

# JANUARY 2018 MARKET REPORT

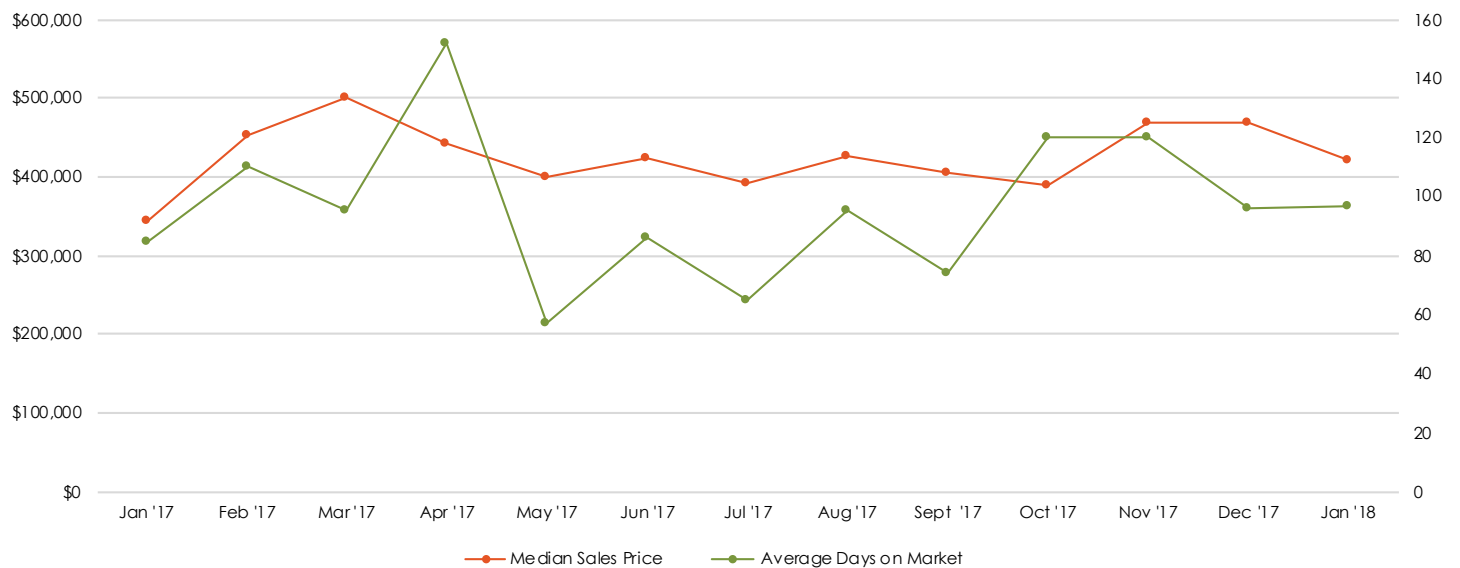
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LAKE TAHOE > CONDOMINIUMS

## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$420,000	\$345,000	Up 21.7%
Average Days on Market	97	85	12 Days Slower
Number of Homes For Sale	145	214	Down 32.2%
Percent Under Contract	17.6%	11.7%	Up 5.9 Percentage Points
Average Sold Price/Original Price	95.7%	93.6%	Up 2.1%
Average Price Per Square Foot	\$467	\$501	Down 6.8%

## MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 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 condominiums in these communities.