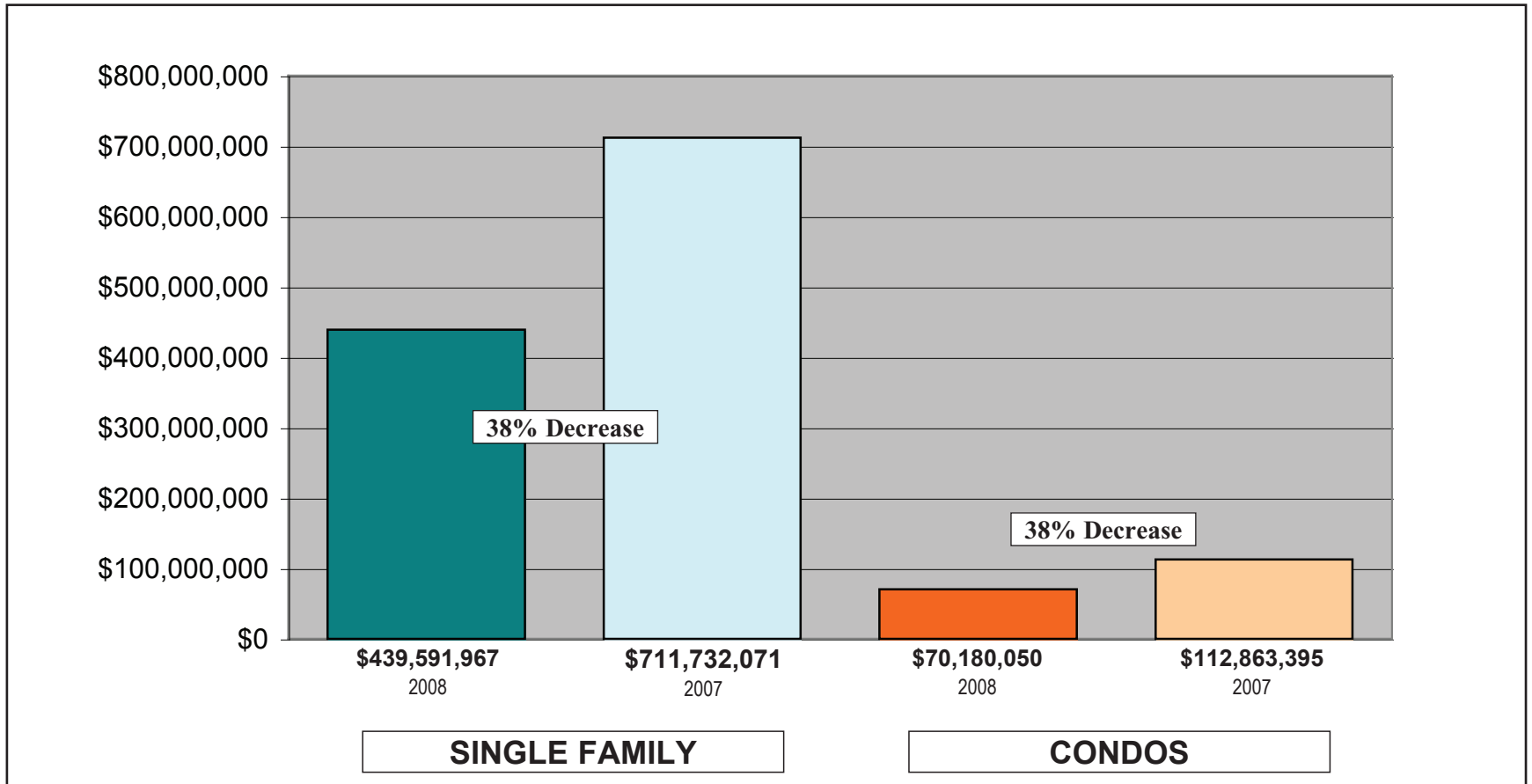


# LAKE TAHOE

## SALES VOLUME 2008 vs 2007

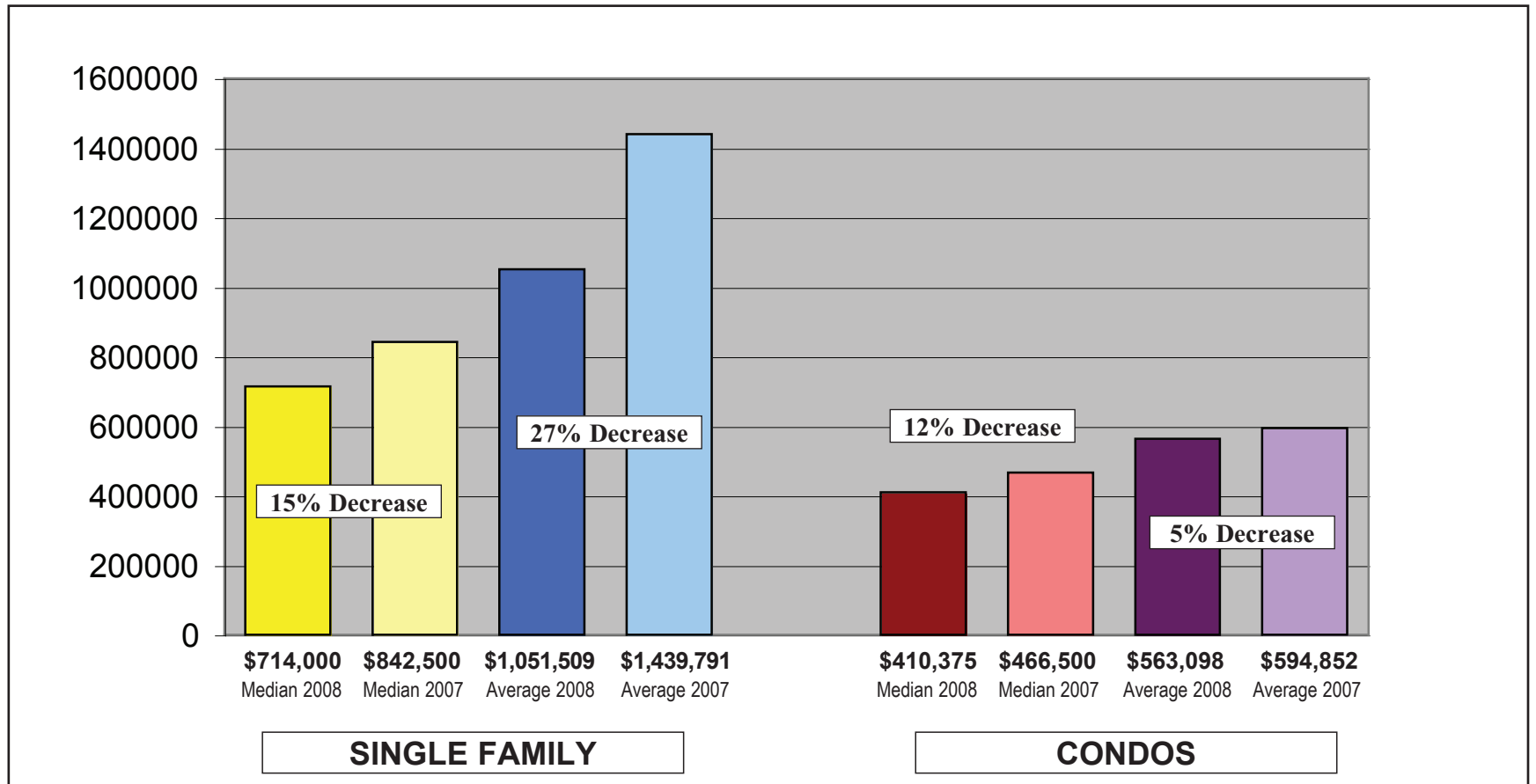
January 1 thru September 30



# LAKE TAHOE

## MEDIAN & AVERAGE PRICE 2008 vs 2007

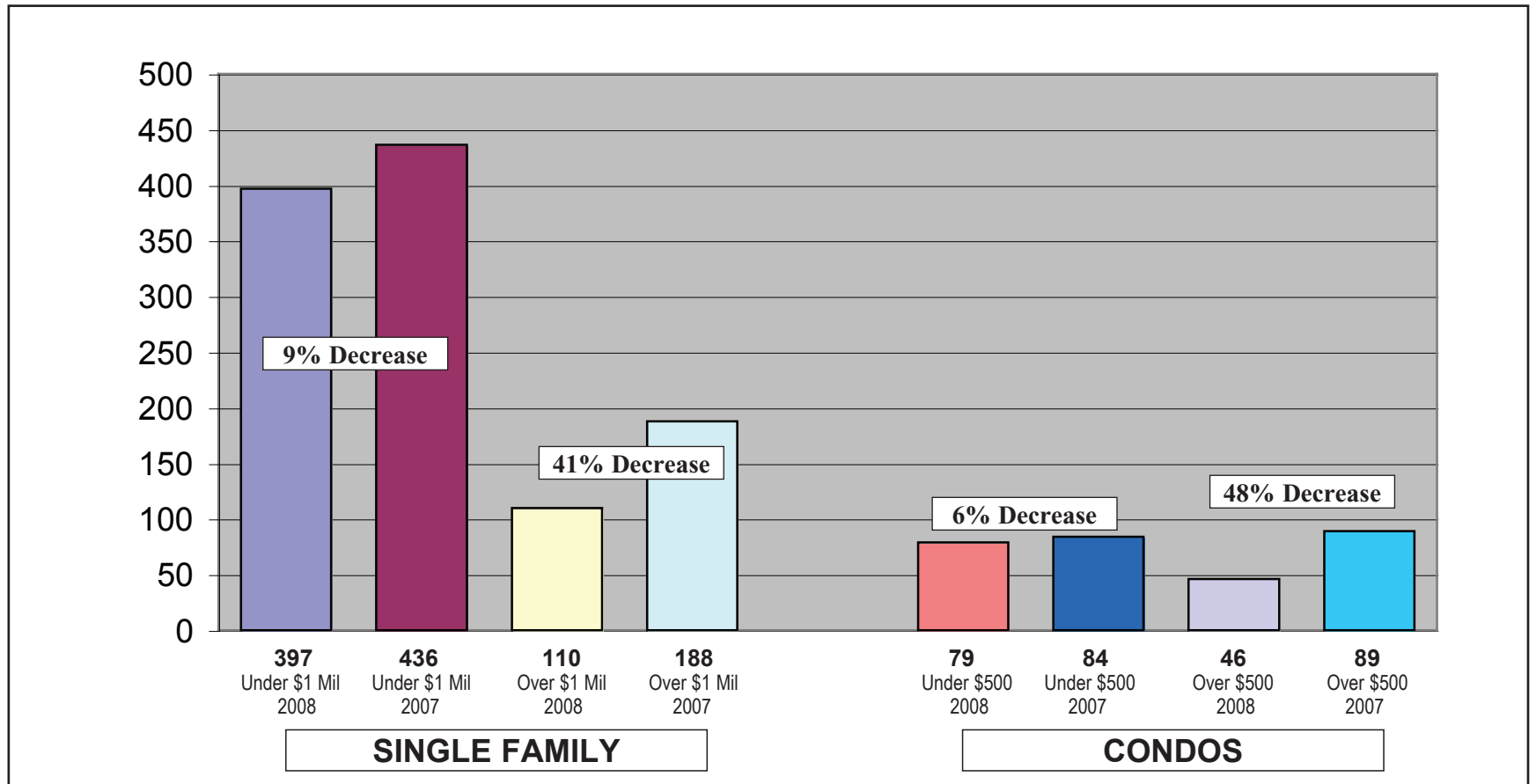
January 1 thru September 30



# LAKE TAHOE

## UNITS SOLD 2008 vs 2007

### January 1 thru September 30



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 9/30/08

# CHASE INTERNATIONAL

## THIRD QUARTER REVIEW 2008 vs 2007

### January 1 thru September 30

#### SINGLE FAMILY

TOTALS LAKE TAHOE - Single Family	2008	2007	%
Volume	439,591,967	711,732,071	-38%
Units	507	624	-19%
Median Price (Average)	714,000	842,500	-15%
Average Price (Average)	1,051,509	1,439,791	-27%
Units Under \$1 Mil	397	436	-9%
Units Over \$1 Mil	110	188	-41%

EAST SHORE- Single Family	2008	2007	%
Volume	\$62,796,400	\$136,214,237	-54%
Units	55	60	-8%
Median Price	659,000	1,012,500	-35%
Average Price	1,141,752	2,270,237	-50%
Units Under \$1 Mil	37	30	23%
Units Over \$1 Mil	18	30	-40%

INCLINE - Single Family *	2008	2007	%
Volume	\$119,135,877	\$248,724,766	-52%
Units	88	145	-39%
Median Price	1,135,000	1,200,000	-5%
Average Price	1,353,817	1,715,343	-21%
Units Under \$1 Mil	35	52	-33%
Units Over \$1 Mil	53	93	-43%

\*Includes PUD's

#### CONDOS

Lake Tahoe TOTALS - Condos	2008	2007	%
Volume	70,180,050	112,863,395	-38%
Units	125	173	-28%
Median Price (Average)	410,375	466,500	-12%
Average Price (Average)	563,098	594,852	-5%
Units Under \$500	79	84	-6%
Units Over \$500	46	89	-48%

EAST SHORE- Condos	2008	2007	%
Volume	\$8,379,700	\$13,621,000	-38%
Units	20	33	-39%
Median Price	346,000	390,000	-11%
Average Price	418,985	412,757	2%
Units Under \$500	16	26	-38%
Units Over \$500	4	7	-43%

INCLINE - Condos	2008	2007	%
Volume	\$32,058,400	\$57,217,395	-44%
Units	51	75	-32%
Median Price	525,000	585,000	-10%
Average Price	628,596	762,899	-18%
Units Under \$500	22	23	-4%
Units Over \$500	29	52	-44%

# CHASE INTERNATIONAL

## THIRD QUARTER REVIEW 2008 vs 2007

### January 1 thru September 30

#### SINGLE FAMILY

TAHOE CITY - Single Family	2008	2007	%
Volume	\$133,270,507	\$161,483,568	-17%
Units	109	137	-20%
Median Price	657,000	722,500	-9%
Average Price	1,222,665	1,187,379	3%
Units Under \$1 Mil	83	104	-20%
Units Over \$1 Mil	26	33	-21%

SOUTH SHORE - Single Family	2008	2007	%
Volume	\$124,389,183	\$165,309,500	-25%
Units	255	282	-10%
Median Price	405,000	435,000	-7%
Average Price	487,801	586,204	-17%
Units Under \$1 Mil	242	250	-3%
Units Over \$1 Mil	13	32	-59%

TRUCKEE - Single Family*	2008	2007	%
Volume	\$261,624,207	\$275,369,490	-5%
Units	317	339	-6%
Median Price	631,000	632,000	0%
Average Price	825,312	812,299	2%
Units Under \$1 Mil	249	288	-14%
Units Over \$1 Mil	68	51	33%

\*Not included in Lake Tahoe totals

#### CONDOS

TAHOE CITY - Condos	2008	2007	%
Volume	\$17,529,500	\$31,678,500	-45%
Units	21	41	-49%
Median Price	495,000	551,000	-10%
Average Price	834,738	772,646	8%
Units Under \$500	11	18	-39%
Units Over \$500	10	23	-57%

SOUTH SHORE - Condos	2008	2007	%
Volume	\$12,212,450	\$10,346,500	18%
Units	33	24	38%
Median Price	275,500	340,000	-19%
Average Price	370,074	431,104	-14%
Units Under \$500	30	17	76%
Units Over \$500	3	7	-57%

TRUCKEE - Condos	2008	2007	%
Volume	\$76,643,738	\$97,280,438	-21%
Units	91	119	-24%
Median Price	545,000	575,000	-5%
Average Price	842,238	817,842	3%
Units Under \$500	38	38	0%
Units Over \$500	53	81	-35%

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# CHASE INTERNATIONAL

## THIRD QUARTER REVIEW 2008 vs 2007

### January 1 thru September 30

#### SINGLE FAMILY

TOTALS RENO/SPARKS - Single Family	2008	2007	%
Volume	\$846,475,304	\$1,059,574,173	-20%
Units	2629	2691	-2%
Median Price	260,000	310,000	-16%
Average Price	321,976	393,747	-18%
Units Under \$1 Mil	2575	2590	-1%
Units Over \$1 Mil	24	101	-76%

RENO - Single Family	2008	2007	%
Volume	\$636,591,537	\$817,933,948	-22%
Units	1847	1926	-4%
Median Price	275,000	325,000	-15%
Average Price	344,662	424,680	-19%
Units Under \$1 Mil	1794	1826	-2%
Units Over \$1 Mil	53	100	-47%

SPARKS - Single Family	2008	2007	%
Volume	\$204,968,567	\$241,640,225	-15%
Units	767	765	0%
Median Price	245,000	287,000	-15%
Average Price	267,234	315,869	-15%
Units Under \$1 Mil	767	764	0%
Units Over \$1 Mil	0	1	-100%

#### CONDOS

TOTALS RENO/SPARKS - Condos	2008	2007	%
Volume	\$52,145,791	\$132,203,389	-61%
Units	290	581	-50%
Median Price (Average)	152,250	218,000	-30%
Average Price (Average)	179,813	227,544	-21%
Units Under \$500	280	563	-50%
Units Over \$500	10	18	-44%

RENO - Condos	2008	2007	%
Volume	\$43,909,056	\$110,466,135	-60%
Units	237	471	-50%
Median Price	160,500	230,000	-30%
Average Price	185,270	234,535	-21%
Units Under \$500	227	453	-50%
Units Over \$500	10	18	-44%

SPARKS - Condos	2008	2007	%
Volume	\$8,236,735	\$21,737,254	-62%
Units	53	110	-52%
Median Price	145,000	186,000	-22%
Average Price	155,410	197,611	-21%
Units Under \$500	53	110	-52%
Units Over \$500	0	0	0%

# CHASE INTERNATIONAL

## THIRD QUARTER REVIEW 2008 vs 2007

### January 1 thru September 30

#### SINGLE FAMILY

CARSON VALLEY - Single Family	2008	2007	%
Volume	\$129,737,739	\$168,635,623	-23%
Units	364	389	-6%
Median Price	295,000	375,000	-21%
Average Price	356,422	433,510	-18%
Units Under \$1 Mil	358	381	-6%
Units Over \$1 Mil	8	8	0%