

LAKE TAHOE & TRUCKEE

Lake Tahoe Basin – Single Family

(Excluding lakefront)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	48	52	-8%
Med. Sold \$	\$597,500	\$592,000	1%
Avg. Sold \$	\$762,322	\$641,012	19%
Total Volume	\$36,591,493	\$33,332,634	10%
Average DOM*	91	128	-29%

Lake Tahoe Basin – Condo/Townhome

(Excluding lakefront & lakefront condo project)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	10	11	-9%
Med. Sold \$	\$382,500	\$285,000	34%
Avg. Sold \$	\$368,425	\$306,000	20%
Total Volume	\$3,684,250	\$3,366,000	9%
Average DOM*	65	92	-29%

Lake Tahoe Basin – Single Family Lakefront

(Lakefront & Split Lakefront)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	5	4	25%
Med. Sold \$	\$3,770,000	\$8,662,500	-56%
Avg. Sold \$	\$4,275,000	\$8,418,750	-49%
Total Volume	\$21,375,000	\$33,675,000	-37%
Average DOM*	187	125	50%

Lake Tahoe Basin – Condo/Townhome Lakefront

(Lakefront & Lakefront Condo Project)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	8	9	-11%
Med. Sold \$	\$1,007,500	\$1,000,000	1%
Avg. Sold \$	\$1,152,562	\$879,819	31%
Total Volume	\$9,220,500	\$7,918,375	16%
Average DOM*	122	225	-46%

Ski Areas – Single Family

(Alpine Meadows, Squaw Valley, Northstar)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	8	16	-50%
Med. Sold \$	\$1,175,000	\$925,100	27%
Avg. Sold \$	\$1,818,875	\$1,107,356	64%
Total Volume	\$14,551,000	\$17,717,700	-18%
Average DOM*	175	280	-38%

Ski Areas – Condo/Townhome

(Alpine Meadows, Squaw Valley, Northstar)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	29	29	0%
Med. Sold \$	\$462,500	\$437,000	6%
Avg. Sold \$	\$669,700	\$652,551	3%
Total Volume	\$19,421,300	\$18,924,000	3%
Average DOM*	228	104	119%

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Truckee Area – Single Family (Excluding Northstar)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	128	104	23%
Med. Sold \$	\$702,500	\$662,500	6%
Avg. Sold \$	\$1,239,606	\$950,745	30%
Total Volume	\$158,669,596	\$98,877,562	60%
Average DOM*	70	77	-9%

Truckee Area – Condo/Townhome (Excluding Northstar)

	2018 Jan-Mar	2017 Jan-Mar	Yearly % Difference
Total Units Sold	18	21	-14%
Med. Sold \$	\$408,000	\$425,000	-4%
Avg. Sold \$	\$508,000	\$499,428	2%
Total Volume	\$9,144,000	\$10,488,000	-13%
Average DOM*	33	47	-30%

Incline Village – Single Family

	2018 Jan - Mar	2017 Jan - Mar	Yearly % Difference
Total Units Sold	49	32	53%
Med. Sold \$	\$1,120,000	\$872,500	28%
Avg. Sold \$	\$1,289,761	\$1,053,775	22%
Total Volume	\$63,198,308	\$33,720,800	87%
Average DOM*	206	246	-16%

Incline Village – Condo/Townhome

	2018 Jan-Mar	2017 Jan - Mar	Yearly % Difference
Total Units Sold	38	38	0%
Med. Sold \$	\$500,500	\$410,000	22%
Avg. Sold \$	\$492,262	\$442,099	11%
Total Volume	\$18,705,948	\$16,799,750	11%
Average DOM*	144	153	-6%

Martis Camp Report

Martis Camp	2018 Jan-Mar	2017 Jan-Mar	Truckee SFR including Martis Camp (2018)	Truckee SFR without Martis Camp (2018)	Martis Camp % of Truckee Market
Total Units Sold	12	7	128	116	9% of units
Med. Sold \$	\$4,675,000	\$3,652,500	\$702,500	\$660,000	
Avg. Sold \$	\$4,987,638	\$3,864,642	\$1,239,606	\$851,878	
Total Volume	\$59,851,666	\$27,052,500	\$158,669,596	\$98,817,930	38% of \$\$

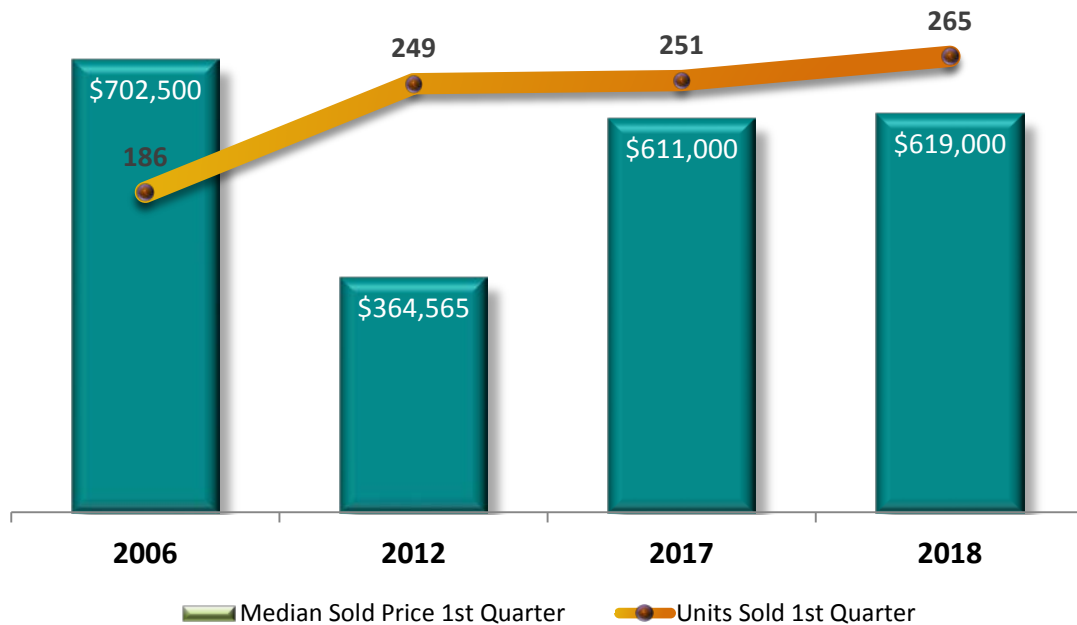
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Truckee-Tahoe All Areas, Single Family and Condo/Townhome					
	2018 Jan-Mar	2017 Jan-Mar	2012* Jan-Mar	2006** Jan-Mar	Yearly % Difference 2006 vs 2018
Total Units Sold	265	251	249	186	42%
Med. Sold \$	\$619,000	\$611,000	\$364,565	\$702,500	-12%
Avg. Sold \$	\$1,049,566	\$900,132	\$530,562	\$1,022,494	3%
Total Volume	\$278,135,139	\$225,933,171	\$132,109,989	\$189,161,393	47%
Average DOM*	95	108	133	100	-5%

*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

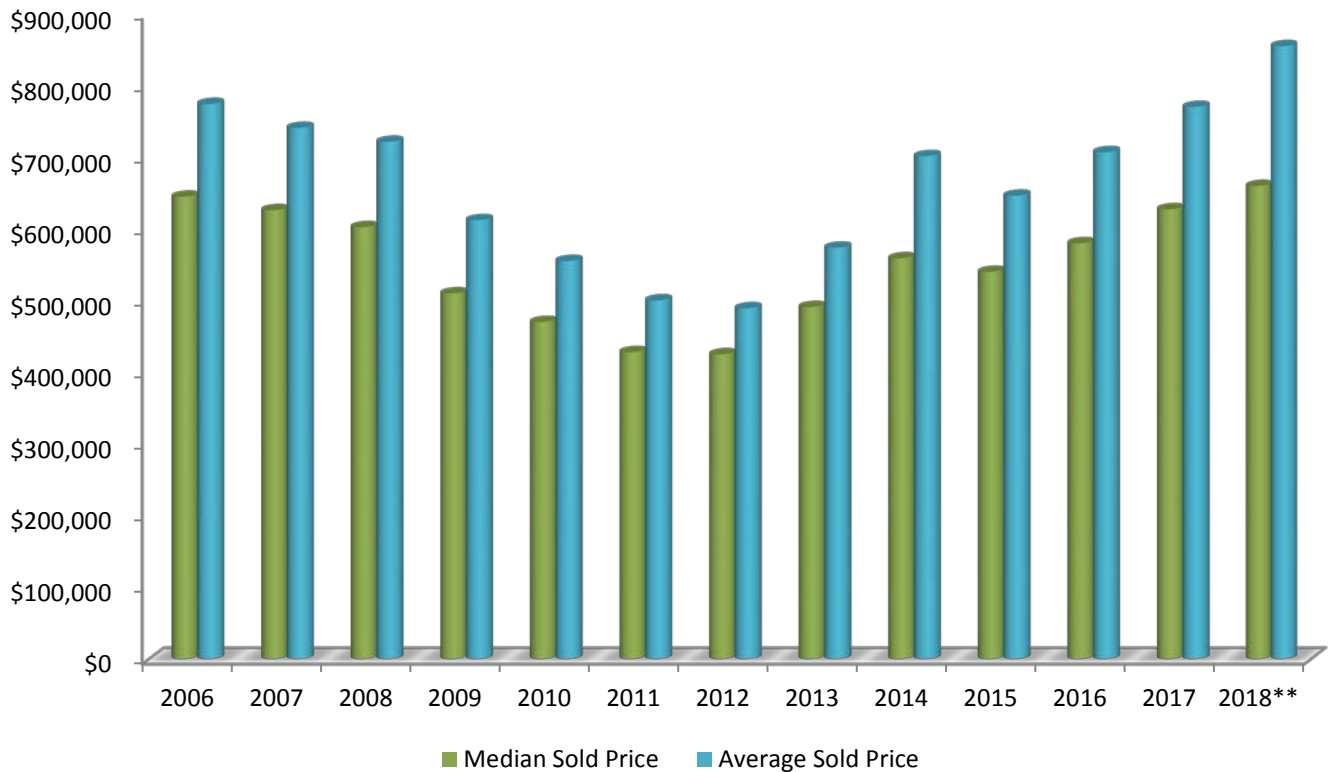
1st Quarter Median Price vs. Units Sold, Highs & Lows



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

LAKE TAHOE & TRUCKEE

Sale Prices Truckee SFR Since 2006*
(not including Martis Camp or Northstar)



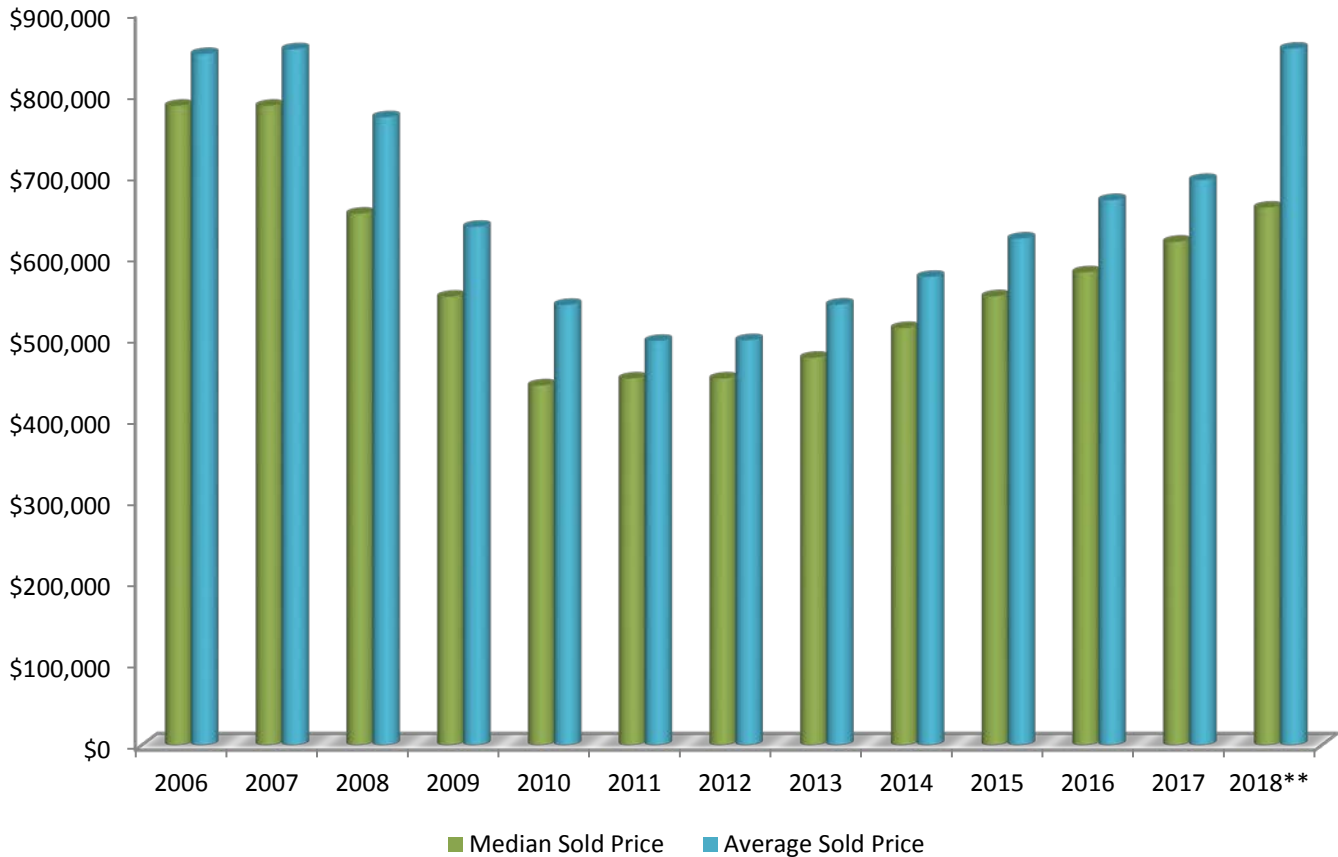
*Data as per Tahoe Sierra MLS for Single Family Homes in greater Truckee and Soda Springs areas, not including Northstar or Martis Camp

**2018 Data represents closed sales 1/1/18-3/31/18



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Sale Prices West Shore SFR Since 2006*
(not including lakefronts)



*Data as per Tahoe Sierra MLS for Single Family Homes on the West Shore from Fanny Bridge to Rubicon Bay, excluding lakefronts and split lakefronts

**2018 Data represents closed sales 1/1/18-3/31/18

