

Granger Group Lake Tahoe/Truckee Market Update

Year End 2015

Lake Tahoe Basin – Single Family (Excluding lakefront)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	319	274	16%
Med. Sold \$	\$536,000	\$508,500	5%
Avg. Sold \$	\$634,209	\$620,266	2%
Total Volume	\$202,312,712	\$169,953,101	19%
Average DOM*	104	90	+15.5%

Lake Tahoe Basin – Condo/Townhome (Excluding lakefront & lakefront condo project)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	51	57	-10.5%
Med. Sold \$	\$329,500	\$267,500	23%
Avg. Sold \$	\$357,264	\$306,261	17%
Total Volume	\$18,220,500	\$17,456,919	4%
Average DOM*	60	76	-21%

Lake Tahoe Basin – Single Family Lakefront (Lakefront & Split Lakefront)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	30	34	-12%
Med. Sold \$	\$3,262,500	\$2,975,000	10%
Avg. Sold \$	\$4,174,217	\$3,734,388	12%
Total Volume	\$125,226,524	\$126,969,225	-1%
Average DOM*	190	158	20%

Lake Tahoe Basin – Condo/Townhome Lakefront (Lakefront & Lakefront Condo Project)

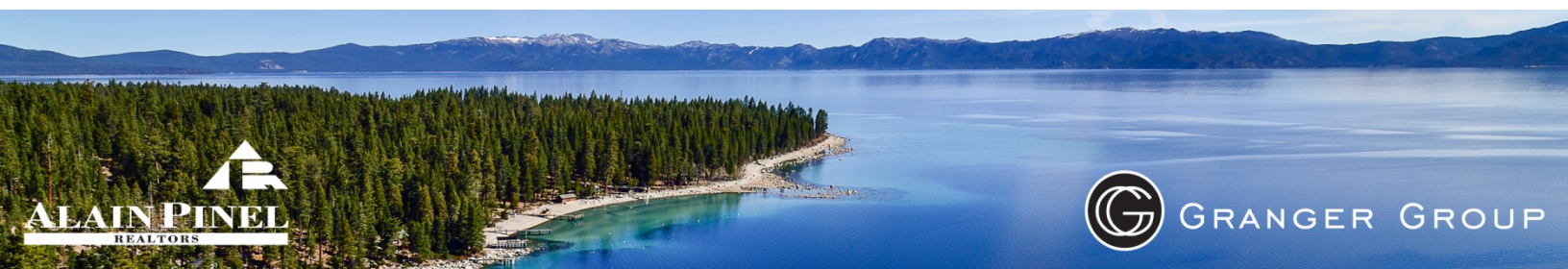
	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	34	31	10%
Med. Sold \$	\$649,500	\$765,000	-15%
Avg. Sold \$	\$761,850	\$1,025,659	-26%
Total Volume	\$25,902,925	\$31,795,450	-18.5%
Average DOM*	118	184	-36%

Ski Areas – Single Family (Alpine Meadows, Squaw Valley, Northstar)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	43	70	-38.5%
Med. Sold \$	\$815,000	\$835,000	-2%
Avg. Sold \$	\$1,007,200	\$1,085,176	7%
Total Volume	\$43,309,600	\$75,962,348	-43%
Average DOM*	176	167	5%

Ski Areas – Condo/Townhome (Alpine Meadows, Squaw Valley, Northstar)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	86	106	-19%
Med. Sold \$	\$395,000	\$450,000	-12%
Avg. Sold \$	\$559,143	\$802,894	-30%
Total Volume	\$48,086,375	\$85,106,840	-43%
Average DOM*	140	128	9%



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Truckee Area – Single Family (Excluding Northstar)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	581	522	11%
Med. Sold \$	\$549,000	\$569,750	-4%
Avg. Sold \$	\$789,010	\$875,292	-10%
Total Volume	\$458,415,188	\$456,902,846	.03%
Average DOM*	82	77	6%

Truckee Area – Condo/Townhome (Excluding Northstar)

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	66	85	-22%
Med. Sold \$	\$353,000	\$310,000	14%
Avg. Sold \$	\$498,375	\$422,172	18%
Total Volume	\$32,892,750	\$35,884,695	-8%
Average DOM*	102	96	6%

Incline Village – Single Family (Excluding lakefronts)

	2015 Jan – Dec	2014 Jan – Dec	Yearly % Difference
Total Units Sold	190	188	1%
Med. Sold \$	\$905,000	\$871,500	4%
Avg. Sold \$	\$1,052,978	\$1,115,145	-5%
Total Volume	\$222,701,974	\$209,647,248	6%
Average DOM*	160	129	24%

Incline Village – Condo/Townhome (Excluding lakefronts)

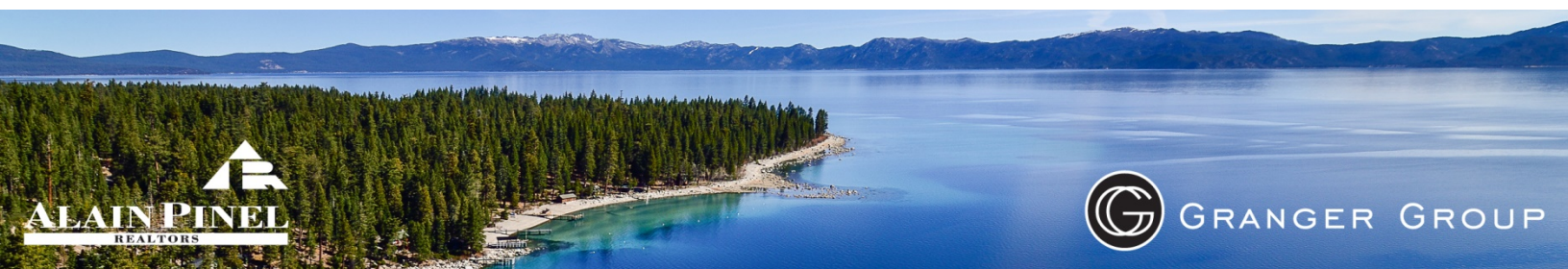
	2015 Jan-Dec	2014 Jan – Dec	Yearly % Difference
Total Units Sold	167	137	22%
Med. Sold \$	\$390,000	\$395,000	-1%
Avg. Sold \$	\$423,294	\$440,835	-4%
Total Volume	\$70,690,137	\$60,394,399	17%
Average DOM*	129	112	15%

Incline Village – Single Family Lakefront

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	6	8	-25%
Med. Sold \$	\$4,274,000	\$6,975,000	-39%
Avg. Sold \$	\$4,998,000	\$6,965,624	-28%
Total Volume	\$29,988,000	\$55,724,999	-46%
Average DOM*	136	76	79%

Incline Village – Condo/Townhome Lakefront

	2015 Jan-Dec	2014 Jan-Dec	Yearly % Difference
Total Units Sold	7	13	-46%
Med. Sold \$	\$1,950,000	\$1,311,500	49%
Avg. Sold \$	\$1,757,142	\$2,081,269	-15.5%
Total Volume	\$12,300,000	\$27,056,500	-54.5%
Average DOM*	251	135	86%



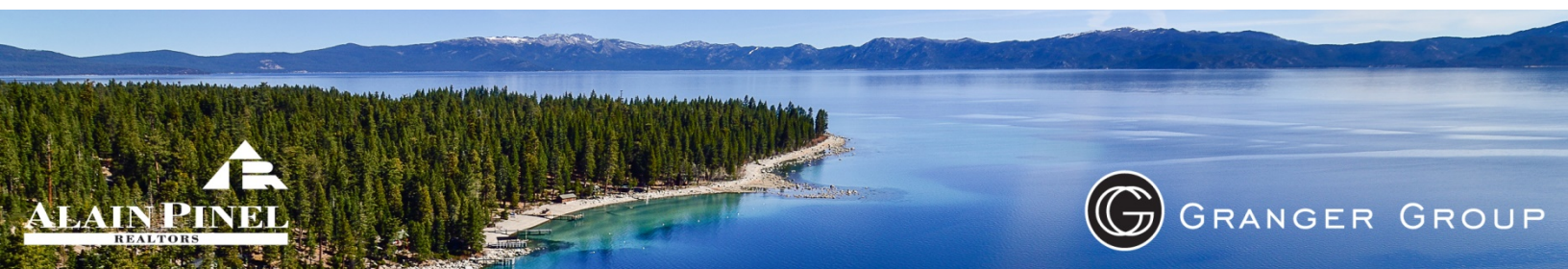
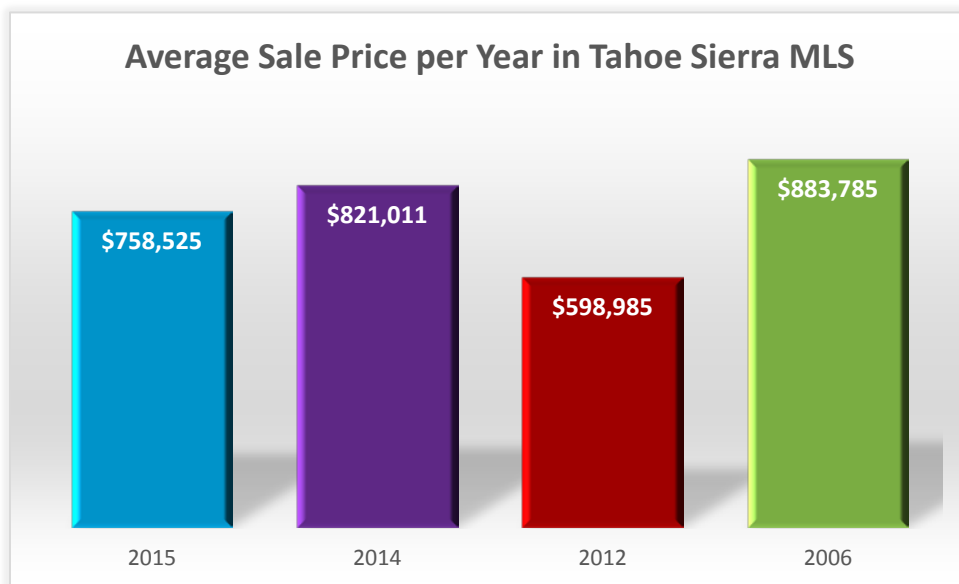
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Tahoe Sierra MLS, Single Family and Condo/Townhome

	2015 Jan-Dec	2014 Jan-Dec	2012* Jan-Dec	2006* Jan-Dec	Yearly % Difference 2006 vs 2015
Total Units Sold	1,421	1,382	1,428	1,064	33%
Med. Sold \$	\$520,000	\$518,250	\$405,000	\$650,000	-20%
Avg. Sold \$	\$758,525	\$821,011	\$598,985	\$883,785	-14%
Total Volume	\$1,077,865,133	\$1,134,638,424	\$855,351,371	\$937,696,214	15%
Average DOM*	103	102	125	102	.10%

* 2006 and 2012 are widely acknowledged to be the price peak and low point, respectively, of the Tahoe/Truckee real estate market.



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Information obtained from Tahoe Sierra and Incline Village MLS: January – December 2014 vs. January – December 2015

