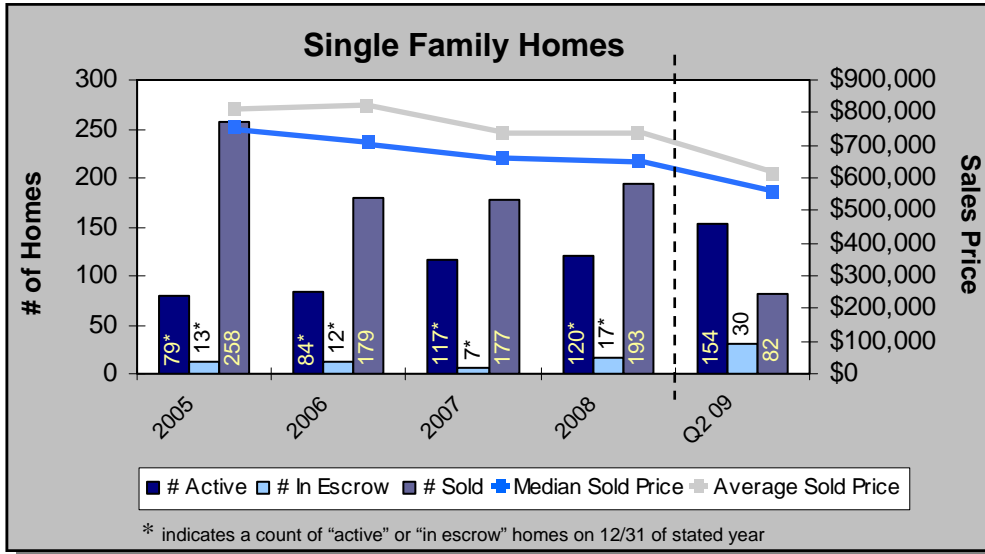
David Hipkins DRE 00850796

david@davidhipkins.com

530-550 5154 direct

Tahoe Donner® Year-End & 2009 2nd Quarter Activity Snapshots & Trends*

*Tahoe Donner, consisting of about 6,000 properties, is chosen as an indicator for the Greater Truckee market as it historically generates over 50% of dollar volume and over 50% of unit sales annually. Note that in a community of about 5,000 homes, the percentage of available properties is remarkably low.



DATA SOURCE: Tahoe Sierra Board of Realtors MLS—Data is deemed reliable but not guaranteed. All of the latest Greater Truckee/Donner MLS Listings are available to you at www.davidhipkins.com