



ENGEL & VÖLKERS®

MARKET REPÖRT

NORTH & WEST SHORES • 3RD QUARTER 2019



ENGEL & VÖLKERS®
TRUCKEE

EXPERT INSIGHTS

LOOKING AT 3RD QUARTER

Third Quarter in the Truckee area has always been a very interesting snapshot of our local housing market. Along with the crowds, the busy summer season brings higher inventory and a steady flow of buyers. Truckee is still experiencing **modest growth in home sales with a 2% rise in average sales price** across all markets. 2019's third quarter saw the average sales price break the million dollar market and came in at \$1,011,785 compared to last year at just over \$995,000.

In the luxury market we have seen some cooling with lower average sales prices and longer days on market. The exceptions to the rule would be the Gray's Crossing, Old Greenwood, and Northstar markets. All three performed better than last year with higher average sales prices.

In many of our micro-markets we are still experiencing high demand and lack of inventory, or should we say "well priced" inventory. The buyers in our market are savvy, we sold roughly the same number of properties in 2019 as we did same quarter 2018. Homes that were priced well sold quickly many with multiple offers; however those that "tested" the market saw less success and price reductions. The average days on market rose from 44 in Q3 2018 to 54 this year. Homes sold on an average of 95% of asking price. Last year for Q3 we saw 97% of asking.



OVERALL MARKET STATISTICS

\$941,906
AVERAGE
SALES PRICE

73
AVERAGE DAYS
ON MARKET

161
TOTAL
UNITS SOLD

\$151,646,910
TOTAL
VOLUME SOLD

98%
% LIST TO SALE

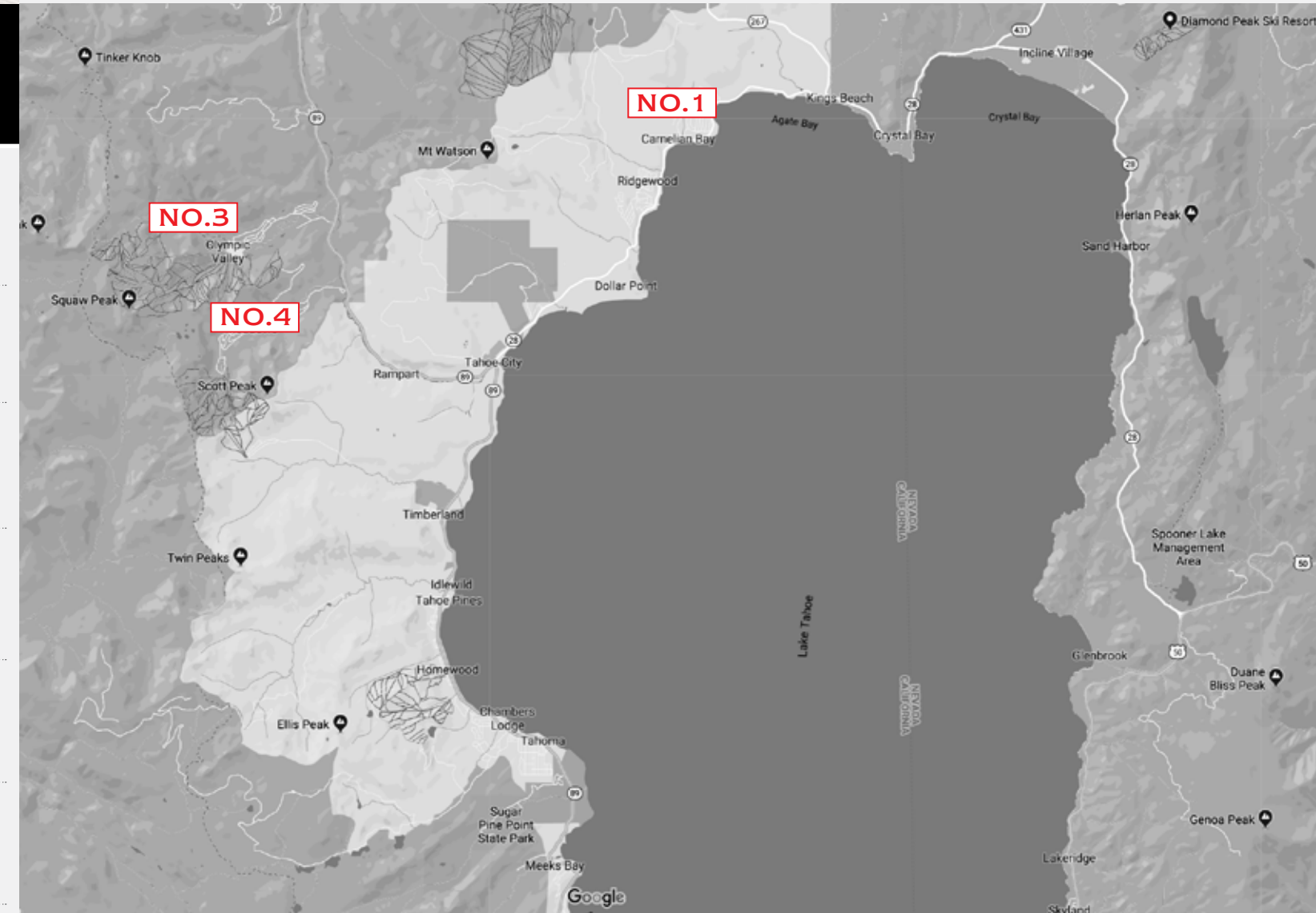
33
UNITS OVER \$1M

-
UNITS UNDER \$1M

NORTH & WEST SHORES MARKET AREAS

NO.1 NORTHSHORE
NO.2 WESTSHORE

NO.3 SQUAW VALLEY
NO.4 ALPINE MEADOWS





NORTH & WEST SHORES

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$3,636,000	-	-
Average Sold Price	\$3,668,000	-	-
Average Days on Market	10	-	-
Highest Sold Price	\$4,600,000	-	-
Lowest Sold Price	\$2,800,000	-	-
Properties Sold	4	-	-
% Sold Price to Avg List Price	98%	-	-
Total Dollar Volume	\$14,672,000	-	-

NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES



WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$8,225,000	\$13,450,000	64%
Average Sold Price	\$9,186,666	\$13,450,000	46%
Average Days on Market	140	177	26%
Highest Sold Price	\$24,000,000	\$16,400,000	-32%
Lowest Sold Price	\$1,470,000	\$10,500,000	614%
Properties Sold	6	2	-67%
% Sold Price to Avg List Price	96%	100%	4%
Total Dollar Volume	\$55,120,000	\$26,900,000	-51%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$648,750	\$717,500	11%
Average Sold Price	\$779,762	\$845,725	8%
Average Days on Market	50	59	18%
Highest Sold Price	\$3,200,000	\$2,225,000	-30%
Lowest Sold Price	\$260,000	\$400,000	54%
Properties Sold	56	40	-29%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$43,666,710	\$33,829,000	-23%

NORTH SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$721,000	\$726,750	1%
Average Sold Price	\$862,616	\$821,836	-5%
Average Days on Market	66	53	-20%
Highest Sold Price	\$2,700,000	\$2,825,000	5%
Lowest Sold Price	\$225,000	\$199,000	-12%
Properties Sold	56	58	4%
% Sold Price to Avg List Price	96%	98%	1%
Total Dollar Volume	\$48,306,500	\$47,666,520	-1%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$376,000	\$405,000	8%
Average Sold Price	\$448,033	\$443,821	-1%
Average Days on Market	33	68	106%
Highest Sold Price	\$1,450,000	\$1,450,000	0%
Lowest Sold Price	\$115,000	\$144,000	25%
Properties Sold	30	23	-23%
% Sold Price to Avg List Price	98%	98%	-
Total Dollar Volume	\$13,441,000	\$10,207,890	-24%

NORTH SHORE

CONDOMINIUMS

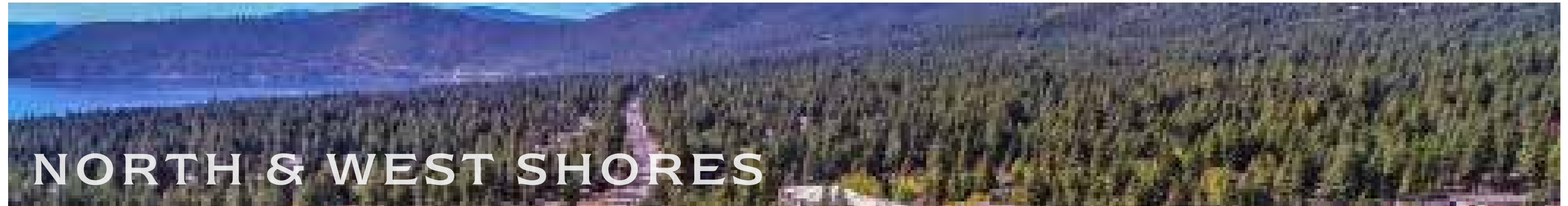


WEST SHORE

CONDOMINIUMS



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,815,000	\$1,965,000	8%
Average Sold Price	\$1,815,000	\$1,535,333	-15%
Average Days on Market	252	88	-65%
Highest Sold Price	\$3,300,000	\$2,225,000	-33%
Lowest Sold Price	\$330,000	\$416,000	26%
Properties Sold	2	3	50%
% Sold Price to Avg List Price	89%	97%	9%
Total Dollar Volume	\$3,630,000	\$4,606,000	27%



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,825,000	\$1,500,000	-18%
Average Sold Price	\$1,825,000	\$1,314,416	-28%
Average Days on Market	301	83	-72%
Highest Sold Price	\$2,150,000	\$1,825,000	-15%
Lowest Sold Price	\$1,500,000	\$581,500	-61%
Properties Sold	2	6	200%
% Sold Price to Avg List Price	82%	97%	14%
Total Dollar Volume	\$3,650,000	\$7,886,500	116%

SQUAW VALLEY

SINGLE FAMILY HOMES



ALPINE MEADOWS

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,865,000	\$724,500	-61%
Average Sold Price	\$1,591,666	\$747,666	-53%
Average Days on Market	113	40	-65%
Highest Sold Price	\$2,150,000	\$1,023,000	-52%
Lowest Sold Price	\$760,000	\$464,000	-39%
Properties Sold	3	6	100%
% Sold Price to Avg List Price	101%	97%	-3%
Total Dollar Volume	\$4,775,000	\$4,486,000	-6%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$542,000	\$349,000	-36%
Average Sold Price	\$557,857	\$478,222	-14%
Average Days on Market	161	82	-49%
Highest Sold Price	\$837,000	\$910,000	9%
Lowest Sold Price	\$286,000	\$275,000	-4%
Properties Sold	7	9	29%
% Sold Price to Avg List Price	97%	97%	-
Total Dollar Volume	\$3,905,000	\$4,304,000	10%

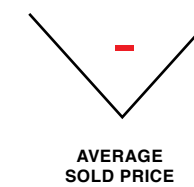
SQUAW VALLEY

CONDOMINIUMS



ALPINE MEADOWS

CONDOMINIUMS



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$371,000	-	-
Average Sold Price	\$387,000	-	-
Average Days on Market	\$371,000	-	-
Highest Sold Price	89	-	-
Lowest Sold Price	\$420,000	-	-
Properties Sold	\$322,000	-	-
% Sold Price to Avg List Price	2	-	-
Total Dollar Volume	96%	-	-

\$742,000

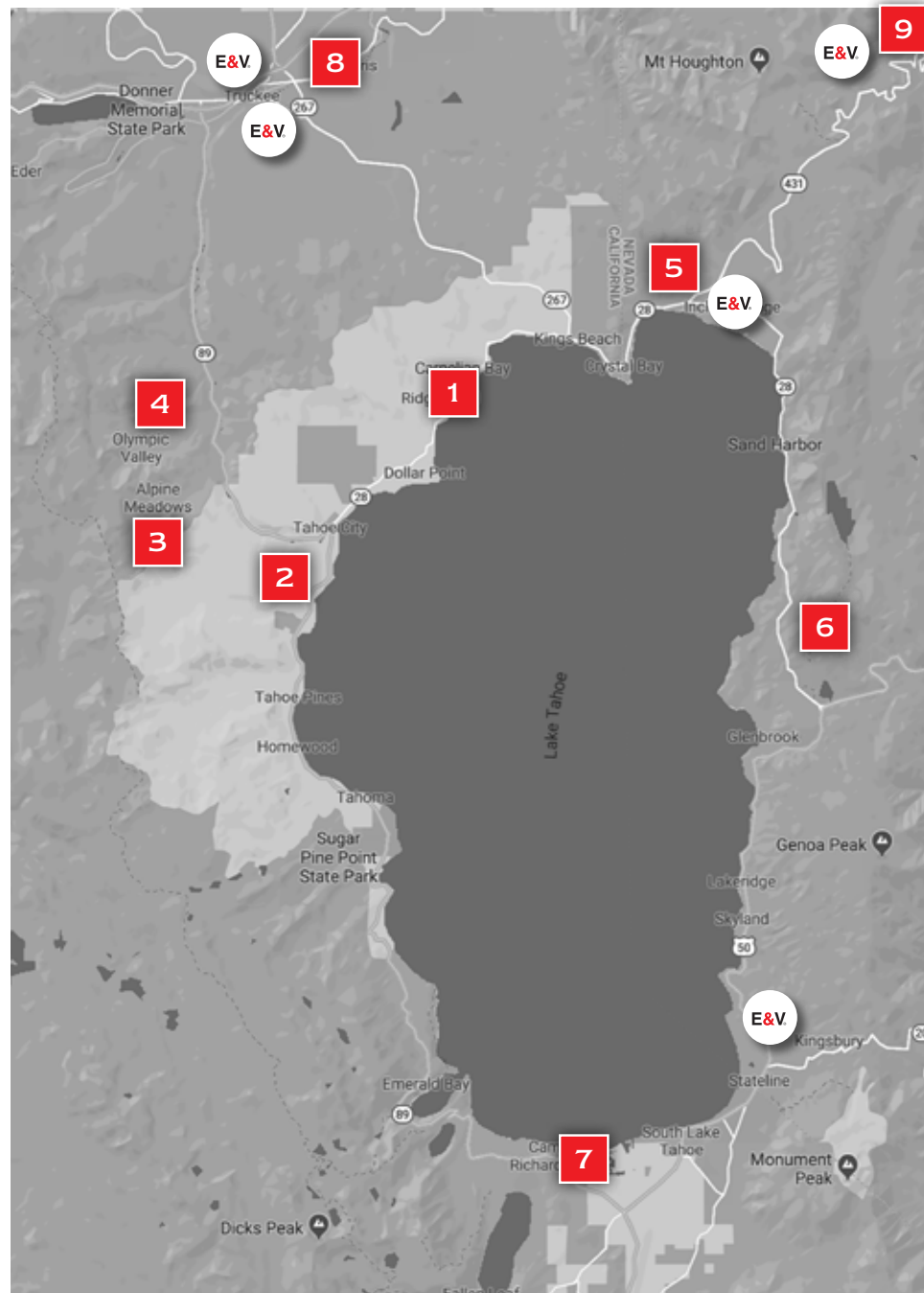
JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$620,000	\$443,500	-28%
Average Sold Price	\$594,000	\$555,600	-6%
Average Days on Market	42	221	426%
Highest Sold Price	\$795,000	\$1,375,000	73%
Lowest Sold Price	\$360,000	\$319,000	-11%
Properties Sold	5	10	100%
% Sold Price to Avg List Price	96%	94%	-2%
Total Dollar Volume	\$2,970,000	\$5,556,000	87%

THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS



LAKE TAHOE MARKET AREAS



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

Our shop

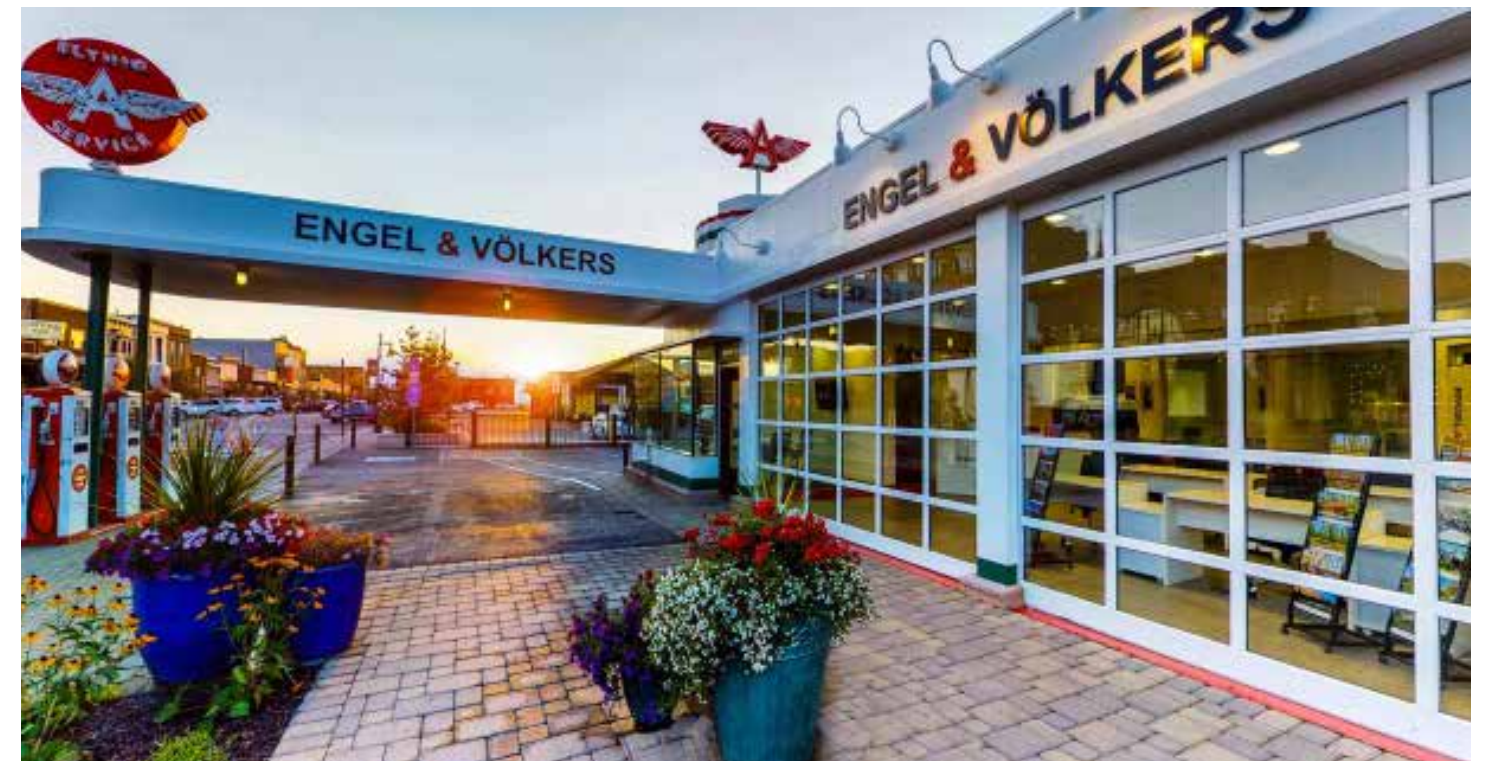
ENGEL & VÖLKERS TRUCKEE

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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