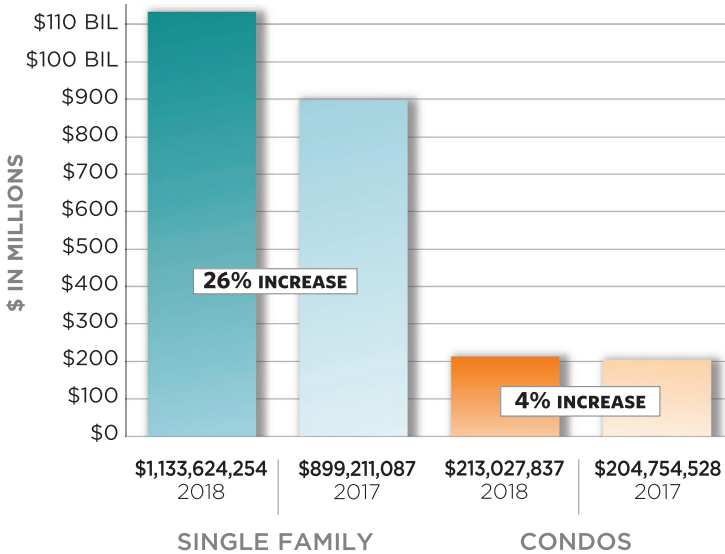


LAKE TAHOE

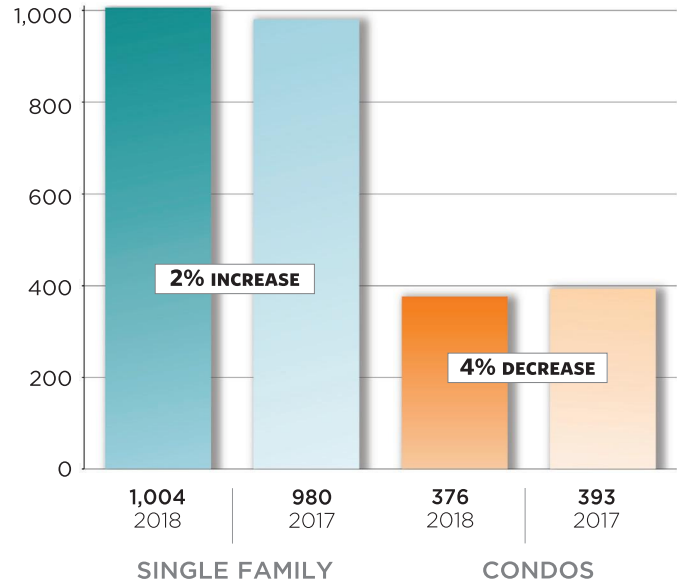
2018 3rd Quarter Statistics January 1st - September 30th

2018 vs 2017

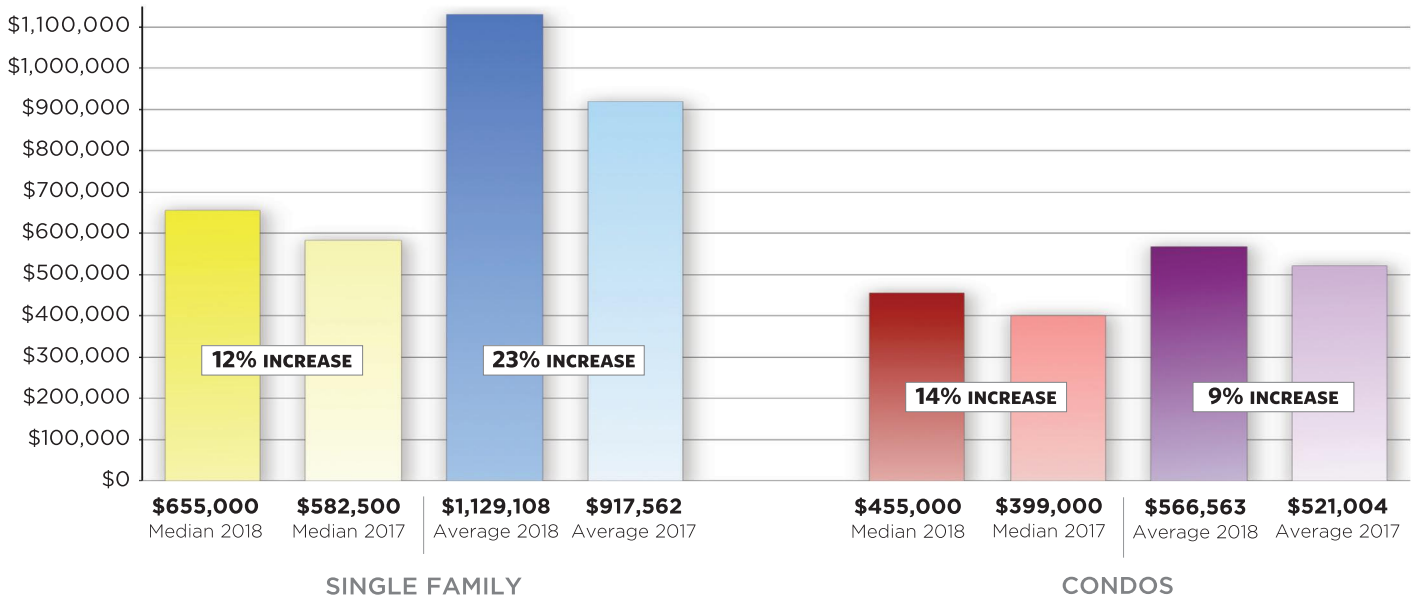
SALES VOLUME



UNITS SOLD



MEDIAN & AVERAGE PRICE



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 09/30/2018.

LAKE TAHOE

2018 3rd Quarter Statistics January 1st - September 30th

2018 vs 2017

INCLINE VILLAGE	SINGLE FAMILY			%	CONDOS		
	2018	2017			2018	2017	%
Volume	\$342,185,002	\$285,221,822	20%	Volume	\$89,027,786	\$80,094,300	11%
Units	191	166	15%	Units	143	145	-1%
Median Price	\$1,225,000	\$1,059,500	16%	Median Price	\$540,000	\$465,000	16%
Average Price	\$1,791,545	\$1,718,204	4%	Average Price	\$622,572	\$552,374	13%
Units Under \$1 Mil	65	75	-13%	Units Under \$500	59	81	-27%
Units Over \$1 Mil	126	91	38%	Units Over \$500	84	64	31%

EAST SHORE	SINGLE FAMILY			%	CONDOS		
	2018	2017			2018	2017	%
Volume	\$163,371,550	\$103,069,600	59%	Volume	\$32,961,875	\$34,810,650	-5%
Units	95	81	17%	Units	69	82	-16%
Median Price	\$888,000	\$872,000	2%	Median Price	\$435,000	\$381,500	14%
Average Price	\$1,719,700	\$1,272,464	35%	Average Price	\$477,708	\$424,520	13%
Units Under \$1 Mil	53	48	10%	Units Under \$500	49	62	-21%
Units Over \$1 Mil	42	33	27%	Units Over \$500	20	20	0%

SOUTH SHORE	SINGLE FAMILY			%	CONDOS		
	2018	2017			2018	2017	%
Volume	\$257,862,907	\$259,512,154	-1%	Volume	\$42,347,426	\$35,735,703	19%
Units	461	490	-6%	Units	86	78	10%
Median Price	\$475,000	\$439,000	8%	Median Price	\$390,000	\$307,500	27%
Average Price	\$559,356	\$529,617	6%	Average Price	\$492,412	\$458,150	7%
Units Under \$1 Mil	434	464	-6%	Units Under \$500	61	62	-2%
Units Over \$1 Mil	27	26	4%	Units Over \$500	25	16	56%

TAHOE CITY	SINGLE FAMILY			%	CONDOS		
	2018	2017			2018	2017	%
Volume	\$370,204,795	\$251,407,511	47%	Volume	\$48,690,750	\$54,113,875	-10%
Units	257	243	6%	Units	78	88	-11%
Median Price	\$685,000	\$650,000	5%	Median Price	\$421,500	\$408,500	3%
Average Price	\$1,440,485	\$1,034,598	39%	Average Price	\$624,240	\$614,930	2%
Units Under \$1 Mil	189	194	-3%	Units Under \$500	53	53	0%
Units Over \$1 Mil	68	49	39%	Units Over \$500	25	35	-29%

LAKE TOTALS	SINGLE FAMILY			%	CONDOS		
	2018	2017			2018	2017	%
Volume	\$1,133,624,254	\$899,211,087	26%	Volume	\$213,027,837	\$204,754,528	4%
Units	1,004	980	2%	Units	376	393	-4%
Median Price	\$655,000	\$582,500	12%	Median Price	\$455,000	\$399,000	14%
Average Price	\$1,129,108	\$917,562	23%	Average Price	\$566,563	\$521,004	9%
Units Under \$1 Mil	741	781	-5%	Units Under \$500	222	258	-14%
Units Over \$1 Mil	263	199	32%	Units Over \$500	154	135	14%

Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 09/30/2018.