

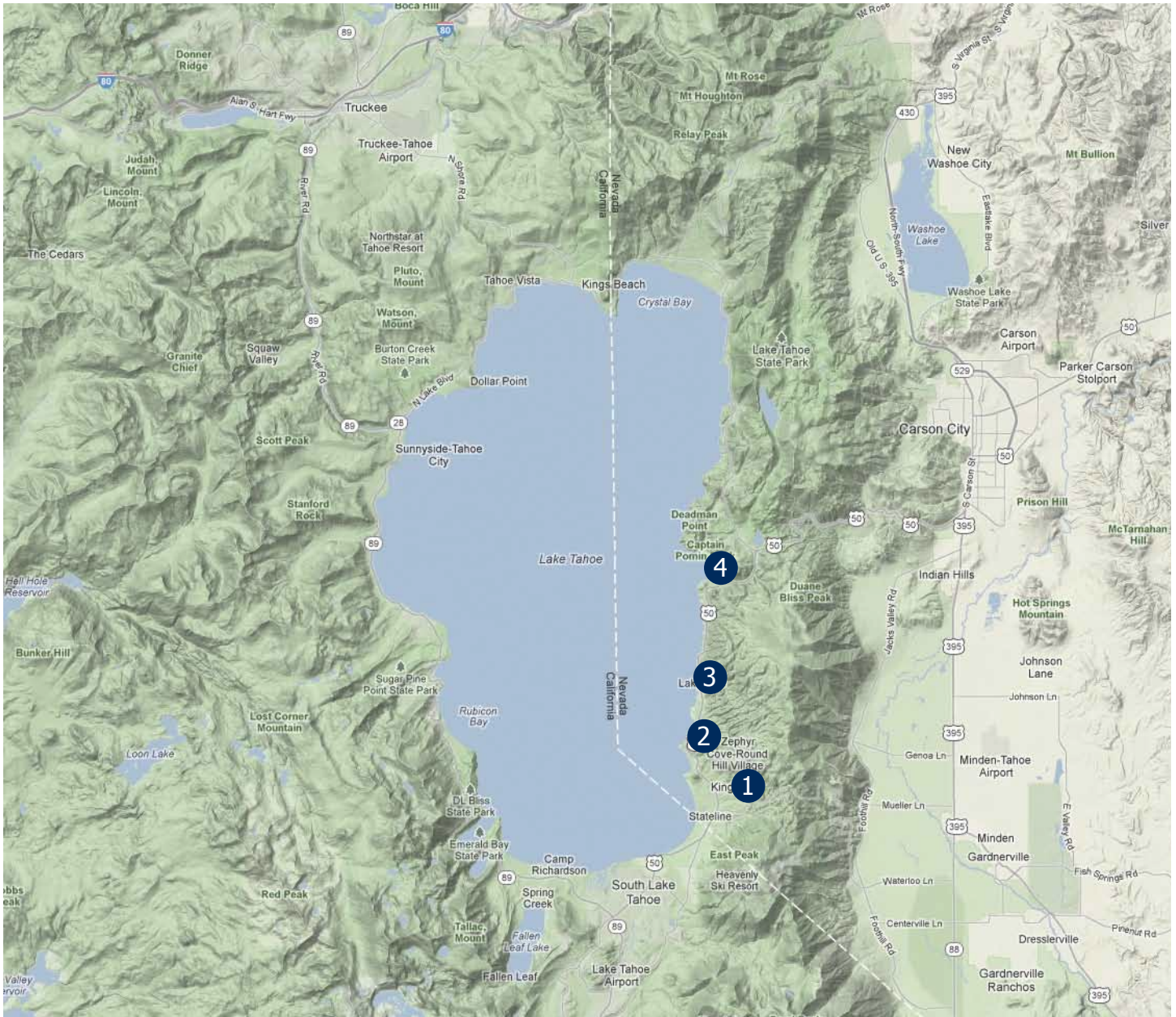
MICROMARKET REPORT | EAST SHORE LAKE TAHOE



Sierra

Sotheby's
INTERNATIONAL REALTY

EAST SHORE LAKE TAHOE NEIGHBORHOODS



1. Kingsbury Grade
2. Zephyr Cove
3. Cave Rock
4. Glenbrook

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

SINGLE FAMILY NON-LAKEFRONT

January through March

	2012	2013	% Change
Median Price	\$434,950	\$502,200	15.46%
Average Price	\$500,550	\$880,437	75.89%
Average Days on Market	173	171	-1.16%
Highest Price	\$1,250,000	\$4,250,000	240.00%
Lowest Price	\$171,800	\$210,000	22.24%
Properties Sold	20	29	45.00%
% Sold Price to Original List Price	91.50%	93.56%	2.24%

CONDO NON-LAKEFRONT

January through March

	2012	2013	% Change
Median Price	\$117,050	\$208,000	77.70%
Average Price	\$153,860	\$232,562	51.15%
Average Days on Market	103	132	28.16%
Highest Price	\$400,000	\$489,000	22.25%
Lowest Price	\$66,500	\$98,000	47.37%
Properties Sold	10	8	-20.00%
% Sold Price to Original List Price	96.86%	97.10%	0.25%

ALL PROPERTIES LAKEFRONT

January through March

	2012	2013	% Change
Median Price	N/A	\$3,500,000	100.00%
Average Price	N/A	\$7,064,700	100.00%
Average Days on Market	N/A	240	100.00%
Highest Price	N/A	\$20,900,000	100.00%
Lowest Price	N/A	\$2,962,500	100.00%
Properties Sold	N/A	5	100.00%
% Sold Price to Original List Price	N/A	86.44%	100.00%

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

KINGSBURY GRADE ALL PROPERTIES

January through March

Median Price	
Average Price	
Average Days on Market	
Highest Price	
Lowest Price	
Properties Sold	
% Sold Price to Original List Price	

2012	2013	% Change
\$209,400	\$356,250	70.13%
\$272,137	\$688,335	152.94%
147	157	6.80%
\$811,000	\$4,250,000	424.04%
\$66,500	\$98,000	47.37%
16	20	25.00%
94.84%	94.81%	-0.03%

ZEPHYR COVE ALL PROPERTIES

January through March

Median Price	
Average Price	
Average Days on Market	
Highest Price	
Lowest Price	
Properties Sold	
% Sold Price to Original List Price	

2012	2013	% Change
\$382,450	\$489,000	27.86%
\$442,533	\$618,318	39.72%
152	148	-2.63%
\$950,000	\$1,500,000	57.89%
\$202,000	\$192,000	-4.95%
12	11	-8.33%
94.03%	96.41%	2.54%

CAVE ROCK ALL PROPERTIES

January through March

Median Price	
Average Price	
Average Days on Market	
Highest Price	
Lowest Price	
Properties Sold	
% Sold Price to Original List Price	

2012	2013	% Change
\$1,250,000	\$1,075,000	-14.00%
\$1,250,000	\$1,085,000	-13.20%
98	164	67.35%
\$1,250,000	\$2,000,000	60.00%
\$1,250,000	\$210,000	-83.20%
1	5	400.00%
83.61%	89.57%	7.12%

GLENBROOK ALL PROPERTIES

January through March

Median Price	
Average Price	
Average Days on Market	
Highest Price	
Lowest Price	
Properties Sold	
% Sold Price to Original List Price	

2012	2013	% Change
N/A	\$2,181,250	100.00%
N/A	\$2,181,250	100.00%
N/A	244	100.00%
N/A	\$2,962,500	100.00%
N/A	\$1,400,000	100.00%
N/A	2	100.00%
N/A	N/A	N/A

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SQUAW VALLEY

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