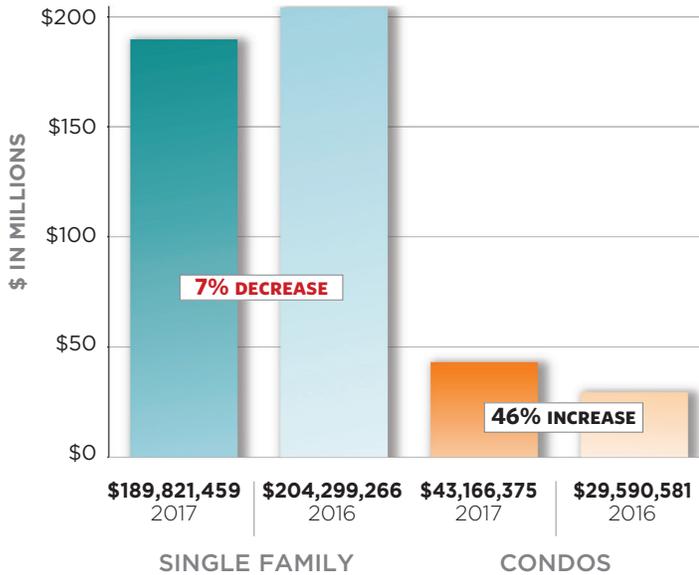


LAKE TAHOE

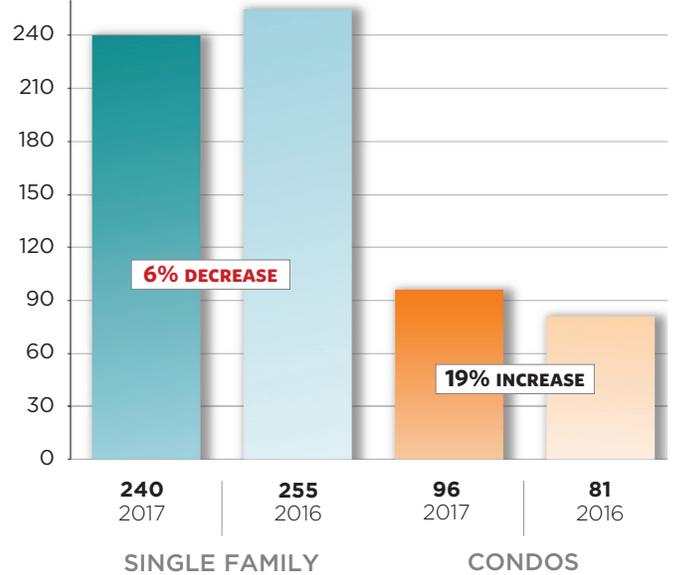
2017 1st Quarter Statistics January 1st - March 31st

2017 vs 2016

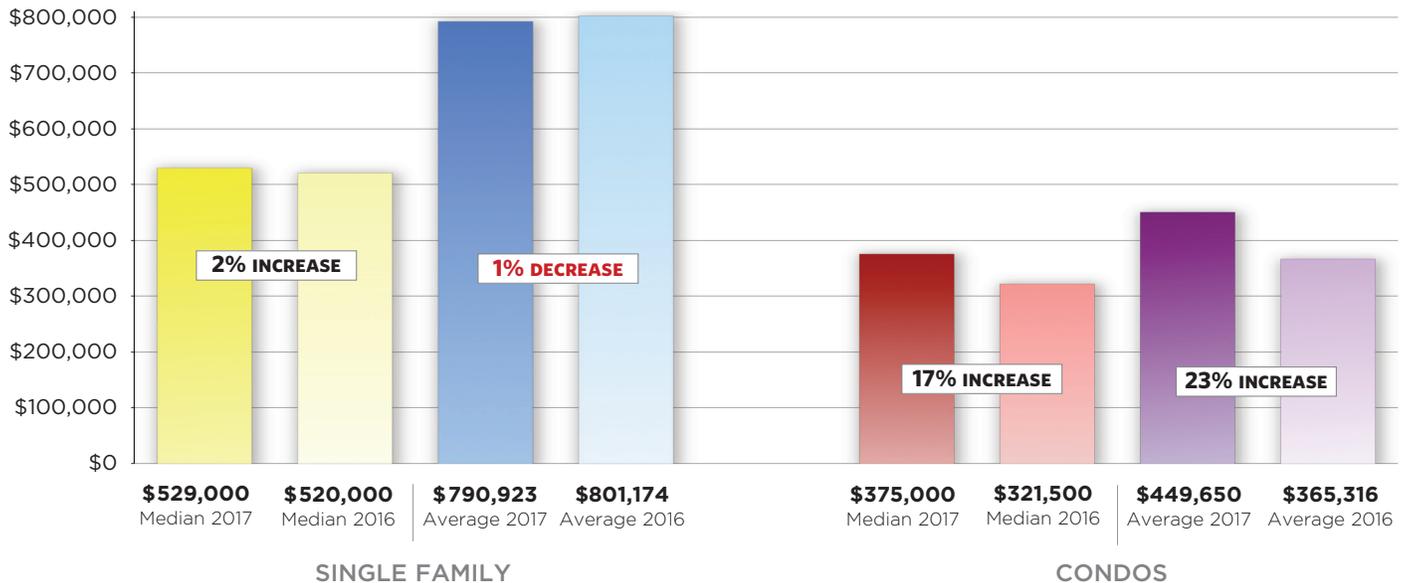
SALES VOLUME



UNITS SOLD



MEDIAN & AVERAGE PRICE



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 03/31/2017.

LAKE TAHOE

2017 1st Quarter Statistics January 1st - March 31st

2017 vs 2016

INCLINE VILLAGE	SINGLE FAMILY			%	CONDOS		
	2017	2016			2017	2016	
Volume	\$32,845,800	\$67,934,500	-52%	Volume	\$16,349,750	\$12,862,400	27%
Units	31	41	-24%	Units	37	33	12%
Median Price	\$870,000	\$950,000	-8%	Median Price	\$395,000	\$370,000	7%
Average Price	\$1,059,000	\$1,656,939	-36%	Average Price	\$441,885	\$389,770	13%
Units Under \$1 Mil	17	22	-23%	Units Under \$500	26	27	-4%
Units Over \$1 Mil	14	19	-26%	Units Over \$500	11	6	83%

EAST SHORE	SINGLE FAMILY			%	CONDOS		
	2017	2016			2017	2016	
Volume	\$24,614,000	\$24,151,515	2%	Volume	\$9,665,250	\$6,144,000	57%
Units	21	24	-13%	Units	22	15	47%
Median Price	\$965,000	\$764,500	26%	Median Price	\$375,000	\$337,000	11%
Average Price	\$1,172,095	\$1,006,313	16%	Average Price	\$439,329	\$409,600	7%
Units Under \$1 Mil	11	16	-31%	Units Under \$500	15	12	25%
Units Over \$1 Mil	10	8	25%	Units Over \$500	7	3	133%

SOUTH SHORE	SINGLE FAMILY			%	CONDOS		
	2017	2016			2017	2016	
Volume	\$65,894,025	\$60,170,601	10%	Volume	\$5,867,000	\$6,761,371	-13%
Units	133	133	0%	Units	17	20	-15%
Median Price	\$412,000	\$395,000	4%	Median Price	\$327,000	\$315,000	4%
Average Price	\$495,444	\$456,471	9%	Average Price	\$345,118	\$338,069	2%
Units Under \$1 Mil	128	130	-2%	Units Under \$500	16	15	7%
Units Over \$1 Mil	5	3	67%	Units Over \$500	1	5	-80%

TAHOE CITY	SINGLE FAMILY			%	CONDOS		
	2017	2016			2017	2016	
Volume	\$66,467,634	\$52,042,650	28%	Volume	\$11,284,375	\$3,822,810	195%
Units	55	57	-4%	Units	20	13	54%
Median Price	\$611,000	\$534,900	14%	Median Price	\$376,250	\$290,000	30%
Average Price	\$1,208,502	\$913,028	32%	Average Price	\$584,218	\$294,062	99%
Units Under \$1 Mil	46	47	-2%	Units Under \$500	12	12	0%
Units Over \$1 Mil	9	10	-10%	Units Over \$500	8	1	700%

LAKE TOTALS	SINGLE FAMILY			%	CONDOS		
	2017	2016			2017	2016	
Volume	\$189,821,459	\$204,299,266	-7%	Volume	\$43,166,375	\$29,590,581	46%
Units	240	255	-6%	Units	96	81	19%
Median Price	\$529,000	\$520,000	2%	Median Price	\$375,000	\$321,500	17%
Average Price	\$790,923	\$801,174	-1%	Average Price	\$449,650	\$365,316	23%
Units Under \$1 Mil	202	231	-13%	Units Under \$500	69	66	5%
Units Over \$1 Mil	38	40	-5%	Units Over \$500	27	15	80%

Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 03/31/2017.

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