

# MARKET REPÖRT



ENGEL & VÖLKERS®

---

**NORTH & WESTSHORE  
LAKE TAHOE**

**FIRST QUARTER 2019**



ENGEL & VÖLKERS®  
**TRUCKEE**

ENGEL & VÖLKERS®  
**LAKE TAHOE**

ENGEL & VÖLKERS®  
**INCLINE VILLAGE**

ENGEL & VÖLKERS®  
**RENO**



# EXPERT INSIGHTS

## REFLECTING ON Q1 2019

North West Lake Tahoe's luxury housing sales got off to a slow start in 2019, before a surge in buying in late March. In the first quarter of this year, North Lake Tahoe was hit by an epic series of snow storms and record-breaking snow fall that made it hard for buyers to shop for houses.

The number of single-family homes sold was down 26 percent compared to 2018. But pent up demand and a lack of inventory put pressure on desirable properties, leading to a buying spree of single-family residences throughout the region in the last two weeks of the quarter.

Average sales prices jumped by 5 percent compared to 2018, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market. Average days on market decreased by 2 percent.

The Engel & Völkers First Quarter North West Lake Tahoe Real Estate Market Report compares 2019 statistics to those of 2018 for single-family homes and attached dwellings in the area's micro markets.

## OVERALL MARKET STATISTICS

**\$2,319,713**  
AVERAGE  
SALES PRICE

**86**  
AVERAGE DAYS  
ON MARKET

**27**  
TOTAL  
UNITS SOLD

**\$62,632,263**  
TOTAL  
VOLUME SOLD

**95%**  
% LIST TO SALE

**6**  
UNITS OVER \$1M

**21**  
UNITS UNDER \$1M



ENGEL & VÖLKERS®

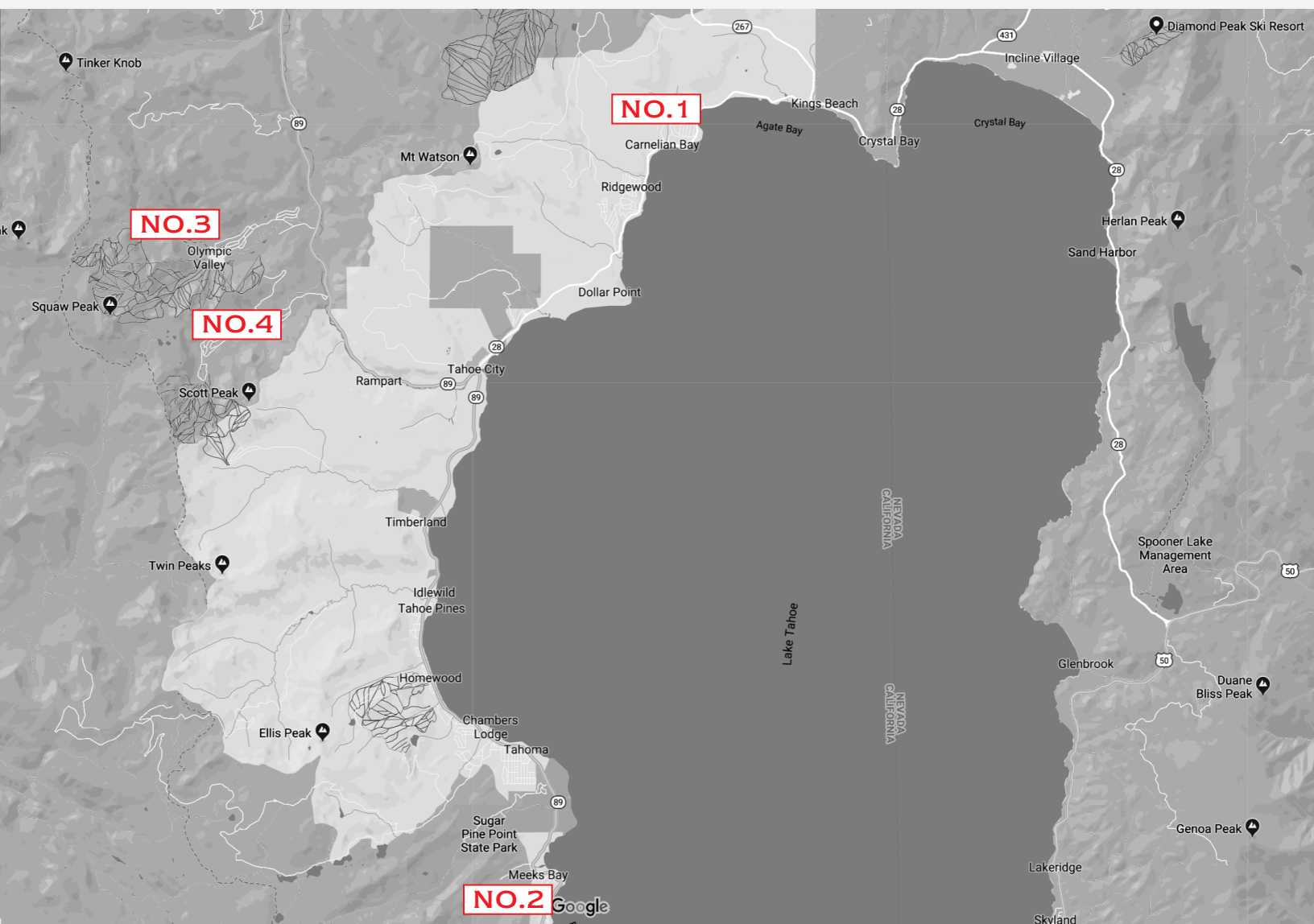
# NORTH & WESTSHORE MARKET AREAS

**NO.1** NORTHSORE

**NO.3** SQUAW VALLEY

**NO.2** WESTSHORE

**NO.4** ALPINE MEADOWS



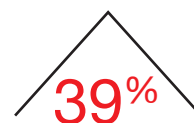


## NORTH SHORE

January - March	2018	2019	% Change
Median Sales Price	\$3,095,000	\$4,300,000	39%
Average Sold Price	\$3,095,000	\$4,300,000	39%
Average Days on Market	171	241	41%
Highest Sold Price	\$3,770,000	\$4,300,000	14%
Lowest Sold Price	\$2,420,000	\$4,300,000	78%
Properties Sold	2	1	-50%
% Sold Price to Avg List Price	95%	97%	1%
Total Dollar Volume	\$6,190,000	\$4,300,000	-31%

NORTH SHORE  
LAKEFRONT

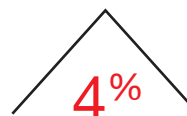
SINGLE FAMILY HOMES

AVERAGE  
SOLD PRICE

January - March	2018	2019	% Change
Median Sales Price	\$545,000	\$672,500	23%
Average Sold Price	\$699,706	\$730,886	4%
Average Days on Market	82	70	-15%
Highest Sold Price	\$2,950,000	\$1,575,000	-47%
Lowest Sold Price	\$299,000	\$235,000	-21%
Properties Sold	29	22	-24%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$20,291,493	\$16,079,499	-21%

NORTH SHORE  
NON-LAKEFRONT

SINGLE FAMILY HOMES

AVERAGE  
SOLD PRICE

January - March	2018	2019	% Change
Median Sales Price	\$407,000	\$360,000	-12%
Average Sold Price	\$514,859	\$393,428	-24%
Average Days on Market	119	110	-8%
Highest Sold Price	\$1,185,000	\$950,000	-20%
Lowest Sold Price	\$210,000	\$125,000	-40%
Properties Sold	16	14	-13%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$8,237,750	\$5,508,000	-33%

## NORTH SHORE

CONDOMINIUMS

AVERAGE  
SOLD PRICE





## WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



January - March	2018	2019	% Change
Median Sales Price	\$4,750,000	\$37,000,000	679%
Average Sold Price	\$5,061,666	\$37,000,000	631%
Average Days on Market	198	196	-1%
Highest Sold Price	\$7,500,000	\$37,000,000	393%
Lowest Sold Price	\$2,935,000	\$37,000,000	1161%
Properties Sold	3	1	-67%
% Sold Price to Avg List Price	98%	94%	-4%
Total Dollar Volume	\$15,185,000	\$37,000,000	144%

## WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



January - March	2018	2019	% Change
Median Sales Price	\$642,000	\$600,000	-7%
Average Sold Price	\$753,750	\$937,297	24%
Average Days on Market	121	106	-12%
Highest Sold Price	\$1,645,000	\$3,400,000	107%
Lowest Sold Price	\$525,000	\$240,000	-54%
Properties Sold	16	15	-6%
% Sold Price to Avg List Price	97%	95%	-2%
Total Dollar Volume	\$12,060,000	\$14,059,463	17%

## WEST SHORE

CONDOMINIUMS



January - March	2018	2019	% Change
Median Sales Price	\$2,750,000	\$0	/
Average Sold Price	\$2,750,000	\$0	/
Average Days on Market	0	0	/
Highest Sold Price	\$2,750,000	\$0	/
Lowest Sold Price	\$2,750,000	\$0	/
Properties Sold	1	0	/
% Sold Price to Avg List Price	100%	0%	/
Total Dollar Volume	\$2,750,000	\$0	/

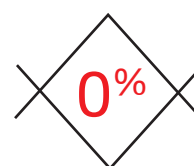


# SQUAW VALLEY

January - March	2018	2019	% Change
Median Sales Price	\$0	\$1,567,500	/
Average Sold Price	\$0	\$1,567,000	/
Average Days on Market	0	133	/
Highest Sold Price	\$0	\$1,600,000	/
Lowest Sold Price	\$0	\$1,535,000	/
Properties Sold	0	2	/
% Sold Price to Avg List Price	0%	91%	/
Total Dollar Volume	\$0	\$3,135,000	/

## SQUAW VALLEY

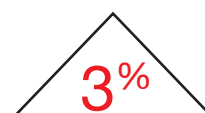
SINGLE FAMILY HOMES

AVERAGE  
SOLD PRICE

January - March	2018	2019	% Change
Median Sales Price	\$365,000	\$410,000	12%
Average Sold Price	\$407,727	\$420,363	3%
Average Days on Market	325	119	-63%
Highest Sold Price	\$699,000	\$768,000	10%
Lowest Sold Price	\$175,000	\$136,000	-22%
Properties Sold	11	11	0%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$4,485,000	\$4,624,000	3%

## SQUAW VALLEY

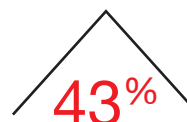
CONDOMINIUMS

AVERAGE  
SOLD PRICE

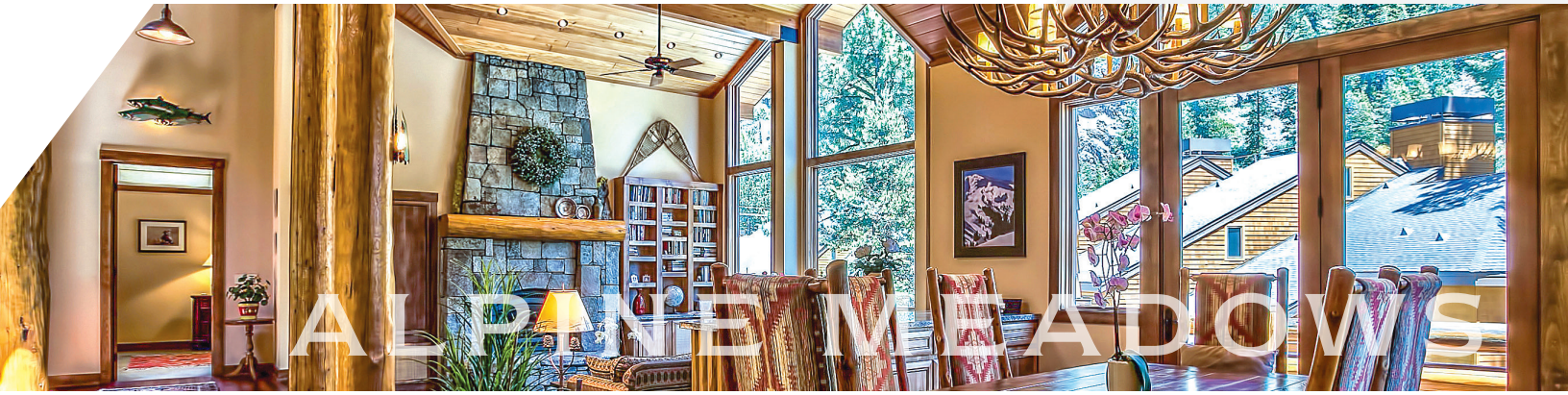
January - March	2018	2019	% Change
Median Sales Price	\$469,000	\$730,000	55%
Average Sold Price	\$510,450	\$730,000	43%
Average Days on Market	46	154	235%
Highest Sold Price	\$810,000	\$730,000	-10%
Lowest Sold Price	\$286,000	\$730,000	149%
Properties Sold	4	1	-75%
% Sold Price to Avg List Price	98%	97%	0%
Total Dollar Volume	\$2,041,800	\$730,000	-64%

## THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS

AVERAGE  
SOLD PRICE





## ALPINE MEADOWS

CONDOMINIUMS



January - March	2018	2019	% Change
Median Sales Price	\$404,000	\$472,500	17%
Average Sold Price	\$404,000	\$472,500	17%
Average Days on Market	582	49	-92%
Highest Sold Price	\$419,000	\$515,000	23%
Lowest Sold Price	\$389,000	\$430,000	11%
Properties Sold	2	2	0%
% Sold Price to Avg List Price	99%	97%	-1%
Total Dollar Volume	\$808,000	\$945,000	17%

## ALPINE MEADOWS

SINGLE FAMILY HOMES

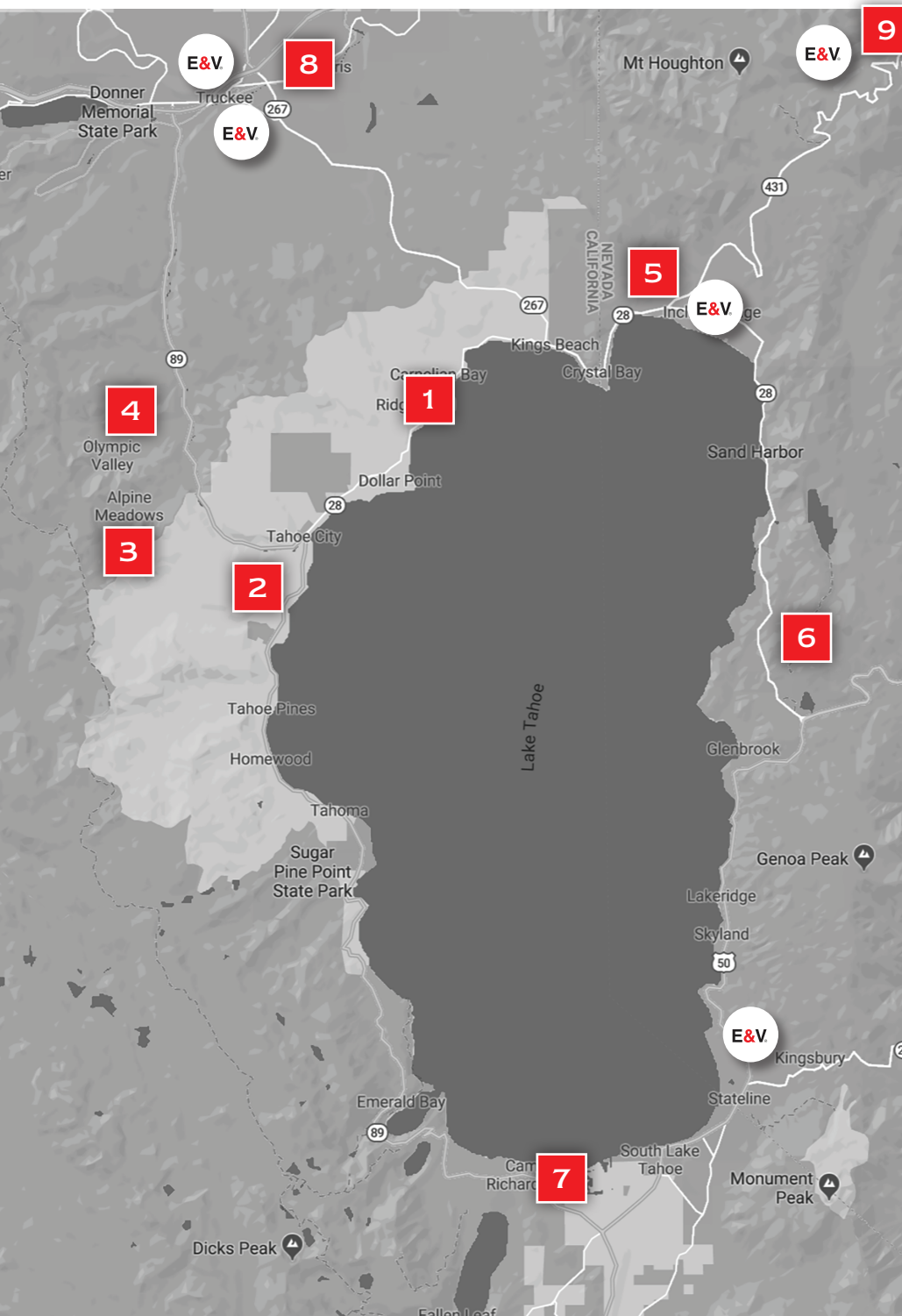


January - March	2018	2019	% Change
Median Sales Price	\$1,150,000	\$851,250	-26%
Average Sold Price	\$1,083,333	\$1,342,083	24%
Average Days on Market	113	63	-44%
Highest Sold Price	\$1,200,000	\$3,650,000	204%
Lowest Sold Price	\$900,000	\$430,000	-52%
Properties Sold	3	6	100%
% Sold Price to Avg List Price	92%	98%	6%
Total Dollar Volume	\$3,250,000	\$8,052,500	148%



ENGEL & VÖLKERS®

# THE LAY OF THE LAND



- 
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
-





**ENGEL & VÖLKERS®**

# COME VISIT US



## LAKE TAHOE

210 ELKS POINT RD. #102  
ZEPHYR COVE, NEVADA, 89448

**+1 775 588 7710**

LAKETAHOE.EVUSA.COM



## INCLINE VILLAGE

214 VILLAGE BOULEVARD  
INCLINE VILLAGE, NEVADA, 89451

**+1 775 548 5110**

INCLINEVILLAGE.EVUSA.COM



## TRUCKEE

10091 DONNER PASS ROAD,  
TRUCKEE, CALIFORNIA, 96161

**+1 530 562 9210**

TRUCKEE.EVUSA.COM



## TRUCKEE - DONNER

10770 DONNER PASS RD #205,  
TRUCKEE, CALIFORNIA 96161

**+1 530 582 8103**

ELDERGROUPTAHOEREALESTATE.COM

## RENO OFFICE COMING 2019

We are helping buyers and sellers in the “Biggest Little City” in the World. Watch for our new Reno shop in 2019.



**ENGEL & VÖLKERS®**

TRUCKEE.EVUSA.COM

**INCLINE VILLAGE | LAKE TAHOE | | TRUCKEE | RENO**

San Francisco, CA - Beverly Hills, CA - Newport Beach, CA - Long Beach, CA - Belmont Shore, CA

Laguna Beach, CA - Sausalito, CA - Sonoma County, CA - Santa Barbara, CA - Santa Ynez, CA

Park City, UT - St George, UT - Wasatch County, UT - Eden, UT - **Worldwide**

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. 