

LAKESHORE REALTY

Single-Family Home Sales Q1-Q3, 2020 (Jan-Sept)

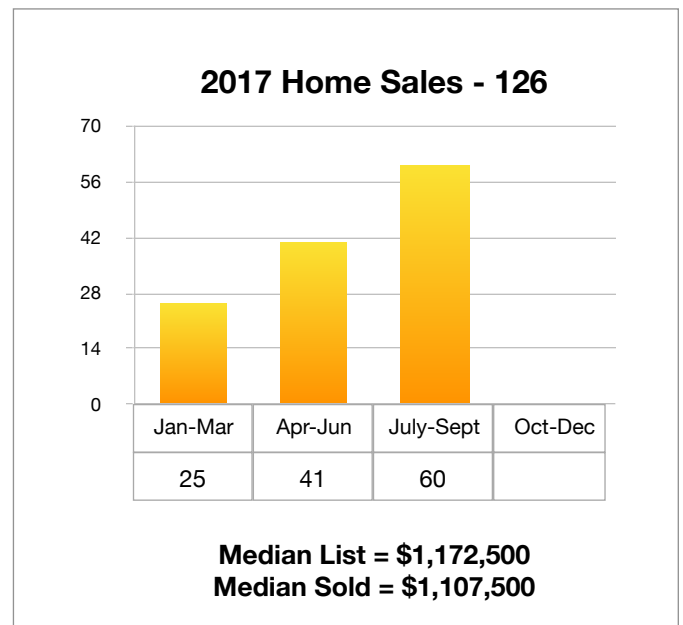
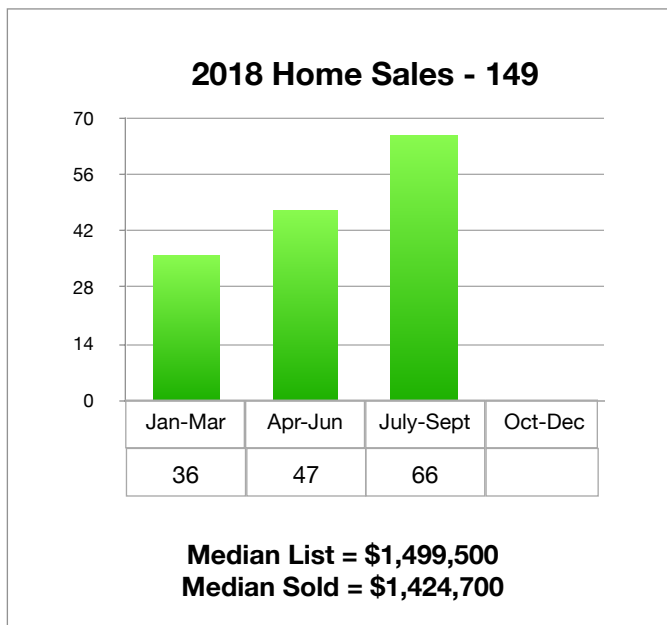
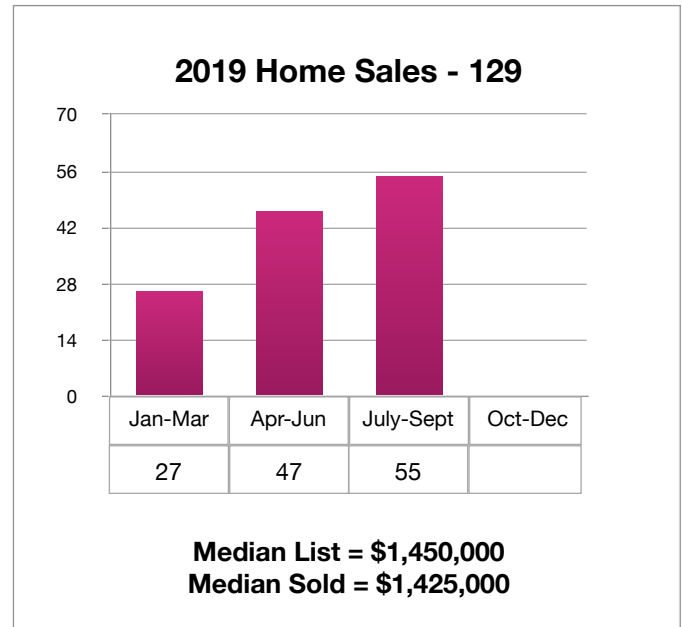
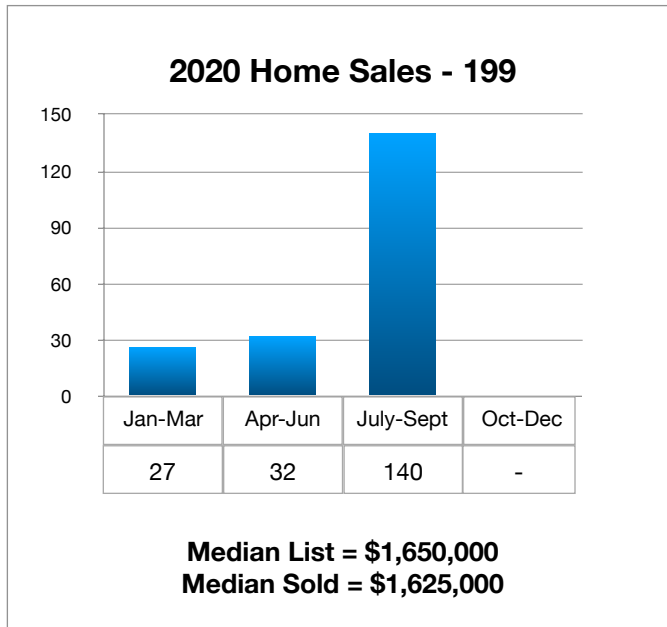
| Area | Total Sales | Minimum | Median | Maximum | Avg. DOM |
|---------------------------|-------------|------------------|--------------------|---------------------|------------|
| Lakefront Incline | 5 | \$6,300,000 | \$9,550,000 | \$27,500,000 | 180 |
| Crystal Bay Lakefront | 6 | \$5,850,000 | \$7,725,000 | \$24,850,000 | 434 |
| Millcreek | 21 | \$1,200,000 | \$2,775,000 | \$7,140,000 | 207 |
| Eastern Slope | 24 | \$900,000 | \$1,512,500 | \$6,900,000 | 164 |
| Upper Tyner | 12 | \$689,000 | \$1,185,000 | \$5,700,000 | 164 |
| Championship Golf Course | 15 | \$645,000 | \$2,350,000 | \$5,300,000 | 179 |
| Lakeview Subdivision | 21 | \$998,000 | \$2,620,000 | \$5,250,000 | 180 |
| Central South Hwy 28 | 1 | - | - | \$5,000,000 | 42 |
| Ponderosa | 14 | \$665,000 | \$1,225,000 | \$4,175,000 | 305 |
| Lower Tyner | 19 | \$830,000 | \$1,470,000 | \$3,900,000 | 157 |
| The Woods | 15 | \$700,000 | \$1,000,000 | \$2,950,000 | 101 |
| Crystal Bay non-lakefront | 6 | \$670,000 | \$1,975,000 | \$2,800,000 | 264 |
| Jennifer | 25 | \$648,000 | \$1,300,000 | \$2,580,000 | 109 |
| Mountain Golf Course | 4 | \$1,425,000 | \$1,675,000 | \$1,950,000 | 342 |
| Apollo | 7 | \$704,000 | \$1,085,000 | \$1,425,000 | 67 |
| Central North Hwy 28 | 1 | - | - | \$1,160,000 | 49 |
| Skiway | 3 | \$625,000 | \$625,000 | \$775,000 | 161 |
| TOTAL: | 199 | \$625,000 | \$1,625,000 | \$27,500,000 | 179 |

| Price | Active | Pending | Sold |
|---------------------------|-----------|-----------|------------|
| \$0 - \$1,000,000 | 6 | 7 | 43 |
| \$1,000,000 - \$2,000,000 | 18 | 22 | 79 |
| \$2,000,000 - \$3,000,000 | 10 | 10 | 36 |
| \$3,000,000 - \$4,000,000 | 7 | 4 | 12 |
| \$4,000,000 - \$5,000,000 | 6 | 2 | 7 |
| \$5,000,000 - \$6,000,000 | 2 | 0 | 5 |
| \$6,000,000 | 12 | 3 | 17 |
| Total: | 63 | 48 | 199 |

| Homes | Q1-Q3 2019 | Q1-Q3 2020 | % Change |
|--------------------|---------------|---------------|---------------|
| Closed Sales | 129 | 199 | +54.3% |
| Median List Price | \$1,450,000 | \$1,650,000 | +13.7% |
| Median Sale Price | \$1,425,000 | \$1,625,000 | +14.0% |
| Average DOM | 176 | 179 | +1.7% |
| Total Sales Volume | \$303,896,370 | \$513,620,816 | +69.0% |



Mid-Year Single-Family Home Sales (Jan-Sept) Comparison 2017-2020



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2009-2020 Home Quarterly Sales

