3RD Quarter Market Report 2017

LAKE TAHOE & TRUCKEE

Lake Tahoe Basin – Single Family
(Excluding lakefront)

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	224	239	-6%
Med. Sold $	$626,750	$565,000	11%
Avg. Sold $	$698,837	$686,178	2%
Total Volume	$156,539,511	$163,996,632	-5%
Average DOM*	71	92	-23%

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

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	53	43	23%
Med. Sold $	$357,500	$322,000	11%
Avg. Sold $	$338,528	$315,216	7%
Total Volume	$17,942,000	$13,554,310	32%
Average DOM*	52	115	-55%

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

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	19	17	12%
Med. Sold $	$3,650,000	$4,025,000	-9%
Avg. Sold $	$4,993,052	$5,049,852	-1%
Total Volume	$94,868,000	$85,847,500	11%
Average DOM*	161	185	-13%

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

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	35	14	150%
Med. Sold $	$975,000	$658,750	48%
Avg. Sold $	$1,033,482	$834,802	24%
Total Volume	$36,171,875	$11,687,250	209%
Average DOM*	118	146	-19%

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

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	51	61	-16%
Med. Sold $	$1,037,500	$915,000	13%
Avg. Sold $	$1,189,552	$1,313,063	-9%
Total Volume	$60,667,200	$80,096,890	-24%
Average DOM*	184	174	6%

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

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	93	83	12%
Med. Sold $	$450,000	$410,000	10%
Avg. Sold $	$569,446	$596,567	-5%
Total Volume	$52,958,500	$48,918,573	8%
Average DOM*	164	156	5%

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3RD Quarter Market Report 2017

LAKE TAHOE & TRUCKEE

Truckee Area – Single Family
(Excluding Northstar)

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	471	509	-7%
Med. Sold $	$650,000	$599,000	9%
Avg. Sold $	$1,021,512	$1,034,670	-1%
Total Volume	$481,132,509	$526,647,427	-9%
Average DOM*	58	75	-23%

Truckee Area – Condo/Townhome
(Excluding Northstar)

	2017 Jan-Sept	2016 Jan-Sept	Yearly % Difference
Total Units Sold	90	85	6%
Med. Sold $	$399,950	$372,000	8%
Avg. Sold $	$451,529	$480,680	-6%
Total Volume	$40,637,622	$40,857,800	-1%
Average DOM*	60	72	-17%

Incline Village – Single Family

	2017 Jan - Sept	2016 Jan - Sept	Yearly % Difference
Total Units Sold	166	166	0
Med. Sold $	$1,059,500	$1,028,625	3%
Avg. Sold $	$1,718,204	$1,313,097	31%
Total Volume	$285,221,822	$217,974,021	31%
Average DOM*	190	201	-5%

Incline Village – Condo/Townhome

	2017 Jan-Sept	2016 Jan - Sept	Yearly % Difference
Total Units Sold	145	149	-3%
Med. Sold $	$465,000	$425,000	9%
Avg. Sold $	$552,374	$504,136	10%
Total Volume	$80,094,300	$75,116,325	7%
Average DOM*	136	139	-2%

Martis Camp Report

Martis Camp	2017 Jan-Sept	2016 Jan-Sept	Truckee SFR *including* Martis Camp (2017)	Truckee SFR *without* Martis Camp (2017)	Martis Camp % of Truckee Market
Total Units Sold	30	45	471	441	6% of units
Med. Sold $	$3,975,000	$3,900,000	$650,000	$628,000	
Avg. Sold $	$4,503,583	$4,317,227	$1,021,512	$784,637	
Total Volume	$135,107,500	$194,275,250	$481,132,509	$346,025,009	28% of $$

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3RD Quarter Market Report 2017

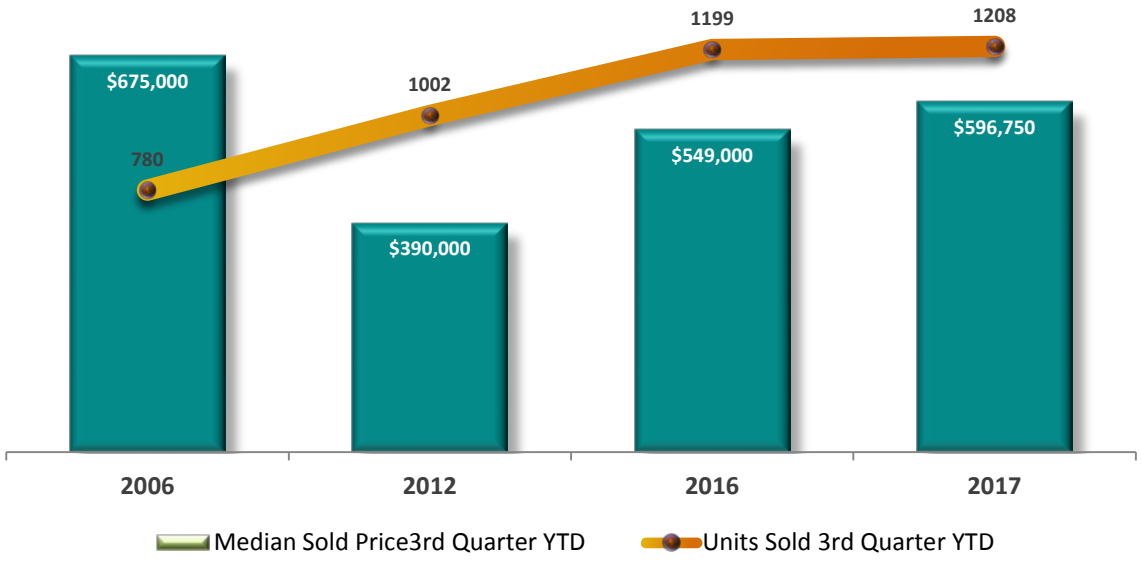
LAKE TAHOE & TRUCKEE

Tahoe Sierra MLS All Areas, Single Family and Condo/Townhome					
	2017 Jan-Sept	2016 Jan-Sept	2012* Jan-Sept	2006** Jan-Sept	Yearly % Difference 2006 vs 2017
Total Units Sold	1208	1199	1002	780	55%
Med. Sold $	$596,750	$549,000	$390,000	$675,000	-12%
Avg. Sold $	$865,783	$870,745	$539,042	$931,037	-7%
Total Volume	$1,045,866,497	$1,038,391,752	$540,120,604	$723,416,389	45%
Average DOM*	86	101	122	101	-15%

*2012 is widely agreed upon as the low-point of the market in the years surrounding the recession

**2006 is widely agreed upon as the high-point of the market in the years surrounding the recession

3rd Quarter Year-to-Date Median Price vs. Units Sold, Highs & Lows



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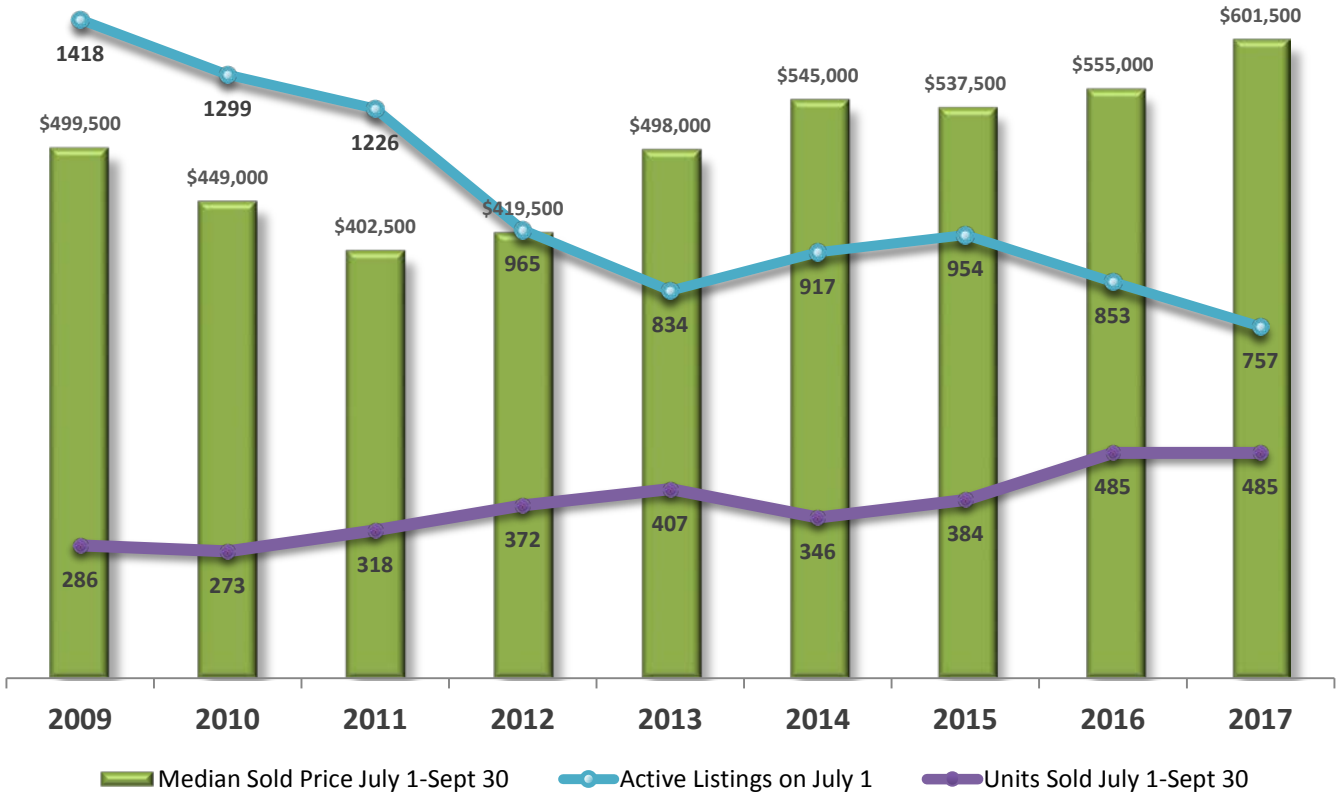
3RD Quarter Market Report 2017

LAKE TAHOE & TRUCKEE

Active Listings as of July 1 vs. 3rd Quarter Median Sale Price & Units Sold*



*Data as per Tahoe Sierra MLS Areas 1-9TD, SFR & CT

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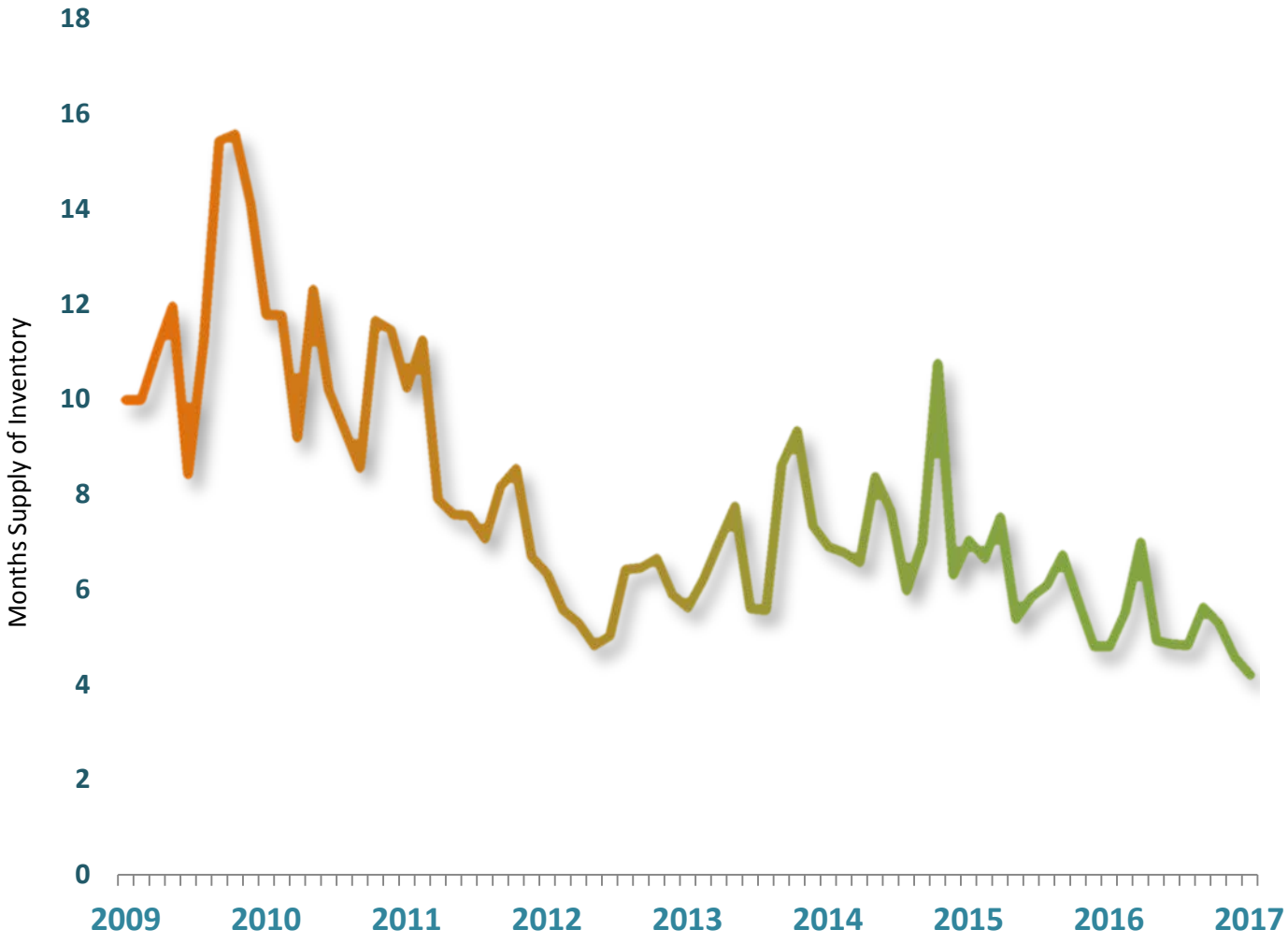
LAKE TAHOE & TRUCKEE

How Many Months to Sell Current Inventory of Active Listings 2009 to present



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