

MARKET REPÖRT



ENGEL & VÖLKERS®

TRUCKEE

YEAR END 2018



ENGEL & VÖLKERS®
TRUCKEE

ENGEL & VÖLKERS®
LAKE TAHOE

ENGEL & VÖLKERS®
INCLINE VILLAGE

ENGEL & VÖLKERS®
RENO



**EXPERT
INSIGHTS**

**TRUCKEE & DONNER
MARKET AREAS**

- NO.1** DONNER SUMMIT
- NO.2** DONNER LAKE
- NO.3** TAHOE DONNER
- NO.4** TRUCKEE
- NO.5** GRAY'S CROSSING
- NO.6** OLD GREENWOOD
- NO.7** LAHONTAN
- NO.8** MARTIS CAMP
- NO.9** NORTHSTAR
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REFLECTING ON 2018

Truckee's luxury housing market delivered some positive results in 2018. While interest rates and the past election have been a topic of concern for many buyers, the second home/resort market in Tahoe has continued to be a positive investment. The lack of inventory has caused upward pressure on desirable properties, contributing to the increased number of single family residence sales throughout the entire Truckee region.

The Engel & Völkers year-end Truckee Real Estate Market Report, compares the 2018 Year End statistics to that of 2017, for single family homes and attached dwellings in the various micro markets of the Truckee area. The number of single family homes sold rose to 6% year-over-year, with average days on market decreasing 12%. Average sales prices increased by 18% year-over-year, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market.

Several Major sales also took place 2018 both in the summer and winter months; the \$9,500,000 sale of 9525 Wawona Court in June 2018, followed by the \$12,000,000 sale of 8143 Valhalla Drive in August 2018. These significant sales serve as a testament to the strength of the Truckee real estate market.

**OVERALL MARKET
STATISTICS**

\$1,061,054
AVERAGE
SALES PRICE

60
AVERAGE DAYS
ON MARKET

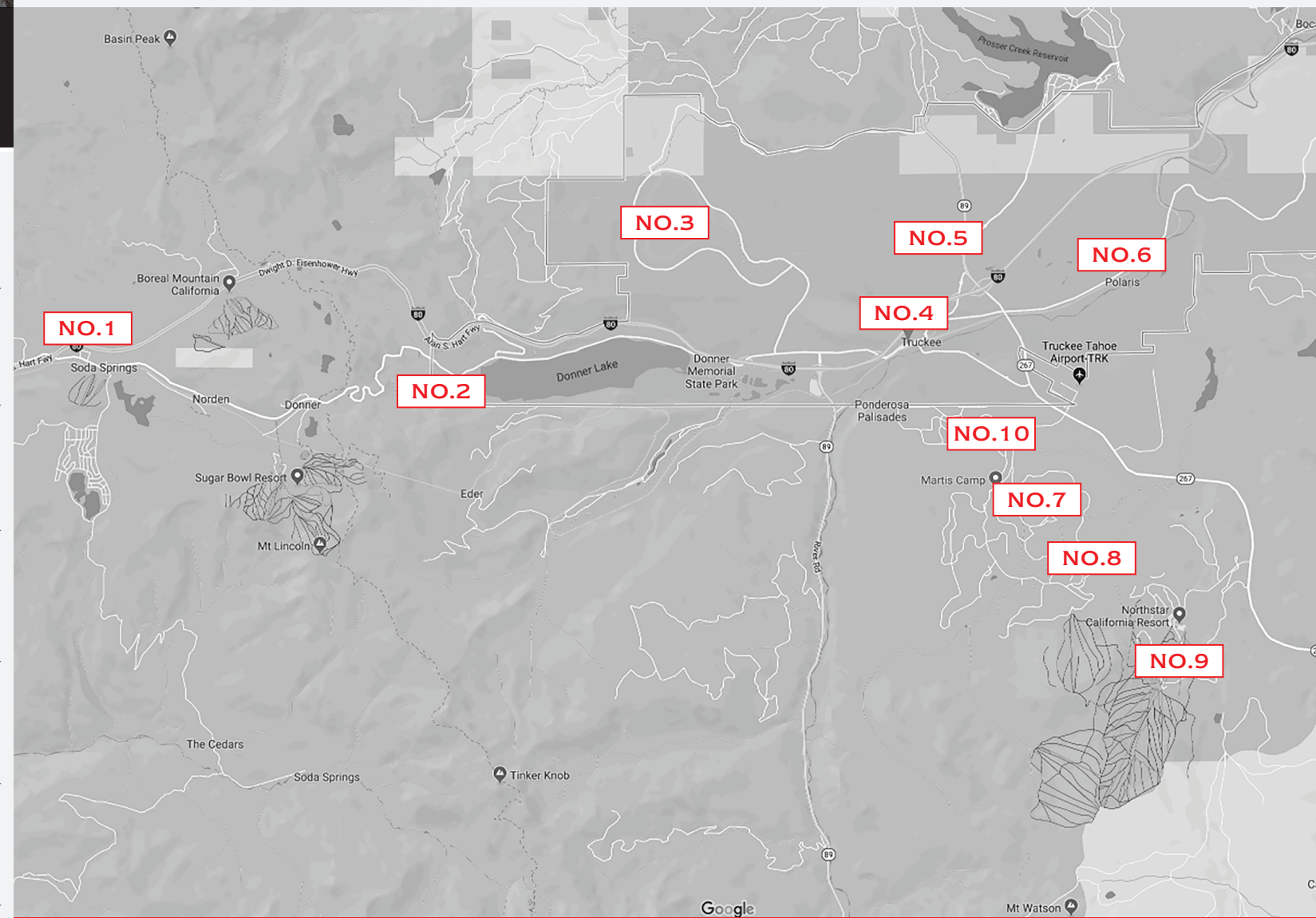
880
TOTAL
UNITS SOLD

\$933,728,300
TOTAL
VOLUME SOLD

97%
% LIST TO SALE

228
UNITS OVER \$1M

652
UNITS UNDER \$1M





TRUCKEE



TRUCKEE

January - December	2017	2018	% Change
Median Sales Price	\$490,000	\$493,000	1%
Average Sold Price	\$590,098	\$626,183	6%
Average Days on Market	85	51	-40%
Highest Sold Price	\$4,400,000	\$2,900,000	-34%
Lowest Sold Price	\$140,000	\$175,000	25%
Properties Sold	74	68	-8%
% Sold Price to Avg List Price	94%	96%	2%
Total Dollar Volume	\$43,667,300	\$42,580,500	-2%

DONNER SUMMIT

SINGLE FAMILY HOMES



TAHOE DONNER

SINGLE FAMILY HOMES



January - December	2017	2018	% Change
Median Sales Price	\$675,750	\$719,000	6%
Average Sold Price	\$729,965	\$771,655	6%
Average Days on Market	45	41	-9%
Highest Sold Price	\$1,835,645	\$1,700,000	-7%
Lowest Sold Price	\$335,000	\$367,500	10%
Properties Sold	278	277	-0%
% Sold Price to Avg List Price	98%	99%	0%
Total Dollar Volume	\$202,930,440	\$213,748,633	5%

January - December	2017	2018	% Change
Median Sales Price	\$2,345,000	\$2,500,000	7%
Average Sold Price	\$2,435,833	\$2,673,805	10%
Average Days on Market	32	36	13%
Highest Sold Price	\$4,500,000	\$3,550,000	-21%
Lowest Sold Price	\$1,026,000	\$1,850,000	80%
Properties Sold	6	5	-17%
% Sold Price to Avg List Price	95%	90%	-5%
Total Dollar Volume	\$14,615,000	\$13,369,025	-9%

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



TAHOE DONNER

CONDOMINIUMS



January - December	2017	2018	% Change
Median Sales Price	\$345,000	\$362,450	5%
Average Sold Price	\$330,343	\$329,389	0%
Average Days on Market	52	35	-33%
Highest Sold Price	\$535,000	\$530,000	-1%
Lowest Sold Price	\$75,000	\$87,900	17%
Properties Sold	81	56	-31%
% Sold Price to Avg List Price	99%	98%	-1%
Total Dollar Volume	\$26,757,822	\$18,445,800	-31%

January - December	2017	2018	% Change
Median Sales Price	\$520,000	\$634,500	22%
Average Sold Price	\$527,421	\$709,475	35%
Average Days on Market	55	45	-18%
Highest Sold Price	\$925,000	\$1,745,000	89%
Lowest Sold Price	\$301,000	\$325,000	8%
Properties Sold	35	32	-9%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$18,459,750	\$22,703,200	23%

DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES





January - December	2017	2018	% Change
Median Sales Price	\$604,500	\$650,000	8%
Average Sold Price	\$742,069	\$783,240	6%
Average Days on Market	54	43	-20%
Highest Sold Price	\$2,350,000	\$2,500,000	6%
Lowest Sold Price	\$270,000	\$215,000	-20%
Properties Sold	260	221	-15%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$192,938,161	\$173,096,192	-10%

TRUCKEE
—
SINGLE FAMILY HOMES



GRAY'S CROSSING
—
ALL PROPERTIES



January - December	2017	2018	% Change
Median Sales Price	\$1,364,000	\$1,350,000	-1%
Average Sold Price	\$1,318,929	\$1,352,676	3%
Average Days on Market	68	74	9%
Highest Sold Price	\$1,699,000	\$1,730,000	2%
Lowest Sold Price	\$675,000	\$870,000	29%
Properties Sold	28	17	-39%
% Sold Price to Avg List Price	98%	98%	0%
Total Dollar Volume	\$36,930,031	\$22,995,500	-38%

January - December	2017	2018	% Change
Median Sales Price	\$507,000	\$573,750	13%
Average Sold Price	\$565,062	\$604,253	7%
Average Days on Market	38	39	3%
Highest Sold Price	\$1,090,000	\$1,050,000	-4%
Lowest Sold Price	\$315,000	\$419,000	33%
Properties Sold	37	30	-19%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$20,907,300	\$18,127,600	-13%

TRUCKEE
—
CONDOMINIUMS



OLD GREENWOOD
—
ALL PROPERTIES



January - December	2017	2018	% Change
Median Sales Price	\$1,280,000	\$1,500,000	17%
Average Sold Price	\$1,312,433	\$1,501,800	14%
Average Days on Market	124	65	-48%
Highest Sold Price	\$1,950,000	\$2,425,000	24%
Lowest Sold Price	\$527,500	\$560,000	6%
Properties Sold	15	10	-33%
% Sold Price to Avg List Price	95%	97%	2%
Total Dollar Volume	\$19,686,500	\$15,018,000	-24%



January - December	2017	2018	% Change
Median Sales Price	\$2,387,500	\$2,195,000	-8%
Average Sold Price	\$2,310,781	\$2,336,644	1%
Average Days on Market	145	103	-29%
Highest Sold Price	\$3,150,000	\$4,100,000	30%
Lowest Sold Price	\$1,325,000	\$1,250,000	-6%
Properties Sold	16	27	69%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	\$36,972,500	\$63,089,400	71%

LAHONTAN

ALL PROPERTIES



NORTHSTAR

SINGLE FAMILY HOMES



January - December	2017	2018	% Change
Median Sales Price	\$1,107,500	\$1,085,000	-2%
Average Sold Price	\$1,439,905	\$1,373,781	-5%
Average Days on Market	135	93	-31%
Highest Sold Price	\$6,350,000	\$4,741,000	-25%
Lowest Sold Price	\$517,500	\$585,000	13%
Properties Sold	38	32	-16%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	\$54,716,400	\$43,961,000	-20%

January - December	2017	2018	% Change
Median Sales Price	\$3,962,500	\$4,675,000	18%
Average Sold Price	\$4,466,071	\$5,254,822	18%
Average Days on Market	143	179	25%
Highest Sold Price	\$8,350,000	\$11,750,000	41%
Lowest Sold Price	\$1,950,000	\$3,075,000	58%
Properties Sold	42	47	12%
% Sold Price to Avg List Price	96%	95%	-1%
Total Dollar Volume	\$187,575,000	\$246,976,666	32%

MARTIS CAMP

ALL PROPERTIES



NORTHSTAR

CONDOMINIUMS



January - December	2017	2018	% Change
Median Sales Price	\$460,000	\$530,000	15%
Average Sold Price	\$594,567	\$840,004	41%
Average Days on Market	121	111	-8%
Highest Sold Price	\$2,050,000	\$4,400,000	115%
Lowest Sold Price	\$209,000	\$218,000	4%
Properties Sold	63	64	2%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$37,457,764	\$53,760,284	44%



January - December	2017	2018	% Change
Median Sales Price	\$587,500	\$667,500	14%
Average Sold Price	\$661,075	\$760,982	15%
Average Days on Market	42	37	-12%
Highest Sold Price	\$1,540,000	\$2,400,000	56%
Lowest Sold Price	\$360,000	\$370,000	3%
Properties Sold	78	58	-26%
% Sold Price to Avg List Price	98%	98%	-0%
Total Dollar Volume	\$51,563,850	\$44,137,000	-14%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES



SCHAFFER'S MILL

SINGLE FAMILY HOMES



January - December	2017	2018	% Change
Median Sales Price	\$1,435,000	\$2,300,000	60%
Average Sold Price	\$1,588,800	\$2,053,000	29%
Average Days on Market	166	118	-29%
Highest Sold Price	\$1,950,000	\$2,900,000	49%
Lowest Sold Price	\$1,334,000	\$540,000	-60%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	92%	97%	5%
Total Dollar Volume	\$7,944,000	\$10,265,000	29%

January - December	2017	2018	% Change
Median Sales Price	\$619,000	\$620,000	0%
Average Sold Price	\$634,743	\$660,149	4%
Average Days on Market	36	25	-31%
Highest Sold Price	\$1,235,000	\$1,560,000	26%
Lowest Sold Price	\$400,000	\$335,000	-16%
Properties Sold	54	57	6%
% Sold Price to Avg List Price	99%	99%	-0%
Total Dollar Volume	\$34,276,130	\$37,628,542	10%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES



SCHAFFER'S MILL

CONDOMINIUMS



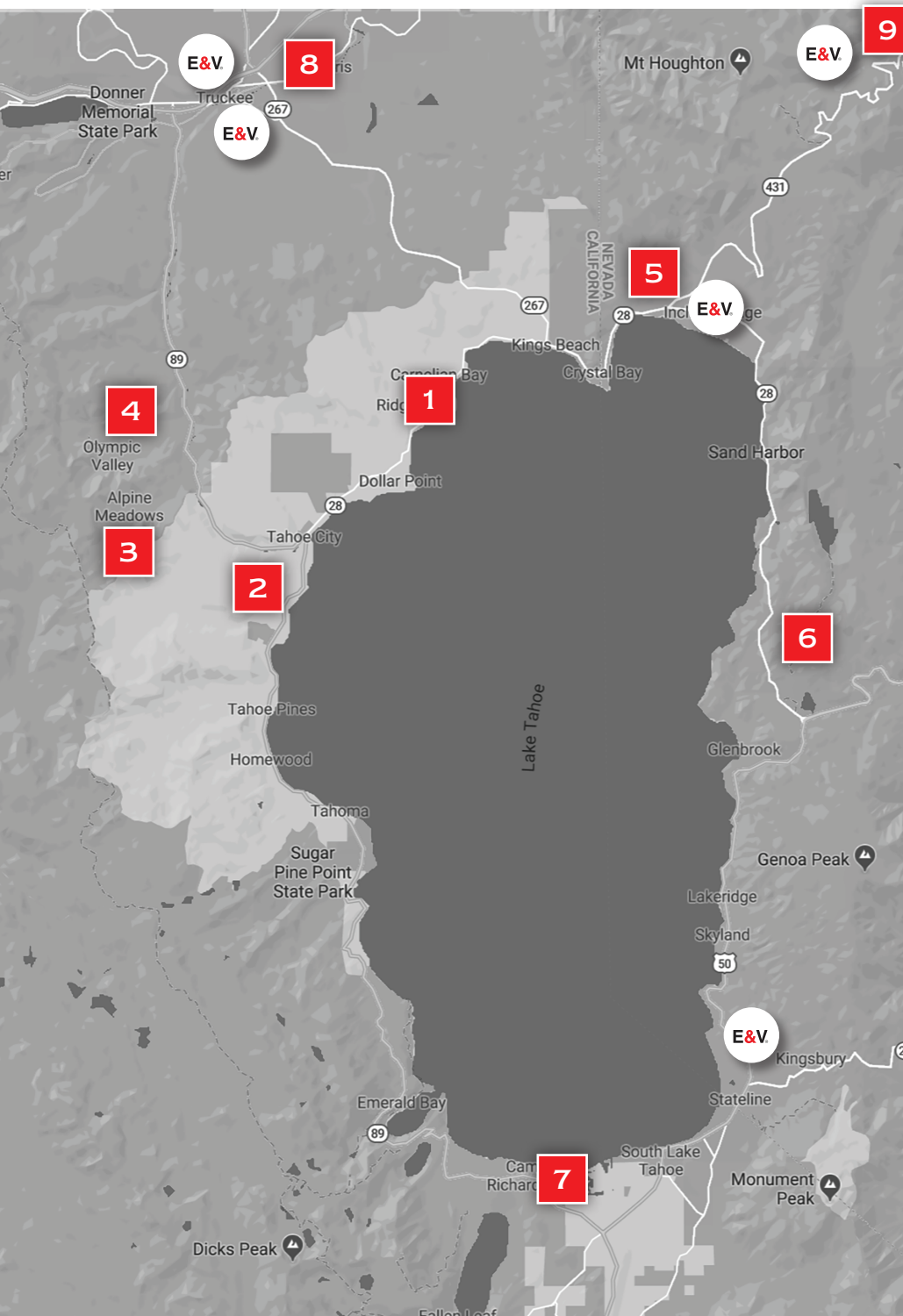
January - December	2017	2018	% Change
Median Sales Price	\$1,255,000	\$1,255,000	0%
Average Sold Price	\$1,222,545	\$1,290,666	6%
Average Days on Market	176	52	-70%
Highest Sold Price	\$1,500,000	\$1,499,000	-0%
Lowest Sold Price	\$989,000	\$1,150,000	16%
Properties Sold	11	6	-45%
% Sold Price to Avg List Price	98%	99%	0%
Total Dollar Volume	\$13,448,000	\$7,744,000	-42%

January - December	2017	2018	% Change
Median Sales Price	\$508,000	\$589,500	16%
Average Sold Price	\$602,661	\$631,823	5%
Average Days on Market	64	35	-45%
Highest Sold Price	\$2,350,000	\$1,050,000	-55%
Lowest Sold Price	\$395,000	\$400,000	1%
Properties Sold	38	34	-11%
% Sold Price to Avg List Price	96%	99%	3%
Total Dollar Volume	\$22,901,150	\$21,482,000	-6%

PROSSER LAKE & PROSSER LAKE HEIGHTS



THE LAY OF THE LAND



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1. NORTH SHORE
 2. WEST SHORE
 3. ALPINE MEADOWS
 4. SQUAW VALLEY
 5. INCLINE VILLAGE
 6. EAST SHORE
 7. SOUTH LAKE
 8. TRUCKEE-TAHOE DONNER
 9. RENO
-

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RENO OFFICE COMING 2019

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