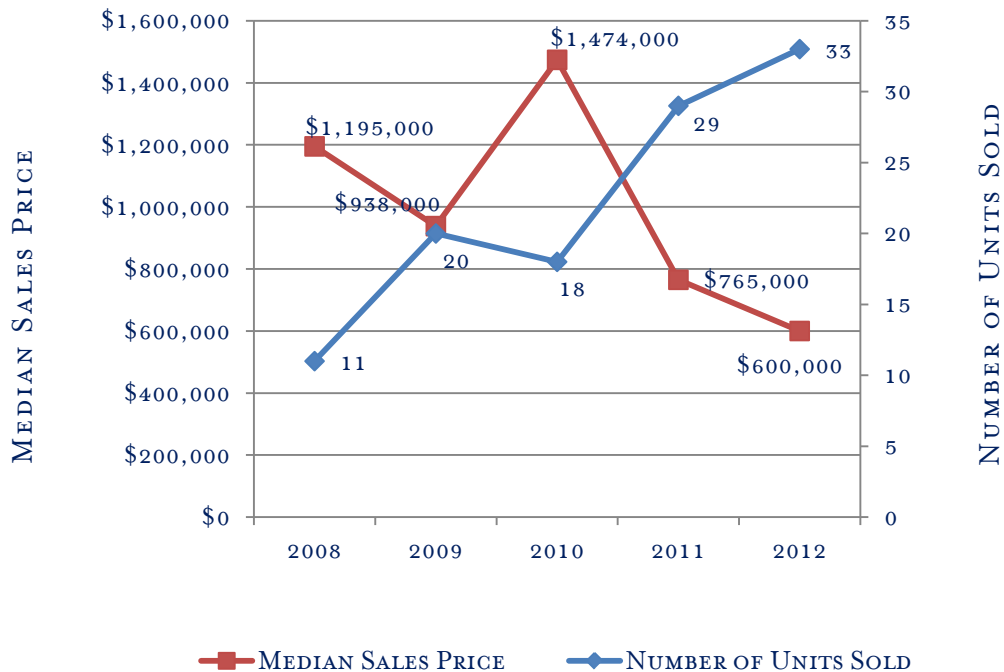


NORTHSTAR

CATEGORY / REGION:
SINGLE-FAMILY HOMES IN NORTHSTAR, CA.



TAHOE LUXURY
PROPERTIES



DESCRIPTION:

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

SOURCES:

TAHOE LUXURY PROPERTIES AND TAHOE SIERRA MLS.

NOTES / ANALYSIS:

WHILE NORTHSTAR CONTINUES TO SEE HUGE CAPITAL INVESTMENT IN ITS FACILITIES AND RESORT INFRASTRUCTURE, THE REAL ESTATE MARKET DID NOT RESPOND AS VIGOROUSLY AS SOME EXPECTED. THIS IS MOSTLY DUE TO COMPETITION FROM HIGH INVENTORY AROUND NORTHSTAR AND AREAS SUCH AS MARTIS CAMP. SPECIFICALLY, MARTIS CAMP HAS GREATLY INFLUENCED PROSPECTIVE NORTHSTAR BUYERS. THE FLURRY OF NEW DEVELOPMENT IN AND AROUND NORTHSTAR WILL KEEP PRICE INCREASES MODEST.