Lake Tahoe Basin – Single Family
(Excluding lakefront)

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	234	224	4%
Med. Sold $	$659,500	$626,750	5%
Avg. Sold $	$833,593	$698,837	19%
Total Volume	$195,060,882	$156,539,511	25%
Average DOM*	62	71	-13%

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

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	52	53	-2%
Med. Sold $	$391,000	$357,500	9%
Avg. Sold $	$398,379	$338,528	18%
Total Volume	$20,715,750	$17,942,000	15%
Average DOM*	38	52	-27%

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

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	25	19	32%
Med. Sold $	$3,725,000	$3,650,000	2%
Avg. Sold $	$7,139,756	$4,993,052	43%
Total Volume	$178,493,913	$94,868,000	88%
Average DOM*	150	161	-7%

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

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	26	35	-26%
Med. Sold $	$839,500	$975,000	-14%
Avg. Sold $	$1,075,961	$1,033,482	4%
Total Volume	$27,975,000	$36,171,875	-23%
Average DOM*	130	118	10%

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

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	37	51	-27%
Med. Sold $	$1,200,000	$1,037,500	16%
Avg. Sold $	$1,433,416	$1,189,552	21%
Total Volume	$53,036,400	$60,667,200	-13%
Average DOM*	156	184	-15%

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

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	88	93	-5%
Med. Sold $	$502,500	$450,000	12%
Avg. Sold $	$674,864	$569,446	19%
Total Volume	$59,388,084	$52,958,500	12%
Average DOM*	159	164	-3%

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Information obtained from Tahoe Sierra MLS and Incline Village MLS

Truckee Area – Single Family
(Excluding Northstar)

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	482	473	2%
Med. Sold $	$715,000	$650,000	10%
Avg. Sold $	$1,156,411	$1,018,969	13%
Total Volume	$557,390,223	$481,972,509	16%
Average DOM*	50	58	-14%

Truckee Area – Condo/Townhome
(Excluding Northstar)

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	60	90	-33%
Med. Sold $	$426,000	$399,950	7%
Avg. Sold $	$492,498	$451,529	9%
Total Volume	$29,549,900	$40,637,622	-27%
Average DOM*	39	60	-35%

Incline Village – Single Family

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	191	166	15%
Med. Sold $	$1,225,000	$1,059,500	16%
Avg. Sold $	$1,791,545	$1,718,204	4%
Total Volume	$342,185,002	$285,221,822	20%
Average DOM*	180	190	-5%

Incline Village – Condo/Townhome

	2018 Jan-Sept	2017 Jan-Sept	Yearly % Difference
Total Units Sold	143	145	-1%
Med. Sold $	$540,000	$465,000	16%
Avg. Sold $	$622,572	$552,374	13%
Total Volume	$89,027,786	$80,094,300	11%
Average DOM*	111	136	-18%

Quarterly Comparison All Tahoe-Truckee SFR's

	2017 Jul-Sep	2017 Oct-Dec	2018 Jan-Mar	2018 Apr-Jun	2018 Jul-Sep
Total Units Sold	373	368	195	233	369
Med. Sold $	$659,000	$680,000	$675,000	$735,000	$719,000
Avg. Sold $	$1,055,862	$982,155	$1,202,128	$1,411,523	$1,170,090
Total Volume	$393,836,770	$360,451,226	$234,415,089	$328,885,064	$431,763,465
Avg DOM	59	79	85	66	47
Median Price Change		+3%	-1%	+9%	-2%

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Tahoe Donner SFR Report					
Tahoe Donner SFR	2018 Jan-Sept	2017 Jan-Sept	Truckee SFR *including* Tahoe Donner (2018)	Truckee SFR *without* Tahoe Donner (2018)	Tahoe Donner % of Truckee Market
Total Units Sold	200	189	482	282	41.5% of units
Med. Sold $	$715,500	$662,500	$715,000	$710,000	
Avg. Sold $	$774,057	$710,770	$1,156,411	$1,427,584	
Total Volume	$154,811,415	$134,335,595	$557,390,223	$402,578,808	28% of $$

Tahoe Donner Condo Report					
Tahoe Donner Condos	2018 Jan-Sept	2017 Jan-Sept	Truckee CT *including* Tahoe Donner (2018)	Truckee CT *without* Tahoe Donner (2018)	Tahoe Donner % of Truckee Condo Market
Total Units Sold	37	57	60	23	62% of units
Med. Sold $	$385,000	$355,000	$426,000	$709,600	
Avg. Sold $	$336,129	$344,767	$492,498	$744,047	
Total Volume	$12,436,800	$19,651,722	$29,549,900	$17,113,100	42% of $$

Martis Camp Report					
Martis Camp	2018 Jan-Sept	2017 Jan-Sept	Truckee SFR *including* Martis Camp (2018)	Truckee SFR *without* Martis Camp (2018)	Martis Camp % of Truckee Market
Total Units Sold	34	30	482	448	7% of units
Med. Sold $	$4,675,000	$3,975,000	$715,000	$685,000	
Avg. Sold $	$5,363,901	$4,503,583	$1,156,411	$837,092	
Total Volume	$182,372,666	$135,107,500	$557,390,223	$375,017,557	33% of $$

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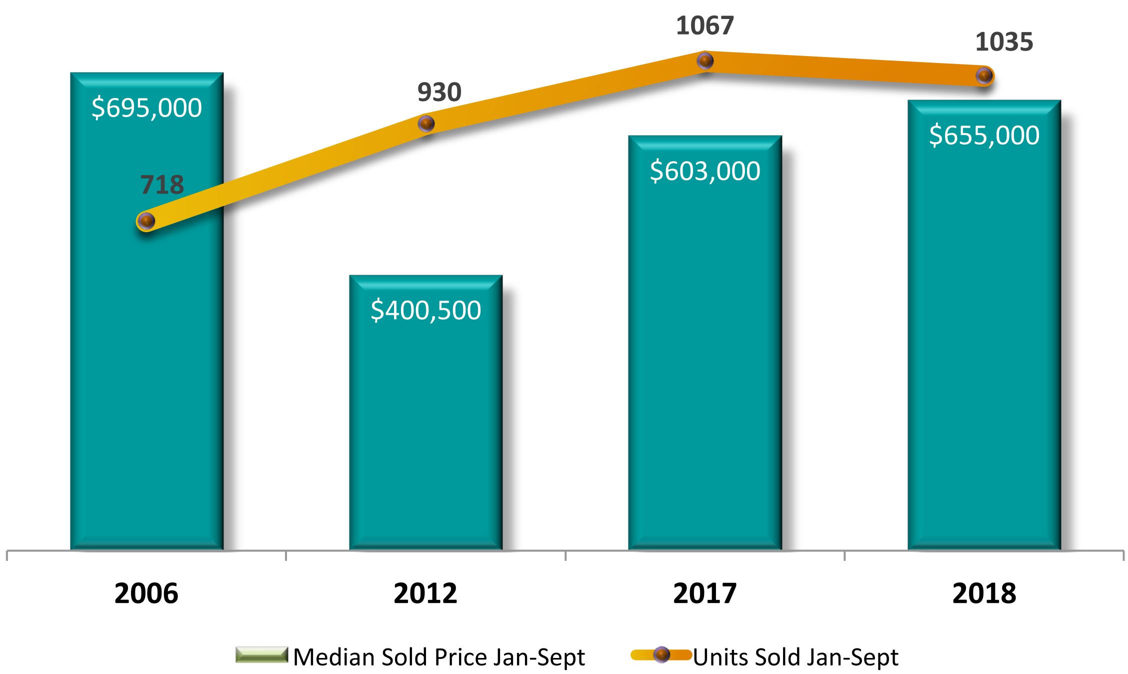
Truckee-Tahoe All Areas, Single Family and Condo/Townhome					
	2018 Jan-Sept	2017 Jan-Sept	2012* Jan-Sept	2006** Jan-Sept	% Difference 2006 to 2018
Total Units Sold	1035	1067	930	718	44%
Med. Sold $	$655,000	$603,000	$400,500	$695,000	-6%
Avg. Sold $	$1,100,522	$895,552	$556,014	$949,102	16%
Total Volume	$1,139,040,852	$955,554,047	$517,093,054	$678,608,289	68%
Average DOM*	69	81	118	98	-30%

*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 historical high-point of the market

3rd Quarter Year-to-Date Median Price vs. Units Sold*



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

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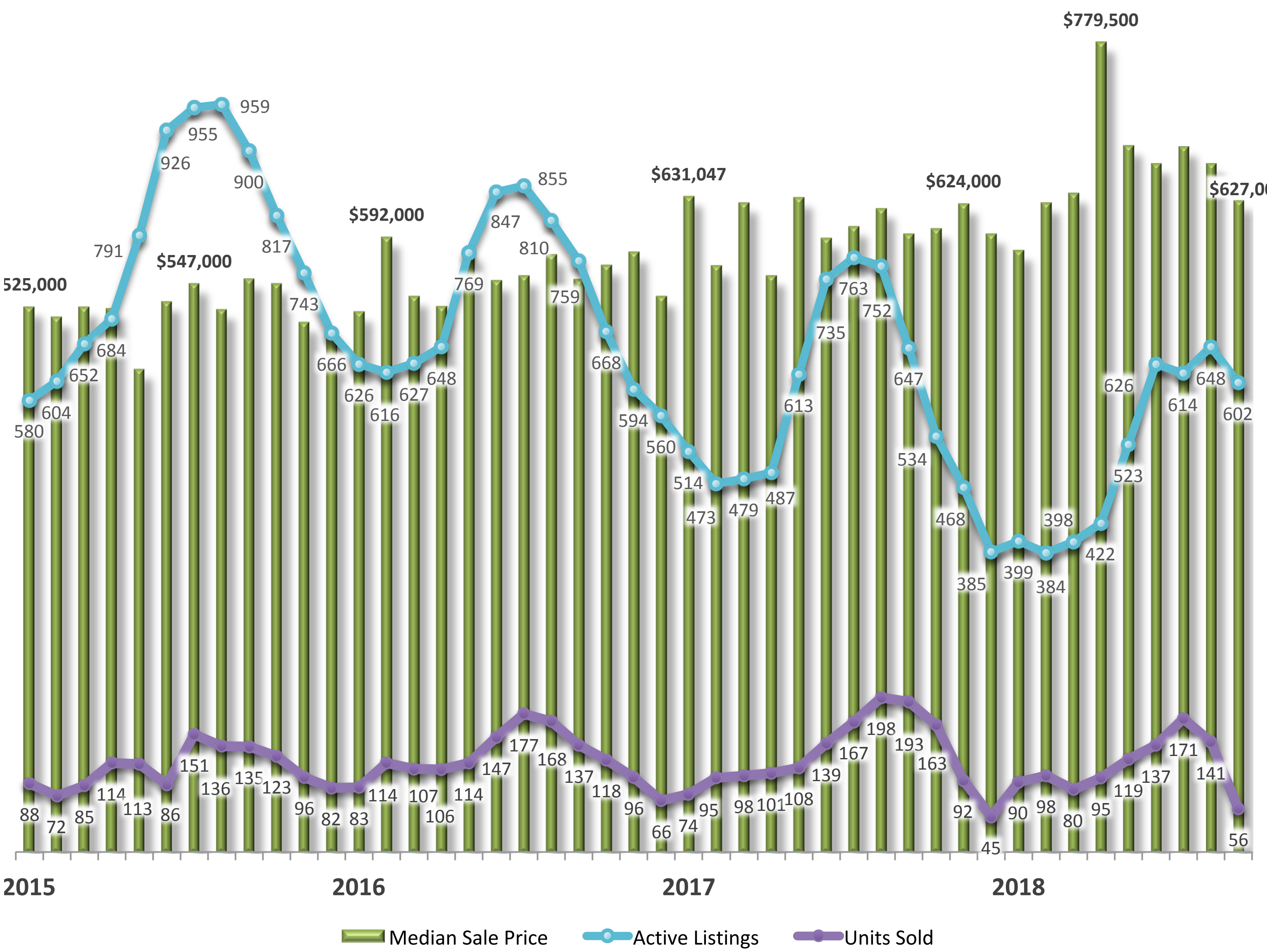
Active Listings Monthly vs. Median Sale Price & Units Sold



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