

# Tahoe Sierra MLS - April Sales Statistics 2007

| 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 4/07      | 113                   | 49  | 35  | 97                    | 6   | 3   | 24               | 87  | 4   | 13        | 64  | 57  | 298     | 133 | 88  | na           | na  | na  | 27       | 0   | 0   | 169   | 14  | 6   | 741   | 353 | 193 |
| Sold Listings 4/07        | 4                     | 4   | 1   | 6                     | 0   | 0   | 3                | 3   | 0   | 1         | 8   | 0   | 24      | 5   | 4   | 19           | 5   | 0   | 1        | 0   | 0   | 6     | 0   | 0   | 64    | 25  | 5   |
| \$299,999 or less         |                       | 1   |     |                       |     |     |                  |     |     |           |     |     | 1       | 1   | 1   |              |     |     |          |     |     | 2     |     |     | 3     | 2   | 1   |
| \$300,000 - \$499,999     | 2                     | 1   | 1   |                       |     |     |                  | 1   |     |           |     |     | 9       | 1   | 3   | 4            | 5   |     |          |     |     | 1     |     |     | 16    | 8   | 4   |
| \$500,000 - \$699,999     | 2                     | 1   |     | 2                     |     |     |                  | 1   |     |           | 1   |     | 5       | 3   |     | 6            |     |     |          |     |     | 1     |     |     | 16    | 6   | 0   |
| \$700,000 - \$899,999     |                       |     |     |                       |     |     | 1                | 1   |     |           |     |     | 7       |     |     | 5            |     |     |          |     |     | 2     |     |     | 15    | 1   | 0   |
| \$900,000 - \$1,199,999   |                       | 1   |     | 1                     |     |     |                  |     |     |           | 1   |     |         |     |     | 3            |     |     |          |     |     |       |     |     | 4     | 2   | 0   |
| \$1,200,000 - \$1,499,999 |                       |     |     | 1                     |     |     |                  |     |     | 1         | 2   |     |         |     |     | 1            |     |     |          |     |     |       |     |     | 3     | 2   | 0   |
| \$1,500,000 - \$1,999,999 |                       |     |     |                       |     |     | 2                |     |     |           | 3   |     | 2       |     |     |              |     |     |          |     |     |       |     |     | 4     | 3   | 0   |
| \$2,000,000 - \$2,999,999 |                       |     |     | 2                     |     |     |                  |     |     |           | 1   |     |         |     |     |              |     |     | 1        |     |     |       |     |     | 3     | 1   | 0   |
| \$3,000,000 - \$4,999,999 |                       |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 0     | 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 - April Sold Analysis 2007

| RESID.Sold Analysis | N Shore     | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee      | Tahoe Donner | Lahontan    | Out of Area |
|---------------------|-------------|-------------|------------------|-------------|--------------|--------------|-------------|-------------|
| No. of Lisitngs     | 4           | 6           | 3                | 1           | 24           | 19           | 1           | 6           |
| Dollar Volume       | \$1,993,000 | \$8,997,000 | \$4,255,000      | \$1,210,000 | \$16,651,500 | \$13,421,500 | \$2,015,000 | \$2,724,900 |
| Average Price       | \$498,250   | \$1,499,500 | \$1,418,333      | \$1,210,000 | \$693,813    | \$706,395    | \$2,015,000 | \$454,150   |
| Median Price        | \$499,000   | \$1,140,000 | \$1,650,000      | \$1,210,000 | \$590,000    | \$625,000    | \$2,015,000 | \$412,450   |
| Average DOM         | 77          | 167         | 550              | 33          | 143          | 107          | 1           | 118         |

| CONDO.Sold Analysis | N Shore     | W Shore | Alpine/<br>Squaw | Northstar    | Truckee     | Tahoe Donner | Lahontan | Out of Area |
|---------------------|-------------|---------|------------------|--------------|-------------|--------------|----------|-------------|
| No. of Lisitngs     | 4           | 0       | 3                | 8            | 5           | 5            | 0        | 0           |
| Dollar Volume       | \$2,258,500 |         | \$1,847,500      | \$11,479,500 | \$2,432,000 | \$2,289,500  |          |             |
| Average Price       | \$564,625   |         | \$615,833        | \$1,434,938  | \$486,400   | \$457,900    |          |             |
| Median Price        | \$498,000   |         | \$688,000        | \$1,473,375  | \$535,000   | \$464,000    |          |             |
| Average DOM         | 39          |         | 44               |              | 51          | 105          |          |             |

| OTHERS Sold Analysis | N Shore   | W Shore | Alpine/<br>Squaw | Northstar | Truckee     | Tahoe Donner | Lahontan | Out of Area |
|----------------------|-----------|---------|------------------|-----------|-------------|--------------|----------|-------------|
| No. of Lisitngs      | 1         | 0       | 0                | 0         | 4           | 0            | 0        | 0           |
| Dollar Volume        | \$360,000 |         |                  |           | \$1,123,500 |              |          |             |
| Average Price        | \$360,000 |         |                  |           | \$280,875   |              |          |             |
| Median Price         | \$360,000 |         |                  |           | \$339,000   |              |          |             |
| Average DOM          | 315       |         |                  |           | 101         |              |          |             |