



# JANUARY 2019 MARKET REPORT

Monthly Market Snapshot	Totals
New Inquiries to Martis Camp Realty	93
Martis Camp Realty Tours	87
Home Showings	161
Lot Showings	93
Martiscamp.com Pageviews	76,255
Martiscamp.com Home and Lot Pageviews	17,101
Total Home Closings (past 12 months)	44
Total Lot Closings (past 12 months)	25

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# NEW ESCROWS - JANUARY 2019

## HOMES

Home Number	List Price	Interior Square Feet	Price per SF of List Price
53	\$ 6,995,000	6,699	\$ 1,044
515	\$ 4,295,000	3,500	\$ 1,227
472	\$ 6,895,000	6,441	\$ 1,070
<b>Average</b>	<b>\$ 6,061,667</b>	<b>5,547</b>	<b>\$ 1,114</b>

## LOTS

Homesite Number	List Price	Acreage	Building Envelope
558	\$ 1,595,000	1.3	19,929
607	\$ 2,995,000	1.01	15,327
<b>Average</b>	<b>\$ 2,295,000</b>	<b>1.16</b>	<b>17,628</b>

# MONTHLY CLOSINGS - JANUARY 2019

## HOMES

Home Number	List Price	Final Price	Interior Square Feet	Price per SF of Sold Price	Percent of List Price	Seller's Agent	Buyer's Agent
81	\$ 4,395,000	\$ 4,250,000	3,712	\$ 1,145	97%	Martis Camp Realty	Martis Camp Realty
432	\$ 3,995,000	\$ 3,800,000	4,047	\$ 939	95%	Martis Camp Realty	Martis Camp Realty
507	\$ 4,895,000	\$ 4,620,000	4,155	\$ 1,112	94%	Martis Camp Realty	Martis Camp Realty
<b>Average</b>	<b>\$ 4,428,333</b>	<b>\$ 4,223,333</b>	<b>3,971</b>	<b>\$ 1,065</b>	<b>95%</b>		

## LOTS

Homesite Number	List Price	Final Price	Percent of List Price	Seller's Agent	Buyer's Agent
172	\$3,995,000	\$3,600,000	90%	Martis Camp Realty	Martis Camp Realty
137	\$2,800,000	\$2,800,000	100%	Martis Camp Realty	Martis Camp Realty
<b>Average</b>	<b>\$3,397,500</b>	<b>\$3,200,000</b>	<b>95%</b>		



Home 81 Sold \$4,250,000



Home 507 Sold \$4,620,000



# PAST 12 MONTH CLOSINGS - 2/1/2018 - 1/31/2019

## ESTATE HOMES

Home Number	Closed Date	List Price	Final Price	Percent of List Price	Interior SF	Final Price/SF	Bed/Bath	Seller's Agent	Buyer's Agent	DOM
507	1/18/19	\$4,895,000	\$4,620,000	94%	4,155	\$1,112	5/5.5	Martis Camp Realty	Martis Camp Realty	105
432	1/15/19	\$3,995,000	\$3,800,000	95%	4,047	\$939	4/3.5	Martis Camp Realty	Martis Camp Realty	200
81	1/14/19	\$4,395,000	\$4,250,000	97%	3,712	\$1,145	4/3.5	Martis Camp Realty	Martis Camp Realty	17
518	12/13/18	\$6,200,000	\$5,900,000	95%	4,957	\$1,190	5/5.5	Martis Camp Realty	Martis Camp Realty	117
619	12/4/18	\$5,175,000	\$4,864,000	94%	4,233	\$1,149	4/4.5	Martis Camp Realty	Martis Camp Realty	92
589	11/19/18	\$6,395,000	\$6,150,000	96%	5,245	\$1,173	5/5.5	Martis Camp Realty	Martis Camp Realty	198
642	11/7/18	\$7,495,000	\$7,000,000	93%	6,126	\$1,143	5/5.5	Martis Camp Realty	Martis Camp Realty	328
160	10/31/18	\$5,295,000	\$5,150,000	97%	4,454	\$1,156	4/4.5	Martis Camp Realty	Martis Camp Realty	53
533	10/31/18	\$4,595,000	\$4,500,000	98%	4,708	\$956	4/5.5	Martis Camp Realty	Martis Camp Realty	110
519	10/23/18	\$4,795,000	\$4,545,000	95%	4,459	\$1,019	5/5.5	Martis Camp Realty	Martis Camp Realty	190
538	10/15/18	\$4,795,000	\$4,675,000	97%	4,398	\$1,063	5/5.5	Martis Camp Realty	Martis Camp Realty	279
138	10/1/18	\$7,695,000	\$7,495,000	97%	6,146	\$1,219	5/5.5	Martis Camp Realty	Martis Camp Realty	66
168	9/19/18	\$11,995,000	\$11,750,000	98%	9,000	\$1,306	7/9	Martis Camp Realty	Martis Camp Realty	610
438	8/11/18	\$4,995,000	\$4,885,000	98%	5,000	\$977	5/5.5	Martis Camp Realty	Martis Camp Realty	172
658	8/10/18	\$7,295,000	\$5,850,000	80%	6,723	\$870	5/5.5	Martis Camp Realty	Martis Camp Realty	143
133	8/10/18	\$7,295,000	\$6,750,000	93%	5,604	\$1,204	5/5.5	Martis Camp Realty	Martis Camp Realty	16
482	8/8/18	\$8,995,000	\$8,533,000	95%	7,264	\$1,175	6/6.5	Martis Camp Realty	Martis Camp Realty	50
581	8/6/18	\$9,495,000	\$9,000,000	95%	7,093	\$1,269	6/5.5	Martis Camp Realty	Martis Camp Realty	398
498	7/30/18	\$4,895,000	\$4,650,000	95%	4,467	\$1,041	4/4.5	Martis Camp Realty	Martis Camp Realty	7
444	7/23/18	\$4,499,000	\$4,225,000	94%	4,820	\$877	5/5.5	Martis Camp Realty	Martis Camp Realty	606
512	7/19/18	\$4,395,000	\$4,250,000	97%	4,220	\$1,007	5/5.5	Martis Camp Realty	Oliver Luxury	206
179	5/22/18	\$3,750,000	\$3,750,000	100%	3,250	\$1,154	4/4.5	Martis Camp Realty	Martis Camp Realty	0
60	5/14/18	\$8,295,000	\$7,700,000	93%	6,413	\$1,201	6/5+2	Martis Camp Realty	Tahoe Mountain Realty	343
74	5/9/18	\$6,950,000	\$6,675,000	96%	5,688	\$1,174	5/5.5	Martis Camp Realty	Coldwell Banker	101
468	5/9/18	\$4,695,000	\$4,395,000	94%	4,136	\$1,063	5/5.5	Martis Camp Realty	Martis Camp Realty	374
476	5/3/18	\$4,595,000	\$4,198,000	91%	3,912	\$1,073	5/4.5	Martis Camp Realty	Martis Camp Realty	193
661	4/30/18	\$6,295,000	\$5,850,000	93%	5,212	\$1,122	5/6.5	Martis Camp Realty	Martis Camp Realty	294
59	4/25/18	\$5,995,000	\$5,600,000	93%	5,210	\$1,075	5/6.5	Martis Camp Realty	Martis Camp Realty	44
620	4/17/18	\$4,545,000	\$4,450,000	98%	5,008	\$889	5/5.5	Chase International	Martis Camp Realty	275
144	4/12/18	\$4,995,000	\$4,925,000	99%	4,637	\$1,062	4/5	Martis Camp Realty	Martis Camp Realty	26
397	3/30/18	\$8,995,000	\$7,800,000	87%	6,400	\$1,219	5/5.5	Martis Camp Realty	Martis Camp Realty	41
648	3/28/18	\$5,495,000	\$5,300,000	96%	4,569	\$1,160	5/5.5	Martis Camp Realty	Martis Camp Realty	190
529	3/15/18	\$4,895,000	\$4,700,000	96%	4,177	\$1,125	5/5.5	Martis Camp Realty	Martis Camp Realty	109
147	2/16/18	\$4,895,000	\$4,650,000	95%	4,597	\$1,012	5/5.5	Martis Camp Realty	The Bock Company	87
<b>34</b>		<b>\$5,999,382</b>	<b>\$5,671,618</b>	<b>95%</b>	<b>5,119</b>	<b>\$1,098</b>				<b>178</b>

## CABIN HOMES

Home Number	Closed Date	List Price	Final Price	Percent of List Price	Interior SF	Final Price/SF	Bed/Bath	Seller's Agent	Buyer's Agent	DOM
246	11/14/18	\$3,195,000	\$3,075,000	96%	3,250	\$946	5/4.5	Martis Camp Realty	Martis Camp Realty	190
241	10/26/18	\$3,700,000	\$3,700,000	100%	3,250	\$1,138	4/4.5	Martis Camp Realty	Martis Camp Realty	0
253	10/19/18	\$3,995,000	\$3,950,000	99%	3,244	\$1,218	4/33.5	Martis Camp Realty	Martis Camp Realty	64
252	10/3/18	\$3,950,000	\$3,600,000	91%	2,949	\$1,221	5/5	Martis Camp Realty	Martis Camp Realty	110
288	7/24/18	\$4,395,000	\$4,185,000	95%	3,250	\$1,288	4/4.5	Martis Camp Realty	Martis Camp Realty	65
345	5/16/18	\$4,195,000	\$3,925,000	94%	3,226	\$1,217	4/4.5	Martis Camp Realty	Martis Camp Realty	66
231	5/10/18	\$3,450,000	\$3,300,000	96%	3,250	\$1,015	4/4.5	Martis Camp Realty	Martis Camp Realty	126
255	5/2/18	\$3,595,000	\$3,475,000	97%	3,250	\$1,069	4/4.5	Martis Camp Realty	Martis Camp Realty	288
234	3/16/18	\$3,745,000	\$3,650,000	97%	3,250	\$1,123	4/4.5	Martis Camp Realty	Martis Camp Realty	432
308	3/15/18	\$4,195,000	\$4,000,000	95%	3,250	\$1,231	4/4.5	Martis Camp Realty	Martis Camp Realty	47
<b>10</b>		<b>\$3,841,500</b>	<b>\$3,686,000</b>	<b>96%</b>	<b>3,217</b>	<b>\$1,147</b>				<b>139</b>

## LOTS

Homesite Number	Closing Date	List Price	Sold Price	Percent of List Price	Listing Agent	Buyer's Agent	DOM
172	1/22/19	\$3,995,000	\$3,600,000	90%	Martis Camp Realty	Martis Camp Realty	49
137	1/17/19	\$2,800,000	\$2,800,000	100%	Martis Camp Realty	Martis Camp Realty	0
572	11/19/18	\$1,495,000	\$1,370,000	92%	Martis Camp Realty	Martis Camp Realty	544
511	11/8/18	\$1,395,000	\$1,315,250	94%	Martis Camp Realty	Martis Camp Realty	57
516	10/23/18	\$1,100,000	\$1,100,000	100%	Martis Camp Realty	Martis Camp Realty	0
502	10/17/18	\$995,000	\$925,000	93%	Martis Camp Realty	Martis Camp Realty	266
177	9/17/18	\$1,795,000	\$1,695,000	94%	Martis Camp Realty	Martis Camp Realty	373
664	8/23/18	\$949,000	\$945,000	100%	Martis Camp Realty	Martis Camp Realty	182
10	8/17/18	\$1,300,000	\$1,267,000	97%	Martis Camp Realty	Martis Camp Realty	158
5	8/16/18	\$995,000	\$965,000	97%	Martis Camp Realty	Martis Camp Realty	71
627	8/7/18	\$2,495,000	\$2,300,000	92%	Martis Camp Realty	Martis Camp Realty	683
548	8/3/18	\$845,000	\$815,000	96%	Martis Camp Realty	Martis Camp Realty	0
427	7/23/18	\$895,000	\$890,000	99%	Martis Camp Realty	Martis Camp Realty	25
577	7/18/18	\$995,000	\$950,000	95%	Martis Camp Realty	Martis Camp Realty	163
665	7/11/18	\$995,000	\$925,000	93%	Martis Camp Realty	Martis Camp Realty	83
302	6/29/18	\$1,125,000	\$1,050,000	93%	Martis Camp Realty	Martis Camp Realty	329
526	6/7/18	\$1,095,000	\$1,050,000	96%	Martis Camp Realty	Martis Camp Realty	738
61	5/14/18	\$1,995,000	\$1,000,000	50%	Martis Camp Realty	Tahoe Mountain Realty	17
556	4/30/18	\$2,150,000	\$1,895,000	88%	Martis Camp Realty	Martis Camp Realty	155
2	4/13/18	\$1,350,000	\$1,250,000	93%	Martis Camp Realty	Martis Camp Realty	658
157	4/12/18	\$1,745,000	\$1,745,000	100%	Martis Camp Realty	Martis Camp Realty	12
49	4/3/18	\$1,895,000	\$1,700,000	90%	Martis Camp Realty	Martis Camp Realty	255
567	3/26/18	\$2,295,000	\$2,195,000	96%	Martis Camp Realty	Martis Camp Realty	530
22	2/16/18	\$995,000	\$975,000	98%	Martis Camp Realty	Martis Camp Realty	336
57	2/2/18	\$2,350,000	\$2,350,000	100%	Martis Camp Realty	Martis Camp Realty	7
<b>25</b>		<b>\$1,601,560</b>	<b>\$1,482,890</b>	<b>93%</b>			<b>228</b>

# ACTIVE LISTINGS - HOMES

## ESTATE HOMES

Home Number	List Price	Interior SF	Interior Price/SF	Bed/Bath
27	\$ 4,125,000	3,415	\$ 1,208	5/4.5
468	\$ 4,895,000	4,136	\$ 1,184	5/5.5
438	\$ 5,395,000	5,000	\$ 1,079	5/5.5
3	\$ 5,495,000	5,103	\$ 1,077	5/6.5
455	\$ 5,495,000	4,496	\$ 1,222	4/4.5
670	\$ 5,495,000	4,500	\$ 1,221	5/5.5
585	\$ 5,495,000	5,307	\$ 1,035	5/5+2
37	\$ 6,895,000	6,794	\$ 1,015	6/5.5
550	\$ 6,895,000	5,206	\$ 1,324	6/5.5
409	\$ 6,950,000	5,230	\$ 1,329	5/4.5
29	\$ 6,995,000	8,227	\$ 850	5/5+2
493	\$ 7,318,000	6,166	\$ 1,187	4/4.5
186	\$ 7,895,000	7,087	\$ 1,114	5/6.5
400	\$ 7,995,000	5,922	\$ 1,350	5/5.5
501	\$ 8,880,000	6,917	\$ 1,284	5/6.5
153	\$ 8,995,000	8,119	\$ 1,108	5/5.5
368	\$ 9,295,000	6,365	\$ 1,460	5/5.5
162	\$ 10,995,000	7,347	\$ 1,497	4/4+3
554	\$ 12,495,000	7,175	\$ 1,741	6/6.5
<b>19</b>	<b>\$ 7,263,053</b>	<b>5,922</b>	<b>\$ 1,226</b>	<b>Average</b>

## CABIN HOMES

Home Number	List Price	Interior SF	Interior Price/SF	Bed/Bath
254	\$ 3,195,000	3,033	\$ 1,053	3/2.5
309	\$ 3,595,000	3,196	\$ 1,125	4/4.5
364	\$ 3,695,000	3,250	\$ 1,137	4/5
363	\$ 3,795,000	3,245	\$ 1,169	4/4.5
233	\$ 4,150,000	3,250	\$ 1,277	4/4.5
360	\$ 4,995,000	3,218	\$ 1,552	4/3.5
<b>6</b>	<b>\$ 3,904,167</b>	<b>3,199</b>	<b>\$ 1,219</b>	<b>Average</b>

## GUEST HOMES

Home Number	List Price	Interior SF	Interior Price/SF	Bed/Bath
424	\$ 2,395,000	1,101	\$ 2,175	2/2

# ACTIVE LISTINGS - LOTS

## ESTATE LOTS

Homesite Number	List Price	Acres	Building Envelope
68	\$ 2,150,000	1.68	24,980
114	\$ 1,795,000	1.70	23,018
115	\$ 2,295,000	1.47	20,659
116	\$ 1,775,000	1.57	28,639
118	\$ 1,495,000	1.40	21,322
149	\$ 1,695,000	1.74	20,233
166	\$ 3,895,000	1.64	25,615
177	\$ 1,695,000	1.50	18,179
215	\$ 2,350,000	2.76	29,291
407	\$ 1,895,000	1.07	17,192
452	\$ 1,195,000	0.62	9,997
453	\$ 1,125,000	0.58	9,841
462	\$ 1,595,000	1.58	27,716
464	\$ 1,195,000	0.65	11,735
466	\$ 1,995,000	1.55	26,969
469	\$ 1,395,000	1.33	22,173
480	\$ 1,995,000	1.14	17,758
500	\$ 995,000	1.30	17,427
505	\$ 995,000	1.01	12,920
521	\$ 2,295,000	2.11	35,072
525	\$ 1,095,000	1.33	19,853
566	\$ 1,895,000	1.24	16,929
587	\$ 1,390,000	0.93	14,972
602	\$ 1,295,000	1.14	15,066
603	\$ 2,495,000	1.02	16,082
618	\$ 1,495,000	1.00	13,743
621	\$ 1,395,000	1.29	17,226
625	\$ 1,395,000	1.32	17,895
632	\$ 1,795,000	1.68	37,438
668	\$ 1,295,000	1.03	17,648
<b>30</b>	<b>\$ 1,712,167</b>	<b>1.35</b>	<b>20,253</b>

## CABIN LOTS

Homesite Number	List Price	Acres	Building Envelope
221	\$ 925,000	0.42	8,089
247	\$ 1,095,000	0.38	7,841
261	\$ 975,000	0.40	8,861
352	\$ 935,000	0.36	5,963
<b>4</b>	<b>\$ 982,500</b>	<b>0.39</b>	<b>7,689</b>





# COMPETITIVE ADVANTAGE

## MARTIS CAMP REALTY

### MARTIS CAMP REALTY'S PERFORMANCE VS. OUTSIDE BROKERAGES:

- **#1 producing brokerage** in the greater Truckee/Tahoe area three years running (2016, 2017 & 2018)
- Over **\$1.9 Billion** in total sales volume generated at Martis Camp
- Over **1,400** Martis Camp buyers and sellers served

### HOME LISTINGS ADVANTAGE FOR MARTIS CAMP REALTY (ON AVERAGE)

- **\$675,042** higher in sales price
- **\$179** per sq. ft. higher in sales price
- **97** days less time on market

### LOT LISTINGS ADVANTAGE FOR MARTIS CAMP REALTY (ON AVERAGE)

- **\$380,261** higher in sales price (\$1,235,193 vs. \$854,932)
- **145** days less time on market

## MARTIS CAMP REALTY - RECENTLY SOLD HOMES



Home 81 Sold \$4,250,000



Home 432 Sold \$3,800,000



Home 507 Sold \$4,620,000



Home 518 Sold \$5,900,000



Home 538 Sold \$4,675,000



Home 498 Sold \$4,650,000

At Martis Camp Realty, Inc. we take great pride in the relationships that are forged while working with clients to achieve their goals. We very much appreciate the opportunity to work with you.

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