

MAY 2018 MARKET REPORT

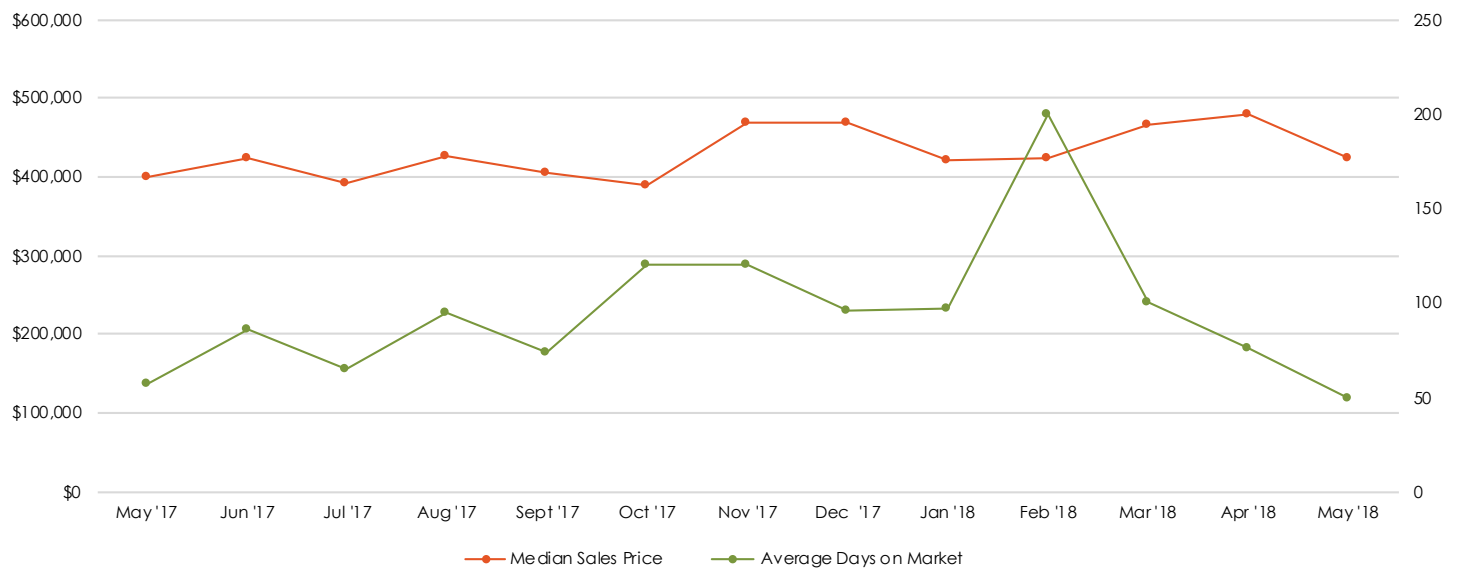
**PACIFIC
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LAKE TAHOE > CONDOMINIUMS

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	MAY-'18	MAY-'17	CHANGE
Median Sales Price	\$424,000	\$399,900	Up 6.0%
Average Days on Market	49	57	8 Days Faster
Number of Homes for Sale	181	222	Down 18.5%
Percent Under Contract	9.4%	16.7%	Down 7.3 Percentage Points
Average Sold Price/Original Price	94.0%	97.0%	Down 3.0%
Average Price per Square Foot	\$375	\$515	Up 37.3%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, June 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.