

Year End Market Report 2017

LAKE TAHOE & TRUCKEE

Lake Tahoe Basin – Single Family (Excluding lakefront)

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	318	309	3%
Med. Sold \$	\$630,000	\$575,000	10%
Avg. Sold \$	\$705,606	\$682,244	3%
Total Volume	\$224,382,761	\$210,813,639	6%
Average DOM*	72	95	-24%

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

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	84	57	47%
Med. Sold \$	\$365,000	\$340,000	7%
Avg. Sold \$	\$363,684	\$335,837	8%
Total Volume	\$30,549,500	\$19,142,710	60%
Average DOM*	56	99	-43%

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

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	28	19	47%
Med. Sold \$	\$3,500,000	\$4,750,000	-26%
Avg. Sold \$	\$4,496,892	\$5,355,131	-16%
Total Volume	\$125,913,000	\$101,747,500	24%
Average DOM*	156	173	-10%

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

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	46	23	100%
Med. Sold \$	\$987,500	\$662,500	49%
Avg. Sold \$	\$1,098,714	\$828,086	33%
Total Volume	\$50,540,875	\$19,046,000	165%
Average DOM*	115	119	-3%

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

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	84	88	-5%
Med. Sold \$	\$1,031,250	\$897,500	15%
Avg. Sold \$	\$1,268,169	\$1,282,152	-1%
Total Volume	\$105,258,100	\$112,829,390	-7%
Average DOM*	163	171	-5%

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

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	135	130	4%
Med. Sold \$	\$470,000	\$413,500	14%
Avg. Sold \$	\$551,698	\$566,450	-3%
Total Volume	\$74,479,264	\$73,638,623	1%
Average DOM*	172	165	4%



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Truckee Area – Single Family (Excluding Northstar)

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	699	658	6%
Med. Sold \$	\$645,000	\$599,450	8%
Avg. Sold \$	\$992,382	\$976,613	2%
Total Volume	\$693,675,585	\$642,611,502	8%
Average DOM*	62	73	-15%

Truckee Area – Condo/Townhome (Excluding Northstar)

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	125	123	2%
Med. Sold \$	\$389,000	\$360,000	8%
Avg. Sold \$	\$453,933	\$461,325	-2%
Total Volume	\$56,741,722	\$56,742,998	0
Average DOM*	64	83	-23%

Incline Village – Single Family

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	225	217	4%
Med. Sold \$	\$1,069,000	\$1,010,000	6%
Avg. Sold \$	\$1,637,461	\$1,341,790	22%
Total Volume	\$368,428,674	\$291,168,521	27%
Average DOM*	176	203	-13%

Incline Village – Condo/Townhome

	2017 Year End	2016 Year End	Yearly % Difference
Total Units Sold	210	195	8%
Med. Sold \$	\$452,500	\$423,000	7%
Avg. Sold \$	\$567,054	\$521,962	9%
Total Volume	\$119,081,406	\$101,782,675	17%
Average DOM*	124	149	-17%

Martis Camp Report

Martis Camp	2017 Year End	2016 Year End	Truckee SFR <i>including</i> Martis Camp (2017)	Truckee SFR <i>without</i> Martis Camp (2017)	Martis Camp % of Truckee Market (2017)	Martis Camp % of Truckee Market (2016)
Total Units Sold	42	49	699	657	6% of units	7% of units
Med. Sold \$	\$3,962,500	\$3,995,000	\$645,000	\$627,500		
Avg. Sold \$	\$4,466,071	\$4,325,301	\$992,382	\$770,320		
Total Volume	\$187,575,000	\$211,939,750	\$693,675,585	\$506,100,585	27% of \$\$	33% of \$\$
Average DOM*	143	159	62	57		



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Reno/Sparks, Single Family and Condo/Townhome***

	2017 Year End	2016 Year End	2012* Year End	2006** Year End	% Difference 2006 vs 2017
Total Units Sold	7959	7621	6976	4876	63%
Med. Sold \$	\$319,000	\$287,000	\$154,825	\$312,000	2%
Avg. Sold \$	\$362,763	\$322,520	\$186,994	\$377,169	-4%
Total Volume	\$2,887,231,849	\$2,457,929,858	\$1,304,475,214	\$1,839,080,893	57%
Average DOM	87	89	137	99	-12%

Tahoe/Truckee, Single Family and Condo/Townhome

	2017 Year End	2016 Year End	2012* Year End	2006** Year End	% Difference 2006 vs 2017
Total Units Sold	1,561	1,457	1,331	980	59%
Med. Sold \$	\$601,500	\$562,500	\$411,000	\$678,500	-11%
Avg. Sold \$	\$887,219	\$866,406	\$616,161	\$905,481	-2%
Total Volume	\$138,406,2637	\$1,259,754,767	\$820,111,421	\$884,655,114	56%
Average DOM	83	97	123	99	-16%

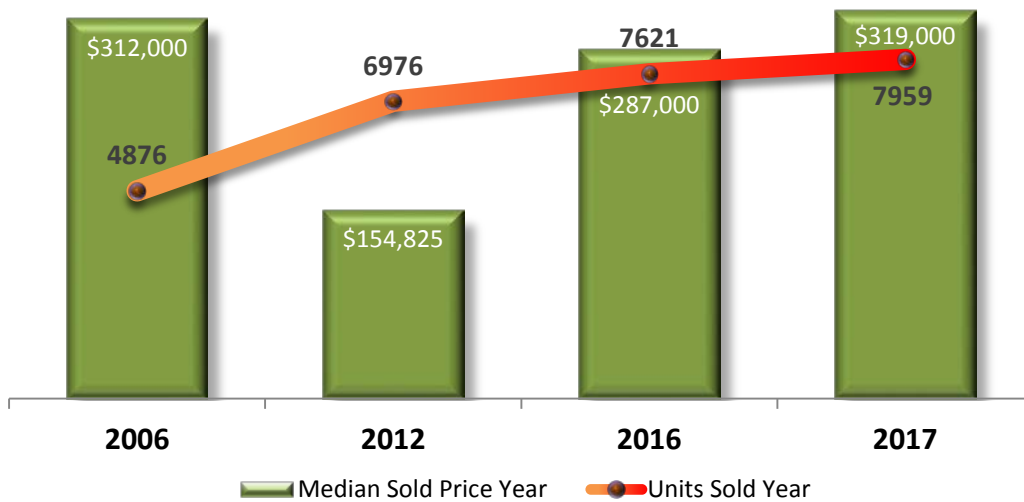
*2012 is widely agreed upon as the low-point of the market in the years surrounding the recession

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

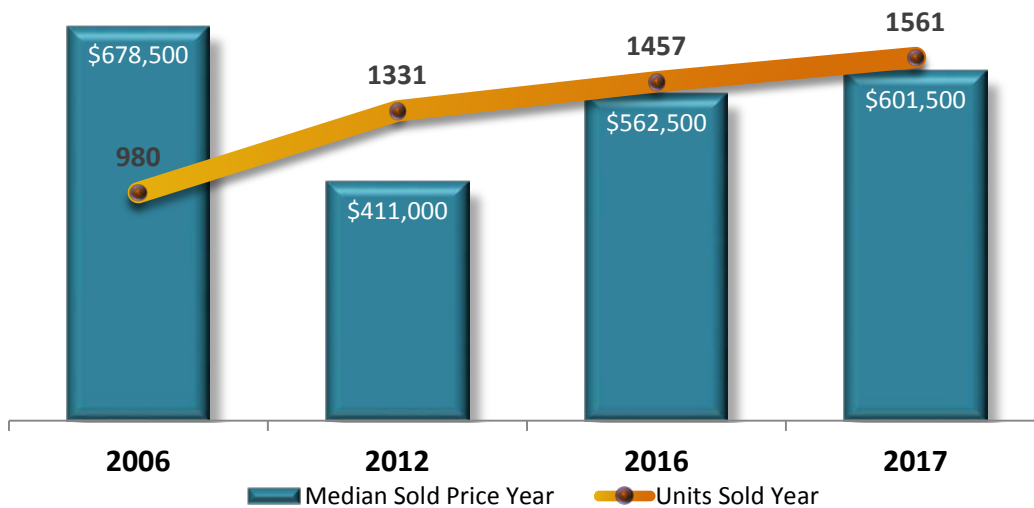
***Data as per Northern Nevada Regional MLS

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RENO: Year End Median Price vs. Units Sold



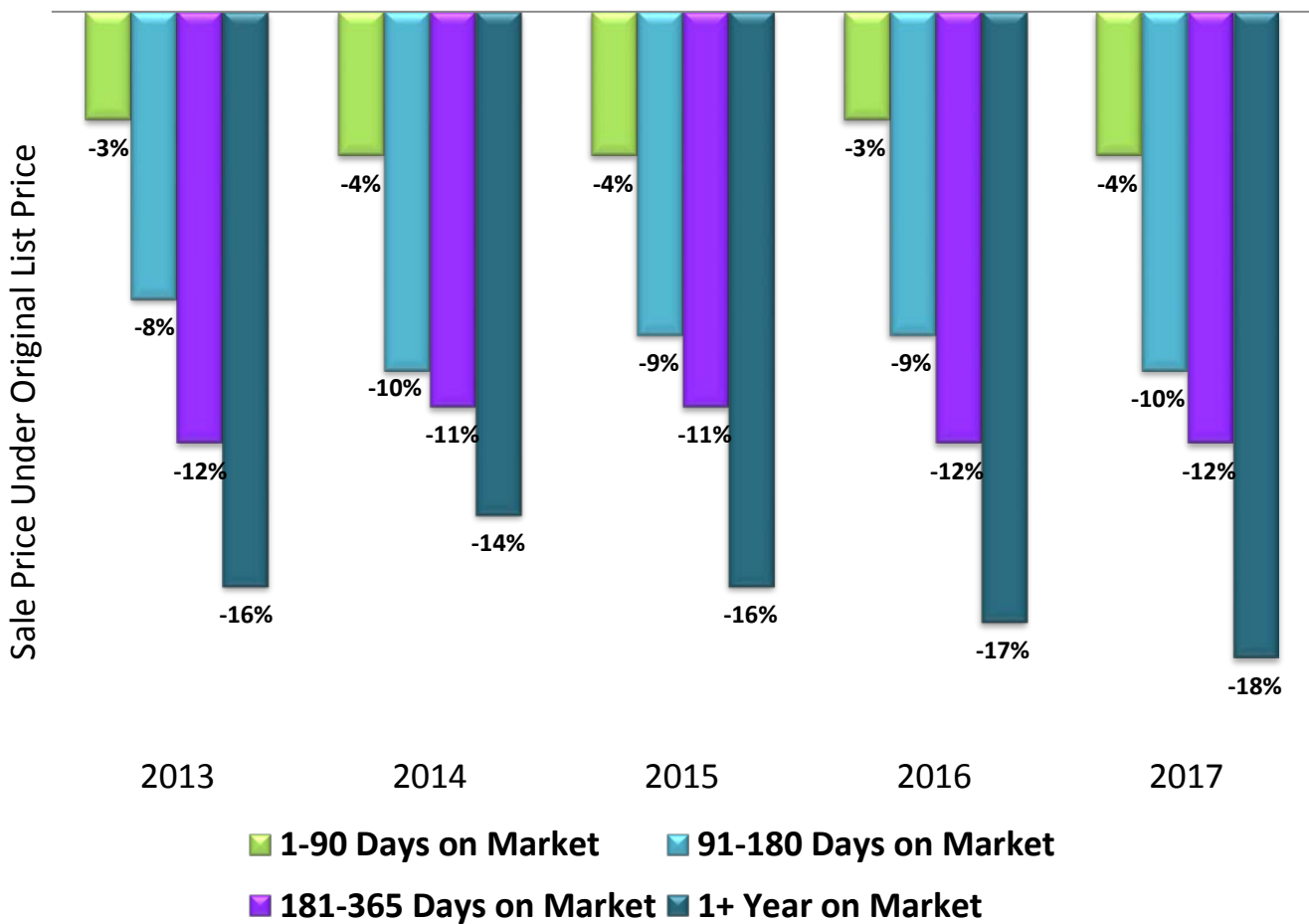
TAHOE-TRUCKEE: Year End Median Price vs. Units Sold



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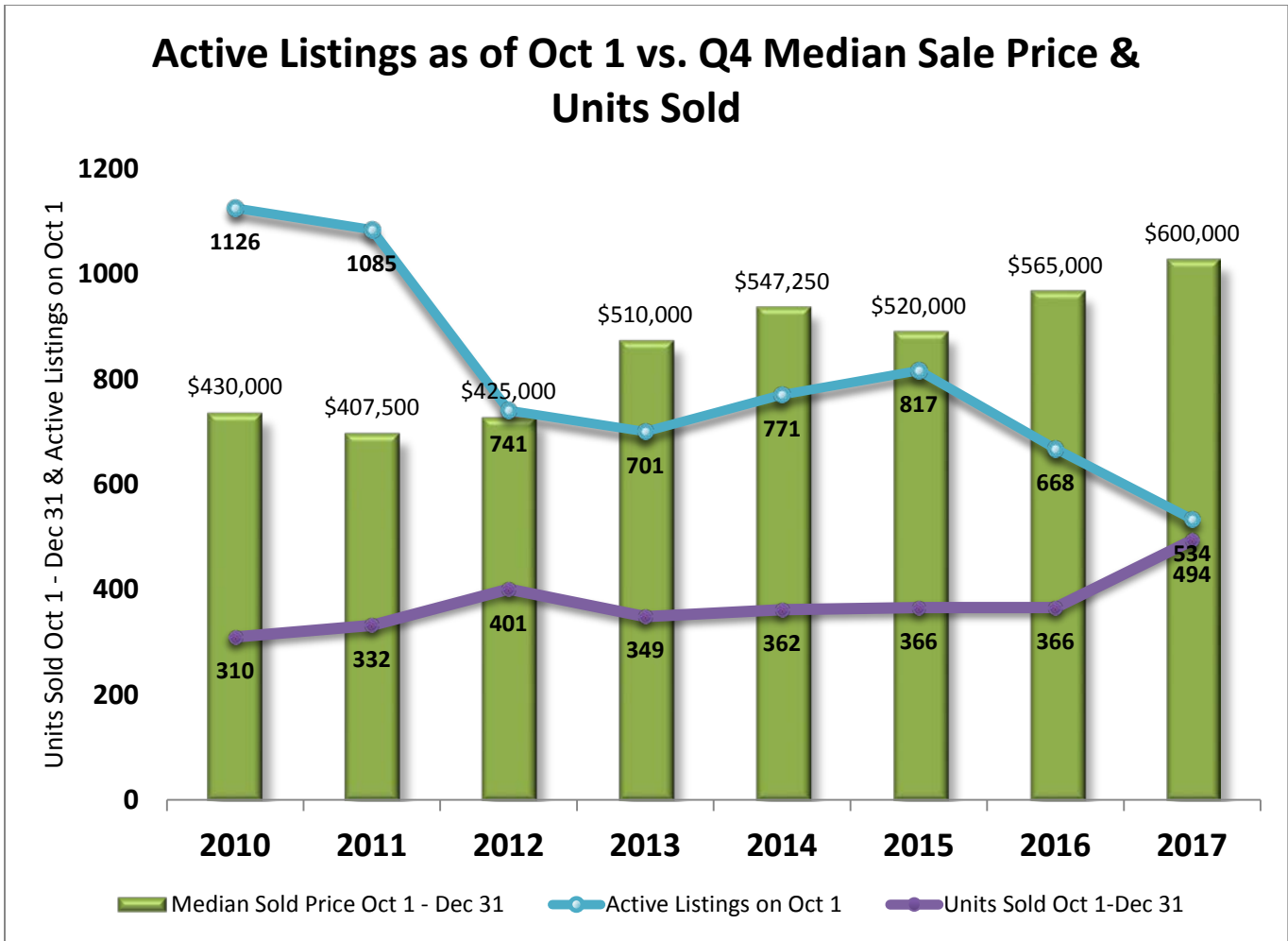
Want to sell in under 90 days? Get your home priced right from the start!

Days on Market vs. Sale Price Under Original List Price*



* Data as per Tahoe Sierra MLS Areas 1-9TD SFR Only, Yearly Average Sale-Under-Original List vs. actual DOM

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