

Tahoe Sierra MLS - October Sales Statistics 2011

| Area | Northshore Lake Tahoe | | | West Shore Lake Tahoe | | | Alpine/Squaw TRC | | | Northstar | | | Truckee | | | Tahoe Donner | | | Lahontan | | | Other | | | Total | | |
|---------------------------|-----------------------|-----|-----|-----------------------|-----|-----|------------------|-----|-----|-----------|-----|-----|---------|-----|-----|--------------|-----|-----|----------|-----|-----|-------|-----|-----|-------|-----|-----|
| Type | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH | SF | CND | OTH |
| Active Listings 10/11 | 173 | 72 | 26 | 157 | 17 | 3 | 37 | 50 | 4 | 29 | 59 | 35 | 219 | 29 | 106 | 134 | 24 | 1 | 22 | 0 | 0 | 108 | 6 | 6 | 879 | 257 | 181 |
| Sold Listings 10/11 | 12 | 5 | 1 | 6 | 1 | 0 | 8 | 3 | 0 | 3 | 5 | 0 | 27 | 5 | 4 | 20 | 0 | 0 | 2 | 0 | 0 | 11 | 1 | 0 | 89 | 20 | 5 |
| \$299,999 or less | 2 | 4 | | | | | 1 | 1 | | | 2 | | 14 | 4 | 4 | 2 | | | | | | 6 | 1 | | 25 | 12 | 4 |
| \$300,000 - \$499,999 | 8 | 1 | 1 | 3 | | | | 1 | | | 1 | | 5 | 1 | | 6 | | | | | | 3 | | | 25 | 4 | 1 |
| \$500,000 - \$699,999 | 1 | | | 1 | 1 | | 2 | 1 | | 1 | | | 3 | | | 7 | | | | | | 1 | | | 16 | 2 | 0 |
| \$700,000 - \$899,999 | | | | 1 | | | 2 | | | | 2 | | 3 | | | 1 | | | | | | 1 | | | 8 | 2 | 0 |
| \$900,000 - \$1,199,999 | | | | | | | 1 | | | | | | 1 | | | 4 | | | | | | | | | 6 | 0 | 0 |
| \$1,200,000 - \$1,499,999 | | | | 1 | | | 1 | | | 1 | | | | | | | | | 1 | | | | | | 4 | 0 | 0 |
| \$1,500,000 - \$1,999,999 | | | | | | | 1 | | | | | | | | | | | | | | | | | | 1 | 0 | 0 |
| \$2,000,000 - \$2,999,999 | | | | | | | | | | 1 | | | | | | | | | 1 | | | | | | 2 | 0 | 0 |
| \$3,000,000 - \$4,999,999 | 1 | | | | | | | | | | | | 1 | | | | | | | | | | | | 2 | 0 | 0 |
| \$5,000,000 - \$7,999,999 | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 |
| \$8,000,000 - \$9,999,999 | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 |
| \$10,000,000 or more | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 |

*TSMLS information deemed reliable, but not guaranteed

Tahoe Sierra MLS - October Sold Analysis 2011

| SF SOLD ANALYSIS | N Shore | W Shore | Alpine/ Squaw | Northstar | Truckee | Tahoe Donner | Lahontan | Out of Area |
|------------------|-------------|-------------|------------------|-------------|--------------|-----------------|-------------|-------------|
| No. of Lisitngs | 12 | 6 | 8 | 3 | 27 | 20 | 2 | 11 |
| Dollar Volume | \$7,087,450 | \$3,877,000 | \$7,086,000 | \$4,675,000 | \$13,720,350 | \$12,056,099 | \$3,850,000 | \$3,188,500 |
| Average Price | \$590,620 | \$646,166 | \$885,750 | \$1,558,333 | \$508,161 | \$602,804 | \$1,925,000 | \$289,863 |
| Median Price | \$347,500 | \$545,000 | \$837,000 | \$1,400,000 | \$298,000 | \$542,599 | \$1,925,000 | \$255,000 |
| Average DOM | 125 | 40 | 230 | 266 | 110 | 91 | 273 | 164 |

| CND SOLD ANALYSIS | N Shore | W Shore | Alpine/ Squaw | Northstar | Truckee | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-----------|-----------|------------------|-------------|-------------|-----------------|----------|-------------|
| No. of Lisitngs | 5 | 1 | 3 | 5 | 5 | 0 | 0 | 1 |
| Dollar Volume | \$782,000 | \$650,000 | \$1,370,000 | \$2,383,000 | \$1,186,750 | \$0 | \$0 | \$269,900 |
| Average Price | \$156,400 | \$650,000 | \$456,666 | \$476,600 | \$237,350 | \$0 | \$0 | \$269,900 |
| Median Price | \$102,000 | \$650,000 | \$490,000 | \$340,000 | \$239,000 | \$0 | \$0 | \$269,900 |
| Average DOM | 181 | 175 | 16 | 149 | 144 | 0 | 0 | 258 |

| OTH SOLD ANALYSIS | N Shore | W Shore | Alpine/ Squaw | Northstar | Truckee | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-----------|---------|------------------|-----------|-----------|-----------------|----------|-------------|
| No. of Lisitngs | 1 | 0 | 0 | 0 | 4 | 0 | 0 | 0 |
| Dollar Volume | \$315,000 | \$0 | \$0 | \$0 | \$169,000 | \$0 | \$0 | \$0 |
| Average Price | \$315,000 | \$0 | \$0 | \$0 | \$42,250 | \$0 | \$0 | \$0 |
| Median Price | \$315,000 | \$0 | \$0 | \$0 | \$45,000 | \$0 | \$0 | \$0 |
| Average DOM | 115 | 0 | 0 | 0 | 93 | 0 | 0 | 0 |