

APRIL 2018 MARKET REPORT

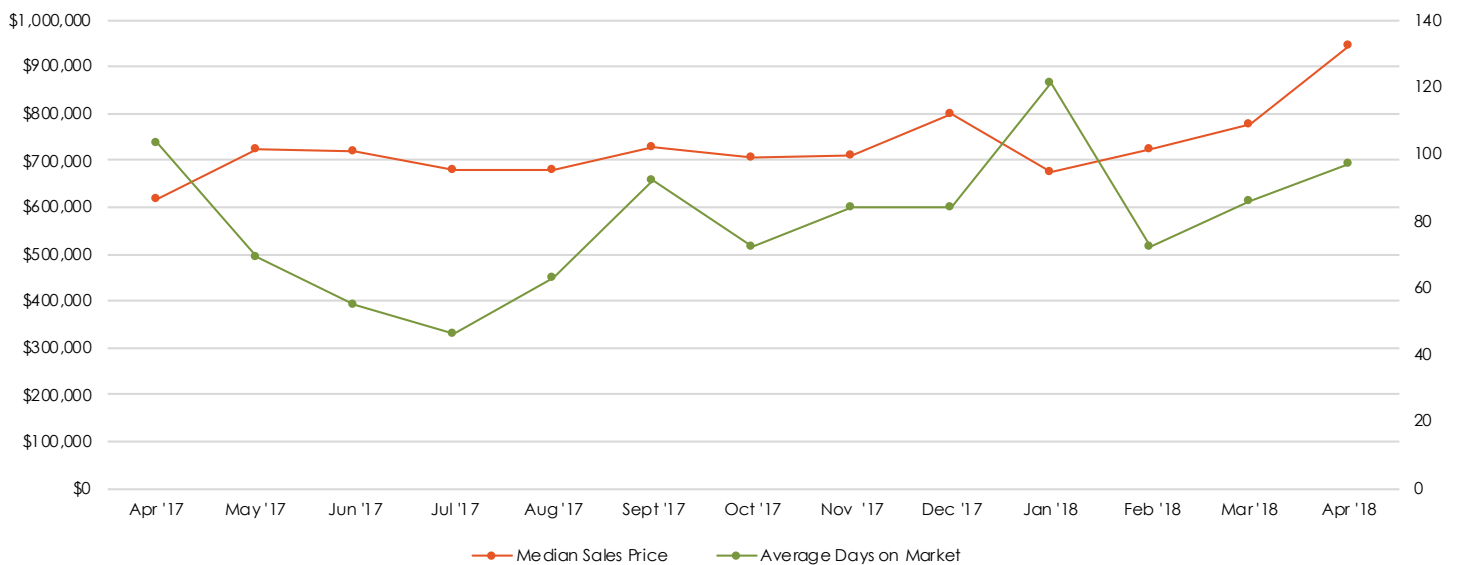
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LAKE TAHOE > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$945,000	\$620,000	Up 52.4%
Average Days on Market	97	103	6 Days Faster
Number of Homes for Sale	399	310	Down 22.3%
Percent Under Contract	22.1%	18.4%	Up 3.7 Percentage Points
Average Sold Price/Original Price	91.4%	93.3%	Down 1.9%
Average Price per Square Foot	\$378	\$737	Up 95%

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 single-family homes in these communities.