

# MAY 2018 MARKET REPORT

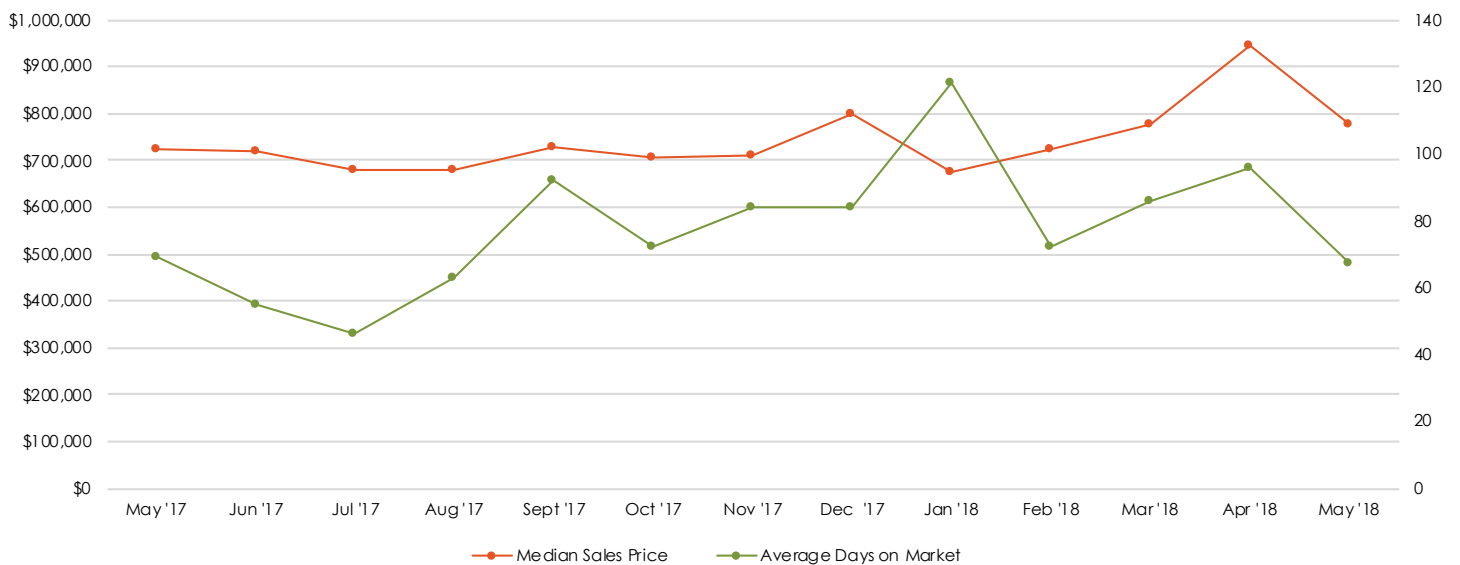
**PACIFIC  
UNION**  
INTERNATIONAL

LAKE TAHOE > RESIDENCES

## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	MAY-'18	MAY-'17	CHANGE
Median Sales Price	\$776,500	\$722,500	Up 7.5%
Average Days on Market	67	69	2 Days Faster
Number of Homes for Sale	416	509	Down 18.3%
Percent Under Contract	21.6%	13.0%	Up 8.6 Percentage Points
Average Sold Price/Original Price	96.7%	96.0%	Up 0.7%
Average Price per Square Foot	\$553	\$453	Up 22.1%

## 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 single-family homes in these communities.