

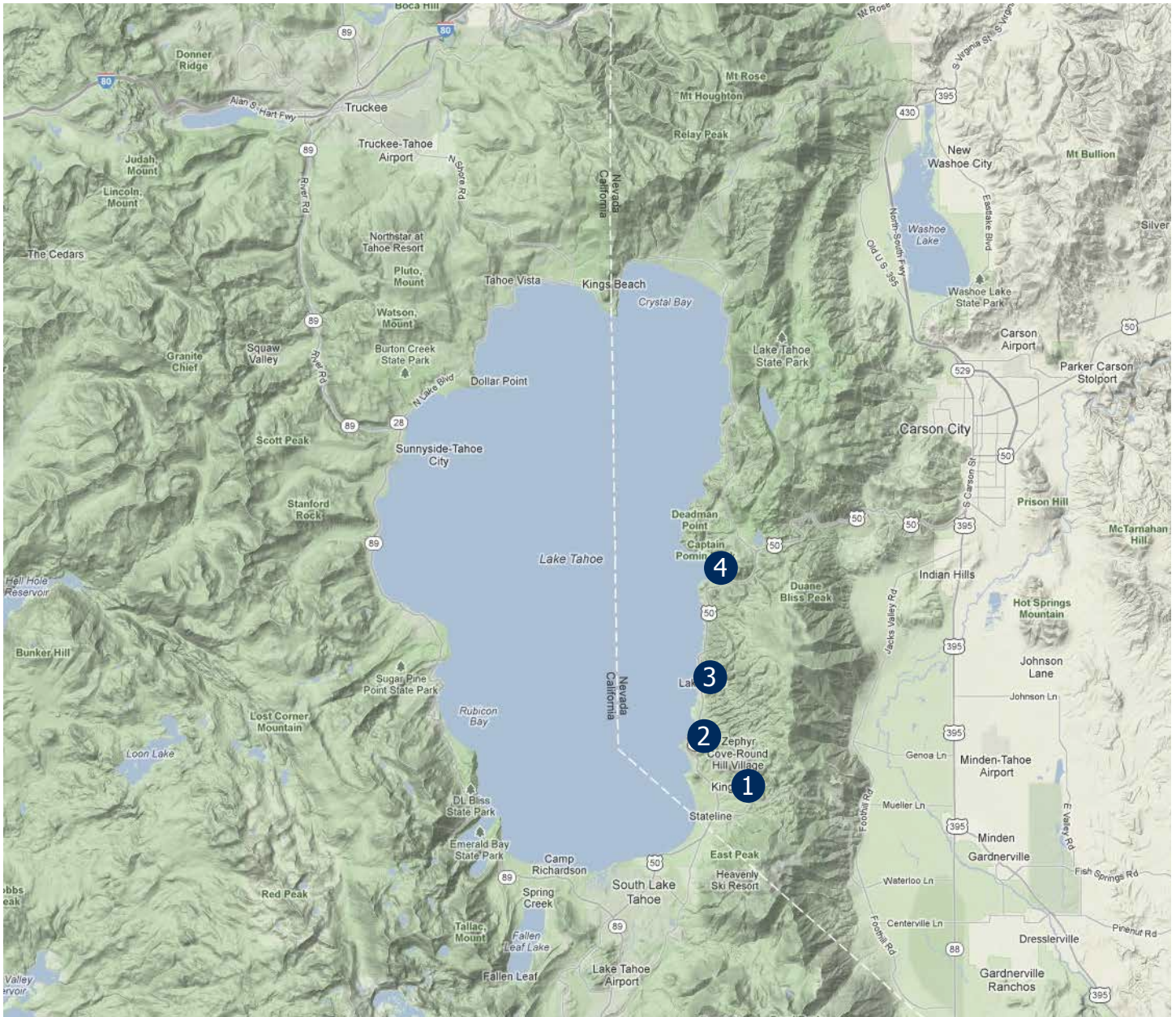
MICROMARKET REPORT | EAST SHORE LAKE TAHOE



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 June

| | 2012 | 2013 | % Change |
|----------------------------------|-------------|-------------|----------|
| Median Price | \$400,000 | \$603,000 | 50.75% |
| Average Price | \$555,959 | \$891,516 | 60.36% |
| Median Days on Market | 23 | 11 | -52.17% |
| Highest Price | \$1,950,000 | \$4,250,000 | 117.95% |
| Lowest Price | \$171,800 | \$210,000 | 22.24% |
| Properties Sold | 43 | 63 | 46.51% |
| % Sold Price to List Price | 90.96% | 93.63% | 2.93% |

CONDO NON-LAKEFRONT

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-----------|-------------|----------|
| Median Price | \$172,500 | \$270,000 | 56.52% |
| Average Price | \$232,783 | \$311,273 | 33.72% |
| Median Days on Market | 32 | 28 | -12.50% |
| Highest Price | \$887,000 | \$1,150,000 | 29.65% |
| Lowest Price | \$66,500 | \$98,000 | 47.37% |
| Properties Sold | 22 | 46 | 109.09% |
| % Sold Price to List Price | 95.81% | 94.92% | -0.93% |

ALL PROPERTIES LAKEFRONT

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-------------|--------------|-----------|
| Median Price | \$3,200,000 | \$3,100,000 | -3.13% |
| Average Price | \$3,200,000 | \$4,758,500 | 48.70% |
| Median Days on Market | 1,173 | 83 | -92.92% |
| Highest Price | \$3,200,000 | \$20,900,000 | 553.13% |
| Lowest Price | \$3,200,000 | \$740,000 | -76.88% |
| Properties Sold | 1 | 11 | 1,000.00% |
| % Sold Price to List Price | 85.91% | 88.95% | 3.55% |

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

KINGSBURY GRADE ALL PROPERTIES

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-----------|-------------|----------|
| Median Price | \$254,750 | \$337,250 | 32.38% |
| Average Price | \$274,853 | \$497,363 | 80.96% |
| Median Days on Market | 31 | 23 | -25.81% |
| Highest Price | \$811,000 | \$4,250,000 | 424.04% |
| Lowest Price | \$66,500 | \$98,000 | 47.37% |
| Properties Sold | 26 | 56 | 115.38% |
| % Sold Price to List Price | 95.41% | 94.56% | -0.89% |

ZEPHYR COVE ALL PROPERTIES

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-----------|-------------|----------|
| Median Price | \$358,322 | \$493,750 | 37.80% |
| Average Price | \$399,968 | \$586,969 | 46.75% |
| Median Days on Market | 20 | 17 | -15.00% |
| Highest Price | \$950,000 | \$1,500,000 | 57.89% |
| Lowest Price | \$145,000 | \$192,000 | 32.41% |
| Properties Sold | 30 | 40 | 33.33% |
| % Sold Price to List Price | 94.86% | 94.71% | -0.16% |

CAVE ROCK ALL PROPERTIES

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-------------|-------------|----------|
| Median Price | \$687,625 | \$940,000 | 36.70% |
| Average Price | \$702,562 | \$900,000 | 28.10% |
| Median Days on Market | 192 | 63 | -67.19% |
| Highest Price | \$1,250,000 | \$2,000,000 | 60.00% |
| Lowest Price | \$185,000 | \$210,000 | 13.51% |
| Properties Sold | 4 | 7 | 75.00% |
| % Sold Price to List Price | 82.70% | 90.44% | 9.35% |

GLENBROOK ALL PROPERTIES

January through June

| | 2012 | 2013 | % Change |
|----------------------------------|-------------|-------------|----------|
| Median Price | \$1,700,000 | \$1,400,000 | -17.65% |
| Average Price | \$1,512,333 | \$2,020,600 | 33.61% |
| Median Days on Market | 113 | 64 | -43.36% |
| Highest Price | \$1,950,000 | \$4,150,000 | 112.82% |
| Lowest Price | \$887,000 | \$603,000 | -32.02% |
| Properties Sold | 3 | 5 | 66.67% |
| % Sold Price to List Price | 92.61% | 92.17% | -0.47% |

MICROMARKET REPORT | EAST SHORE LAKE TAHOE

SQUAW VALLEY

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Olympic Valley, CA 96146
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INCLINE VILLAGE

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TAHOE CITY

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ZEPHYR COVE

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