

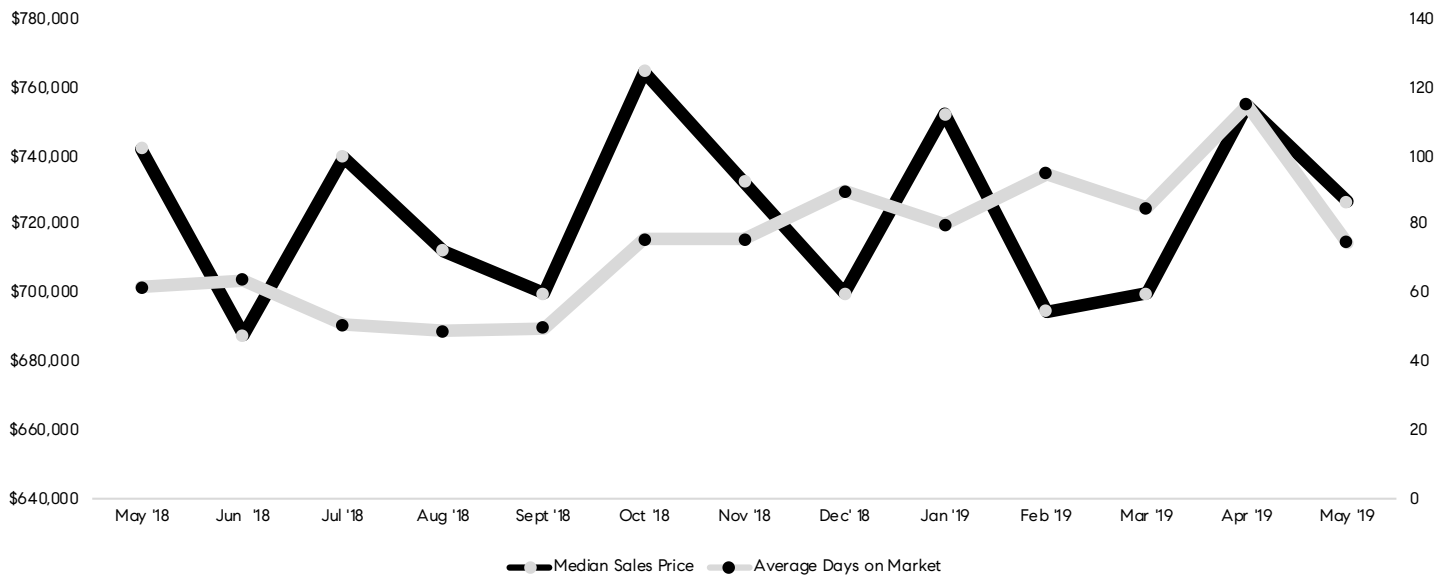
May 2019 Market Report

Lake Tahoe > Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$726,988	\$742,500	Down 2.1%
Average Days on Market	75	62	13 Days Slower
Number of Homes for Sale	468	494	Down 5.3%
Percent Under Contract	17.1%	20.2%	Down 3.1 Percentage Points
Average Sold Price/Original Price	94.8%	96.8%	Down 2.0%
Average Price per Square Foot	\$451	\$540	Down 16.5%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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 includes single-family homes in these communities.