

# Tahoe Sierra MLS - March Sales Statistics 2013

| 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 |
| <b>Active Listings 3/13</b>      | 52                    | 41  | 21  | 53                    | 7   | 2   | 28               | 60  | 2   | 19        | 38  | 33  | 79      | 29  | 91  | 43           | 9   | 3   | 7        | 0   | 0   | 76    | 5   | 4   | 357   | 189 | 156 |
| <b>Sold Listings 3/13</b>        | 18                    | 2   | 0   | 11                    | 3   | 0   | 3                | 6   | 0   | 4         | 11  | 0   | 34      | 1   | 1   | 29           | 4   | 1   | 2        | 0   | 0   | 11    | 0   | 0   | 112   | 27  | 2   |
| <b>\$299,999 or less</b>         | 2                     | 1   |     | 3                     | 1   |     |                  | 1   |     |           | 4   |     | 10      |     | 1   | 3            | 3   | 1   |          |     |     | 6     |     |     | 24    | 10  | 2   |
| <b>\$300,000 - \$499,999</b>     | 7                     |     |     | 5                     |     |     |                  | 2   |     |           | 3   |     | 12      | 1   |     | 8            |     |     |          |     |     | 3     |     |     | 35    | 6   | 0   |
| <b>\$500,000 - \$699,999</b>     | 4                     |     |     | 1                     |     |     |                  | 2   |     |           |     |     | 6       |     |     | 9            | 1   |     |          |     |     | 1     |     |     | 21    | 3   | 0   |
| <b>\$700,000 - \$899,999</b>     | 4                     |     |     |                       |     |     |                  | 1   |     |           |     |     | 3       |     |     | 7            |     |     |          |     |     | 1     |     |     | 15    | 1   | 0   |
| <b>\$900,000 - \$1,199,999</b>   |                       |     |     | 1                     |     |     |                  |     |     | 1         |     |     | 2       |     |     | 2            |     |     |          |     |     |       |     |     | 6     | 0   | 0   |
| <b>\$1,200,000 - \$1,499,999</b> |                       |     |     |                       |     |     | 1                |     |     | 1         | 1   |     |         |     |     |              |     |     | 1        |     |     |       |     |     | 3     | 1   | 0   |
| <b>\$1,500,000 - \$1,999,999</b> |                       | 1   |     | 1                     | 1   |     | 2                |     |     |           | 2   |     |         |     |     |              |     |     | 1        |     |     |       |     |     | 4     | 4   | 0   |
| <b>\$2,000,000 - \$2,999,999</b> | 1                     |     |     |                       |     |     |                  |     |     | 2         | 1   |     | 1       |     |     |              |     |     |          |     |     |       |     |     | 4     | 1   | 0   |
| <b>\$3,000,000 - \$4,999,999</b> |                       |     |     |                       | 1   |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 1   | 0   |
| <b>\$5,000,000 - \$7,999,999</b> |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |
| <b>\$8,000,000 - \$9,999,999</b> |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |
| <b>\$10,000,000 or more</b>      |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |

\*TSMLS information deemed reliable, but not guaranteed

## Tahoe Sierra MLS - March Sold Analysis 2013

| SF SOLD ANALYSIS | N Shore      | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee      | Tahoe Donner | Lahontan    | Out of Area |
|------------------|--------------|-------------|------------------|-------------|--------------|--------------|-------------|-------------|
| No. of Lisitngs  | 18           | 11          | 3                | 4           | 34           | 29           | 2           | 11          |
| Dollar Volume    | \$10,842,400 | \$6,070,600 | \$4,661,382      | \$7,220,500 | \$17,223,043 | \$16,513,200 | \$2,855,000 | \$3,643,100 |
| Average Price    | \$602,355    | \$551,872   | \$1,553,794      | \$1,805,125 | \$506,560    | \$569,420    | \$1,427,500 | \$331,190   |
| Median Price     | \$495,000    | \$387,000   | \$1,446,382      | \$1,812,750 | \$419,600    | \$534,000    | \$1,427,500 | \$251,900   |
| Average DOM      | 116          | 121         | 187              | 228         | 99           | 62           | 112         | 94          |

| CND SOLD ANALYSIS | N Shore     | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-------------|-------------|------------------|-------------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 2           | 3           | 6                | 11          | 1         | 4            | 0        | 0           |
| Dollar Volume     | \$1,756,500 | \$5,776,000 | \$3,163,500      | \$9,017,500 | \$325,000 | \$1,175,050  | \$0      | \$0         |
| Average Price     | \$878,250   | \$1,925,333 | \$527,250        | \$819,772   | \$325,000 | \$293,762    | \$0      | \$0         |
| Median Price      | \$878,250   | \$1,650,000 | \$546,250        | \$335,000   | \$325,000 | \$232,525    | \$0      | \$0         |
| Average DOM       | 120         | 135         | 159              | 253         | 57        | 12           | 0        | 0           |

| OTH SOLD ANALYSIS | N Shore | W Shore | Alpine/<br>Squaw | Northstar | Truckee  | Tahoe Donner | Lahontan | Out of Area |
|-------------------|---------|---------|------------------|-----------|----------|--------------|----------|-------------|
| No. of Lisitngs   | 0       | 0       | 0                | 0         | 1        | 1            | 0        | 0           |
| Dollar Volume     | \$0     | \$0     | \$0              | \$0       | \$61,500 | \$130,900    | \$0      | \$0         |
| Average Price     | \$0     | \$0     | \$0              | \$0       | \$61,500 | \$130,900    | \$0      | \$0         |
| Median Price      | \$0     | \$0     | \$0              | \$0       | \$61,500 | \$130,900    | \$0      | \$0         |
| Average DOM       | 0       | 0       | 0                | 0         | 169      | 164          | 0        | 0           |