

MARKET REPÖRT



TRUCKEE

SECOND QUARTER 2019



ENGEL & VÖLKERS®
TRUCKEE

ENGEL & VÖLKERS®
LAKE TAHOE

ENGEL & VÖLKERS®
INCLINE VILLAGE

ENGEL & VÖLKERS®
RENO



EXPERT INSIGHTS

REFLECTING ON Q2 2019

Luxury housing sales in Truckee 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 \$165 million worth of homes were sold in the second quarter. Of the 182 homes sold, 44 sold for more than \$1 million.

Real estate agents priced homes well as houses sold on average at 97 percent of asking. The average days on market was a quick 66 days.

For an in-depth analysis at each of the North 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

\$905,236
AVERAGE
SALES PRICE

66
AVERAGE DAYS
ON MARKET

182
TOTAL
UNITS SOLD

\$164,753,008
TOTAL
VOLUME SOLD

97%
% LIST TO SALE

44
UNITS OVER \$1M

138
UNITS UNDER \$1M



ENGEL & VÖLKERS®

TRUCKEE & DONNER MARKET AREAS

NO.1 DONNER SUMMIT

NO.2 DONNER LAKE

NO.3 TAHOE DONNER

NO.4 TRUCKEE

NO.5 GRAY'S CROSSING

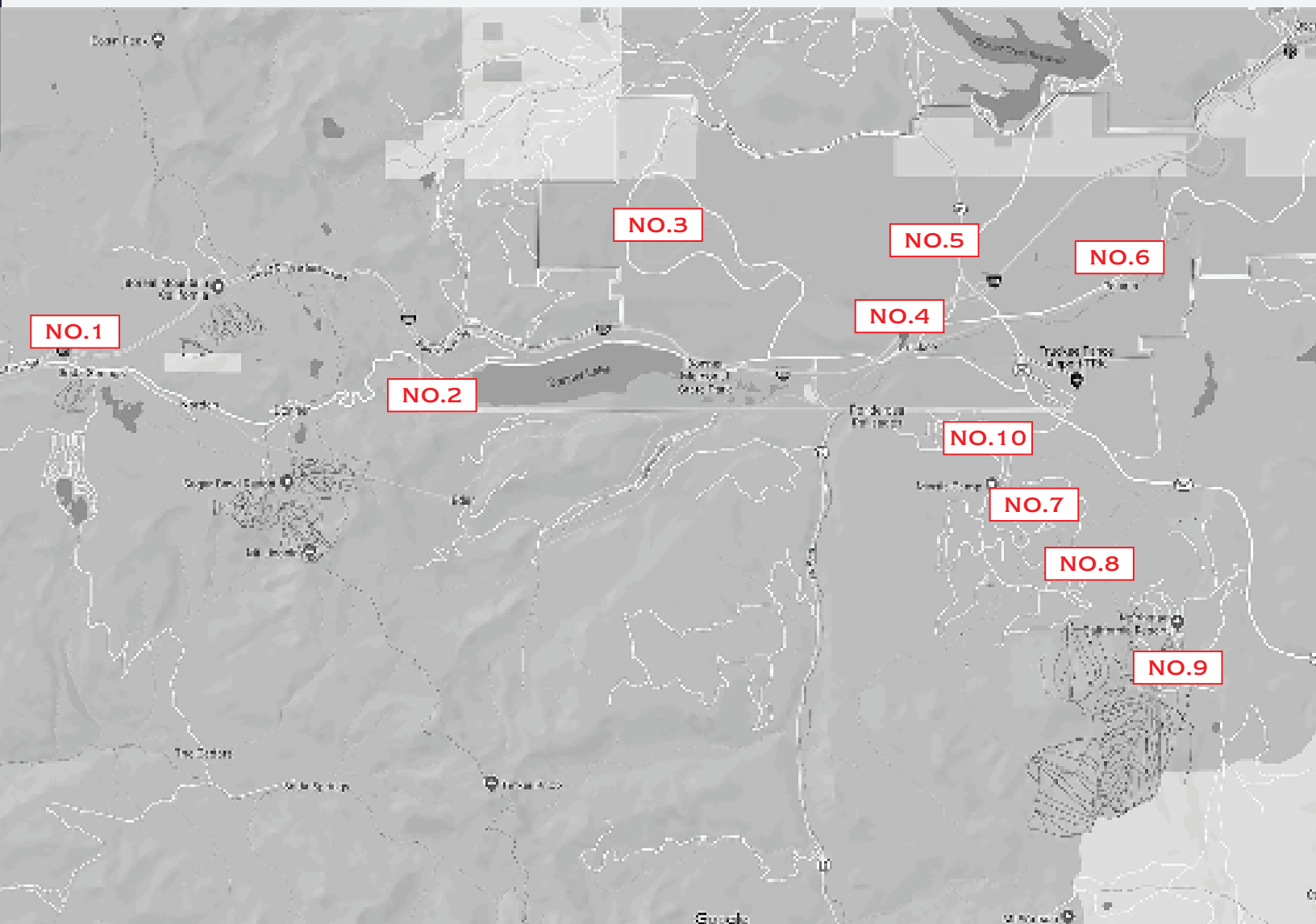
NO.6 OLD GREENWOOD

NO.7 LAHONTAN

NO.8 MARTIS CAMP

NO.9 NORTHSTAR

NO.10 SCHAFER'S MILL





TRUCKEE

April - June	2018	2019	% Change
Median Sales Price	\$615,000	\$665,500	8%
Average Sold Price	\$638,307	\$1,142,333	79%
Average Days on Market	35	130	271%
Highest Sold Price	\$1,167,000	\$3,450,000	196%
Lowest Sold Price	\$199,000	\$303,000	52%
Properties Sold	13	6	-54%
% Sold Price to Avg List Price	99%	93%	-5%
Total Dollar Volume	\$8,298,000	\$6,854,000	-17%

DONNER SUMMIT

SINGLE FAMILY HOMES



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	/

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



April - June	2018	2019	% Change
Median Sales Price	\$688,000	\$460,000	-33%
Average Sold Price	\$790,600	\$474,666	-40%
Average Days on Market	10	29	190%
Highest Sold Price	\$1,745,000	\$565,000	-68%
Lowest Sold Price	\$419,200	\$399,000	-5%
Properties Sold	7	3	-57%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$5,534,200	\$1,424,000	-74%

DONNER LAKE NON-LAKEFRONT

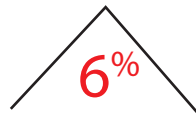
SINGLE FAMILY HOMES



TRUCKEE

TAHOE DONNER

SINGLE FAMILY HOMES

AVERAGE
SOLD PRICE

April - June	2018	2019	% Change
Median Sales Price	\$716,000	\$739,000	3%
Average Sold Price	\$765,440	\$815,074	6%
Average Days on Market	28	45	61%
Highest Sold Price	\$1,500,000	\$1,885,000	26%
Lowest Sold Price	\$367,500	\$407,000	11%
Properties Sold	59	65	10%
% Sold Price to Avg List Price	100%	99%	-1%
Total Dollar Volume	\$45,160,972	\$52,979,855	17%

TAHOE DONNER

CONDOMINIUMS

AVERAGE
SOLD PRICE

April - June	2018	2019	% Change
Median Sales Price	\$345,000	\$365,000	6%
Average Sold Price	\$329,388	\$317,957	-3%
Average Days on Market	14	28	100%
Highest Sold Price	\$470,000	\$460,000	-2%
Lowest Sold Price	\$95,000	\$110,000	16%
Properties Sold	9	15	67%
% Sold Price to Avg List Price	99%	100%	1%
Total Dollar Volume	\$2,964,500	\$4,769,359	61%



April - June	2018	2019	% Change
Median Sales Price	\$722,000	\$721,250	0%
Average Sold Price	\$798,578	\$893,896	12%
Average Days on Market	51	76	49%
Highest Sold Price	\$2,080,000	\$2,465,000	19%
Lowest Sold Price	\$396,000	\$220,000	-44%
Properties Sold	50	52	4%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$39,928,900	\$46,482,594	16%

TRUCKEE

SINGLE FAMILY HOMES



April - June	2018	2019	% Change
Median Sales Price	\$546,250	\$504,250	-8%
Average Sold Price	\$590,075	\$562,478	-5%
Average Days on Market	49	45	-8%
Highest Sold Price	\$914,500	\$857,000	-6%
Lowest Sold Price	\$445,000	\$250,000	-44%
Properties Sold	8	14	75%
% Sold Price to Avg List Price	99%	98%	-1%
Total Dollar Volume	\$4,720,600	\$7,874,700	67%

TRUCKEE

CONDOMINIUMS





GRAY'S CROSSING

ALL PROPERTIES



April - June	2018	2019	% Change
Median Sales Price	\$1,230,000	\$1,450,000	18%
Average Sold Price	\$1,205,900	\$1,431,000	19%
Average Days on Market	144	116	-19%
Highest Sold Price	\$1,350,000	\$1,295,000	-4%
Lowest Sold Price	\$914,500	\$855,000	-7%
Properties Sold	5	10	100%
% Sold Price to Avg List Price	98%	97%	0%
Total Dollar Volume	\$6,029,500	\$14,310,000	137%

OLD GREENWOOD

ALL PROPERTIES



April - June	2018	2019	% Change
Median Sales Price	\$2,080,000	\$938,000	-55%
Average Sold Price	\$2,080,000	\$1,249,333	-40%
Average Days on Market	84	180	114%
Highest Sold Price	\$2,080,000	\$2,155,000	4%
Lowest Sold Price	\$2,080,000	\$655,000	-69%
Properties Sold	1	3	200%
% Sold Price to Avg List Price	97%	95%	-2%
Total Dollar Volume	\$2,080,000	\$3,748,000	80%

TRUCKEE

April - June	2018	2019	% Change
Median Sales Price	\$4,424,000	\$5,100,000	15%
Average Sold Price	\$4,870,250	\$4,500,000	-8%
Average Days on Market	177	170	-4%
Highest Sold Price	\$7,700,000	\$5,100,000	-34%
Lowest Sold Price	\$3,300,000	\$3,300,000	0%
Properties Sold	12	3	-17%
% Sold Price to Avg List Price	95%	93%	-3%
Total Dollar Volume	\$58,443,000	\$13,500,000	-77%

MARTIS CAMP

ALL PROPERTIES

-8%

AVERAGE
SOLD PRICE

April - June	2018	2019	% Change
Median Sales Price	\$2,430,000	\$2,912,500	20%
Average Sold Price	\$2,648,750	\$2,912,500	10%
Average Days on Market	129	49	-62%
Highest Sold Price	\$4,100,000	\$3,050,000	-26%
Lowest Sold Price	\$1,635,000	\$2,775,000	70%
Properties Sold	4	2	-50%
% Sold Price to Avg List Price	98%	98%	0%
Total Dollar Volume	\$10,595,000	\$5,825,000	-45%

LAHONTAN

ALL PROPERTIES

10%

AVERAGE
SOLD PRICE



NORTHSTAR

SINGLE FAMILY HOMES



April - June	2018	2019	% Change
Median Sales Price	\$1,275,000	\$1,190,000	-7%
Average Sold Price	\$1,566,100	\$1,450,571	-7%
Average Days on Market	92	163	77%
Highest Sold Price	\$3,800,000	\$3,100,000	-18%
Lowest Sold Price	\$662,000	\$715,000	8%
Properties Sold	5	7	40%
% Sold Price to Avg List Price	93%	99%	6%
Total Dollar Volume	\$7,830,500	\$10,154,000	30%

NORTHSTAR

CONDOMINIUMS



April - June	2018	2019	% Change
Median Sales Price	\$650,000	\$661,250	2%
Average Sold Price	\$1,064,792	\$867,458	-19%
Average Days on Market	105	109	4%
Highest Sold Price	\$3,160,000	\$2,861,000	-9%
Lowest Sold Price	\$367,500	\$195,000	-47%
Properties Sold	13	12	-8%
% Sold Price to Avg List Price	97%	96%	-1%
Total Dollar Volume	\$13,842,300	\$10,409,500	-25%



April - June	2018	2019	% Change
Median Sales Price	\$814,500	\$636,000	-22%
Average Sold Price	\$824,928	\$782,355	-5%
Average Days on Market	43	60	40%
Highest Sold Price	\$1,175,000	\$2,465,000	110%
Lowest Sold Price	\$515,000	\$425,000	-17%
Properties Sold	14	21	50%
% Sold Price to Avg List Price	99%	95%	-3%
Total Dollar Volume	\$11,594,000	\$16,429,465	42%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES



April - June	2018	2019	% Change
Median Sales Price	\$660,000	\$755,000	14%
Average Sold Price	\$685,453	\$861,471	26%
Average Days on Market	24	43	79%
Highest Sold Price	\$1,295,000	\$1,195,000	-8%
Lowest Sold Price	\$397,400	\$622,000	57%
Properties Sold	13	7	-46%
% Sold Price to Avg List Price	100%	100%	0%
Total Dollar Volume	\$8,910,900	\$6,030,300	-32%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES



April - June	2018	2019	% Change
Median Sales Price	\$489,500	\$649,000	33%
Average Sold Price	\$557,666	\$618,000	11%
Average Days on Market	31	3	-90%
Highest Sold Price	\$942,000	\$725,000	-23%
Lowest Sold Price	\$400,000	\$480,000	20%
Properties Sold	6	3	-50%
% Sold Price to Avg List Price	98%	102%	4%
Total Dollar Volume	\$3,346,000	\$1,854,000	-45%

PROSSER LAKE & PROSSER LAKE HEIGHTS



TRUCKEE

SCHAFER'S MILL

SINGLE FAMILY HOMES



April - June	2018	2019	% Change
Median Sales Price	\$1,750,000	\$1,680,000	-4%
Average Sold Price	\$1,750,000	\$1,680,000	-4%
Average Days on Market	123	127	3%
Highest Sold Price	\$1,750,000	\$1,680,000	-4%
Lowest Sold Price	\$1,750,000	\$1,680,000	-4%
Properties Sold	1	1	0%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$1,750,000	\$1,680,000	-45%

SCHAFER'S MILL

CONDOMINIUMS

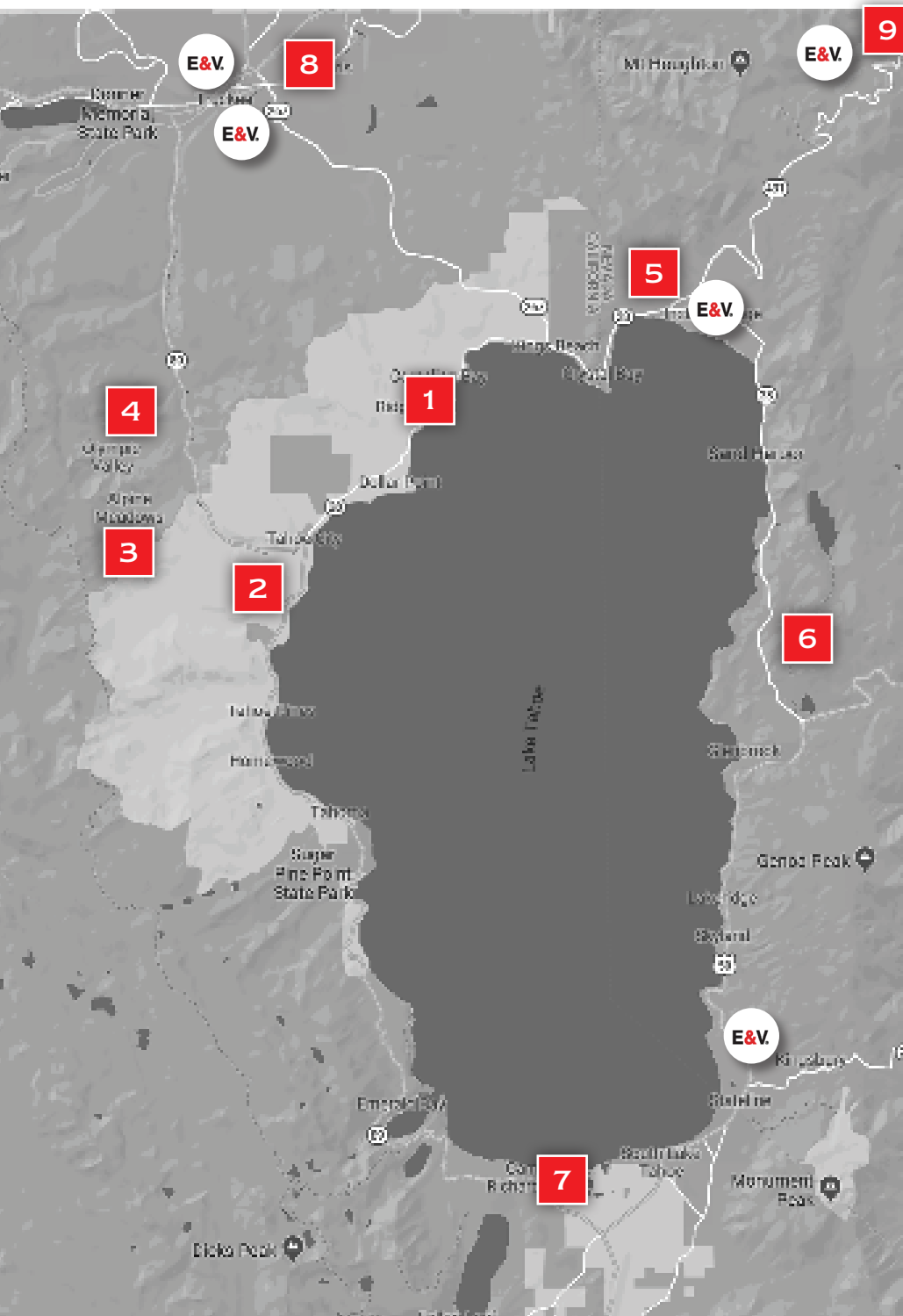


April - June	2018	2019	% Change
Median Sales Price	\$1,245,000	\$0	-100%
Average Sold Price	\$1,245,000	\$0	-100%
Average Days on Market	0	0	/
Highest Sold Price	\$1,245,000	\$0	-100%
Lowest Sold Price	\$1,245,000	\$0	-100%
Properties Sold	1	0	-100%
% Sold Price to Avg List Price	100%	0%	-100%
Total Dollar Volume	\$1,245,000	\$0	-100%



ENGEL & VÖLKERS®

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

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



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LAKE TAHOE | INCLINE VILLAGE | TRUCKEE | TRUCKEE-DONNER

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