

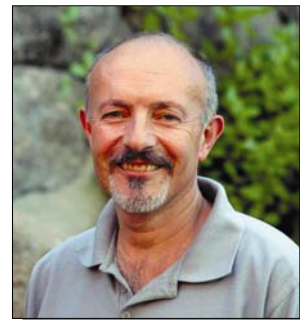
## 2006 First Quarter Data Trends & Statistics



It's official – it was formally announced last week that there will be a Ritz-Carlton at the Highlands in Northstar, scheduled to open on the mountain by late 2009. This marks another milestone in the branding of Truckee as in International Destination Resort! Our snow pack is in super shape, providing excellent Spring skiing conditions and bodes well for California's reservoirs and rivers, agriculture, tourism, and water sports for the year... historically, this also supports our Summer property sales and ski lease demand for next Winter. Analysis of the most recently posted MLS data shows that we are settling into a balanced market, with gentle average price gains for homes and condominiums, but not for lots. Note that this is traditionally the thinnest quarter for recorded sales activity, so trend predictions should be read cautiously, but the relative increase in inventory for homes and lots cannot be ignored. Battling this trend, however, condominium supply remains low. While this quarter did see an increase in the average sales prices for both homes and condominiums, it also showed a decrease in the median. For lots, both average and median sales prices dipped.

I am providing market data in the format I have employed for you in the past, and now include a more visual graph page. Call me for a deeper discussion, or I can email my thoughts to specific questions on property categories (homes, condominiums, or lots) or other local sub-markets.

I am pleased to report that my full-time assistant, Jessie DeClercq, has now obtained her real estate license, and so can broaden the level of services and support for you, myself, and The North Woods Group. You can call her at 530-550 5152.



*David Hipkins*

**Home Owners** One of the easiest and efficacious tasks you can do to keep your furnaces running efficiently is to ensure that filters are clean and regularly replaced.

It is very **important to open your foundation and basement vents** by late Spring to avoid the potential of mold, especially after all the snow we have experienced this past Winter.

## TAHOE DONNER 2005 Year-End Activity Snapshot & 2006 1st Quarter Trends (bellwether for Greater Truckee)

### SINGLE FAMILY HOMES

#### Year End

Year	Unsold	In Escrow	Closed	AvgSoldPrice	Median
2002	101	31	302	\$485.1k	
2003	71	15	352	\$540.0k	\$495.0k
2004	30	23	378	\$624.3k	\$589.0k
<b>2005</b>	<b>79</b>	<b>13</b>	<b>258</b>	<b>\$811.9k</b>	<b>\$765.0k</b>
<b>Q1 06</b>	<b>78</b>	<b>24</b>	<b>32</b>	<b>\$821.1k</b>	<b>\$725.0k</b>
<b>(Q105)</b>	<b>34</b>	<b>44</b>	<b>40</b>	<b>\$761.4k</b>	<b>\$767.5k</b>

### CONDOMINIUMS

#### Year End

Year	Unsold	In Escrow	Closed	AvgSoldPrice	Median
2002	22	10	67	\$233.1k	
2003	11	12	77	\$266.9k	\$271.0k
2004	1	5	75	\$352.2k	\$360.0k
<b>2005</b>	<b>14</b>	<b>3</b>	<b>61</b>	<b>\$413.7k</b>	<b>\$445.0k</b>
<b>Q1 06</b>	<b>10</b>	<b>5</b>	<b>7</b>	<b>\$432.8k</b>	<b>\$395.0k</b>
<b>(Q105)</b>	<b>9</b>	<b>6</b>	<b>6</b>	<b>\$370.3k</b>	<b>\$320.0k</b>

### LOTS

#### Year End

Year	Unsold	In Escrow	Closed	AvgSoldPrice	Median
2002	48	11	122	\$152.9k	
2003	34	10	101	\$162.0k	\$154.0k
2004	8	8	127	\$203.8k	\$198.5k
<b>2005</b>	<b>36</b>	<b>3</b>	<b>68</b>	<b>\$341.3k</b>	<b>\$327.0k</b>
<b>Q1 06</b>	<b>42</b>	<b>6</b>	<b>9</b>	<b>\$322.4k</b>	<b>\$310.0k</b>
<b>(Q105)</b>	<b>8</b>	<b>15</b>	<b>16</b>	<b>\$296.0k</b>	<b>\$287.5k</b>

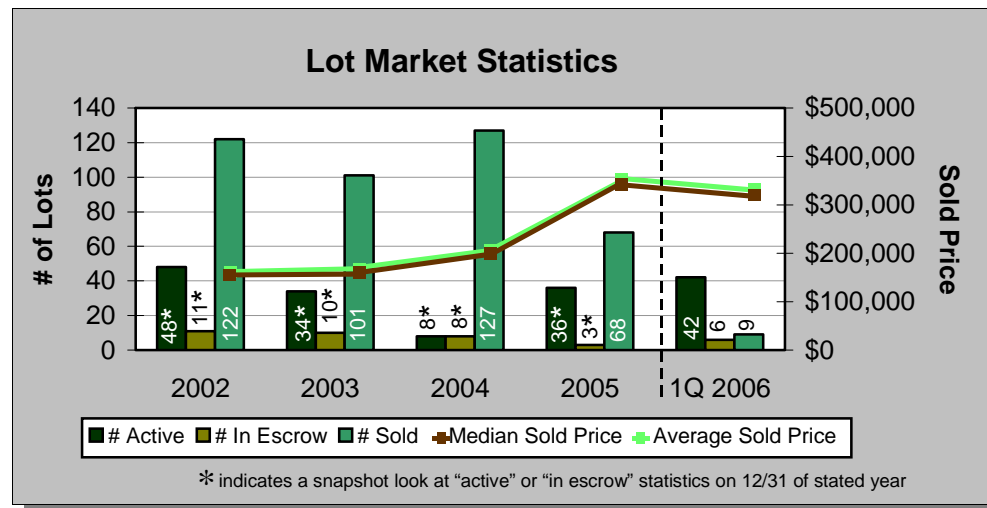
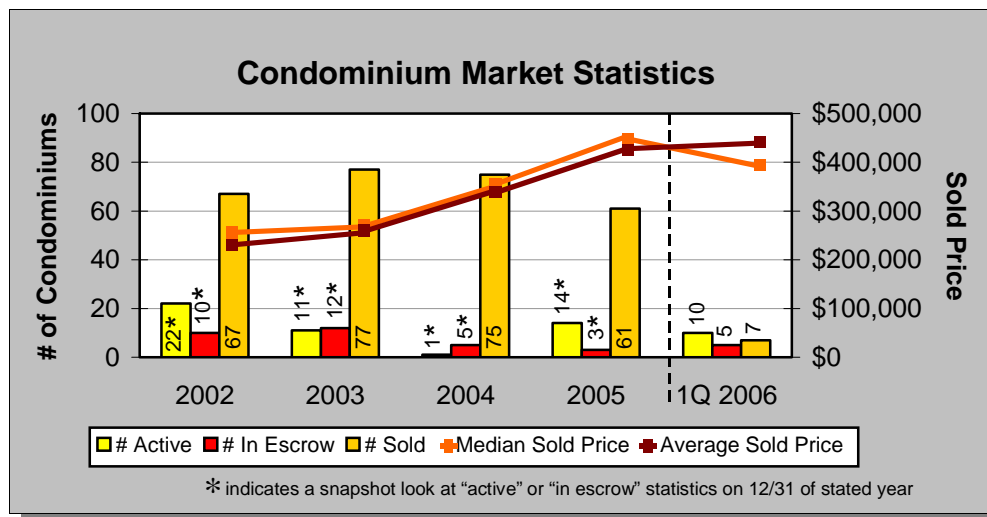
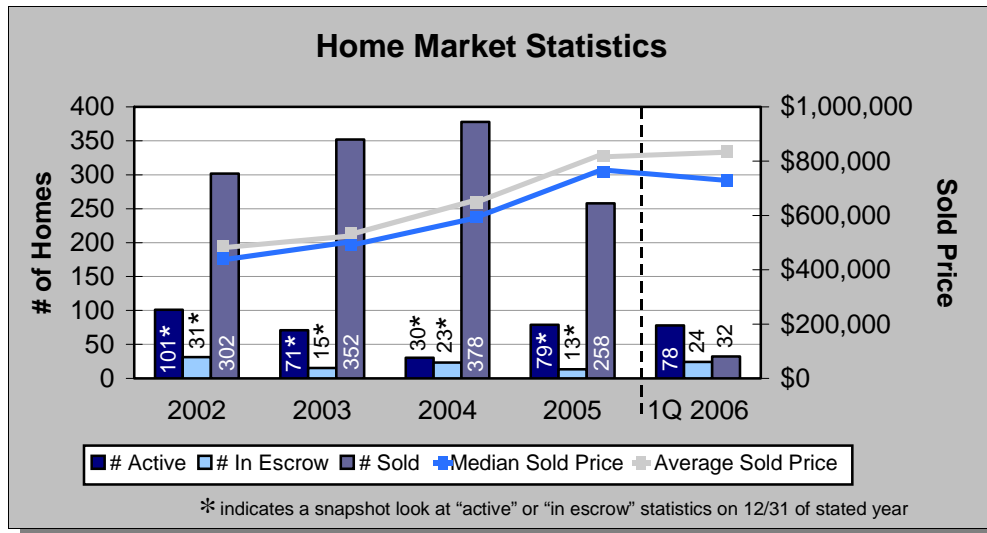
DATA SOURCE: Tahoe Sierra Board of Realtors MLS - Data is deemed reliable but not guaranteed.

All of the latest Greater Truckee/Donner MLS Listings are available to you at [www.mountainrealtors.com](http://www.mountainrealtors.com)

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## Tahoe Donner® Year-End Activity Snapshots & 2006 1st Quarter 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 4,900 homes, the percentage of available properties is remarkably low.



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