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2017 North & West Shore Lake Tahoe Market Report

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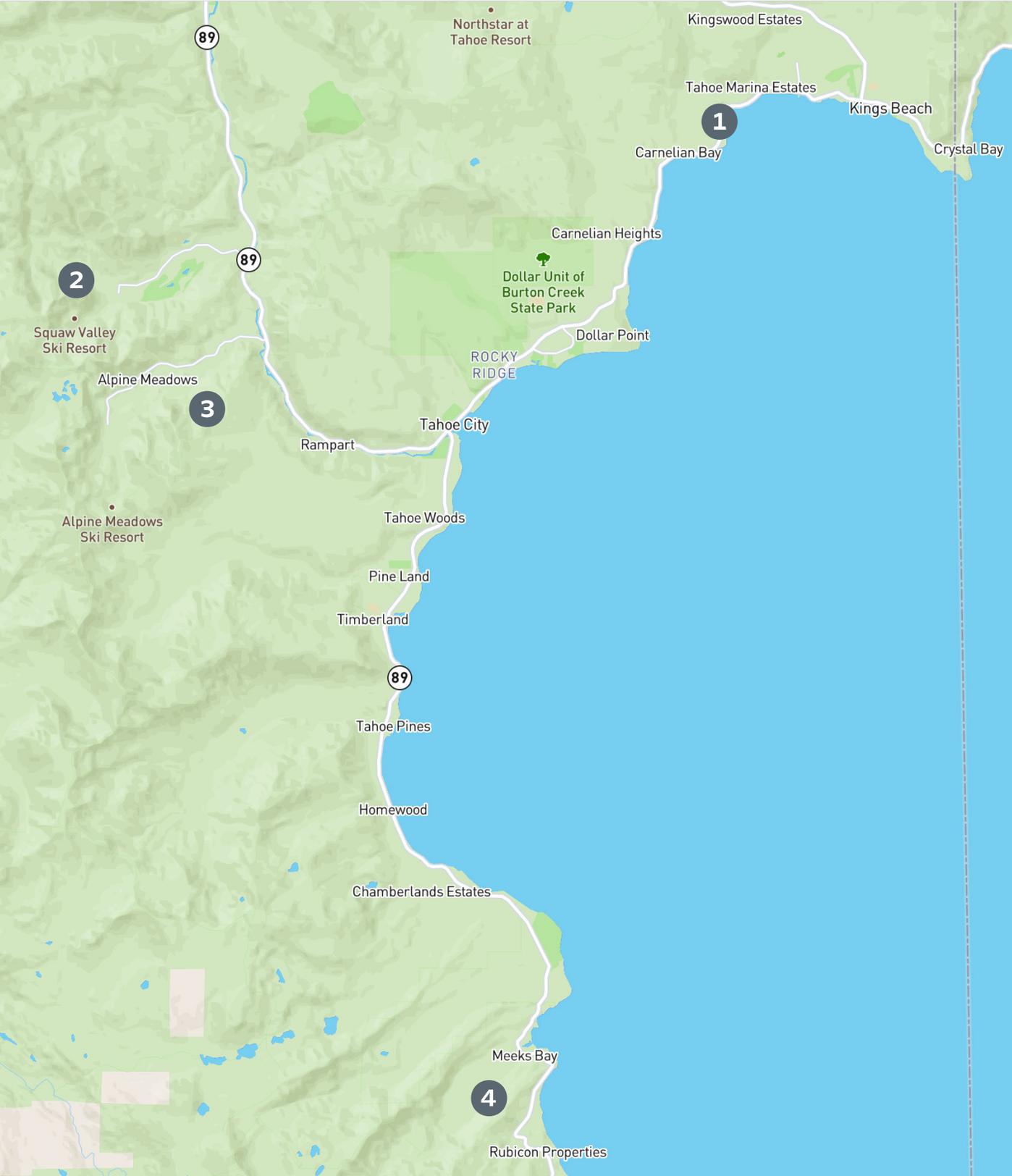
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North & West Shore Lake Tahoe Neighborhoods

- 1 North Shore - Lake Tahoe
- 2 Squaw Valley
- 3 Alpine Meadows
- 4 West Shore - Lake Tahoe

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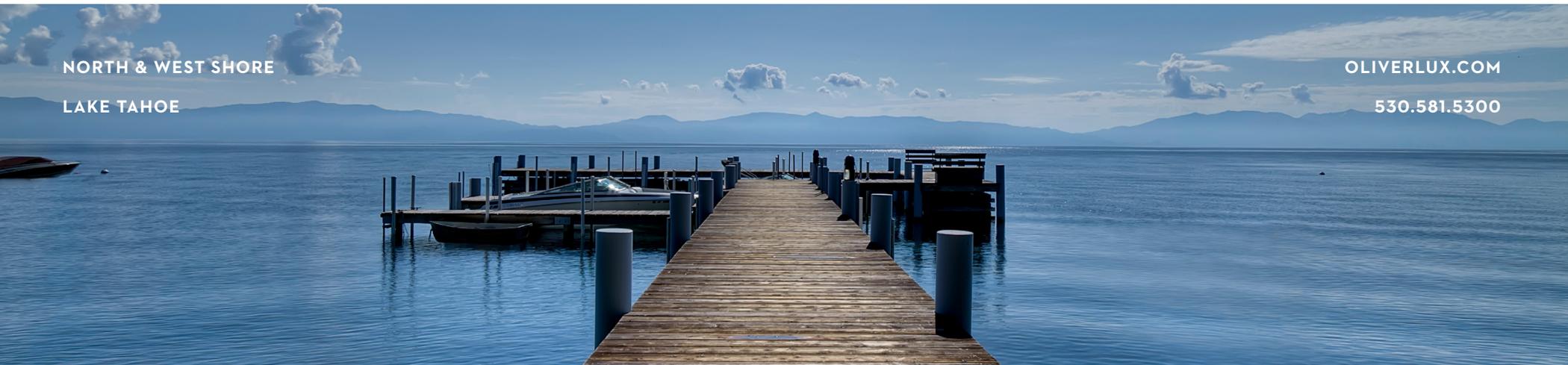
North Shore Lakefront: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|-------------|--------------|--------|
| Median Price | \$2,526,750 | \$3,500,000 | 39% |
| Average Sold Price | \$2,526,750 | \$3,576,923 | 41% |
| Average Days on Market | 228 | 130 | -43% |
| Highest Sold Price | \$2,958,500 | \$5,725,000 | 94% |
| Lowest Sold Price | \$2,095,000 | \$1,945,000 | -7% |
| % Sold Price to Average List Price | 81% | 96% | 19% |
| Total Dollar Volume Sold | \$5,053,500 | \$46,500,000 | 820% |
| Total Properties Sold | 2 | 13 | 550% |

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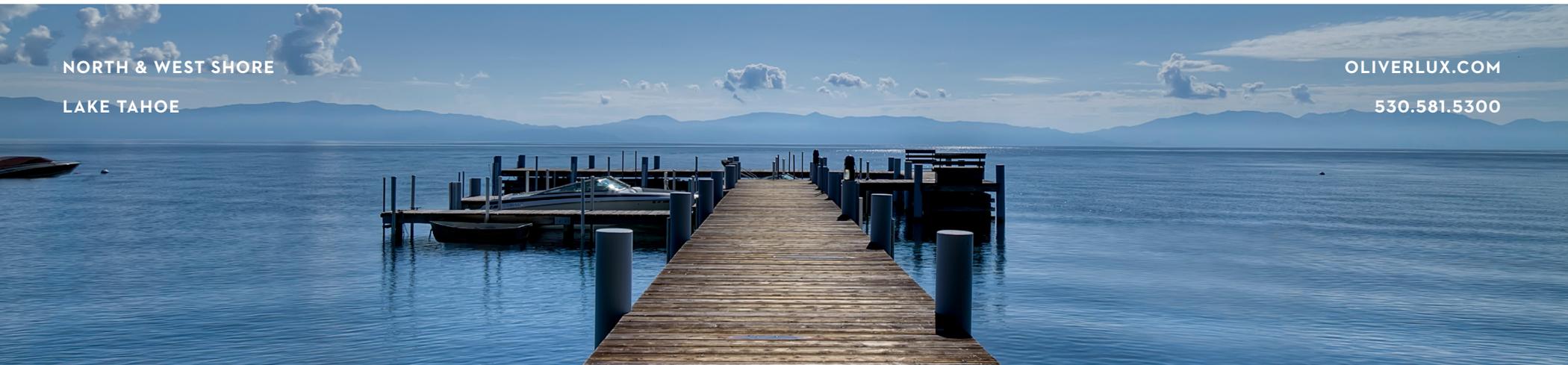


North Shore Non-Lakefront: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|---------------|---------------|--------|
| Median Price | \$575,000 | \$662,500 | 15% |
| Average Sold Price | \$713,629 | \$718,188 | 1% |
| Average Days on Market | 94 | 76 | -19% |
| Highest Sold Price | \$3,600,000 | \$1,700,000 | -53% |
| Lowest Sold Price | \$213,000 | \$138,000 | -35% |
| % Sold Price to Average List Price | 97% | 98% | 1% |
| Total Dollar Volume Sold | \$114,180,658 | \$126,401,217 | 11% |
| Total Properties Sold | 160 | 176 | 10% |

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North Shore: Condo

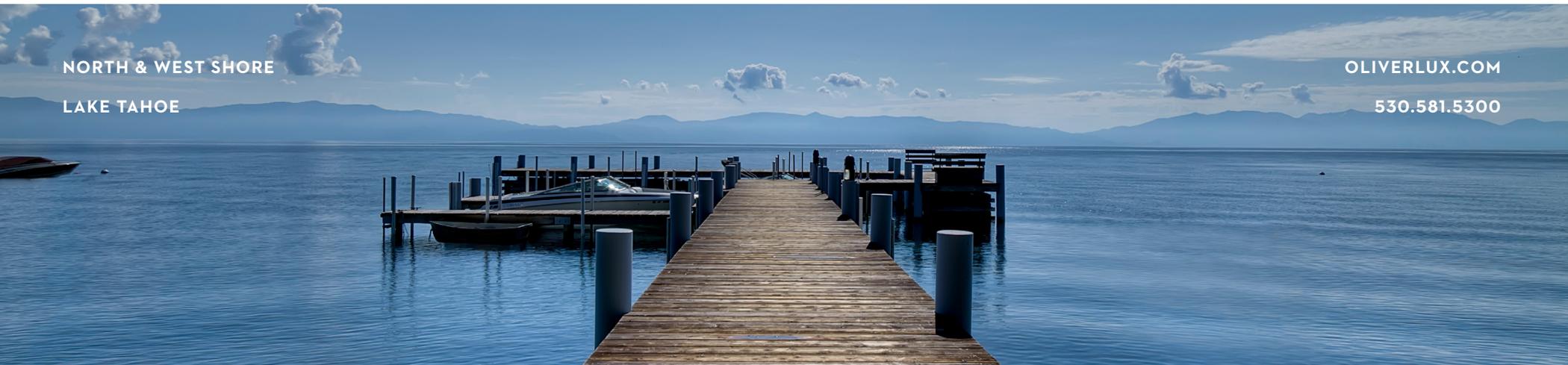
| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$348,500 | \$393,000 | 13% |
| Average Sold Price | \$441,350 | \$533,176 | 21% |
| Average Days on Market | 94 | 73 | -22% |
| Highest Sold Price | \$210,000 | \$1,752,000 | 734% |
| Lowest Sold Price | \$88,000 | \$86,500 | -2% |
| % Sold Price to Average List Price | 96% | 96% | 0% |
| Total Dollar Volume Sold | \$26,481,010 | \$55,983,500 | 111% |
| Total Properties Sold | 60 | 105 | 75% |

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Squaw Valley: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$1,125,000 | \$1,235,000 | 10% |
| Average Sold Price | \$1,528,895 | \$1,380,276 | -10% |
| Average Days on Market | 294 | 216 | -27% |
| Highest Sold Price | \$3,890,000 | \$4,250,000 | 9% |
| Lowest Sold Price | \$500,000 | \$380,000 | -24% |
| % Sold Price to Average List Price | 89% | 95% | 6% |
| Total Dollar Volume Sold | \$38,222,390 | \$35,887,200 | -6% |
| Total Properties Sold | 25 | 27 | 8% |



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Squaw Valley: Condo

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$374,500 | \$480,000 | 28% |
| Average Sold Price | \$416,059 | \$516,412 | 24% |
| Average Days on Market | 214 | 220 | 3% |
| Highest Sold Price | \$980,000 | \$1,710,000 | 74% |
| Lowest Sold Price | \$110,000 | \$146,000 | 33% |
| % Sold Price to Average List Price | 96% | 96% | 1% |
| Total Dollar Volume Sold | \$24,963,550 | \$36,149,500 | 45% |
| Total Properties Sold | 60 | 70 | 17% |

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The Village at Squaw Valley: Condo

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$447,500 | \$480,000 | 7% |
| Average Sold Price | \$484,408 | \$560,391 | 16% |
| Average Days on Market | 229 | 161 | -30% |
| Highest Sold Price | \$980,000 | \$1,710,000 | 74% |
| Lowest Sold Price | \$256,000 | \$286,000 | 12% |
| % Sold Price to Average List Price | 94% | 94% | 1% |
| Total Dollar Volume Sold | \$11,141,400 | \$12,889,000 | 16% |
| Total Properties Sold | 23 | 23 | 0% |



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Alpine Meadows: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$737,500 | \$699,000 | -5% |
| Average Sold Price | \$821,025 | \$771,289 | -6% |
| Average Days on Market | 124 | 143 | 15% |
| Highest Sold Price | \$1,350,000 | \$1,388,000 | 3% |
| Lowest Sold Price | \$452,000 | \$290,000 | -36% |
| % Sold Price to Average List Price | 95% | 94% | 0% |
| Total Dollar Volume Sold | \$16,420,500 | \$14,654,500 | -11% |
| Total Properties Sold | 20 | 19 | -5% |

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Alpine Meadows: Condo

| | 2016 | 2017 | CHANGE |
|------------------------------------|-------------|-----------|--------|
| Median Price | \$347,500 | \$436,000 | 25% |
| Average Sold Price | \$387,600 | \$436,000 | 12% |
| Average Days on Market | 141 | 58 | -59% |
| Highest Sold Price | \$825,000 | \$465,000 | -44% |
| Lowest Sold Price | \$208,000 | \$407,000 | 96% |
| % Sold Price to Average List Price | 96% | 96% | 0% |
| Total Dollar Volume Sold | \$3,876,000 | \$872,000 | -78% |
| Total Properties Sold | 10 | 2 | -80% |



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West Shore Lakefront: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$4,900,000 | \$4,000,000 | -18% |
| Average Sold Price | \$5,889,000 | \$5,466,384 | -7% |
| Average Days on Market | 186 | 147 | -21% |
| Highest Sold Price | \$17,500,000 | \$15,000,000 | -14% |
| Lowest Sold Price | \$1,750,000 | \$1,350,000 | -23% |
| % Sold Price to Average List Price | 96% | 93% | -2% |
| Total Dollar Volume Sold | \$76,557,000 | \$72,413,000 | -5% |
| Total Properties Sold | 13 | 14 | 8% |

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West Shore Non-Lakefront: Single Family

| | 2016 | 2017 | CHANGE |
|------------------------------------|--------------|--------------|--------|
| Median Price | \$580,500 | \$600,000 | 3% |
| Average Sold Price | \$669,341 | \$691,394 | 3% |
| Average Days on Market | 90 | 72 | -20% |
| Highest Sold Price | \$2,550,000 | \$3,072,500 | 20% |
| Lowest Sold Price | \$192,000 | \$205,000 | 7% |
| % Sold Price to Average List Price | 97% | 96% | -1% |
| Total Dollar Volume Sold | \$84,336,981 | \$83,658,704 | -1% |
| Total Properties Sold | 126 | 121 | -4% |

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West Shore: Condo

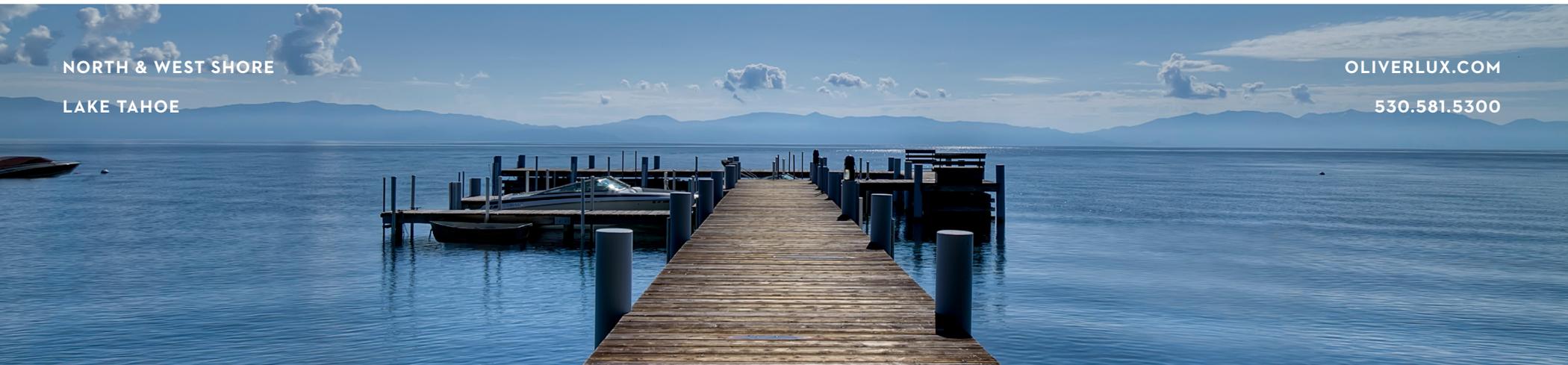
| | 2016 | 2017 | CHANGE |
|------------------------------------|-------------|--------------|--------|
| Median Price | \$415,000 | \$623,000 | 50% |
| Average Sold Price | \$561,835 | \$1,047,298 | 86% |
| Average Days on Market | 115 | 71 | -38% |
| Highest Sold Price | \$1,548,750 | \$4,650,000 | 200% |
| Lowest Sold Price | \$170,000 | \$200,000 | 18% |
| % Sold Price to Average List Price | 96% | 95% | -1% |
| Total Dollar Volume Sold | \$9,551,200 | \$24,087,875 | 152% |
| Total Properties Sold | 17 | 23 | 35% |

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