

South Tahoe Association of REALTORS Multiple Listing Service Statistics  
Single Family Residential Market Analysis

| <b>MONTH/<br/>YEAR</b> | <b>MEDIAN<br/>SALES PRICE</b> | <b>THIS MONTH<br/>LAST YEAR</b> | <b>PERCENT<br/>INCREASE/<br/>DECREASE</b> |
|------------------------|-------------------------------|---------------------------------|---|
| 2000                   | \$189,000.00                  |                                 |   |
| 2001                   | \$245,000.00                  | \$189,000.00                    | 29%                                       |
| 2002                   | \$274,750.00                  | \$245,000.00                    | 12%                                       |
| 6/15/2003              | \$315,000.00                  | \$250,000.00                    | 26%                                       |
| 7/15/2003              | \$315,150.00                  | \$253,000.00                    | 25%                                       |
| 8/15/2003              | \$315,000.00                  | \$259,250.00                    | 21.50%                                    |
| 9/15/2003              | \$316,000.00                  | \$262,250.00                    | 20.50%                                    |
| 10/15/2003             | \$320,000.00                  | \$265,000.00                    | 21%                                       |
| 11/15/2003             | \$320,000.00                  | \$269,500.00                    | 19%                                       |
| 12/15/2003             | \$320,000.00                  | \$270,000.00                    | 18.50%                                    |
| Jan-04                 | \$325,000.00                  | \$275,000.00                    | 18.50%                                    |
| Feb-04                 | \$325,000.00                  | \$279,000.00                    | 19%                                       |
| Mar-04                 | \$330,000.00                  | \$280,000.00                    | 18%                                       |
| Apr-04                 | \$330,000.00                  | \$287,000.00                    | 15%                                       |
| May-04                 | \$336,250.00                  | \$289,000.00                    | 16.50%                                    |
| Jun-04                 | \$340,000.00                  | \$315,000.00                    | 8%  |
| Jul-04                 | \$349,900.00                  | \$315,150.00                    | 11%                                       |
| Aug-04                 | \$355,000.00                  | \$315,000.00                    | 13%                                       |
| Sep-04                 | \$359,000.00                  | \$316,000.00                    | 14%                                       |
| Oct-04                 | \$365,000.00                  | \$320,000.00                    | 14%                                       |
| Nov-04                 | \$369,000.00                  | \$320,000.00                    | 15%                                       |
| Dec-04                 | \$379,900.00                  | \$324,000.00                    | 17%                                       |
| Jan-05                 | \$383,250.00                  | \$325,000.00                    | 18%                                       |
| Feb-05                 | \$390,000.00                  | \$325,000.00                    | 20%                                       |
| Mar-05                 | \$390,000.00                  | \$330,000.00                    | 18%                                       |
| Apr-05                 | \$399,000.00                  | \$330,000.00                    | 21%                                       |
| May-05                 | \$410,000.00                  | \$336,250.00                    | 22%                                       |
| Jun-05                 | \$425,000.00                  | \$340,000.00                    | 25%                                       |
| Jul-05                 | \$430,000.00                  | \$349,000.00                    | 23%                                       |
| Aug-05                 | \$446,000.00                  | \$355,000.00                    | 26%                                       |
| Sep-05                 | \$455,000.00                  | \$359,000.00                    | 27%                                       |
| Oct-05                 | \$465,000.00                  | \$365,000.00                    | 27%                                       |
| Nov-05                 | \$475,000.00                  | \$369,000.00                    | 29%                                       |
| Dec-05                 | \$475,000.00                  | \$379,900.00                    | 25%                                       |

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|------------------------|-------------------------------|---------------------------------|---|
| Jan-06                 | \$482,000.00                  | \$383,250.00                    | 26%                                       |
| Feb-06                 | \$485,000.00                  | \$390,000.00                    | 24%                                       |
| Mar-06                 | \$489,000.00                  | \$390,000.00                    | 25%                                       |
| Apr-06                 | \$489,000.00                  | \$399,000.00                    | 23%                                       |
| May-06                 | \$485,000.00                  | \$410,000.00                    | 18%                                       |
| Jun-06                 | \$485,000.00                  | \$425,000.00                    | 14%                                       |
| Jul-06                 | \$485,000.00                  | \$430,000.00                    | 13%                                       |
| Aug-06                 | \$475,000.00                  | \$446,000.00                    | 7%  |
| Sep-06                 | \$474,500.00                  | \$455,000.00                    | 4%  |
| Oct-06                 | \$465,000.00                  | \$465,000.00                    | 0%  |
| Nov-06                 | \$474,500.00                  | \$475,000.00                    | -0.1%                                     |
| Dec-06                 | \$476,000.00                  | \$475,000.00                    | 0.2%                                      |
| Jan-07                 | \$474,500.00                  | \$482,000.00                    | -1.6%                                     |
| Feb-07                 | \$474,250.00                  | \$485,000.00                    | -2.2%                                     |
| Mar-07                 | \$475,000.00                  | \$489,000.00                    | -2.9%                                     |
| Apr-07                 | \$465,150.00                  | \$489,000.00                    | -4.9%                                     |
| May-07                 | \$465,300.00                  | \$485,000.00                    | -4.1%                                     |
| Jun-07                 | \$465,000.00                  | \$485,000.00                    | -4.1%                                     |
| Jul-07                 | \$463,000.00                  | \$485,000.00                    | -4.5%                                     |
| Aug-07                 | \$464,000.00                  | \$475,000.00                    | -2.3%                                     |
| Sep-07                 | \$450,000.00                  | \$474,500.00                    | -5.2%                                     |
| Oct-07                 | \$450,000.00                  | \$465,000.00                    | -3.2%                                     |
| Nov-07                 | \$445,000.00                  | \$474,500.00                    | -6.2%                                     |
| Dec-07                 | \$449,900.00                  | \$476,000.00                    | -5.5%                                     |
| Jan-08                 | \$449,900.00                  | \$474,500.00                    | -5.2%                                     |
| Feb-08                 | \$435,750.00                  | \$474,250.00                    | -8.1%                                     |
| Mar-08                 | \$425,000.00                  | \$475,000.00                    | -10.5%                                    |
| Apr-08                 | \$428,000.00                  | \$465,150.00                    | -8.0%                                     |
| May-08                 | \$425,000.00                  | \$465,300.00                    | -8.7%                                     |
| Jun-08                 | \$415,000.00                  | \$465,000.00                    | -10.8%                                    |
| Jul-08                 | \$409,000.00                  | \$463,000.00                    | -11.7%                                    |
| Aug-08                 | \$407,000.00                  | \$464,000.00                    | -12.3%                                    |
| Sep-08                 | \$415,000.00                  | \$450,000.00                    | -7.8%                                     |
| Oct-08                 | \$415,000.00                  | \$450,000.00                    | -7.8%                                     |
| Nov-08                 | \$412,500.00                  | \$445,000.00                    | -7.3%                                     |
| Dec-08                 | \$407,000.00                  | \$449,900.00                    | -9.5%                                     |

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|------------------------|-------------------------------|---------------------------------|---|
| Jan-09                 | \$401,000.00                  | \$449,900.00                    | -10.9%                                    |
| Feb-09                 | \$399,000.00                  | \$435,750.00                    | -8.4%                                     |
| Mar-09                 | \$399,000.00                  | \$425,000.00                    | -6.1%                                     |
| Apr-09                 | \$395,000.00                  | \$428,000.00                    | -7.7%                                     |
| May-09                 | \$388,000.00                  | \$425,000.00                    | -8.7%                                     |
| Jun-09                 | \$375,000.00                  | \$415,000.00                    | -9.6%                                     |
| Jul-09                 | \$365,000.00                  | \$409,000.00                    | -10.8%                                    |
| Aug-09                 | \$355,000.00                  | \$407,000.00                    | -12.8%                                    |
| Sep-09                 | \$340,000.00                  | \$415,000.00                    | -18.1%                                    |
| Oct-09                 | \$320,000.00                  | \$415,000.00                    | -22.9%                                    |
| Nov-09                 | \$320,000.00                  | \$412,500.00                    | -22.4%                                    |
| Dec-09                 | \$318,000.00                  | \$407,000.00                    | -21.9%                                    |
| Jan-10                 | \$317,500.00                  | \$401,000.00                    | -20.8%                                    |
| Feb-10                 | \$317,250.00                  | \$399,000.00                    | -20.5%                                    |
| Mar-10                 | \$317,500.00                  | \$399,000.00                    | -20.4%                                    |
| Apr-10                 | \$318,500.00                  | \$395,000.00                    | -19.4%                                    |
| May-10                 | \$320,000.00                  | \$388,000.00                    | -17.5%                                    |
| Jun-10                 | \$326,500.00                  | \$375,000.00                    | -12.9%                                    |
| Jul-10                 | \$326,500.00                  | \$365,000.00                    | -10.5%                                    |
| Aug-10                 | \$320,000.00                  | \$355,000.00                    | -9.9%                                     |
| Sep-10                 | \$328,000.00                  | \$340,000.00                    | -3.5%                                     |
| Oct-10                 | \$326,500.00                  | \$320,000.00                    | 2.0%                                      |
| Nov-10                 | \$320,000.00                  | \$320,000.00                    | 0.0%                                      |
| Dec-10                 | \$319,000.00                  | \$318,000.00                    | 0.3%                                      |
| Jan-11                 | \$319,000.00                  | \$317,500.00                    | 0.5%                                      |
| Feb-11                 | \$315,500.00                  | \$317,250.00                    | -0.6%                                     |
| Mar-11                 | \$310,000.00                  | \$317,500.00                    | -2.4%                                     |
| Apr-11                 | \$308,000.00                  | \$318,500.00                    | -3.3%                                     |
| May-11                 | \$302,000.00                  | \$320,000.00                    | -5.6%                                     |
| Jun-11                 | \$298,250.00                  | \$326,500.00                    | -8.7%                                     |
| Jul-11                 | \$291,000.00                  | \$326,500.00                    | -10.9%                                    |
| Aug-11                 | \$295,000.00                  | \$320,000.00                    | -7.8%                                     |
| Sep-11                 | \$288,000.00                  | \$328,000.00                    | -12.2%                                    |
| Oct-11                 | \$285,000.00                  | \$326,500.00                    | -12.7%                                    |
| Nov-11                 | \$275,000.00                  | \$320,000.00                    | -14.1%                                    |
| Dec-11                 | \$265,000.00                  | \$319,000.00                    | -16.9%                                    |

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|------------------------|-------------------------------|---------------------------------|---|
| Jan-12                 | \$250,000.00                  | \$319,500.00                    | -21.8%                                    |
| Feb-12                 | \$246,500.00                  | \$315,500.00                    | -21.9%                                    |
| Mar-12                 | \$242,450.00                  | \$310,000.00                    | -21.8%                                    |
| Apr-12                 | \$237,250.00                  | \$308,000.00                    | -23.0%                                    |
| May-12                 | \$238,668.00                  | \$302,000.00                    | -21.0%                                    |
| Jun-12                 | \$235,000.00                  | \$298,250.00                    | -21.2%                                    |
| Jul-12                 | \$236,500.00                  | \$291,000.00                    | -18.7%                                    |
| Aug-12                 | \$234,000.00                  | \$295,000.00                    | -20.7%                                    |
| Sep-12                 | \$237,500.00                  | \$288,000.00                    | -17.5%                                    |
| Oct-12                 | \$239,450.00                  | \$285,000.00                    | -16.0%                                    |
| Nov-12                 | \$245,000.00                  | \$275,000.00                    | -10.9%                                    |
| Dec-12                 | \$245,000.00                  | \$265,000.00                    | -7.5%                                     |
| Jan-13                 | \$249,000.00                  | \$250,000.00                    | -0.4%                                     |
| Feb-13                 | \$254,500.00                  | \$246,500.00                    | 3.2%                                      |
| Mar-13                 | \$260,000.00                  | \$242,450.00                    | 7.2%                                      |
| Apr-13                 | \$267,500.00                  | \$237,500.00                    | 12.6%                                     |
| May-13                 | \$270,000.00                  | \$238,668.00                    | 13.1%                                     |
| Jun-13                 | \$284,000.00                  | \$235,000.00                    | 20.9%                                     |
| Jul-13                 | \$292,000.00                  | \$236,500.00                    | 23.5%                                     |
| Aug-13                 | \$309,000.00                  | \$234,000.00                    | 32.1%                                     |
| Sep-13                 | \$312,000.00                  | \$237,500.00                    | 31.4%                                     |
| Oct-13                 | \$320,000.00                  | \$239,450.00                    | 33.6%                                     |
| Nov-13                 | \$325,000.00                  | \$245,000.00                    | 32.7%                                     |
| Dec-13                 | \$329,950.00                  | \$245,000.00                    | 34.7%                                     |
| Jan-14                 | \$331,500.00                  | \$249,000.00                    | 33.1%                                     |
| Feb-14                 | \$334,000.00                  | \$254,500.00                    | 31.2%                                     |
| Mar-14                 | \$334,000.00                  | \$260,000.00                    | 28.5%                                     |
| Apr-14                 | \$331,500.00                  | \$267,500.00                    | 23.9%                                     |
| May-14                 | \$335,000.00                  | \$270,000.00                    | 24.1%                                     |
| Jun-14                 | \$335,000.00                  | \$284,000.00                    | 18.0%                                     |
| Jul-14                 | \$345,000.00                  | \$292,000.00                    | 18.2%                                     |
| Aug-14                 | \$342,000.00                  | \$309,000.00                    | 10.7%                                     |
| Sep-14                 | \$349,000.00                  | \$312,000.00                    | 11.9%                                     |
| Oct-14                 | \$349,000.00                  | \$320,000.00                    | 9.1%                                      |
| Nov-14                 | \$350,000.00                  | \$325,000.00                    | 7.7%                                      |
| Dec-14                 | \$349,000.00                  | \$329,950.00                    | 5.8%                                      |

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|------------------------|-------------------------------|---------------------------------|---|
| Jan-15                 | \$350,000.00                  | \$331,500.00                    | 5.6%                                      |
| Feb-15                 | \$350,000.00                  | \$334,000.00                    | 4.8%                                      |
| Mar-15                 | \$350,000.00                  | \$334,500.00                    | 4.6%                                      |
| Apr-15                 | \$355,000.00                  | \$330,750.00                    | 7.3%                                      |
| May-15                 | \$364,000.00                  | \$335,000.00                    | 8.7%                                      |
| Jun-15                 | \$369,000.00                  | \$334,950.00                    | 10.2%                                     |
| Jul-15                 | \$360,000.00                  | \$345,000.00                    | 4.3%                                      |
| Aug-15                 | \$360,000.00                  | \$341,500.00                    | 5.4%                                      |
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Percentage appreciation shown above is based on a twelve month period. The price statistics are derived from all types of home sales-new and existing single family detached dwellings. Movements in sales prices should not be interpreted as changes in the cost of a standard home. Median prices can be influenced by changes in cost, as well as changes in the characteristics and size of homes sold. Due to the low sales volume in some cities or areas, median price changes may exhibit unusual fluctuation.