

# FEBRUARY 2018 MARKET REPORT

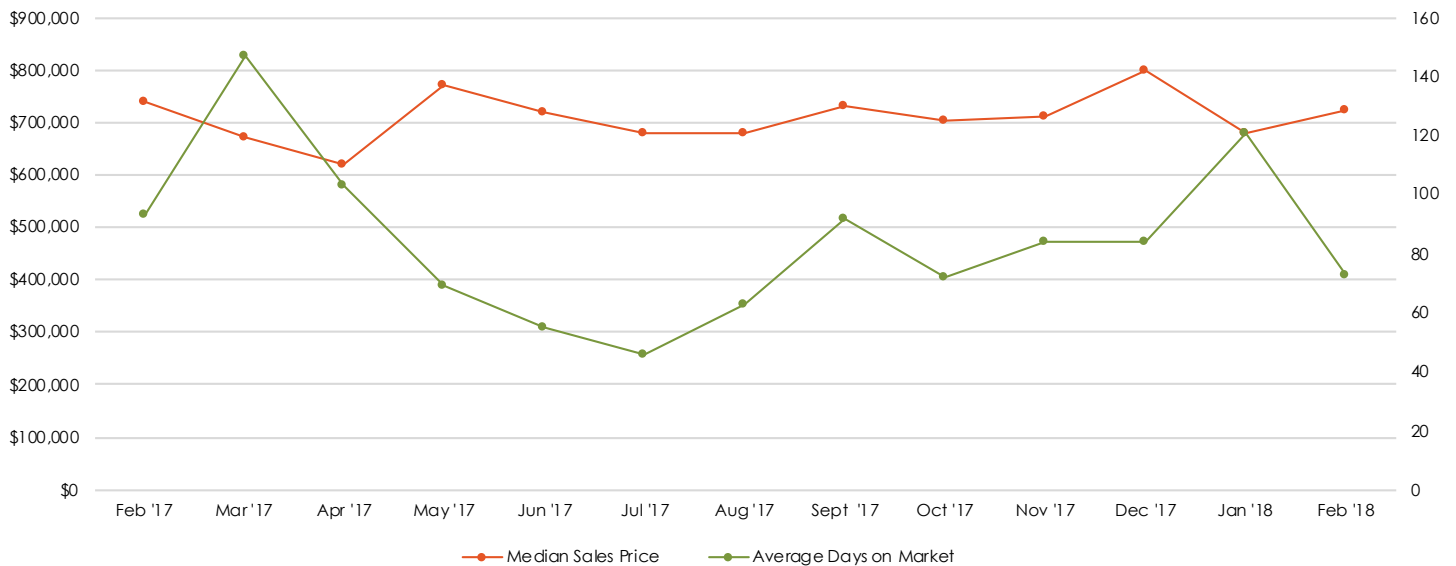
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## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	FEB-'18	FEB-'17	CHANGE
Median Sales Price	\$725,000	\$740,000	Down 2.0%
Average Days on Market	73	93	20 Days Faster
Number of Homes for Sale	290	365	Down 20.5%
Percent Under Contract	22.1%	16.4%	Up 5.7 Percentage Points
Average Sold Price/Original Price	95.9%	93.3%	Up 2.6%
Average Price per Square Foot	\$422	\$439	Down 3.9%

## MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, March 6, 2018.

**Defining Tahoe/Truckee:** Our real estate markets in the Lake Tahoe/Truckee region include the communities of Alpine Meadows, Donner Lake, Donner Summit, Lahontan, Martis Valley, North Shore Lake Tahoe, Northstar, Squaw Valley, Tahoe City, Tahoe Donner, Truckee, and the West Shore of Lake Tahoe. Sales data in the table and chart above includes single-family homes in these communities.