

The thin data recorded below, especially the low number of sales for condominiums and lots, result in average and median prices that are not reliable yet, though this paucity of unit sales is a valid indicator of the unsurprising softness for both of these property categories. Although the number of recorded home sales is lower than for the same period last year, this segment of our market continues to be relatively strong. The increase in average and median prices attained for homes this quarter is a function of current Buyer demand both for the better located properties, as well as for newer homes in good condition... Buyers now have more quality inventory to choose from, and it's currently cheaper to buy an almost new home than it is to build. Those fortunate enough to be in the position to leverage up during the current economic malaise are now seizing the opportunity... The great skiing conditions this past Winter will help our Summer property Sales, as has happened in prior years of good snow.

Tightening lender practices are best illustrated by the disappearance of construction loan programs for the "spec" builders, although loans are still available for principal residence construction. This explains the low number of lot sales, as the "spec" builders are now effectively out of the market. On the plus side, those of you looking to remodel or improve your existing property can take advantage of some softening in building materials pricing, as well as the availability of contractors now more eager to competitively bid than in the past.



David Hipkins

Condominium sales, as in past cycles and other markets, typically reflect both the leading edge of a recession, as well as the trailing edge of a recovery, as the lower priced homes soften and begin to become more affordable for the first time home Buyer... That phenomenon is currently playing out throughout the Greater Truckee Market...

Home Owners – Reminders...

1. **May 31st, 2008** marks the Town deadline for the **removal of any non-EPA2 certified** woodstoves and fireplace inserts from your properties. Contact me for qualifying criteria, grant data, or local vendor resources.
2. Remember to **open those crawlspace vents in the Spring** to avoid potential mold issues.

The data below can be viewed in graph format on the next page – for clarification of local market trends, call me. I am generally available seven days a week at (800) 593-3535.

TAHOE DONNER (bellwether for Greater Truckee) Year-End & 2008 1st Quarter Activity Snapshots & Trends

SINGLE FAMILY HOMES

Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	30	23	378	\$624.3k	\$589.0k
2005	79	13	258	\$811.9k ▲ 30% from prior year	\$765.0k ▲ 30%
2006	84	12	179	\$817.9k ▲ 1%	\$710.0k ▼ 7%
2007	117	7	177	\$740.6k ▼ 9%	\$675.0k ▼ 5%
Q1 08	133	19	37	\$816.8k ▲ 10% YTD	\$740.0k ▲ 10%
(Q107)	89	28	49	\$726.1k	\$700.0k

CONDOMINIUMS

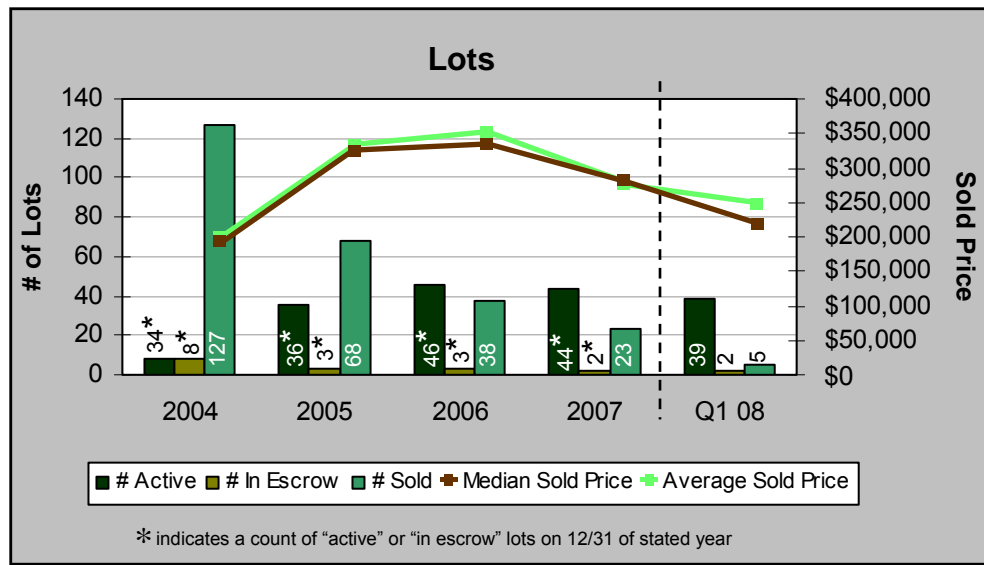
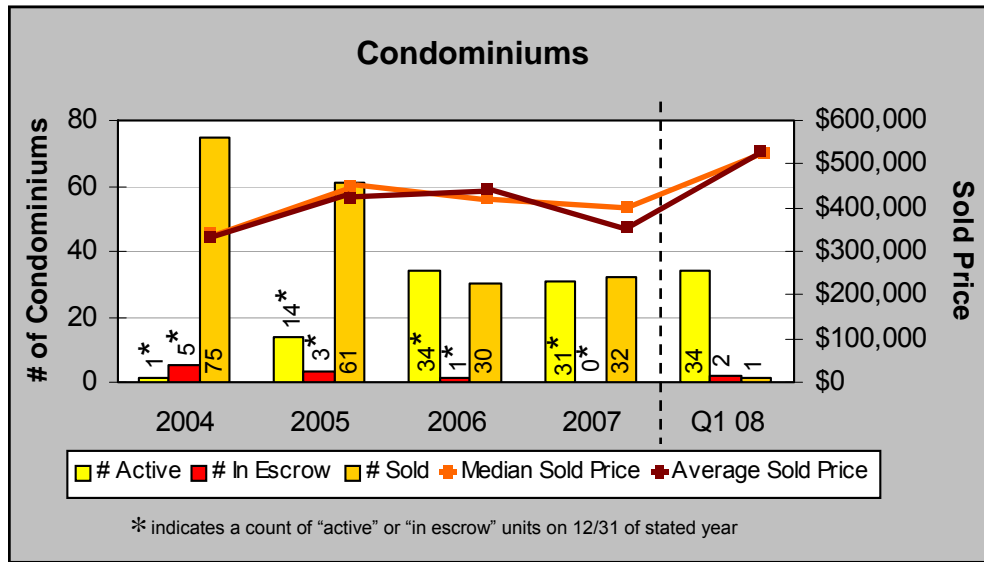
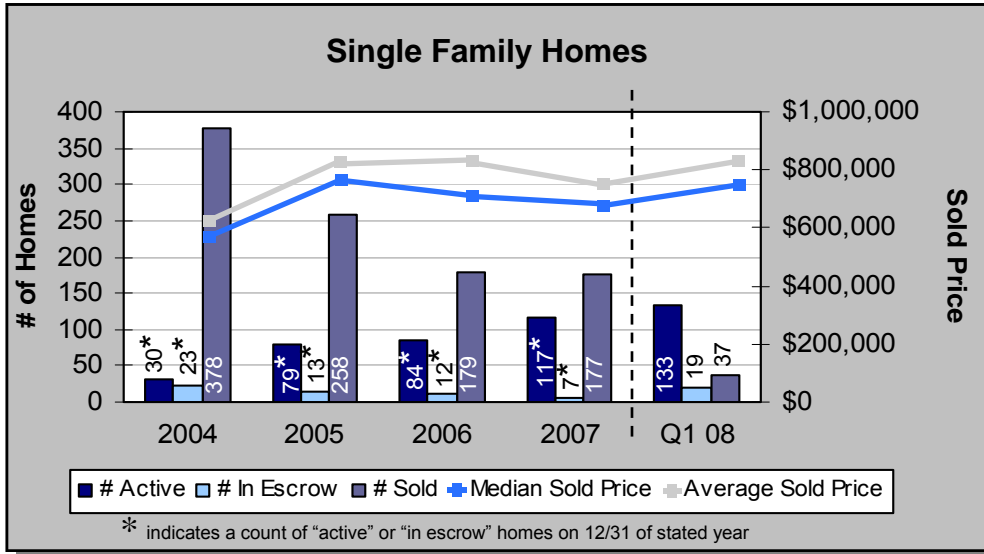
Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	1	5	75	\$352.2k	\$360.0k
2005	14	3	61	\$413.7k ▲ 18% from prior year	\$445.0k ▲ 24%
2006	34	1	30	\$432.5k ▲ 5%	\$419.9k ▼ 6%
2007	31	0	32	\$372.8k ▼ 14%	\$414.5k ▼ 1%
Q1 08	34	2	1	\$508.0k ▲ 36% YTD	\$508.0k ▲ 23%
(Q107)	33	4	4	\$487.2k	\$442.0k

LOTS

Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	8	8	127	\$203.8k	\$198.5k
2005	36	3	68	\$341.3k ▲ 68% from prior year	\$327.0k ▲ 65%
2006	46	3	38	\$353.3k ▲ 4%	\$335.0k ▲ 2%
2007	44	2	23	\$282.8k ▼ 20%	\$285.0k ▼ 15%
Q1 08	39	2	5	\$251.4k ▼ 11% YTD	\$220.0k ▼ 23%
(Q107)	50	6	4	\$244.2k	\$245.0k

Tahoe Donner® Year-End & 2008 1st 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.TDhomes.com