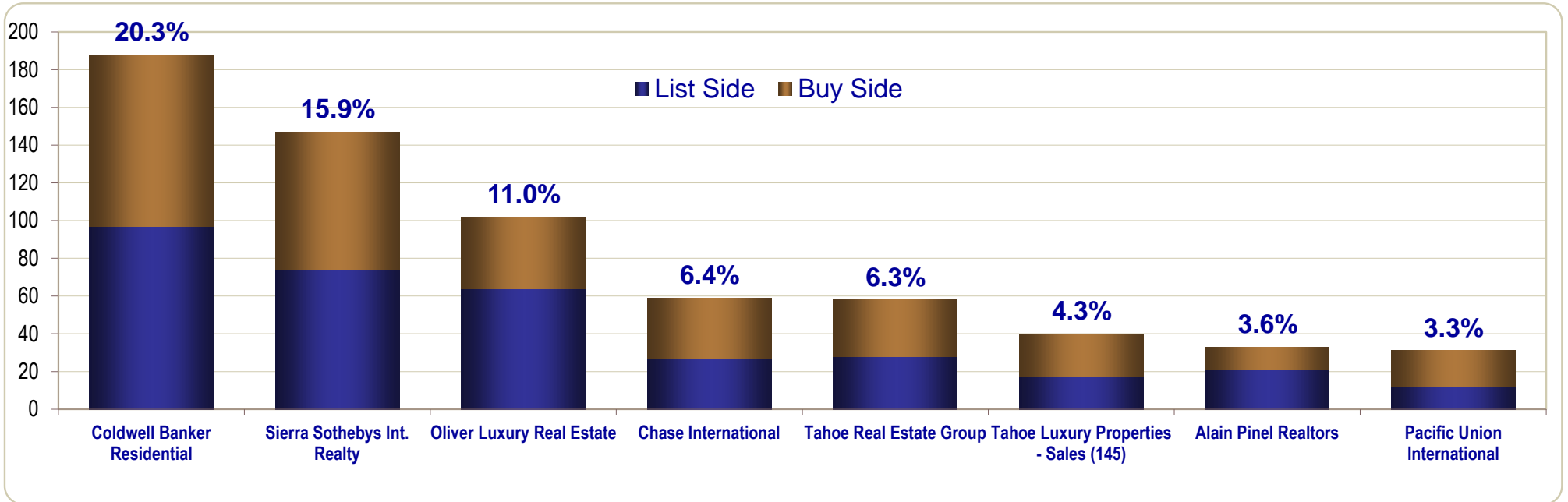


Brokerage Market Share North Lake Tahoe (Areas 1-5) Calendar Year 2017 Sold SFH and Condominiums



FILTER = Property Types: SFH|Condo|TWHM AREAS 1-5 North Lake Tahoe

Based on information from Tahoe Sierra Board of REALTORS. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by Coldwell Banker Residential Brokerage or MLS. All information should be independently reviewed and verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. Data maintained by the MLS's may not reflect all real estate activity in the market. Owned and Operated by NRT LLC.

Market Share - Sold by Date Range - Total Units - 1/1/17 to 12/31/17	Stats						Units			Unit % Share			Volume (000's)			Vol % Share				
	ASP	DOM	%(L)	SP/LP	Dist	REO	SS	List Side	Buy Side	Total	List Side	Buy Side	Total	List Side	Buy Side	Total	List Side	Buy Side	Total	
BROKERS																				
Coldwell Banker Residential	646	59	96.3%	1%	1%	0%	97	91	188	21.0%	19.7%	20.3%	64,894	56,503	121,396	17.8%	15.5%	16.7%		
Sierra Sothebys Int. Realty	764	78	94.8%	2%	2%	0%	74	73	147	16.0%	15.8%	15.9%	61,756	50,622	112,378	17.0%	13.9%	15.4%		
Oliver Luxury Real Estate	1,026	77	95.4%	0%	0%	0%	64	38	102	13.8%	8.2%	11.0%	64,340	40,280	104,620	17.7%	11.1%	14.4%		
Chase International	892	135	96.1%	0%	0%	0%	27	32	59	5.8%	6.9%	6.4%	22,659	29,946	52,605	6.2%	8.2%	7.2%		
Tahoe Real Estate Group	555	47	95.9%	2%	2%	0%	28	30	58	6.0%	6.5%	6.3%	16,084	16,079	32,162	4.4%	4.4%	4.4%		
Tahoe Luxury Properties	1,398	66	95.3%	3%	3%	0%	17	23	40	3.7%	5.0%	4.3%	30,069	25,833	55,902	8.3%	7.1%	7.7%		
Alain Pinel Realtors	874	120	92.9%	0%	0%	0%	21	12	33	4.5%	2.6%	3.6%	16,237	12,621	28,858	4.5%	3.5%	4.0%		
Pacific Union International	945	95	94.0%	3%	3%	0%	12	19	31	2.6%	4.1%	3.3%	8,105	21,200	29,305	2.2%	5.8%	4.0%		
All Other	710	84	94.3%	1%	1%	0%	123	145	268	26.6%	31.3%	28.9%	79,643	110,703	190,346	21.9%	30.4%	26.2%		
Market Totals	786	79	95.1%	1%	1%	0%	463	463	926	100%	100%	100%	363,786	363,786	727,573	100%	100%	100%		