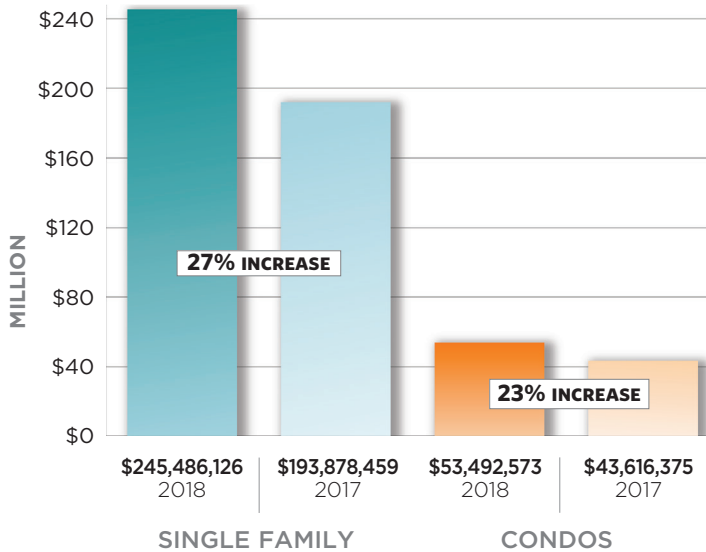


# LAKE TAHOE

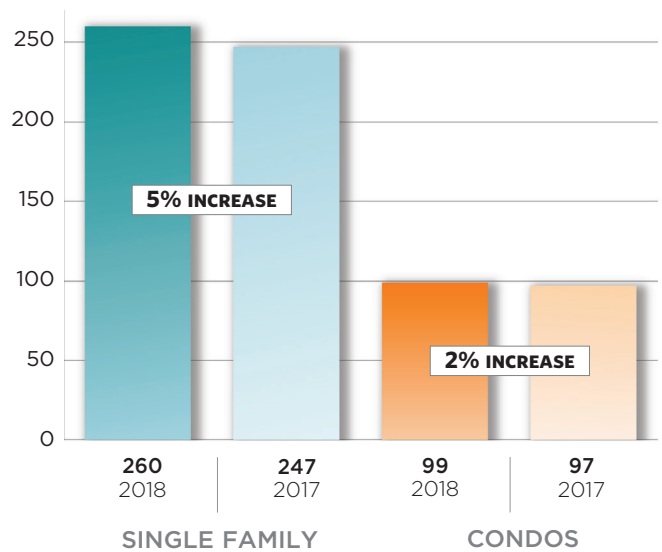
2018 First Quarter Statistics January 1st - March 31st

## 2018 vs 2017

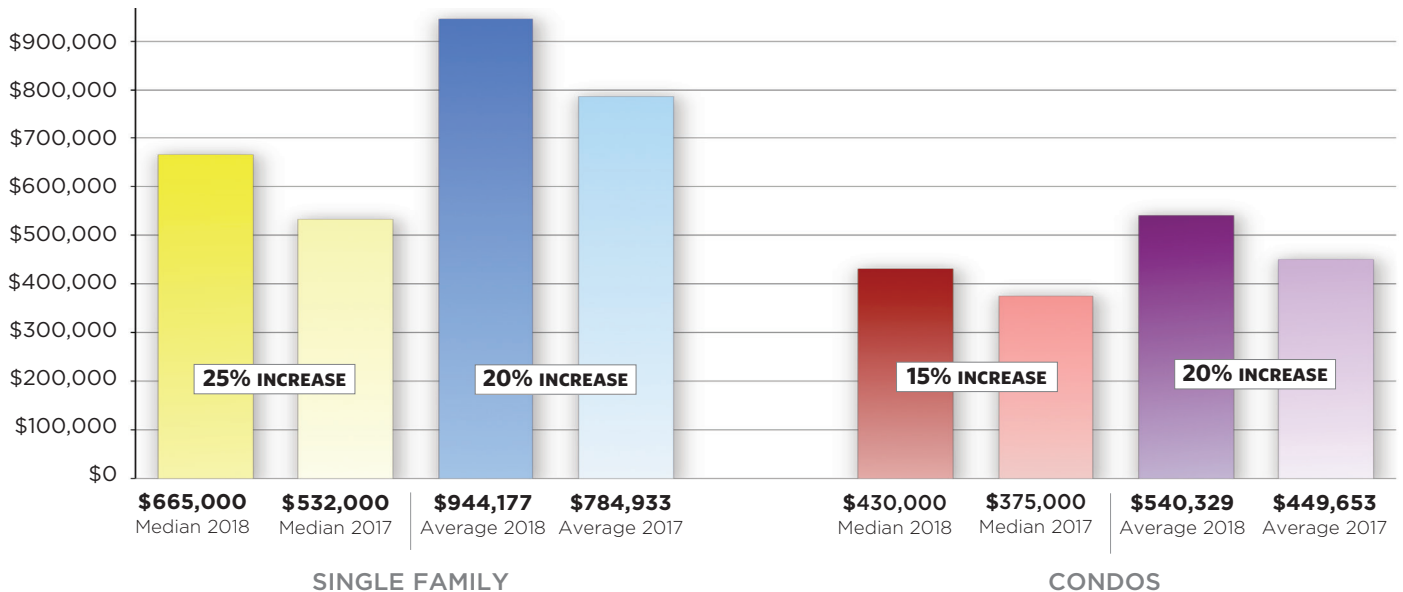
### SALES VOLUME



### UNITS SOLD



### MEDIAN & AVERAGE PRICE



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 03/31/2018.

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# LAKE TAHOE

2018 First Quarter Statistics January 1st - March 31st

## 2018 vs 2017

| INCLINE VILLAGE | SINGLE FAMILY       |              | 2018 | 2017         | %    | CONDOS            |              | 2018 | 2017         | %    |
|-----------------|---------------------|--------------|------|--------------|------|-------------------|--------------|------|--------------|------|
|                 | Volume              | \$63,198,308 |      | \$34,477,800 | 83%  | Volume            | \$18,705,948 |      | \$16,799,750 | 11%  |
|                 | Units               | 49           |      | 33           | 48%  | Units             | 38           |      | 38           | 0%   |
|                 | Median Price        | \$1,120,000  |      | \$870,000    | 29%  | Median Price      | \$500,500    |      | \$410,000    | 22%  |
|                 | Average Price       | \$1,289,761  |      | \$1,044,782  | 23%  | Average Price     | \$492,262    |      | \$442,099    | 11%  |
|                 | Units Under \$1 Mil | 18           |      | 19           | -5%  | Units Under \$500 | 19           |      | 27           | -30% |
|                 | Units Over \$1 Mil  | 31           |      | 14           | 121% | Units Over \$500  | 19           |      | 11           | 73%  |

| EAST SHORE | SINGLE FAMILY       |              | 2018         | 2017 | %                 | CONDOS       |             | 2018 | 2017 | % |
|------------|---------------------|--------------|--------------|------|-------------------|--------------|-------------|------|------|---|
|            | Volume              | \$56,513,650 | \$25,034,000 | 126% | Volume            | \$10,797,375 | \$9,665,250 | 12%  |      |   |
|            | Units               | 36           | 22           | 64%  | Units             | 24           | 22          | 9%   |      |   |
|            | Median Price        | \$830,000    | \$932,500    | -11% | Median Price      | \$398,000    | \$375,000   | 6%   |      |   |
|            | Average Price       | \$1,569,823  | \$1,137,909  | 38%  | Average Price     | \$449,890    | \$439,329   | 2%   |      |   |
|            | Units Under \$1 Mil | 22           | 12           | 83%  | Units Under \$500 | 20           | 15          | 33%  |      |   |
|            | Units Over \$1 Mil  | 14           | 10           | 40%  | Units Over \$500  | 4            | 7           | -43% |      |   |

| SOUTH SHORE | SINGLE FAMILY       |  | 2018         | 2017         | %    | CONDOS            |  | 2018         | 2017        | %    |
|-------------|---------------------|--|--------------|--------------|------|-------------------|--|--------------|-------------|------|
|             | Volume              |  | \$67,807,675 | \$67,359,025 | 1%   | Volume            |  | \$11,084,500 | \$5,867,000 | 89%  |
|             | Units               |  | 122          | 136          | -10% | Units             |  | 19           | 17          | 12%  |
|             | Median Price        |  | \$483,500    | \$412,750    | 17%  | Median Price      |  | \$420,000    | \$327,000   | 28%  |
|             | Average Price       |  | \$555,801    | \$495,287    | 12%  | Average Price     |  | \$583,395    | \$345,118   | 69%  |
|             | Units Under \$1 Mil |  | 116          | 131          | -11% | Units Under \$500 |  | 12           | 16          | -25% |
|             | Units Over \$1 Mil  |  | 6            | 5            | 20%  | Units Over \$500  |  | 7            | 1           | 600% |
|             |                     |  |              |              |      |                   |  |              |             |      |

| TAHOE CITY | SINGLE FAMILY       |              | 2018         | 2017 | %                 | CONDOS       |              | 2018 | 2017 | % |
|------------|---------------------|--------------|--------------|------|-------------------|--------------|--------------|------|------|---|
|            | Volume              | \$57,966,493 | \$67,007,634 | -13% | Volume            | \$12,904,750 | \$11,284,375 | 14%  |      |   |
|            | Units               | 53           | 56           | -5%  | Units             | 18           | 20           | -10% |      |   |
|            | Median Price        | \$620,000    | \$610,500    | 2%   | Median Price      | \$452,000    | \$376,250    | 20%  |      |   |
|            | Average Price       | \$1,093,707  | \$1,196,564  | -9%  | Average Price     | \$716,930    | \$584,218    | 23%  |      |   |
|            | Units Under \$1 Mil | 40           | 47           | -15% | Units Under \$500 | 11           | 12           | -8%  |      |   |
|            | Units Over \$1 Mil  | 13           | 9            | 44%  | Units Over \$500  | 7            | 8            | -13% |      |   |

| LAKE TOTALS | SINGLE FAMILY       |               |               | % | CONDOS |                   |              |              |
|-------------|---------------------|---------------|---------------|---|--------|-------------------|--------------|--------------|
|             |                     | 2018          | 2017          |   |        | 2018              | 2017         |              |
|             | Volume              | \$245,486,126 | \$193,878,459 |   | 27%    | Volume            | \$53,492,573 | \$43,616,375 |
|             | Units               | 260           | 247           |   | 5%     | Units             | 99           | 97           |
|             | Median Price        | \$665,000     | \$532,000     |   | 25%    | Median Pric       | \$430,000    | \$375,000    |
|             | Average Price       | \$944,177     | \$784,933     |   | 20%    | Average Price     | \$540,329    | \$449,653    |
|             | Units Under \$1 Mil | 196           | 209           |   | -6%    | Units Under \$500 | 62           | 70           |
|             | Units Over \$1 Mil  | 64            | 38            |   | 68%    | Units Over \$500  | 37           | 27           |

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