

JULY 2018 MARKET REPORT

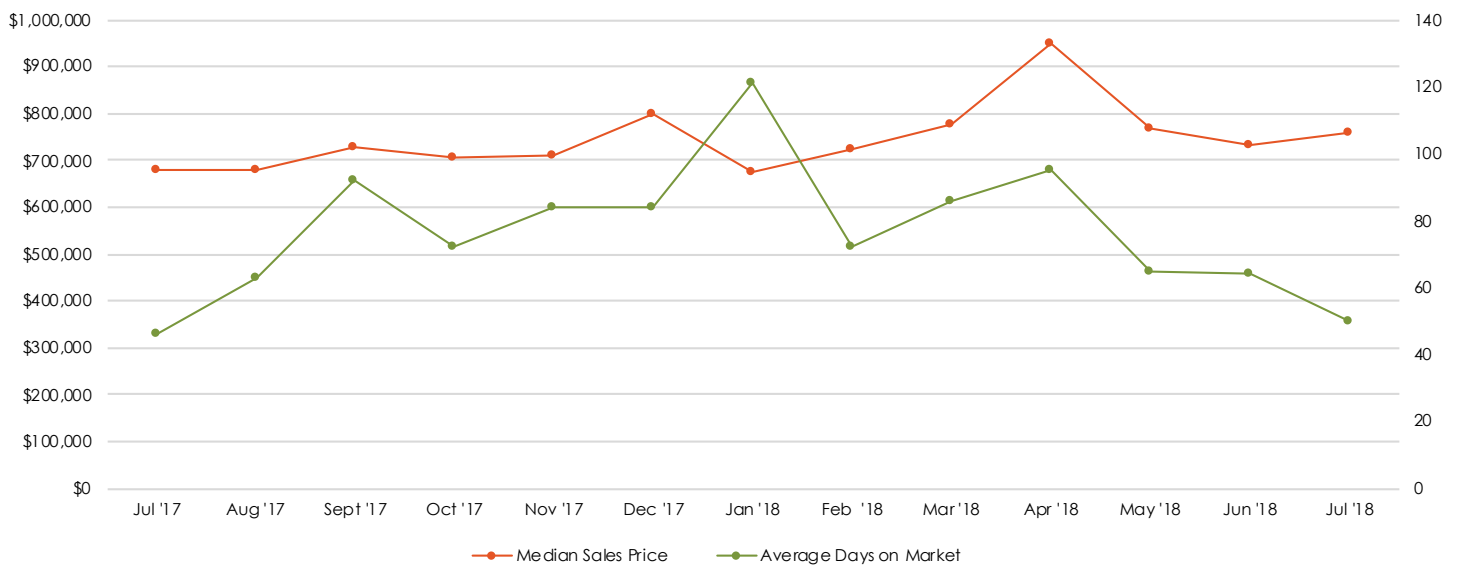
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YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$760,000	\$680,000	Up 11.8%
Average Days on Market	50	46	4 Days Slower
Number of Homes for Sale	598	724	Down 17.4%
Percent Under Contract	22.9%	17.4%	Up 5.5 Percentage Points
Average Sold Price/Original Price	95.7%	97.0%	Down 1.3%
Average Price per Square Foot	\$538	\$451	Up 19.3%

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 single-family homes in these communities.