
MARKET REPORT

THIRD QUARTER STATISTICS 2017



LAKE TAHOE | RENO | SPARKS | CARSON VALLEY | TRUCKEE

CHASE
INTERNATIONAL

REAL ESTATE



HEART. It's what sets Chase International apart from the rest of the real estate pack. We are a company motivated by our clients' success. It means finding just the right house you can call home. It means suggesting movers, painters and interior designers, or giving tours of local schools. It means loving every inch of your home and selling it for the highest price in the shortest time. Whatever it takes, we're here for you. Some would call this kind of service over-the-top. At Chase, we call it heart. And when you have it, everything else takes care of itself.

OFFICES

ZEPHYR COVE
775 588 6130

SOUTH LAKE TAHOE
530 544 2121

GLENBROOK
775 749 5663

INCLINE VILLAGE
775 831 7300

TAHOE CITY
530 581 0722

TRUCKEE
530 550 2464

RENO
775 850 5900

SPARKS
775 737 5900

CARSON VALLEY
775 782 2777

CHASE
INTERNATIONAL
LUXURY LEADER

MARKET OVERVIEW

Tahoe Home Sales Stay Steady in 3rd Quarter

ZEPHYR COVE, Nev. (Oct. 5, 2017) - Home sales around Lake Tahoe held steady through late summer with a five percent increase in volume sold. The number of homes sold, however, was down seven percent. Homes sold for more less than \$1 million continued to fall (nine percent) while homes sold for over \$1 million rose four percent.

The figures are part of a quarterly report released by Lake Tahoe-based real estate agency Chase International. The numbers compare all MLS home sales from January 1, 2017 through September 30, 2017 to the same time frame of 2016. The median price of a home in Lake Tahoe rose one percent to \$580,000.

South Shore saw the biggest jump in the sale of million-dollar homes, up 24 percent, with the East Shore following at six percent. Incline Village had the largest increase in volume sold. It's also the most expensive area to purchase a home, with a median home price of \$1,069,000 (up three percent).

The National Association of Realtors reports that pending home sales fell 2.6 percent in August. Lawrence Yun, chief economist for NAR, says the nation's low supply levels have officially drained all of the housing market's momentum over the past year.

"Low supply levels are contributing to our strong market in the mid to lower ranges even though the market continues to be flat in the upper end" said Susan Lowe

In Truckee, the median price of a home rose seven percent to \$670,000 while volume and overall units were down 11 and eight percent, respectively.

Condominium sales around the lake remained strong with a 37 percent jump in volume sold. The median price of a condominium in Lake Tahoe is up eleven percent to \$395,000.

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Nixon Mansion | Reno | Nevada

MARKET OVERVIEW

Luxury Homes Selling Big in Reno Median Home Price up Ten Percent

ZEPHYR COVE, Nev. (Oct. 5, 2017) – Reno’s real estate market continues to grow, experiencing a 67 percent jump in homes selling for more than \$1 million throughout the Reno-Sparks area. Homes selling for less than a million rose three percent.

The figures are part of a quarterly report released by Lake Tahoe-based real estate agency Chase International. The numbers compare all MLS home sales from January 1, 2017 through September 30, 2017 to the same time frame of 2016. The median price of a home in the area rose ten percent to \$333,000. Overall sales volume was up 17 percent, with Reno specifically seeing a 20 percent jump and Sparks 11 percent. Units sold throughout the area was up four percent.

“Reno’s housing market continues to thrive and grow with its business friendly environment and proximity to America’s all-year playground, Lake Tahoe” Susan Lowe, corporate vice president for Chase International, said. “Reno is the up and coming place to be.”

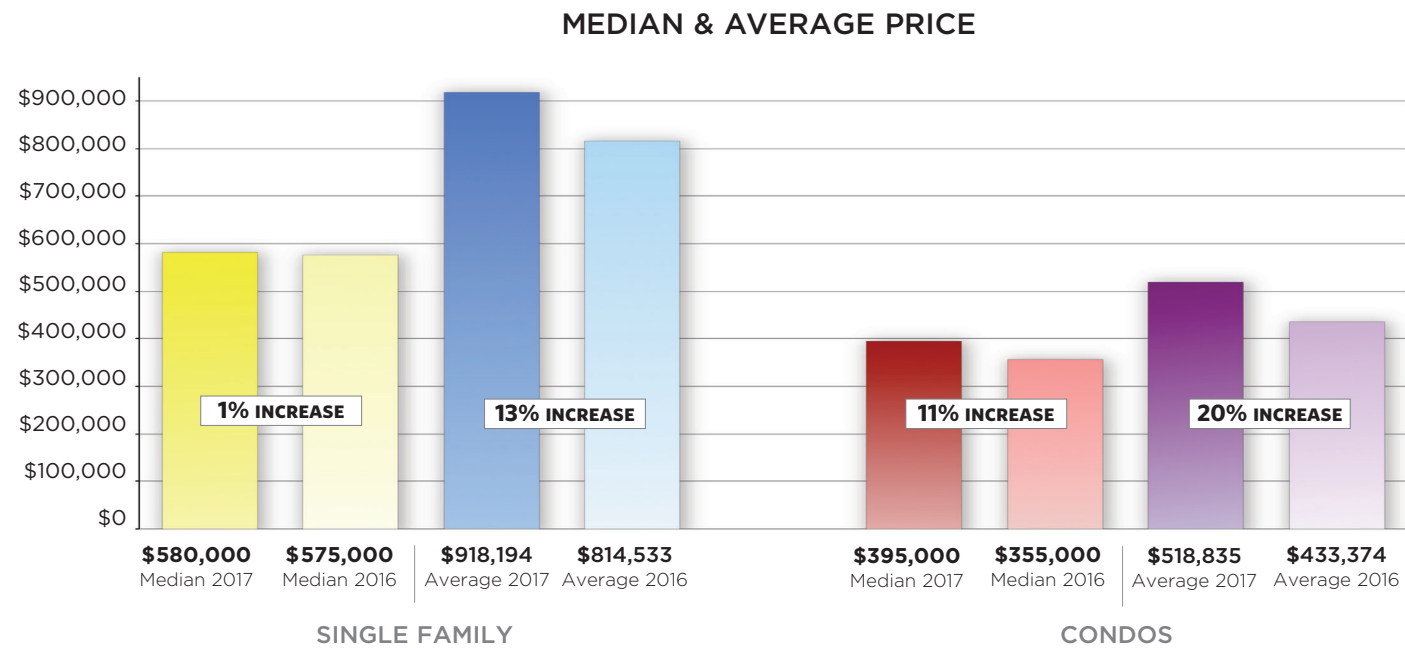
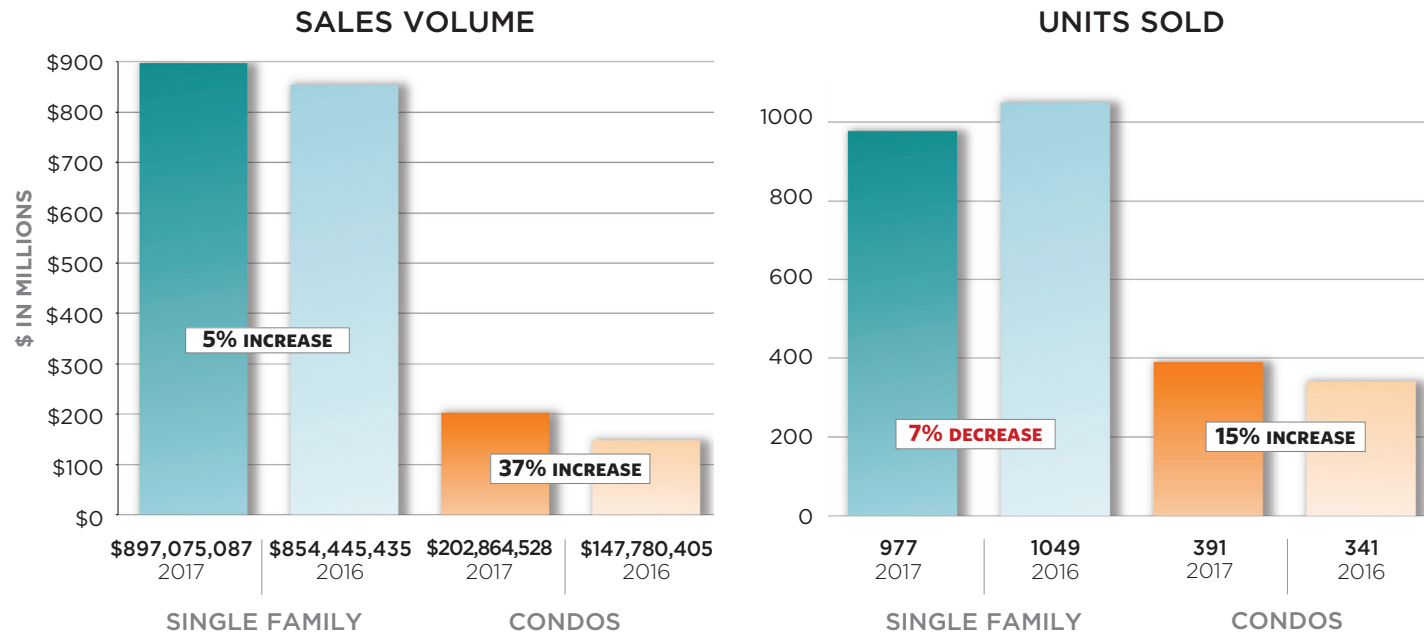
Carson Valley saw a 16 percent jump in sales volume and 83 percent rise in homes selling for more than a million. The median price of a home in Carson Valley was up 12 percent to \$365,000.

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LAKE TAHOE

2017 Third Quarter Statistics January 1st - September 30th

2017 vs 2016



LAKE TAHOE

2017 Third Quarter Statistics January 1st - September 30th

2017 vs 2016

INCLINE VILLAGE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$284,271,822	\$230,060,021	24%	Volume	\$80,094,300	\$75,116,325	7%
Units	165	170	-3%	Units	145	149	-3%
Median Price	\$1,069,000	\$1,035,625	3%	Median Price	\$465,000	\$425,000	9%
Average Price	\$1,722,860	\$1,353,294	27%	Average Price	\$552,374	\$504,136	10%
Units Under \$1 Mil	74	80	-8%	Units Under \$500	81	100	-19%
Units Over \$1 Mil	91	90	1%	Units Over \$500	64	49	31%

EAST SHORE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$104,619,600	\$112,159,659	-7%	Volume	\$34,810,650	\$26,095,400	33%
Units	82	95	-14%	Units	82	65	26%
Median Price	\$881,000	\$800,000	10%	Median Price	\$381,500	\$342,000	12%
Average Price	\$1,275,848	\$1,180,627	8%	Average Price	\$424,520	\$401,467	6%
Units Under \$1 Mil	48	63	-24%	Units Under \$500	62	56	11%
Units Over \$1 Mil	34	32	6%	Units Over \$500	20	9	122%

SOUTH SHORE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$259,523,154	\$262,381,623	-1%	Volume	\$33,845,703	\$21,327,120	59%
Units	490	528	-7%	Units	76	70	9%
Median Price	\$439,000	\$405,000	8%	Median Price	\$302,500	\$297,500	2%
Average Price	\$529,639	\$496,935	7%	Average Price	\$445,338	\$304,673	46%
Units Under \$1 Mil	464	507	-8%	Units Under \$500	62	60	3%
Units Over \$1 Mil	26	21	24%	Units Over \$500	14	10	40%

TAHOE CITY	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$248,660,511	\$249,844,132	0%	Volume	\$54,113,875	\$25,241,560	114%
Units	240	256	-6%	Units	88	57	54%
Median Price	\$649,000	\$575,500	13%	Median Price	\$408,500	\$347,500	18%
Average Price	\$1,036,085	\$975,953	6%	Average Price	\$614,930	\$442,834	39%
Units Under \$1 Mil	192	208	-8%	Units Under \$500	53	45	18%
Units Over \$1 Mil	48	48	0%	Units Over \$500	35	12	192%

LAKE TOTALS	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$897,075,087	\$854,445,435	5%	Volume	\$202,864,528	\$147,780,405	37%
Units	977	1049	-7%	Units	391	341	15%
Median Price	\$580,000	\$575,000	1%	Median Price	\$395,000	\$355,000	11%
Average Price	\$918,194	\$814,533	13%	Average Price	\$518,835	\$433,374	20%
Units Under \$1 Mil	778	858	-9%	Units Under \$500	258	261	-1%
Units Over \$1 Mil	199	191	4%	Units Over \$500	133	80	66%

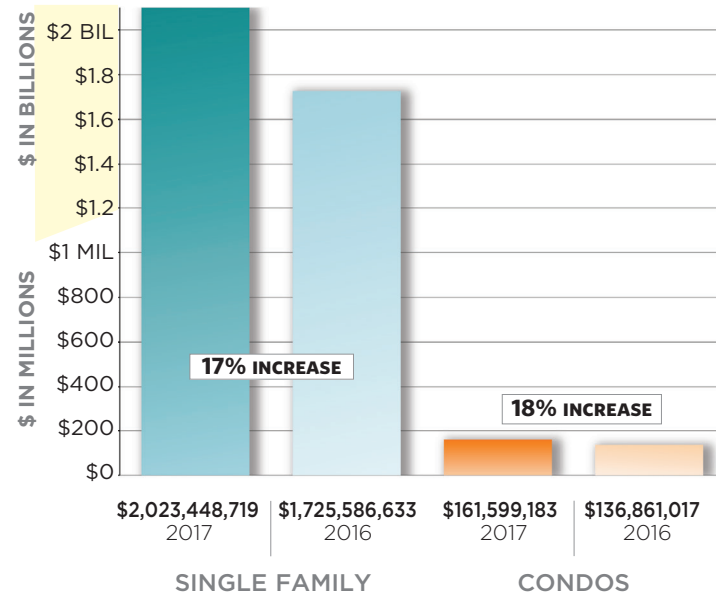
Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 10/05/2017.

RENO & SPARKS

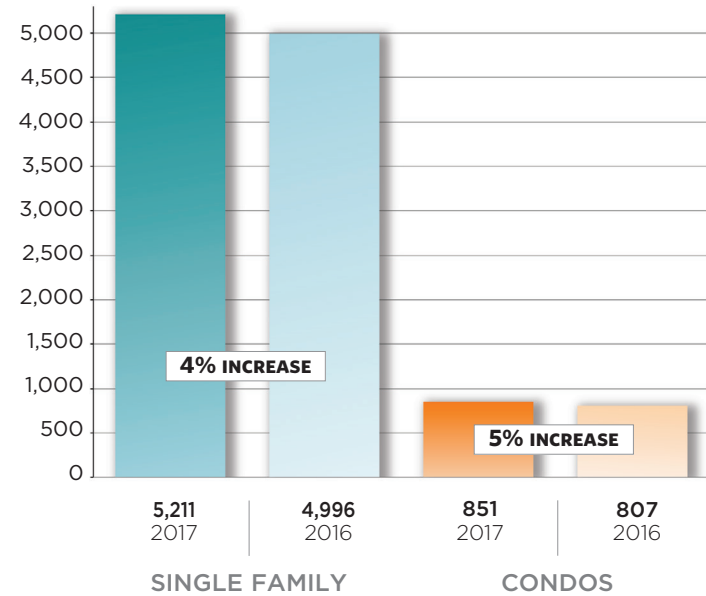
2017 Third Quarter Statistics January 1st - September 30th

2017 vs 2016

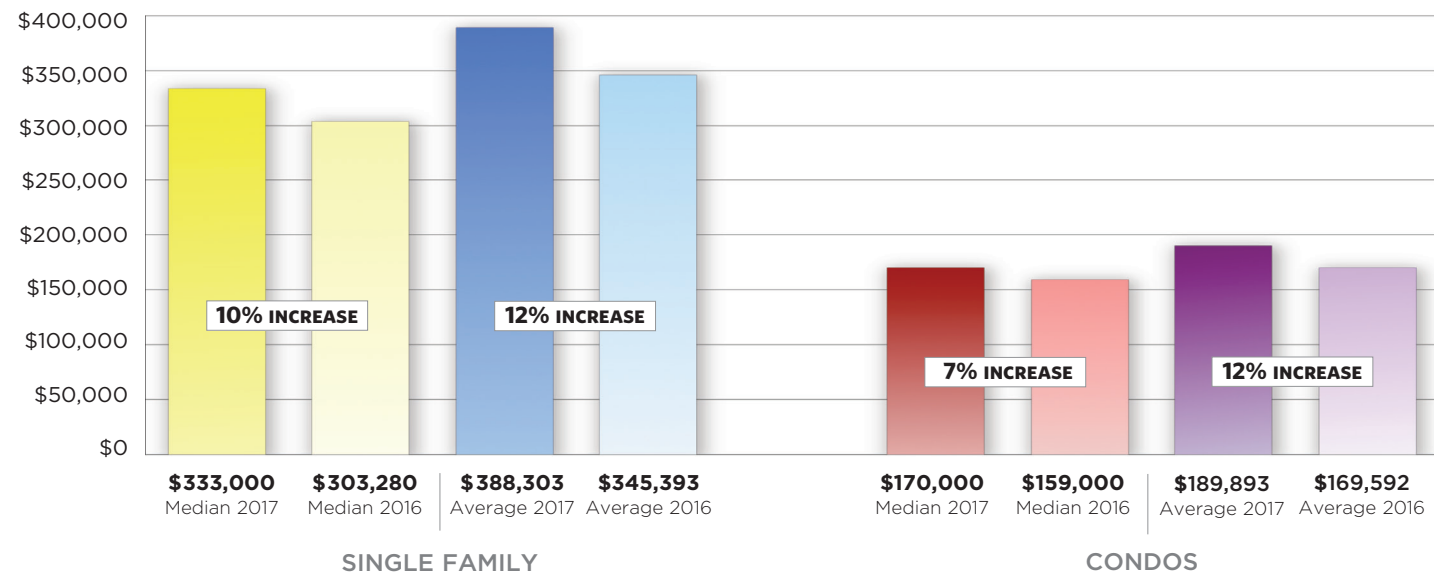
SALES VOLUME



UNITS SOLD



MEDIAN & AVERAGE PRICE



RENO-SPARKS-CARSON

2017 Third Quarter Statistics January 1st - September 30th

2017 vs 2016

RENO	SINGLE FAMILY			CONDOS				
		2017	2016	%		2017	2016	%
	Volume	\$1,491,077,023	\$1,246,454,028	20%	Volume	\$135,454,570	\$116,950,407	16%
	Units	3,596	3,395	6%	Units	694	663	5%
	Median Price	\$349,900	\$315,000	11%	Median Price	\$183,000	\$171,000	7%
	Average Price	\$414,648	\$367,144	13%	Average Price	\$195,179	\$176,395	11%
Units Under \$1 Mil	3,485	3,328	5%	Units Under \$500	685	660	4%	
Units Over \$1 Mil	111	67	66%	Units Over \$500	9	3	200%	

SPARKS	SINGLE FAMILY			CONDOS				
		2017	2016	%		2017	2016	%
	Volume	\$532,801,696	\$479,132,605	11%	Volume	\$26,144,613	\$19,910,610	31%
	Units	1,616	1,601	1%	Units	157	144	9%
	Median Price	\$310,167	\$286,000	8%	Median Price	\$155,000	\$130,000	19%
	Average Price	\$329,704	\$299,270	10%	Average Price	\$166,526	\$138,268	20%
Units Under \$1 Mil	1,615	1,601	1%	Units Under \$500	157	144	9%	
Units Over \$1 Mil	1	0	100%	Units Over \$500	0	0	0%	

RENO/SPARKS	SINGLE FAMILY			CONDOS				
		2017	2016	%		2017	2016	%
	Volume	\$2,023,448,719	\$1,725,586,633	17%	Volume	\$161,599,183	\$136,861,017	18%
	Units	5,211	4,996	4%	Units	851	807	5%
	Median Price	\$333,000	\$303,280	10%	Median Price	\$170,000	\$159,000	7%
	Average Price	\$388,303	\$345,393	12%	Average Price	\$189,893	\$169,592	12%
Units Under \$1 Mil	5,099	4,929	3%	Units Under \$500	842	804	5%	
Units Over \$1 Mil	112	67	67%	Units Over \$500	9	3	200%	

CARSON CITY	SINGLE FAMILY			CONDOS				
		2017	2016	%		2017	2016	%
	Volume	\$190,344,595	\$146,123,132	30%	Volume	\$8,375,458	\$8,350,150	0.3%
	Units	582	502	16%	Units	56	61	-8%
	Median Price	\$286,750	\$265,000	8%	Median Price	\$142,450	\$127,000	12%
	Average Price	\$327,052	\$291,081	12%	Average Price	\$149,561	\$136,887	9%
Units Under \$1 Mil	579	502	15%	Units Under \$500	56	61	-8%	
Units Over \$1 Mil	3	0	300%	Units Over \$500	0	0	0%	

CARSON VALLEY	SINGLE FAMILY			
		2017	2016	%
	Volume	\$279,440,410	\$240,772,859	16%
	Units	681	678	0%
	Median Price	\$365,000	\$324,500	12%
	Average Price	\$410,338	\$355,122	16%
Units Under \$1 Mil	670	672	0%	
Units Over \$1 Mil	11	6	83%	

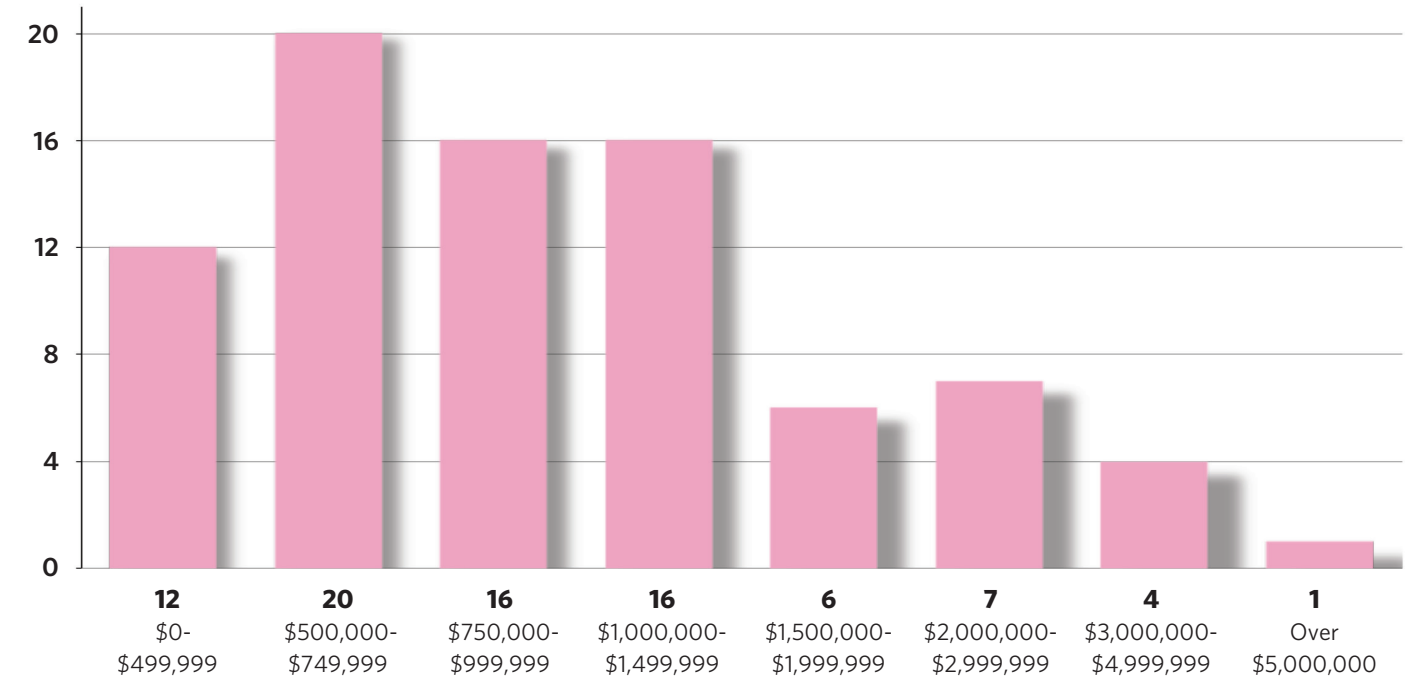
Information gathered from NNRMLS 10/05/2017.



Crystal Pines | East Shore Lake Tahoe | Nevada

EAST SHORE

2017 THIRD QUARTER STATISTICS January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

EAST SHORE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$104,619,600	\$112,159,659	-7%	Volume	\$34,810,650	\$26,095,400	33%
Units	82	95	-14%	Units	82	65	26%
Median Price	\$881,000	\$800,000	10%	Median Price	\$381,500	\$342,000	12%
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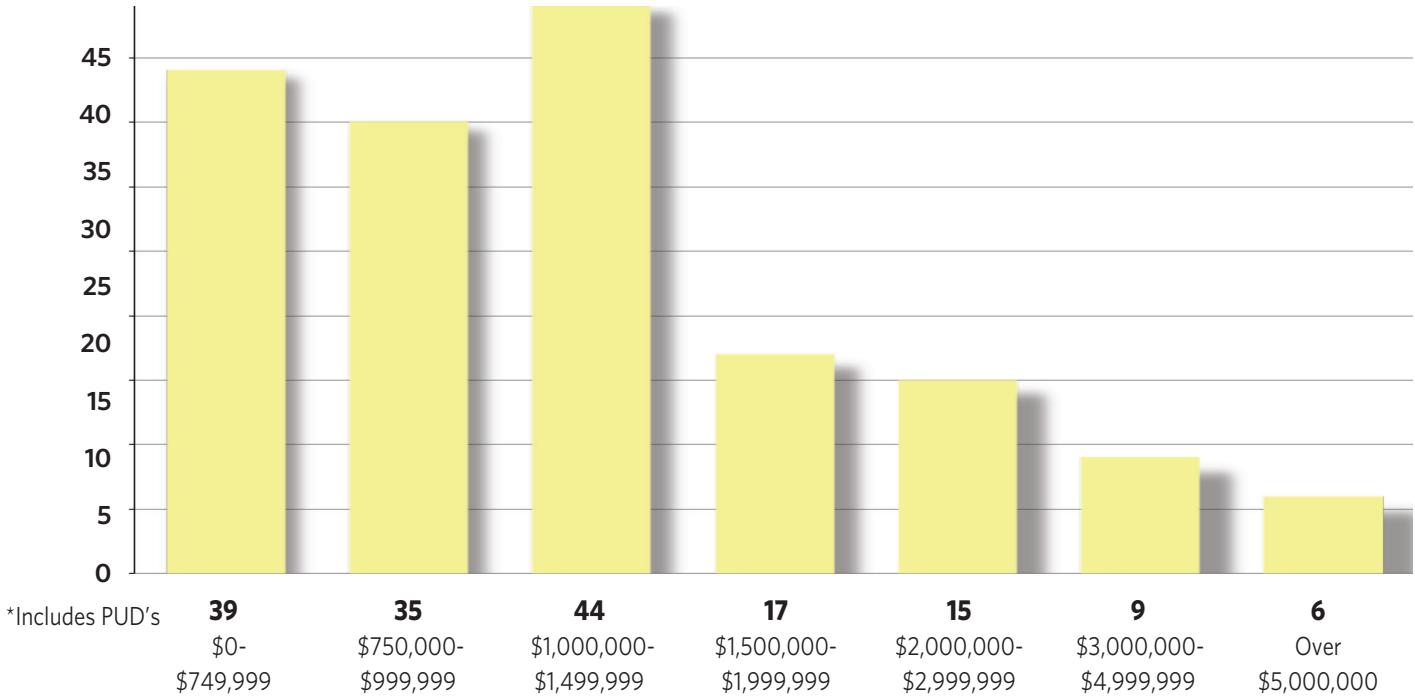


Crystal Point | North Shore Lake Tahoe | Nevada

INCLINE VILLAGE

2017 THIRD QUARTER STATISTICS

January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

INCLINE VILLAGE	SINGLE FAMILY			CONDOS			
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Volume	\$284,271,822	\$230,060,021	24%	Volume	\$80,094,300	\$75,116,325	7%
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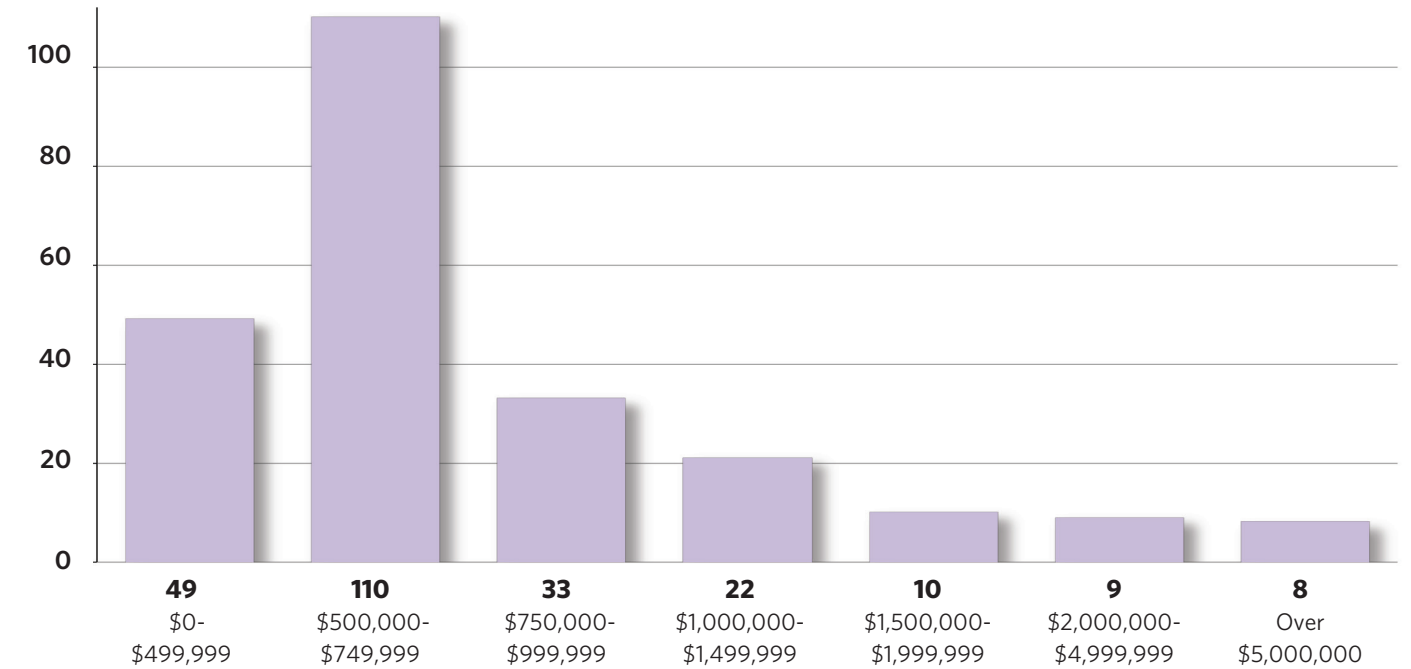
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Cedar Serenity | West Shore Lake Tahoe | Nevada

TAHOE CITY

2017 THIRD QUARTER STATISTICS January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

TAHOE CITY	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$248,660,511	\$249,844,132	0%	Volume	\$54,113,875	\$25,241,560	114%
Units	240	256	-6%	Units	88	57	54%
Median Price	\$649,000	\$575,500	13%	Median Price	\$408,500	\$347,500	18%
Average Price	\$1,036,085	\$975,953	6%	Average Price	\$614,930	\$442,834	39%
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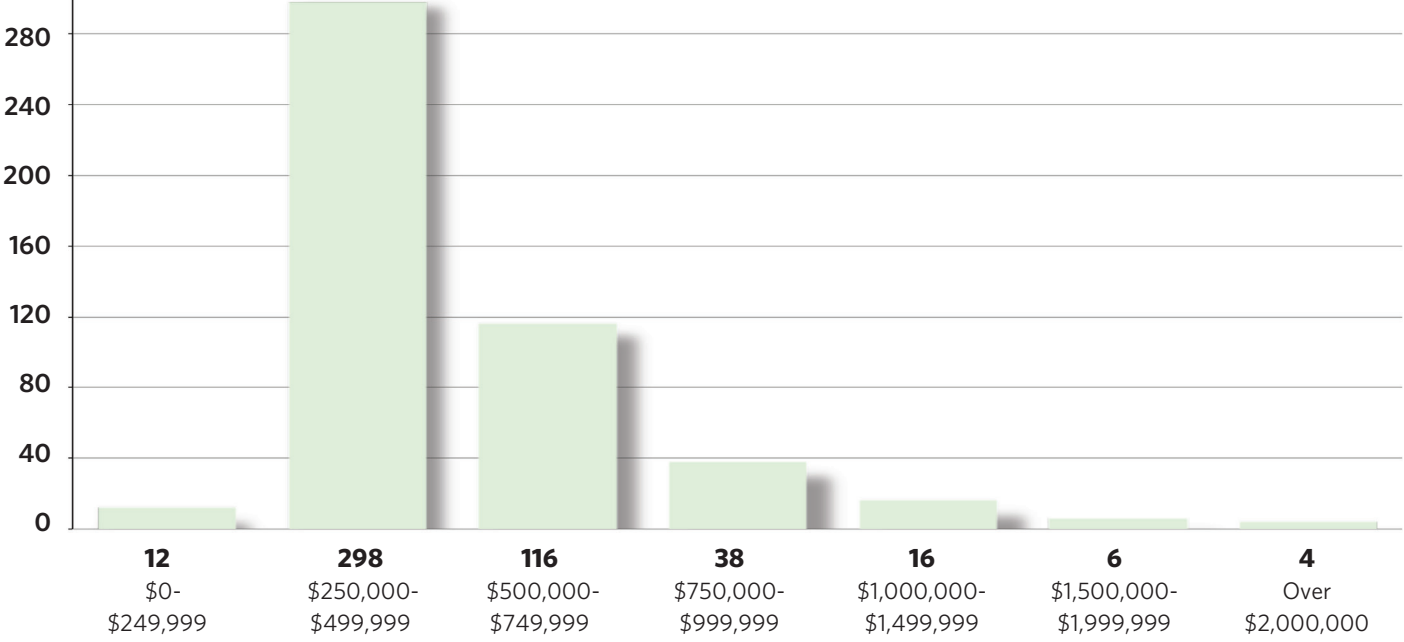
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Bali Beach | Tahoe Keys | California

SOUTH LAKE TAHOE

2017 THIRD QUARTER STATISTICS
January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

SOUTH SHORE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$259,523,154	\$262,381,623	-1%	Volume	\$33,845,703	\$21,327,120	59%
Units	490	528	-7%	Units	76	70	9%
Median Price	\$439,000	\$405,000	8%	Median Price	\$302,500	\$297,500	2%
Average Price	\$529,639	\$496,935	7%	Average Price	\$445,338	\$304,673	46%
Units Under \$1 Mil	464	507	-8%	Units Under \$500	62	60	3%
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Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 10/05/2017.

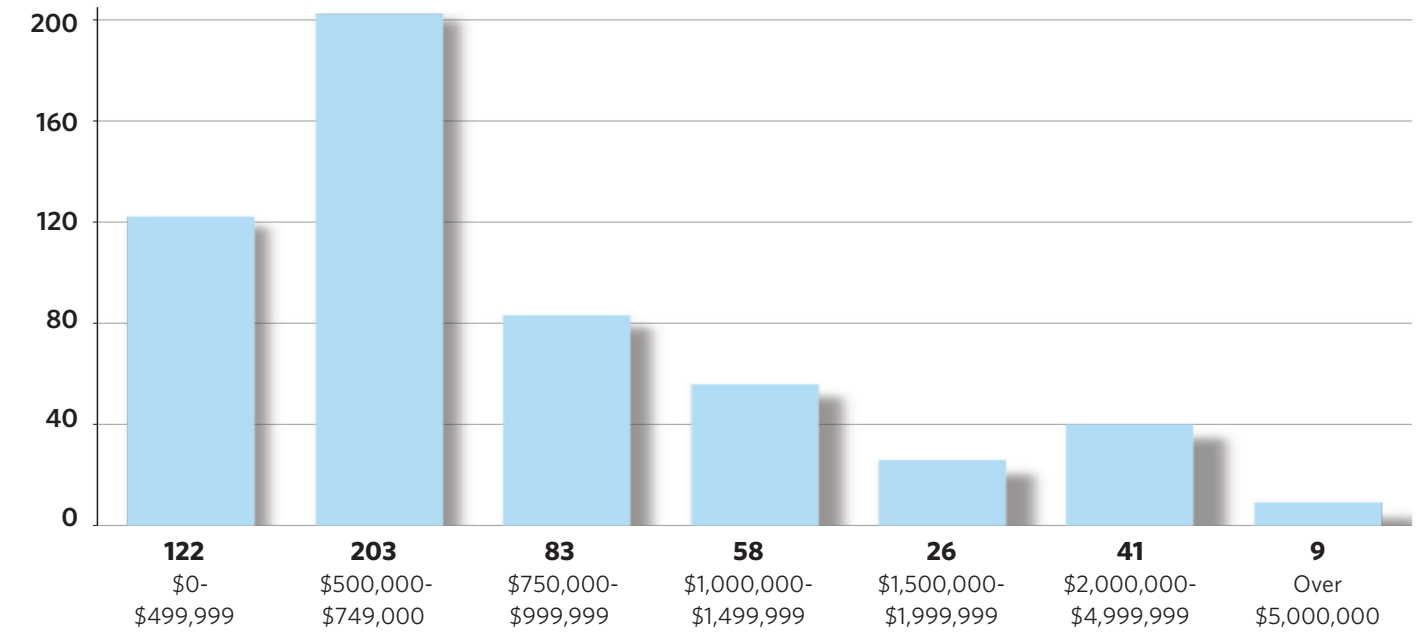


Sierra Vista Estate | Truckee | California

10611 Buckhorn Ridge Ct. Truckee

TRUCKEE

2017 THIRD QUARTER STATISTICS January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

TRUCKEE	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$551,035,264	\$616,658,217	-11%	Volume	\$96,924,522	\$100,656,360	-4%
Units	541	591	-8%	Units	190	189	1%
Median Price	\$670,000	\$625,000	7%	Median Price	\$417,000	\$390,000	7%
Average Price	\$1,018,549	\$1,048,738	-3%	Average Price	\$504,865	\$532,573	-5%
Units Under \$1 Mil	407	435	-6%	Units Under \$500	129	142	-9%
Units Over \$1 Mil	134	156	-14%	Units Over \$500	61	47	30%

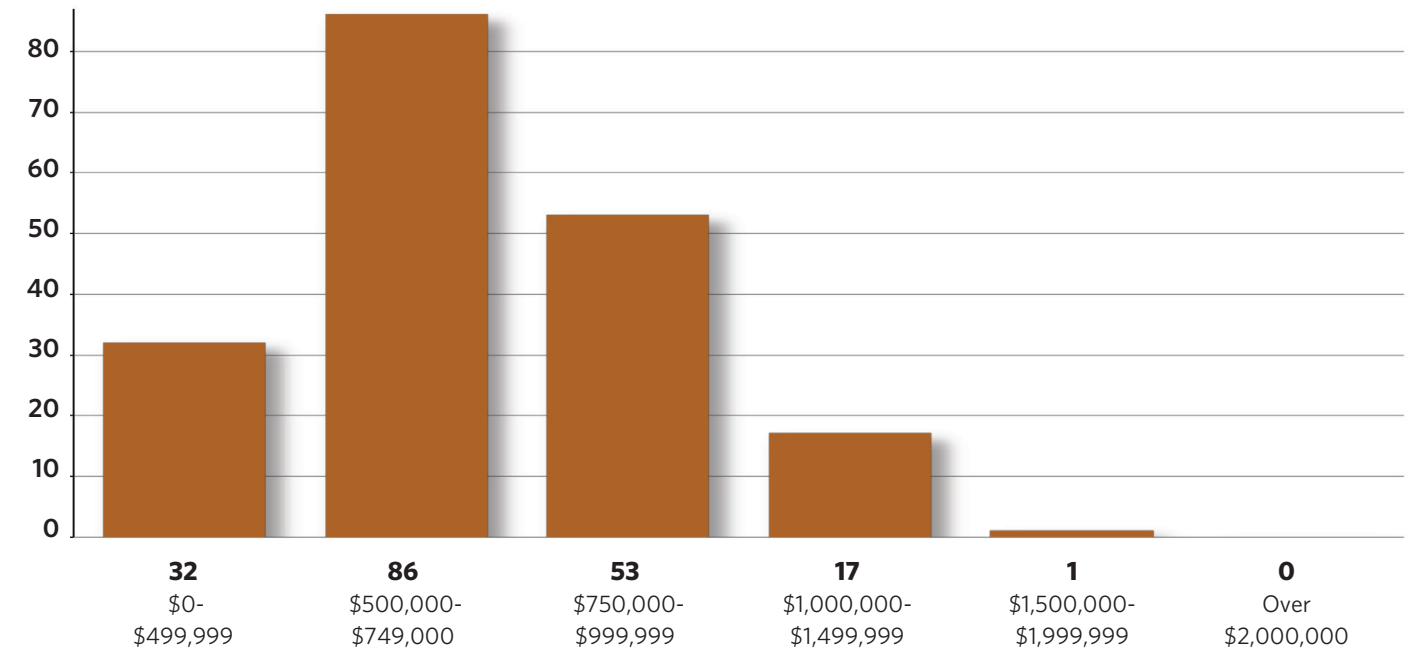
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TAHOE DONNER

2017 THIRD QUARTER STATISTICS

January 1st - September 30th

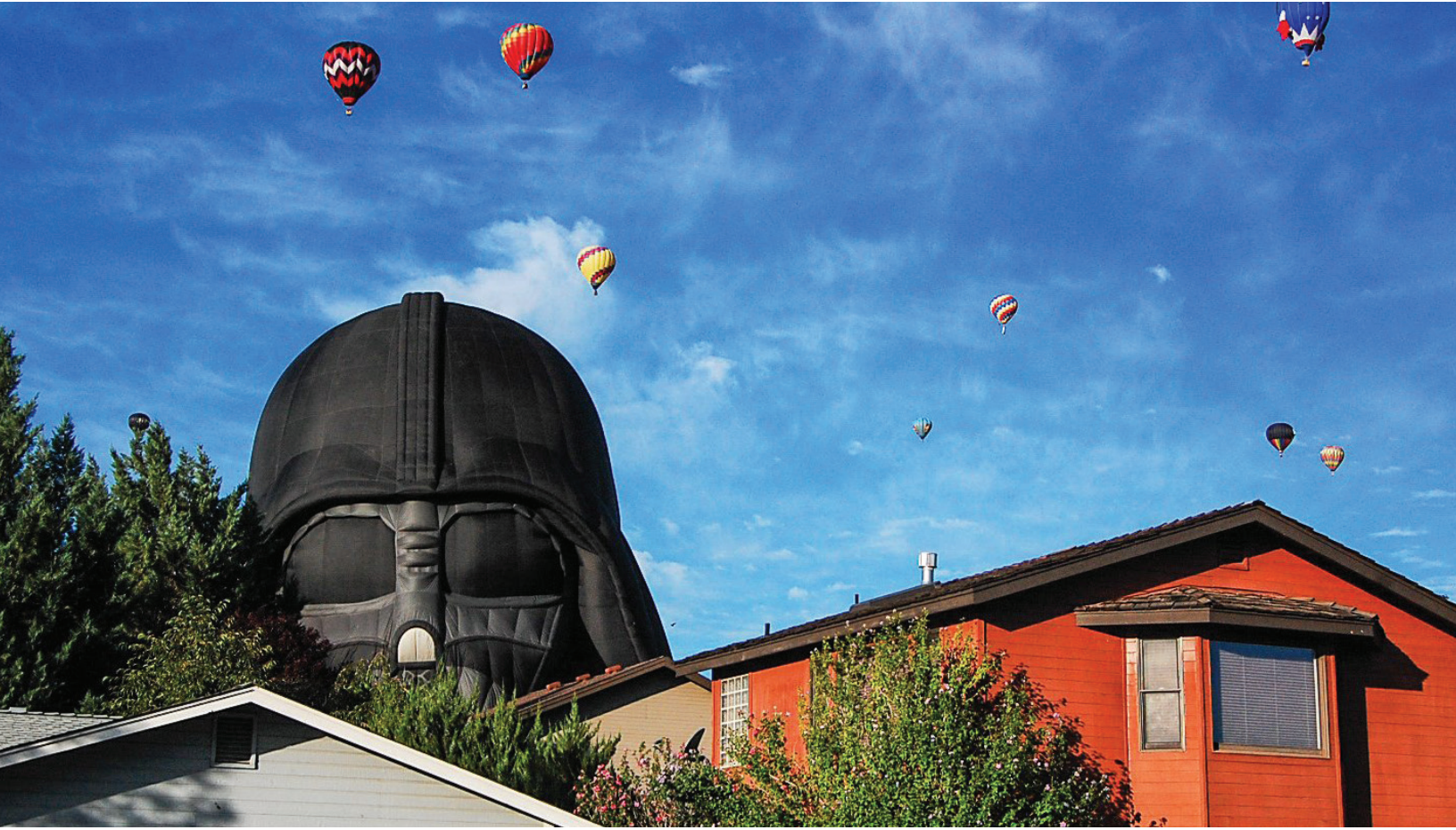


2017 vs 2016

OVERALL MARKET STATISTICS

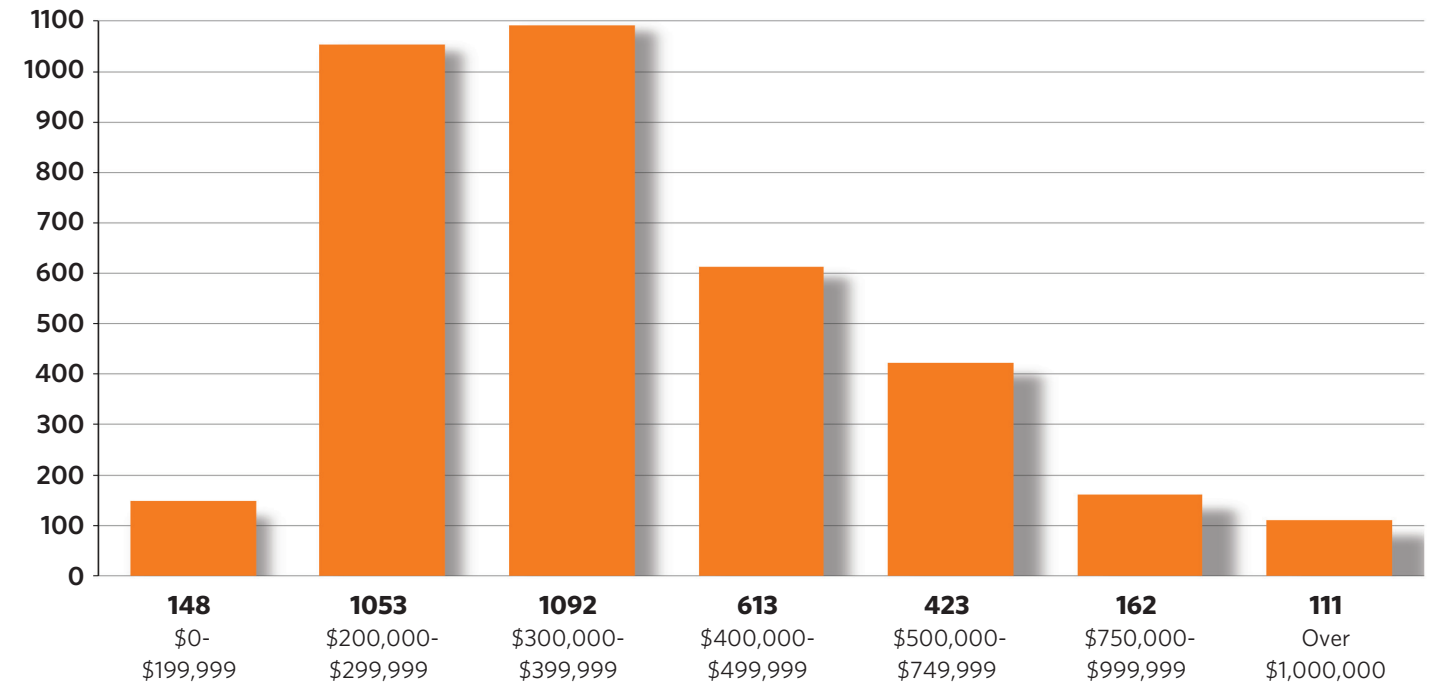
TAHOE DONNER	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$133,775,595	\$130,592,349	2%	Volume	\$19,651,722	\$15,154,900	30%
Units	188	192	-2%	Units	57	50	14%
Median Price	\$663,750	\$601,500	10%	Median Price	\$355,000	\$315,000	13%
Average Price	\$711,572	\$680,168	5%	Average Price	\$344,767	\$303,098	14%
Units Under \$1 Mil	170	164	4%	Units Under \$500	56	49	14%
Units Over \$1 Mil	18	28	-36%	Units Over \$500	1	1	0%

Information gathered from NNRMLS 10/05/2017.



RENO

2017 THIRD QUARTER STATISTICS January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

RENO	SINGLE FAMILY			CONDOS		
	2017	2016	%	2017	2016	%
Volume	\$1,491,077,023	\$1,246,454,028	20%	Volume	\$135,454,570	\$116,950,407 16%
Units	3,596	3,395	6%	Units	694	663 5%
Median Price	\$349,900	\$315,000	11%	Median Price	\$183,000	\$171,000 7%
Average Price	\$414,648	\$367,144	13%	Average Price	\$195,179	\$176,395 11%
Units Under \$1 Mil	3,485	3,328	5%	Units Under \$500	685	660 4%
Units Over \$1 Mil	111	67	66%	Units Over \$500	9	3 200%

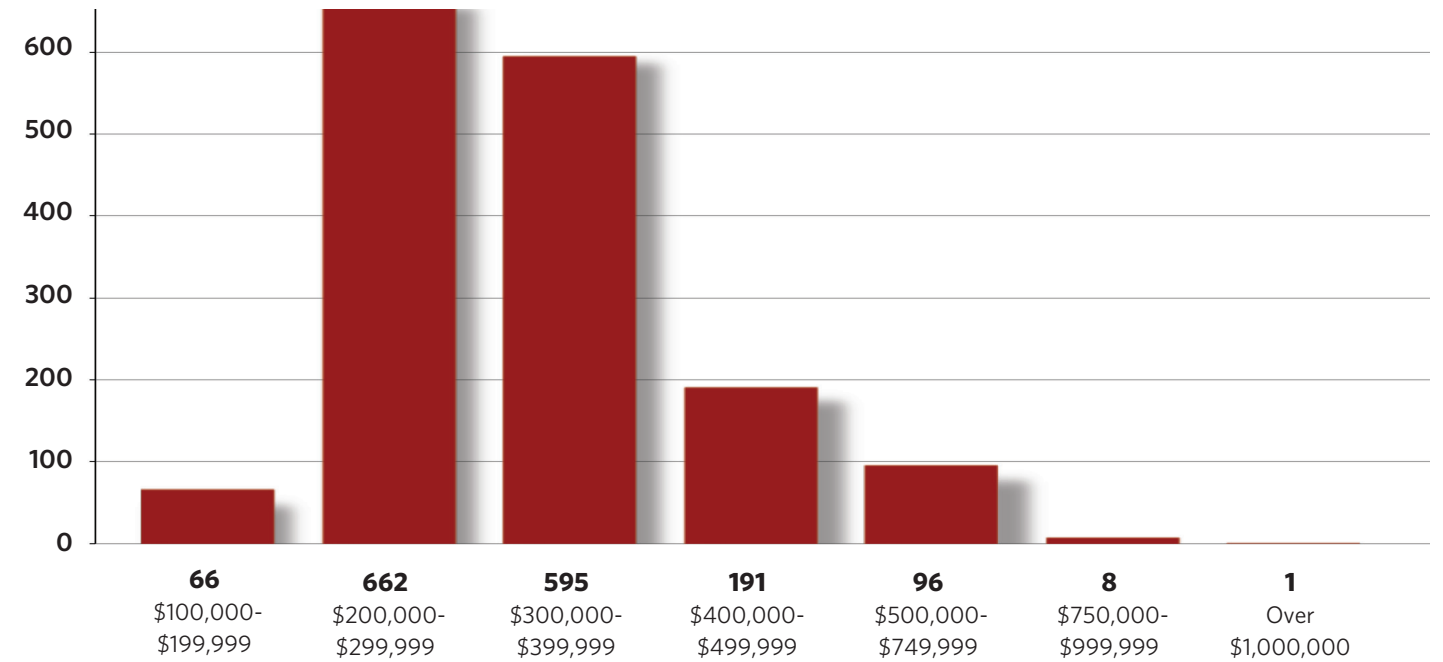
Information gathered from NNRMLS 10/05/2017.



7170 ISLAND QUEEN DRIVE, Sparks

SPARKS

2017 THIRD QUARTER STATISTICS January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

SPARKS	SINGLE FAMILY			CONDOS			
	2017	2016	%	2017	2016	%	
Volume	\$532,801,696	\$479,132,605	11%	Volume	\$26,144,613	\$19,910,610	31%
Units	1,616	1,601	1%	Units	157	144	9%
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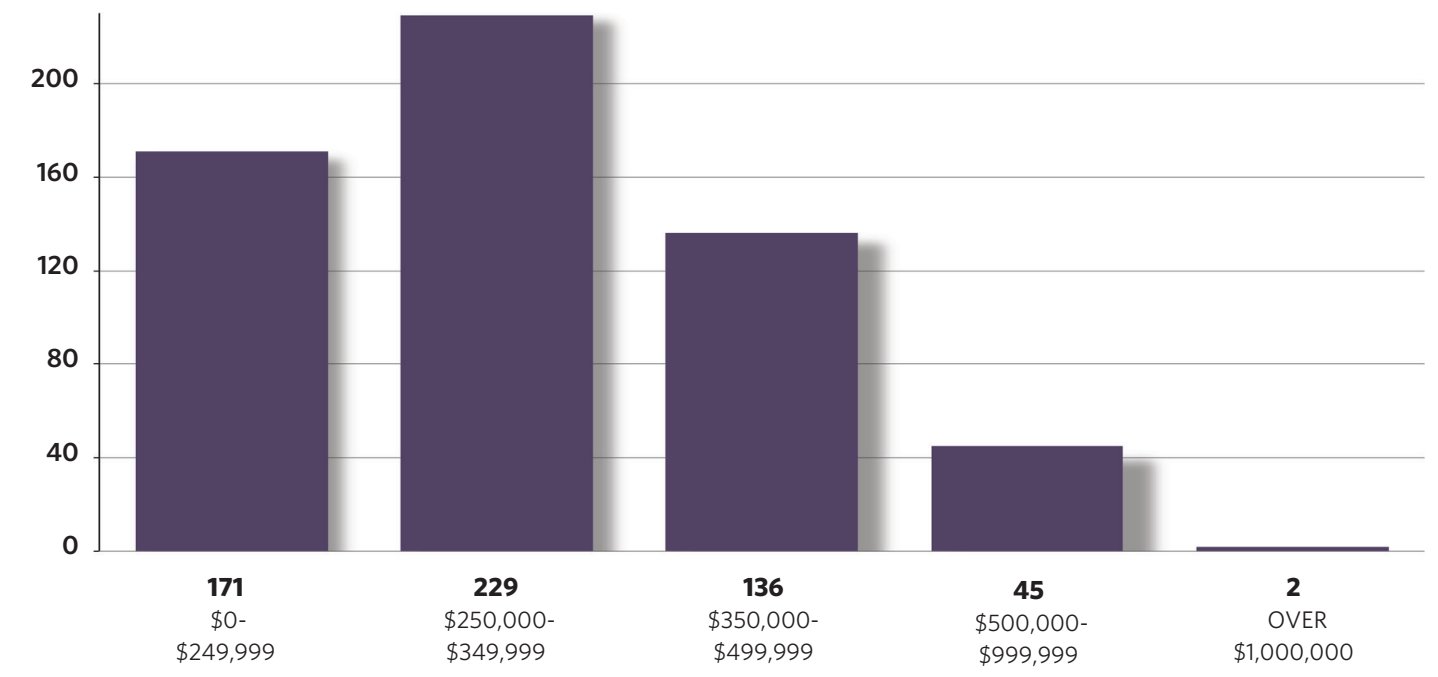
Information gathered from NNRMLS 10/05/2017.



Brouger-Bath Mansion | Carson City | Nevada

CARSON CITY

2017 THIRD QUARTER STATISTICS
January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

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Units Under \$1 Mil	579	502	15%	Units Under \$500	56	61	-8%
Units Over \$1 Mil	3	0	300%	Units Over \$500	0	0	0%

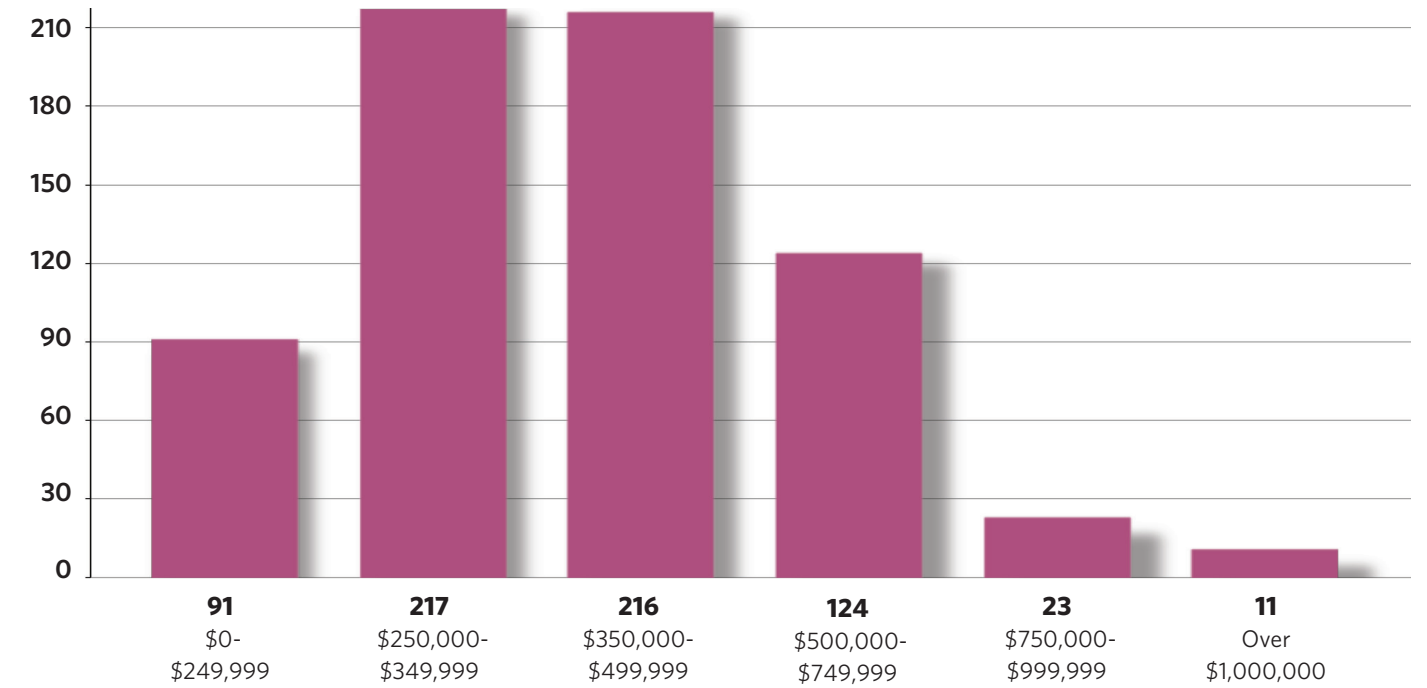
Information gathered from NNRMLS 10/05/2017.





CARSON VALLEY

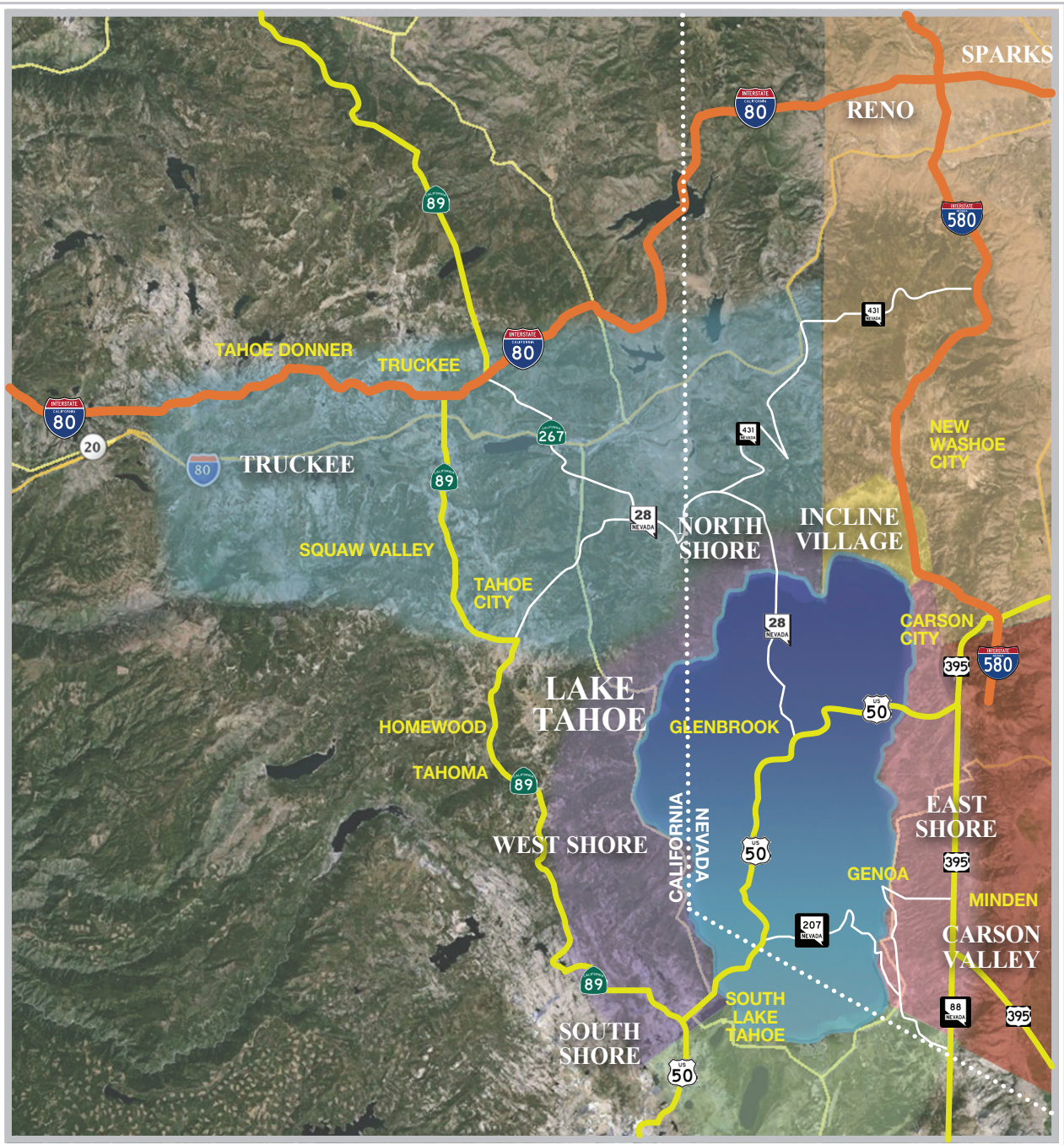
2017 THIRD QUARTER STATISTICS
January 1st - September 30th



2017 vs 2016 OVERALL MARKET STATISTICS

CARSON VALLEY	SINGLE FAMILY		%
	2017	2016	
Volume	\$279,440,410	\$240,772,859	16%
Units	681	678	0%
Median Price	\$365,000	\$324,500	12%
Average Price	\$410,338	\$355,122	16%
Units Under \$1 Mil	670	672	0%
Units Over \$1 Mil	11	6	83%

Information gathered from NNRMLS 10/05/2017.



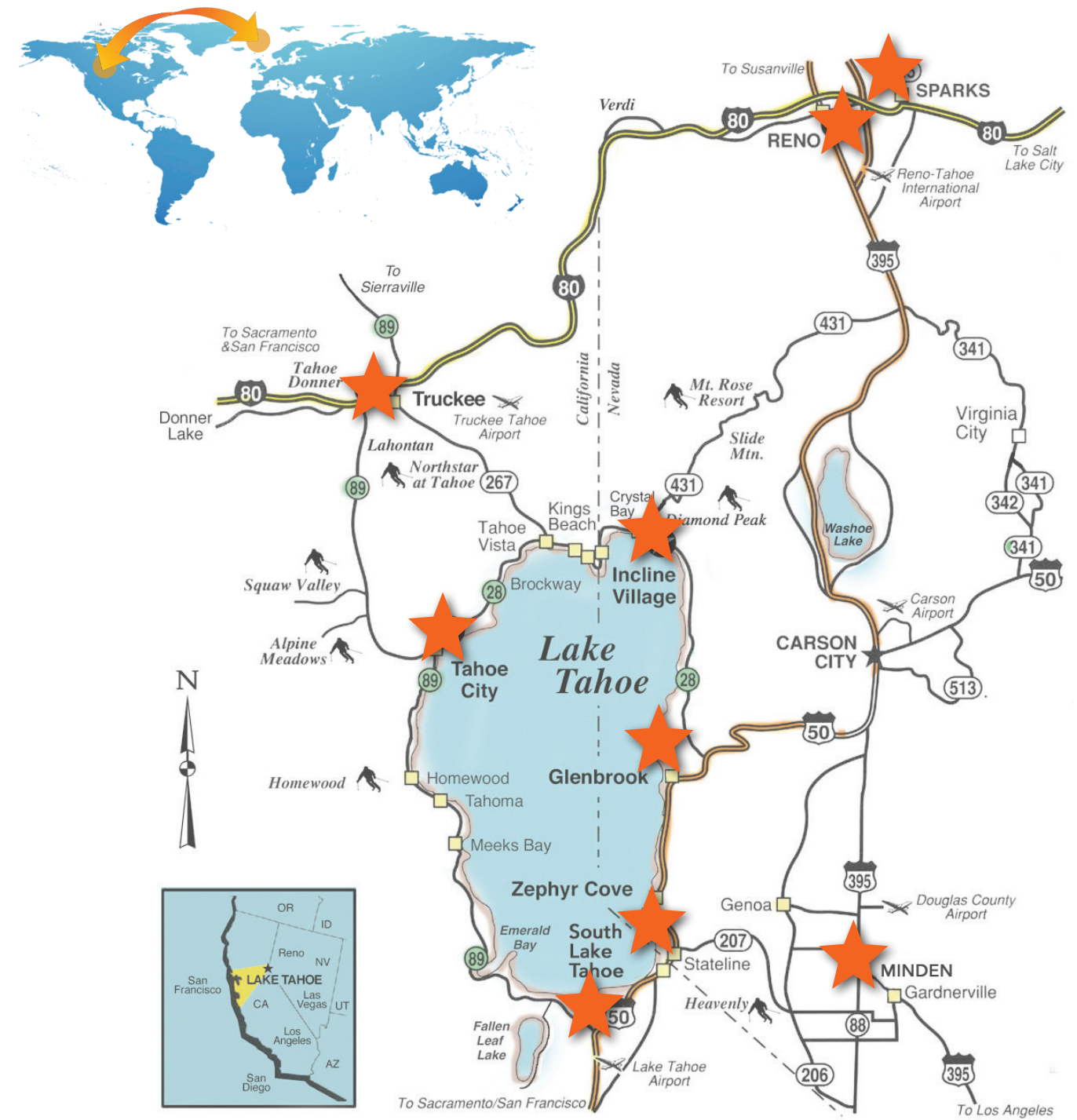
REGIONAL COLOR CODED MAP*

Truckee ▪ Lake Tahoe ▪ Reno ▪ Surrounding Areas

- NORTH & WEST SHORES
- TRUCKEE
- INCLINE VILLAGE
- SOUTH SHORE
- RENO/SPARKS
- EAST SHORE
- CARSON VALLEY

*Color coded to match charts on previous pages.

OFFICE LOCATIONS



ZEPHYR COVE GLENBROOK INCLINE VILLAGE RENO SPARKS CARSON VALLEY SOUTH LAKE TAHOE TAHOE CITY SQUAW VALLEY TRUCKEE LONDON





One Company. **One Heart.** One Philosophy

CHASE
INTERNATIONAL

REAL ESTATE