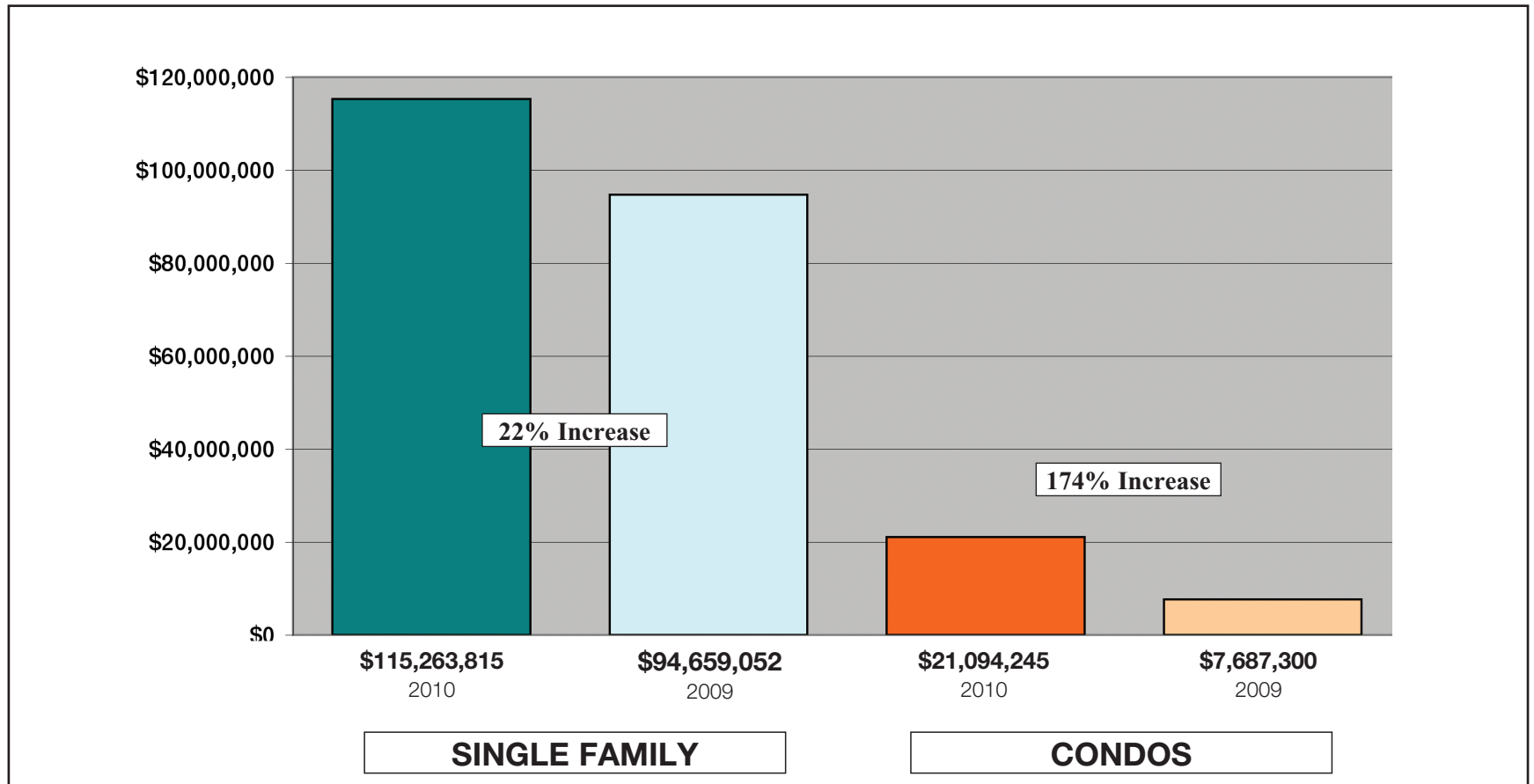


LAKE TAHOE

SALES VOLUME 2010 vs 2009

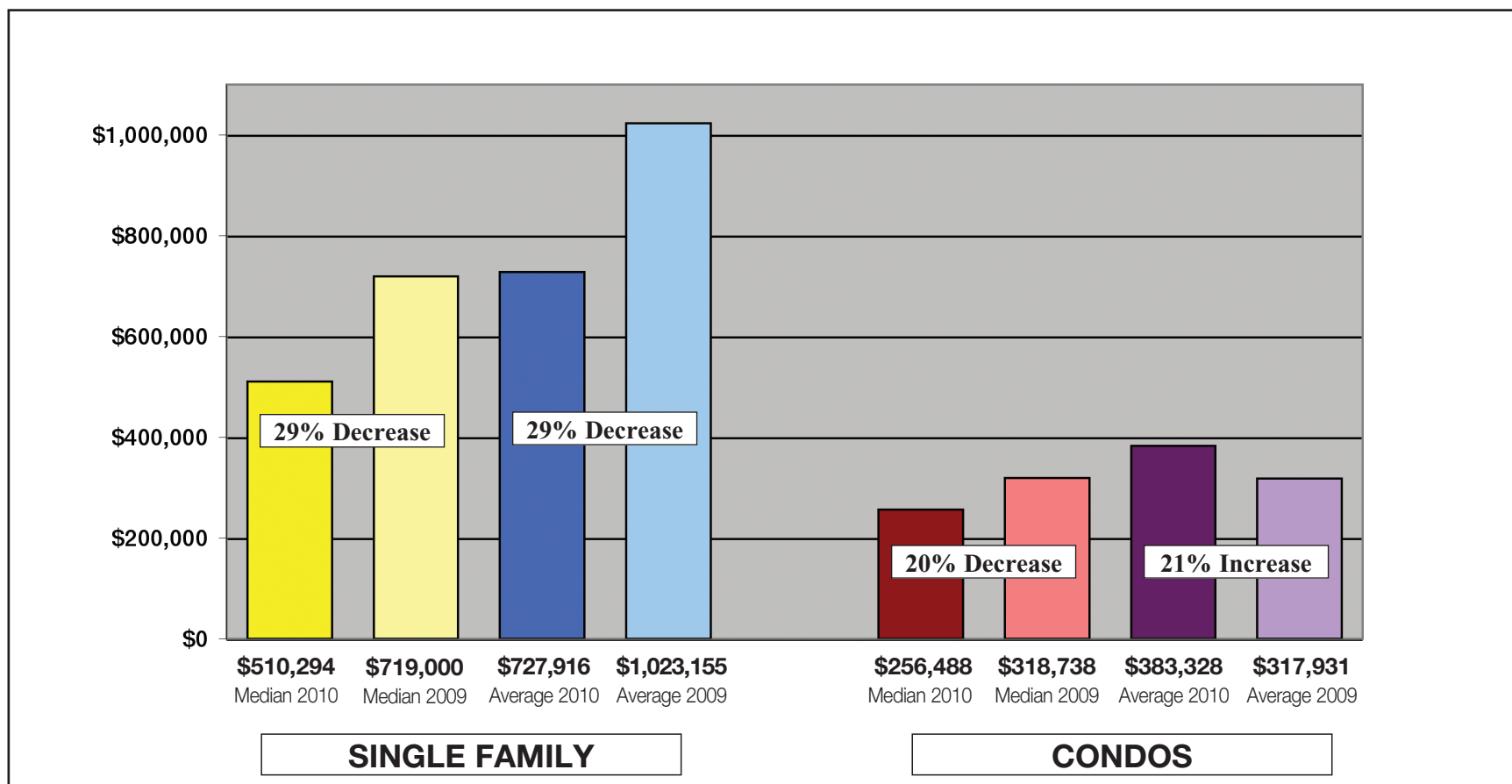
January 1 thru March 31



LAKE TAHOE

MEDIAN & AVERAGE PRICE 2010 vs 2009

January 1 thru March 31



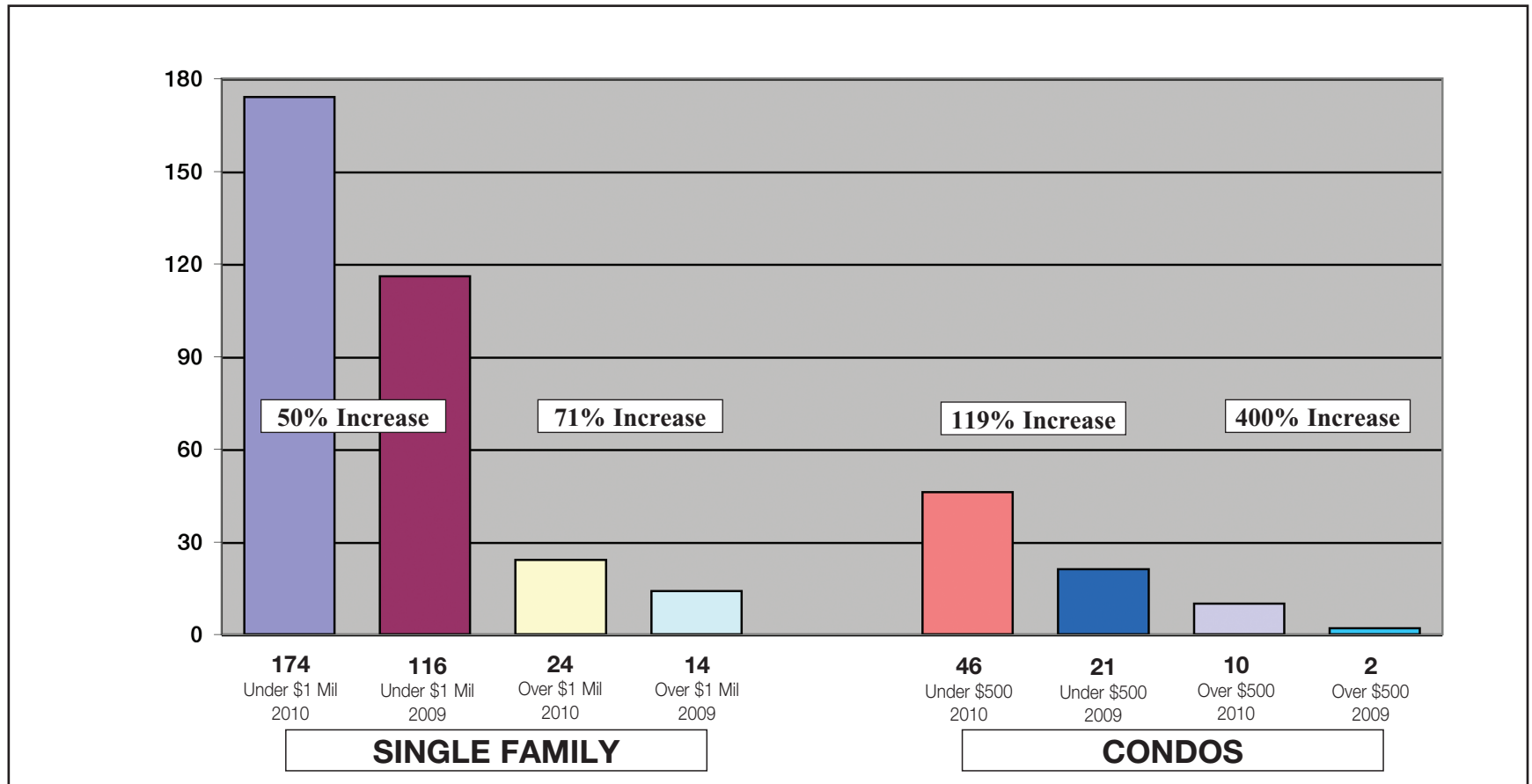
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LAKE TAHOE

UNITS SOLD 2010 vs 2009

January 1 thru March 31



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FIRST QUARTER REVIEW 2010 vs 2009

January 1 thru March 31

SINGLE FAMILY

| Lake Tahoe TOTALS - Single Family | 2010 | 2009 | % |
|-----------------------------------|---------------|--------------|------|
| Volume | \$115,263,815 | \$94,659,052 | 22% |
| Units | 198 | 130 | 52% |
| Median Price | \$510,294 | \$719,000 | -29% |
| Average Price | \$727,916 | \$1,023,155 | -29% |
| Units Under \$1 Mil | 174 | 116 | 50% |
| Units Over \$1 Mil | 24 | 14 | 71% |

| EAST SHORE- Single Family | 2010 | 2009 | % |
|---------------------------|--------------|--------------|------|
| Volume | \$16,811,150 | \$15,837,310 | 6% |
| Units | 19 | 15 | 27% |
| Median Price | \$485,000 | \$520,000 | -7% |
| Average Price | \$884,797 | \$1,055,820 | -16% |
| Units Under \$1 Mil | 15 | 12 | 25% |
| Units Over \$1 Mil | 4 | 3 | 33% |

| INCLINE - SF *Includes PUD's | 2010 | 2009 | % |
|------------------------------|--------------|--------------|------|
| Volume | \$32,156,500 | \$32,725,450 | -2% |
| Units | 31 | 17 | 82% |
| Median Price | \$775,000 | \$1,450,000 | -47% |
| Average Price | \$1,037,306 | \$1,925,026 | -46% |
| Units Under \$1 Mil | 18 | 11 | 64% |
| Units Over \$1 Mil | 13 | 6 | 117% |

*Includes PUD's

CONDOS

| TOTALS - Condos | 2010 | 2009 | % |
|-------------------|--------------|-------------|------|
| Volume | \$21,094,245 | \$7,687,300 | 174% |
| Units | 56 | 23 | 143% |
| Median Price | \$256,488 | \$318,738 | -20% |
| Average Price | \$383,328 | \$317,931 | 21% |
| Units Under \$500 | 46 | 21 | 119% |
| Units Over \$500 | 10 | 2 | 400% |

| EAST SHORE- Condos | 2010 | 2009 | % |
|--------------------|-------------|-----------|------|
| Volume | \$3,971,900 | \$598,900 | 563% |
| Units | 13 | 2 | 550% |
| Median Price | \$235,000 | \$299,450 | -22% |
| Average Price | \$305,530 | \$299,450 | 2% |
| Units Under \$500 | 12 | 2 | 500% |
| Units Over \$500 | 1 | 0 | 100% |

| INCLINE - Condos | 2010 | 2009 | % |
|-------------------|-------------|-------------|------|
| Volume | \$8,072,545 | \$4,189,900 | 93% |
| Units | 20 | 11 | 82% |
| Median Price | \$318,450 | \$400,000 | -20% |
| Average Price | \$403,627 | \$380,900 | 6% |
| Units Under \$500 | 16 | 10 | 60% |
| Units Over \$500 | 4 | 1 | 300% |

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FIRST QUARTER REVIEW 2010 vs 2009

January 1 thru March 31

SINGLE FAMILY

| TAHOE CITY - Single Family | 2010 | 2009 | % |
|----------------------------|--------------|--------------|------|
| Volume | \$26,853,450 | \$15,477,500 | 73% |
| Units | 44 | 23 | 91% |
| Median Price | \$462,925 | \$580,000 | -20% |
| Average Price | \$610,305 | \$703,522 | -13% |
| Units Under \$1 Mil | 38 | 20 | 90% |
| Units Over \$1 Mil | 6 | 3 | 100% |

| SOUTH SHORE - Single Family | 2010 | 2009 | % |
|-----------------------------|--------------|--------------|------|
| Volume | \$39,442,715 | \$30,618,792 | 29% |
| Units | 104 | 75 | 39% |
| Median Price | 318,250 | 326,000 | -2% |
| Average Price | 379,257 | 408,251 | -7% |
| Units Under \$1 Mil | 103 | 73 | 41% |
| Units Over \$1 Mil | 1 | 2 | -50% |

| TRUCKEE - Single Family | 2010 | 2009 | % |
|-------------------------|--------------|--------------|------|
| Volume | \$69,615,650 | \$53,974,000 | 29% |
| Units | 111 | 77 | 44% |
| Median Price | \$515,000 | \$550,000 | -6% |
| Average Price | \$627,168 | \$710,184 | -12% |
| Units Under \$1 Mil | 99 | 64 | 55% |
| Units Over \$1 Mil | 12 | 13 | -8% |

*Not included in Lake Tahoe totals

CONDOS

| TAHOE CITY - Condos | 2010 | 2009 | % |
|---------------------|-------------|-------------|------|
| Volume | \$5,547,300 | \$1,299,500 | 327% |
| Units | 10 | 4 | 150% |
| Median Price | \$262,500 | \$337,500 | -22% |
| Average Price | \$554,730 | \$324,875 | 71% |
| Units Under \$500 | 6 | 3 | 100% |
| Units Over \$500 | 4 | 1 | 300% |

| SOUTH SHORE - Condos | 2010 | 2009 | % |
|----------------------|-------------|-------------|------|
| Volume | \$3,502,500 | \$1,599,000 | 119% |
| Units | 13 | 6 | 117% |
| Median Price | \$210,000 | \$238,000 | -12% |
| Average Price | \$269,423 | \$266,500 | 1% |
| Units Under \$500 | 12 | 6 | 100% |
| Units Over \$500 | 1 | 0 | 100% |

| TRUCKEE - Condos | 2010 | 2009 | % |
|-------------------|--------------|-------------|------|
| Volume | \$28,559,371 | \$9,353,850 | 205% |
| Units | 52 | 14 | 271% |
| Median Price | \$402,500 | \$416,975 | -3% |
| Average Price | \$549,218 | \$688,132 | -18% |
| Units Under \$500 | 36 | 9 | 300% |
| Units Over \$500 | 16 | 5 | 220% |

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