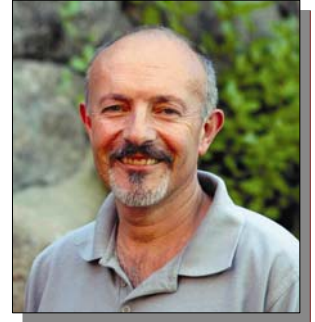


## 2006 Second Quarter Data Trends & Statistics



Living here for 22 years has taught me that between Memorial Day and July 4<sup>th</sup>, sales are usually relatively slow – the weather can be unpredictable, no skiing and not quite beach time yet, and with schools not yet out for the Summer, we get fewer Buyers up here... then, between July 4<sup>th</sup> and Labor Day, we become a seven days a week market, with gently growing inventory, complemented by an increasing market absorption rate. This inexorable cycle is playing out right now, but we cannot ignore that the number of properties sold is down considerably when compared to the same period last year. Both the condominium and lot markets manifest a topping of values, but realistic Sellers continue to be rewarded. Homes are continuing to sell, but generally are on the market longer, and have to be priced “on the money” for success. There are more competing properties this year. Interest rates remain historically low, but are about a point higher than where they were a year ago.

I received much positive feedback on the more visual graphs provided last quarter, so Jessie and I will continue to generate them for you. Call me for personal customized data should you have such a need, or if you wish to discuss any aspects of our market, and have questions on buying, selling, etc... I can also email my answers to specific questions on all property categories, or on our other local sub-markets.



I am pleased to report that my colleague and friend of many years standing, Donna Gogain, has now joined us here at the North Woods Group, along with her able assistant Sarah Bradford, who will be working with my assistant, (also our Group Manager), Jessica DeClerq. Should I ever not be immediately available for you, Jessie can be reached at 530-550 5152 during business hours. You can always call me at 530-550 5154 – I am generally available seven days a week, and take calls up to 11:00PM.

*David Hipkins*

**Home Owners** 1. The July 15<sup>th</sup>, 2006 deadline for the **removal of any non-EPA2 certified** woodstoves and fireplace inserts from your properties has been extended for another year, by The Town of Truckee.  
2. It is very **important to open your foundation and basement vents** to avoid the potential of mold, especially after this past glorious Winter.

### TAHOE DONNER Year-End & 2006 2<sup>nd</sup> Quarter Activity Snapshots & Trends (bellwether for Greater Truckee)

#### SINGLE FAMILY HOMES

Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2002	101	31	302	\$485.1k	\$439.5k
2003	71	15	352	\$540.0k	\$495.0k
2004	30	23	378	\$624.3k	\$589.0k
<b>2005</b>	79	13	<b>258</b>	<b>\$811.9k</b> ▲ 30% from prior year	<b>\$765.0k</b> ▲ 30%
<b>Q2 06</b>	<b>148</b>	<b>14</b>	<b>YTD&gt; 83</b>	<b>\$822.3k</b> ▲ 1.3% YTD	<b>\$740.0k</b> ▼ 3.3%
<b>(Q205)</b>	<b>70</b>	<b>35</b>	<b>114</b>	<b>\$825.7k</b>	<b>\$771.0k)</b>

#### CONDOMINIUMS

Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2002	22	10	67	\$233.1k	\$259.0k
2003	11	12	77	\$266.9k	\$271.0k
2004	1	5	75	\$352.2k	\$360.0k
<b>2005</b>	14	3	<b>61</b>	<b>\$413.7k</b> ▲ 18% from prior year	<b>\$445.0k</b> ▲ 24%
<b>Q2 06</b>	<b>42</b>	<b>2</b>	<b>YTD&gt; 14</b>	<b>\$407.3k</b> ▼ 1.5% YTD	<b>\$402.5k</b> ▼ 9.6%
<b>(Q205)</b>	<b>21</b>	<b>8</b>	<b>22</b>	<b>\$407.9k</b>	<b>\$452.0k)</b>

#### LOTS

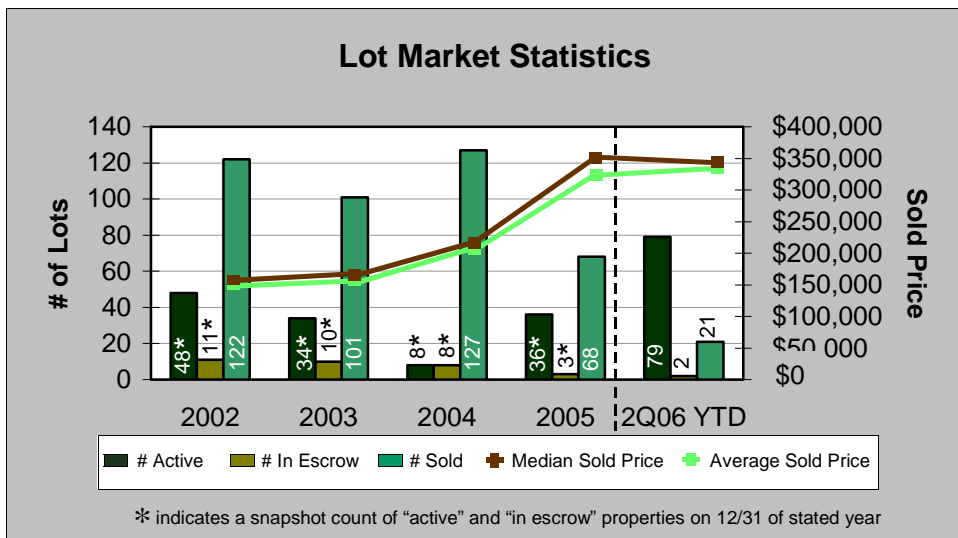
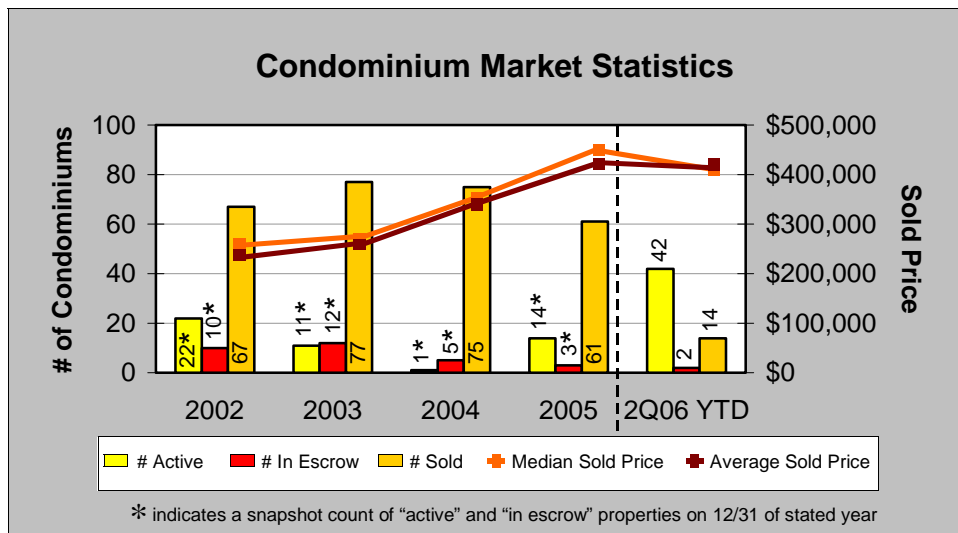
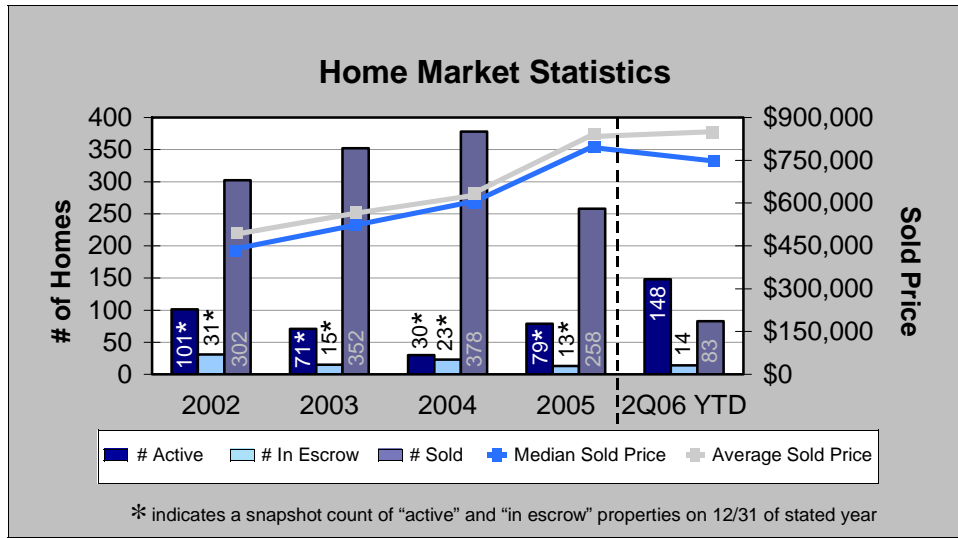
Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2002	48	11	122	\$152.9k	\$149.5k
2003	34	10	101	\$162.0k	\$154.0k
2004	8	8	127	\$203.8k	\$198.5k
<b>2005</b>	36	3	<b>68</b>	<b>\$341.3k</b> ▲ 68% from prior year	<b>\$327.0k</b> ▲ 65%
<b>Q2 06</b>	<b>79</b>	<b>2</b>	<b>YTD&gt; 21</b>	<b>\$334.5k</b> ▼ 2% YTD	<b>\$340.0k</b> ▲ 4%
<b>(Q205)</b>	<b>28</b>	<b>7</b>	<b>42</b>	<b>\$324.8k</b>	<b>\$317.5k)</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)

# Tahoe Donner® Year-End & 2006 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 4,900 homes, the percentage of available properties is quite 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.MountainRealtors.com](http://www.MountainRealtors.com)