

Lake Tahoe Real Estate Market Report Quarter One 2018

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
 - Lakefronts, CA & NV
 - Truckee, CA

Prepared by Bill Dietz, President

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Source: Tahoe Sierra MLS and Incline Village MLS

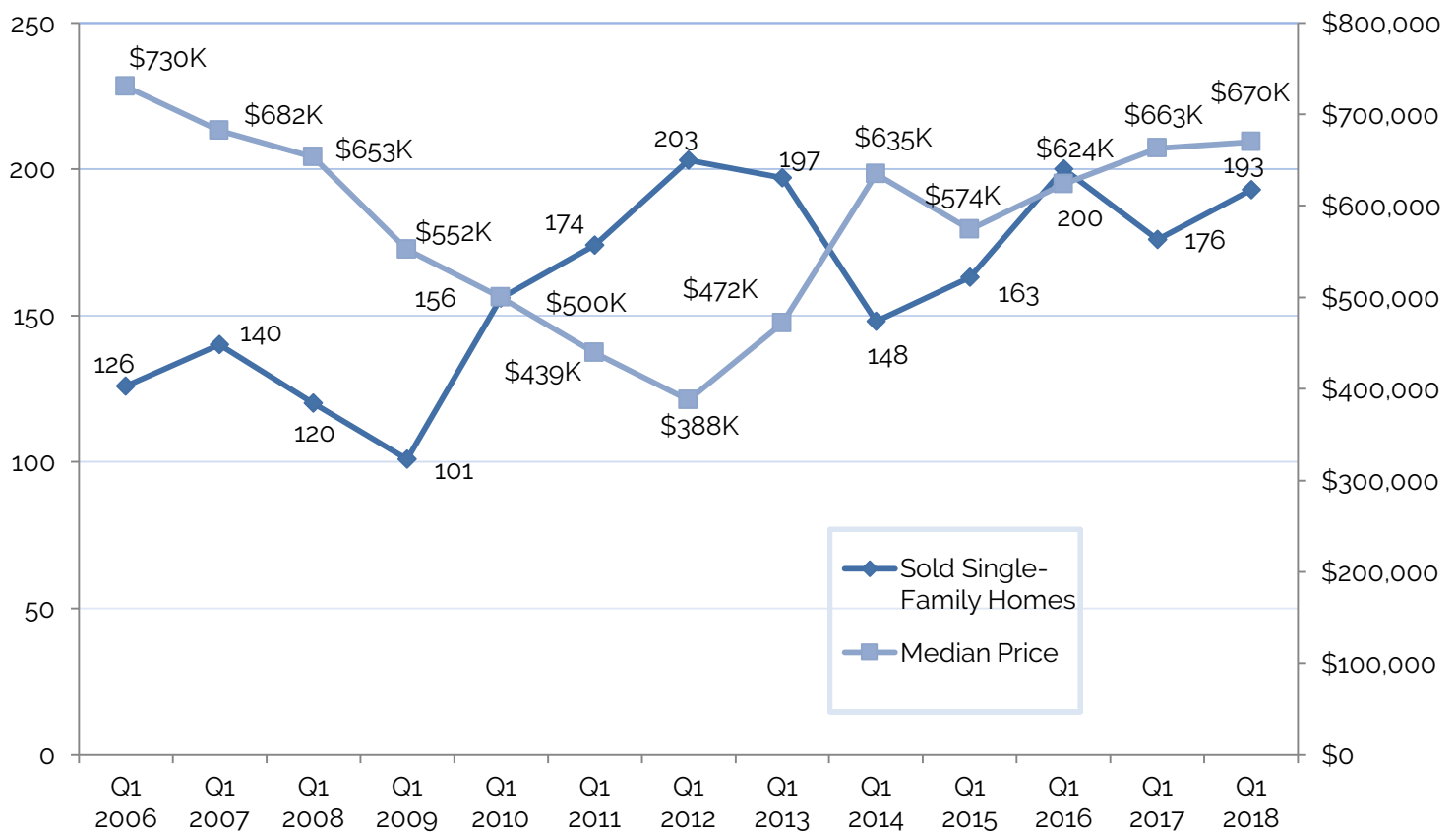
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Tahoe Sierra MLS Market Report: Q1 2018

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:

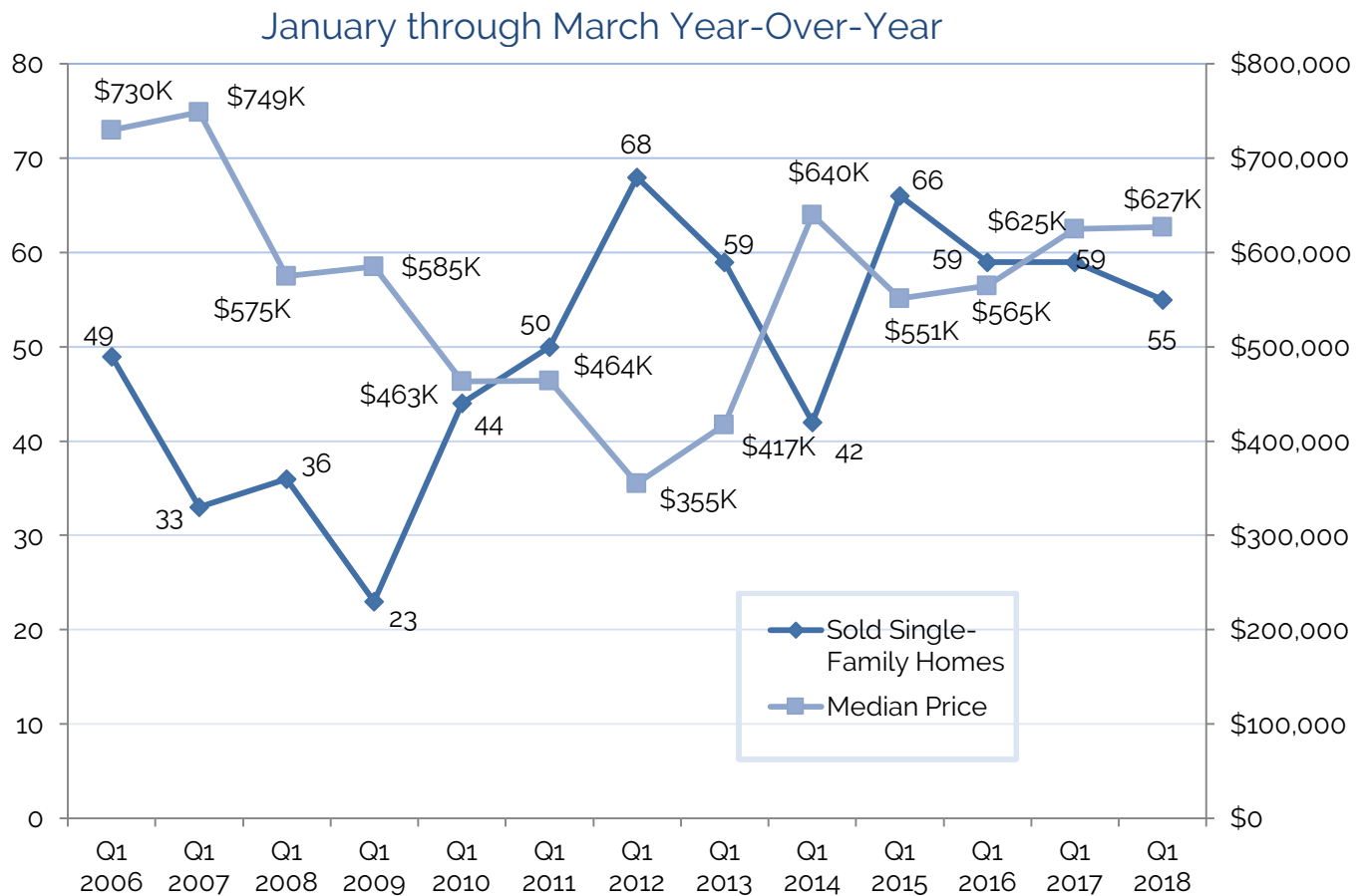
- Homes sold increased 7% year-over-year
- Median price increased 1% year-over-year
- 26 of 193 (13%) homes sold for over \$2 million

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North & West Shores, CA Market Report: Q1 2018

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



Points of Interest:

- Homes sold decreased 7% year-over-year
- Median price remained almost flat year-over-year
- 7 of 55 (13%) homes sold for over \$2 million

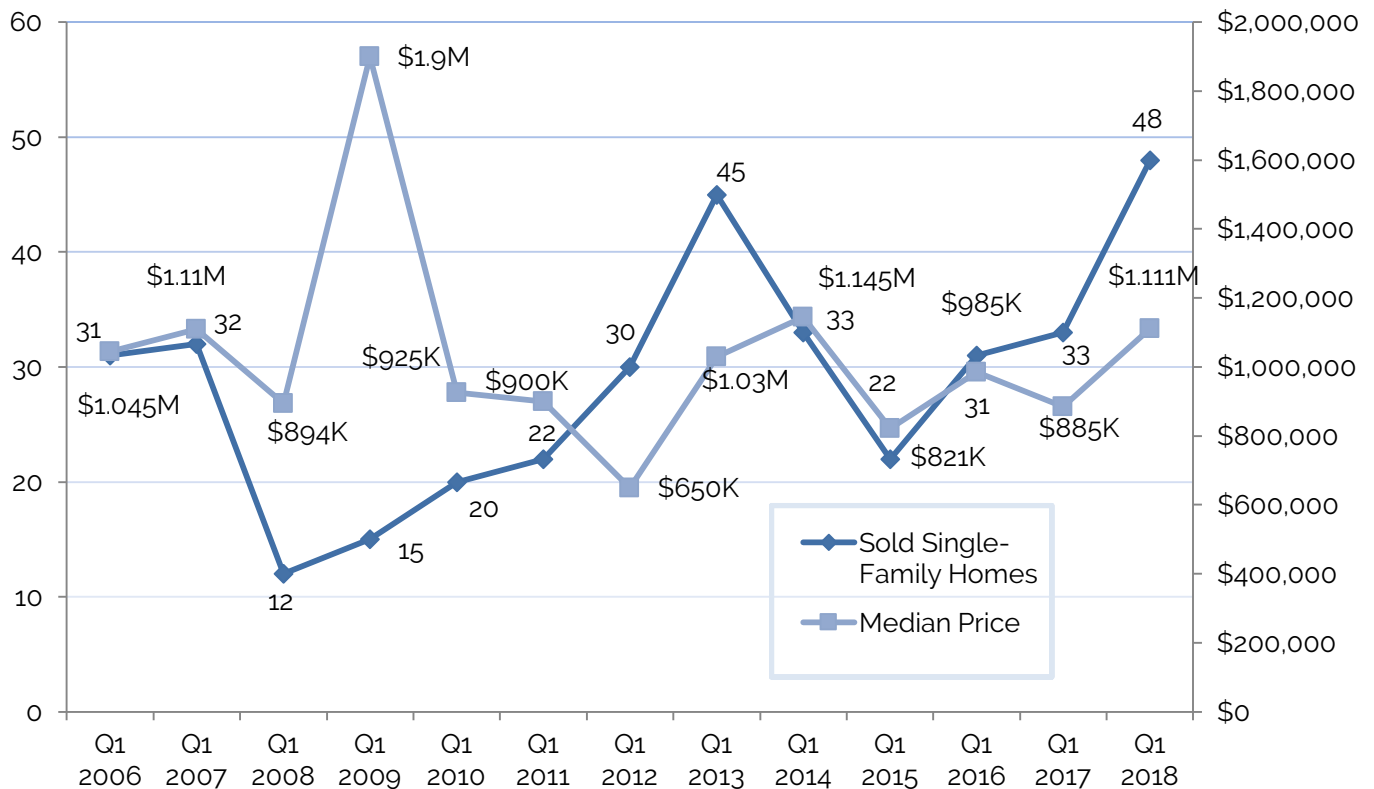
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Incline Village & Crystal Bay, NV Market Report: Q1 2018

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

January through March Year-Over-Year



Points of Interest:

- Homes sold increased by 45% year-over-year
- Median price increased by 26% year-over-year
- 5 of 48 (10%) homes sold for over \$2 million
- Number of homes sold in Q1 reaches a 13-year high

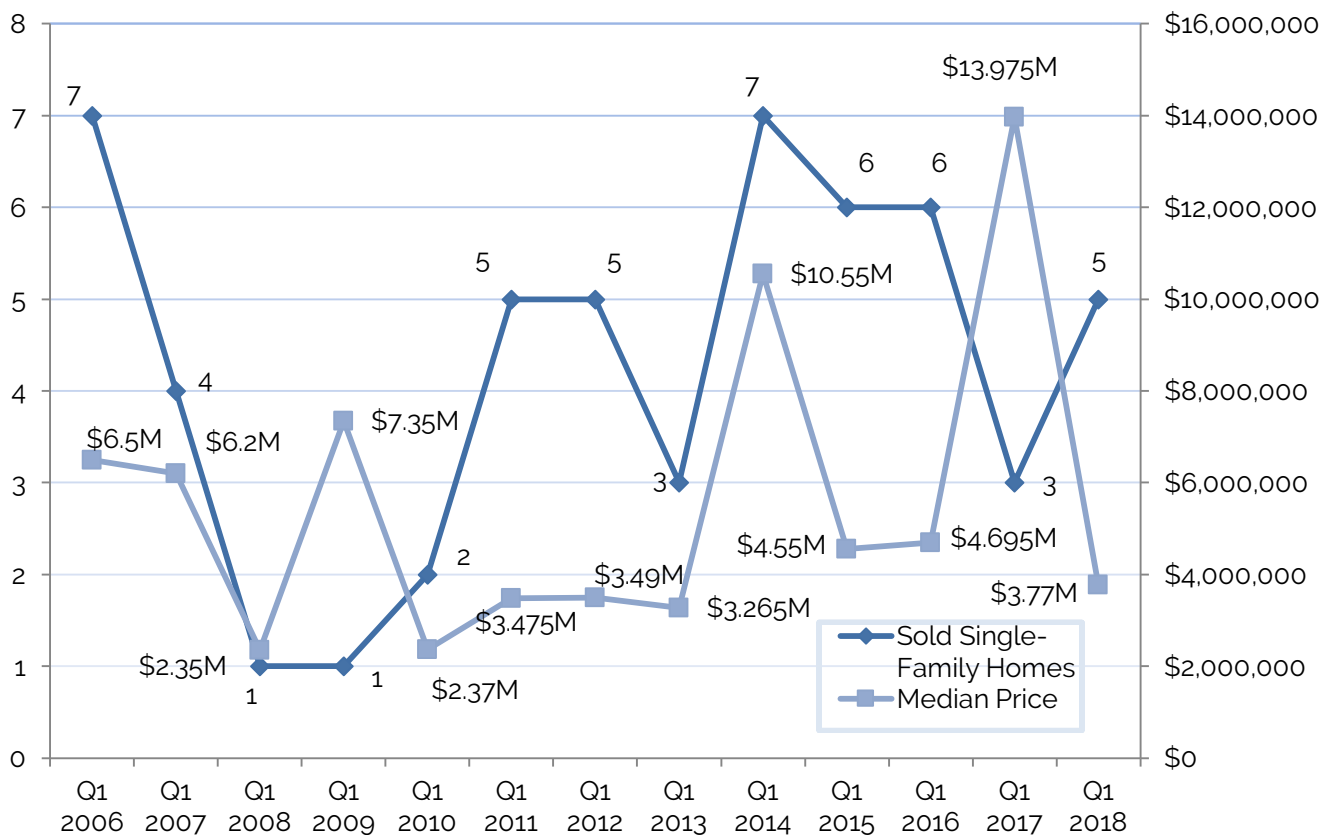
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Lakefronts Market Report: Q1 2018

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:

- Homes sold increased 67% year-over-year
- Median price decreased 73% price year-over-year
- All 5 lakefronts sold for over \$2 million
- A word of caution, median price does not directly correlate to market appreciation/depreciation, and small sample size can heavily influence resultant data

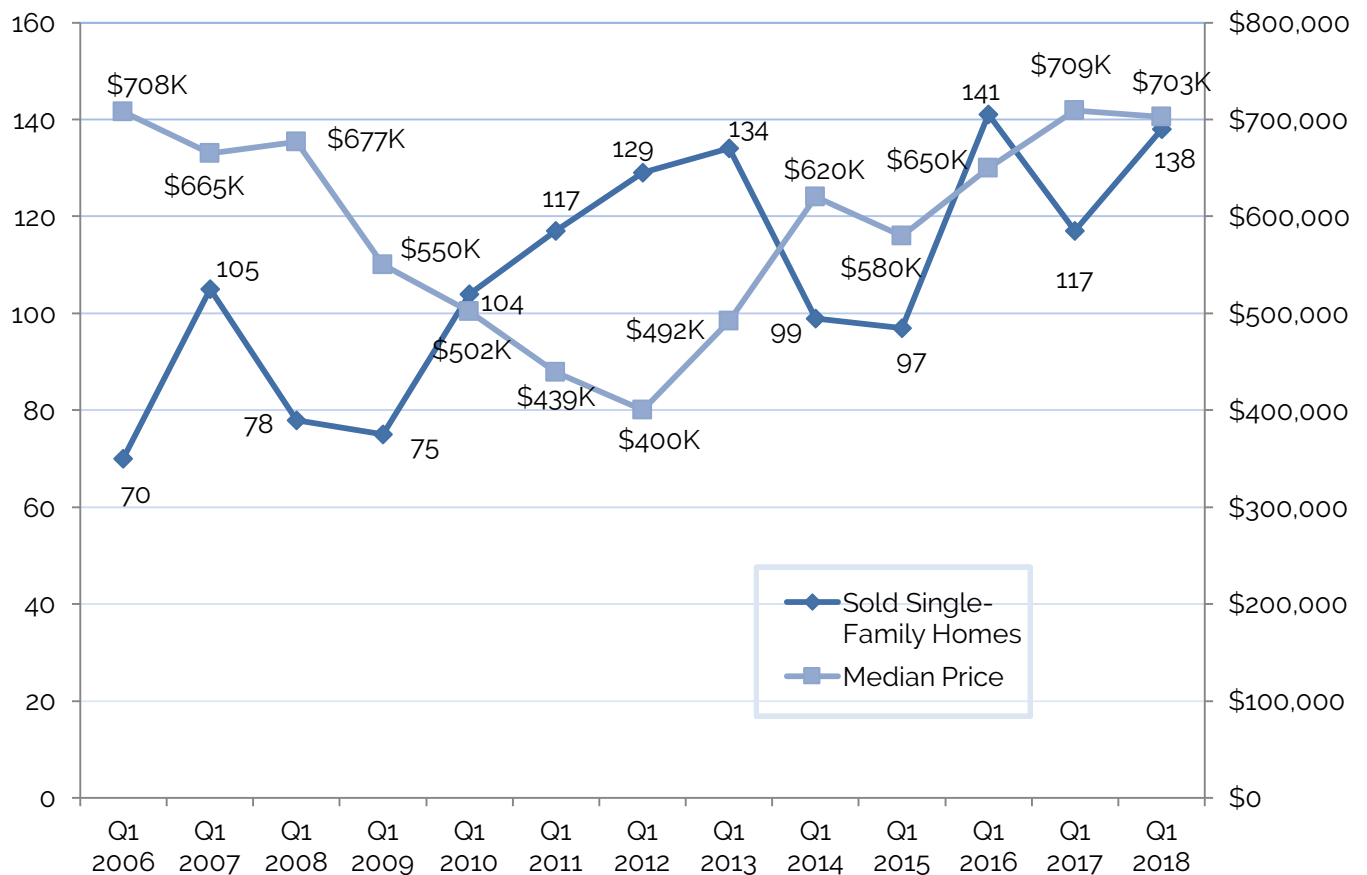
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Truckee, CA Market Report: Q1 2018

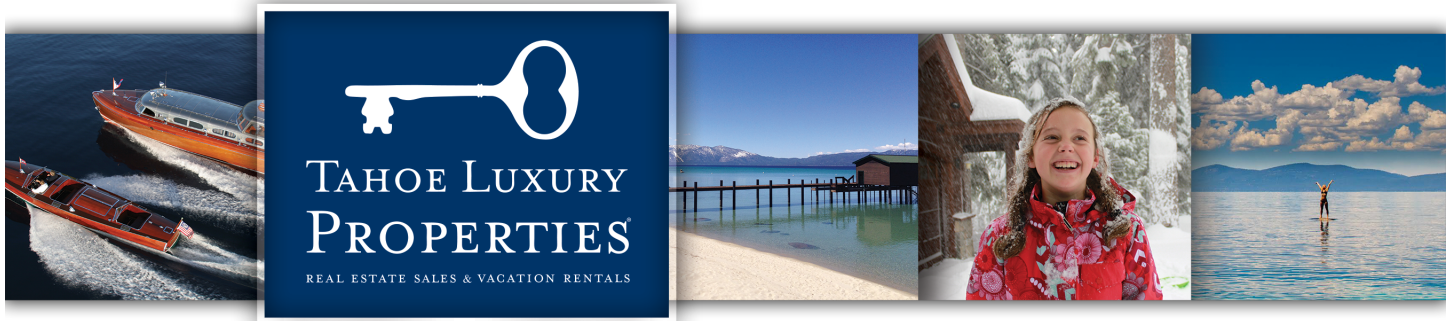
Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

January through March Year-Over-Year



Points of Interest:

- Homes sold increased 18% year-over-year
- Median price decreased 1% year-over-year
- Homes sold reaches the second highest point in 13 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 2006, Bill Dietz has sold over \$544 million in residential real estate in California and Nevada, including 46 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.