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LAKE TAHOE REAL ESTATE MARKET REPORT FIRST THREE QUARTERS 2014

MARKET ANALYSIS INCLUDES:

- MEDIAN HOME PRICE AND UNITS SOLD DATA
- YEAR OVER YEAR TRENDING
- REPORTING BY REGION
 - TAHOE SIERRA MLS, CA
 - NORTH & WEST SHORES, CA
 - INCLINE VILLAGE & CRYSTAL BAY, NV
 - TRUCKEE, CA
 - LAKEFRONTS, CA & NV

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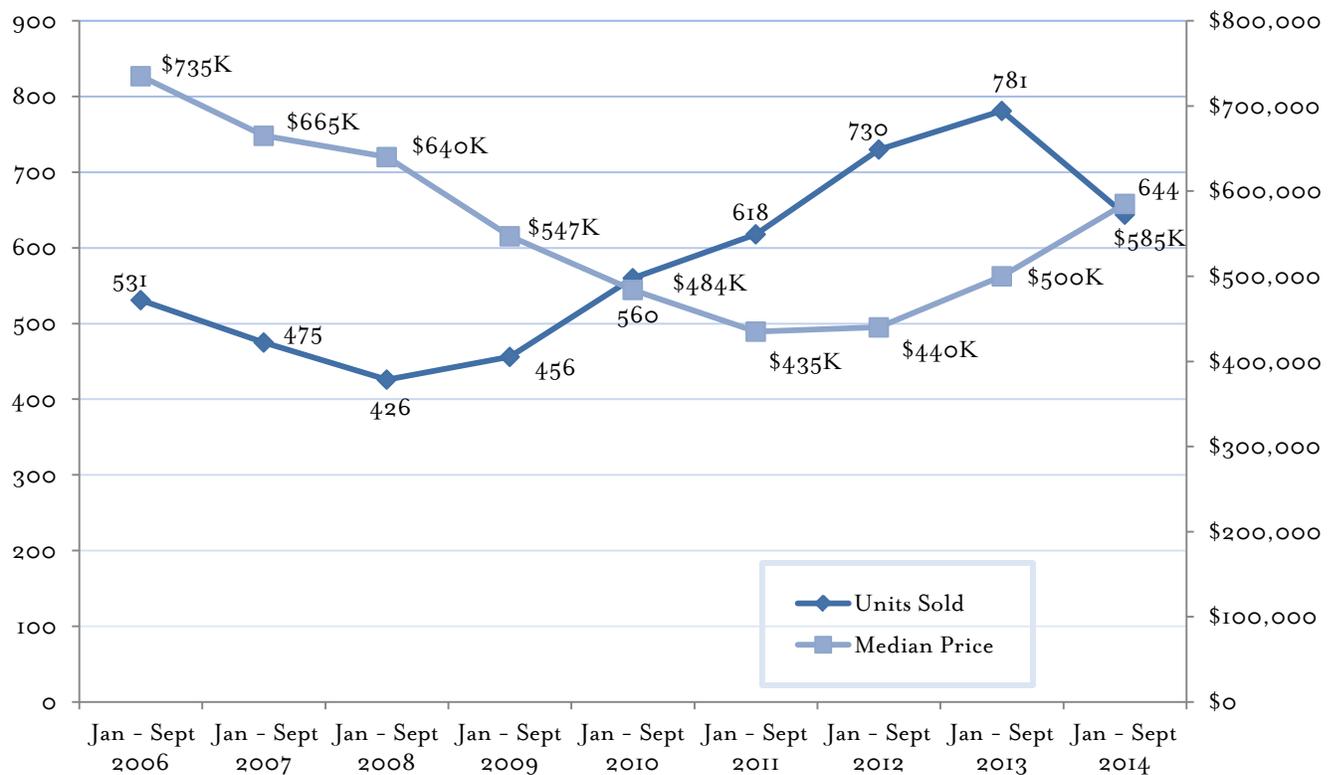
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Tahoe Sierra MLS Market Report: Q1 – Q3

Single-Family Homes in California on Lake Tahoe's North and West shores and in Truckee, Donner Lake, Northstar, Olympic Valley, and Alpine Meadows

January through September Year-Over-Year



Highlights include:

- 17% increase in Median Price year-over-year
- 56 homes sold over \$2M, representing a 51% increase year-over-year
- Median Price on a three-year growth trend
- Median Price reaches within 80% of the 2006 high water mark
- On average, homes sold within 99.2% of asking price
- Units Sold decreased by 18%

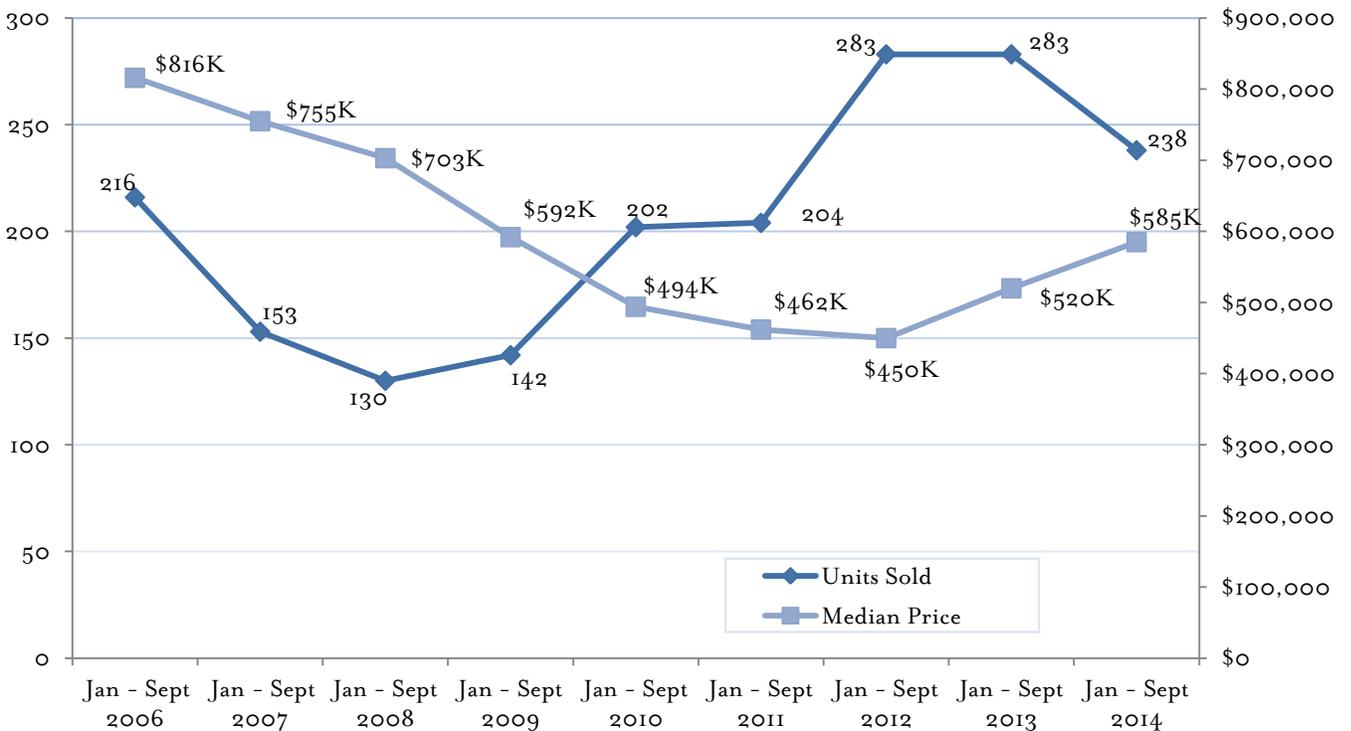
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North & West Shores, CA Market Report: Q1 – Q3

Single-Family Homes in the Lake Tahoe Basin in California including Tahoe's North and West Shores, as well as Alpine Meadows and Squaw Valley

January through September Year-Over-Year



Highlights include:

- 13% increase in Median Price year-over-year
- 24 homes sold over \$2M, representing an 26% increase year-over-year
- Median Price on a two-year growth trend
- Median Price reaches within 72% of the 2006 high water mark

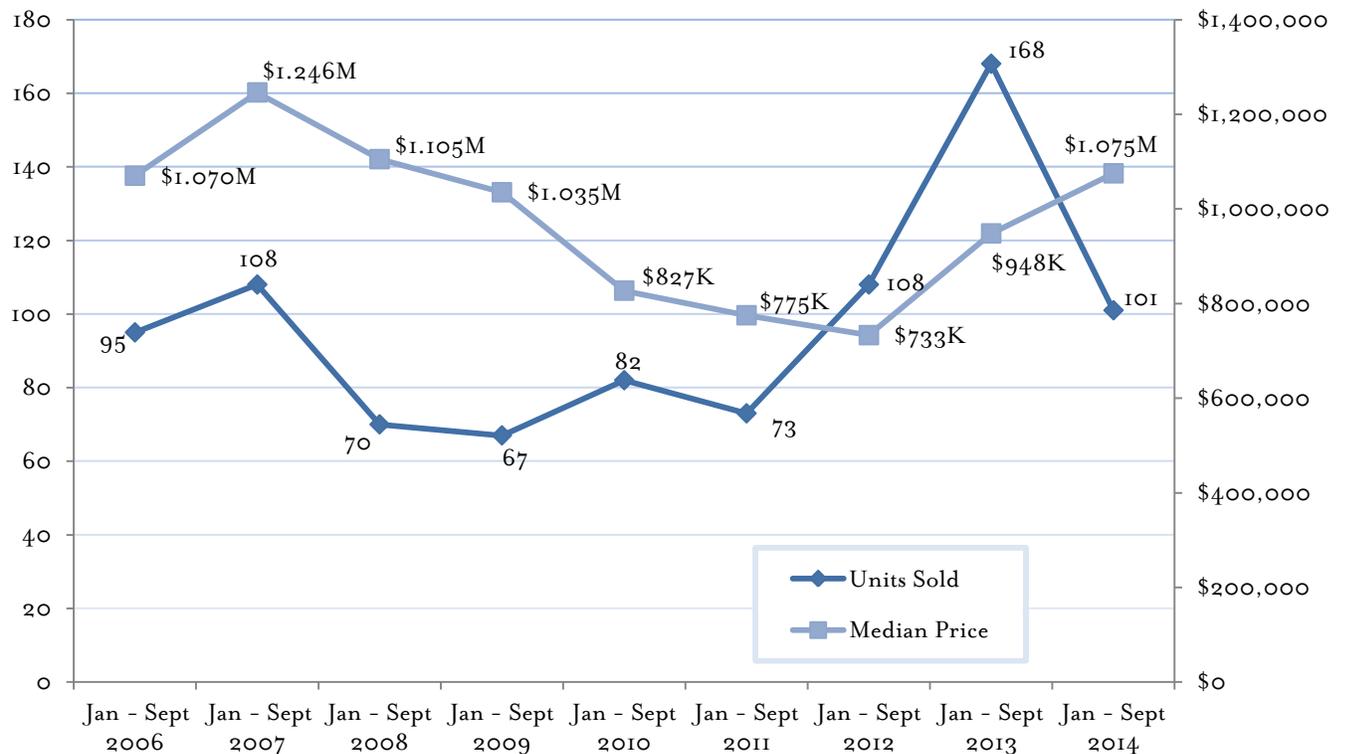
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Incline Village & Crystal Bay, NV Market Report: Q1 – Q3

Single-Family Homes in Incline Village and Crystal Bay which represent the Nevada side of the
Lake Tahoe Basin

January through September Year-Over-Year



Highlights include:

- 13% increase in Median Price year-over-year
- Median Price reaches within 86% of the 2007 high water mark
- 40% decrease in Units Sold
- 20 homes sold over \$2M, representing an 53% decrease year-over-year
- On average, homes sold within 97.7% of asking price

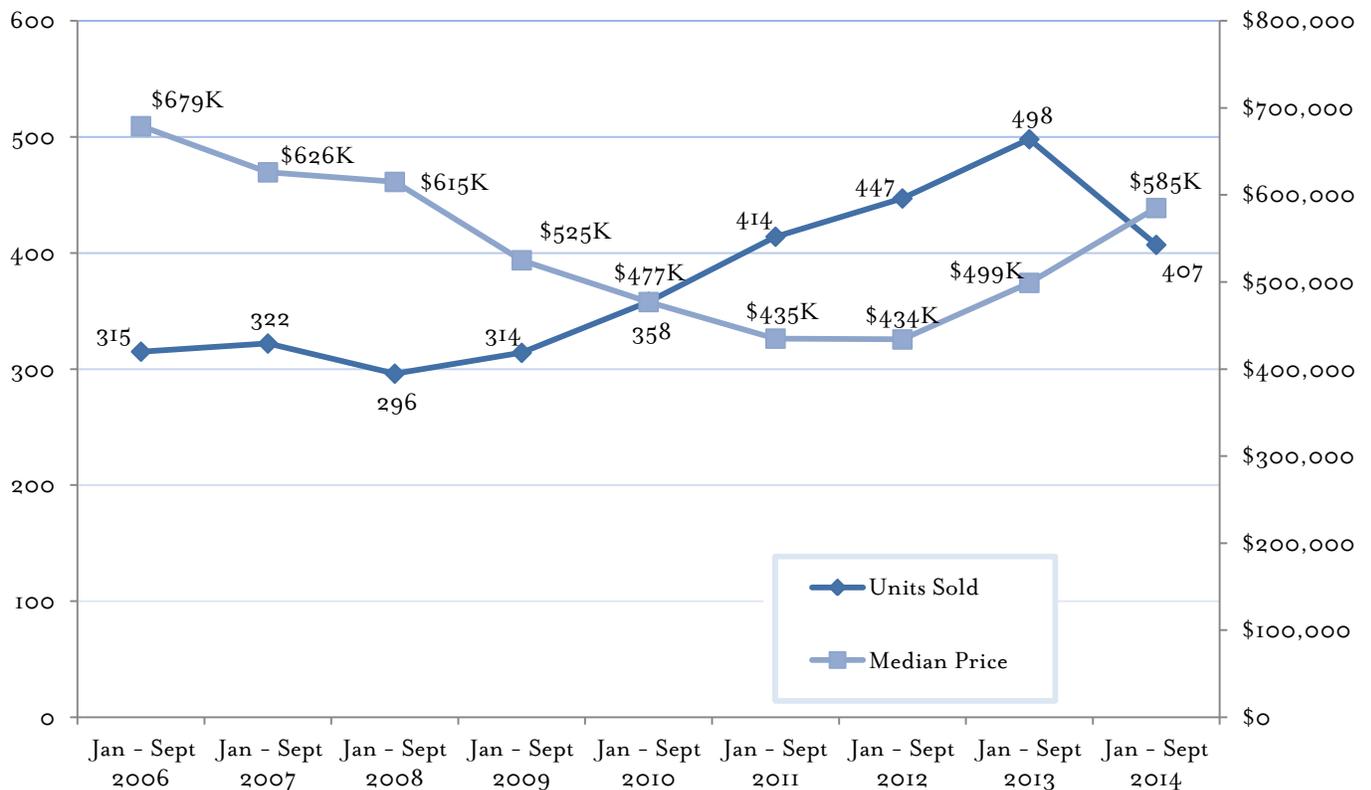
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Truckee, CA Market Report: Q1 – Q3

Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

January through September Year-Over-Year



Highlights include:

- 17% increase in Median Price year-over-year
- 32 homes sold over \$2M, representing a 78% increase year-over-year
- Median Price on a two-year growth trend
- Median Price reaches within 86% of the 2006 high water mark
- Units Sold decreases 18%

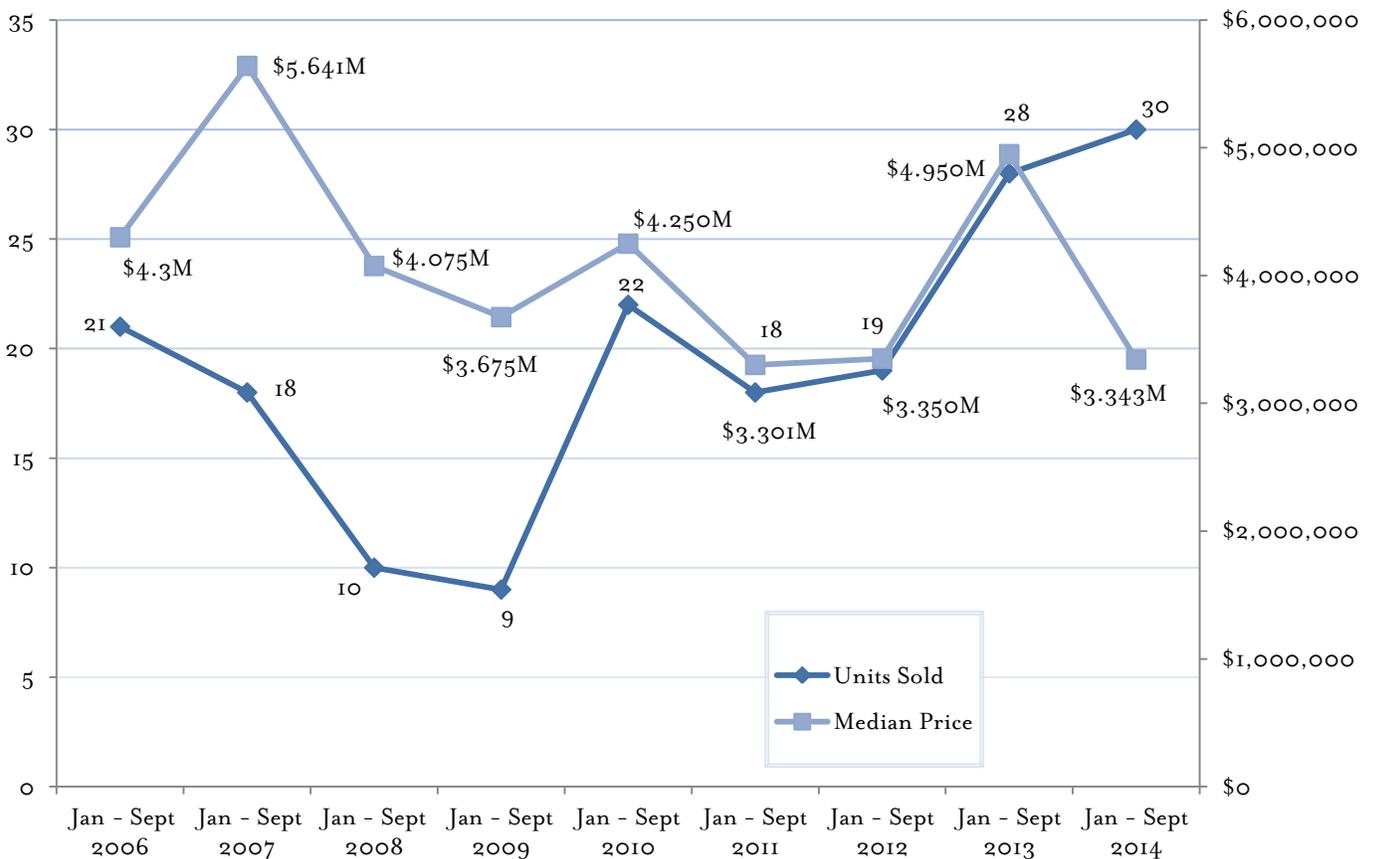
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Lakefronts Market Report: Q1 – Q3

Single-Family Homes and Estates located on California's North and West Shores (to Rubicon Bay) and in Nevada's Incline Village and Crystal Bay

January through September Year-Over-Year



Highlights include:

- 7% increase in Units Sold year-over-year, Highest Sales Volume in 9 years
- 32% decrease in Median Price year-over-year
- Significant decrease in Median Price can be partially attributed to the small sample size of units sold. This allows a small number of low-priced sales to have a greater impact the overall Median Price, and, therefore, does not necessarily reflect a broad trend.

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REAL ESTATE SALES & VACATION RENTALS

ABOUT TAHOE LUXURY PROPERTIES

Tahoe Luxury Properties is a full-service real estate company specializing in luxury real estate sales and premier vacation rentals in the Lake Tahoe region. Bill Dietz has closed more than \$83 million in residential real estate sales in both California and Nevada in the first three quarters of 2014 alone. These results reflect our commitment to our clients.

Tahoe Luxury Properties is best positioned to market and sell premier real estate throughout Lake Tahoe and its spectacular surrounding communities. Whether you are looking for a Tahoe family vacation home to enjoy for generations or for an investment property that will provide a sound return, Tahoe Luxury Properties' brokers and agents will help you comprehensively understand the real estate dynamic in the region. Whether you are ready to buy or simply initially exploring the options in Lake Tahoe Real Estate, let us show you Tahoe Luxury Properties.

For more information, please contact us at 1.800.581.8228 or visit tluxp.com.