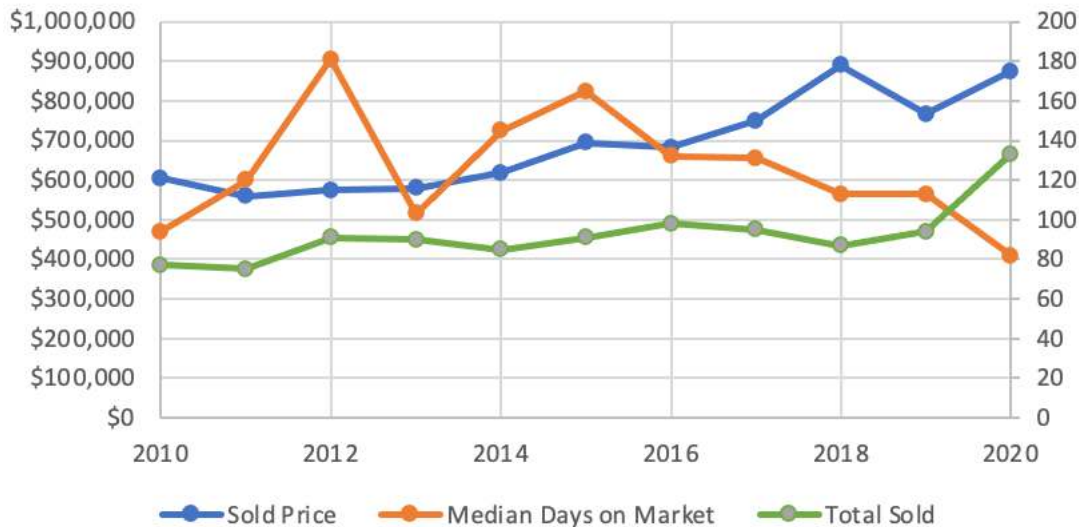


MAMMOTH LAKES REAL ESTATE MARKET REVIEW

SINGLE FAMILY HOMES: YEAR END 2020

There are several different data points to review when analyzing the current market including median price, days on market and total inventory sold. Below is a snapshot of the last ten years transactions closed and current inventory.

Mammoth Lakes Single Family Homes SOLD



| Single-Family Homes | Thru 12/31 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
|------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median* Sold Price | \$875,000 | \$767,625 | \$890,000 | \$750,000 | \$682,500 | \$694,400 | \$619,000 | \$580,000 | \$575,000 | \$560,000 | \$605,000 |
| Median* Days on Market | 82 | 113 | 113 | 131 | 132 | 165 | 145 | 103 | 181 | 120 | 94 |
| Total SFH SOLD | 133 | 94 | 87 | 95 | 98 | 91 | 85 | 90 | 91 | 75 | 77 |

The median price of single-family homes sold in 2020 is up 14% as compared to 2019. Approximately 41% more single family homes sold in 2020 and those sold 37% faster in 2020 than 2019 (down 31 days).

The current inventory provides an indication of potential activity. Below is a snapshot of current listings:

| CURRENTLY LISTED | Single Family Homes |
|-----------------------------|--|
| Median* Price | \$2,249,500 ↓DOWN from \$2,349,000 in Nov |
| Median* Days on Market | 63 ↓DOWN from 77 in Nov |
| Total Available on Dec 1 ** | 16 ↓DOWN from 19 in Nov |



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*Median Price = the middle value. A good indicator to use when there is significant data as it minimizes the impact of unusually high or low values and gives a better perspective of the big picture.

**Total Available excludes properties currently under contract.