

Granger Group Lake Tahoe/Truckee Market Update

Year End 2016

Lake Tahoe Basin – Single Family (Excluding lakefront)

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	319	309	-3%
Med. Sold \$	\$536,000	\$575,000	+7%
Avg. Sold \$	\$634,209	\$682,244	+7.5%
Total Volume	\$202,312,712	\$210,813,639	+4%
Average DOM*	104	95	-9%

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

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	51	57	+12%
Med. Sold \$	\$329,500	\$340,000	+3%
Avg. Sold \$	\$357,264	\$335,837	-6%
Total Volume	\$18,220,500	\$19,142,710	+5%
Average DOM*	60	99	+65%

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

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	30	19	-37%
Med. Sold \$	\$3,262,500	\$4,750,000	+45.5%
Avg. Sold \$	\$4,174,217	\$5,355,131	+28%
Total Volume	\$125,226,524	\$101,747,500	-19%
Average DOM*	190	173	-9%

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

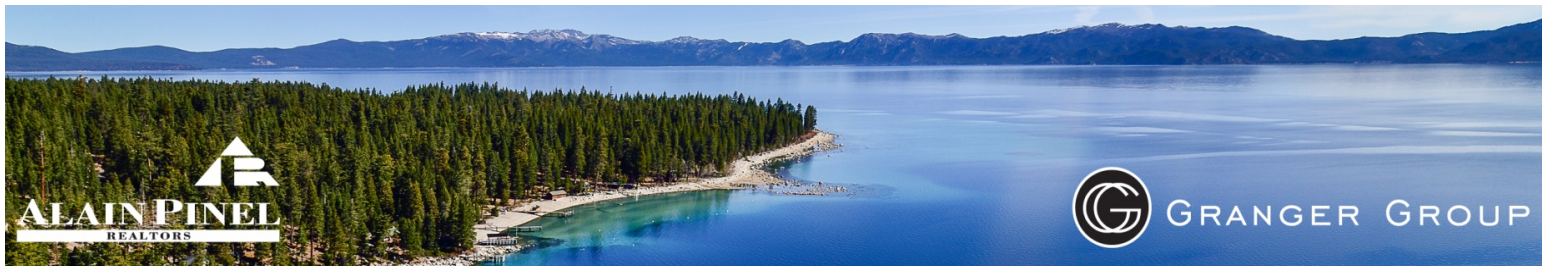
	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	34	22	-35%
Med. Sold \$	\$649,500	\$671,250	+3%
Avg. Sold \$	\$761,850	\$859,250	+13%
Total Volume	\$25,902,925	\$18,903,500	-27%
Average DOM*	118	125	+6%

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

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	43	88	+105%
Med. Sold \$	\$815,000	\$897,500	+10%
Avg. Sold \$	\$1,007,200	\$1,282,152	+27%
Total Volume	\$43,309,600	\$112,829,390	+160.5%
Average DOM*	176	171	-3%

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

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	86	130	+51%
Med. Sold \$	\$395,000	\$413,500	+5%
Avg. Sold \$	\$559,143	\$566,450	+1%
Total Volume	\$48,086,375	\$73,638,623	+53%
Average DOM*	140	165	+18%



Granger Group Lake Tahoe/Truckee Market Update

Year End 2016

Truckee Area – Single Family (Excluding Northstar)

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	588	658	+12%
Med. Sold \$	\$550,000	\$599,450	+9%
Avg. Sold \$	\$794,981	\$976,628	+23%
Total Volume	\$467,448,868	\$642,621,502	+37.5%
Average DOM*	83	73	-12%

Truckee Area – Condo/Townhome (Excluding Northstar)

	2015 Jan-Dec	2016 Jan-Dec	Yearly % Difference
Total Units Sold	72	123	+71%
Med. Sold \$	\$342,000	\$360,000	+5%
Avg. Sold \$	\$473,658	\$461,325	-3%
Total Volume	\$34,103,400	\$56,742,998	+66%
Average DOM*	111	83	-25%

Incline Village – Single Family

	2015 Jan – Dec	2016 Jan – Dec	Yearly % Difference
Total Units Sold	190	210	+10.5%
Med. Sold \$	\$920,000	\$997,500	+8%
Avg. Sold \$	\$1,286,842	\$1,344,355	+4.5%
Total Volume	\$244,499,974	\$282,314,521	+15.5%
Average DOM*	186	200	+7.5%

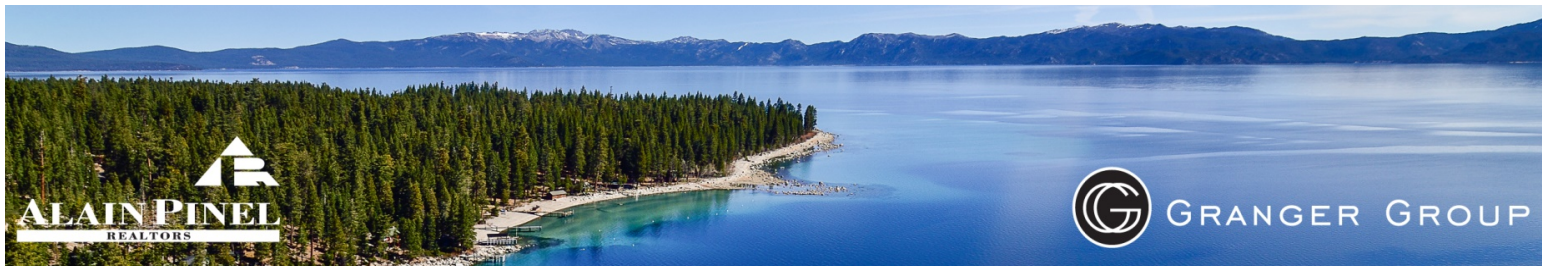
Incline Village – Condo/Townhome

	2015 Jan-Dec	2016 Jan – Dec	Yearly % Difference
Total Units Sold	173	187	+8%
Med. Sold \$	\$390,000	\$410,000	+5%
Avg. Sold \$	\$409,000	\$467,794	+14%
Total Volume	\$82,515,137	\$87,477,525	+6%
Average DOM*	149	147	-1%

Tahoe Sierra MLS, Single Family and Condo/Townhome

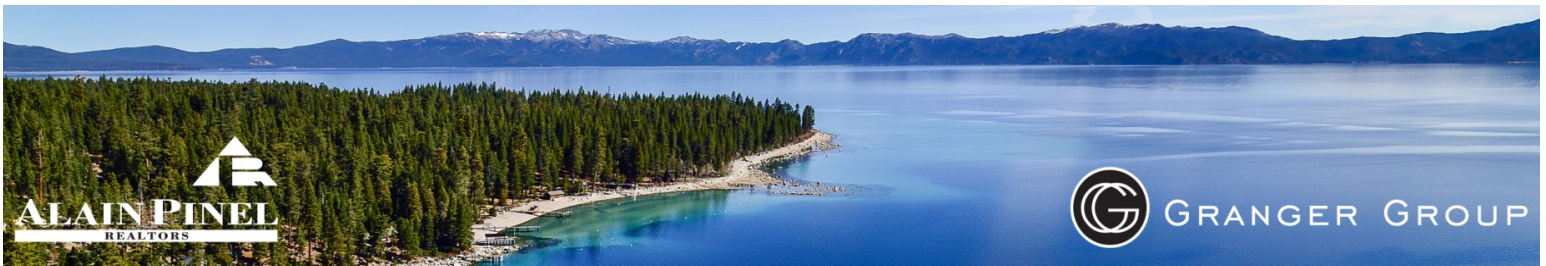
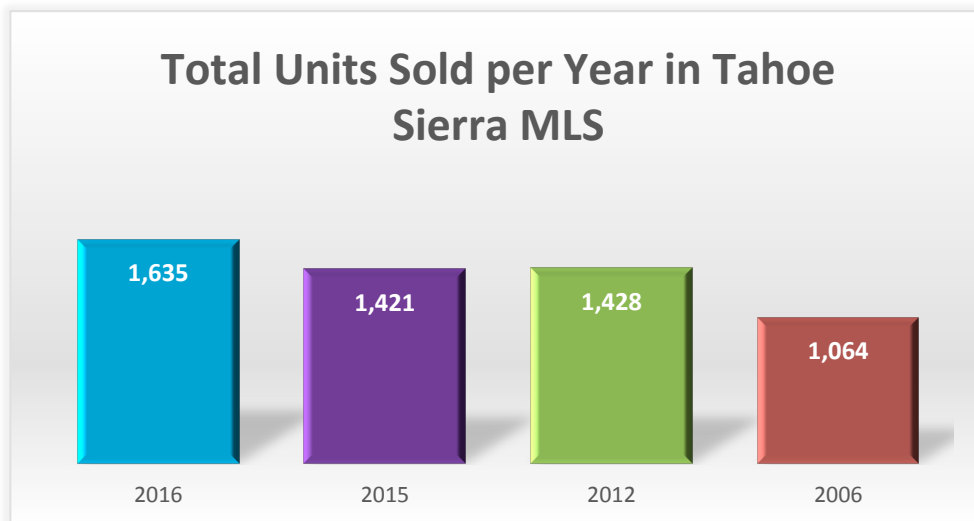
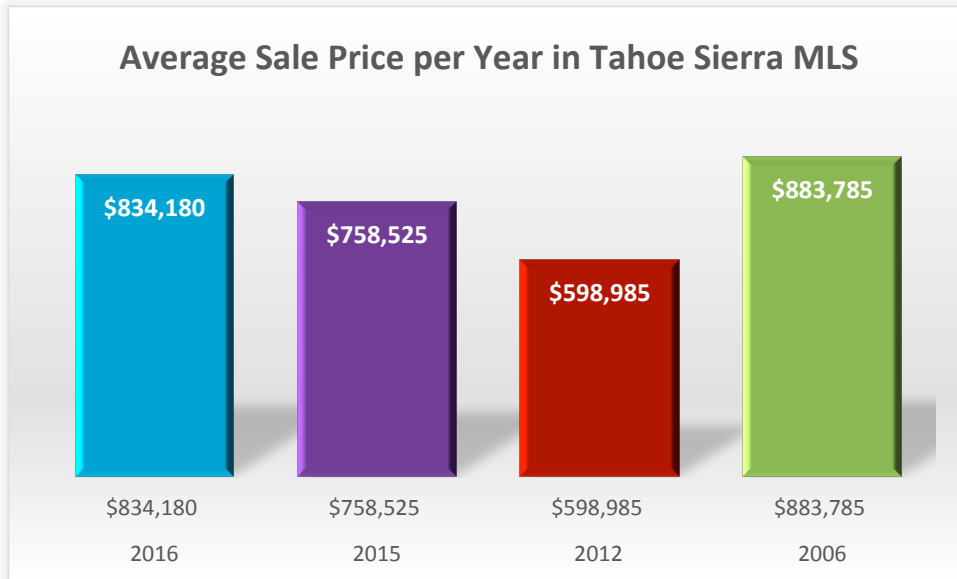
	2016 Jan-Dec	2015 Jan-Dec	2012* Jan-Dec	2006* Jan-Dec	Yearly % Difference 2006 vs 2016
Total Units Sold	1,635	1,421	1,428	1,064	+54%
Med. Sold \$	\$550,000	\$520,000	\$405,000	\$650,000	-15%
Avg. Sold \$	\$834,180	\$758,525	\$598,985	\$883,785	-6%
Total Volume	\$1,361,382,937	\$1,077,865,133	\$855,351,371	\$937,696,214	+45%
Average DOM*	101	103	125	102	-1%

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



Granger Group Lake Tahoe/Truckee Market Update

Year End 2016



3092 North Lake Blvd., Suite 3, Tahoe City, CA 96145 | 530.581.6927 | www.grangergrouptahoe.com

Information obtained from Tahoe Sierra and Incline Village MLS: January – December 2016 vs. January – December 2015