

LAKESHORE REALTY

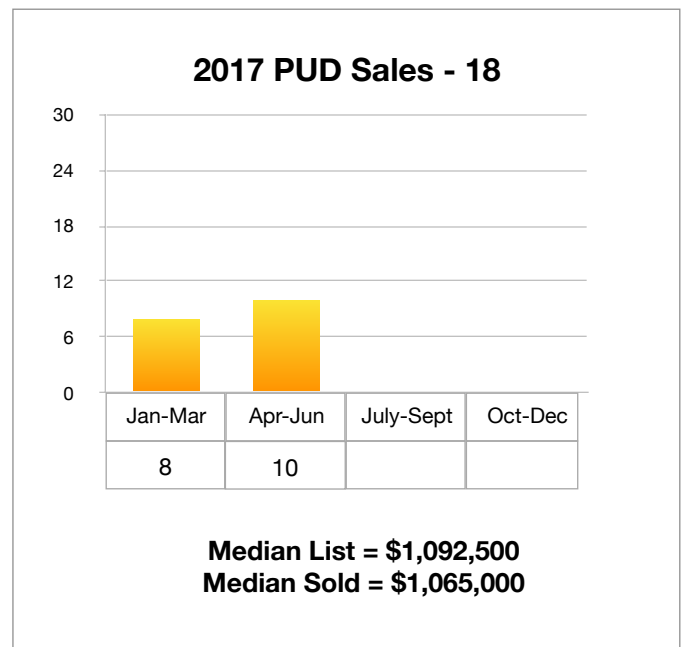
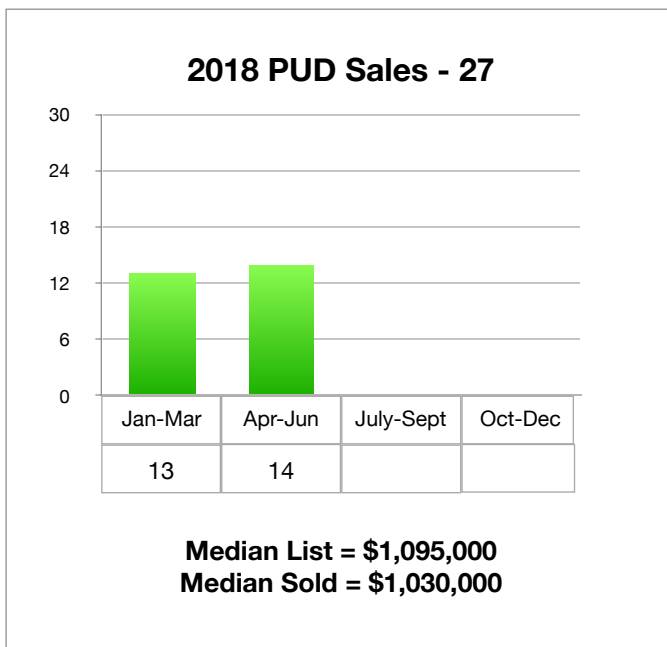
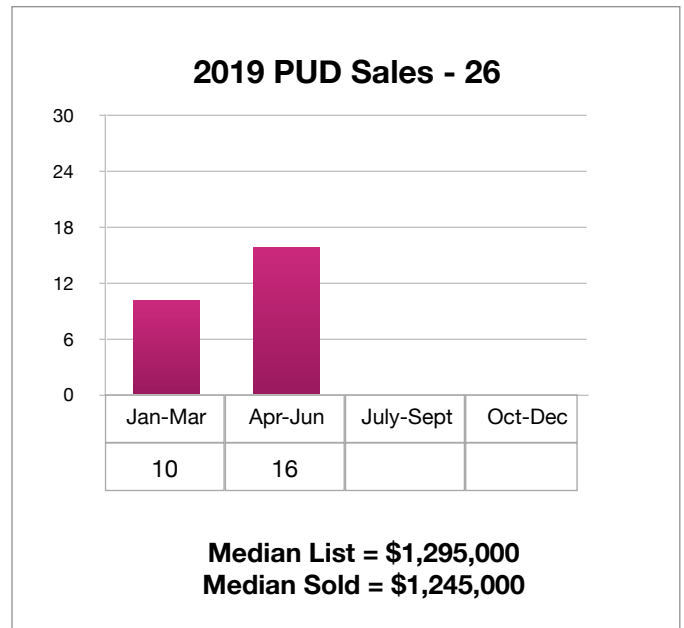
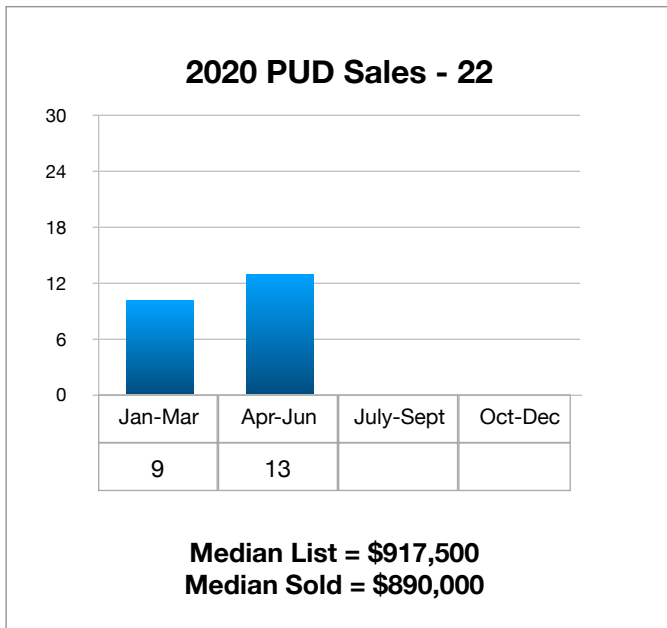
Planned Unit Development Sales Mid-Year 2020 (Jan-June)

Complex	Total Sales	Minimum	Median	Maximum	Avg. DOM
Brookside	1	-	-	\$548,000	35
Deer Creek	2	\$1,360,000	-	\$1,500,000	86
Incline Creek	2	\$1,600,000	-	\$1,795,000	138
Incline Crest III	1	-	-	\$515,000	45
Incline Pines	1	-	-	\$830,000	30
Lake Country Estates	2	\$1,425,000	-	\$1,700,000	119
Lodgepole Parque	1	-	-	\$1,309,000	45
Montclair Villas	1	\$485,000	-	-	179
Northwood Village	1	-	-	\$880,000	101
Red Cedar Estates	1	-	-	\$1,275,000	230
Sierra Bouquet	1	-	-	\$1,320,000	50
Tyrolia	3	\$715,000	\$852,000	\$900,000	224
Tyrolian Village	5	\$475,000	\$629,000	\$1,600,000	336
TOTAL:	22	\$475,000	\$890,000	\$1,795,000	115

Price	Active	Pending	Sold	PUD's	Q1-Q2 2019	Q1-Q2 2020	% Change
\$0 - \$400,000	0	0	0	Closed Sales	26	22	-15.4%
\$400,000-\$500,000	1	0	2	Median List Price	\$1,295,000	\$917,500	-29.2%
\$500,000-\$600,000	3	4	3	Median Sale Price	\$1,245,000	\$890,000	-28.5%
\$600,000-\$800,000	0	2	3	Average DOM	119	115	-3.4%
\$800,000-\$1,000,000	2	1	4	Total Sales Volume	\$31,533,957	\$23,013,000	-27.0%
\$1,000,000-\$1,500,000	3	4	6				
\$1,500,000 +	3	1	4				
Total:	12	12	22				

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Mid-Year PUD Sales (Jan-June) Comparison 2017-2020



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2009-2020 PUD Quarterly Sales

