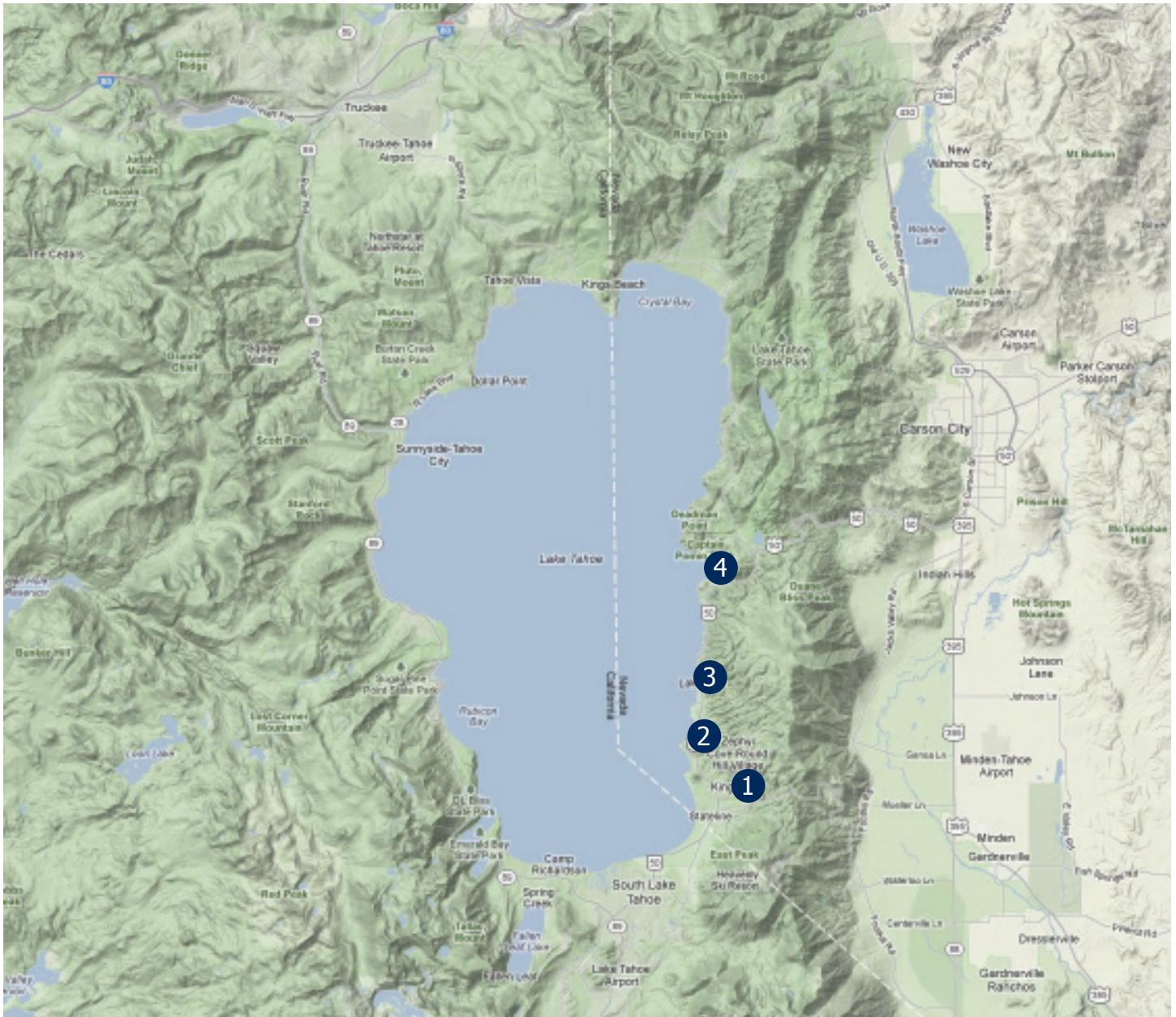


MICROMARKET REPORT | EAST SHORE LAKE TAHOE



Sierra | Sotheby's
INTERNATIONAL REALTY

EAST SHORE LAKE TAHOE NEIGHBORHOODS



1. Kingsbury Grade
2. Zephyr Cove
3. Cave Rock
4. Glenbrook

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

SINGLE FAMILY NON-LAKEFRONT

January through March

	2013	2014	% Change
Median Price	\$502,200	608,250	21%
Average Price	\$880,437	\$754,392	-14%
Average Days on Market	171	179	5%
Highest Price	\$4,250,000	\$2,150,000	-49%
Lowest Price	\$210,000	\$299,000	42%
Properties Sold	29	14	-52%
% Sold Price to Original List Price	94%	96%	3%

CONDO NON-LAKEFRONT

January through March

	2013	2014	% Change
Median Price	\$208,000	\$360,000	73%
Average Price	\$232,562	\$420,237	81%
Average Days on Market	132	163	23%
Highest Price	\$489,000	\$1,200,000	145%
Lowest Price	\$98,000	\$126,500	29%
Properties Sold	8	16	100%
% Sold Price to Original List Price	97%	94%	-3%

ALL PROPERTIES LAKEFRONT

January through March

	2013	2014	% Change
Median Price	\$3,500,000	\$3,950,000	13%
Average Price	\$7,064,700	\$3,950,000	-44%
Average Days on Market	240	657	174%
Highest Price	\$20,900,000	\$3,950,000	-81%
Lowest Price	\$2,962,000	\$3,950,000	33%
Properties Sold	5	1	-80%
% Sold Price to Original List Price	86%	99%	14%

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

KINGSBURY GRADE ALL PROPERTIES

January through March

	2013	2014	% Change
Median Price	\$356,250	\$450,000	26%
Average Price	\$688,335	\$418,944	-39%
Average Days on Market	157	166	6%
Highest Price	\$4,250,000	\$750,000	-82%
Lowest Price	\$98,000	\$126,500	29%
Properties Sold	20	9	-55%
% Sold Price to Original List Price	95%	92%	-3%

ZEPHYR COVE ALL PROPERTIES

January through March

	2013	2014	% Change
Median Price	\$489,000	\$421,700	-14%
Average Price	\$618,318	\$492,766	-20%
Average Days on Market	181	166	-8%
Highest Price	\$1,500,000	\$950,000	-37%
Lowest Price	\$192,000	\$247,500	29%
Properties Sold	11	18	64%
% Sold Price to Original List Price	96%	96%	-1%

CAVE ROCK ALL PROPERTIES

January through March

	2013	2014	% Change
Median Price	\$1,075,000	\$0	-100%
Average Price	\$1,085,000	\$0	-100%
Average Days on Market	164	0	-100%
Highest Price	\$2,000,000	\$0	-100%
Lowest Price	\$210,000	\$0	-100%
Properties Sold	5	0	-100%
% Sold Price to Original List Price	90%	0%	-100%

GLENBROOK ALL PROPERTIES

January through March

	2013	2014	% Change
Median Price	\$3,255,500	\$1,722,500	-47%
Average Price	\$6,120,583	\$2,148,750	-65%
Average Days on Market	213	322	51%
Highest Price	\$20,900,000	\$3,950,000	-81%
Lowest Price	\$1,400,000	\$1,200,000	-14%
Properties Sold	6	4	-33%
% Sold Price to Original List Price	87%	98%	14%

MICROMARKET REPORT | EAST SHORE LAKE TAHOE

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