



The information is based upon residential sales reported to the Tahoe Sierra Multiple Listing Service (MLS) for the periods of January 1 through March 31 for the years 2000 through 2005.

NOTE: This representation is based in whole or in part on data supplied by the Tahoe Sierra Board of Realtors or its MLS neither the board, its MLS or Tahoe Sierra Real Estate Associates guarantees or is in any way responsible for its accuracy. Data maintained by the Board or its MLS may not reflect all real estate activity in the market.

Please refer to 2005 First Quarter North and West Tahoe Residential Sales Summary for more detailed information regarding sales prices, listings and sales reported, and area covered.

COMPLIMENTS OF TAHOE SIERRA REAL ESTATE ASSOCIATES

2005 FIRST QUARTER NORTH AND WEST TAHOE RESIDENTIAL SALES SUMMARY

The following information is based upon residential sales reported to the Tahoe Sierra Multiple Listing Service (MLS) for the period of January 1, 2005 through March 31, 2005 with comparative statistics for the same period in 2000, 2001 2002, 2003, and 2004. The area covered is Northshore Stateline to Emerald Bay.

	SINGLE FAMILY RESIDENTIAL SALES					
	2000	2001	2002	2003	2004*	2005
TOTAL SALES REPORTED	66	56	50	51	55	56
% CHANGE IN SALES REPORTED FROM FIRST QUARTER 2004						1.82%
MEDIAN SALE PRICE	\$379,000	\$392,000	\$420,000	\$450,000	\$585,000	\$613,000
% CHANGE IN MEDIAN SALE PRICE FROM FIRST QUARTER 2004						4.79%
AVERAGE SALE PRICE	\$601,000	\$476,000	\$590,000	\$518,000	\$1,105,000	\$709,000
% CHANGE IN AVERAGE SALE PRICE FROM FIRST QUARTER 2004						-35.84%
AVERAGE DAYS ON MARKET	N/A	N/A	172	166	228	149
INVENTORY OF HOMES FOR SALE ON MARCH 31	119	142	182	163	144	153
% CHANGE IN INVENTORY OF HOMES FOR SALE FROM MARCH 31, 2004						6.25%
		CONDOMINIUM SALES				
TOTAL SALES REPORTED	15	13	13	12	11	14
% CHANGE IN SALES REPORTED FROM FIRST QUARTER 2004						27.27%
MEDIAN SALE PRICE	\$165,000	\$260,000	\$217,000	\$208,000	\$400,000	\$650,000
% CHANGE IN MEDIAN SALE PRICE FROM FIRST QUARTER 2004						62.50%
AVERAGE SALE PRICE	\$140,000	\$405,500	\$275,000	\$245,000	\$446,000	\$793,000
% CHANGE IN AVERAGE SALE PRICE FROM FIRST QUARTER 2004						77.80%
AVERAGE DAYS ON MARKET	N/A	N/A	135	132	117	87
INVENTORY OF HOMES FOR SALE ON MARCH 31	23	26	36	47	45	42
% CHANGE IN SALES REPORTED FROM FIRST QUARTER 2004						-6.67%

NOTE: This representation is based in whole or in part on data supplied by the Tahoe Sierra Board of Realtors or its MLS Neither the board, its MLS, or Tahoe Sierra Real Estate Associates guarantees or is in any way responsible for its accuracy. Data maintained by the Board or its MLS may not reflect all real estate activity in the market. 2004 sales review has been updated.