

JULY 2018 MARKET REPORT

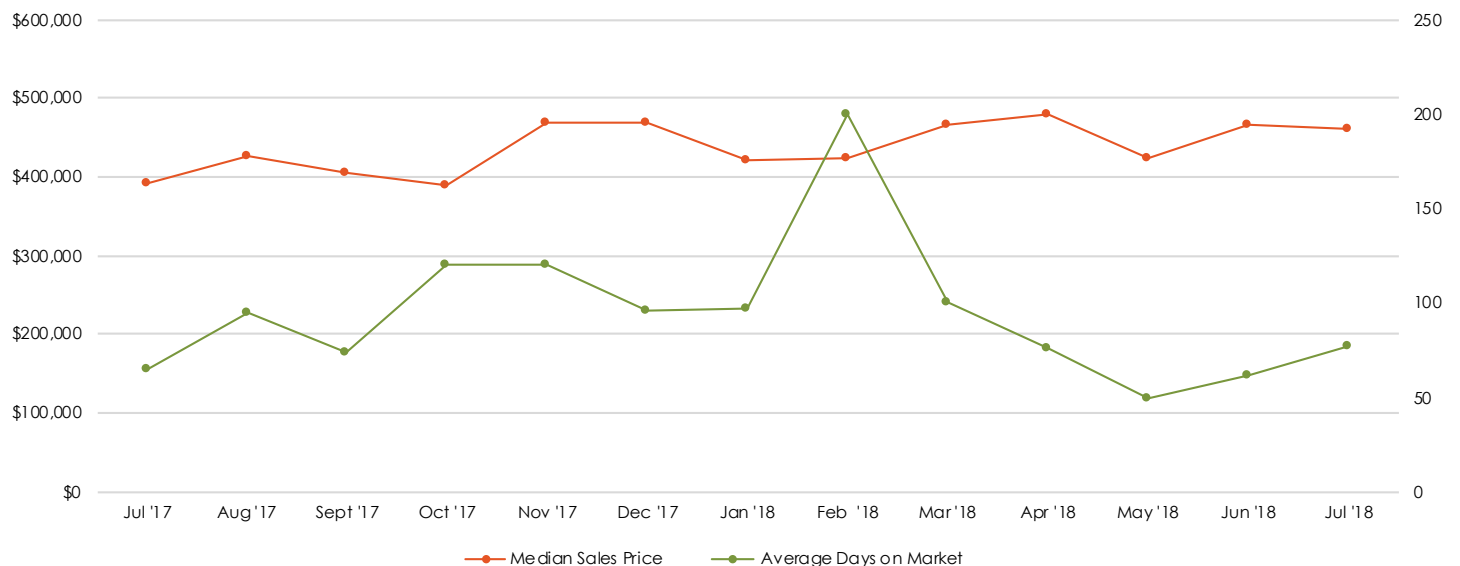
**PACIFIC
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LAKE TAHOE > CONDOMINIUMS

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$460,100	\$391,000	Up 17.7%
Average Days on Market	77	65	12 Days Slower
Number of Homes for Sale	201	236	Down 14.8%
Percent Under Contract	20.1%	18.0%	Up 2.1 Percentage Points
Average Sold Price/Original Price	97.1%	96.4%	Up 0.7%
Average Price per Square Foot	\$384	\$382	Up 0.5%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, August 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.