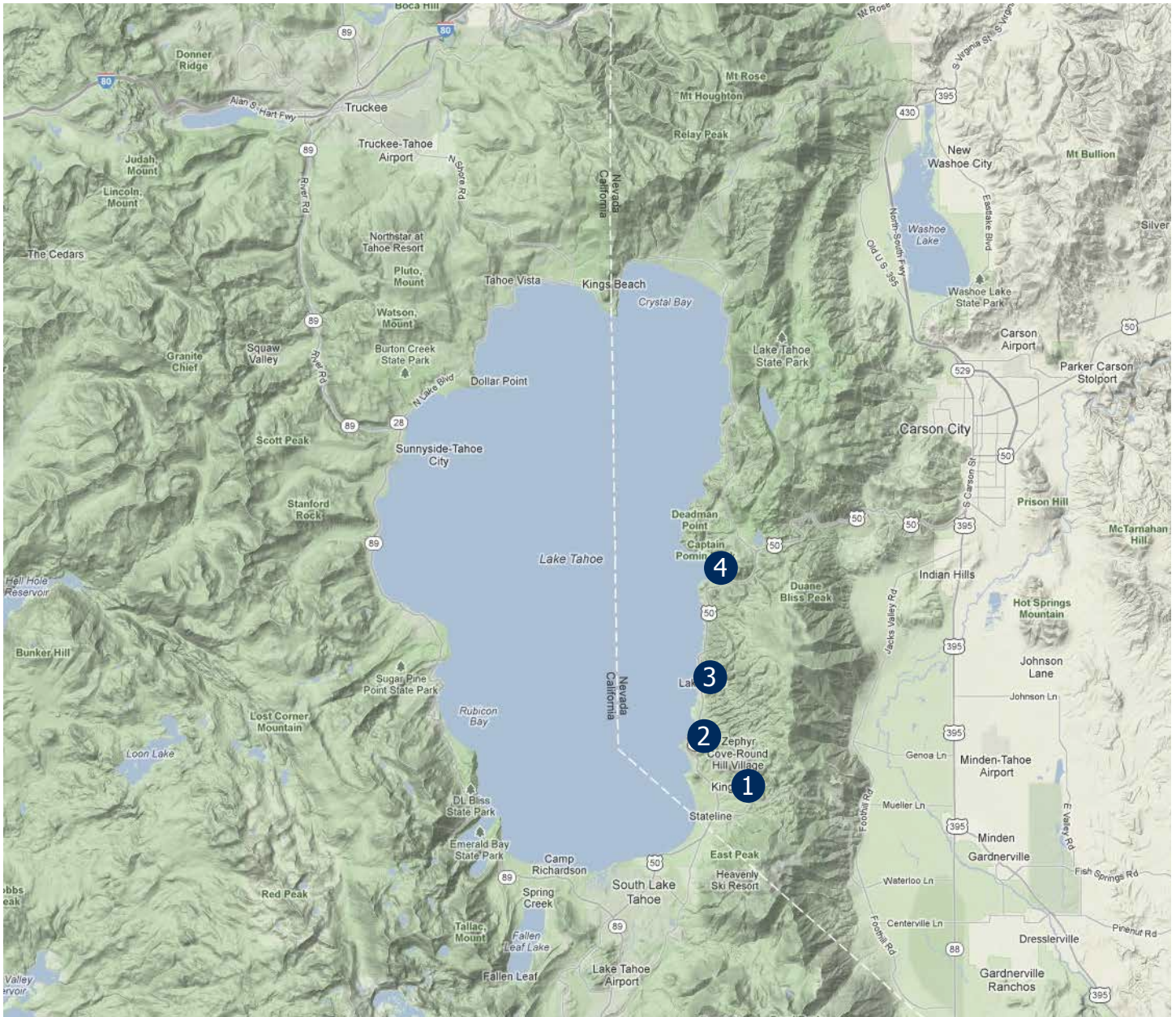


MICROMARKET REPORT | EAST SHORE LAKE TAHOE



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 September

	2012	2013	% Change
Median Price	\$405,000	\$622,500	53.70%
Average Price	\$595,976	\$936,848	57.20%
Average Days on Market	1	0	-100.00%
Highest Price	\$2,171,000	\$5,880,000	170.84%
Lowest Price	\$171,800	\$210,000	22.24%
Properties Sold	74	100	35.14%
% Sold Price to List Price	92.18%	94.37%	2.38%

CONDO NON-LAKEFRONT

January through September

	2012	2013	% Change
Median Price	\$199,000	\$265,000	33.17%
Average Price	\$237,035	\$314,395	32.64%
Average Days on Market	20	13	-35.00%
Highest Price	\$887,000	\$1,150,000	29.65%
Lowest Price	\$66,500	\$98,000	47.37%
Properties Sold	32	68	112.50%
% Sold Price to List Price	94.41%	95.10%	0.73%

ALL PROPERTIES LAKEFRONT

January through September

	2012	2013	% Change
Median Price	\$3,200,000	\$3,100,000	-3.13%
Average Price	\$3,550,000	\$4,758,500	34.04%
Average Days on Market	422	29	-93.13%
Highest Price	\$5,275,000	\$20,900,000	296.21%
Lowest Price	\$2,175,000	\$740,000	-65.98%
Properties Sold	3	11	266.67%
% Sold Price to List Price	84.73%	88.95%	4.99%

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

KINGSBURY GRADE ALL PROPERTIES

January through September

	2012	2013	% Change
Median Price	\$282,450	\$337,250	19.40%
Average Price	\$331,679	\$483,466	45.76%
Average Days on Market	1	0	-100.00%
Highest Price	\$1,100,000	\$4,250,000	286.36%
Lowest Price	\$66,500	\$98,000	47.37%
Properties Sold	48	84	75.00%
% Sold Price to List Price	95.22%	95.15%	-0.07%

ZEPHYR COVE ALL PROPERTIES

January through September

	2012	2013	% Change
Median Price	\$367,450	\$500,000	36.07%
Average Price	\$451,671	\$573,576	26.99%
Average Days on Market	20	6	-70.00%
Highest Price	\$1,350,000	\$1,500,000	11.11%
Lowest Price	\$145,000	\$192,000	32.41%
Properties Sold	44	60	36.36%
% Sold Price to List Price	93.67%	95.09%	1.52%

CAVE ROCK ALL PROPERTIES

January through September

	2012	2013	% Change
Median Price	N/A	\$1,007,500	100.00%
Average Price	N/A	\$956,250	100.00%
Average Days on Market	N/A	53	100.00%
Highest Price	N/A	\$2,295,000	100.00%
Lowest Price	N/A	\$210,000	100.00%
Properties Sold	N/A	8	100.00%
% Sold Price to List Price	N/A	91.50%	100.00%

GLENBROOK ALL PROPERTIES

January through September

	2012	2013	% Change
Median Price	\$1,687,500	\$1,400,000	-17.04%
Average Price	\$1,553,000	\$1,975,866	27.23%
Average Days on Market	40	15	-62.50%
Highest Price	\$1,950,000	\$5,880,000	201.54%
Lowest Price	\$887,000	\$603,000	-32.02%
Properties Sold	4	15	275.00%
% Sold Price to List Price	91.43%	93.72%	2.50%

MICROMARKET REPORT | EAST SHORE LAKE TAHOE

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Sierra

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