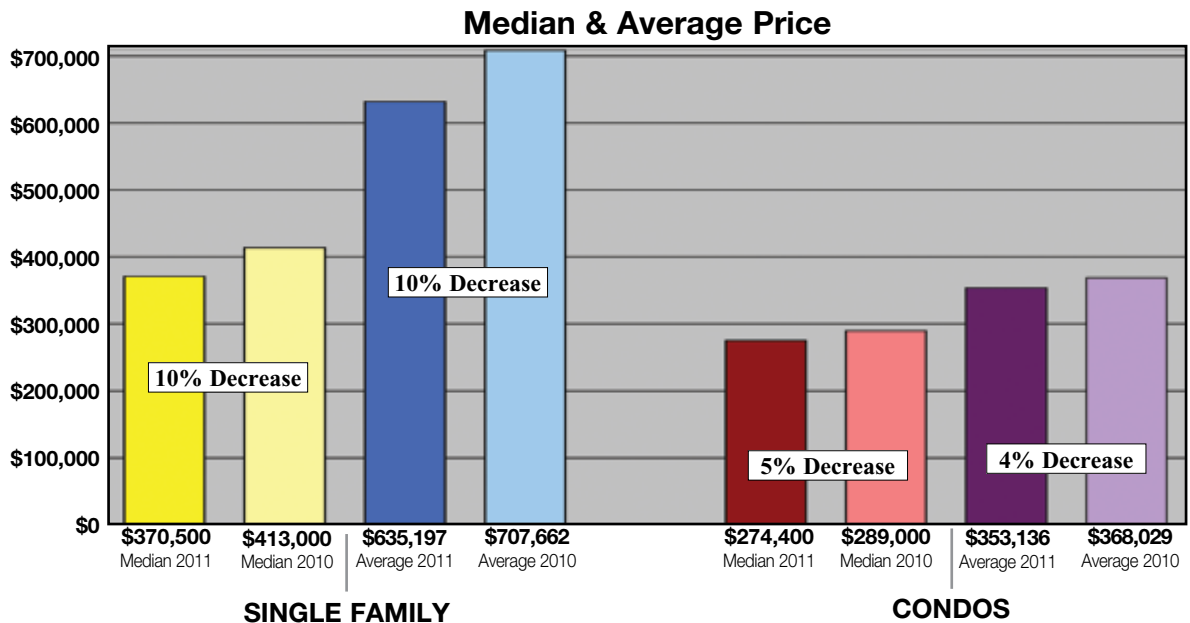
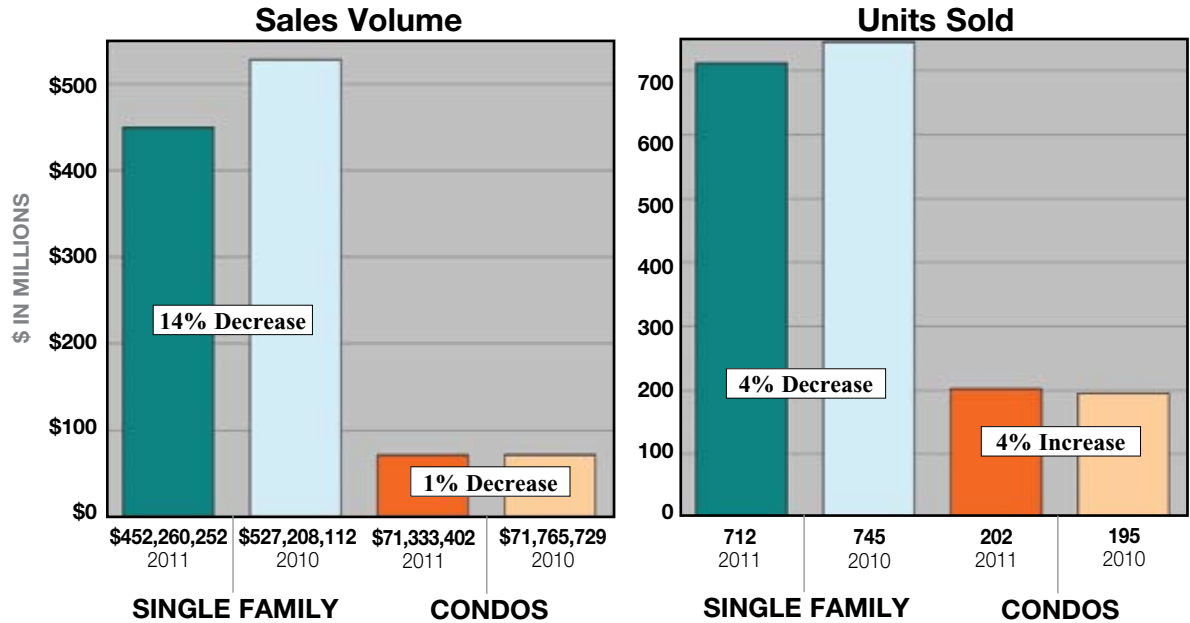


Lake Tahoe

2011 3RD QUARTER STATISTICS JANUARY 1 - SEPTEMBER 30
2011 vs 2010



Lake Tahoe

2011 3RD QUARTER STATISTICS JANUARY 1 - SEPTEMBER 30 2011 vs 2010

SINGLE FAMILY

CONDOS

INCLINE VILLAGE*

*includes PUD's

	2011	2010	%
Volume	\$101,004,801	\$145,715,615	-31%
Units	93	108	-14%
Median Price	\$760,000	\$812,500	-6%
Average Price	\$1,086,073	\$1,349,219	-20%
Units Under \$1 Mil	65	67	-3%
Units Over \$1 Mil	28	41	-32%

	2011	2010	%
Volume	\$30,639,790	\$31,484,845	-3%
Units	77	82	-6%
Median Price	\$347,000	\$328,750	6%
Average Price	\$397,919	\$383,961	4%
Units Under \$500	56	70	-20%
Units Over \$500	21	12	75%

EAST SHORE

	2011	2010	%
Volume	\$83,073,118	\$60,659,950	32%
Units	59	65	-9%
Median Price	\$575,000	\$535,000	7%
Average Price	\$1,408,018	\$933,230	51%
Units Under \$1 Mil	43	49	-12%
Units Over \$1 Mil	16	16	0%

	2011	2010	%
Volume	\$10,422,900	\$11,554,807	-10%
Units	36	37	-3%
Median Price	\$225,000	\$225,000	0%
Average Price	\$289,525	\$312,292	-7%
Units Under \$500	32	34	-6%
Units Over \$500	4	3	33%

SOUTH SHORE

	2011	2010	%
Volume	\$133,317,405	\$158,775,435	-16%
Units	384	393	-2%
Median Price	\$280,500	\$325,000	-14%
Average Price	\$347,181	\$404,009	-14%
Units Under \$1 Mil	379	382	-1%
Units Over \$1 Mil	5	11	-55%

	2011	2010	%
Volume	\$11,467,700	\$8,707,500	32%
Units	39	39	0%
Median Price	\$260,500	\$191,000	36%
Average Price	\$294,044	\$223,269	32%
Units Under \$500	36	38	-5%
Units Over \$500	3	1	200%

TAHOE CITY

	2011	2010	%
Volume	\$134,864,928	\$162,057,112	-17%
Units	176	179	-2%
Median Price	\$449,750	\$460,000	-2%
Average Price	\$766,278	\$905,447	-16%
Units Under \$1 Mil	153	145	6%
Units Over \$1 Mil	23	34	-32%

	2011	2010	%
Volume	\$18,803,012	\$20,018,577	-6%
Units	50	37	35%
Median Price	\$253,850	\$300,500	-16%
Average Price	\$376,060	\$541,042	-30%
Units Under \$500	38	25	52%
Units Over \$500	12	12	0%

TOTAL-LAKEWIDE

	2011	2010	%
Volume	\$452,260,252	\$527,208,112	-14%
Units	712	745	-4%
Median Price	\$370,500	\$413,000	-10%
Average Price	\$635,197	\$707,662	-10%
Units Under \$1 Mil	640	643	0%
Units Over \$1 Mil	72	102	-29%

	2011	2010	%
Volume	\$71,333,402	\$71,765,729	-1%
Units	202	195	4%
Median Price	\$274,400	\$289,000	-5%
Average Price	\$353,136	\$368,029	-4%
Units Under \$500	162	167	-3%
Units Over \$500	40	28	43%