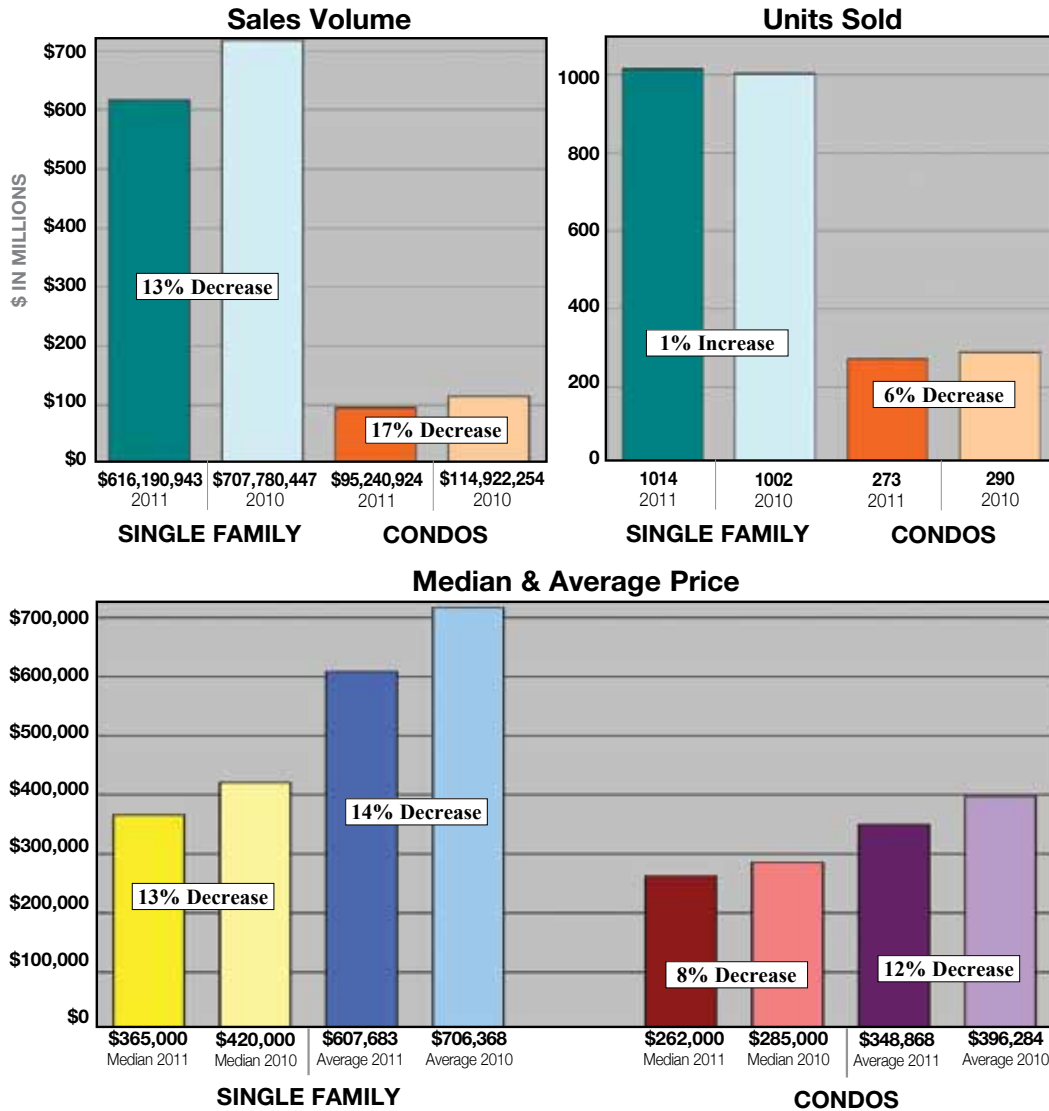


EXCEPTIONAL RESULTS. AND MORE.

LAKE TAHOE

2011 Year End Statistics January 1 – December 31 • 2011 vs 2010



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 12/31/2011



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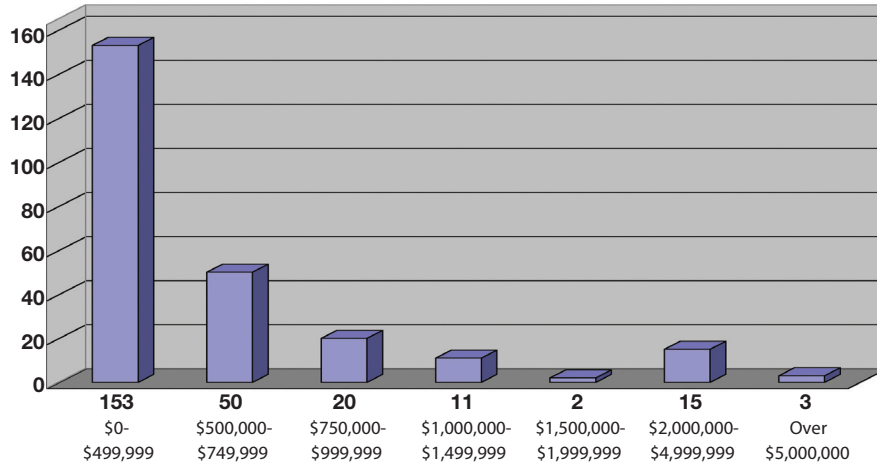


EXCEPTIONAL RESULTS. AND MORE.

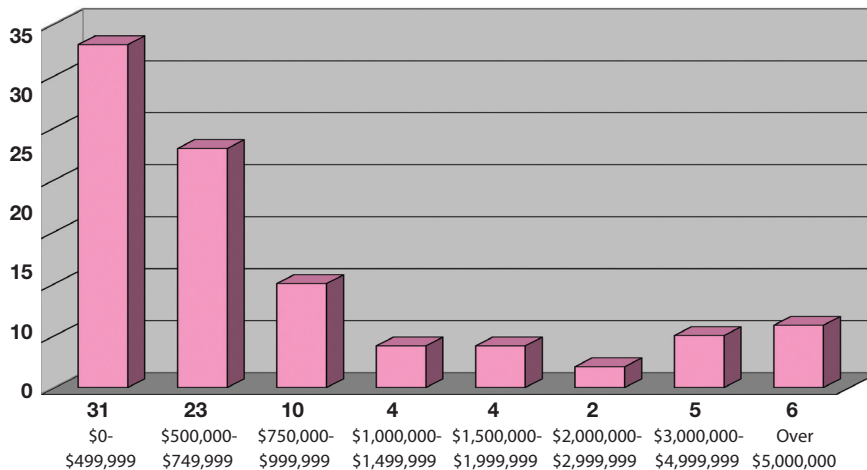
PROPERTIES SOLD

Single Family • January 1 – December 31, 2011

TAHOE CITY, WEST AND NORTH SHORE



EAST SHORE



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 12/31/2011



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EXCEPTIONAL RESULTS. AND MORE.

LAKE TAHOE

2011 Year End Statistics January 1 – December 31 • 2011 vs 2010

SINGLE FAMILY

CONDOS

INCLINE VILLAGE*

	2011	2010	%
Volume	\$134,193,754	\$189,295,015	-29%
Units	124	144	-14%
Median Price	\$750,000	\$827,000	-9%
Average Price	\$1,082,208	\$1,314,549	-18%
Units Under \$1 Mil	87	89	-2%
Units Over \$1 Mil	35	53	-34%

	2011	2010	%
Volume	\$44,011,540	\$46,881,870	-6%
Units	106	115	-8%
Median Price	\$348,000	\$332,500	5%
Average Price	\$415,203	\$407,668	2%
Units Under \$500	74	91	-19%
Units Over \$500	30	21	43%

EAST SHORE

	2011	2010	%
Volume	\$109,388,618	\$86,976,100	26%
Units	85	91	-7%
Median Price	\$575,000	\$570,000	1%
Average Price	\$1,286,924	\$955,781	35%
Units Under \$1 Mil	64	68	-6%
Units Over \$1 Mil	21	23	-9%

	2011	2010	%
Volume	\$12,844,300	\$19,096,907	-33%
Units	50	55	-9%
Median Price	\$216,500	\$235,000	-8%
Average Price	\$256,886	\$347,216	-26%
Units Under \$500	46	47	-2%
Units Over \$500	4	8	-50%

SOUTH SHORE

	2011	2010	%
Volume	\$193,418,253	\$204,936,415	-6%
Units	551	517	7%
Median Price	\$265,000	\$317,000	-16%
Average Price	\$351,031	\$396,395	-11%
Units Under \$1 Mil	541	504	7%
Units Over \$1 Mil	10	13	-23%

	2011	2010	%
Volume	\$14,504,072	\$12,010,400	21%
Units	50	55	-9%
Median Price	\$250,000	\$218,371	14%
Average Price	\$290,081	\$172,000	69%
Units Under \$500	46	53	-13%
Units Over \$500	4	2	100%

TAHOE CITY

	2011	2010	%
Volume	\$179,190,318	\$226,572,917	-21%
Units	254	250	2%
Median Price	\$430,000	\$445,750	-4%
Average Price	\$705,473	\$906,291	-22%
Units Under \$1 Mil	223	208	7%
Units Over \$1 Mil	31	42	-26%

	2011	2010	%
Volume	\$23,881,012	\$36,933,077	-35%
Units	67	65	3%
Median Price	\$250,000	\$300,500	-17%
Average Price	\$356,433	\$568,201	-37%
Units Under \$500	52	55	-5%
Units Over \$500	15	10	50%

TOTAL-LAKEWIDE

	2011	2010	%
Volume	\$616,190,943	\$707,780,447	-13%
Units	1014	1002	1%
Median Price	\$365,000	\$420,000	-13%
Average Price	\$607,683	\$706,368	-14%
Units Under \$1 Mil	915	869	5%
Units Over \$1 Mil	97	131	-26%

	2011	2010	%
Volume	\$95,240,924	\$114,922,254	-17%
Units	273	290	-6%
Median Price	\$262,000	\$285,000	-8%
Average Price	\$348,868	\$396,284	-12%
Units Under \$500	218	246	-11%
Units Over \$500	53	41	29%

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