

# Tahoe Sierra MLS - February Sales Statistics 2010

| 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 2/10      | 100                   | 62  | 34  | 78                    | 17  | 7   | 51               | 70  | 6   | 33        | 62  | 28  | 178     | 55  | 57  | 83           | 22  | 3   | 19       | 0   | 0   | 87    | 15  | 6   | 629   | 303 | 141 |
| Sold Listings 2/10        | 7                     | 4   | 0   | 6                     | 0   | 0   | 1                | 3   | 0   | 4         | 4   | 1   | 20      | 5   | 5   | 11           | 2   | 0   | 1        | 0   | 0   | 2     | 0   | 0   | 52    | 18  | 6   |
| \$299,999 or less         | 1                     | 3   |     | 1                     |     |     |                  | 1   |     |           |     | 1   | 3       |     | 5   | 1            |     |     |          |     |     | 1     |     |     | 7     | 4   | 6   |
| \$300,000 - \$499,999     | 2                     |     |     | 3                     |     |     |                  | 1   |     |           | 2   |     | 7       | 4   |     | 4            | 2   |     |          |     |     |       |     |     | 16    | 9   | 0   |
| \$500,000 - \$699,999     | 1                     | 1   |     | 1                     |     |     |                  |     |     |           |     |     | 6       |     |     | 4            |     |     |          |     |     | 1     |     |     | 13    | 1   | 0   |
| \$700,000 - \$899,999     | 2                     |     |     |                       |     |     |                  |     |     | 2         | 1   |     | 2       | 1   |     | 1            |     |     |          |     |     |       |     |     | 7     | 2   | 0   |
| \$900,000 - \$1,199,999   |                       |     |     | 1                     |     |     |                  |     |     |           |     |     | 2       |     |     | 1            |     |     |          |     |     |       |     |     | 4     | 0   | 0   |
| \$1,200,000 - \$1,499,999 |                       |     |     |                       |     |     | 1                | 1   |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 1   | 0   |
| \$1,500,000 - \$1,999,999 |                       |     |     |                       |     |     |                  |     |     | 1         | 1   |     |         |     |     |              |     |     | 1        |     |     |       |     |     | 2     | 1   | 0   |
| \$2,000,000 - \$2,999,999 | 1                     |     |     |                       |     |     |                  |     |     |           |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 0   | 0   |
| \$3,000,000 - \$4,999,999 |                       |     |     |                       |     |     |                  |     |     | 1         |     |     |         |     |     |              |     |     |          |     |     |       |     |     | 1     | 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 - February Sold Analysis 2010

| SF SOLD ANALYSIS | N Shore     | W Shore     | Alpine/<br>Squaw | Northstar   | Truckee      | Tahoe Donner | Lahontan    | Out of Area |
|------------------|-------------|-------------|------------------|-------------|--------------|--------------|-------------|-------------|
| No. of Lisitngs  | 7           | 6           | 1                | 4           | 20           | 11           | 1           | 2           |
| Dollar Volume    | \$5,294,500 | \$2,971,100 | \$1,200,000      | \$6,305,000 | \$11,028,400 | \$6,286,000  | \$1,890,000 | \$614,500   |
| Average Price    | \$756,357   | \$495,183   | \$1,200,000      | \$1,576,250 | \$551,420    | \$571,454    | \$1,890,000 | \$307,250   |
| Median Price     | \$570,000   | \$428,000   | \$1,200,000      | \$1,252,500 | \$516,000    | \$505,000    | \$1,890,000 | \$307,250   |
| Average DOM      | 237         | 218         | 601              | 262         | 95           | 127          | 8           | 75          |

| CND SOLD ANALYSIS | N Shore     | W Shore | Alpine/<br>Squaw | Northstar   | Truckee     | Tahoe Donner | Lahontan | Out of Area |
|-------------------|-------------|---------|------------------|-------------|-------------|--------------|----------|-------------|
| No. of Lisitngs   | 4           | 0       | 3                | 4           | 5           | 2            | 0        | 0           |
| Dollar Volume     | \$1,164,300 | \$0     | \$1,955,000      | \$3,106,000 | \$2,347,000 | \$870,000    | \$0      | \$0         |
| Average Price     | \$291,075   | \$0     | \$651,666        | \$776,500   | \$469,400   | \$435,000    | \$0      | \$0         |
| Median Price      | \$233,650   | \$0     | \$435,000        | \$588,000   | \$400,000   | \$435,000    | \$0      | \$0         |
| Average DOM       | 164         | 0       | 414              | 57          | 202         | 90           | 0        | 0           |

| OTH SOLD ANALYSIS | N Shore | W Shore | Alpine/<br>Squaw | Northstar | Truckee   | Tahoe Donner | Lahontan | Out of Area |
|-------------------|---------|---------|------------------|-----------|-----------|--------------|----------|-------------|
| No. of Lisitngs   | 0       | 0       | 0                | 1         | 5         | 0            | 0        | 0           |
| Dollar Volume     | \$0     | \$0     | \$0              | \$153,000 | \$203,500 | \$0          | \$0      | \$0         |
| Average Price     | \$0     | \$0     | \$0              | \$153,000 | \$40,700  | \$0          | \$0      | \$0         |
| Median Price      | \$0     | \$0     | \$0              | \$153,000 | \$36,000  | \$0          | \$0      | \$0         |
| Average DOM       | 0       | 0       | 0                | 848       | 177       | 0            | 0        | 0           |