

# JANUARY 2018 MARKET REPORT

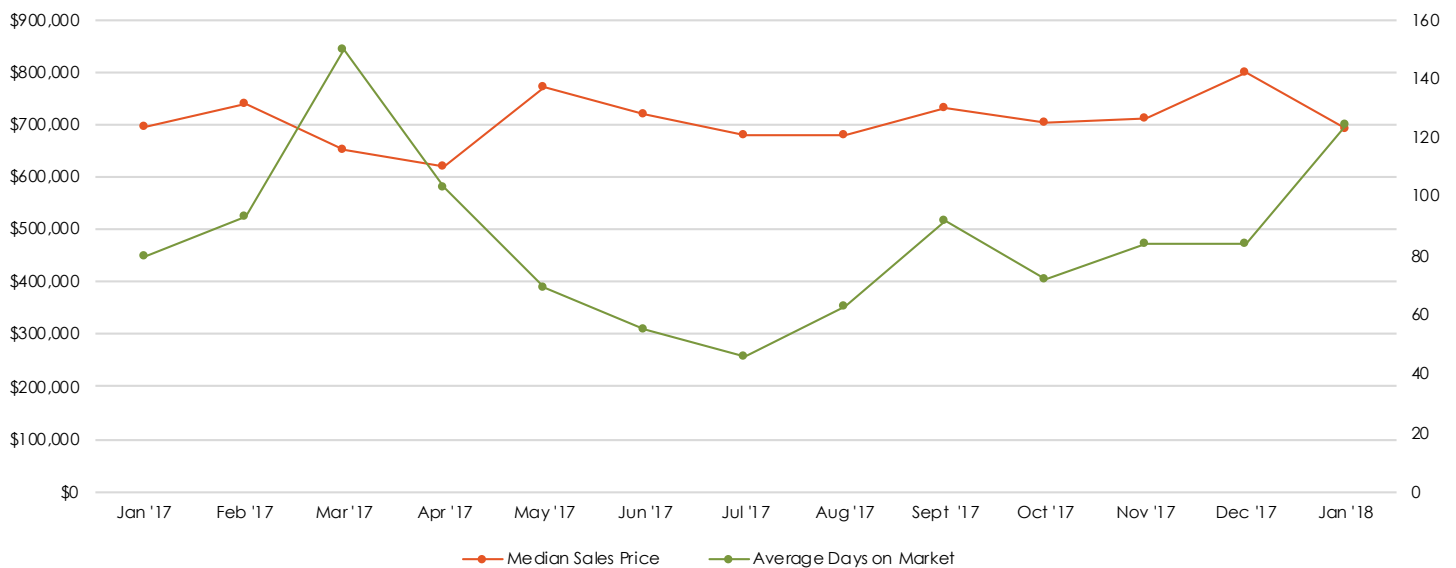
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## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$692,500	\$695,000	Down 0.4%
Average Days on Market	124	80	44 Days Slower
Number of Homes For Sale	299	392	Down 23.7%
Percent Under Contract	19.6%	10.6%	Up 10.0 Percentage Points
Average Sold Price/Original Price	89.7%	94.1%	Down 4.4%
Average Price Per Square Foot	\$538	\$387	Up 39.0%

## 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 single-family homes in these communities.