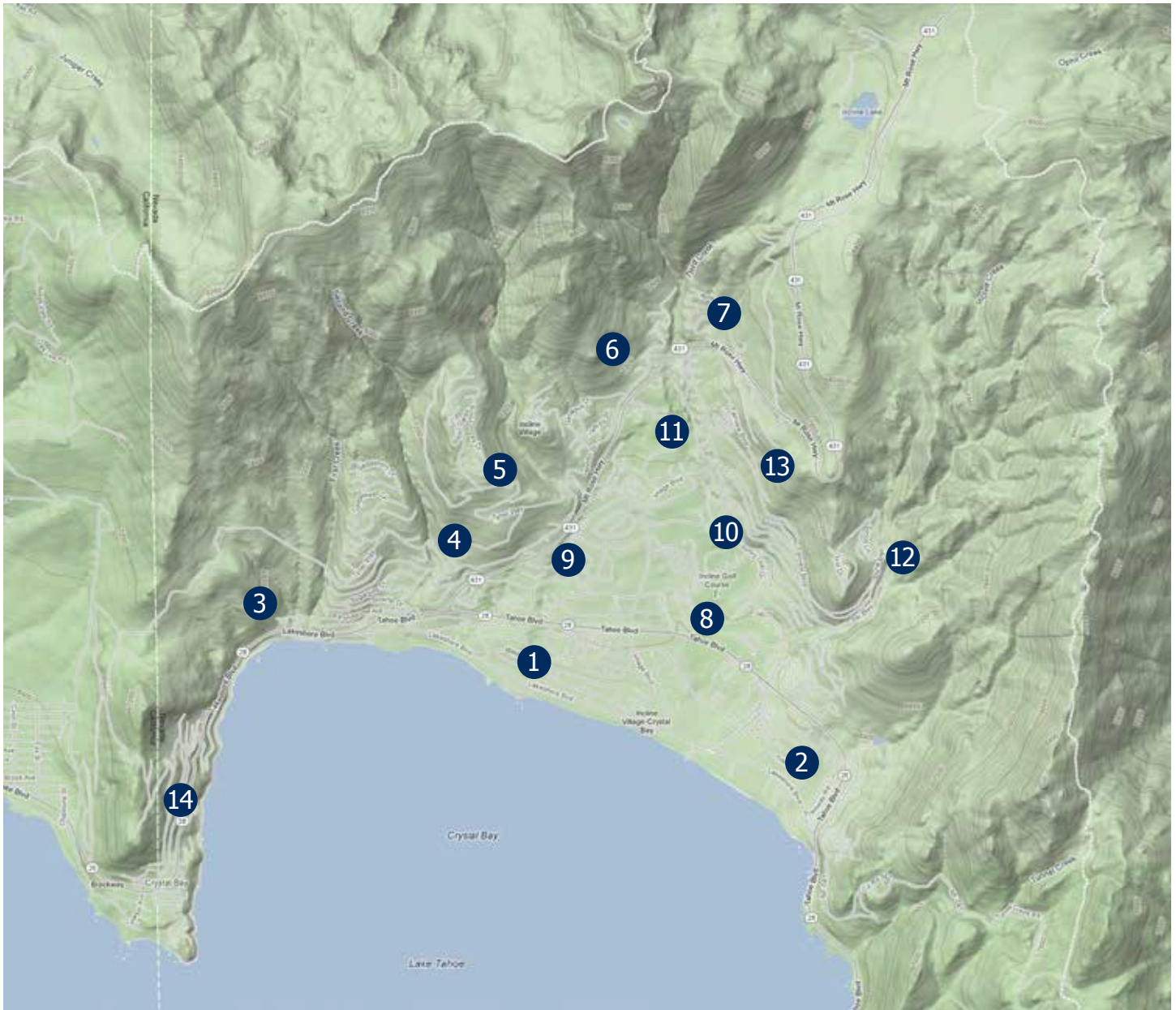


MICROMARKET REPORT | INCLINE VILLAGE



Sierra | Sotheby's
INTERNATIONAL REALTY

INCLINE VILLAGE LAKE TAHOE NEIGHBORHOODS



- | | | |
|-------------------------|------------------------------|---------------------------|
| 1. Lakeview Subdivision | 6. Jennifer | 11. Golf Course Executive |
| 2. Millcreek | 7. Apollo | 12. Ski Way |
| 3. Ponderosa | 8. Central | 13. Eastern Slope |
| 4. Lower Tyner | 9. The Woods | 14. Crystal Bay |
| 5. Upper Tyner | 10. Golf Course Championship | |

INCLINE VILLAGE LAKE TAHOE MARKET | MARKETS BY AREA

SINGLE FAMILY NON-LAKEFRONT

January through June

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

2012	2013	% Change
\$750,000	\$990,000	32.00%
\$1,020,686	\$1,284,459	25.84%
242	231	-4.55%
\$5,875,000	\$3,775,000	-35.74%
\$200,000	\$210,000	5.00%
59	101	71.19%
87.55%	97.50%	11.36%

CONDO NON-LAKEFRONT

January through June

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

2012	2013	% Change
\$286,450	\$380,000	32.66%
\$345,987	\$447,965	29.47%
195	172	-11.79%
\$879,900	\$1,770,000	101.16%
\$74,500	\$110,000	47.65%
62	101	62.90%
95.18%	98.25%	3.23%

SINGLE FAMILY LAKEFRONT

January through June

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

2012	2013	% Change
\$3,490,000	\$5,950,000	70.49%
\$3,490,000	\$7,732,143	121.55%
0	218	100.00%
\$3,490,000	\$15,500,000	344.13%
\$3,490,000	\$1,700,000	-51.29%
1	7	600.00%
99.71%	82.23%	-17.53%

CONDO LAKEFRONT

January through June

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

2012	2013	% Change
\$750,000	\$1,200,000	60.00%
\$750,000	\$1,378,750	83.83%
19	216	1036.84%
\$750,000	\$2,175,000	190.00%
\$750,000	\$940,000	25.33%
1	4	300.00%
96.77%	86.96%	-10.14%

INCLINE VILLAGE LAKE TAHOE MARKET | MARKETS BY AREA

CRYSTAL BAY ALL PROPERTIES

January through June

	2012	2013	% Change
Median Price	\$2,757,000	\$849,000	-69.21%
Average Price	\$2,757,000	\$1,869,135	-32.20%
Average Days on Market	111	210	89.19%
Highest Price	\$3,490,000	\$5,500,000	57.59%
Lowest Price	\$2,024,000	\$278,538	-86.24%
Properties Sold	2	4	100.00%
% Sold Price to Average List Price	95.07%	88.70%	-6.70%

LAKEVIEW SUBDIVISION ALL PROPERTIES

January through June

	2012	2013	% Change
Median Price	\$1,025,000	\$1,892,500	84.63%
Average Price	\$1,147,750	\$1,842,875	60.56%
Average Days on Market	248	266	7.26%
Highest Price	\$2,400,000	\$2,850,000	18.75%
Lowest Price	\$300,000	\$850,000	183.33%
Properties Sold	12	8	-33.33%
% Sold Price to Average List Price	91.56%	96.00%	4.84%

MILLCREEK ALL PROPERTIES

January through June

	2012	2013	% Change
Median Price	\$728,000	\$787,500	8.17%
Average Price	\$808,600	\$1,106,214	36.81%
Average Days on Market	189	162	-14.29%
Highest Price	\$985,000	\$3,775,000	283.25%
Lowest Price	\$720,000	\$270,000	-62.50%
Properties Sold	5	14	180.00%
% Sold Price to Average List Price	91.20%	94.21%	3.30%

PONDEROSA ALL PROPERTIES

January through June

	2012	2013	% Change
Median Price	\$637,500	\$822,500	29.02%
Average Price	\$1,554,718	\$1,251,429	-19.51%
Average Days on Market	125	204	63.20%
Highest Price	\$5,875,000	\$3,350,000	-42.98%
Lowest Price	\$361,309	\$210,000	-41.88%
Properties Sold	6	14	133.33%
% Sold Price to Average List Price	100.16%	95.73%	-4.42%

INCLINE VILLAGE LAKE TAHOE MARKET | MARKETS BY AREA

LOWER TYNER ALL PROPERTIES

January through June

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

2012	2013	% Change
\$900,000	\$1,495,000	66.11%
\$1,094,750	\$1,422,111	29.90%
291	265	-8.93%
\$2,886,000	\$2,425,000	-15.97%
\$485,000	\$409,000	-15.67%
10	9	-10.00%
89.88%	92.55%	2.97%

UPPER TYNER ALL PROPERTIES

January through June

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

2012	2013	% Change
\$580,000	\$935,000	61.21%
\$887,000	\$1,016,610	14.61%
281	145	-48.40%
\$2,600,000	\$2,100,000	-19.23%
\$305,000	\$440,000	44.26%
5	10	100.00%
91.61%	95.43%	4.17%

JENNIFER ALL PROPERTIES

January through June

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

2012	2013	% Change
\$0	\$440,000	100.00%
\$0	\$469,333	100.00%
0	178	100.00%
\$0	\$667,500	100.00%
\$0	\$370,000	100.00%
0	9	100.00%
0.00%	95.51%	100.00%

APOLLO ALL PROPERTIES

January through June

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

2012	2013	% Change
\$1,253,500	\$802,238	-36.00%
\$1,253,500	\$808,369	-35.51%
250	354	41.60%
\$1,327,000	\$880,000	-33.69%
\$1,180,000	\$749,000	-36.53%
2	4	100.00%
89.86%	95.30%	6.06%

INCLINE VILLAGE LAKE TAHOE MARKET | MARKETS BY AREA

CENTRAL ALL PROPERTIES

January through June

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

2012	2013	% Change
\$250,000	\$301,000	20.40%
\$263,031	\$380,000	44.47%
165	156	-5.45%
\$530,000	\$1,770,000	233.96%
\$74,500	\$110,000	47.65%
32	46	43.75%
65.28%	94.31%	44.47%

THE WOODS ALL PROPERTIES

January through June

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

2012	2013	% Change
\$529,500	\$452,500	-14.54%
\$663,679	\$665,625	0.29%
225	126	-44.00%
\$1,750,000	\$1,950,000	11.43%
\$120,000	\$250,000	108.33%
14	8	-42.86%
93.72%	96.26%	2.70%

CHAMPIONSHIP GOLF COURSE ALL PROPERTIES

January through June

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

2012	2013	% Change
\$700,000	\$773,500	10.50%
\$737,379	\$906,500	22.94%
324	205	-36.73%
\$1,418,750	\$2,230,000	57.18%
\$270,000	\$295,000	9.26%
7	24	242.86%
94.64%	94.73%	0.10%

EXECUTIVE GOLF COURSE ALL PROPERTIES

January through June

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

2012	2013	% Change
\$390,000	\$771,500	97.82%
\$457,480	\$713,875	56.05%
138	288	108.70%
\$825,000	\$1,465,000	77.58%
\$220,000	\$335,000	52.27%
10	16	60.00%
94.18%	94.61%	0.46%

INCLINE VILLAGE LAKE TAHOE MARKET | MARKETS BY AREA

SKI WAY ALL PROPERTIES

January through June

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

	2012	2013	% Change
Median Price	\$283,000	\$397,500	40.46%
Average Price	\$333,955	\$438,748	31.38%
Average Days on Market	285	164	-42.46%
Highest Price	\$532,000	\$850,000	59.77%
Lowest Price	\$160,000	\$200,000	25.00%
Properties Sold	11	20	81.82%
% Sold Price to Average List Price	95.34%	95.91%	0.60%

EASTERN SLOPE ALL PROPERTIES

January through June

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

	2012	2013	% Change
Median Price	\$740,000	\$1,412,500	90.88%
Average Price	\$788,486	\$1,602,215	103.20%
Average Days on Market	243	277	13.99%
Highest Price	\$1,125,000	\$3,450,000	206.67%
Lowest Price	\$537,000	\$235,000	-56.24%
Properties Sold	7	20	185.71%
% Sold Price to Average List Price	93.25%	92.29%	-1.03%

MICROMARKET REPORT | INCLINE VILLAGE

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