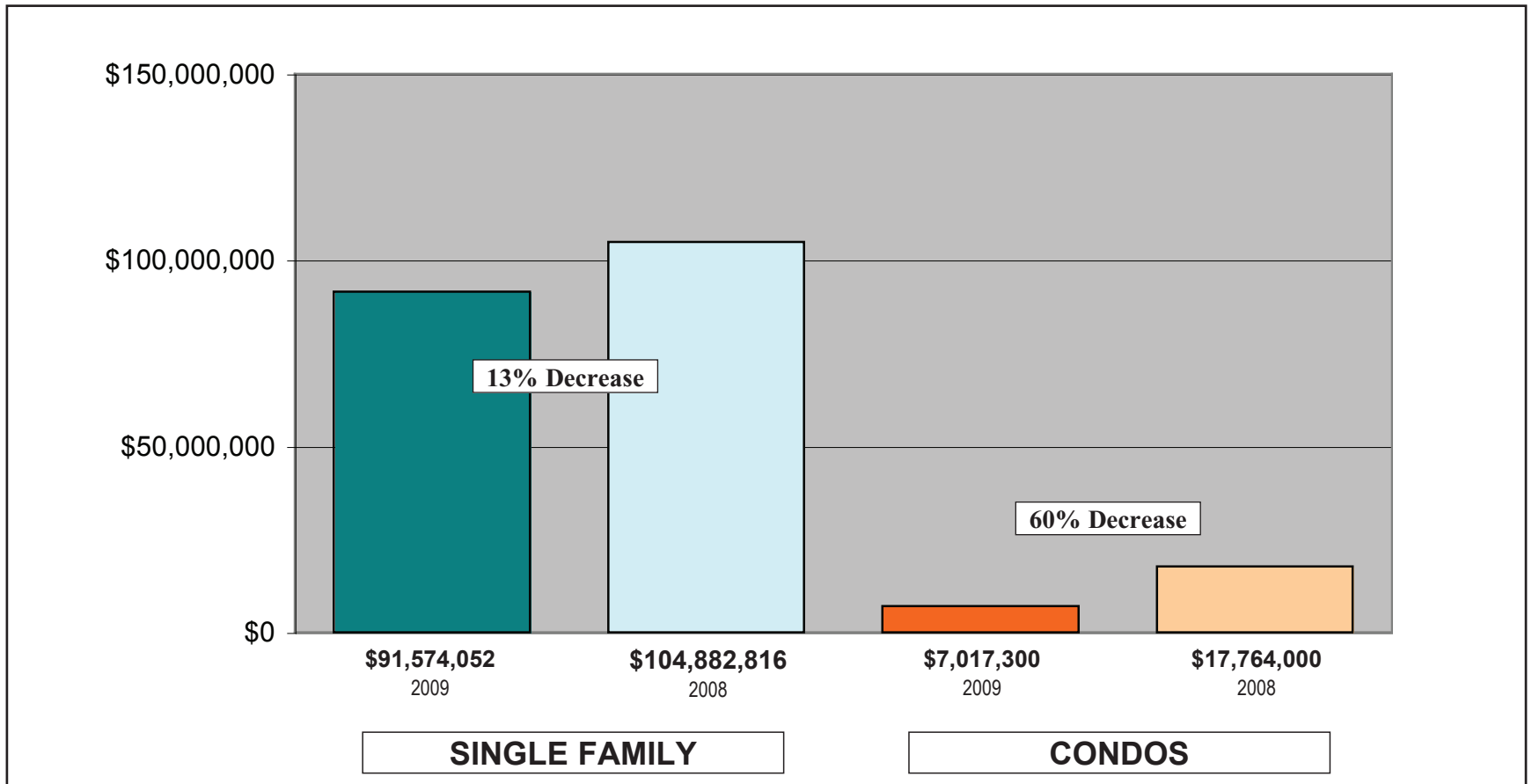


# LAKE TAHOE

## SALES VOLUME 2009 vs 2008

January 1 thru March 31

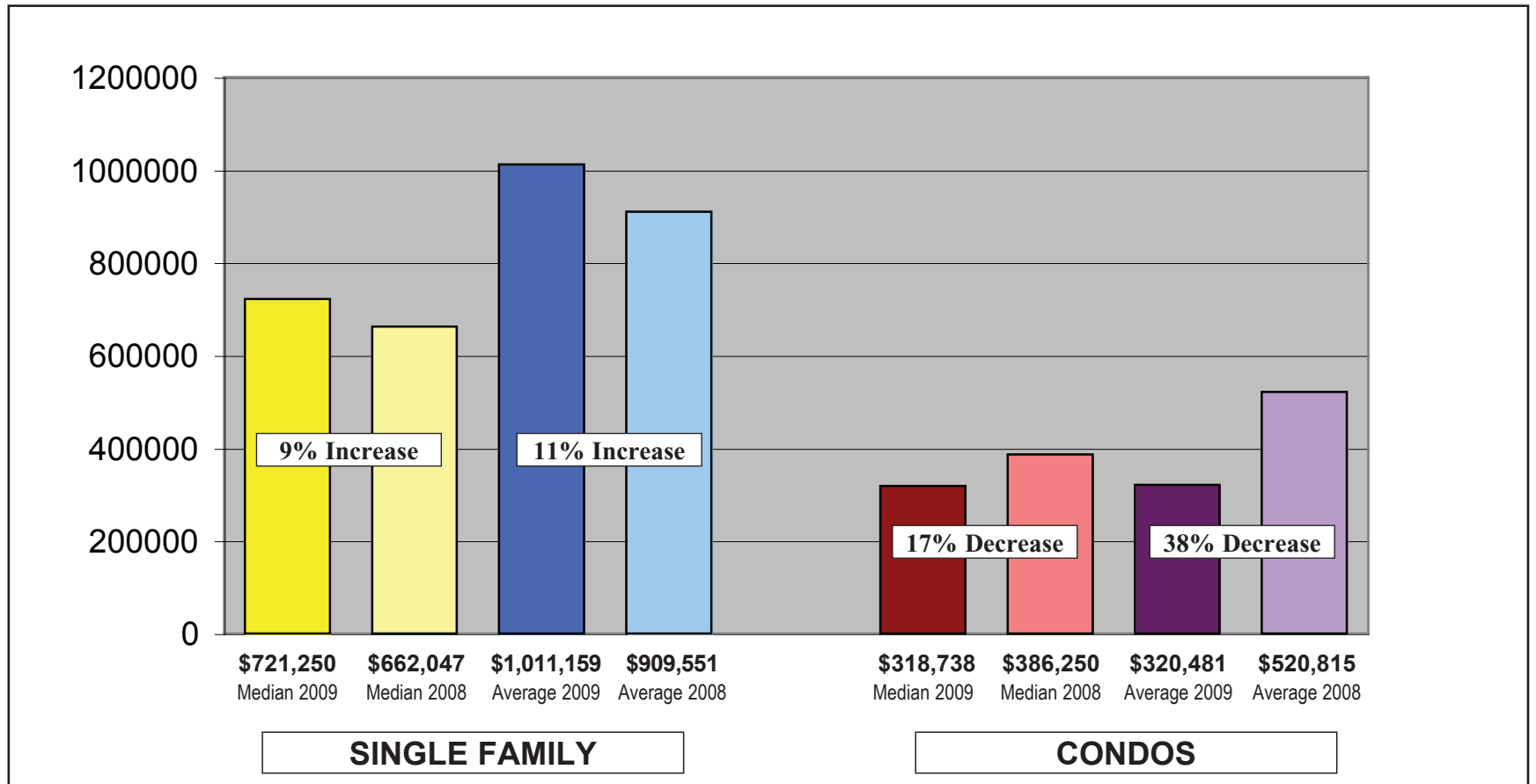


Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 3/31/09

# LAKE TAHOE

## MEDIAN & AVERAGE PRICE 2009 vs 2008

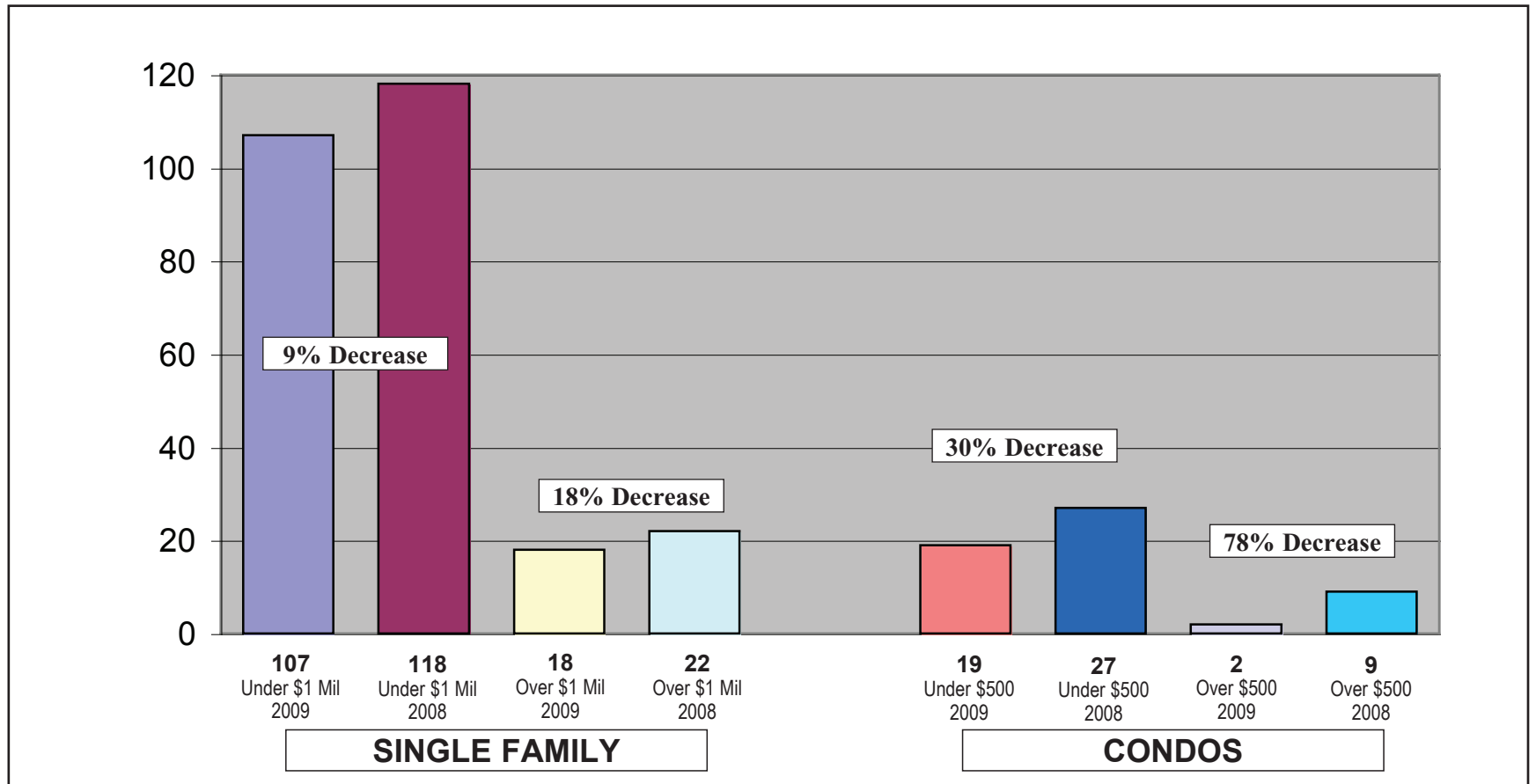
### January 1 thru March 31



# LAKE TAHOE

## UNITS SOLD 2009 vs 2008

### January 1 thru March 31



Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 3/31/09

# CHASE INTERNATIONAL

## FIRST QUARTER REVIEW 2009 vs 2008

### January 1 thru March 31

#### SINGLE FAMILY

| Lake Tahoe TOTALS - Single Family | 2009       | 2008        | %    |
|-----------------------------------|------------|-------------|------|
| Volume                            | 91,574,052 | 104,882,816 | -13% |
| Units                             | 125        | 140         | -11% |
| Median Price (Average)            | 721,250    | 662,047     | 9%   |
| Average Price (Average)           | 1,011,159  | 909,551     | 11%  |
| Units Under \$1 Mil               | 107        | 118         | -9%  |
| Units Over \$1 Mil                | 18         | 22          | -18% |

| EAST SHORE- Single Family | 2009         | 2008         | %    |
|---------------------------|--------------|--------------|------|
| Volume                    | \$15,837,310 | \$22,483,900 | -30% |
| Units                     | 15           | 19           | -21% |
| Median Price              | 520,000      | 775,000      | -33% |
| Average Price             | 1,055,820    | 1,183,363    | -11% |
| Units Under \$1 Mil       | 12           | 13           | -8%  |
| Units Over \$1 Mil        | 3            | 6            | -50% |

| INCLINE - SF *Includes PUD's | 2009         | 2008         | %    |
|------------------------------|--------------|--------------|------|
| Volume                       | \$32,725,450 | \$19,044,516 | 72%  |
| Units                        | 17           | 17           | 0%   |
| Median Price                 | 1,450,000    | 898,688      | 61%  |
| Average Price                | 1,925,026    | 1,120,265    | 72%  |
| Units Under \$1 Mil          | 6            | 10           | -40% |
| Units Over \$1 Mil           | 11           | 7            | 57%  |

\*Includes PUD's

#### CONDOS

| TOTALS - Condos         | 2009      | 2008       | %    |
|-------------------------|-----------|------------|------|
| Volume                  | 7,017,300 | 17,764,000 | -60% |
| Units                   | 21        | 36         | -42% |
| Median Price (Average)  | 318,738   | 386,250    | -17% |
| Average Price (Average) | 320,481   | 520,815    | -38% |
| Units Under \$500       | 19        | 27         | -30% |
| Units Over \$500        | 2         | 9          | -78% |

| EAST SHORE- Condos | 2009      | 2008        | %     |
|--------------------|-----------|-------------|-------|
| Volume             | \$598,900 | \$3,153,000 | -81%  |
| Units              | 2         | 8           | -75%  |
| Median Price       | 299,450   | 321,000     | -7%   |
| Average Price      | 299,450   | 394,125     | -24%  |
| Units Under \$500  | 2         | 7           | -71%  |
| Units Over \$500   | 0         | 1           | -100% |

| INCLINE - Condos  | 2009        | 2008        | %    |
|-------------------|-------------|-------------|------|
| Volume            | \$3,519,900 | \$7,907,000 | -55% |
| Units             | 9           | 15          | -40% |
| Median Price      | 400,000     | 410,000     | -2%  |
| Average Price     | 391,100     | 527,133     | -26% |
| Units Under \$500 | 8           | 11          | -27% |
| Units Over \$500  | 1           | 4           | -75% |

# CHASE INTERNATIONAL

## FIRST QUARTER REVIEW 2009 vs 2008

### January 1 thru March 31

#### SINGLE FAMILY

| TAHOE CITY - Single Family | 2009         | 2008         | %    |
|----------------------------|--------------|--------------|------|
| Volume                     | \$13,657,500 | \$30,821,500 | -56% |
| Units                      | 22           | 36           | -39% |
| Median Price               | 575,000      | 575,000      | 0%   |
| Average Price              | 650,357      | 856,152      | -24% |
| Units Under \$1 Mil        | 20           | 30           | -33% |
| Units Over \$1 Mil         | 2            | 6            | -67% |

| SOUTH SHORE - Single Family | 2009         | 2008         | %    |
|-----------------------------|--------------|--------------|------|
| Volume                      | \$29,353,792 | \$32,532,900 | -10% |
| Units                       | 71           | 68           | 4%   |
| Median Price                | 340,000      | 399,500      | -15% |
| Average Price               | 413,434      | 478,425      | -14% |
| Units Under \$1 Mil         | 69           | 65           | 6%   |
| Units Over \$1 Mil          | 2            | 3            | -33% |

| TRUCKEE - Single Family | 2009         | 2008         | %    |
|-------------------------|--------------|--------------|------|
| Volume                  | \$53,705,000 | \$78,429,580 | -32% |
| Units                   | 76           | 85           | -11% |
| Median Price            | 550,000      | 690,000      | -20% |
| Average Price           | 716,066      | 922,700      | -22% |
| Units Under \$1 Mil     | 63           | 59           | 7%   |
| Units Over \$1 Mil      | 13           | 26           | -50% |

\*Not included in Lake Tahoe totals

#### CONDOS

| TAHOE CITY - Condos | 2009        | 2008        | %    |
|---------------------|-------------|-------------|------|
| Volume              | \$1,299,500 | \$4,320,000 | -70% |
| Units               | 4           | 5           | -20% |
| Median Price        | 337,500     | 549,000     | -39% |
| Average Price       | 324,875     | 864,000     | -62% |
| Units Under \$500   | 3           | 2           | 50%  |
| Units Over \$500    | 1           | 3           | -67% |

| SOUTH SHORE - Condos | 2009        | 2008        | %     |
|----------------------|-------------|-------------|-------|
| Volume               | \$1,599,000 | \$2,384,000 | -33%  |
| Units                | 6           | 8           | -25%  |
| Median Price         | 238,000     | 265,000     | -10%  |
| Average Price        | 266,500     | 298,000     | -11%  |
| Units Under \$500    | 6           | 7           | -14%  |
| Units Over \$500     | 0           | 1           | -100% |

| TRUCKEE - Condos  | 2009        | 2008         | %    |
|-------------------|-------------|--------------|------|
| Volume            | \$9,353,850 | \$30,999,850 | -70% |
| Units             | 14          | 28           | -50% |
| Median Price      | 416,975     | 722,000      | -42% |
| Average Price     | 668,132     | 1,107,137    | -40% |
| Units Under \$500 | 9           | 8            | 13%  |
| Units Over \$500  | 5           | 20           | -75% |

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## FIRST QUARTER REVIEW 2009 vs 2008

### January 1 thru March 31

#### SINGLE FAMILY

| TOTALS RENO/SPARKS - Single Family | 2009          | 2008          | %    |
|------------------------------------|---------------|---------------|------|
| Volume                             | \$201,902,639 | \$204,861,686 | -1%  |
| Units                              | 857           | 598           | 43%  |
| Median Price                       | 200,000       | 279,500       | -28% |
| Average Price                      | 235,592       | 342,578       | -31% |
| Units Under \$1 Mil                | 849           | 585           | 45%  |
| Units Over \$1 Mil                 | 8             | 13            | -38% |

| RENO - Single Family | 2009          | 2008          | %    |
|----------------------|---------------|---------------|------|
| Volume               | \$139,392,044 | \$157,099,861 | -11% |
| Units                | 554           | 430           | 29%  |
| Median Price         | 205,000       | 291,500       | -30% |
| Average Price        | 251,610       | 365,348       | -31% |
| Units Under \$1 Mil  | 546           | 417           | 31%  |
| Units Over \$1 Mil   | 8             | 13            | -38% |

| SPARKS - Single Family | 2009         | 2008         | %    |
|------------------------|--------------|--------------|------|
| Volume                 | \$62,510,595 | \$47,761,825 | 31%  |
| Units                  | 303          | 168          | 80%  |
| Median Price           | 195,000      | 259,950      | -25% |
| Average Price          | 206,305      | 284,296      | -27% |
| Units Under \$1 Mil    | 303          | 168          | 80%  |
| Units Over \$1 Mil     | 0            | 0            |      |

#### CONDOS

| TOTALS RENO/SPARKS - Condos | 2009        | 2008         | %    |
|-----------------------------|-------------|--------------|------|
| Volume                      | \$8,603,820 | \$15,388,880 | -44% |
| Units                       | 84          | 82           | 2%   |
| Median Price                | 88,500      | 170,000      | -48% |
| Average Price               | 102,426     | 187,669      | -45% |
| Units Under \$500           | 84          | 81           | 4%   |
| Units Over \$500            | 0           | 1            |      |

| RENO - Condos     | 2009        | 2008         | %    |
|-------------------|-------------|--------------|------|
| Volume            | \$6,399,670 | \$12,396,085 | -48% |
| Units             | 60          | 66           | -9%  |
| Median Price      | 87,425      | 170,000      | -49% |
| Average Price     | 106,661     | 187,819      | -43% |
| Units Under \$500 | 60          | 65           | -8%  |
| Units Over \$500  | 0           | 1            |      |

| SPARKS - Condos   | 2009        | 2008        | %    |
|-------------------|-------------|-------------|------|
| Volume            | \$2,204,150 | \$2,992,795 | -26% |
| Units             | 24          | 16          | 50%  |
| Median Price      | 89,450      | 180,450     | -50% |
| Average Price     | 91,839      | 187,049     | -51% |
| Units Under \$500 | 24          | 16          | 50%  |
| Units Over \$500  | 0           | 0           |      |

# CHASE INTERNATIONAL

## FIRST QUARTER REVIEW 2009 vs 2008

### January 1 thru March 31

#### SINGLE FAMILY

| CARSON VALLEY - Single Family | 2009         | 2008         | %    |
|-------------------------------|--------------|--------------|------|
| Volume                        | \$24,301,638 | \$36,385,862 | -33% |
| Units                         | 84           | 96           | -13% |
| Median Price                  | 244,950      | 289,950      | -16% |
| Average Price                 | 289,305      | 379,019      | -24% |
| Units Under \$1 Mil           | 83           | 93           | -11% |
| Units Over \$1 Mil            | 1            | 3            | -67% |