

Lake Tahoe Real Estate Market Report Year End 2016

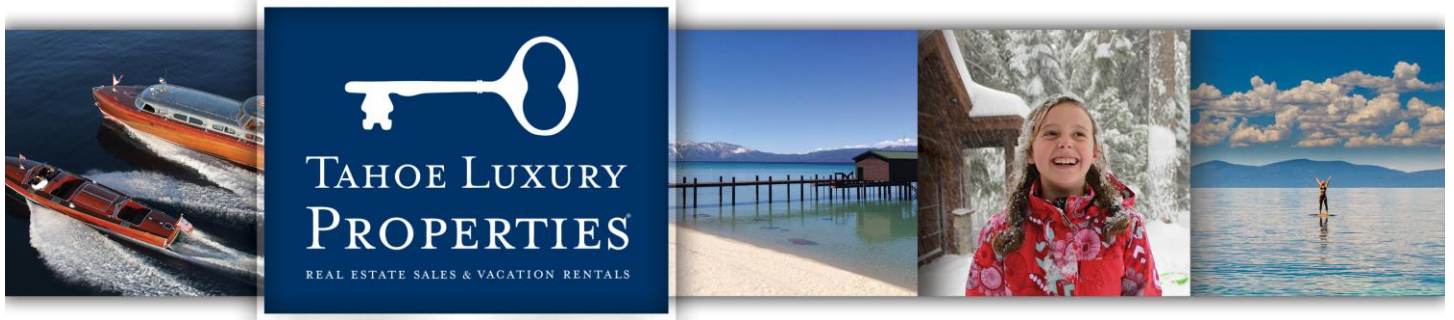
Market Analysis Includes:

- 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



2016 Market Overview

The Tahoe 2016 real estate market posted widespread gains in both units sold and median price. On the macro scale, the rise in this year's Tahoe real estate market can be attributed to an improving nationwide market and low mortgage interest rates. Locally, prices and units sold were boosted by a strong snow season in 2016 (after four consecutive dry winters) and rising lake levels. Everyone was reminded that Tahoe thrives as a year-round destination, and confidence returned to the Tahoe buyer.

The Tahoe market has been steadily marching out of the giant crater left by the financial collapse. The median price in the Tahoe area is now back to roughly 2008 pricing, two years after the 2006 peak. For buyers, opportunities remain, as the market is still priced under the high-water mark of 2006 (unlike other parts of California).

Local market highlights include Incline Village and Crystal Bay, NV posting a 14% gain in the median price of a single family home and the sales volume (216 units sold) reached an 11-year high. The Truckee market again was led by the upscale private golf course and ski community of Martis Camp, which recorded 49 home sold in 2016 with a median price over \$4 million.

The one soft spot in the market was Tahoe lakefronts with only 21 sales of single family lakefront homes between Incline Village and Rubicon Bay, down 33% year-over-year. The strong sales in Martis Camp have had an obvious drag on the lakefront market, as well as put some downward pressure on other upper-end Tahoe Basin properties (+\$3MM), resulting in buyer opportunities. Anticipate that as the Martis Camp community gets built out and sales eventually slow, the Tahoe Basin will draw these buyers.

With another strong winter underway, and the national election behind us, expect the Tahoe market continue its upward trend back to the highs of 2006.

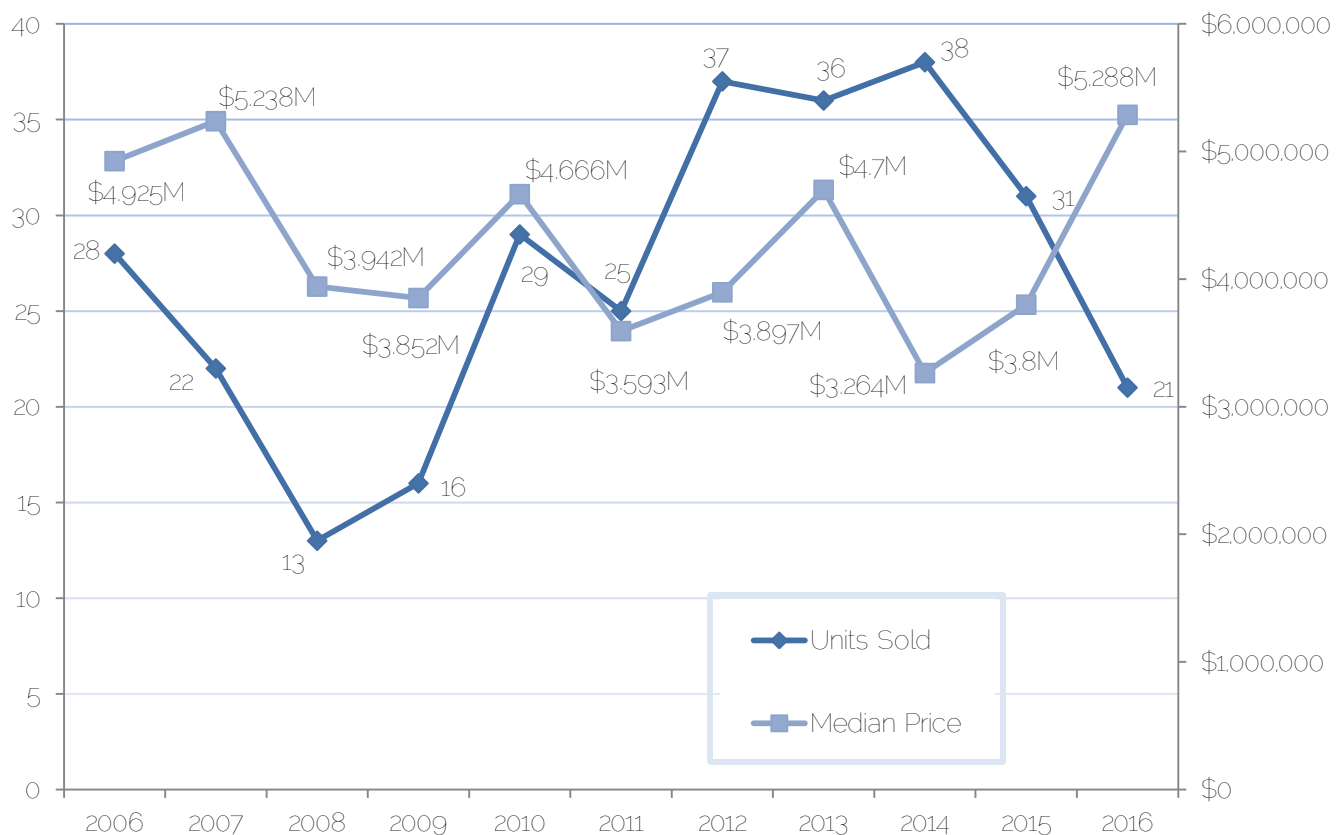
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Lakefronts Market Report: Year End 2016

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 December Year-Over-Year



Points of Interest:

- Units sold decreases 33% year-over-year
- Median price increases 39% 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

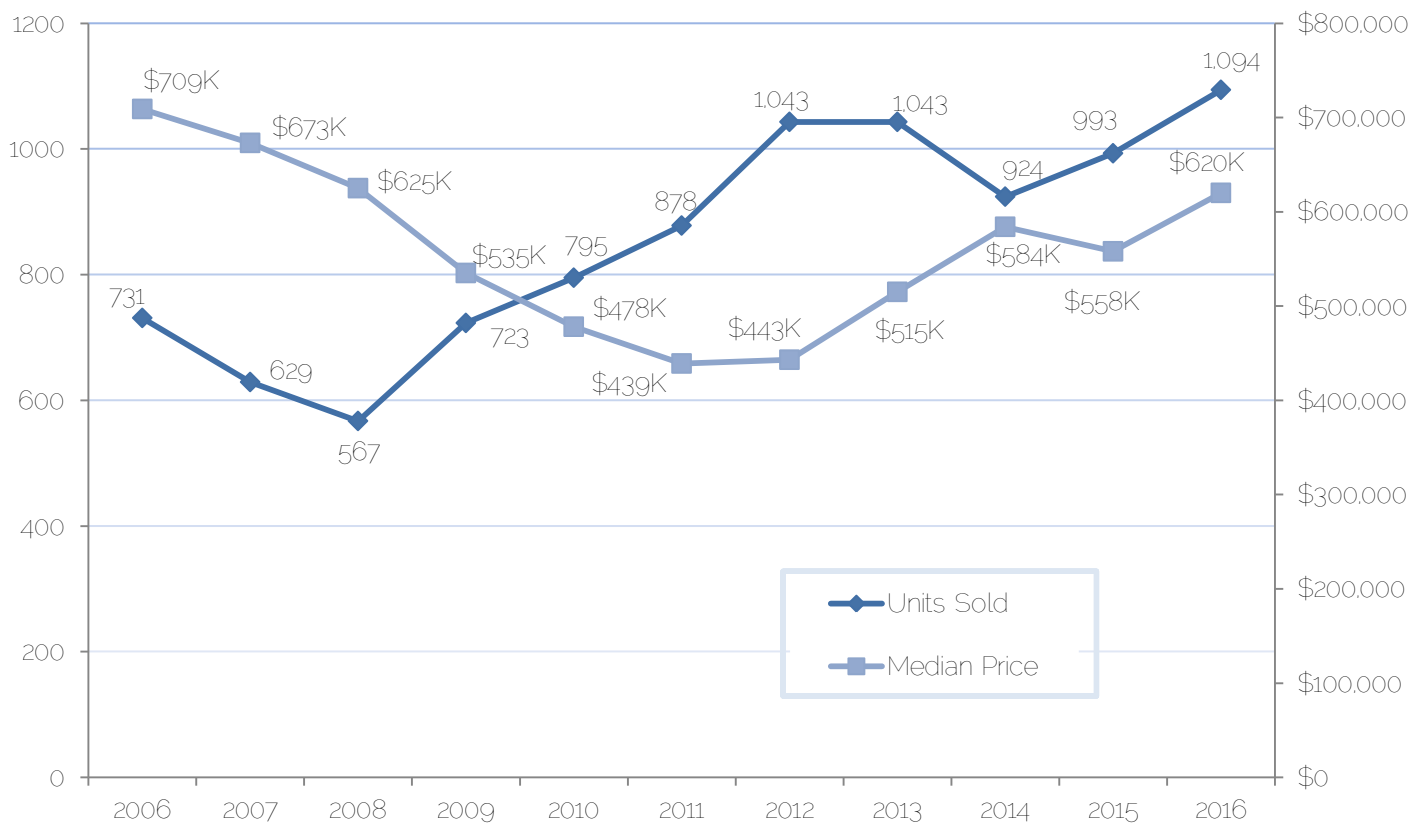
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Tahoe Sierra MLS Market Report: Year End 2016

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 December Year-Over-Year



Points of Interest:

- Units sold increases 10% year-over-year
- Median price increases 11% year-over-year
- Sales volume reaches an 11-year high
- 100 Homes of 1094 (9%) sold for over \$2 million

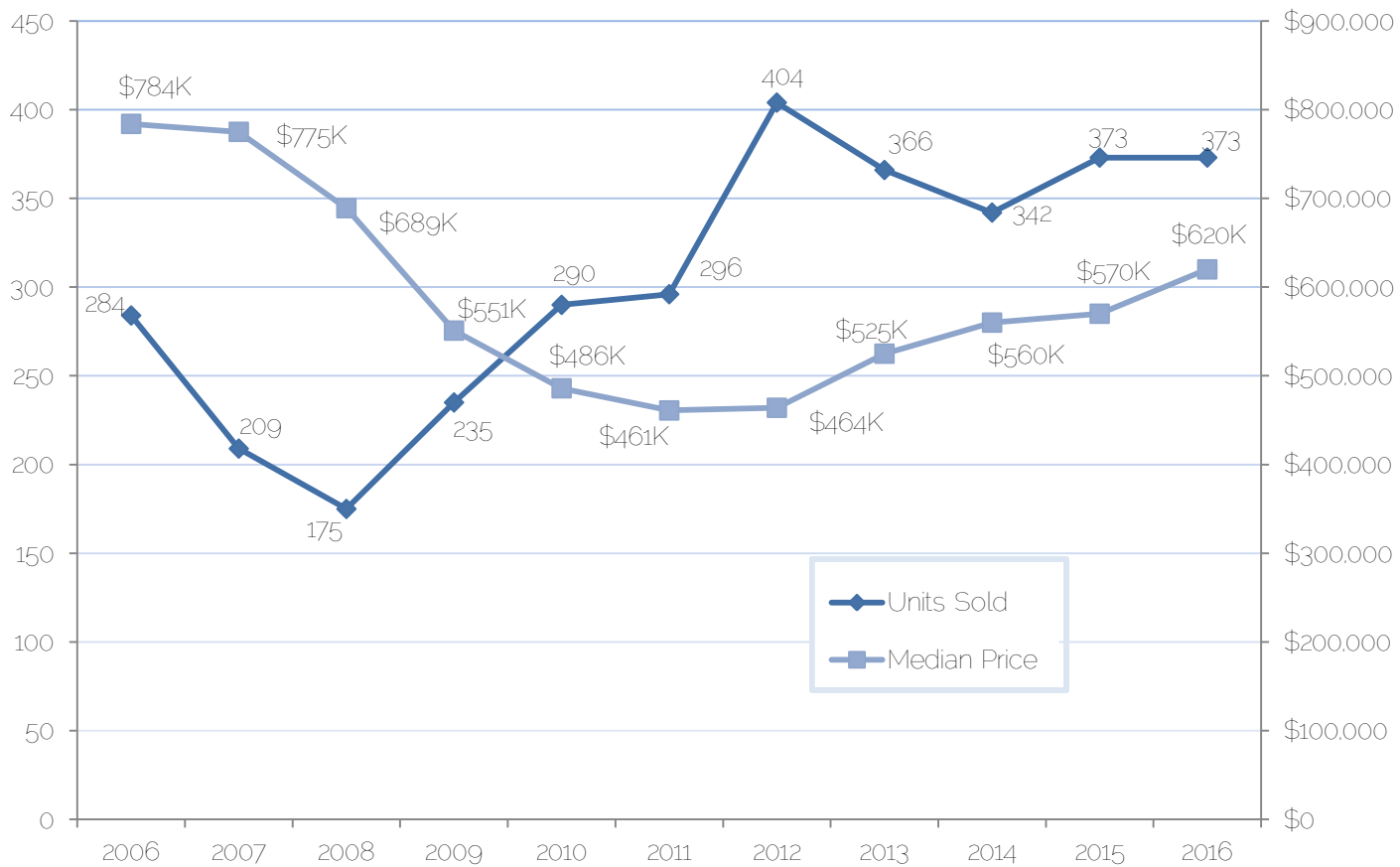
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North & West Shores, CA Market Report: Year End 2016

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 December Year-Over-Year



Points of Interest:

- Units sold remains the same year-over-year
- Median price increases 9% year-over-year
- 31 of 373 homes (8%) sold for over \$2 million

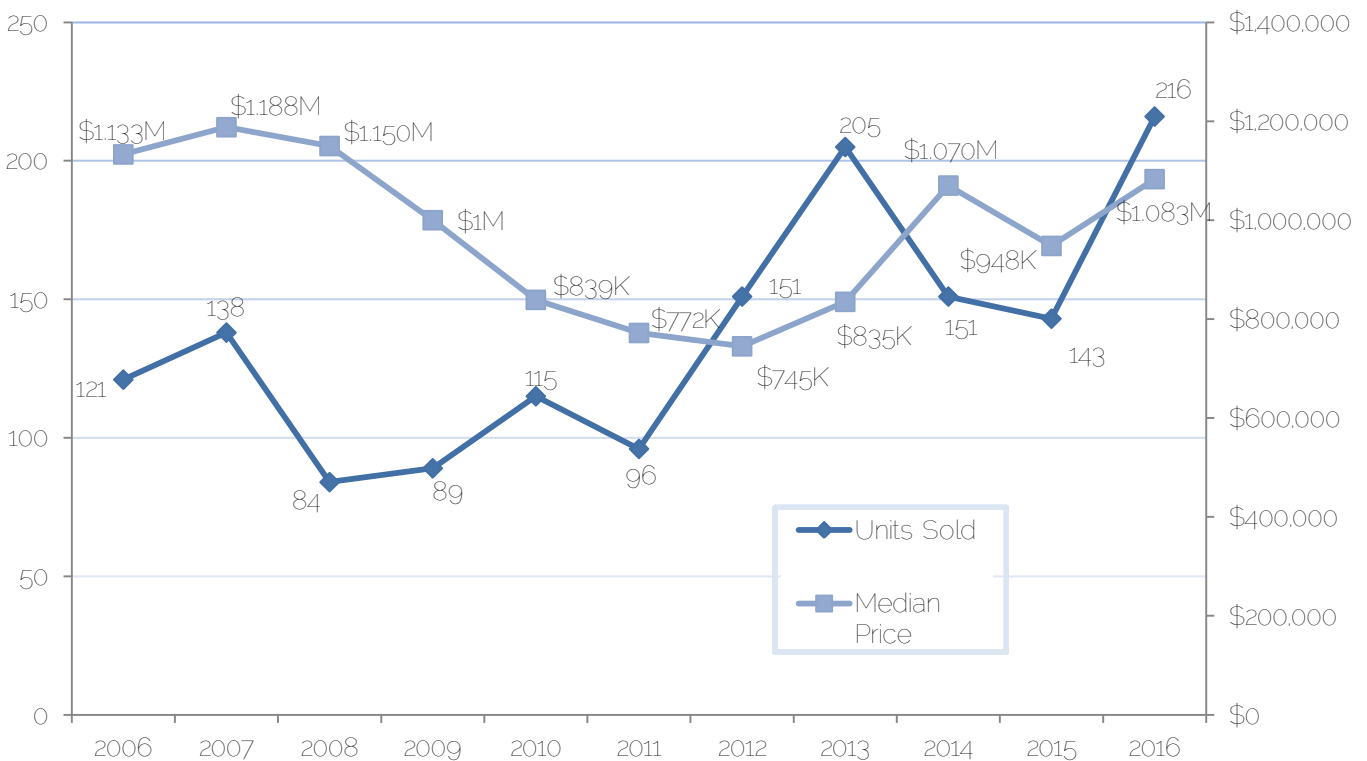
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Incline Village & Crystal Bay, NV Market Report: Year End 2016

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

January through December Year-Over-Year



Points of Interest:

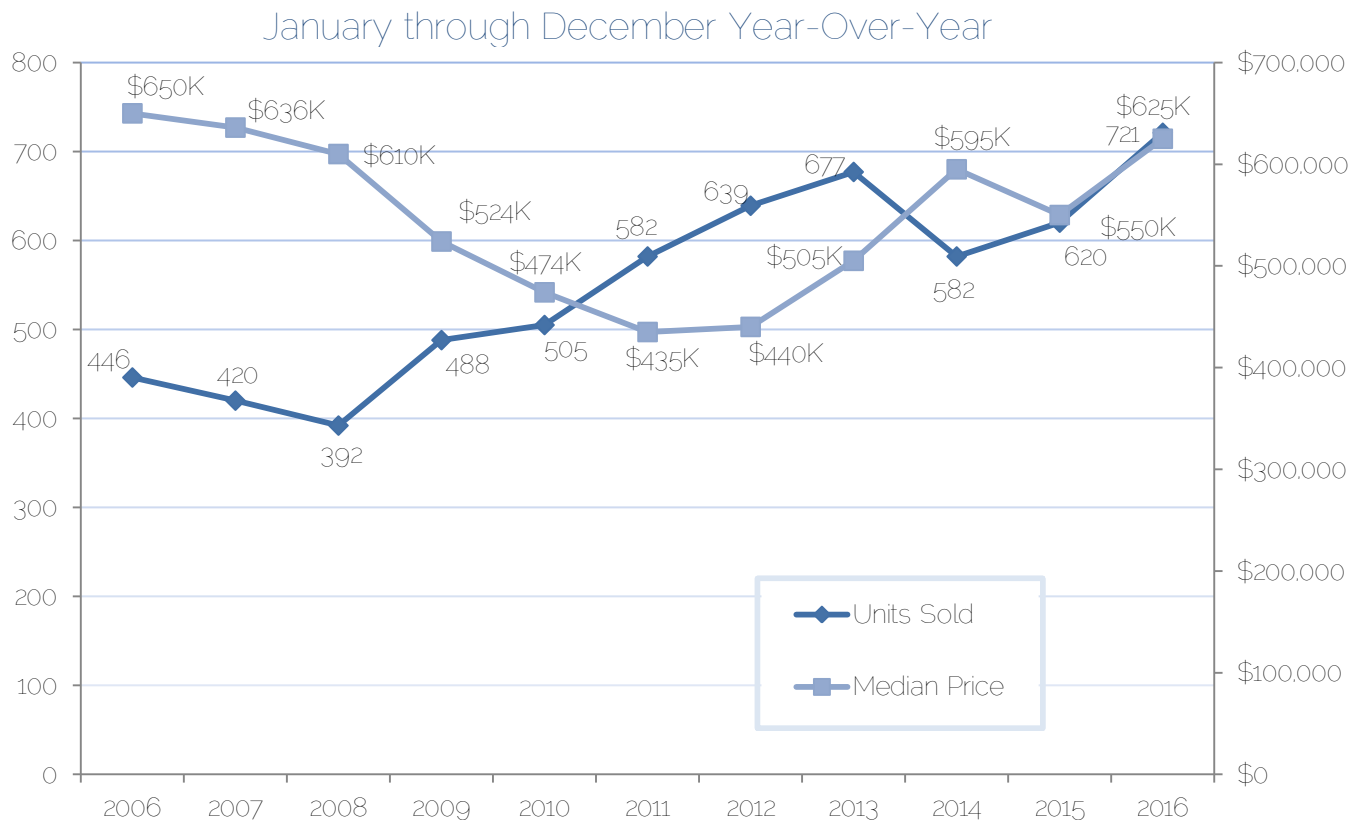
- Units sold increases by 51% year-over-year
- Median price increases by 14% year-over-year
- Sales volume reaches an 11-year high
- 23 of 216 homes (11%) sold for over \$2 million

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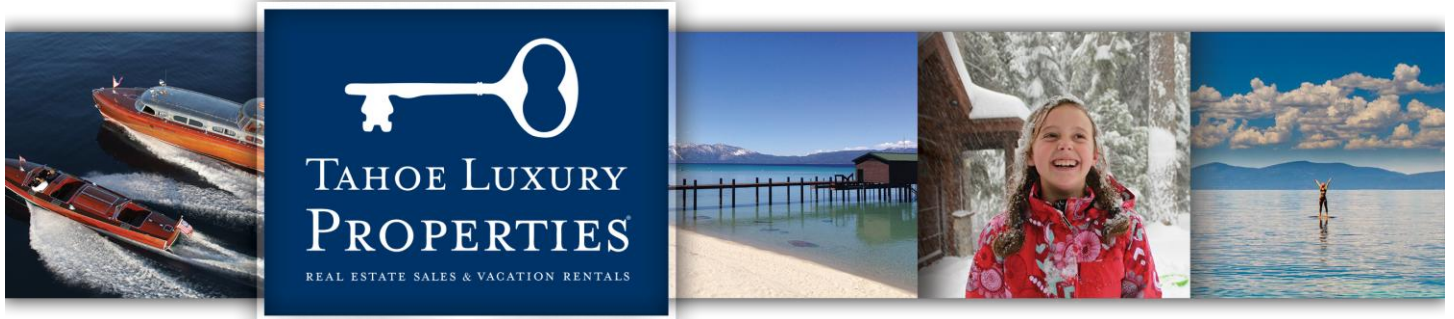
Truckee, CA Market Report: Year End 2016

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



Points of Interest:

- Units sold increases 16% year-over-year
- Median price increases 14% year-over-year
- Sales volume reaches an 11-year high
- 49 of 721 Homes (7%) sold were in Martis Camp
- 69 of 721 Homes (10%) sold for over \$2 million, 47 of these homes were in Martis Camp



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 2006, Bill Dietz has sold over \$470 million in residential real estate in California and Nevada, including 38 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.