

Sierra

Sotheby's
INTERNATIONAL REALTY

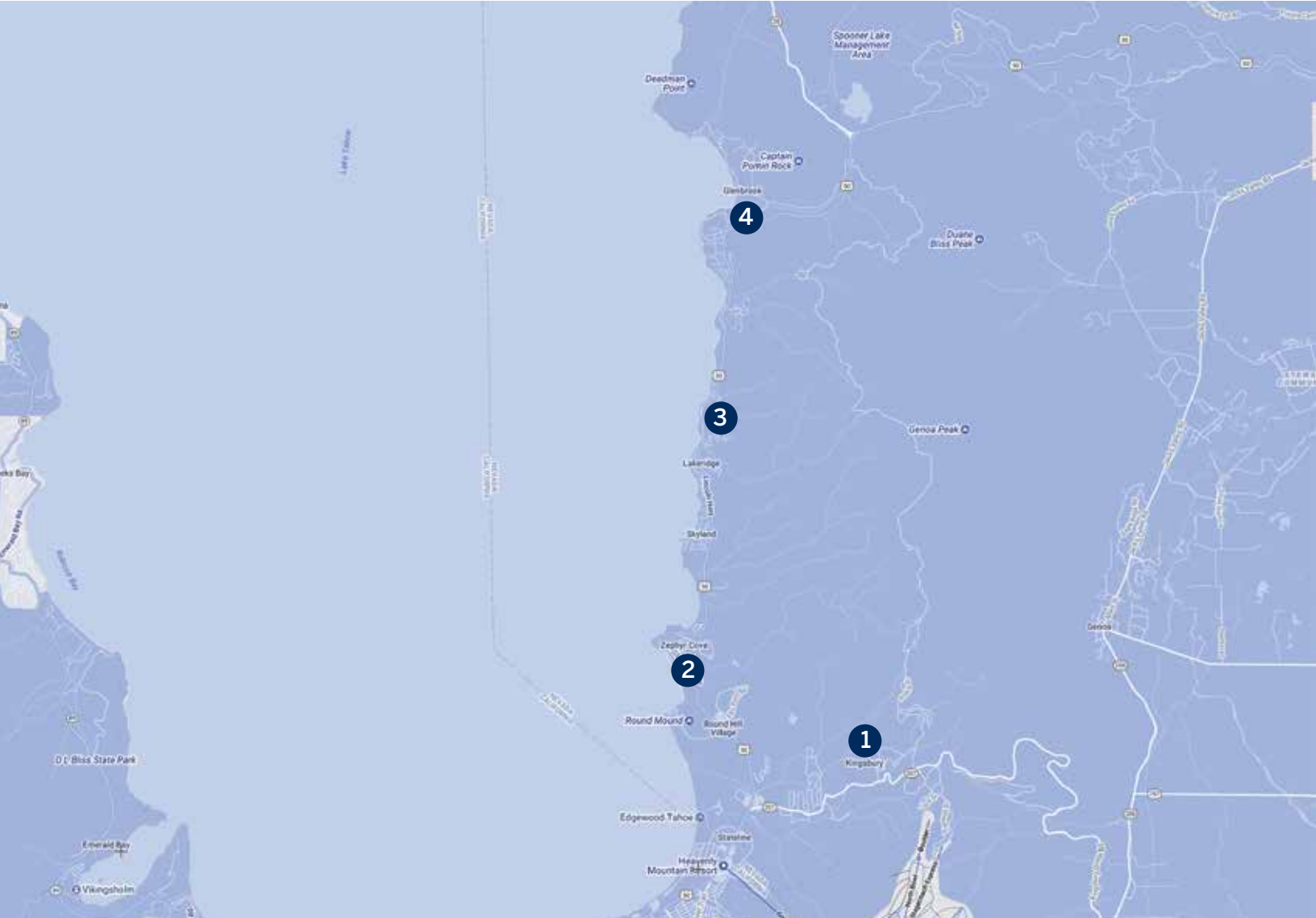
MICRO MARKET REPORT

EAST SHORE LAKE TAHOE
YEAR END 2017



TAHOEMICROREPORTS.COM

EAST SHORE LAKE TAHOE NEIGHBORHOODS



1 Kingsbury Grade

2 Zephyr Cove

3 Cave Rock

4 Glenbrook



LAKEFRONT

single family

January through December	2016	2017	Change
Median Price	\$5,000,000	\$4,900,000	-2%
Average Sold Price	\$5,082,857	\$6,275,000	23%
Average Days on Market	467	178	-62%
Highest Sold Price	\$6,500,000	\$11,000,000	69%
Lowest Sold Price	\$3,430,000	\$3,375,000	-2%
Properties Sold	7	7	0%
% Sold Price to Average List Price	95%	93%	-2%
Total Dollar Volume Sold	\$35,580,000	\$43,925,000	23%

ALL NON-LAKEFRONT

single family

January through December	2016	2017	Change
Median Price	\$793,500	\$847,500	7%
Average Sold Price	\$959,855	\$1,094,227	14%
Average Days on Market	205	183	-11%
Highest Sold Price	\$5,350,000	\$4,500,000	-16%
Lowest Sold Price	\$245,000	\$105,000	-57%
Properties Sold	112	97	-13%
% Sold Price to Average List Price	94%	94%	-1%
Total Dollar Volume Sold	\$107,503,859	\$106,140,075	-1%



EASTSHORE
 condo

January through December	2016	2017	Change
Median Price	\$349,000	\$375,000	7%
Average Sold Price	\$411,242	\$405,060	-2%
Average Days on Market	187	153	-18%
Highest Sold Price	\$1,600,000	\$1,850,000	16%
Lowest Sold Price	\$126,000	\$160,000	27%
Properties Sold	90	108	20%
% Sold Price to Average List Price	96%	98%	2%
Total Dollar Volume Sold	\$37,011,800	\$43,746,550	18%

GLENBROOK
 single family

January through December	2016	2017	Change
Median Price	\$1,900,000	\$2,375,000	25%
Average Sold Price	\$2,136,000	\$2,560,555	20%
Average Days on Market	444	425	-4%
Highest Sold Price	\$2,750,000	\$4,500,000	64%
Lowest Sold Price	\$1,550,000	\$1,350,000	-13%
Properties Sold	5	9	80%
% Sold Price to Average List Price	95%	92%	-3%
Total Dollar Volume Sold	\$10,680,000	\$23,045,000	116%

W E A R E

LOCAL EXPERTS

Over 120 local real estate experts at 10 Sierra Sotheby's International Realty locations throughout the Lake Tahoe area.



VILLAGE AT NORTHSTAR
4001 Northstar Drive #4105
Truckee, CA 96161

SQUAW VALLEY
1750 Village East Road #63B
Olympic Valley, CA 96146

HEAVENLY / STATELINE
1001 Heavenly Village Way #36A
South Lake Tahoe, CA 96150

INCLINE VILLAGE
570 Lakeshore Boulevard
Incline Village, NV 89451

TAHOE DONNER
11382 Northwoods Boulevard
Truckee, CA 96161

DOWNTOWN TRUCKEE
10044 Donner Pass Road
Truckee, CA 96161

TAHOE CITY - GALLERY
695 North Lake Boulevard
Tahoe City, CA 96145

TAHOE CITY - LAKESIDE
950 North Lake Boulevard
Tahoe City, CA 96145

SOUTH LAKE TAHOE
2247 Lake Tahoe Boulevard
South Lake Tahoe, CA 96150

NEW - RENO
Coming Fall 2017 to The Summit
Reno, NV 89511

WE
ARE.

THE VOICE
OF TAHOE
REAL ESTATE

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INTERNATIONAL REALTY

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INCLINE VILLAGE | SOUTH LAKE TAHOE | SQUAW VALLEY | TAHOE CITY | TAHOE DONNER | DOWNTOWN TRUCKEE
HEAVENLY VILLAGE/STATELINE | NORTHSTAR | THE SUMMIT, RENO | CA BRE# 02018110