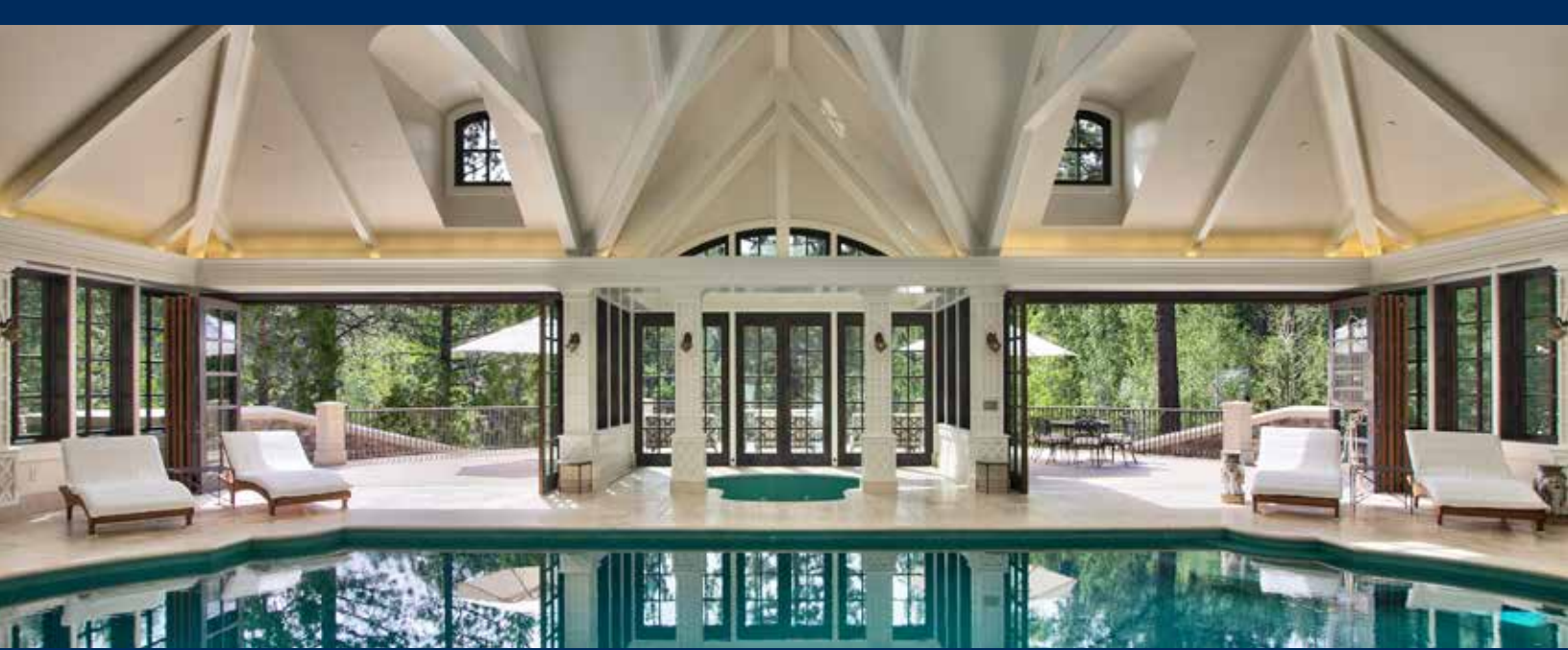
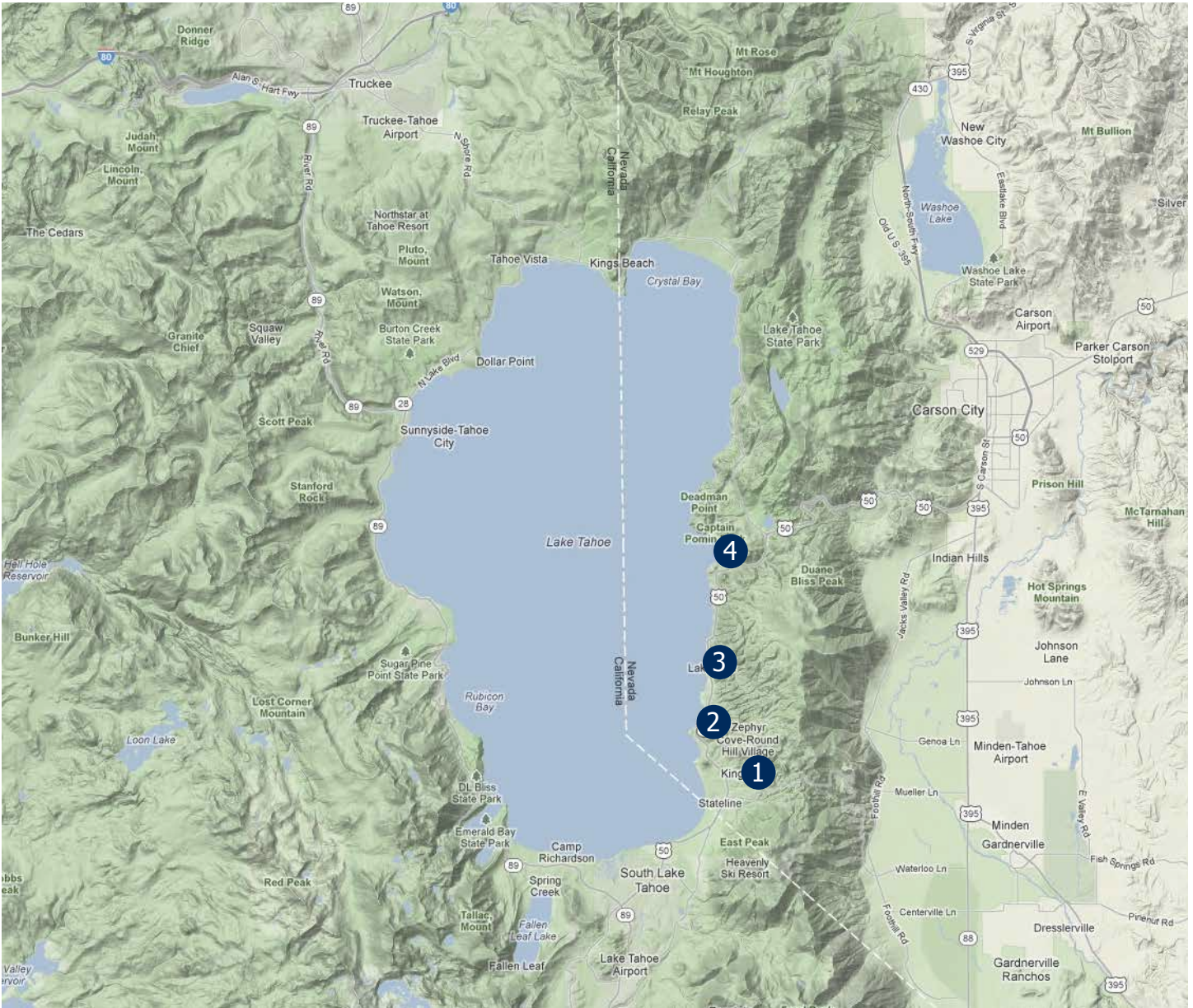


MICROMARKET REPORT | EAST SHORE LAKE TAHOE



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- | | |
|--------------------|--------------|
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| 2. Zephyr Cove | 4. Glenbrook |

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EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

SINGLE FAMILY NON-LAKEFRONT

January through December

	2012	2013	% Change
Median Price	\$474,900	\$610,000	28.45%
Average Price	\$685,356	\$947,241	38.21%
Average Days on Market	187	195	4.28%
Highest Price	\$3,437,000	\$5,880,000	71.08%
Lowest Price	\$171,800	\$210,000	22.24%
Properties Sold	105	122	16.19%
% Sold Price to List Price	90.83%	94.08%	3.58%

CONDO NON-LAKEFRONT

January through December

	2012	2013	% Change
Median Price	\$199,000	\$264,875	33.10%
Average Price	\$236,613	\$308,067	30.20%
Average Days on Market	210	198	-5.71%
Highest Price	\$887,000	\$1,150,000	29.65%
Lowest Price	\$66,500	\$98,000	47.37%
Properties Sold	54	86	59.26%
% Sold Price to List Price	94.94%	95.09%	0.16%

ALL PROPERTIES LAKEFRONT

January through December

	2012	2013	% Change
Median Price	\$2,687,500	\$3,500,000	30.23%
Average Price	\$3,421,875	\$4,512,900	31.88%
Average Days on Market	540	313	-42.04%
Highest Price	\$8,500,000	\$20,900,000	145.88%
Lowest Price	\$1,075,000	\$740,000	-31.16%
Properties Sold	8	15	87.50%
% Sold Price to List Price	81.47%	89.75%	10.17%

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

KINGSBURY GRADE ALL PROPERTIES

January through December

	2012	2013	% Change
Median Price	\$291,500	\$339,500	16.47%
Average Price	\$369,318	\$480,962	30.23%
Average Days on Market	184	198	7.61%
Highest Price	\$3,437,000	\$4,250,000	23.65%
Lowest Price	\$66,500	\$98,000	47.37%
Properties Sold	74	105	41.89%
% Sold Price to List Price	92.50%	94.91%	2.61%

ZEPHYR COVE ALL PROPERTIES

January through December

	2012	2013	% Change
Median Price	\$367,450	\$491,250	33.69%
Average Price	\$449,521	\$550,732	22.52%
Average Days on Market	171	143	-16.37%
Highest Price	\$1,350,000	\$1,500,000	11.11%
Lowest Price	\$145,000	\$190,000	31.03%
Properties Sold	60	74	23.33%
% Sold Price to List Price	94.19%	94.95%	0.80%

CAVE ROCK ALL PROPERTIES

January through December

	2012	2013	% Change
Median Price	\$800,000	\$959,000	19.88%
Average Price	\$898,019	\$1,029,000	14.59%
Average Days on Market	275	218	-20.73%
Highest Price	\$2,171,000	\$2,400,000	10.55%
Lowest Price	\$185,000	\$210,000	35.13%
Properties Sold	13	11	-15.38%
% Sold Price to List Price	89.05%	91.69%	2.96%

GLENBROOK ALL PROPERTIES

January through December

	2012	2013	% Change
Median Price	\$1,687,500	\$1,440,000	-14.67%
Average Price	\$1,622,950	\$2,160,764	33.14%
Average Days on Market	252	386	53.17%
Highest Price	\$2,300,000	\$5,880,000	155.65%
Lowest Price	\$887,000	\$603,000	-32.02%
Properties Sold	10	17	70.00%
% Sold Price to List Price	89.14%	93.42%	4.80%

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