



ENGEL & VÖLKERS®

# MARKET REPÖRT

NORTH & WEST SHORES • YEAR END REPORT 2019



ENGEL & VÖLKERS®  
TRUCKEE

# EXPERT INSIGHTS

## LOOKING AT THE YEAR END REPORT

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North & West Shores of Lake Tahoe's luxury housing market delivered positive results in 2019. With interest rates being at record lows and more buyers hoping to make the North & West Shores of Lake Tahoe a full time residence, the housing market was in a very healthy spot this past year.

Low inventory over the past couple of years has continued upward pressure on desirable properties, which has led to a decrease in the number of single family residence sales throughout the entire North & West Shores of Lake Tahoe region, resulting in a higher unit price. We can expect to see a healthy market through 2020, even with the upcoming presidential election and the consideration of fire and home insurance becoming a larger obstacle for many homeowners.

The Engel & Völkers year-end North & West Shores of Lake Tahoe Real Estate Market Report, compares the 2018 Year End statistics to that of 2019, for single family homes and attached dwellings in the various micro markets of the North & West shores of Lake Tahoe area. The number of single family homes sold decreased by 4% year-over-year, with an increase of our average price sales of 9%, and an increase of days-on-market of 24%.



## OVERALL MARKET STATISTICS

**\$953,023**  
AVERAGE  
SALES PRICE

**87**  
AVERAGE DAYS  
ON MARKET

**523**  
TOTAL  
UNITS SOLD

**\$497,478,138**  
TOTAL  
VOLUME SOLD

**96%**  
% LIST TO SALE

**120**  
UNITS OVER \$1M

**403**  
UNITS UNDER \$1M

# NORTH & WEST SHORES MARKET AREAS

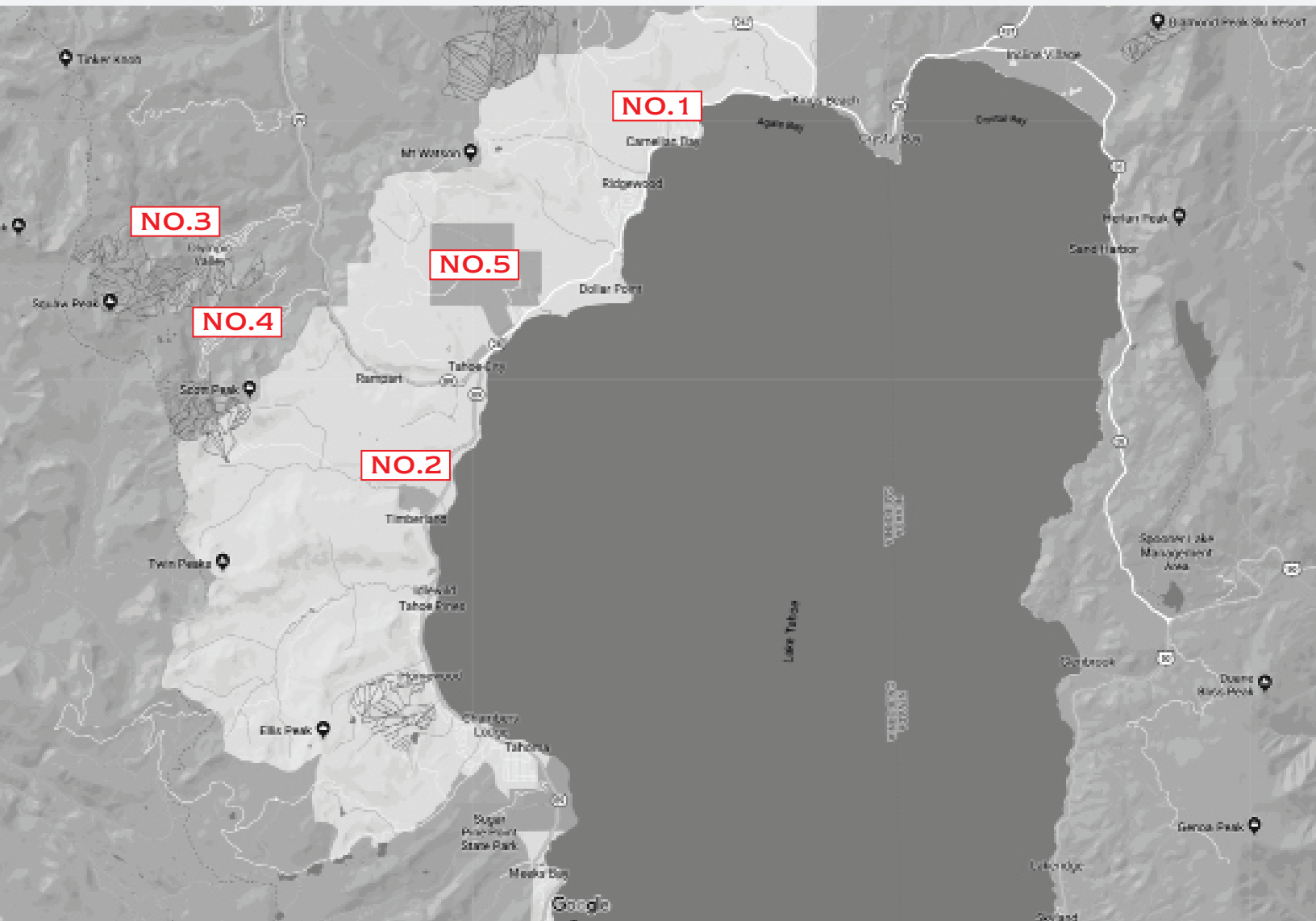
**NO.1** NORTHSHORE

**NO.2** WESTSHORE

**NO.3** SQUAW VALLEY

**NO.4** ALPINE MEADOWS

**NO.5** TAHOE CITY





JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$3,420,000	\$4,287,500	25%
Average Sold Price	\$3,567,182	\$4,008,333	12%
Average Days on Market	163	154	-6%
Highest Sold Price	\$5,386,370	\$5,475,000	2%
Lowest Sold Price	\$1,750,000	\$1,000,000	-43%
Properties Sold	13	6	-54%
% Sold Price to Avg List Price	97%	96%	0%
Total Dollar Volume	\$46,373,370	\$24,050,000	-48%

## NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES

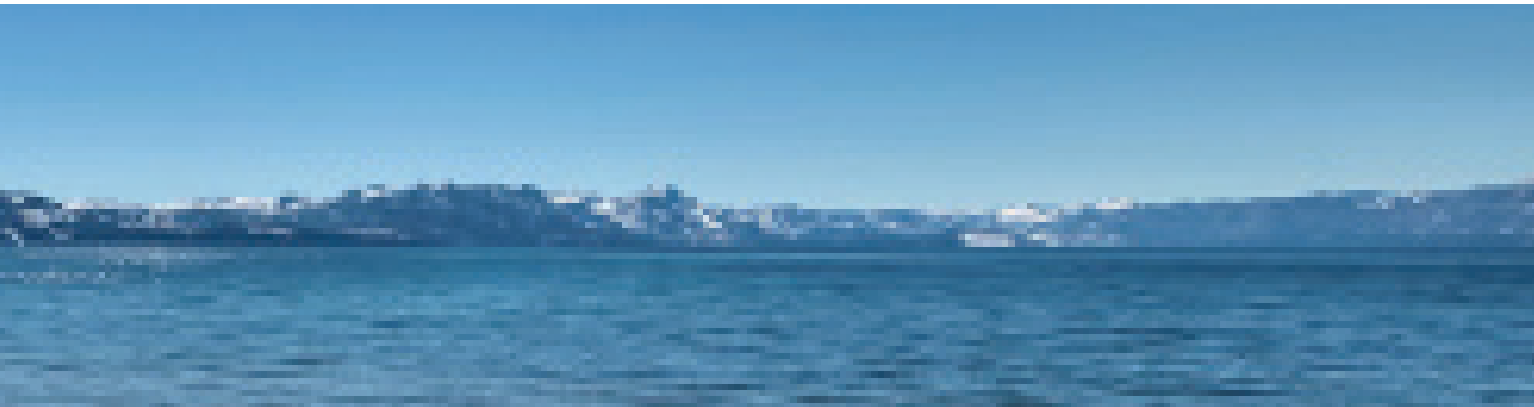


JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$627,493	\$712,000	13%
Average Sold Price	\$761,868	\$828,588	9%
Average Days on Market	66	82	24%
Highest Sold Price	\$3,200,000	\$2,518,000	-21%
Lowest Sold Price	\$260,000	\$235,000	-10%
Properties Sold	143	137	-4%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$108,947,261	\$113,516,659	4%

## NORTH SHORE NON-LAKE FRONT

SINGLE FAMILY HOMES





## NORTH SHORE

CONDOMINIUMS



AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$395,000	\$395,000	0%
Average Sold Price	\$473,316	\$444,411	-6%
Average Days on Market	69	67	-3%
Highest Sold Price	\$2,000,000	\$2,600,000	30%
Lowest Sold Price	\$113,000	\$125,000	11%
Properties Sold	86	78	-9%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$40,705,250	\$34,664,090	-15%

## TAHOE CITY

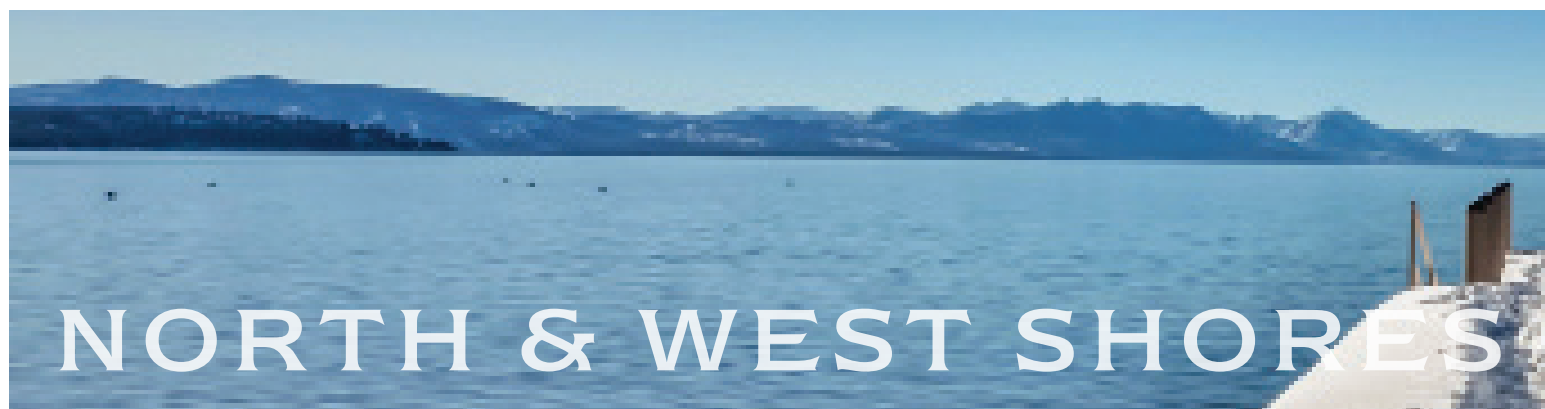
SINGLE FAMILY HOMES



AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$980,000	\$775,000	-21%
Average Sold Price	\$1,798,072	\$848,545	-53%
Average Days on Market	46	28	-39%
Highest Sold Price	\$22,865,543	\$1,745,000	-92%
Lowest Sold Price	\$527,500	\$590,000	12%
Properties Sold	35	23	-34%
% Sold Price to Avg List Price	96%	97%	0%
Total Dollar Volume	\$62,932,543	\$19,516,551	-69%





## TAHOE CITY

CONDOMINIUMS



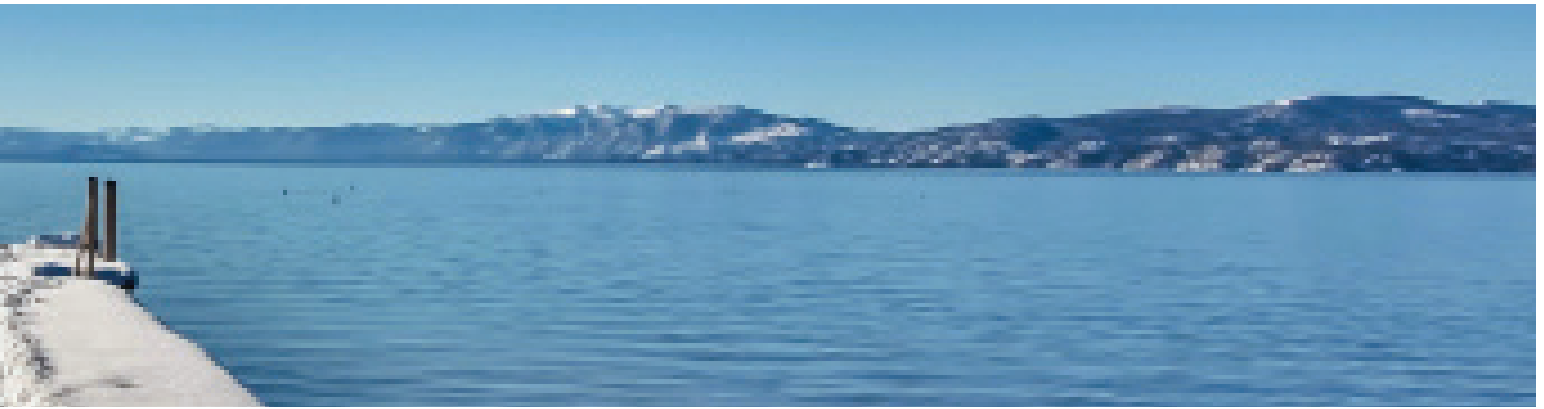
JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$878,750	\$420,000	-52%
Average Sold Price	\$1,181,666	\$697,785	-41%
Average Days on Market	39	74	90%
Highest Sold Price	\$3,535,000	\$1,990,000	-44%
Lowest Sold Price	\$222,500	\$225,000	1%
Properties Sold	12	14	17%
% Sold Price to Avg List Price	95%	97%	2%
Total Dollar Volume	\$14,180,000	\$9,769,000	-31%

## WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$6,997,500	\$8,750,000	25%
Average Sold Price	\$10,617,857	\$11,781,428	11%
Average Days on Market	148	144	-3%
Highest Sold Price	\$40,000,000	\$37,000,000	-8%
Lowest Sold Price	\$1,470,000	\$3,435,000	134%
Properties Sold	14	8	-43%
% Sold Price to Avg List Price	93%	103%	9%
Total Dollar Volume	\$148,650,000	\$82,470,000	-45%



## WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$672,500	\$702,760	4%
Average Sold Price	\$831,454	\$822,724	-1%
Average Days on Market	68	74	9%
Highest Sold Price	\$3,000,000	\$3,400,000	13%
Lowest Sold Price	\$225,000	\$199,000	-12%
Properties Sold	128	136	6%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$106,426,123	\$111,890,588	5%

## WEST SHORE

CONDOMINIUMS



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,650,000	\$1,115,000	-58%
Average Sold Price	\$2,003,572	\$1,239,333	-38%
Average Days on Market	106	111	5%
Highest Sold Price	\$3,300,000	\$2,225,000	-33%
Lowest Sold Price	\$330,000	\$416,000	26%
Properties Sold	5	6	20%
% Sold Price to Avg List Price	95%	96%	0%
Total Dollar Volume	\$10,017,860	\$7,436,000	-26%

# SQUAW VALLEY & ALPINE MEADOWS

JANUARY- DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,207,500	\$1,457,500	21%
Average Sold Price	\$1,270,726	\$1,495,472	18%
Average Days on Market	304	110	-64%
Highest Sold Price	\$2,150,000	\$3,200,000	49%
Lowest Sold Price	\$485,000	\$581,500	20%
Properties Sold	15	18	20%
% Sold Price to Avg List Price	91%	95%	4%
Total Dollar Volume	\$19,060,900	\$26,918,500	41%

## SQUAW VALLEY

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$370,000	\$451,250	22%
Average Sold Price	\$436,192	\$488,796	12%
Average Days on Market	347	140	-60%
Highest Sold Price	\$837,000	\$1,100,000	31%
Lowest Sold Price	\$168,000	\$136,000	-19%
Properties Sold	26	38	46%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$11,341,000	\$18,574,250	64%

## SQUAW VALLEY

CONDOMINIUMS



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$485,000	\$570,000	18%
Average Sold Price	\$520,290	\$629,891	21%
Average Days on Market	101	137	36%
Highest Sold Price	\$851,500	\$1,425,000	67%
Lowest Sold Price	\$292,800	\$319,000	9%
Properties Sold	20	23	15%
% Sold Price to Avg List Price	96%	96%	0%
Total Dollar Volume	\$10,405,800	\$14,487,500	39%

## THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS





## ALPINE MEADOWS

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,150,000	\$802,500	-30%
Average Sold Price	\$1,301,111	\$963,000	-26%
Average Days on Market	133	65	-51%
Highest Sold Price	\$2,150,000	\$3,650,000	70%
Lowest Sold Price	\$760,000	\$430,000	-43%
Properties Sold	9	22	144%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$11,710,000	\$21,186,000	81%

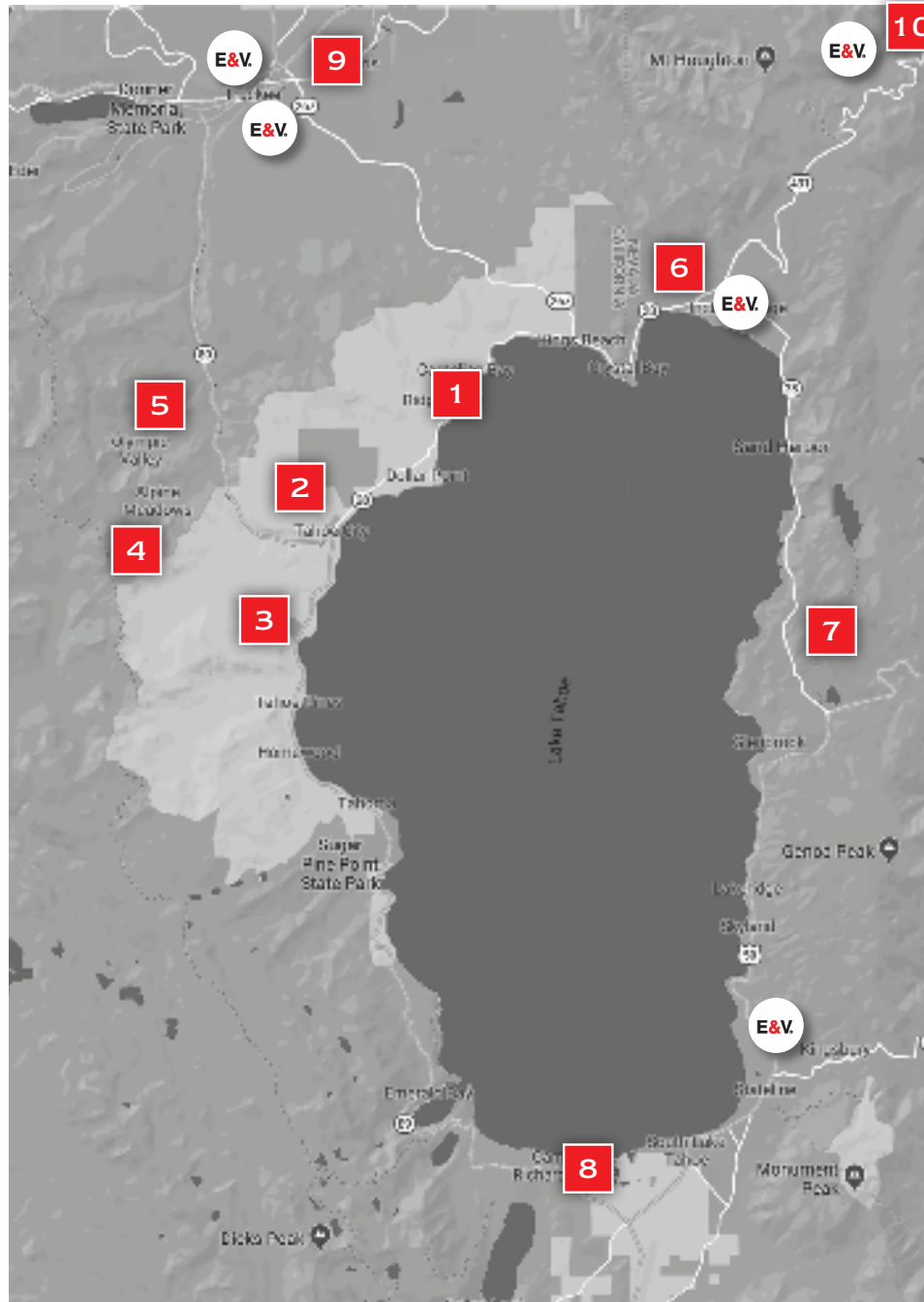
## ALPINE MEADOWS

CONDOMINIUMS



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$419,000	\$424,000	1%
Average Sold Price	\$410,400	\$406,800	-1%
Average Days on Market	268	29	-89%
Highest Sold Price	\$502,000	\$515,000	3%
Lowest Sold Price	\$322,000	\$310,000	-4%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	97%	0%	-97%
Total Dollar Volume	\$2,052,000	\$2,034,000	-1%

# LAKE TAHOE MARKET AREAS



- 1. NORTH SHORE
- 2. TAHOE CITY
- 3. WEST SHORE
- 4. ALPINE MEADOWS
- 5. SQUAW VALLEY

- 6. INCLINE VILLAGE
- 7. EAST SHORE
- 8. SOUTH LAKE
- 9. TRUCKEE-TAHOE DONNER
- 10. RENO

Our shop

## ENGEL & VÖLKERS TRUCKEE

Here at Engel & Völkers Truckee and Engel & Völkers Lake Tahoe, you will find an experienced team of professional real estate agents. Whatever your requirements, a member of our local team will be happy to assist you.

Our promise remains to develop a portfolio of luxury properties and offer investors and home buyers a quality of service unsurpassed by its competitors. It is this commitment to both impeccably high standards and attention to detail that is the driving force behind our success.

Real Estate is a people business and Engel & Völkers Truckee real estate agents are among the most experienced and respected in North America, with production measured in billions of dollars over thousands of transactions.

Our team possesses unrivaled market knowledge, a collaborative passion, and a love of life in the Truckee Tahoe area. They are supported by a superb, dedicated staff and industry-leading management, committed to excellence. We invite you to explore our services and look forward to working with you.



LIFE'S TAKING YOU PLACES.  
WE'LL HELP YOU GET THERE.

**TRUCKEE**

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Our Local Area Shops

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