



ENGEL & VÖLKERS®

# MARKET REPÖRT

TRUCKEE / DONNER, CALIFORNIA • 3RD QUARTER 2019



EXPERT  
INSIGHTS

LOOKING AT 3RD QUARTER

Truckee's luxury housing market delivered some positive results in 2018. While interest rates and the past election have been a topic of concern for many buyers, the second home/resort market in Tahoe has continued to be a positive investment. The lack of inventory has caused upward pressure on desirable properties, contributing to the increased number of single family residence sales throughout the entire Truckee region.

The Engel & Völkers year-end Truckee Real Estate Market Report, compares the 2018 Year End statistics to that of 2017, for single family homes and attached dwellings in the various micro markets of the Truckee area. The number of single family homes sold rose to 6% year-over-year, with average days on market decreasing 12%. Average sales prices increased by 18% year-over-year, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market.

Several Major sales also took place 2018 both in the summer and winter months; the \$9,500,000 sale of 9525 Wawona Court in June 2018, followed by the \$12,000,000 sale of 8143 Valhalla Drive in August 2018. These significant sales serve as a testament to the strength of the Truckee real estate market.



OVERALL MARKET  
STATISTICS

\$1,061,054

AVERAGE  
SALES PRICE

60

AVERAGE DAYS  
ON MARKET

880

TOTAL  
UNITS SOLD

\$933,728,300

TOTAL  
VOLUME SOLD

97%

% LIST TO SALE

228

UNITS OVER \$1M

652

UNITS UNDER \$1M

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

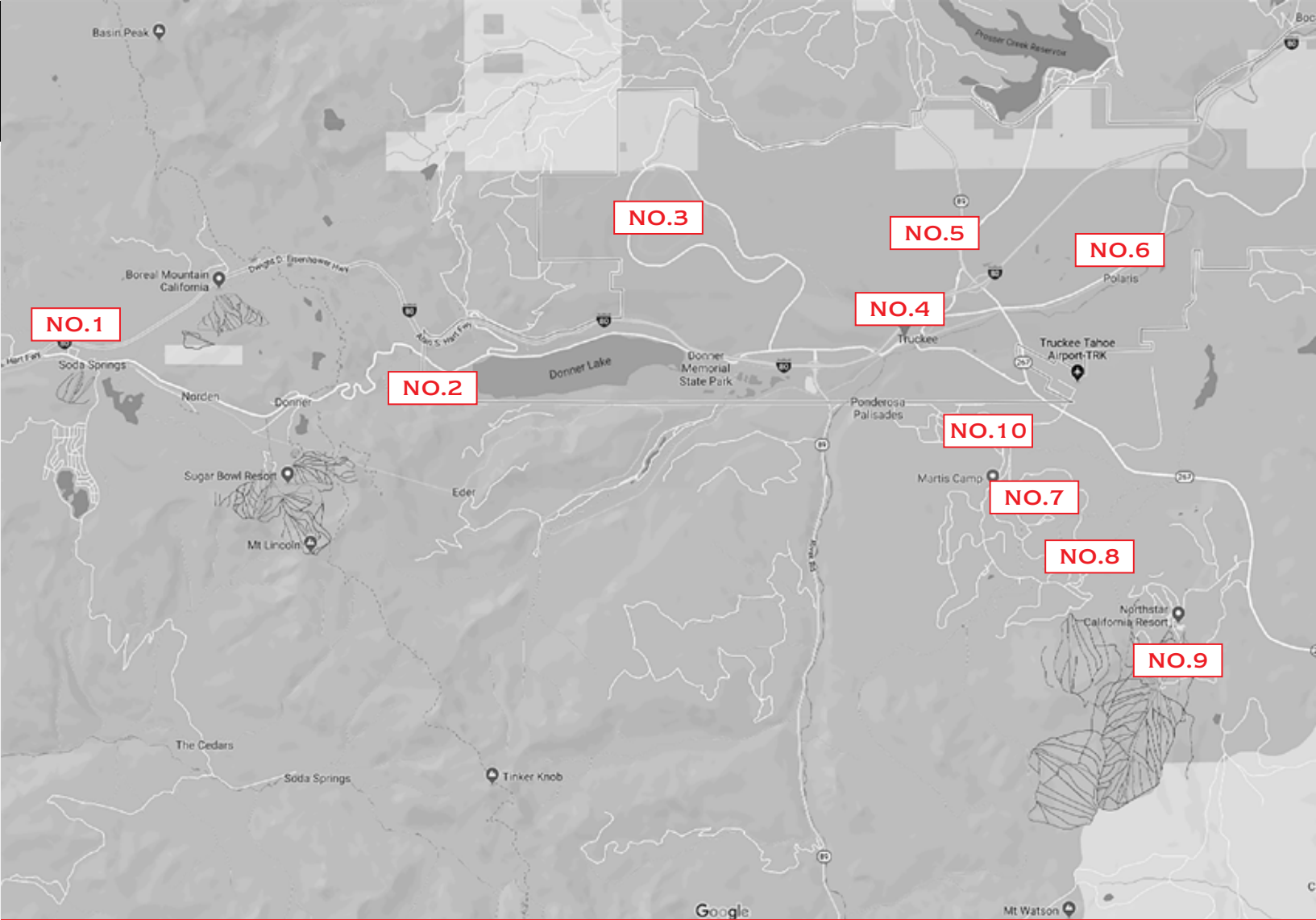
NO.8

MARTIS CAMP

NO.9

NORTHSTAR

NO.10

SCHAFFER'S MILL





JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$515,000	\$647,000	26%
Average Sold Price	\$639,644	\$746,960	17%
Average Days on Market	36	27	-25%
Highest Sold Price	\$2,400,000	\$2,400,000	0%
Lowest Sold Price	\$175,000	\$110,000	-37%
Properties Sold	29	25	-14%
% Sold Price to Avg List Price	98%	98%	-1%
Total Dollar Volume	\$18,211,500	\$18,240,000	-

DONNER  
SUMMIT

SINGLE FAMILY HOMES



TAHOE  
DONNER

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$714,500	\$699,000	-2%
Average Sold Price	\$760,128	\$770,650	1%
Average Days on Market	30	34	13%
Highest Sold Price	\$1,700,000	\$1,960,000	15%
Lowest Sold Price	\$415,000	\$413,000	-
Properties Sold	88	73	-17%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$66,004,055	\$55,707,745	-16%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,700,000	\$1,625,000	-40%
Average Sold Price	\$2,849,000	\$1,750,000	-39%
Average Days on Market	10	49	390%
Highest Sold Price	\$3,550,000	\$1,625,000	-54%
Lowest Sold Price	\$1,850,000	\$1,625,000	-12%
Properties Sold	2	1	-50%
% Sold Price to Avg List Price	95%	93%	-2%
Total Dollar Volume	\$5,400,000	\$1,625,000	-9%

DONNER LAKE  
LAKEFRONT

SINGLE FAMILY HOMES



TAHOE  
DONNER

CONDOMINIUMS



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$368,000	\$424,950	15%
Average Sold Price	\$335,400	\$398,109	19%
Average Days on Market	43	37	-14%
Highest Sold Price	\$495,000	\$515,000	4%
Lowest Sold Price	\$87,900	\$112,000	27%
Properties Sold	19	16	-16%
% Sold Price to Avg List Price	98%	99%	-1%
Total Dollar Volume	\$6,256,300	\$6,290,900	1%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$625,000	\$700,000	12%
Average Sold Price	\$739,184	\$851,764	15%
Average Days on Market	32	42	31%
Highest Sold Price	\$1,470,000	\$1,625,000	11%
Lowest Sold Price	\$383,000	\$255,000	-33%
Properties Sold	13	17	-9%
% Sold Price to Avg List Price	96%	96%	-
Total Dollar Volume	\$9,242,000	\$13,948,180	51%

DONNER LAKE  
NON-LAKEFRONT

SINGLE FAMILY HOMES





JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$679,000	\$713,500	5%
Average Sold Price	\$786,396	\$994,216	26%
Average Days on Market	23	33	43%
Highest Sold Price	\$2,150,000	\$3,300,000	53%
Lowest Sold Price	\$400,000	\$390,000	-3%
Properties Sold	65	76	17%
% Sold Price to Avg List Price	98%	91%	-7%
Total Dollar Volume	\$50,086,200	\$68,042,136	-7%

TRUCKEE  
SINGLE FAMILY HOMES



GRAY'S  
CROSSING  
ALL PROPERTIES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,574,500	\$1,600,000	2%
Average Sold Price	\$1,433,000	\$1,545,269	8%
Average Days on Market	38	54	42%
Highest Sold Price	\$1,614,000	\$1,695,000	5%
Lowest Sold Price	\$870,000	\$920,000	6%
Properties Sold	4	13	225%
% Sold Price to Avg List Price	98%	99%	-
Total Dollar Volume	\$5,633,000	\$19,834,000	252%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$507,250	\$539,500	6%
Average Sold Price	\$548,750	\$541,950	-1%
Average Days on Market	46	77	67%
Highest Sold Price	\$799,000	\$760,000	-5%
Lowest Sold Price	\$419,000	\$350,000	-16%
Properties Sold	6	10	67%
% Sold Price to Avg List Price	100%	99%	-1%
Total Dollar Volume	\$3,288,000	\$5,342,000	62%

TRUCKEE  
CONDOMINIUMS



OLD  
GREENWOOD  
ALL PROPERTIES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,355,000	\$1,648,867	22%
Average Sold Price	\$1,467,500	\$1,493,333	2%
Average Days on Market	55	2	-96%
Highest Sold Price	\$2,150,000	\$1,697,019	-21%
Lowest Sold Price	\$560,000	\$1,260,000	125%
Properties Sold	2	3	50%
% Sold Price to Avg List Price	92%	103%	10%
Total Dollar Volume	\$2,710,000	\$4,605,886	70%





JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,430,000	\$2,230,000	-8%
Average Sold Price	\$2,533,571	\$2,293,125	-9%
Average Days on Market	34	79	132%
Highest Sold Price	\$3,240,000	\$3,005,000	-7%
Lowest Sold Price	\$1,695,000	\$1,650,000	-3%
Properties Sold	7	8	14%
% Sold Price to Avg List Price	97%	99%	1%
Total Dollar Volume	\$17,255,000	\$15,815,000	-8%

LAHONTAN

ALL PROPERTIES



AVERAGE  
SOLD PRICE

NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE  
SOLD PRICE

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,110,000	\$1,350,000	22%
Average Sold Price	\$1,165,545	\$1,384,000	19%
Average Days on Market	51	114	124%
Highest Sold Price	\$1,650,000	\$1,950,000	18%
Lowest Sold Price	\$585,000	\$780,000	33%
Properties Sold	11	9	-18%
% Sold Price to Avg List Price	98%	94%	-4%
Total Dollar Volume	\$12,570,500	\$11,690,000	-7%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$5,367,500	\$5,195,000	-3%
Average Sold Price	\$6,825,400	\$5,622,272	-18%
Average Days on Market	221	161	-27%
Highest Sold Price	\$11,750,000	\$8,500,000	-28%
Lowest Sold Price	\$4,185,000	\$3,550,000	-15%
Properties Sold	10	11	10%
% Sold Price to Avg List Price	94%	95%	1%
Total Dollar Volume	\$64,078,000	\$58,490,000	-9%

MARTIS  
CAMP

ALL PROPERTIES



AVERAGE  
SOLD PRICE

NORTHSTAR

CONDOMINIUMS



AVERAGE  
SOLD PRICE

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$495,000	\$465,000	-6%
Average Sold Price	\$639,575	\$772,278	21%
Average Days on Market	104	138	33%
Highest Sold Price	\$1,512,500	\$2,700,000	79%
Lowest Sold Price	\$225,000	\$260,000	16%
Properties Sold	20	19	-5%
% Sold Price to Avg List Price	97%	94%	-3%
Total Dollar Volume	\$12,437,984	\$13,856,500	11%



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$623,000	\$630,000	1%
Average Sold Price	\$729,000	\$831,227	14%
Average Days on Market	19	26	37%
Highest Sold Price	\$1,450,000	\$1,250,000	-14%
Lowest Sold Price	\$435,000	\$410,000	-6%
Properties Sold	17	35	106%
% Sold Price to Avg List Price	99%	78%	-21%
Total Dollar Volume	\$12,220,000	\$21,982,750	80%

GLENSHIRE &  
THE MEADOWS

SINGLE FAMILY HOMES



SCHAFER’S MILL

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,537,500	\$2,092,500	-18%
Average Sold Price	\$2,635,000	\$2,192,500	-17%
Average Days on Market	28	182	550%
Highest Sold Price	\$2,775,000	\$2,185,000	-21%
Lowest Sold Price	\$2,300,000	\$2,000,000	-13%
Properties Sold	2	2	-
% Sold Price to Avg List Price	96%	95%	-1%
Total Dollar Volume	\$5,075,000	\$4,185,000	-18%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$622,500	\$750,250	21%
Average Sold Price	\$693,056	\$903,390	30%
Average Days on Market	18	30	67%
Highest Sold Price	\$1,560,000	\$1,528,500	-2%
Lowest Sold Price	\$415,000	\$599,000	44%
Properties Sold	16	10	-38%
% Sold Price to Avg List Price	98%	98%	1%
Total Dollar Volume	\$10,820,000	\$8,889,500	-18%

SIERRA MEADOWS,  
PONDEROSA  
PALISADES / RANCHOS,  
MARTIS ESTATES

SINGLE FAMILY HOMES



SCHAFER’S MILL

CONDOMINIUMS



JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,419,500	\$1,371,250	-3%
Average Sold Price	\$1,442,000	\$1,440,000	0%
Average Days on Market	135	247	83%
Highest Sold Price	\$1,499,000	\$1,517,500	1%
Lowest Sold Price	\$1,340,000	\$1,225,000	-9%
Properties Sold	2	2	-
% Sold Price to Avg List Price	98%	95%	-3%
Total Dollar Volume	\$2,839,000	\$2,742,500	-3%

JULY - SEPTEMBER	2018	2019	% CHANGE
Median Sales Price	\$587,000	\$685,000	17%
Average Sold Price	\$652,133	\$640,000	-2%
Average Days on Market	17	45	165%
Highest Sold Price	\$1,025,000	\$835,000	-19%
Lowest Sold Price	\$400,000	\$390,000	-3%
Properties Sold	15	5	-67%
% Sold Price to Avg List Price	100%	98%	-2%
Total Dollar Volume	\$9,775,000	\$3,120,000	-68%

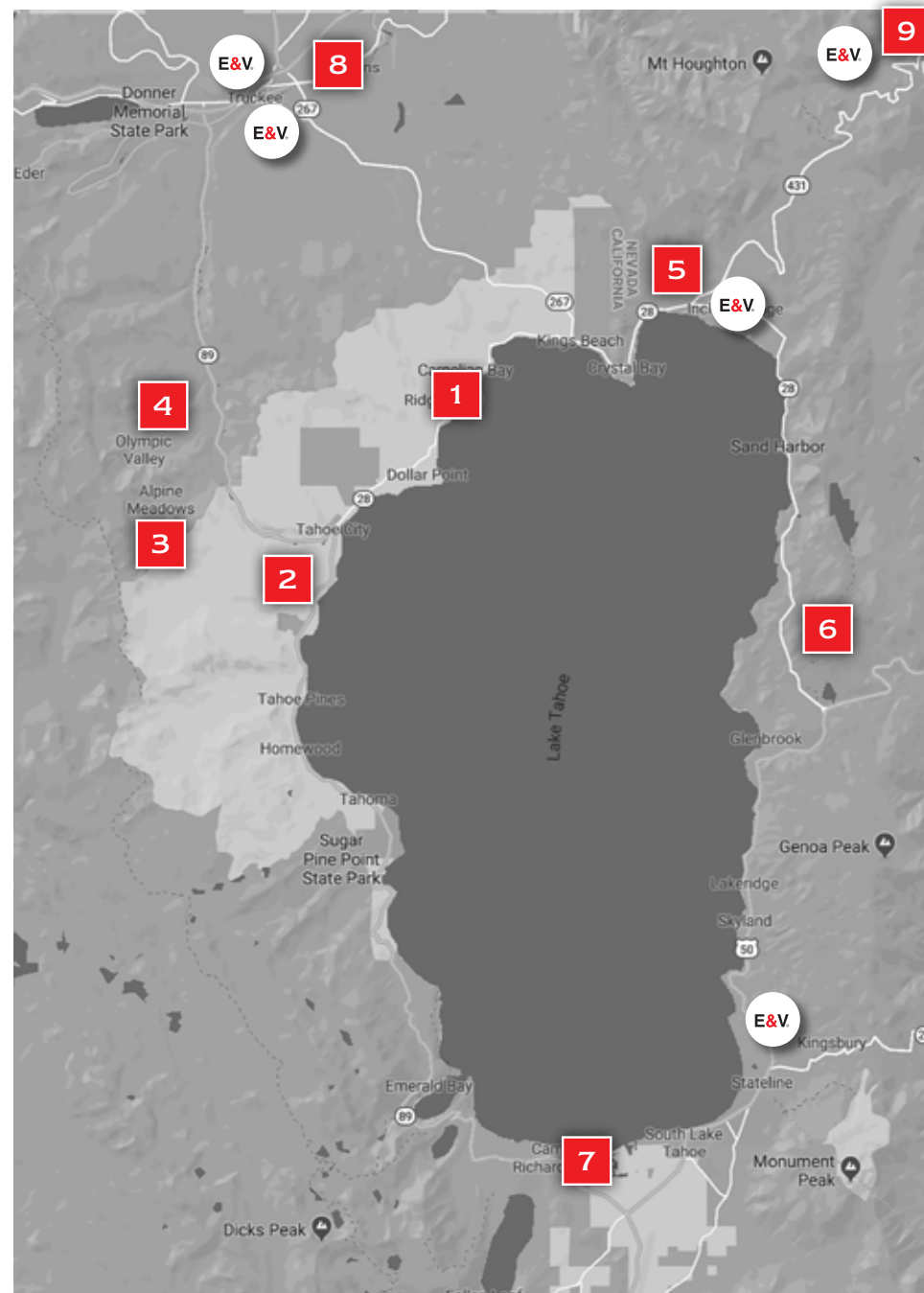
PROSSER LAKE  
& PROSSER LAKE  
HEIGHTS

SINGLE FAMILY HOMES





# 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.

Our shops

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