

MARKET REPÖRT



NORTH & WESTSHORE
LAKE TAHOE

SECOND QUARTER 2019



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TRUCKEE

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LAKE TAHOE

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INCLINE VILLAGE

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EXPERT INSIGHTS

REFLECTING ON Q2 2019

Luxury housing sales in North & West Lake Tahoe continue at a steady clip. Sales started heating up in the second quarter of 2019, as more and more homes came on the market, ready for the buyers, who flock to Tahoe for its sublime summer weather and outdoor adventures.

Similar to the first quarter of 2019, high demand and lack of inventory in the region put pressure on desirable properties, drawing buyers to exceptional homes and leaving them highly content with their choices.

Nearly \$108 million worth of homes were sold in the second quarter. Of the 107 homes sold, 26 sold for more than \$1 million.

Real estate agents priced homes well as houses sold on average 92 percent of asking. The average days on market was a quick 96 days.

For an in-depth analysis at each of the North & West Lake Tahoe's popular neighborhoods, please take a look at Engel & Völkers second quarter real estate market report, comparing 2019 sales to those of 2018.

OVERALL MARKET STATISTICS

\$1,014,326
AVERAGE
SALES PRICE

96
AVERAGE DAYS
ON MARKET

107
TOTAL
UNITS SOLD

\$107,518,565
TOTAL
VOLUME SOLD

92%
% LIST TO SALE

26
UNITS OVER \$1M

81
UNITS UNDER \$1M



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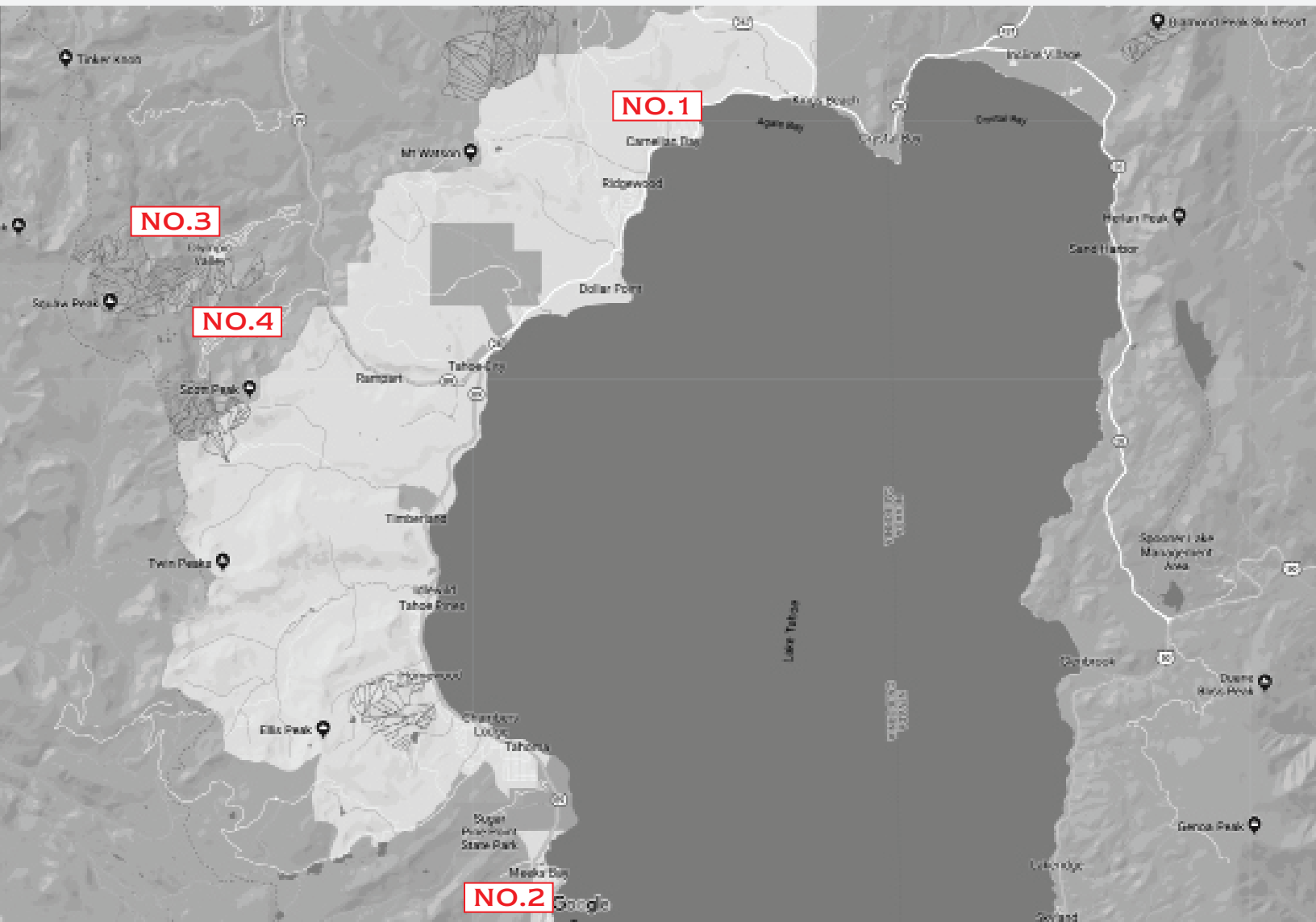
NORTH & WESTSHORE MARKET AREAS

NO.1 NORTHSORE

NO.3 SQUAW VALLEY

NO.2 WESTSHORE

NO.4 ALPINE MEADOWS



NORTH SHORE

April- June	2018	2019	% Change
Median Sales Price	\$3,337,500	\$4,500,000	35%
Average Sold Price	\$3,460,228	\$3,368,750	-3%
Average Days on Market	276	170	-38%
Highest Sold Price	\$5,386,370	\$5,475,000	2%
Lowest Sold Price	\$1,750,000	\$1,000,000	-43%
Properties Sold	6	4	-33%
% Sold Price to Avg List Price	96%	84%	-13%
Total Dollar Volume	\$20,761,370	\$15,475,000	-25%

NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

April-June	2018	2019	% Change
Median Sales Price	\$578,750	\$725,000	25%
Average Sold Price	\$752,805	\$858,020	14%
Average Days on Market	76	108	42%
Highest Sold Price	\$2,212,000	\$2,518,000	14%
Lowest Sold Price	\$384,000	\$320,000	-17%
Properties Sold	26	33	27%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$19,572,945	\$28,314,660	45%

NORTH SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

April-June	2018	2019	% Change
Median Sales Price	\$409,000	\$400,000	-2%
Average Sold Price	\$482,595	\$422,763	-12%
Average Days on Market	82	30	-63%
Highest Sold Price	\$900,000	\$1,575,000	75%
Lowest Sold Price	\$175,000	\$135,000	-23%
Properties Sold	21	19	-10%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$10,184,500	\$8,032,500	-21%

NORTH SHORE

CONDOMINIUMS



AVERAGE
SOLD PRICE



WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



April-June	2018	2019	% Change
Median Sales Price	\$40,000,000	\$5,650,000	-86%
Average Sold Price	\$40,000,000	\$5,045,000	-87%
Average Days on Market	0	23	/
Highest Sold Price	\$40,000,000	\$7,000,000	-83%
Lowest Sold Price	\$40,000,000	\$3,835,000	-90%
Properties Sold	1	4	300%
% Sold Price to Avg List Price	89%	92%	4%
Total Dollar Volume	\$40,000,000	\$15,135,000	-62%

WEST SHORE NON-LAKEFRONT

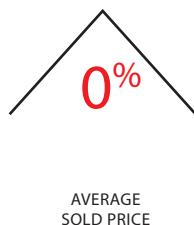
SINGLE FAMILY HOMES



April-June	2018	2019	% Change
Median Sales Price	\$670,250	\$728,975	9%
Average Sold Price	\$875,365	\$835,356	-5%
Average Days on Market	36	100	178%
Highest Sold Price	\$3,000,000	\$1,825,000	-39%
Lowest Sold Price	\$425,000	\$407,000	-4%
Properties Sold	28	25	-11%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$24,510,234	\$20,883,905	-15%

WEST SHORE

CONDOMINIUMS



April-June	2018	2019	% Change
Median Sales Price	\$0	\$0	/
Average Sold Price	\$0	\$0	/
Average Days on Market	0	0	/
Highest Sold Price	\$0	\$0	/
Lowest Sold Price	\$0	\$0	/
Properties Sold	0	0	/
% Sold Price to Avg List Price	0%	0%	/
Total Dollar Volume	\$0	\$0	/

SQUAW VALLEY

April-June	2018	2019	% Change
Median Sales Price	\$1,100,000	\$1,334,750	21%
Average Sold Price	\$1,265,628	\$1,694,875	34%
Average Days on Market	315	112	-64%
Highest Sold Price	\$2,150,000	\$3,200,000	49%
Lowest Sold Price	\$727,600	\$910,000	25%
Properties Sold	7	4	-43%
% Sold Price to Avg List Price	92%	95%	3%
Total Dollar Volume	\$8,859,400	\$6,779,500	-23%

SQUAW VALLEY

SINGLE FAMILY HOMES



April-June	2018	2019	% Change
Median Sales Price	\$480,000	\$462,500	-4%
Average Sold Price	\$469,700	\$533,100	13%
Average Days on Market	266	237	-11%
Highest Sold Price	\$809,500	\$735,000	-9%
Lowest Sold Price	\$279,000	\$329,000	18%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	97%	97%	1%
Total Dollar Volume	\$2,348,500	\$2,665,500	13%

SQUAW VALLEY

CONDOMINIUMS



April-June	2018	2019	% Change
Median Sales Price	\$562,000	\$729,250	30%
Average Sold Price	\$577,500	\$784,062	36%
Average Days on Market	152	81	-47%
Highest Sold Price	\$851,500	\$1,425,000	67%
Lowest Sold Price	\$319,000	\$345,000	8%
Properties Sold	3	8	167%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$1,732,500	\$6,272,500	262%

THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS





ALPINE MEADOWS

CONDOMINIUMS



April-June	2018	2019	% Change
Median Sales Price	\$0	\$0	/
Average Sold Price	\$0	\$0	/
Average Days on Market	0	0	/
Highest Sold Price	\$0	\$0	/
Lowest Sold Price	\$0	\$0	/
Properties Sold	0	2	/
% Sold Price to Avg List Price	%	%	/
Total Dollar Volume	\$0	\$0	/

ALPINE MEADOWS

SINGLE FAMILY HOMES

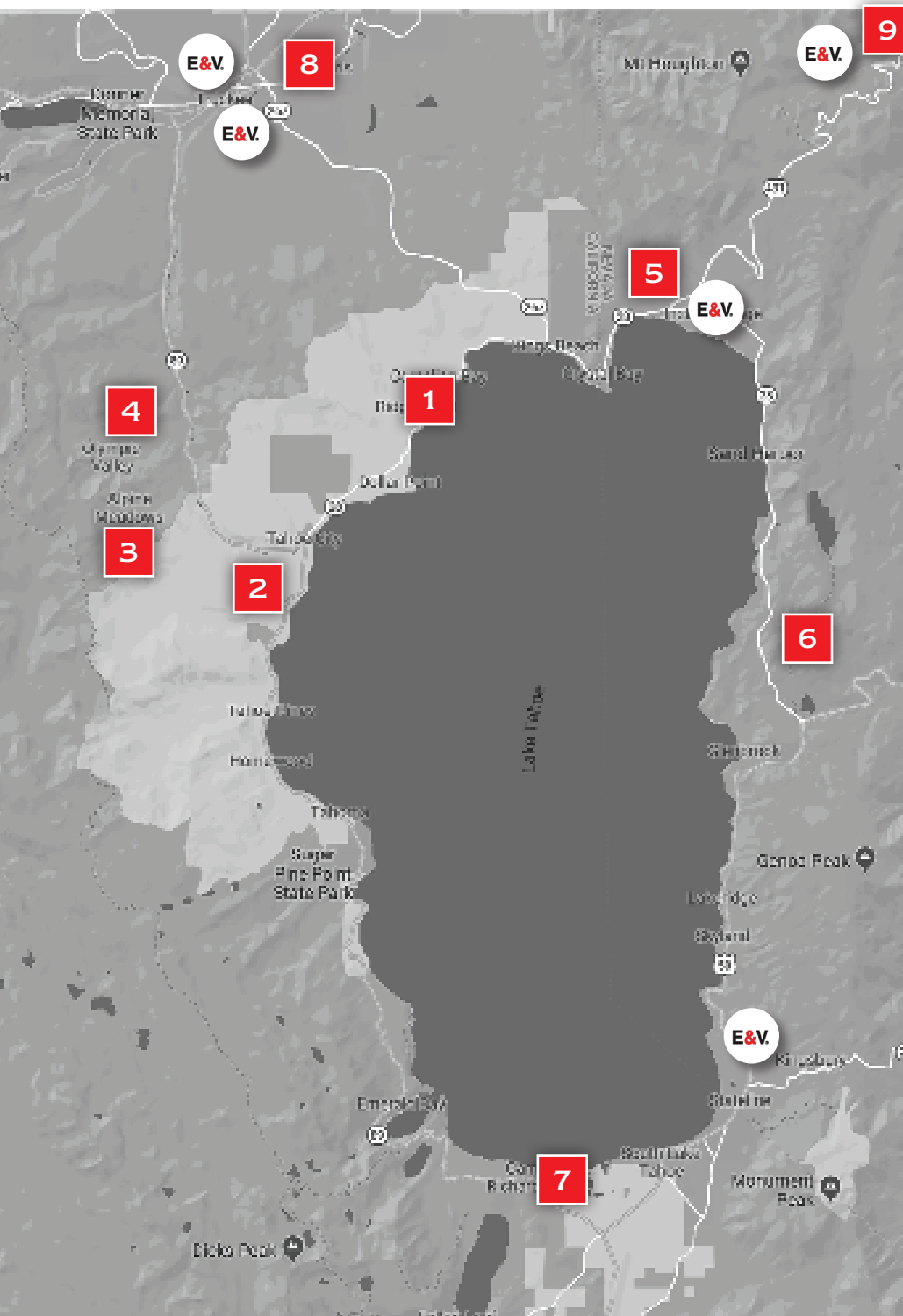


April-June	2018	2019	% Change
Median Sales Price	\$800,000	\$680,000	-15%
Average Sold Price	\$800,000	\$792,000	-1%
Average Days on Market	209	124	-41%
Highest Sold Price	\$800,000	\$1,195,000	49%
Lowest Sold Price	\$800,000	\$535,000	-33%
Properties Sold	1	5	400%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$800,000	\$3,960,000	395%



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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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E L D E R G R O U P T A H O E R E A L E S T A T E . C O M

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INCLINE VILLAGE | LAKE TAHOE | | TRUCKEE | RENO

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