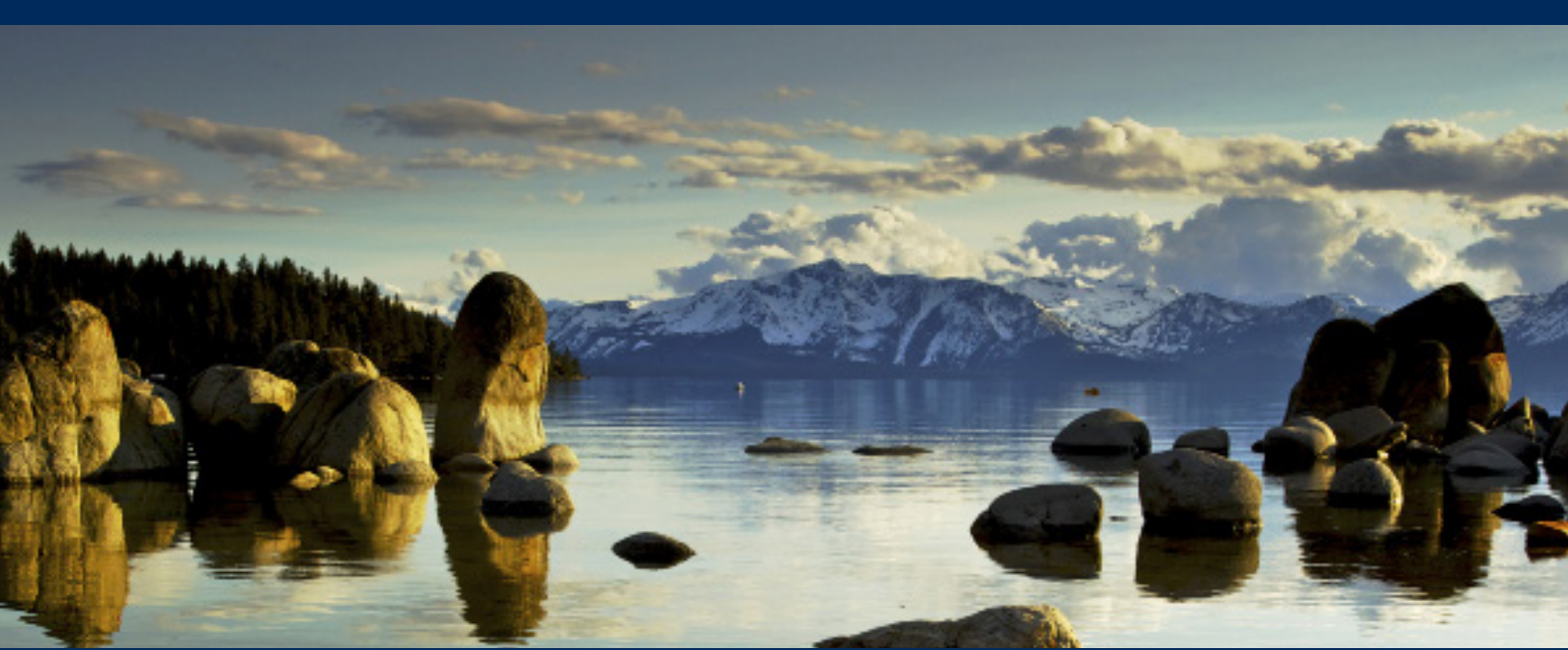
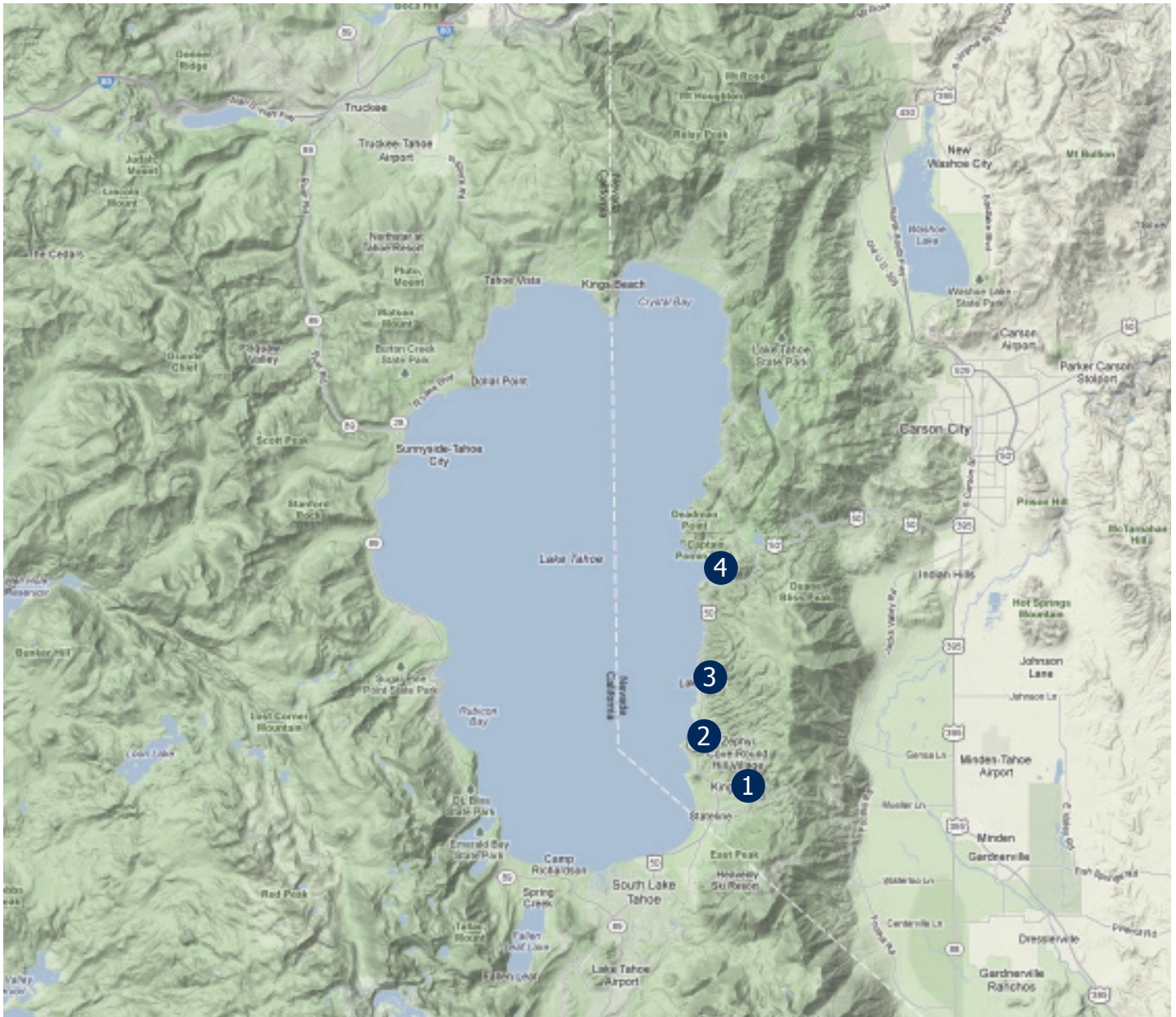


MICROMARKET REPORT | EAST SHORE LAKE TAHOE



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

	2013	2014	% Change
Median Price	\$603,000	\$615,750	2%
Average Price	\$891,516	\$865,685	-3%
Average Days on Market	157	157	0%
Highest Price	\$4,250,000	\$3,000,000	-29%
Lowest Price	\$210,000	\$298,000	42%
Properties Sold	63	44	-30%
% Sold Price to Original List Price	94%	95%	2%

CONDO NON-LAKEFRONT

January through June

	2013	2014	% Change
Median Price	\$270,000	\$320,000	19%
Average Price	\$311,273	\$445,215	43%
Average Days on Market	184	148	-20%
Highest Price	\$1,150,000	\$2,465,000	114%
Lowest Price	\$98,000	\$126,500	29%
Properties Sold	46	35	-24%
% Sold Price to Original List Price	46%	95%	107%

ALL PROPERTIES LAKEFRONT

January through June

	2013	2014	% Change
Median Price	\$3,100,000	\$4,288,650	38%
Average Price	\$4,758,500	\$3,735,912	-21%
Average Days on Market	305	225	-26%
Highest Price	\$20,900,000	\$5,600,000	-73%
Lowest Price	\$740,000	\$1,010,000	36%
Properties Sold	11	8	-27%
% Sold Price to Original List Price	89%	96%	8%

KINGSBURY GRADE ALL PROPERTIES

January through June

	2013	2014	% Change
Median Price	\$337,250	\$425,000	26%
Average Price	\$497,363	\$491,156	-1%
Average Days on Market	184	137	-26%
Highest Price	\$4,250,000	\$1,600,000	-62%
Lowest Price	\$98,000	\$126,500	25%
Properties Sold	56	36	-36%
% Sold Price to Original List Price	95%	94%	-1%

EAST SHORE LAKE TAHOE MARKET | MARKETS BY AREA

ZEPHYR COVE ALL PROPERTIES

January through June

	2013	2014	% Change
Median Price	\$493,750	\$438,000	-11%
Average Price	\$586,969	\$575,766	-2%
Average Days on Market	149	148	-1%
Highest Price	\$1,500,000 ..	\$2,850,000	90%
Lowest Price	\$192,000	\$224,000	17%
Properties Sold	40	34	-15%
% Sold Price to Original List Price	95%	96%	1%

CAVE ROCK ALL PROPERTIES

January through June

	2013	2014	% Change
Median Price	\$940,000	\$2,287,500	143%
Average Price	\$900,000	\$2,287,500	154%
Average Days on Market	143	202	41%
Highest Price	\$2,000,000 ..	\$3,000,000	50%
Lowest Price	\$210,000	\$1,575,000	650%
Properties Sold	7	2	-71%
% Sold Price to Original List Price	90%	95%	5%

GLENBROOK ALL PROPERTIES

January through June

	2013	2014	% Change
Median Price	\$2,986,750 ..	\$2,400,000	-20%
Average Price	\$3,902,906 ..	\$2,781,820	-29%
Average Days on Market	245	233	-5%
Highest Price	\$20,900,000 ..	\$5,600,000	-73%
Lowest Price	\$603,000	\$980,000	63%
Properties Sold	16	15	-6%
% Sold Price to Original List Price	89%	96%	8%

MICROMARKET REPORT | EAST SHORE LAKE TAHOE

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