

# AUGUST 2018 MARKET REPORT

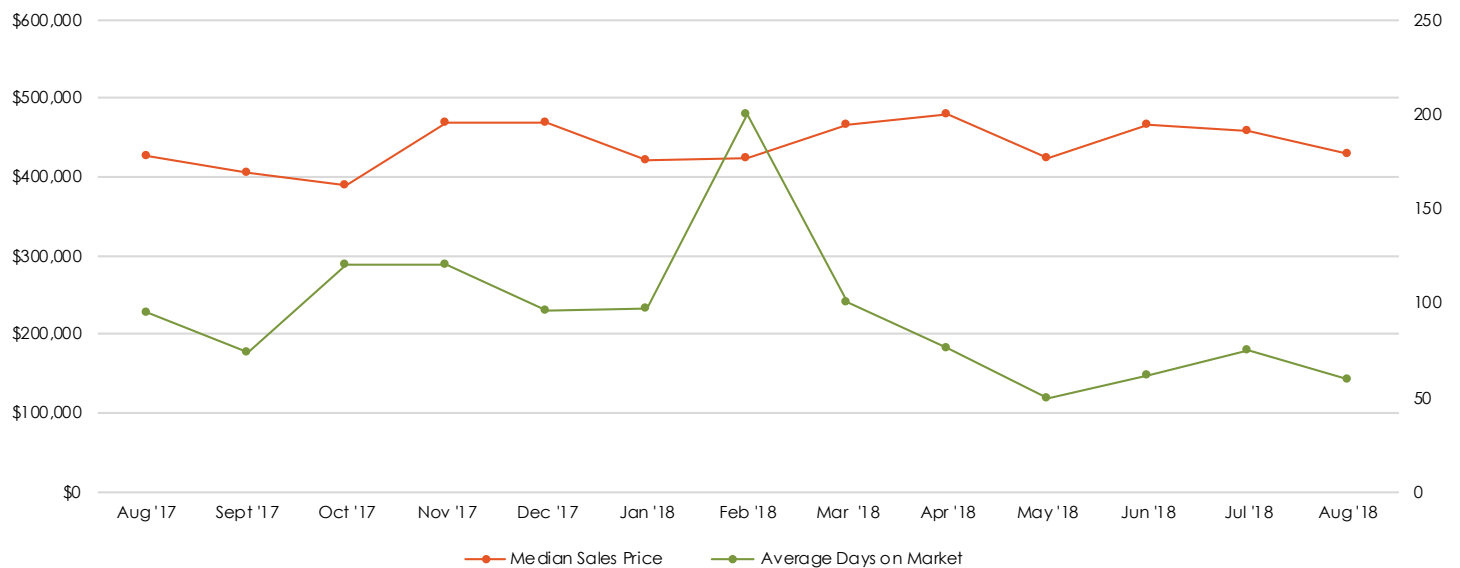
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LAKE TAHOE > CONDOMINIUMS

## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	AUG-'18	AUG-'17	CHANGE
Median Sales Price	\$430,000	\$427,500	Up 0.6%
Average Days on Market	59	95	36 Days Faster
Number of Homes for Sale	196	226	Down 13.3%
Percent Under Contract	17.3%	15.0%	Up 2.3 Percentage Points
Average Sold Price/Original Price	97.1%	95.2%	Up 1.9%
Average Price per Square Foot	\$421	\$435	Down 3.2%

## MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, September 7, 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.