

## 2007 First Quarter Data, Trends & Statistics



Data year to date is a bit "thin", especially for condominiums and lots, so the numbers reported in the charts below and on the second page of this report are not something to get too excited about. For example today, 20 days since the end of the first quarter, the number of sold homes reported below has increased from 49 to 60, while the number of condominiums sold increased from 4 to 7, and the number of lots sold more than doubled from 4 to 9, with significant increases in both average and median sold values over the reported first quarter values... The second quarter data should indicate trends we can more reliably "hang our hats on"...

Looking ahead, I believe 2007 year-end will show more unit sales recorded than for 2006, but prices will remain generally flat, with more properties remaining unsold at the end of the year. Bottom line – there will be more choices for Buyers this year, with prices remaining about the same as last year, while the happiest Sellers will be those who list their properties accurately, that is, "on the money", realizing they will have more competition than in recent years. Properties will take longer to sell, just as they did in 2006. It will continue to cost more to build, but less so for cosmetic remodel projects...

I have 23 years experience in the Tahoe Truckee market. Call me for customized data and reports, or if you have questions about building in the High Sierra, or successfully buying or selling up here...



*David Hipkins*

Should I not be immediately available, my licensed assistant Jessica DeClercq can be reached at 530-550 5152 during business hours. You can reach me at 530-550 5154 – I am generally available seven days a week, and take calls up to 10:00PM.

**Home Owners** 1. It is very important to open those crawlspace vents in the Spring to avoid potential mold issues.  
2. July 15<sup>th</sup>, 2007 now marks the Town deadline for the removal of any non-EPA2 certified woodstoves and fireplace inserts from your properties. Contact me if you need help, or any local vendor resources.

### TAHOE DONNER (bellwether for Greater Truckee) Year-End & 2007 1<sup>st</sup> Quarter Activity Snapshots & Trends

#### SINGLE FAMILY HOMES

Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2003	71	15	352	\$540.0k	\$495.0k
2004	30	23	378	\$624.3k	\$589.0k
2005	79	13	258	\$811.9k	\$765.0k
<b>2006</b>	84	12	<b>179</b>	<b>\$817.9k</b> ▲ 1% from prior year	<b>\$710.0k</b> ▼ 7%
<b>Q1 07</b>	<b>89</b>	<b>28</b>	<b>YTD&gt; 49</b>	<b>\$726.1k</b> ▼ 11% YTD	<b>\$700.0k</b> ▼ 1%
(Q106)	78	24	32	\$821.1k	\$725.0k)

#### CONDOMINIUMS

Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2003	11	12	77	\$266.9k	\$271.0k
2004	1	5	75	\$352.2k	\$360.0k
2005	14	3	61	\$413.7k	\$445.0k
<b>2006</b>	34	1	<b>30</b>	<b>\$432.5k</b> ▲ 5% from prior year	<b>\$419.9k</b> ▼ 6%
<b>Q1 07</b>	<b>33</b>	<b>4</b>	<b>YTD&gt; 4</b>	<b>\$487.2k</b> ▲ 13% YTD	<b>\$442.0k</b> ▲ 5%
(Q106)	10	5	7	\$432.8k	\$395.0k)

#### LOTS

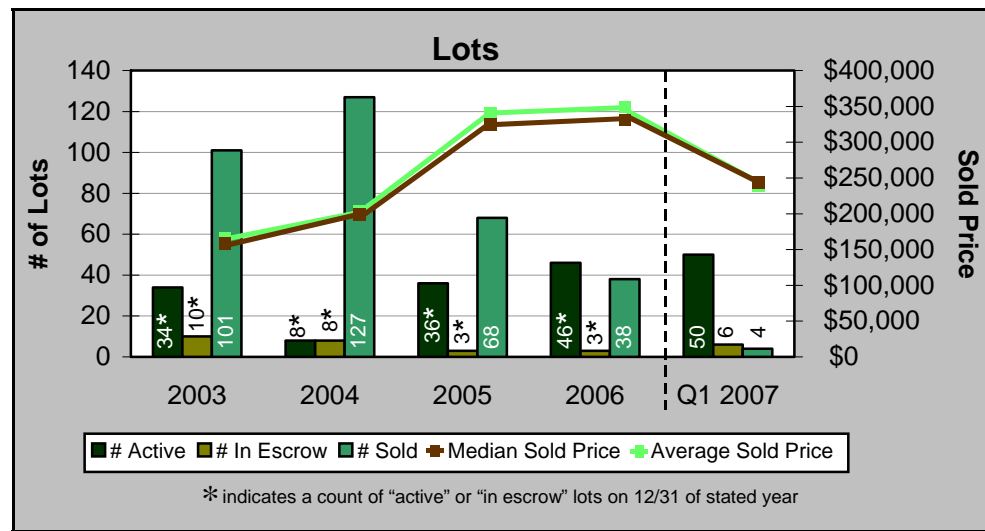
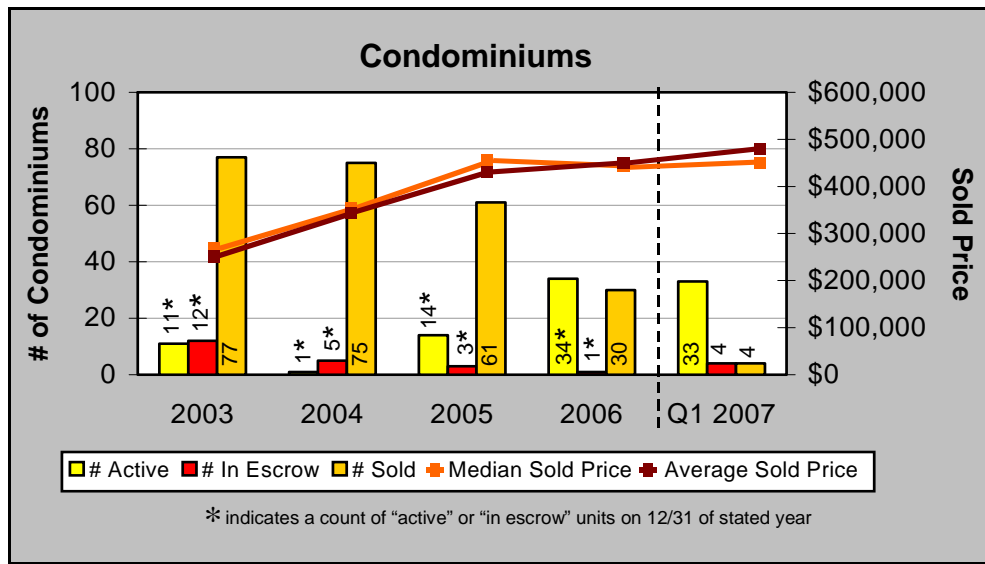
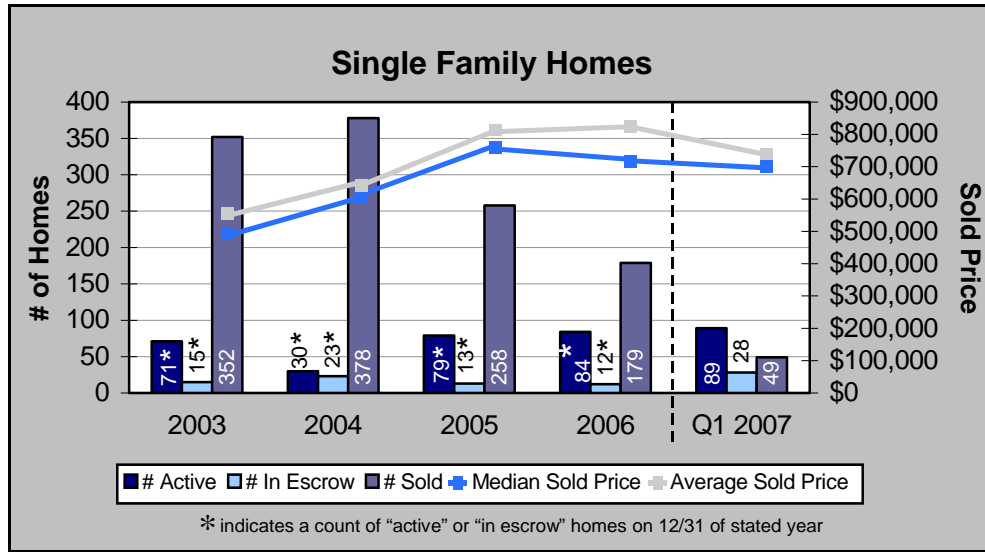
Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2003	34	10	101	\$162.0k	\$154.0k
2004	8	8	127	\$203.8k	\$198.5k
2005	36	3	68	\$341.3k	\$327.0k
<b>2006</b>	46	3	<b>38</b>	<b>\$353.3k</b> ▲ 4% from prior year	<b>\$335.0k</b> ▲ 2%
<b>Q1 07</b>	<b>50</b>	<b>6</b>	<b>YTD&gt; 4</b>	<b>\$244.2k</b> ▼ 31% YTD	<b>\$245.0k</b> ▼ 27%
(Q106)	42	6	9	\$322.4k	\$310.0k)

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.mountainrealtors.com](http://www.mountainrealtors.com)

## Tahoe Donner® Year-End Activity Snapshots & 2007 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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