

FEBRUARY 2018 MARKET REPORT

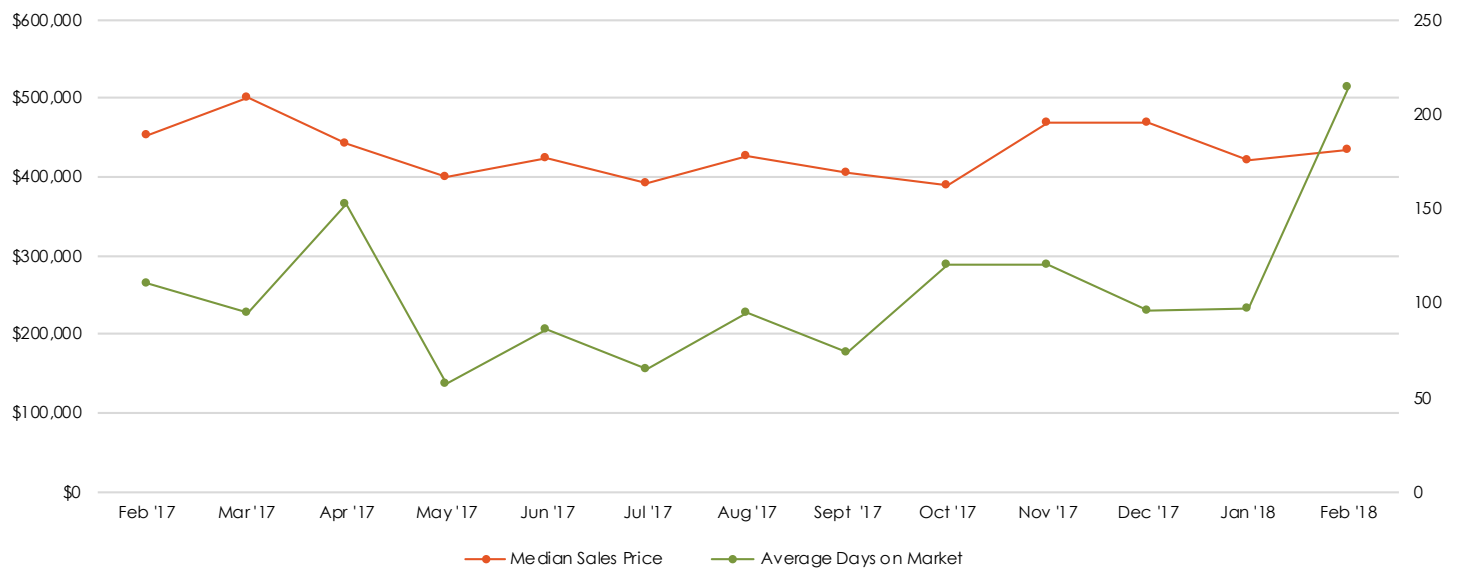
**PACIFIC
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LAKE TAHOE > CONDOMINIUMS

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	FEB-'18	FEB-'17	CHANGE
Median Sales Price	\$435,000	\$453,500	Down 4.1%
Average Days on Market	214	110	104 Days Slower
Number of Homes for Sale	142	200	Down 29.0%
Percent Under Contract	16.2%	13.5%	Up 2.7%
Average Sold Price/Original Price	94.4%	92.5%	Up 1.9%
Average Price per Square Foot	\$497	\$454	Up 9.5%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



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