

# Tahoe Sierra MLS - September Sales Statistics 2011

| Area                      | Northshore Lake Tahoe |     |     | West Shore Lake Tahoe |     |     | Alpine/Squaw TRC |     |     | Northstar |     |     | Truckee |     |     | Tahoe Donner |     |     | Lahontan |     |     | Other |     |     | Total |     |     |
|---------------------------|-----------------------|-----|-----|-----------------------|-----|-----|------------------|-----|-----|-----------|-----|-----|---------|-----|-----|--------------|-----|-----|----------|-----|-----|-------|-----|-----|-------|-----|-----|
| Type                      | SF                    | CND | OTH | SF                    | CND | OTH | SF               | CND | OTH | SF        | CND | OTH | SF      | CND | OTH | SF           | CND | OTH | SF       | CND | OTH | SF    | CND | OTH | SF    | CND | OTH |
| Active Listings 9/11      | 175                   | 80  | 27  | 168                   | 18  | 2   | 43               | 61  | 4   | 33        | 60  | 33  | 245     | 31  | 112 | 151          | 26  | 1   | 23       | 0   | 0   | 120   | 8   | 4   | 958   | 284 | 183 |
| Sold Listings 9/11        | 17                    | 3   | 3   | 21                    | 4   | 0   | 4                | 2   | 0   | 4         | 6   | 0   | 43      | 2   | 7   | 28           | 2   | 0   | 1        | 0   | 0   | 8     | 0   | 0   | 126   | 19  | 10  |
| \$299,999 or less         | 6                     | 3   | 2   | 3                     |     |     |                  |     |     |           | 2   |     | 19      | 2   | 7   |              | 1   |     |          |     |     | 6     |     |     | 34    | 8   | 9   |
| \$300,000 - \$499,999     | 4                     |     | 1   | 8                     |     |     | 1                | 1   |     |           | 3   |     | 19      |     |     | 16           | 1   |     |          |     |     | 2     |     |     | 50    | 5   | 1   |
| \$500,000 - \$699,999     | 2                     |     |     | 3                     | 3   |     | 2                |     |     | 2         |     |     | 2       |     |     | 7            |     |     |          |     |     |       |     |     | 18    | 3   | 0   |
| \$700,000 - \$899,999     | 2                     |     |     | 2                     |     |     |                  | 1   |     |           |     |     | 3       |     |     | 3            |     |     |          |     |     |       |     |     | 10    | 1   | 0   |
| \$900,000 - \$1,199,999   | 1                     |     |     | 1                     |     |     |                  |     |     |           |     |     |         |     |     | 2            |     |     |          |     |     |       |     |     | 4     | 0   | 0   |
| \$1,200,000 - \$1,499,999 | 1                     |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 0   | 0   |
| \$1,500,000 - \$1,999,999 |                       |     |     |                       |     |     | 1                |     |     | 2         | 1   |     |         |     |     |              |     |     | 1        |     |     |       |     |     | 4     | 1   | 0   |
| \$2,000,000 - \$2,999,999 |                       |     |     | 2                     | 1   |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 2     | 1   | 0   |
| \$3,000,000 - \$4,999,999 | 1                     |     |     | 1                     |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 2     | 0   | 0   |
| \$5,000,000 - \$7,999,999 |                       |     |     | 1                     |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 0   | 0   |
| \$8,000,000 - \$9,999,999 |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |
| \$10,000,000 or more      |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |

\*TSMLS information deemed reliable, but not guaranteed

# Tahoe Sierra MLS - September Sold Analysis 2011

| SF SOLD ANALYSIS | N Shore      | W Shore      | Alpine/<br>Squaw | Northstar   | Truckee      | Tahoe Donner | Lahontan    | Out of Area |
|------------------|--------------|--------------|------------------|-------------|--------------|--------------|-------------|-------------|
| No. of Lisitngs  | 17           | 21           | 4                | 4           | 43           | 28           | 1           | 8           |
| Dollar Volume    | \$11,492,250 | \$24,236,550 | \$3,273,000      | \$4,377,000 | \$15,286,255 | \$15,034,238 | \$1,800,000 | \$1,372,000 |
| Average Price    | \$676,014    | \$1,154,121  | \$818,250        | \$1,094,250 | \$355,494    | \$536,937    | \$1,800,000 | \$171,500   |
| Median Price     | \$367,250    | \$499,000    | \$619,000        | \$1,033,500 | \$322,000    | \$478,500    | \$1,800,000 | \$149,550   |
| Average DOM      | 83           | 121          | 322              | 150         | 74           | 52           | 130         | 119         |

| CND SOLD ANALYSIS | N Shore   | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-----------|-------------|------------------|-------------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 3         | 4           | 2                | 6           | 2         | 2            | 0        | 0           |
| Dollar Volume     | \$740,000 | \$3,956,500 | \$1,085,000      | \$3,098,500 | \$451,000 | \$550,000    | \$0      | \$0         |
| Average Price     | \$246,666 | \$989,125   | \$542,500        | \$516,416   | \$225,500 | \$275,000    | \$0      | \$0         |
| Median Price      | \$250,000 | \$625,000   | \$542,500        | \$351,250   | \$225,500 | \$275,000    | \$0      | \$0         |
| Average DOM       | 67        | 137         | 258              | 90          | 217       | 21           | 0        | 0           |

| OTH SOLD ANALYSIS | N Shore   | W Shore | Alpine/<br>Squaw | Northstar | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-----------|---------|------------------|-----------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 3         | 0       | 0                | 0         | 7         | 0            | 0        | 0           |
| Dollar Volume     | \$775,500 | \$0     | \$0              | \$0       | \$249,639 | \$0          | \$0      | \$0         |
| Average Price     | \$258,500 | \$0     | \$0              | \$0       | \$35,662  | \$0          | \$0      | \$0         |
| Median Price      | \$220,000 | \$0     | \$0              | \$0       | \$31,000  | \$0          | \$0      | \$0         |
| Average DOM       | 284       | 0       | 0                | 0         | 235       | 0            | 0        | 0           |