

APRIL 2018 MARKET REPORT

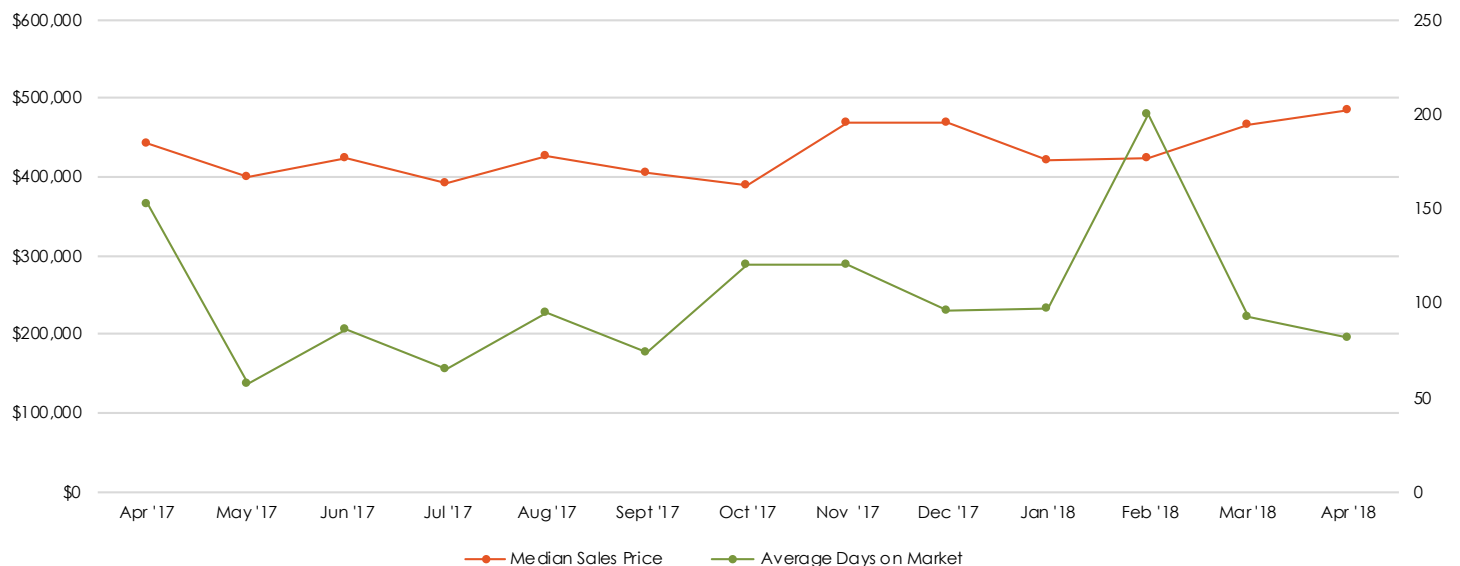
**PACIFIC
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LAKE TAHOE > CONDOMINIUMS

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$484,000	\$442,500	Up 9.4%
Average Days on Market	82	152	70 Days Faster
Number of Homes for Sale	157	199	Down 21.1%
Percent Under Contract	16.7%	11.8%	Up 4.9 Percentage Points
Average Sold Price/Original Price	97.4%	94.9%	Up 2.5%
Average Price per Square Foot	\$469	\$414	Up 13.3%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, May 4, 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 in the table and chart above includes condominiums in these communities.