

November 2018 Market Report

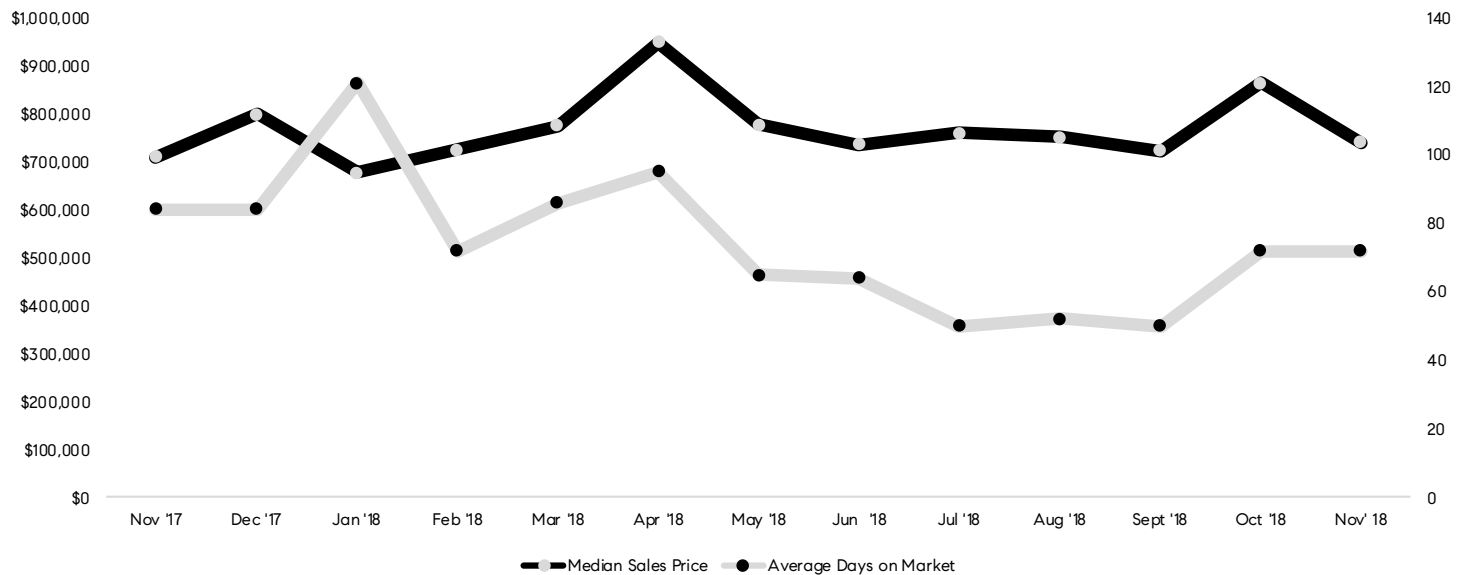
COMPASS

Lake Tahoe > Residences

Year-to-Year Analysis of the Market

	NOV-'18	NOV-'17	% CHANGE
Median Sales Price	\$740,000	\$710,000	Up 4.2%
Average Days on Market	72	84	12 Days Faster
Number of Homes for Sale	456	469	Down 2.8%
Percent Under Contract	15.8%	14.4%	Up 1.4 Percentage Points
Average Sold Price/Original Price	92.6%	92.8%	Down 0.2%
Average Price per Square Foot	\$434	\$431	Up 0.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, December 6, 2018

Defining Tahoe/Truckee: Our real estate markets in the Lake Tahoe/Truckee region include the communities of Alpine Meadows, Donner Lake, Donner Summit, Lahontan, Martis Valley, North Shore Lake Tahoe, Northstar, Squaw Valley, Tahoe City, Tahoe Donner, Truckee, and the West Shore of Lake Tahoe. Sales data includes single-family homes in these communities.