



RESIDENTIAL BROKERAGE

Mid-Year Review

2011 vs. 2010

January-June

SINGLE FAMILY HOMES

TOTAL MARKET SUMMARY

NORTH LAKE TAHOE AND TRUCKEE (Areas 1-9)

| | 2011 | 2010 | % Change |
|-----------------------------|---------------|---------------|----------|
| Sales Volume | \$206,992,629 | \$231,840,332 | -10.7% |
| Units Sold | 359 | 346 | 3.8% |
| Median Price | \$439,000 | \$495,000 | -11.3% |
| Average Price | \$576,581 | \$670,058 | -14.0% |
| Units < \$500,000 | 214 | 177 | 20.9% |
| Units - \$500,000-\$999,999 | 116 | 127 | -8.7% |
| Units > \$1.0 Million | 29 | 42 | -31.0% |
| Days on Market (Median) | 80 | 72 | 11.1% |
| Days on Market (Average) | 125 | 128 | -2.3% |

LUXURY MARKET SUMMARY > \$1,000,000

NORTH LAKE TAHOE AND TRUCKEE (Areas 1-9)

| | 2011 | 2010 | % Change |
|-----------------------------|--------------|--------------|----------|
| Sales Volume | \$58,213,975 | \$81,362,000 | -28.5% |
| Units Sold | 29 | 42 | -31.0% |
| Median Price | \$1,800,000 | \$1,485,000 | 21.2% |
| Average Price | \$2,007,378 | \$1,937,190 | 3.6% |
| Units \$1.0-\$2,499,999 Mil | 23 | 35 | -34.3% |
| Units \$2.5-\$4,499,999 Mil | 5 | 5 | 0.0% |
| Units > \$5.0 Million | 1 | 2 | -50.0% |
| Days on Market (Median) | 182 | 200 | -9.0% |
| Days on Market (Average) | 256 | 274 | -6.6% |

CONDOMINIUMS

TOTAL MARKET SUMMARY

NORTH LAKE TAHOE AND TRUCKEE (Areas 1-9)

| | 2011 | 2010 | % Change |
|--------------------------|--------------|--------------|----------|
| Sales Volume | \$48,106,912 | \$72,631,265 | -33.8% |
| Units Sold | 119 | 126 | -5.6% |
| Median Price | \$302,500 | \$356,000 | -15.0% |
| Average Price | \$407,685 | \$576,438 | -29.3% |
| Units < \$500,000 | 95 | 92 | 3.3% |
| Units > \$500,000 | 24 | 34 | -29.4% |
| Days on Market (Median) | 79 | 73 | 8.2% |
| Days on Market (Average) | 161 | 139 | 15.8% |

LUXURY MARKET SUMMARY > \$1,000,000

NORTH LAKE TAHOE AND TRUCKEE (Areas 1-9)

| | 2011 | 2010 | % Change |
|-----------------------------|-------------|--------------|----------|
| Sales Volume | \$1,258,000 | \$30,195,000 | -95.8% |
| Units Sold | 8 | 14 | -42.9% |
| Median Price | \$1,237,500 | \$1,725,000 | -28.3% |
| Average Price | \$1,572,500 | \$2,156,785 | -27.1% |
| Units \$1.0-\$1,499,999 Mil | 6 | 3 | 100.0% |
| Units > \$1.5 Million | 2 | 11 | -81.8% |
| Days on Market (Median) | 152 | 111 | 36.9% |
| Days on Market (Average) | 279 | 247 | 13.0% |

Note: Data on this page is based on information from the Tahoe Sierra Board of Realtors, MLS. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data's accuracy. Data maintained by the MLS may not reflect all real estate activity in the market. DRE License # 00313415



RESIDENTIAL BROKERAGE

Mid-Year Review

2011 vs. 2010

January-June

SINGLE FAMILY HOMES

NORTH LAKE TAHOE (Areas 1-5)

Kings Beach To Tahoe City To Emerald Bay

| | 2011 | 2010 | % Change |
|-----------------------------|--------------|--------------|----------|
| Sales Volume | \$70,208,378 | \$81,217,732 | -13.6% |
| Units Sold | 103 | 101 | 2.0% |
| Median Price | \$475,000 | \$460,500 | 3.1% |
| Average Price | \$681,634 | \$804,135 | -15.2% |
| Units < \$500,000 | 55 | 56 | -1.8% |
| Units - \$500,000-\$999,999 | 37 | 30 | 23.3% |
| Units > \$1.0 Million | 11 | 15 | -26.7% |
| Days on Market (Median) | 67 | 76 | -11.8% |
| Days on Market (Average) | 140 | 133 | 5.3% |

SQUAW VALLEY - ALPINE MEADOWS (Area 6)

Squaw Valley - Alpine Meadows - Truckee River

| | 2011 | 2010 | % Change |
|-----------------------------|--------------|--------------|----------|
| Sales Volume | \$11,616,500 | \$11,172,000 | 4.0% |
| Units Sold | 16 | 15 | 6.7% |
| Median Price | \$460,000 | \$725,000 | -36.6% |
| Average Price | \$726,031 | \$744,800 | -2.5% |
| Units < \$500,000 | 10 | 3 | 233.3% |
| Units - \$500,000-\$999,999 | 2 | 8 | -75.0% |
| Units > \$1.0 Million | 4 | 4 | 0.0% |
| Days on Market (Median) | 137 | 78 | 75.6% |
| Days on Market (Average) | 148 | 168 | -11.9% |

CONDOMINIUMS

NORTH LAKE TAHOE (Areas 1-5)

Kings Beach To Tahoe City To Emerald Bay

| | 2011 | 2010 | % Change |
|--------------------------|--------------|-------------|----------|
| Sales Volume | \$10,394,012 | \$9,263,300 | 12.2% |
| Units Sold | 31 | 17 | 82.4% |
| Median Price | \$257,700 | \$310,000 | -16.9% |
| Average Price | \$335,290 | \$544,900 | -38.5% |
| Units < \$500,000 | 26 | 11 | 136.4% |
| Units > \$500,000 | 5 | 6 | -16.7% |
| Days on Market (Median) | 141 | 93 | 51.6% |
| Days on Market (Average) | 168 | 136 | 23.5% |

SQUAW VALLEY - ALPINE MEADOWS (Area 6)

Squaw Valley - Alpine Meadows - Truckee River

| | 2011 | 2010 | % Change |
|--------------------------|--------------|--------------|----------|
| Sales Volume | \$18,359,500 | \$13,306,114 | 38.0% |
| Units Sold | 38 | 33 | 15.2% |
| Median Price | \$402,500 | \$370,000 | 8.8% |
| Average Price | \$483,144 | \$403,215 | 19.8% |
| Units < \$500,000 | 30 | 26 | 15.4% |
| Units > \$500,000 | 8 | 7 | 14.3% |
| Days on Market (Median) | 46 | 60 | -23.3% |
| Days on Market (Average) | 105 | 147 | -28.6% |

Note: Data on this page is based on information from the Tahoe Sierra Board of Realtors, MLS. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data's accuracy. Data maintained by the MLS may not reflect all real estate activity in the market. DRE License # 00313415



RESIDENTIAL BROKERAGE

Mid-Year Review

2011 vs. 2010

January-June

SINGLE FAMILY HOMES

TRUCKEE MARKET (Areas 7-9)

Truckee - Glenshire - Martis Valley - Tahoe Donner - Soda Springs

| | 2011 | 2010 | % Change |
|-----------------------------|---------------|---------------|----------|
| Sales Volume | \$125,167,751 | \$139,450,600 | -10.2% |
| Units Sold | 240 | 230 | 4.3% |
| Median Price | \$431,000 | \$495,000 | -12.9% |
| Average Price | \$521,532 | \$606,306 | -14.0% |
| Units < \$500,000 | 149 | 118 | 26.3% |
| Units - \$500,000-\$999,999 | 77 | 89 | -13.5% |
| Units > \$1.0 Million | 14 | 23 | -39.1% |
| Days on Market (Median) | 77 | 69 | 11.6% |
| Days on Market (Average) | 118 | 124 | -4.8% |

TAHOE DONNER SUMMARY

Area (9TD)

| | 2011 | 2010 | % Change |
|-----------------------------|--------------|--------------|----------|
| Sales Volume | \$47,097,788 | \$52,330,400 | -10.0% |
| Units Sold | 90 | 89 | 1.1% |
| Median Price | \$478,375 | \$520,000 | -8.0% |
| Average Price | \$523,308 | \$587,982 | -11.0% |
| Units < \$500,000 | 47 | 38 | 23.7% |
| Units - \$500,000-\$999,999 | 41 | 46 | -10.9% |
| Units > \$1.0 Million | 2 | 5 | -60.0% |
| Days on Market (Median) | 60 | 63 | -4.8% |
| Days on Market (Average) | 95 | 102 | -6.9% |

CONDOMINIUMS

TRUCKEE MARKET (Areas 7-9)

Truckee - Glenshire - Martis Valley - Tahoe Donner - Soda Springs

| | 2011 | 2010 | % Change |
|--------------------------|--------------|--------------|----------|
| Sales Volume | \$19,353,400 | \$50,061,851 | -61.3% |
| Units Sold | 50 | 76 | -34.2% |
| Median Price | \$290,000 | \$363,500 | -20.2% |
| Average Price | \$394,967 | \$658,708 | -40.0% |
| Units < \$500,000 | 39 | 55 | -29.1% |
| Units > \$500,000 | 11 | 21 | -47.6% |
| Days on Market (Median) | 77 | 68 | 13.2% |
| Days on Market (Average) | 200 | 136 | 47.1% |

TAHOE DONNER SUMMARY

Area (9TD)

| | 2011 | 2010 | % Change |
|--------------------------|-------------|-------------|----------|
| Sales Volume | \$3,539,400 | \$8,089,171 | -56.2% |
| Units Sold | 18 | 24 | -25.0% |
| Median Price | \$179,000 | \$325,000 | -44.9% |
| Average Price | \$208,200 | \$337,048 | -38.2% |
| Units < \$500,000 | 18 | 24 | -25.0% |
| Units > \$500,000 | 0 | 0 | 0.0% |
| Days on Market (Median) | 45 | 78 | -42.3% |
| Days on Market (Average) | 147 | 131 | 12.2% |

Note: Data on this page is based on information from the Tahoe Sierra Board of Realtors, MLS. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data's accuracy. Data maintained by the MLS may not reflect all real estate activity in the market. DRE License # 00313415