

# MICROMARKET REPORT | LAKE TAHOE



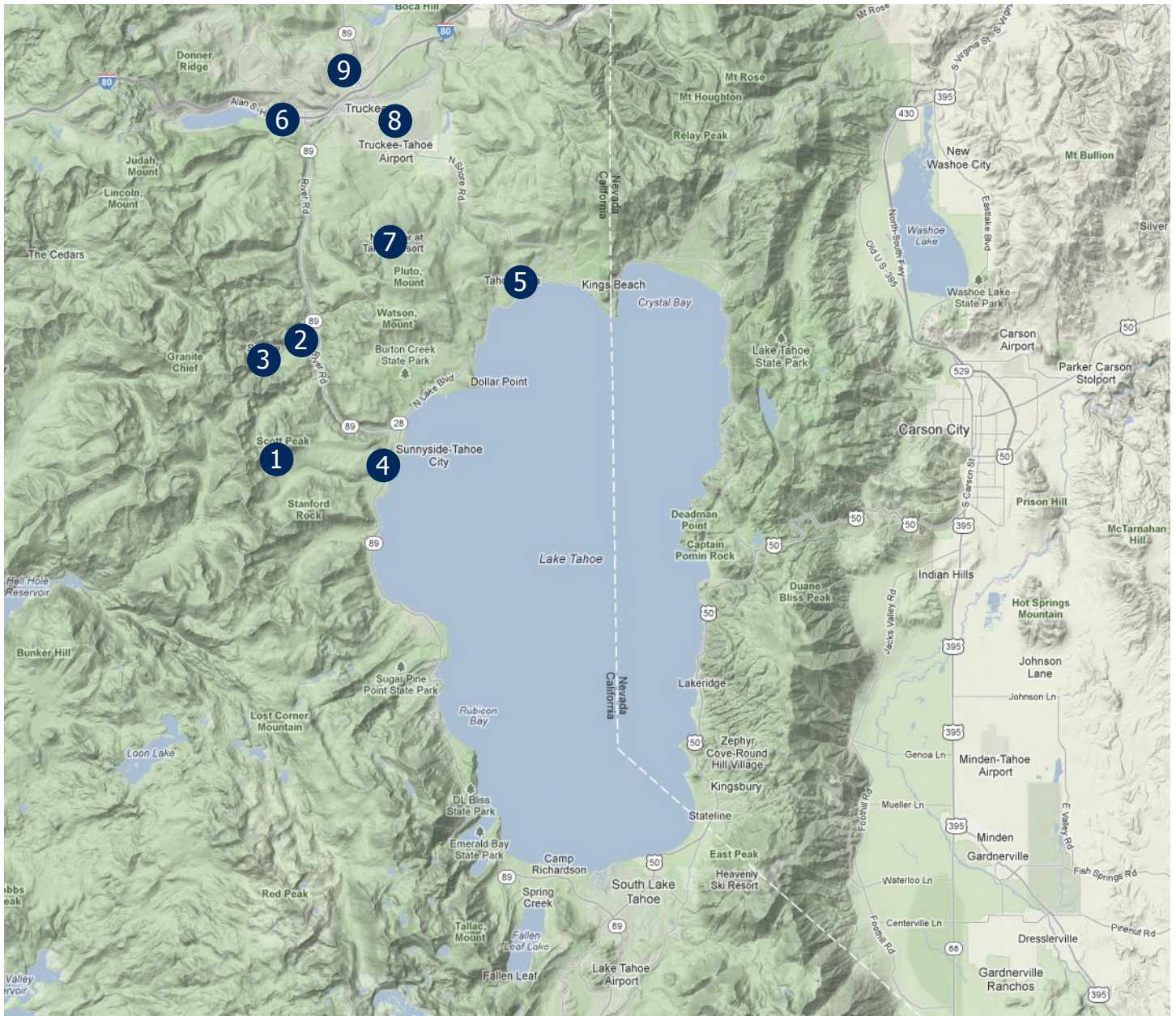
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# LAKE TAHOE NORTH SHORE NEIGHBORHOODS



- |                                   |  |
|-----------------------------------|--|
| 1. Alpine Meadows                 | 6. Tahoe Donner                                |
| 2. Resort at Squaw Creek          | 7. Northstar At Tahoe                          |
| 3. Squaw Valley                   | 8. Golf - Lahontan & Martis Camp Golf Course   |
| 4. Tahoe Lakefronts - West Shore  | 9. Old Greenwood & Gray's Crossing Golf Course |
| 5. Tahoe Lakefronts - North Shore |  |

# SQUAW VALLEY - ALPINE MEADOWS

## ALPINE MEADOWS - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$757,500	\$890,000	\$664,000	\$590,000	\$480,000	-18.6%
Average Price	\$1,000,500	\$1,067,567	\$786,416	\$696,052	\$541,776	-22.2%
Average Price per Square Foot	\$492	\$448	\$355	\$322	\$320	-0.6%
Average Days on Market	151	127	144	174	170	-2.3%
Highest Price	\$1,931,000	\$1,885,000	\$1,425,000	\$1,210,000	\$1,200,000	-0.8%
Lowest Price	\$485,000	\$628,000	\$435,000	\$390,000	\$260,000	-33.3%
Properties Sold	12	13	18	19	19	0.0%
% Sold Price to Original List Price	94.87%	90.66%	90.21%	96.24%	93.05%	-3.3%

## SQUAW VALLEY - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$1,462,500	\$2,297,500	\$963,000	\$900,000	\$1,150,000	27.8%
Average Price	\$1,932,916	\$2,268,825	\$1,466,833	\$1,348,333	\$1,278,325	-5.2%
Average Price per Square Foot	\$690	\$639	\$603	\$427	\$375	-12.2%
Average Days on Market	221	189	98	172	187	8.7%
Highest Price	\$4,050,000	\$5,850,000	\$4,000,000	\$4,850,000	\$3,375,000	-30.4%
Lowest Price	\$850,000	\$731,250	\$550,000	\$250,000	\$335,000	34.0%
Properties Sold	12	10	6	21	19	-9.5%
% Sold Price to Original List Price	96.16%	95.62%	94.30%	89.90%	93.12%	3.6%

## VILLAGE AT SQUAW VALLEY - CONDOMINIUMS

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$506,750	\$699,000	\$440,000	\$365,500	\$408,000	11.6%
Average Price	\$595,895	\$799,615	\$512,125	\$438,490	\$606,484	38.3%
Average Price per Square Foot	\$711	\$735	UNAVAILABLE	\$470	\$548	16.6%
Average Days on Market	126	249	90	243	142	-41.6%
Highest Price	\$1,475,000	\$1,575,000	\$860,000	\$1,300,000	\$3,800,000	192.3%
Lowest Price	\$370,000	\$369,000	\$308,500	\$220,000	\$210,000	-4.5%
Properties Sold	12	13	4	16	22	37.5%
% Sold Price to Original List Price	94.76%	94.94%	88.26%	88.31%	93.18%	5.5%



# SQUAW VALLEY - ALPINE MEADOWS

## RESORT AT SQUAW CREEK - CONDOMINIUMS

January through December	2007	2008	2009
Median Price	\$715,000	\$527,000	\$315,500
Average Price	\$986,800	\$640,050	\$341,000
Average Price per Square Foot	\$885	\$516	\$332
Average Days on Market	107	188	68
Highest Price	\$2,440,000	\$1,025,000	\$680,000
Lowest Price	\$305,000	\$481,200	\$130,000
Properties Sold	5	4	8
% Sold Price to Original List Price	93.16%	97.98%	99.18%

2010	2011	% Change
\$378,000	\$397,500	5.2%
\$361,793	\$388,560	7.4%
\$399	\$396	-0.8%
60	81	35.0%
\$587,500	\$1,350,000	129.8%
\$115,000	\$139,500	21.3%
15	28	86.7%
101.87%	115.94%	13.8%

## SQUAW VALLEY - CONDOMINIUMS

January through December	2007	2008	2009
Median Price	\$555,000	\$695,000	\$355,500
Average Price	\$710,867	\$762,070	\$398,041
Average Price per Square Foot	\$769	\$684	\$389
Average Days on Market	120	234	75
Highest Price	\$2,440,000	\$1,575,000	\$860,000
Lowest Price	\$305,000	\$369,000	\$130,000
Properties Sold	17	17	12
% Sold Price to Original List Price	94.10%	95.53%	94.18%

2010	2011	% Change
\$370,000	\$400,000	8.1%
\$401,379	\$484,447	20.7%
\$435	\$464	6.7%
154	108	-29.9%
\$1,300,000	\$3,800,000	192.3%
\$115,000	\$139,500	21.3%
31	50	61.3%
93.75%	102.19%	9.0%

## SQUAW VALLEY 'OTHER' - CONDOMINIUMS

January through December	2007	2008	2009
Median Price	\$611,200	\$435,000	\$425,000
Average Price	\$680,580	\$625,720	\$388,737
Average Price per Square Foot	\$617	\$572	\$503
Average Days on Market	97	160	51
Highest Price	\$1,195,000	\$1,200,000	\$550,000
Lowest Price	\$410,000	\$307,000	\$135,000
Properties Sold	15	13	8
% Sold Price to Original List Price	94.49%	96.71%	93.43%

2010	2011	% Change
\$414,000	\$405,000	-2.2%
\$465,484	\$412,923	-11.3%
\$527	\$406	-23.0%
176	206	17.0%
\$890,000	\$765,000	-14.0%
\$139,900	\$280,000	100.1%
19	13	-31.6%
93.26%	94.07%	0.9%

# TAHOE LAKEFRONT - CALIFORNIA

## TAHOE - WEST SHORE SINGLE FAMILY

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$4,000,000	\$6,000,000	\$4,400,000	\$4,975,000	\$2,900,000	-41.7%
Average Price .....	\$5,140,875	\$7,754,166	\$3,644,714	\$5,602,000	\$3,025,000	-46.0%
Average Price per Square Foot .....	\$1,236	\$2,389	\$1,192	\$1,635	\$1,036	-36.6%
Average Days on Market.....	270	420	281	262	179	-31.7%
Highest Price.....	\$12,400,000	\$20,000,000	\$6,288,000	\$12,400,000	\$6,400,000	-48.4%
Lowest Price .....	\$2,350,000	\$2,350,000	UNAVAILABLE	\$4,950,000	\$975,000	-80.3%
Properties Sold .....	8	6	7	10	9	-10.0%
% Sold Price to Original List Price .	91.72%	87.49%	78.52%	87.20%	92.18%	5.7%

## TAHOE - NORTH SHORE SINGLE FAMILY

January through December .....	2007	2008	2009	2010	2011	% Change
Median Price .....	\$3,812,500	\$3,600,000	\$2,825,000	\$3,283,250	\$3,040,050	-7.4%
Average Price .....	\$4,280,928	\$3,278,750	\$3,500,000	\$4,156,293	\$3,178,803	-23.5%
Average Price per Square Foot .....	\$937	\$842	\$1,266	\$1,167	\$890	-23.8%
Average Days on Market.....	155	263	113	166	388	133.7%
Highest Price.....	\$12,500,000	\$5,915,000	\$6,000,000	\$10,000,000	\$6,450,000	-35.5%
Lowest Price .....	UNAVAILABLE	\$1	\$2,350,000	\$2,100,000	\$1,025,000	-51.2%
Properties Sold .....	7	4	4	12	13	8.3%
% Sold Price to Original List Price .	81.12%	71.45%	96.45%	87.78%	91.98%	4.8%

# TAHOE DONNER

## TAHOE DONNER - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$675,000	\$660,000	\$565,000	\$520,000	\$500,000	-3.8%
Average Price .....	\$740,584	\$742,434	\$610,239	\$576,007	\$542,339	-5.8%
Average Price per Square Foot .....	\$355	\$322	\$273	\$261	\$252	-3.4%
Average Days on Market.....	101	105	108	87	84	-3.4%
Highest Price.....	\$2,465,000	\$1,850,000	\$1,350,000	\$1,790,000	\$1,200,000	-33.0%
Lowest Price .....	\$330,000	\$249,000	\$270,000	\$238,000	\$230,000	-3.4%
Properties Sold .....	177	193	227	223	215	-3.6%
% Sold Price to Original List Price .	96.52%	95.64%	94.13%	95.22%	95.81%	0.6%

## TAHOE DONNER - CONDOMINIUMS

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$414,450	\$379,000	\$310,500	\$290,250	\$220,000	-24.2%
Average Price .....	\$372,762	\$370,365	\$293,720	\$276,816	\$206,890	-25.3%
Average Price per Square Foot .....	\$359	\$294	\$259	\$239	\$209	-12.3%
Average Days on Market.....	117	135	130	121	116	-4.1%
Highest Price.....	\$665,000	\$555,000	\$462,000	\$465,000	\$447,000	-3.9%
Lowest Price .....	\$92,000	\$165,000	\$98,000	\$46,000	UNAVAILABLE	n/a
Properties Sold .....	32	19	34	44	35	-20.5%
% Sold Price to Original List Price .	95.55%	94.57%	93.71%	95.64%	90.08%	-5.8%

# NORTHSTAR AT TAHOE

## NORTHSTAR AT TAHOE - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$1,210,000	\$1,195,000	\$937,500	\$1,454,250	\$765,000	-47.4%
Average Price .....	\$1,589,000	\$1,928,545	\$1,250,800	\$1,474,250	\$1,005,461	-31.8%
Average Price per Square Foot .....	\$501	\$525	\$386	\$395	\$357	-9.6%
Average Days on Market.....	169	125	228	204	203	-0.5%
Highest Price.....	\$5,050,000	\$5,500,000	\$2,950,000	\$3,000,000	\$3,200,000	6.7%
Lowest Price .....	\$785,000	\$699,000	\$585,000	\$396,000	\$452,500	14.3%
Properties Sold .....	21	11	20	18	29	61.1%
% Sold Price to Original List Price .	93.01%	89.20%	90.98%	91.69%	89.79%	-2.1%

## NORTHSTAR AT TAHOE - VILLAGE & HIGHLAND CONDOMINIUMS .....

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$1,279,037	\$1,065,000	\$697,000	\$1,082,500	\$654,500	-39.5%
Average Price .....	\$1,462,567	\$1,620,200	\$888,903	\$1,424,460	\$742,479	-47.9%
Average Price per Square Foot .....	\$988	\$818	\$528	\$656	\$533	-18.7%
Average Days on Market.....	245	323	753	212	174	-17.9%
Highest Price.....	\$3,705,000	\$3,818,738	\$1,810,000	\$3,650,000	\$1,700,000	-53.4%
Lowest Price .....	\$250,000	\$325,000	\$315,000	\$200,000	\$135,000	-32.5%
Properties Sold .....	54	41	37	28	24	-14.3%
% Sold Price to Original List Price .	92.14%	94.49%	76.47%	91.79%	91.83%	0.0%

## NORTHSTAR AT TAHOE - VINTAGE CONDOMINIUMS

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$532,500	\$547,500	\$340,500	\$341,000	\$347,250	1.8%
Average Price .....	\$520,854	\$491,750	\$349,959	\$338,375	\$341,444	0.9%
Average Price per Square Foot .....	\$511	\$461	\$376	\$358	\$335	-6.3%
Average Days on Market.....	124	108	245	131	140	6.9%
Highest Price.....	\$625,000	\$570,000	\$492,500	\$495,000	\$515,000	4.0%
Lowest Price .....	\$300,000	\$300,000	\$197,000	\$150,000	\$215,000	43.3%
Properties Sold .....	24	8	8	16	18	12.5%
% Sold Price to Original List Price .	95.43%	95.83%	88.55%	93.52%	95.08%	1.7%



# GOLF COMMUNITIES

## LAHONTAN - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$2,150,000 ...	\$2,000,000 ...	\$1,725,000	\$1,687,500 .....	\$1,400,000.....	-17.0%
Average Price .....	\$2,344,444 ...	\$2,180,454 ...	\$1,553,627	\$1,563,416 .....	\$1,560,000.....	-0.2%
Average Price per Square Foot.....	\$563 .....	\$520 .....	\$356	\$354 .....	\$382 .....	7.9%
Average Days on Market.....	393 .....	255.....	126	321 .....	278.....	-13.4%
Highest Price.....	\$3,875,000 ...	\$4,250,000 ...	\$2,650,000	\$2,225,000 .....	\$2,500,000.....	12.4%
Lowest Price .....	\$1,725,000 ...	\$1,400,000 .	UNAVAILABLE	UNAVAILABLE .....	.\$945,000.....	n/a
Properties Sold .....	9 .....	11 .....	11	12 .....	11.....	-8.3%
% Sold Price to Original List Price .	91.01% .....	88.91%.....	79.05%	81.46% .....	89.84%.....	10.3%

## MARTIS CAMP - SINGLE FAMILY HOMES

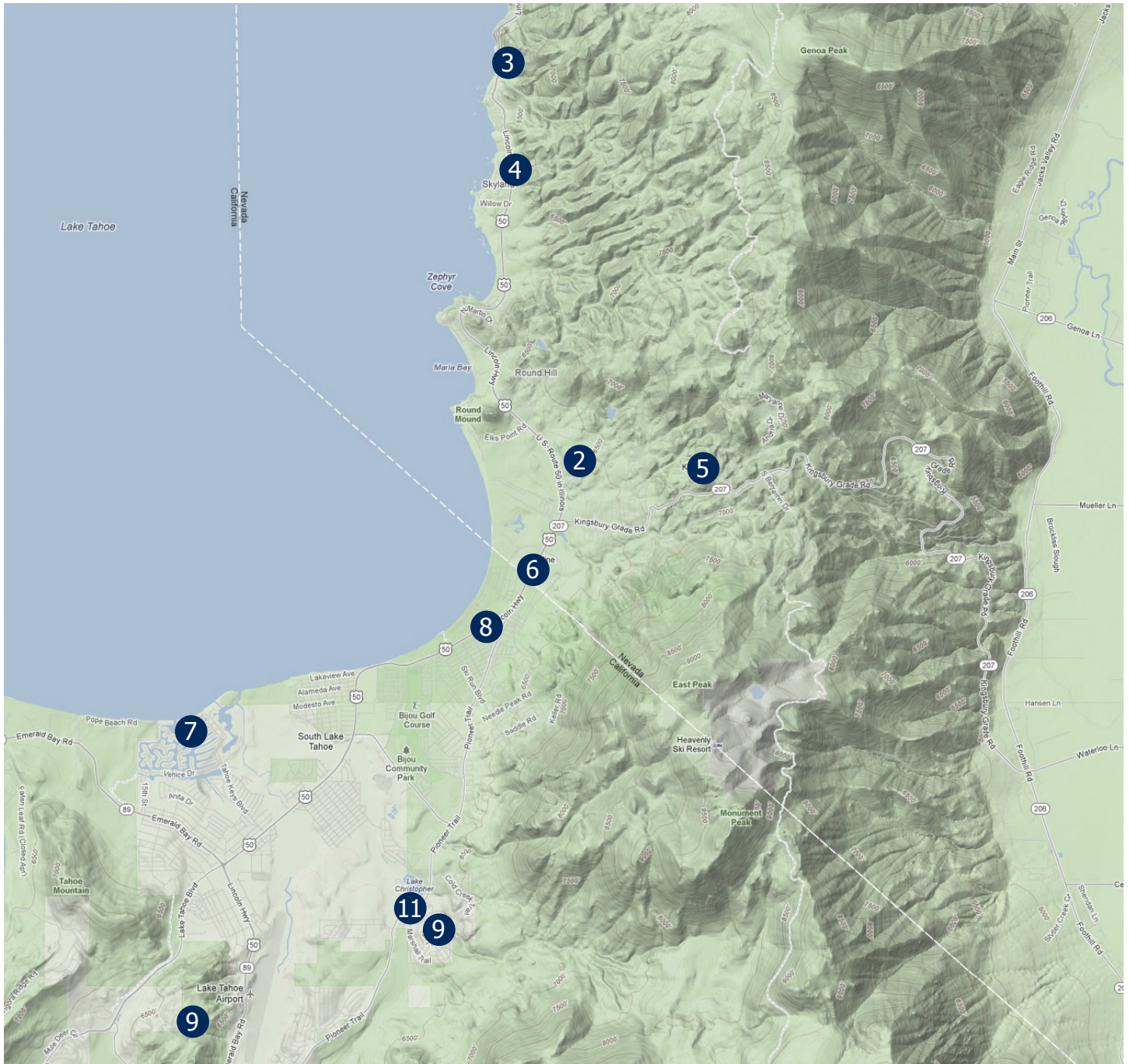
January through December	2007	2008	2009	2010	2011	% Change
Median Price .....			\$2,745,000	\$2,295,000 .....	\$3,412,500.....	48.7%
Average Price .....			\$2,745,000	\$2,595,000 .....	\$3,784,250.....	45.8%
Average Price per Square Foot.....			\$590	\$796 .....	\$852 .....	7.0%
Average Days on Market.....			298	106 .....	354.....	234.0%
Highest Price.....			\$3,600,000	\$3,295,000 .....	\$5,975,000.....	81.3%
Lowest Price .....			\$1,890,000	\$2,195,000 .....	\$2,337,000.....	6.5%
Properties Sold .....			2	3 .....	4.....	33.3%
% Sold Price to Original List Price .....			81.39%	95.35% .....	96.63%.....	1.3%

## OLD GREENWOOD & GRAY'S CROSSING - SINGLE FAMILY HOMES

January through December	2007	2008	2009	2010	2011	% Change
Median Price .....	\$1,850,000 ...	\$1,700,000 ...	\$1,250,000	\$935,500 .....	\$795,000.....	-15.0%
Average Price .....	\$2,020,000 ...	\$1,599,500 ...	\$1,389,923	\$869,271 .....	\$990,757.....	14.0%
Average Price per Square Foot.....	\$500 .....	\$453 .....	\$339	\$251 .....	\$281 .....	11.8%
Average Days on Market.....	220 .....	146.....	229	204 .....	204.....	0.0%
Highest Price.....	\$2,875,000 ...	\$2,195,000 ...	\$2,500,000	\$1,326,750 .....	\$2,275,000.....	71.5%
Lowest Price .....	\$1,735,000 .....	\$845,000 .....	\$544,000	UNAVAILABLE .....	.\$675,300.....	n/a
Properties Sold .....	5 .....	5 .....	13	19 .....	7.....	-63.2%
% Sold Price to Original List Price .	89.42% .....	92.62%.....	83.34%	84.77% .....	95.54%.....	12.7%

# LAKE TAHOE EAST & SOUTH SHORE NEIGHBORHOODS

1 2 Miles North



- |                 |               |                         |
|-----------------|---------------|-------------------------|
| 1. Glenbrook    | 5. Kingsbury  | 9. Country Club Estates |
| 2. Lake Village | 6. Stateline  | 10. Montgomery Estates  |
| 3. Cave Rock    | 7. Tahoe Keys | 11. Pioneer Trail       |
| 4. Skyland      | 8. Black Bart |                         |

# LAKE TAHOE - EAST SHORE

## ALL OF EAST SHORE LAKEFRONTS - ALL PROPERTIES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$5,350,000	\$4,361,250	\$4,225,000	\$4,600,000	\$4,200,000	-8.7%
Average Price	\$6,188,333	\$4,028,750	\$4,646,428	\$4,260,000	\$5,119,545	20.2%
Average Price per Sq Ft	\$1,950.28	\$1,777.58	\$1,206.99	\$982.87	\$1,365.21	38.9%
Average Days on Market	395	536	468	540	440	-18.5%
Highest Price	\$12,000,000	\$5,250,000	\$7,800,000	\$5,750,000	\$9,950,000	73.0%
Lowest Price	\$3,450,000	\$2,500,000	\$3,300,000	\$1,700,000	\$2,150,000	26.5%
Properties Sold	9	6	7	5	11	120.0%
% Sold Price to Original List Price	91.49%	95.03%	86.56%	83.46%	86.88%	4.1%

## CAVE ROCK - ALL PROPERTIES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$2,050,000	\$2,750,000	\$455,000	\$1,011,500	\$776,000	-23.3%
Average Price	\$1,732,200	\$2,750,000	\$599,444	\$975,916	\$965,500	-1.1%
Average Price per Sq Ft	\$382.69	\$554.10	\$266.05	\$281.43	\$216.45	-23.1%
Average Days on Market	188	254	336	445	99	-77.8%
Highest Price	\$2,332,000	\$2,750,000	\$1,300,000	\$1,564,000	\$1,920,000	22.8%
Lowest Price	\$954,000	\$2,750,000	\$220,221	\$372,500	\$200,500	-46.2%
Properties Sold	5	1	5	6	3	-50.0%
% Sold Price to Original List Price	87.05%	100.00%	84.86%	91.36%	75.36%	-17.5%

## GLENBROOK - LAKEFRONT

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$5,100,000	\$1,725,000	\$2,350,000	\$2,550,000	\$1,639,640	-35.7%
Average Price	\$7,550,000	\$2,225,000	\$2,316,666	\$3,265,833	\$2,807,328	-14.0%
Average Price per Sq Ft	\$1,568.18	\$806.36	\$696.02	\$622.87	\$505.60	-18.8%
Average Days on Market	317	534	208	284	269	-5.3%
Highest Price	\$15,000,000	\$4,125,000	\$3,500,000	\$5,900,000	\$6,237,000	5.7%
Lowest Price	\$1,900,000	\$950,000	\$1,100,000	\$1,347,500	\$550,000	-59.2%
Properties Sold	5	6	3	3	5	66.7%
% Sold Price to Original List Price	96.82%	93.46%	90.03%	105.92%	89.39%	-15.6%

## SKYLAND - ALL PROPERTIES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$737,500	0	\$756,000	\$580,000	\$547,000	-5.7%
Average Price	\$824,800	0	\$712,642	\$703,237	\$596,162	-15.2%
Average Price per Sq Ft	\$330.28	0	\$209.14	\$273.57	\$226.23	-17.3%
Average Days on Market	165	0	170	187	133	-28.9%
Highest Price	\$1,425,000	0	\$1,100,000	\$1,465,000	\$850,000	-42.0%
Lowest Price	\$460,000	0	\$327,500	\$300,000	\$340,000	13.3%
Properties Sold	10	0	7	8	8	0.0%
% Sold Price to Original List Price	94.66%	0.00%	95.35%	95.45%	96.35%	0.9%



# LAKE TAHOE - EAST SHORE

## UPPER KINGSBURY - SINGLE FAMILY

January through December	2007	2008	2009
Median Price	\$720,000	\$981,000	626,500
Average Price	\$928,600	\$1,068,696	\$721,458
Average Price per Sq Ft	\$492.78	\$409.06	\$328.51
Average Days on Market	159	148	122
Highest Price	\$1,931,000	\$1,725,000	\$1,350,000
Lowest Price	\$485,000	\$628,000	\$435,000
Properties Sold	10	268	12
% Sold Price to Original List Price	94.90%	89.95%	90.67%

2010	2011	% Change
\$535,000	\$440,000	-17.8%
\$664,500	\$527,567	-20.6%
\$334.39	\$317.97	-4.9%
117	176	50.4%
\$1,210,000	\$1,200,000	-0.8%
\$390,000	\$260,000	-33.3%
11	17	54.5%
96.50%	92.95%	-3.7%

## MIDDLE KINGSBURY - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$840,000	\$659,000	\$784,000
Average Price	\$1,507,500	\$927,166	\$960,154
Average Price per Sq Ft	\$433.21	\$369.78	\$318.53
Average Days on Market	82	354	325
Highest Price	\$2,875,000	\$1,700,000	\$2,750,000
Lowest Price	\$807,500	\$500,000	\$306,386
Properties Sold	3	6	9
% Sold Price to Original List Price	94.08%	91.04%	91.44%

2010	2011	% Change
\$483,500	\$527,500	9.1%
\$610,189	\$580,150	-4.9%
\$217.35	\$200.55	-7.7%
164	124	-24.4%
\$1,725,000	\$1,050,000	-39.1%
\$315,000	\$195,000	-38.1%
14	10	-28.6%
87.64%	93.52%	6.7%

## LOWER KINGSBURY - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$699,000	\$450,000	\$345,000
Average Price	\$959,333	\$515,807	\$453,580
Average Price per Sq Ft	\$337.24	\$297.21	\$231.32
Average Days on Market	204	115	109
Highest Price	\$2,500,000	\$980,000	\$1,375,000
Lowest Price	\$450,000	\$332,500	\$269,900
Properties Sold	9	13	10
% Sold Price to Original List Price	94.17%	95.88%	94.39%

2010	2011	% Change
\$316,000	\$435,000	37.7%
\$350,500	\$601,388	71.6%
\$225.41	\$244.87	8.6%
70	118	68.6%
\$482,500	\$1,535,000	218.1%
\$215,000	\$285,000	32.6%
5	9	80.0%
97.91%	93.29%	-4.7%

## STATELINE - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$538,000	\$300,500	\$260,500
Average Price	\$619,633	\$542,000	\$248,813
Average Price per Sq Ft	\$518.99	\$292.50	\$181.09
Average Days on Market	187	289	132
Highest Price	\$990,000	\$1,300,000	\$290,000
Lowest Price	\$319,000	\$264,500	\$150,000
Properties Sold	3	5	8
% Sold Price to Original List Price	97.75%	91.22%	94.98%

2010	2011	% Change
\$169,250	\$218,000	28.8%
\$265,250	\$585,773	120.8%
\$248.13	\$444.78	79.3%
203	172	-15.3%
\$760,000	\$4,200,000	452.6%
\$58,000	\$110,000	89.7%
6	11	83.3%
93.63%	97.94%	4.6%



# LAKE TAHOE - SOUTH SHORE

## CA LAKEFRONTS - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$1,699,125	0	\$2,875,000
Average Price	\$1,699,125	0	\$2,875,000
Average Price per Sq Ft	\$591.21	0	\$945.72
Average Days on Market	199	0	307
Highest Price	\$1,800,000	0	\$320,000
Lowest Price	\$1,598,250	0	\$2,550,000
Properties Sold	2	0	2
% Sold Price to List Price	87%	0	79%

2010	2011	% Change
\$2,462,500	\$3,175,000	28.9%
\$2,375,000	\$3,295,000	38.7%
\$695.05	\$749.55	7.8%
370	278	-24.9%
\$2,575,000	\$4,200,000	63.1%
\$1,000,000	\$2,630,000	163.0%
4	4	0%
85%	88%	3%

## BLACK BART - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$375,000	\$452,250	\$470,000
Average Price	\$365,990	\$452,250	\$412,643
Average Price per Sq Ft	\$266.76	\$258.43	\$212.59
Average Days on Market	159	94	67
Highest Price	\$440,000	\$555,000	\$625,000
Lowest Price	\$295,000	\$349,500	\$190,000
Properties Sold	5	2	7
% Sold Price to Original List Price	95.22%	96.80%	95.03%

2010	2011	% Change
\$227,500	\$255,000	12.1%
\$237,790	\$283,097	19.1%
\$143.25	\$167.61	17.0%
92	157	70.7%
\$335,000	\$550,000	64.2%
\$150,000	\$80,000	-46.7%
10	10	0.0%
98.54%	92.44%	-6.2%

## COUNTRY CLUB ESTATES - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$565,000	\$642,450	\$373,500
Average Price	\$630,767	\$584,690	\$402,056
Average Price per Sq Ft	\$291.62	\$242.61	\$217.21
Average Days on Market	130	156	166
Highest Price	\$1,560,000	\$824,000	\$805,000
Lowest Price	\$360,000	\$365,000	\$240,000
Properties Sold	15	10	18
% Sold Price to Original List Price	95.05%	94.71%	96.24%

2010	2011	% Change
\$428,000	\$375,500	-12.3%
\$414,788	\$385,432	-7.1%
\$195.19	\$182.58	-6.5%
156	174	11.5%
\$710,000	\$550,000	-22.5%
\$206,000	\$161,000	-21.8%
17	22	29.4%
97.70%	96.64%	-1.1%

## MONTGOMERY ESTATES - ALL PROPERTIES

January through December	2007	2008	2009
Median Price	\$600,000	\$480,000	\$402,500
Average Price	\$659,370	\$608,695	\$449,829
Average Price per Sq Ft	\$296.75	\$269.33	\$206.06
Average Days on Market	150	148	144
Highest Price	\$1,225,000	\$1,550,000	\$901,000
Lowest Price	\$434,000	\$380,000	\$190,000
Properties Sold	23	20	34
% Sold Price to Original List Price	95.13%	92.28%	95.27%

2010	2011	% Change
\$475,000	\$416,000	-12.4%
\$511,181	\$451,621	-11.7%
\$206.54	\$189.60	-8.2%
219	157	-28.3%
\$1,150,000	\$750,000	-34.8%
\$214,800	\$190,000	-11.5%
37	39	5.4%
93.79%	95.54%	1.9%

# LAKE TAHOE - SOUTH SHORE

## PIONEER TRAIL - ALL PROPERTIES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$469,450	\$412,500	\$336,000	\$317,500	\$291,000	-8.3%
Average Price	\$486,439	\$492,438	\$367,692	\$344,844	\$348,683	1.1%
Average Price per Sq Ft	\$311.42	\$264.47	\$208.21	\$195.05	\$192.11	-1.5%
Average Days on Market	136	169	161	150	149	-0.7%
Highest Price	\$900,000	\$848,000	\$700,000	\$700,000	\$650,000	-7.1%
Lowest Price	\$285,000	\$275,000	\$131,000	\$187,000	\$146,000	-21.9%
Properties Sold	18	16	24	32	23	-28.1%
% Sold Price to Original List Price	97.42%	94.35%	95.58%	95.79%	96.30%	0.5%
Properties Sold	23	20	34	37	39	5.4%
% Sold Price to Original List Price	95.13%	92.28%	95.27%	93.79%	95.54%	1.9%

## TAHOE KEYS - ALL PROPERTIES

January through December	2007	2008	2009	2010	2011	% Change
Median Price	\$960,000	\$847,500	\$700,000	\$636,500	\$581,450	-8.6%
Average Price	\$1,152,343	\$900,366	\$923,073	\$702,790	\$794,664	13.1%
Average Price per Sq Ft	\$482.96	\$396.81	\$350.18	\$301.76	\$323.17	7.1%
Average Days on Market	190	196	191	182	233	28.0%
Highest Price	\$3,750,000	\$2,150,000	\$3,200,000	\$1,225,000	\$3,700,000	202.0%
Lowest Price	\$550,000	\$410,000	\$300,000	\$385,000	\$336,000	-12.7%
Properties Sold	35	32	32	50	44	-12%
% Sold Price to List Price	93%	93%	90%	93%	89%	-4%



## MICROMARKET REPORT | LAKE TAHOE

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