

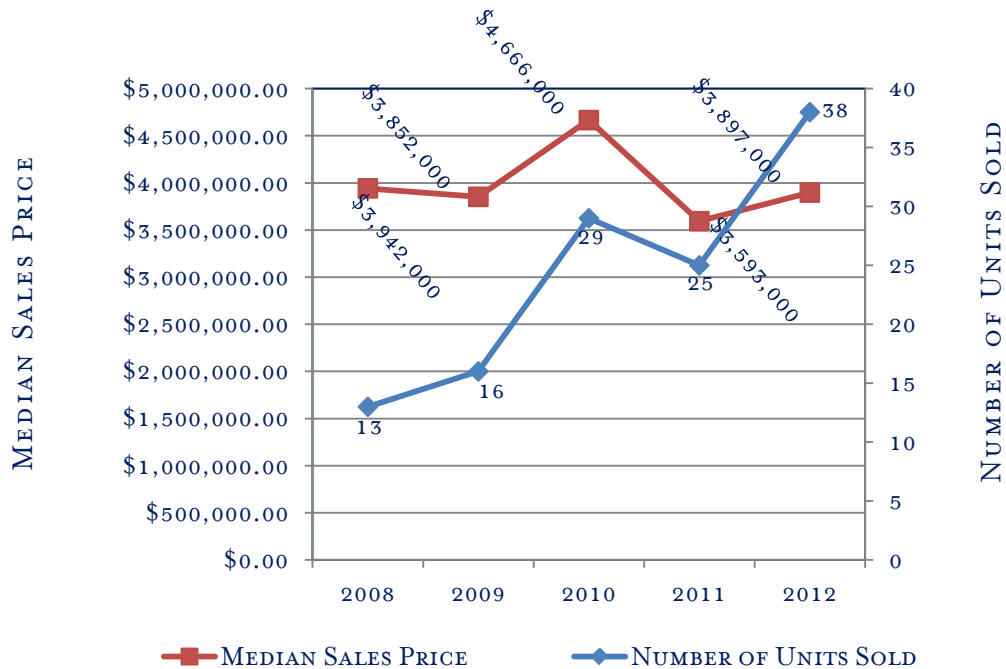
LAKEFRONTS

CATEGORY / REGION:

SINGLE-FAMILY TAHOE LAKEFRONT HOMES AND ESTATES LOCATED AT CALIFORNIA'S NORTH AND WEST SHORES; AND NEVADA'S INCLINE VILLAGE AND CRYSTAL BAY.



TAHOE LUXURY
PROPERTIES



DESCRIPTION:

DENOTES FIVE-YEAR TREND OF MEDIAN HOME SALES RELATIVE TO SALES VOLUME.

SOURCES:

TAHOE LUXURY PROPERTIES, TAHOE SIERRA MLS, AND INCLINE VILLAGE MLS.

NOTES / ANALYSIS:

THE LAKEFRONT CATEGORY EXPERIENCED HUGE SALES VOLUME IN 2012, WITH MOST OF THE TRANSACTIONS (33) CONCENTRATED ON THE CALIFORNIA SIDE OF THE LAKE. SIX LAKEFRONT SALES WERE ABOVE \$10 MILLION; AND THE SINGLE HIGHEST-DOLLAR SALES WERE \$25.5 MILLION IN NEVADA AND \$17.25 MILLION IN CALIFORNIA. MOVING FORWARD, LOW INVENTORY WILL HURT THE TREND OF STRONG SALES VOLUME. MEDIAN PRICE IS EXPECTED TO RISE AND WE WILL SEE STRONGER NEVADA SALES AS HIGH NET WORTH CALIFORNIA RESIDENTS FLEE INCREASED TAXES.

ADDITIONAL NOTE: MEDIAN PRICE IN 2010 WAS SIGNIFICANTLY AFFECTED BY A DISPROPORTIONAL NUMBER OF HIGH-DOLLAR SALES. THERE WERE NINE SALES ABOVE \$7 MILLION, AND FOUR SALES ABOVE \$10 MILLION.