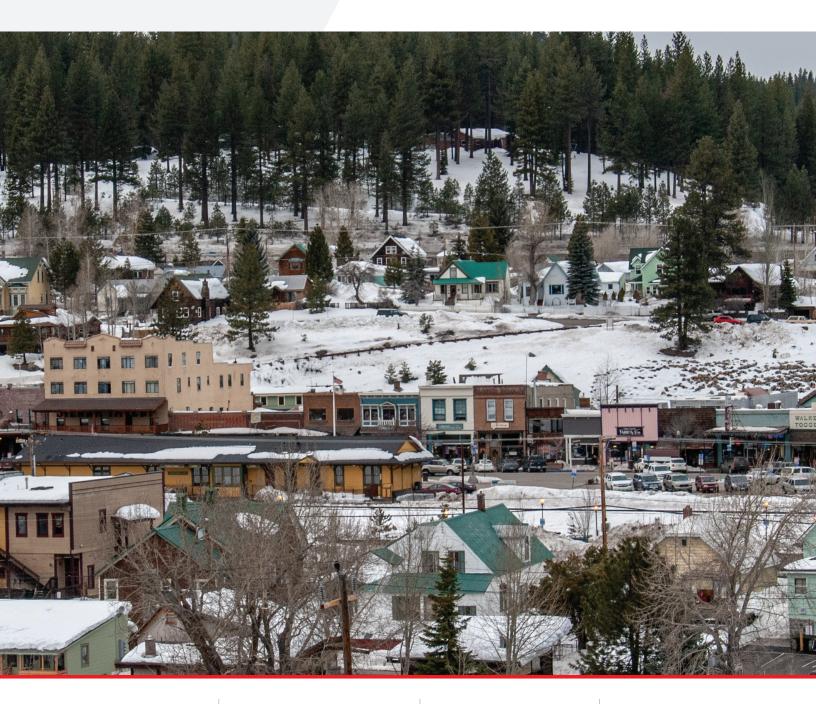
MARKET REPÖRT

TRUCKEE



FIRST QUARTER 2019



ENGEL&VÖLKERS[°] TRUCKEE ENGEL&VÖLKERS[°] LAKE TAHOE ENGEL&VÖLKERS[®] INCLINE VILLAGE ENGEL&VÖLKERS[°] RENO



REFLECTING ON Q1 2019

Truckee's luxury housing sales got off to a slow start in 2019, before a surge in buying in late March. In the first quarter of this year, North Lake Tahoe was hit by an epic series of snow storms and record-breaking snow fall that made it hard for buyers to shop for houses.

The number of single-family homes sold was down 26 percent compared to 2018. But pent up demand and a lack of inventory put pressure on desirable properties, leading to a buying spree of single-family residences throughout the region in the last two weeks of the quarter.

Average sales prices jumped by 5 percent compared to 2018, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market. Average days on market decreased by 2 percent.

The Engel & Völkers First Quarter Truckee Real Estate Market Report compares 2019 statistics to those of 2018 for single-family homes and attached dwellings in the area's micro markets.

OVERALL MARKET STATISTICS

\$1,146,951

AVERAGE SALES PRICE

81 AVERAGE DAYS ON MARKET

> 139 TOTAL UNITS SOLD

\$159,426,265 TOTAL VOLUME SOLD

> 95% % LIST TO SALE

37 UNITS OVER \$1M

102 UNITS UNDER \$1M



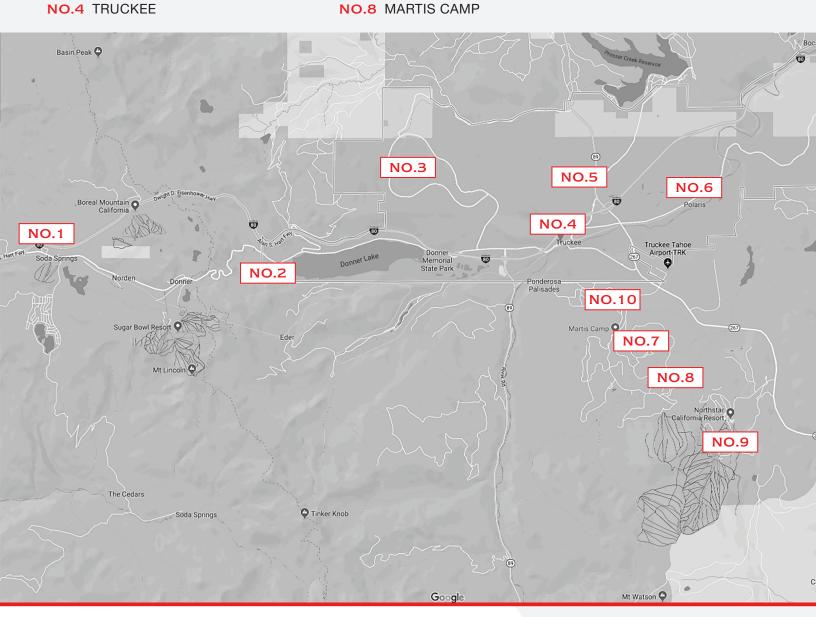
TRUCKEE & DONNER MARKET AREAS

- **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.9 NORTHSTAR NO.10 SCHAFFER'S MILL





January - March	2018	2019	% Change	DONNER
Median Sales Price	\$390,000	\$630,000	62%	SUMMIT
Average Sold Price	\$377,300	\$832,681	121%	
Average Days on Market	51	121	137%	SINGLE FAMILY HOMES
Highest Sold Price	\$502,000	\$2,545,500	407%	\sim
Lowest Sold Price	\$225,000	\$175,000	-22%	
Properties Sold	10	11	10%	101%
% Sold Price to Avg List Price	102%	97%	-5%	
Total Dollar Volume	\$3,773,000	\$9,159,500	143%	AVERAGE SOLD PRICE

January Marah	2018	2019	% Change
January - March	2010	2019	% Change
Median Sales Price	\$1,975,000	\$0	/
Average Sold Price	\$1,975,000	\$0	/
Average Days on Market	149	0	/
Highest Sold Price	\$1,975,000	\$0	/
Lowest Sold Price	\$1,975,000	\$0	/
Properties Sold	1	0	/
% Sold Price to Avg List Price	76%	0%	/
Total Dollar Volume	\$1,975,000	\$0	/

January - March	2018	2019	% Change
Median Sales Price	\$529,000	\$665,000	26%
Average Sold Price	\$626,600	\$883,000	41%
Average Days on Market	62	93	50%
Highest Sold Price	\$1,100,000	\$1,495,000	36%
Lowest Sold Price	\$410,000	\$408,000	0%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	97%	95%	-2%
Total Dollar Volume	\$3,133,000	\$4,415,000	41%



SINGLE FAMILY HOMES



DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES



ENGEL&VÖLKERS[®]



TAHOE DONNER

SINGLE FAMILY HOMES



TAHOE DONNER

CONDOMINIUMS



AVERAGE SOLD PRICE

January - March	2018	2019	% Change
Median Sales Price	\$715,000	\$724,580	1%
Average Sold Price	\$823,516	\$785,091	-5%
Average Days on Market	49	50	2%
Highest Sold Price	\$1615,000	\$1,500,000	-7%
Lowest Sold Price	\$450,000	\$380,000	-16%
Properties Sold	53	39	-26%
% Sold Price to Avg List Price	99%	98%	-1%
Total Dollar Volume	\$43,646,388	\$30,618,580	-30%

January - March	2018	2019	% Change
Median Sales Price	\$388,000	\$394,500	2%
Average Sold Price	\$344,400	\$380,166	10%
Average Days on Market	36	36	0%
Highest Sold Price	\$440,000	\$461,000	5%
Lowest Sold Price	\$90,000	\$105,000	17%
Properties Sold	10	12	20%
% Sold Price to Avg List Price	99%	101%	1%
Total Dollar Volume	\$3,444,000	\$4,562,000	32%

MARKET REPORT | FIRST QUARTER 2019



January - March	2018	2019	% Change
Median Sales Price	\$618,000	\$595,000	-4%
Average Sold Price	\$793,754	\$631,786	-20%
Average Days on Market	59	42	-29%
Highest Sold Price	\$2,425,000	\$1,365,000	-44%
Lowest Sold Price	\$215,000	\$395,000	84%
Properties Sold	45	25	-44%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$35,718,967	\$15,794,650	-56%

TRI	JCK	EE
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SINGLE FAMILY HOMES



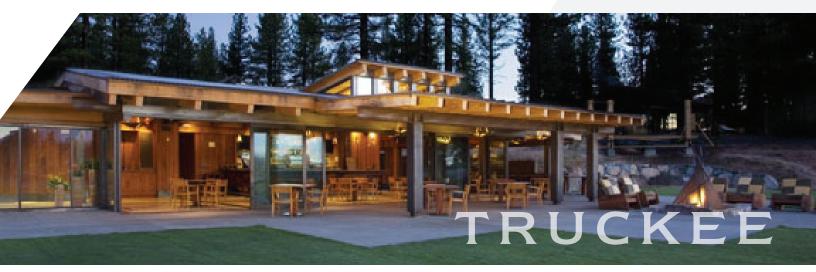
January - March	2018	2019	% Change
Median Sales Price	\$592,000	\$785,000	33%
Average Sold Price	\$634,000	\$715,000	13%
Average Days on Market	24	21	-13%
Highest Sold Price	\$885,000	\$877,000	-1%
Lowest Sold Price	\$559,000	\$439,000	-21%
Properties Sold	8	5	-38%
% Sold Price to Avg List Price	100%	99%	-1%
Total Dollar Volume	\$5,072,000	\$3,575,000	-30%





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GRAY'S	January - March	2018	2019	% Change
CROSSING	Median Sales Price	\$1,310,000	\$875,000	-33%
_	Average Sold Price	\$1,387,500	\$845,666	-39%
ALL PROPERTIES	Average Days on Market	67	23	-66%
	Highest Sold Price	\$1,730,000	\$877,000	-49%
	Lowest Sold Price	\$1,200,000	\$785,000	-35%
\setminus 20% /	Properties Sold	4	3	-25%
	% Sold Price to Avg List Price	99%	99%	0%
\sim	Total Dollar Volume	\$5,550,000	\$2,537,000	-54%



AVERAGE SOLD PRICE



January - March	2018	2019	% Change
Median Sales Price	\$2,243,000	\$0	/
Average Sold Price	\$1,851,000	\$0	/
Average Days on Market	14	0	/
Highest Sold Price	\$2,425,000	\$0	/
Lowest Sold Price	\$885,500	\$0	/
Properties Sold	3	0	/
% Sold Price to Avg List Price	97%	0%	/
Total Dollar Volume	\$5,553,000	\$0	/

MARKET REPORT | FIRST QUARTER 2019



January - March	2018	2019	% Change
Median Sales Price	\$4,675,000	\$4,559,000	-2%
Average Sold Price	\$4,987,638	\$5,091,753	2%
Average Days on Market	189	148	-22%
Highest Sold Price	\$8,800,000	\$7,450,000	-15%
Lowest Sold Price	\$3,225,000	\$2,900,000	-10%
Properties Sold	12	10	-17%
% Sold Price to Avg List Price	95%	93%	-2%
Total Dollar Volume	\$59,851,666	\$50,917,535	-15%

MARTIS CAMP

January - March	2018	2019	% Change
Median Sales Price	\$1,758,000	\$2,810,000	60%
Average Sold Price	\$1,809,612	\$2,981,000	65%
Average Days on Market	147	154	5%
Highest Sold Price	\$2,900,000	\$4,750,000	64%
Lowest Sold Price	\$1,250,000	\$1,600,000	28%
Properties Sold	8	5	-38%
% Sold Price to Avg List Price	94%	92%	-1%
Total Dollar Volume	\$14,476,900	\$14,905,000	3%



ALL PROPERTIES





January - March

NORTHSTAR

SINGLE FAMILY HOMES



Median Sales Price \$1,535,000 \$1,017,500 -34% Average Sold Price \$2,260,200 \$1,348,000 -40% 213 156 -27% Average Days on Market Highest Sold Price \$4,741,000 \$2,935,000 -38% Lowest Sold Price \$890,000 \$597,000 -33% **Properties Sold** 5 8 60% % Sold Price to Avg List Price 92% 94% 3% Total Dollar Volume \$11,301,000 \$10,784,000 -5%

2018

2019

% Change

CONDOMINIUMS



January - March	2018	2019	% Change
Median Sales Price	\$704,500	\$496,250	-30%
Average Sold Price	\$1,007,208	\$848,821	-16%
Average Days on Market	141	128	-9%
Highest Sold Price	\$2,150,000	\$2,230,000	4%
Lowest Sold Price	\$395,000	\$185,000	-53%
Properties Sold	12	14	17%
% Sold Price to Avg List Price	95%	96%	0%
Total Dollar Volume	\$12,086,500	\$11,883,500	-2%



2018	2019	% Change	
\$725,000	\$621,500	-14%	GLENSHIRE &
\$1,051,875	\$650,500	-38%	THE MEADOWS
44	28	-36%	SINGLE FAMILY HOMES
\$2,400,000	\$1,300,000	-46%	
\$425,000	\$395,000	-7%	
8	11	38%	
95%	98%	3%	\sim
\$8,415,000	\$7,155,500	-15%	AVERAGE SOLD PRICE
	\$725,000 \$1,051,875 44 \$2,400,000 \$425,000 8 95%	\$725,000 \$621,500 \$1,051,875 \$650,500 44 28 \$2,400,000 \$1,300,000 \$425,000 \$395,000 8 11 95% 98%	\$725,000 \$621,500 -14% \$1,051,875 \$650,500 -38% 44 28 -36% \$2,400,000 \$1,300,000 -46% \$425,000 \$395,000 -7% 8 11 38% 95% 98% 3%

January - March	2018	2019	% Change
Median Sales Price	\$522,500	\$495,000	-5%
Average Sold Price	\$533,117	\$678,500	27%
Average Days on Market	39	63	62%
Highest Sold Price	\$772,544	\$1,365,000	77%
Lowest Sold Price	\$335,000	\$450,000	34%
Properties Sold	14	5	-64%
% Sold Price to Avg List Price	101%	99%	-1%
Total Dollar Volume	\$7,463,642	\$3,392,500	-55%

January - March	2018	2019	% Change
Median Sales Price	\$622,000	\$615,000	-1%
Average Sold Price	\$606,333	\$600,000	-1%
Average Days on Market	72	135	88%
Highest Sold Price	\$795,000	\$660,000	-17%
Lowest Sold Price	\$430,000	\$525,000	22%
Properties Sold	6	3	-50%
% Sold Price to Avg List Price	98%	98%	1%
Total Dollar Volume	\$3,638,000	\$1,800,000	-51%





PROSSER LAKE & PROSSER LAKE HEIGHTS



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2019

\$0

\$0

0

\$0

\$0

0

2

0%

\$2,330,000

% Change

1

/

/

1

1

/

-33%

-99%

-36%



January - March

Median Sales Price

Average Sold Price

Highest Sold Price

Lowest Sold Price

Properties Sold

Total Dollar Volume

% Sold Price to Avg List Price

Properties Sold

Average Days on Market

SCHAFFER'S MILL

SINGLE FAMILY HOMES



SCHAFFER'S MILL

CONDOMINIUMS



AVERAGE SOLD PRICE

% Sold Price to Avg List Price	0%	0%	/
Total Dollar Volume	\$0	\$0	/
January - March	2018	2019	% Change
Median Sales Price	\$1,255,000	\$1,165,000	-7%
Average Sold Price	\$1,220,000	\$1,165,000	-5%
Average Days on Market	14	139	-70%
Highest Sold Price	\$1,255,000	\$1,295,000	3%
Lowest Sold Price	\$1,150,000	\$1,035,000	-10%

3

99%

\$3,660,000

2018

\$0

\$0

0

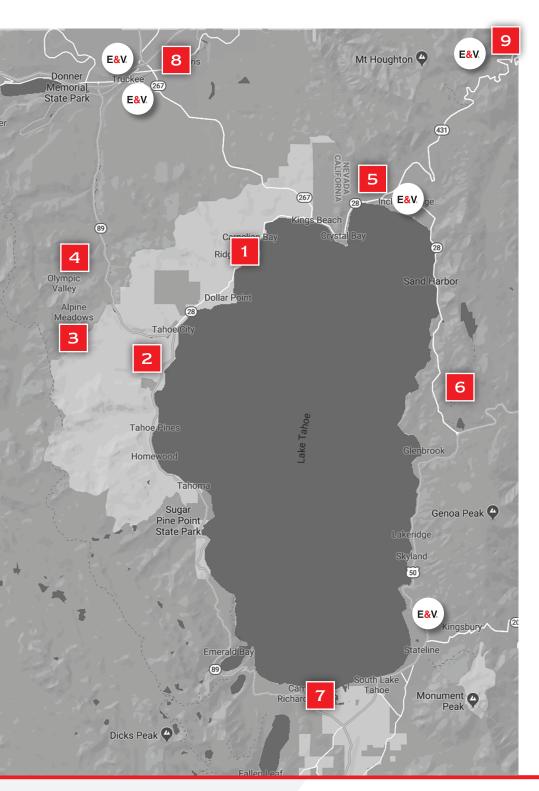
\$0

\$0

0



THE LAY OF THE LAND



- 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 we helping buyers and sellers in the "Biggest Little Clty" 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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