

# Tahoe Sierra MLS - December Sales Statistics 2012

| 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 12/12     | 64                    | 28  | 18  | 52                    | 8   | 5   | 24               | 56  | 2   | 24        | 40  | 28  | 93      | 27  | 94  | 59           | 6   | 4   | 15       | 0   | 0   | 67    | 3   | 6   | 398   | 168 | 157 |
| Sold Listings 12/12       | 23                    | 6   | 2   | 6                     | 4   | 0   | 4                | 5   | 0   | 0         | 6   | 0   | 26      | 1   | 5   | 20           | 1   | 0   | 0        | 0   | 0   | 6     | 0   | 0   | 85    | 23  | 7   |
| \$299,999 or less         | 6                     | 4   | 2   |                       |     |     |                  |     |     |           | 2   |     | 5       | 1   | 5   | 1            | 1   |     |          |     |     | 2     |     |     | 14    | 8   | 7   |
| \$300,000 - \$499,999     | 7                     | 1   |     | 1                     | 1   |     | 1                | 3   |     |           | 3   |     | 10      |     |     | 10           |     |     |          |     |     |       |     |     | 29    | 8   | 0   |
| \$500,000 - \$699,999     | 1                     | 1   |     | 1                     |     |     | 2                | 1   |     |           |     |     | 6       |     |     | 7            |     |     |          |     |     | 2     |     |     | 19    | 2   | 0   |
| \$700,000 - \$899,999     | 1                     |     |     |                       |     |     |                  | 1   |     |           | 1   |     | 1       |     |     | 2            |     |     |          |     |     | 1     |     |     | 5     | 2   | 0   |
| \$900,000 - \$1,199,999   | 2                     |     |     |                       |     |     |                  |     |     |           |     |     | 2       |     |     |              |     |     |          |     |     | 1     |     |     | 5     | 0   | 0   |
| \$1,200,000 - \$1,499,999 | 1                     |     |     |                       |     |     | 1                |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 2     | 0   | 0   |
| \$1,500,000 - \$1,999,999 |                       |     |     |                       | 1   |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 1   | 0   |
| \$2,000,000 - \$2,999,999 |                       |     |     |                       | 1   |     |                  |     |     |           |     |     | 1       |     |     |              |     |     |          |     |     |       |     |     | 1     | 1   | 0   |
| \$3,000,000 - \$4,999,999 | 4                     |     |     | 1                     | 1   |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 5     | 1   | 0   |
| \$5,000,000 - \$7,999,999 | 1                     |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 0   | 0   |
| \$8,000,000 - \$9,999,999 |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 0   | 0   |
| \$10,000,000 or more      |                       |     |     | 2                     |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 2     | 0   | 0   |

\*TSMLS information deemed reliable, but not guaranteed

## Tahoe Sierra MLS - December Sold Analysis 2012

| SF SOLD ANALYSIS | N Shore      | W Shore      | Alpine/<br>Squaw | Northstar | Truckee      | Tahoe Donner | Lahontan | Out of Area |
|------------------|--------------|--------------|------------------|-----------|--------------|--------------|----------|-------------|
| No. of Lisitngs  | 23           | 6            | 4                | 0         | 26           | 20           | 0        | 6           |
| Dollar Volume    | \$28,812,285 | \$37,261,000 | \$2,935,000      | \$0       | \$13,675,250 | \$9,640,000  | \$0      | \$3,036,300 |
| Average Price    | \$1,252,708  | \$6,210,166  | \$733,750        | \$0       | \$525,971    | \$482,000    | \$0      | \$506,050   |
| Median Price     | \$456,210    | \$2,270,000  | \$622,500        | \$0       | \$406,000    | \$449,500    | \$0      | \$557,750   |
| Average DOM      | 208          | 128          | 523              | 0         | 99           | 101          | 0        | 79          |

| CND SOLD ANALYSIS | N Shore     | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-------------|-------------|------------------|-------------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 6           | 4           | 5                | 6           | 1         | 1            | 0        | 0           |
| Dollar Volume     | \$1,720,900 | \$8,325,000 | \$2,643,499      | \$2,560,000 | \$270,000 | \$249,000    | \$0      | \$0         |
| Average Price     | \$286,816   | \$2,081,250 | \$528,699        | \$426,666   | \$270,000 | \$249,000    | \$0      | \$0         |
| Median Price      | \$250,750   | \$2,000,000 | \$439,999        | \$392,500   | \$270,000 | \$249,000    | \$0      | \$0         |
| Average DOM       | 196         | 226         | 34               | 251         | 20        | 167          | 0        | 0           |

| OTH SOLD ANALYSIS | N Shore   | W Shore | Alpine/<br>Squaw | Northstar | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-----------|---------|------------------|-----------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 2         | 0       | 0                | 0         | 5         | 0            | 0        | 0           |
| Dollar Volume     | \$435,000 | \$0     | \$0              | \$0       | \$269,400 | \$0          | \$0      | \$0         |
| Average Price     | \$217,500 | \$0     | \$0              | \$0       | \$53,880  | \$0          | \$0      | \$0         |
| Median Price      | \$217,500 | \$0     | \$0              | \$0       | \$52,500  | \$0          | \$0      | \$0         |
| Average DOM       | 29        | 0       | 0                | 0         | 257       | 0            | 0        | 0           |