

## 2007 Second Quarter Data, Trends & Statistics



Excellent news for the new Martis Camp development... especially for those who bought into the first phase, and have deposits in for the second – Martis Camp has just announced approval for direct lift access from within their boundary to Northstar's Lookout Mountain – a coup for this beautiful, low density, private resort. This project excites me more than any other new development in our area since the launch of Big Springs, while my concerns about East-West's two resort communities have been validated... Contact me for Martis Camp information, as some of you already have.

Data year to date shows my prior reported anticipated trends to be now playing out... the lot market languishes as the local "spec" builders wait on the sidelines, while potential condominium Buyers have switched to the lower priced single family homes – effectively a zero sum game, keeping the more modestly priced home market relatively buoyant, while creating opportunity for Buyers on the sidelines considering condominiums, or larger, newer, and better located homes. Those considering lot purchases too should continue to track values for opportunities, as considering the long term, our year-round accessible land is quite finite, and we are getting ever closer to build-out, particularly in Tahoe Donner. Remodels are popular in the current environment.



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, (we should be moving into our almost completed new home in about 6 weeks), or successfully buying or selling up here...

*David Hipkins*

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

- Home Owners**
1. It is important to have opened those crawlspace vents by now to avoid potential mold issues.
  2. Ensure your property has both adequate defensible space, and insurance coverage.
  3. May 31<sup>st</sup>, 2008 now marks the Town deadline for the removal of any non-EPA2 certified woodstoves and fireplace inserts from your properties. Contact me for grant data or help, or local vendor resources.

### TAHOE DONNER (bellwether for Greater Truckee) Year-End & 2007 2<sup>nd</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>	<b>84</b>	<b>12</b>	<b>179</b>	<b>\$817.9k ▲ 1% from prior year</b>	<b>\$710.0k ▼ 7%</b>
<b>Q2 07</b>	<b>169</b>	<b>13</b>	<b>YTD&gt; 95</b>	<b>\$716.5k ▼ 12% YTD</b>	<b>\$690.0k ▼ 3%</b>
(Q206)	148	14	83	\$822.3k	\$740.0k)

#### 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>	<b>34</b>	<b>1</b>	<b>30</b>	<b>\$432.5k ▲ 5% from prior year</b>	<b>\$419.9k ▼ 6%</b>
<b>Q2 07</b>	<b>49</b>	<b>0</b>	<b>YTD&gt; 15</b>	<b>\$418.5k ▼ 3% YTD</b>	<b>\$450.0k ▲ 7%</b>
(Q206)	42	2	14	\$407.3k	\$402.5k)

#### LOTS

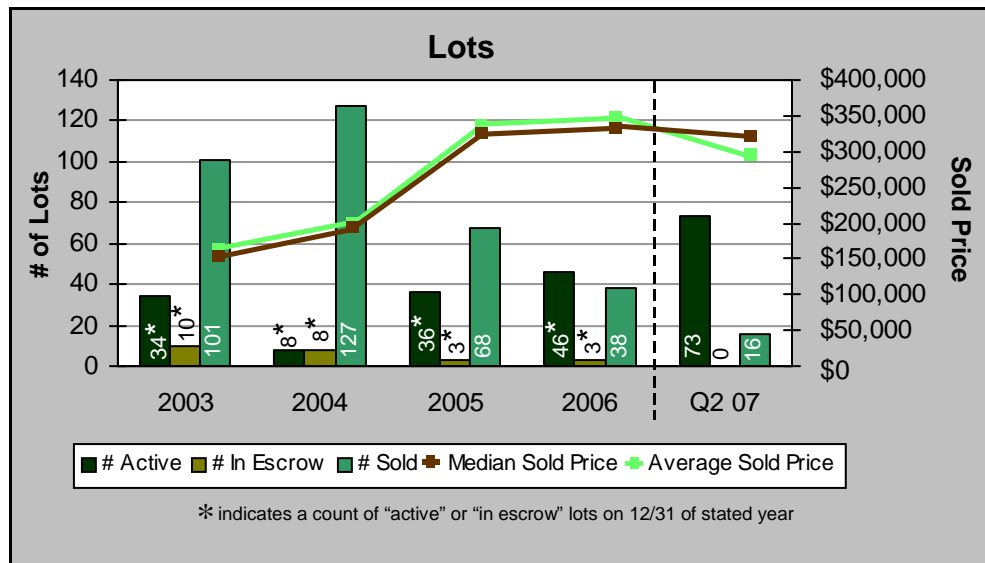
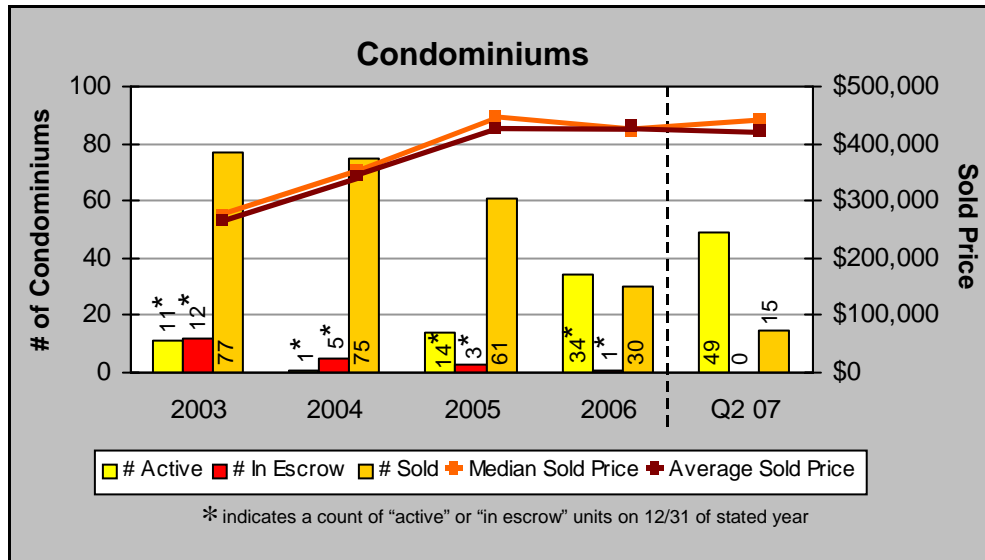
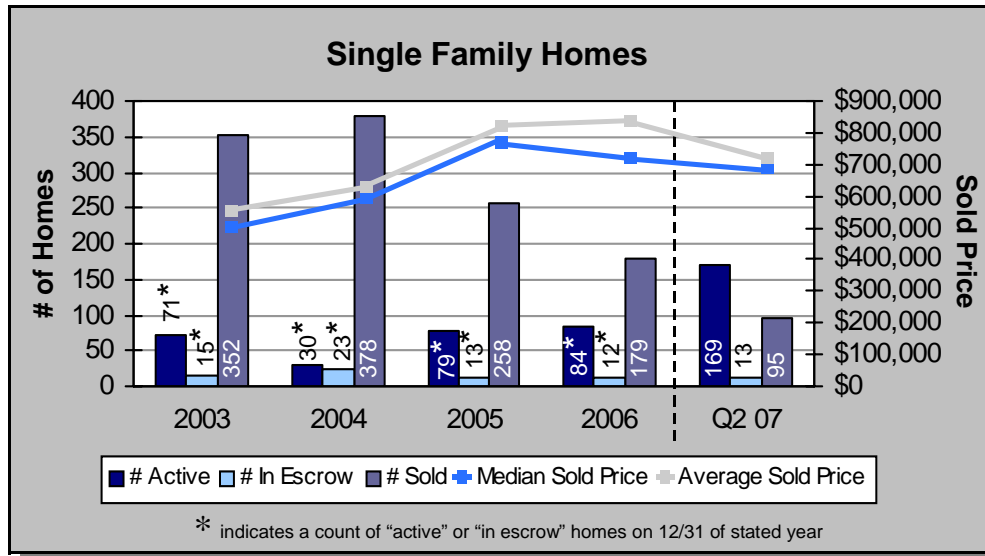
Year End	Unsold>	In Escrow>	Sold>	AvgSoldPrice	Median
2003	34	10	101	\$162.0k	\$154.0k
2004	8	8	127	\$203.8k	\$198.5k
2005	36	3	68	\$341.3k	\$327.0k
<b>2006</b>	<b>46</b>	<b>3</b>	<b>38</b>	<b>\$353.3k ▲ 4% from prior year</b>	<b>\$335.0k ▲ 2%</b>
<b>Q2 07</b>	<b>73</b>	<b>0</b>	<b>YTD&gt; 16</b>	<b>\$299.7k ▼ 15% YTD</b>	<b>\$328.5k ▼ 2%</b>
(Q206)	79	2	21	\$334.5k	\$340.0k)

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 2nd 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 5,000 homes, the percentage of available properties is remarkably low.



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