

AUGUST 2018 MARKET REPORT

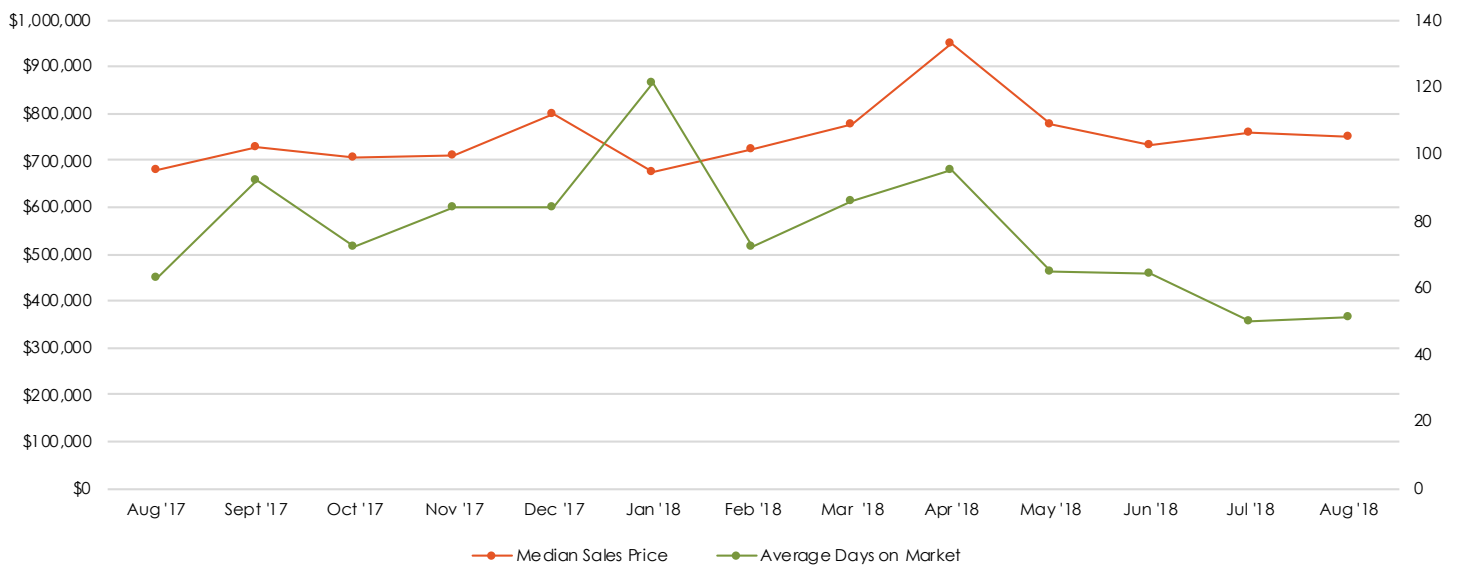
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YEAR-TO-YEAR ANALYSIS OF THE MARKET

	AUG-'18	AUG-'17	CHANGE
Median Sales Price	\$750,000	\$679,500	Up 10.4%
Average Days on Market	51	63	12 Days Faster
Number of Homes for Sale	593	753	Down 21.2%
Percent Under Contract	21.7%	22.0%	Down 0.3 Percentage Points
Average Sold Price/Original Price	94.4%	95.1%	Down 0.7%
Average Price per Square Foot	\$538	\$460	Up 17.0%

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 single-family homes in these communities.