

LAKE TAHOE REAL ESTATE

MARKET REPORT

QUARTER ONE 2016

Market Analysis Includes:

- Median Home Price and Units Sold Data
- Year Over Year Trending
- Reporting By Region
 - Lakefronts, CA & NV
 - Tahoe Sierra MLS, CA
 - North & West Shores, CA
 - Incline Village & Crystal Bay, NV
 - Truckee, CA

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Source: Tahoe Sierra MLS and Incline Village MLS

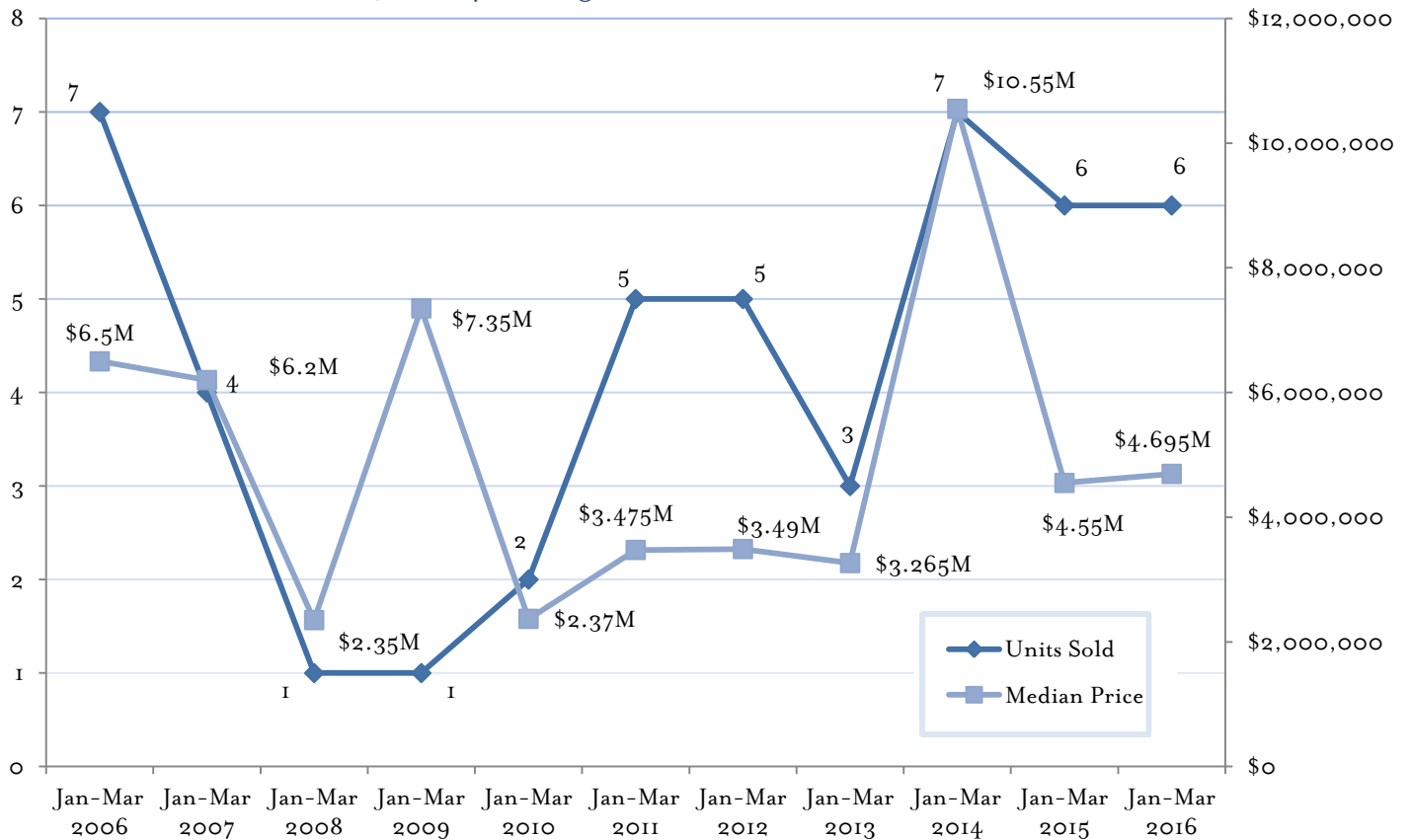
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Lakefronts Market Report: Q1 2016

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 March Year-Over-Year



Points of Interest:

- 6 Units sold makes 2016 the 3rd highest (tie) Q1 sales volume in over 10 years
- 3% increase in median price year-over-year
- A word of caution, median price does not directly correlate to market appreciation/depreciation, and small sample size can heavily influence resultant data

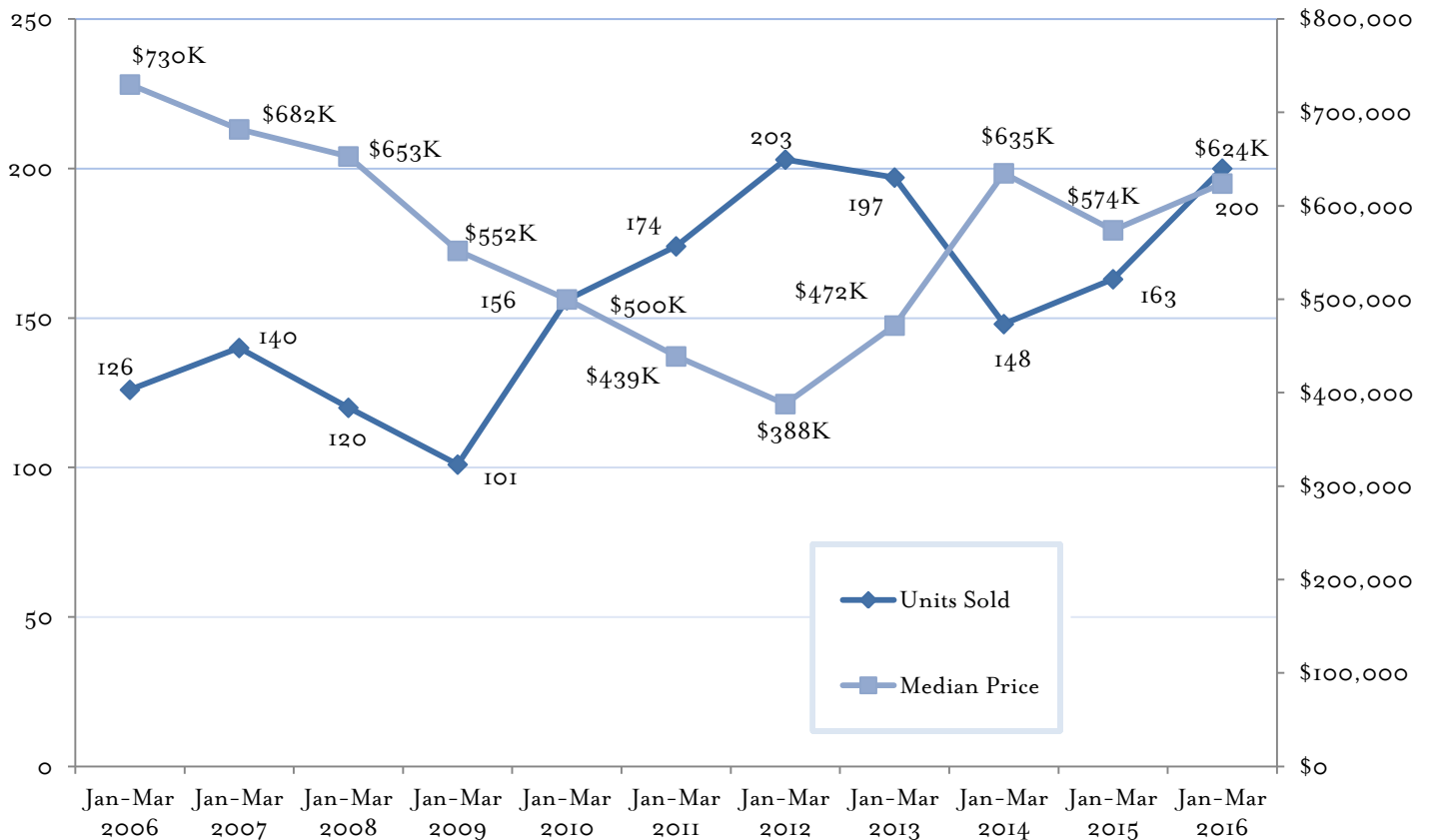
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Tahoe Sierra MLS Market Report: Q1 2016

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 March Year-Over-Year



Points of Interest:

- 23% increase in units sold year-over-year
- 9% increase in median price year-over-year
- 200 units sold makes 2016 the 2nd highest Q1 sales volume in over ten years

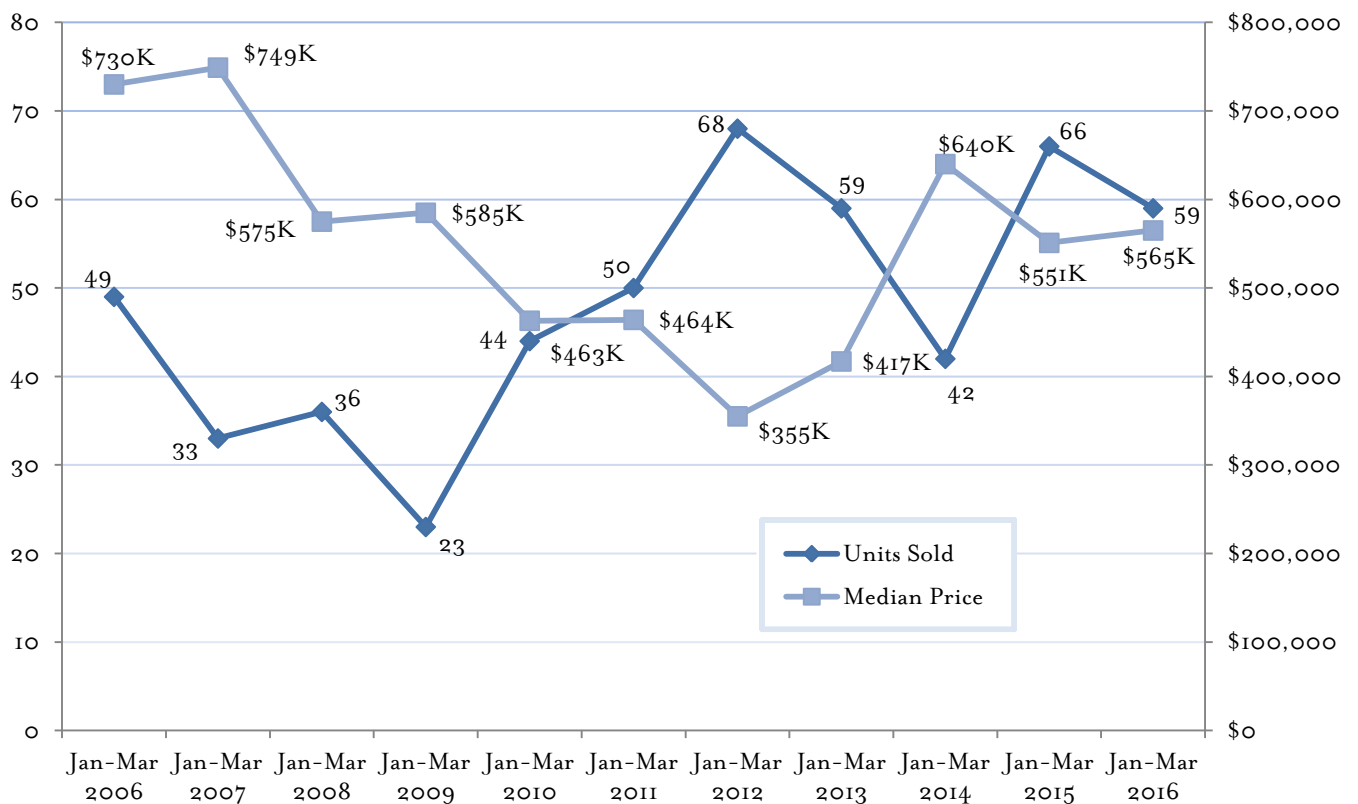
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North & West Shores, CA Market Report: Q1 2016

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 March Year-Over-Year



Points of Interest:

- 11% decrease in units sold year-over-year
- 3% increase in median price year-over-year
- 6 of the 59 homes sold for over \$2M, equal to 10%, making it the the highest percentage of Q1 sales over \$2M in over 10 years

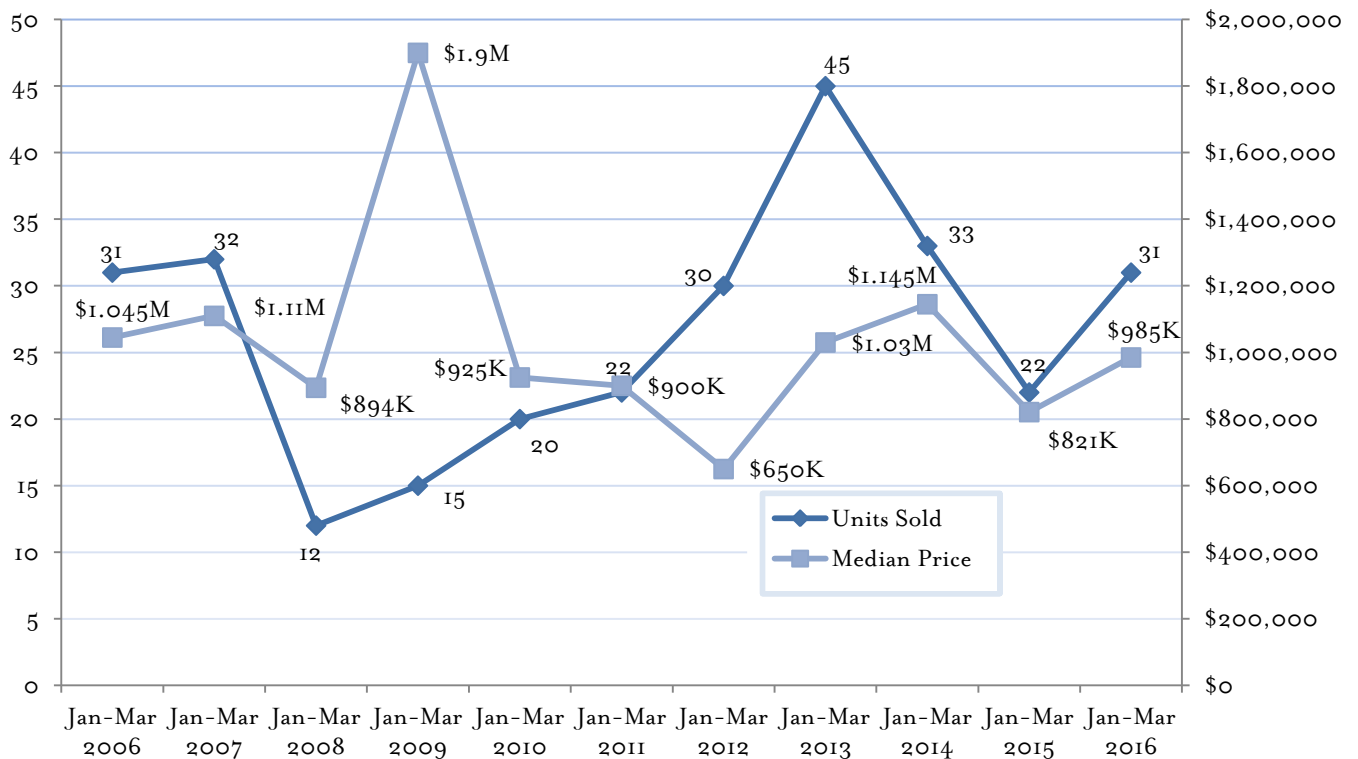
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Incline Village & Crystal Bay, NV Market Report: Q1 2016

Single-Family Homes in Incline Village and Crystal Bay, Nevada

January through March Year-Over-Year



Points of Interest:

- 41% increase in units sold year-over-year
- 20% increase in median price year-over-year
- For the third time in 10 years, less than 20% of the Q1 homes sold for over \$2M (5 of 31 homes)

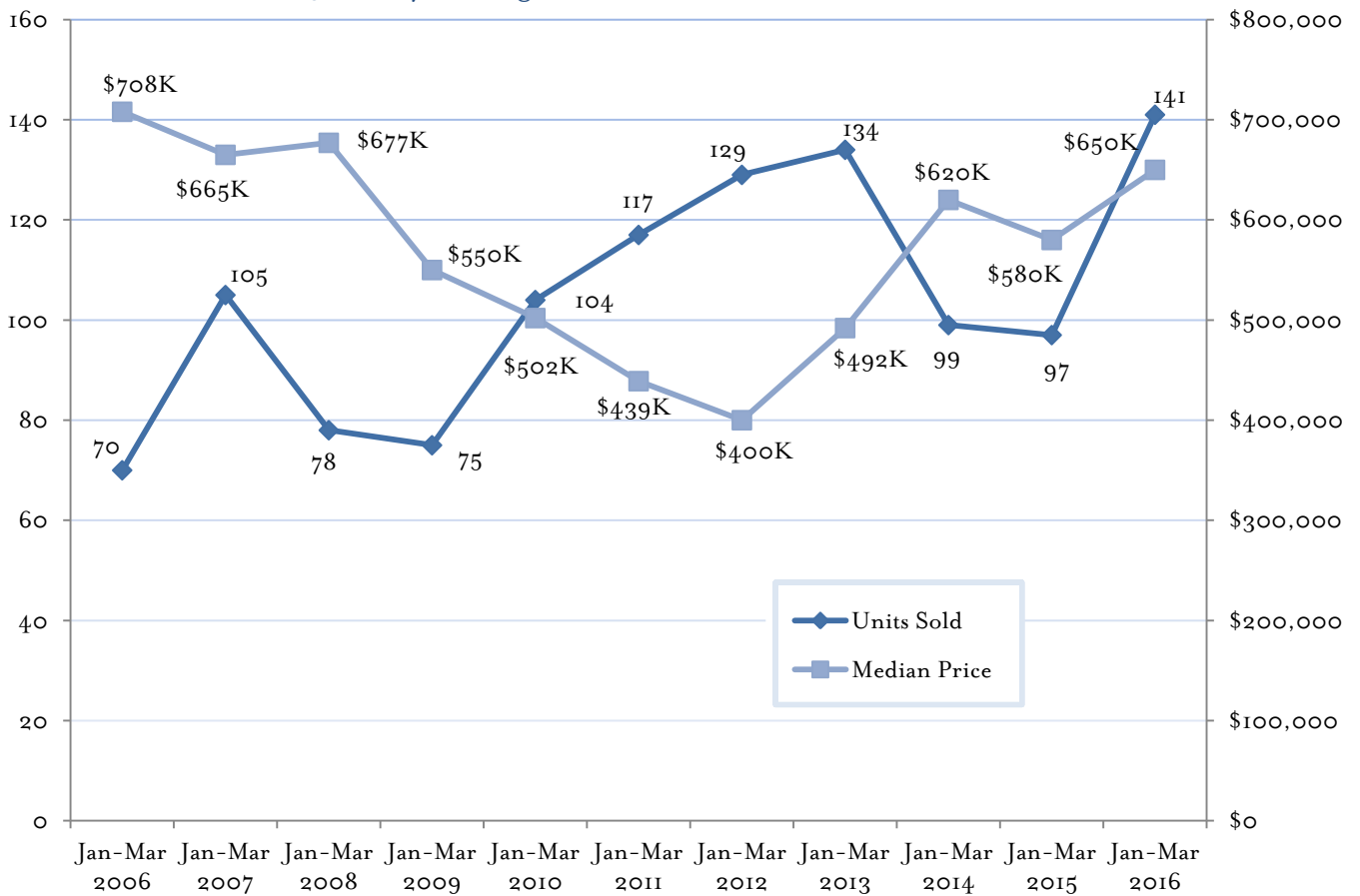
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Truckee, CA Market Report: Q1 2015

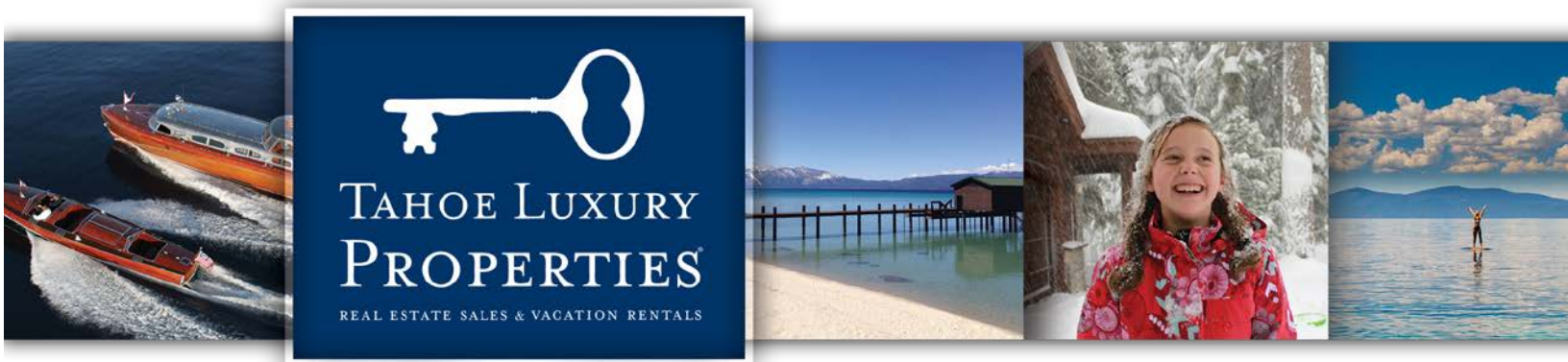
Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

January through March Year-Over-Year



Points of Interest:

- 45% increase in units sold year-over-year
- 12% increase in median price year-over-year
- 2016 marks the highest sales volume in Q1 in over 10 years



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. Since January 2014, Bill Dietz closed over \$168 million in residential real estate sales in both California and Nevada, including 13 lakefront homes. 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 1.800.581.8828 or visit TLUXP.com.