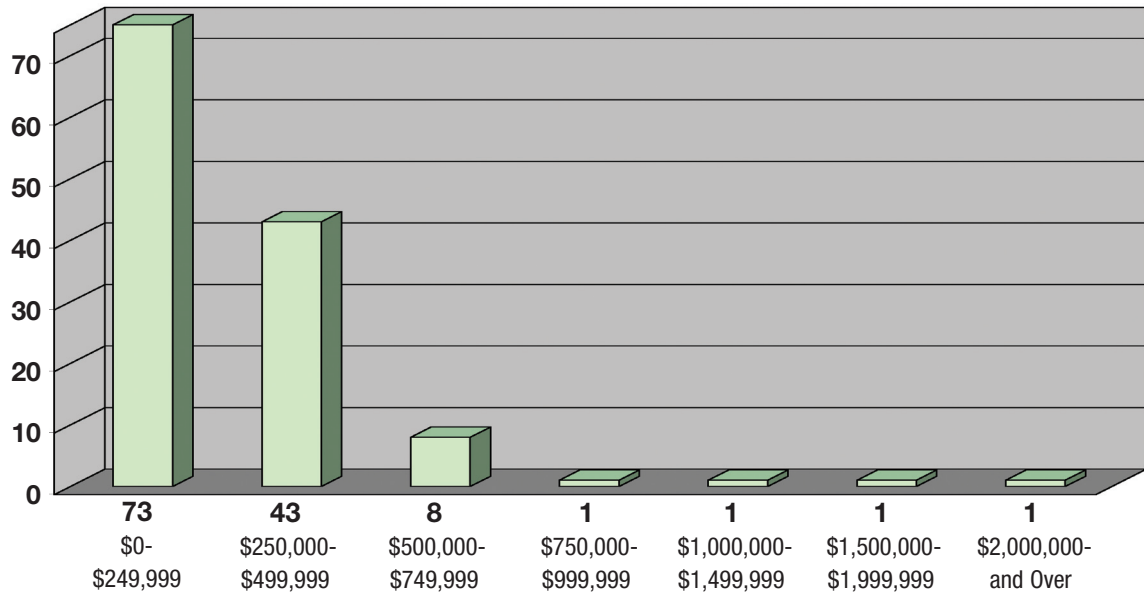


# South Lake Tahoe

## 2012 1ST QUARTER STATISTICS

January 1 - March 31

### UNITS SOLD IN 2012



## 2012 vs 2011 OVERALL MARKET STATISTICS

### SINGLE FAMILY

### CONDOS

#### SOUTH LAKE TAHOE

|                     | 2012         | 2011         | %    |
|---------------------|--------------|--------------|------|
| Volume              | \$37,716,868 | \$45,405,015 | -17% |
| Units               | 128          | 118          | 8%   |
| Median Price        | \$220,675    | \$291,500    | -24% |
| Average Price       | \$294,663    | \$384,788    | -23% |
| Units Under \$1 Mil | 125          | 117          | 7%   |
| Units Over \$1 Mil  | 3            | 1            | 200% |

|                   | 2012        | 2011        | %     |
|-------------------|-------------|-------------|-------|
| Volume            | \$2,736,000 | \$4,154,300 | -34%  |
| Units             | 12          | 13          | -8%   |
| Median Price      | \$228,125   | \$255,000   | -11%  |
| Average Price     | \$228,000   | \$319,562   | -29%  |
| Units Under \$500 | 12          | 12          | 0%    |
| Units Over \$500  | 0           | 1           | -100% |