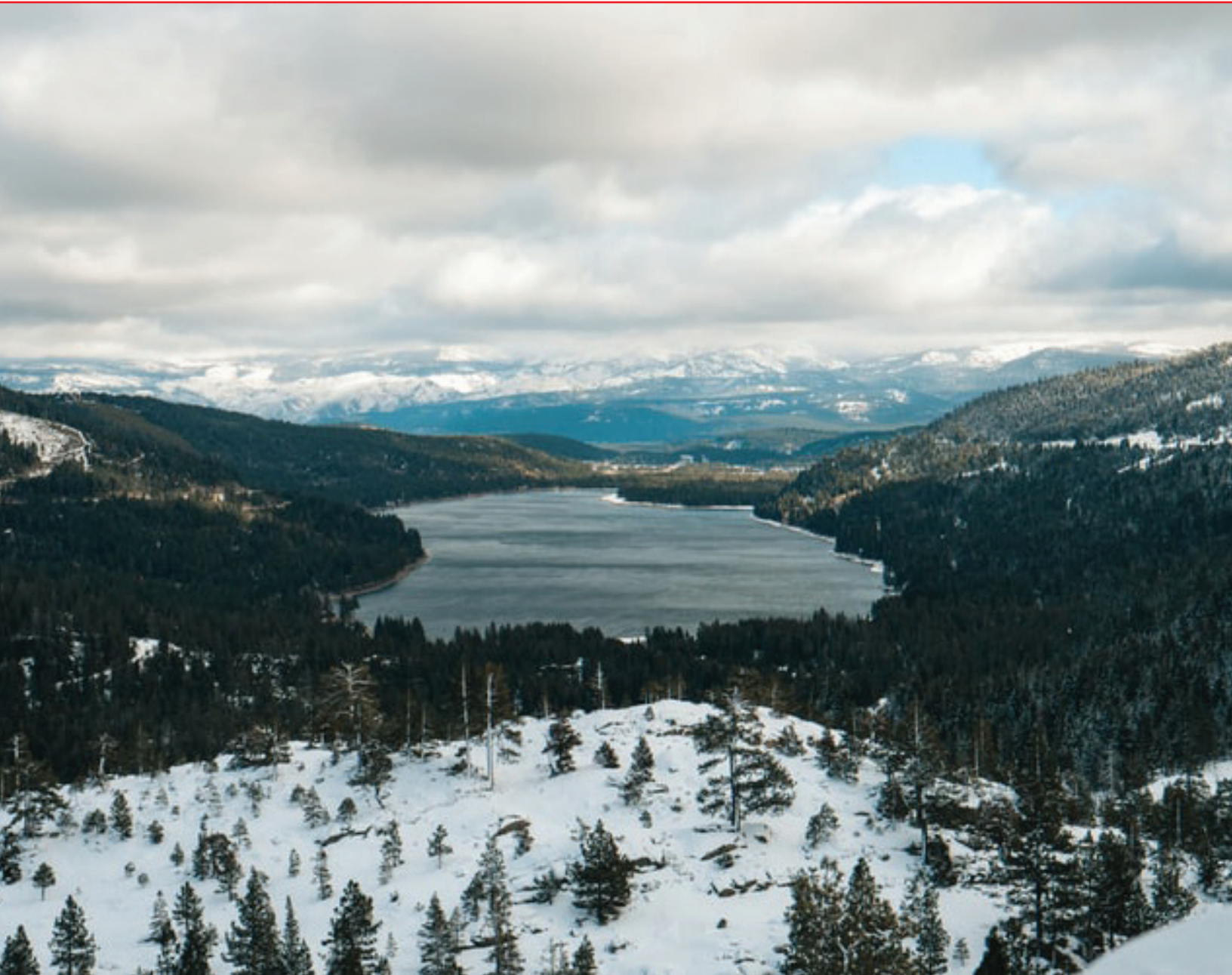




ENGEL & VÖLKERS®

MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • YEAR END REPORT



ENGEL & VÖLKERS®
TRUCKEE

EXPERT INSIGHTS

LOOKING AT THE YEAR END REPORT

Truckee's luxury housing market delivered positive results in 2019. With interest rates being at record lows and more buyers hoping to make Truckee 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 Truckee 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.



OVERALL MARKET STATISTICS

\$681,000
AVERAGE
SALES PRICE

63
AVERAGE DAYS
ON MARKET

863
TOTAL
UNITS SOLD

\$863,824,724
TOTAL
VOLUME SOLD

96%
% LIST TO SALE

218
UNITS OVER \$1M

645
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

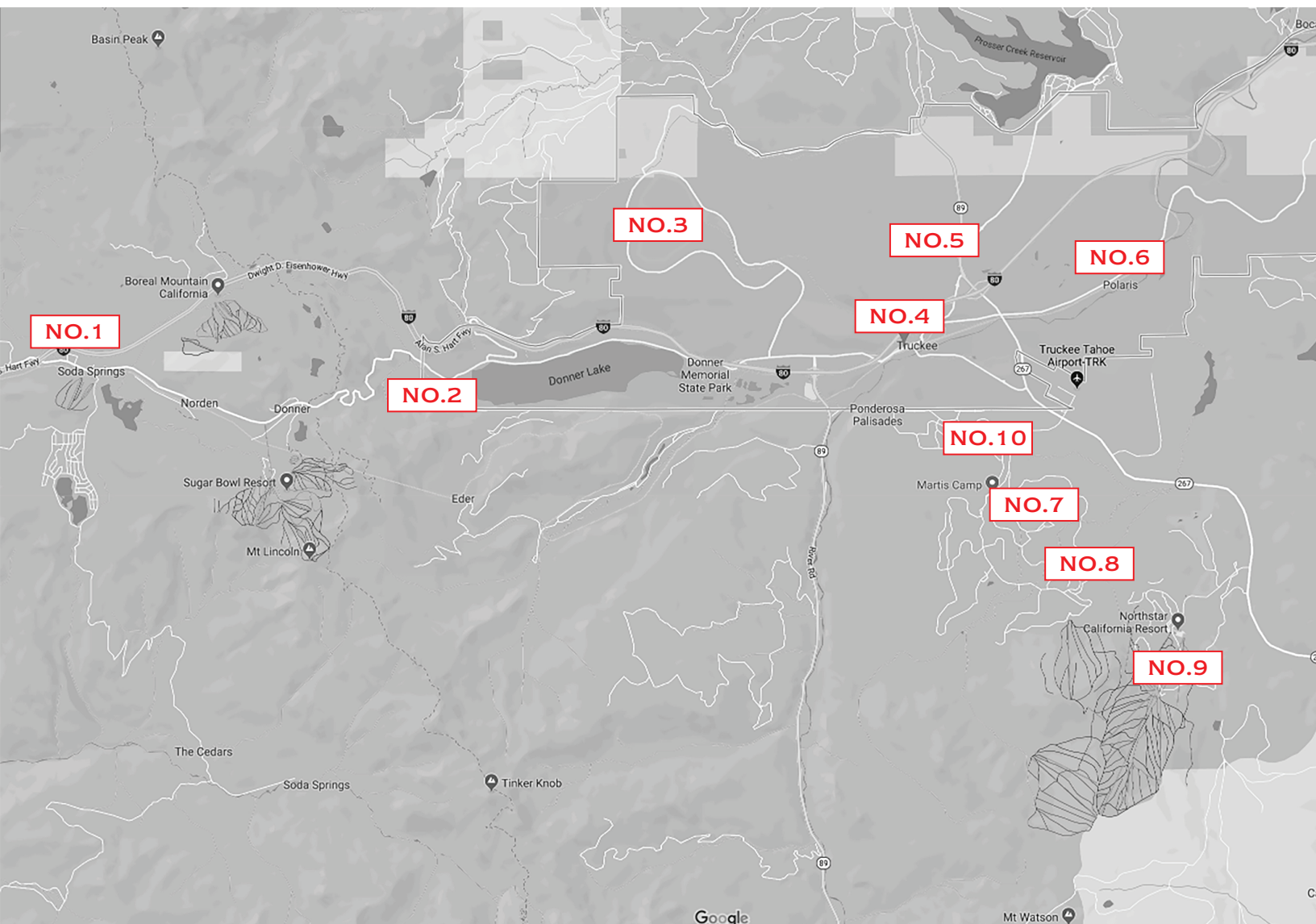
NO.6 OLD GREENWOOD

NO.7 LAHONTAN

NO.8 MARTIS CAMP

NO.9 NORTHSTAR

NO.10 SCHAFER'S MILL





JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$493,000	\$589,000	19%
Average Sold Price	\$629,183	\$790,786	26%
Average Days on Market	51	59	16%
Highest Sold Price	\$2,900,000	\$3,450,000	19%
Lowest Sold Price	\$175,000	\$80,000	-54%
Properties Sold	68	61	-10%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	\$42,580,500	\$48,238,000	13%

DONNER SUMMIT

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,500,000	\$1,532,500	-39%
Average Sold Price	\$2,673,805	\$1,631,416	-39%
Average Days on Market	36	59	47%
Highest Sold Price	\$3,550,000	\$2,300,000	-35%
Lowest Sold Price	\$1,850,000	\$1,030,000	-44%
Properties Sold	5	6	20%
% Sold Price to Avg List Price	90%	94%	3%
Total Dollar Volume	\$13,369,025	\$9,788,500	-27%

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$650,000	\$700,000	-1%
Average Sold Price	\$974,925	\$891,992	-9%
Average Days on Market	43	63	47%
Highest Sold Price	\$3,550,000	\$2,300,000	-35%
Lowest Sold Price	\$325,000	\$255,000	-22%
Properties Sold	37	41	11%
% Sold Price to Avg List Price	94%	96%	2%
Total Dollar Volume	\$36,072,225	\$36,571,680	1%

DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES





TAHOE DONNER

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$719,000	\$719,500	0%
Average Sold Price	\$771,655	\$791,548	3%
Average Days on Market	41	42	-22%
Highest Sold Price	\$1,700,000	\$1,960,000	15%
Lowest Sold Price	\$367,500	\$349,000	-5%
Properties Sold	277	272	21%
% Sold Price to Avg List Price	99%	98%	0%
Total Dollar Volume	\$213,748,633	\$215,301,174	1%

TAHOE DONNER

CONDOMINIUMS



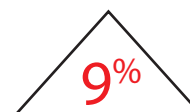
JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$362,450	\$394,000	9%
Average Sold Price	\$329,389	\$371,579	13%
Average Days on Market	35	37	6%
Highest Sold Price	\$530,000	\$515,000	-3%
Lowest Sold Price	\$87,900	\$105,000	19%
Properties Sold	56	66	18%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$18,445,800	\$24,524,259	3%



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$650,000	\$685,000	5%
Average Sold Price	\$783,240	\$853,742	9%
Average Days on Market	43	52	21%
Highest Sold Price	\$2,500,000	\$3,300,000	32%
Lowest Sold Price	\$215,000	\$220,000	2%
Properties Sold	221	216	-2%
% Sold Price to Avg List Price	98%	95%	-3%
Total Dollar Volume	\$173,076,192	\$183,554,576	6%

TRUCKEE

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$573,750	\$525,000	-8%
Average Sold Price	\$604,253	\$556,874	-8%
Average Days on Market	39	52	33%
Highest Sold Price	\$1,050,000	\$877,000	-16%
Lowest Sold Price	\$419,000	\$250,000	-40%
Properties Sold	30	39	30%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$18,127,600	\$21,718,100	20%

TRUCKEE

CONDOMINIUMS

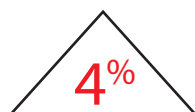


AVERAGE
SOLD PRICE



GRAY'S CROSSING

ALL PROPERTIES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,350,000	\$1,515,000	12%
Average Sold Price	\$1,352,676	\$1,409,533	4%
Average Days on Market	74	75	1%
Highest Sold Price	\$1,730,000	\$1,925,000	11%
Lowest Sold Price	\$870,000	\$785,000	-10%
Properties Sold	17	30	76%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$22,995,500	\$42,286,000	84%

OLD GREENWOOD

ALL PROPERTIES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,500,000	\$1,672,500	12%
Average Sold Price	\$1,501,800	\$1,518,713	1%
Average Days on Market	65	92	42%
Highest Sold Price	\$2,425,000	\$2,155,000	-11%
Lowest Sold Price	\$560,000	\$655,000	17%
Properties Sold	10	14	40%
% Sold Price to Avg List Price	97%	99%	3%
Total Dollar Volume	\$15,018,000	\$21,261,982	42%



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,195,000	\$2,810,000	17%
Average Sold Price	\$2,336,644	\$2,611,625	12%
Average Days on Market	103	113	10%
Highest Sold Price	\$4,100,000	\$4,750,000	16%
Lowest Sold Price	\$1,250,000	\$1,490,000	19%
Properties Sold	27	21	-22%
% Sold Price to Avg List Price	96%	96%	0%
Total Dollar Volume	\$63,089,400	\$52,232,500	-17%

LAHONTAN

ALL PROPERTIES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$4,675,000	\$5,100,000	9%
Average Sold Price	\$5,254,822	\$5,394,610	3%
Average Days on Market	179	151	-16%
Highest Sold Price	\$11,750,000	\$13,600,000	16%
Lowest Sold Price	\$3,075,000	\$2,400,000	-22%
Properties Sold	47	32	-32%
% Sold Price to Avg List Price	95%	94%	-1%
Total Dollar Volume	\$246,976,666	\$172,627,535	-30%

MARTIS CAMP

ALL PROPERTIES





NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,085,000	\$1,217,500	12%
Average Sold Price	\$1,373,781	\$1,361,089	-1%
Average Days on Market	93	138	48%
Highest Sold Price	\$4,741,000	\$3,100,000	-35%
Lowest Sold Price	\$585,000	\$597,000	2%
Properties Sold	32	28	-13%
% Sold Price to Avg List Price	96%	95%	0%
Total Dollar Volume	\$43,961,000	\$38,110,500	-13%

NORTHSTAR

CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$530,000	\$465,000	-12%
Average Sold Price	\$834,542	\$754,440	-10%
Average Days on Market	111	125	13%
Highest Sold Price	\$4,400,000	\$2,861,000	-35%
Lowest Sold Price	\$218,000	\$185,000	-15%
Properties Sold	65	60	-8%
% Sold Price to Avg List Price	97%	95%	-1%
Total Dollar Volume	\$54,245,284	\$45,266,400	-17%



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$667,500	\$621,500	-7%
Average Sold Price	\$760,982	\$680,171	-11%
Average Days on Market	37	39	5%
Highest Sold Price	\$2,400,000	\$2,465,000	3%
Lowest Sold Price	\$370,000	\$395,000	7%
Properties Sold	58	81	40%
% Sold Price to Avg List Price	98%	88%	-10%
Total Dollar Volume	\$44,137,000	\$54,413,715	23%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES

-11%

AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$620,000	\$705,000	14%
Average Sold Price	\$660,149	\$783,483	19%
Average Days on Market	25	39	56%
Highest Sold Price	\$1,560,000	\$1,528,500	-2%
Lowest Sold Price	\$335,000	\$425,000	27%
Properties Sold	57	42	-26%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$37,628,542	\$32,906,300	-13%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES

SINGLE FAMILY HOMES

19%

AVERAGE
SOLD PRICE

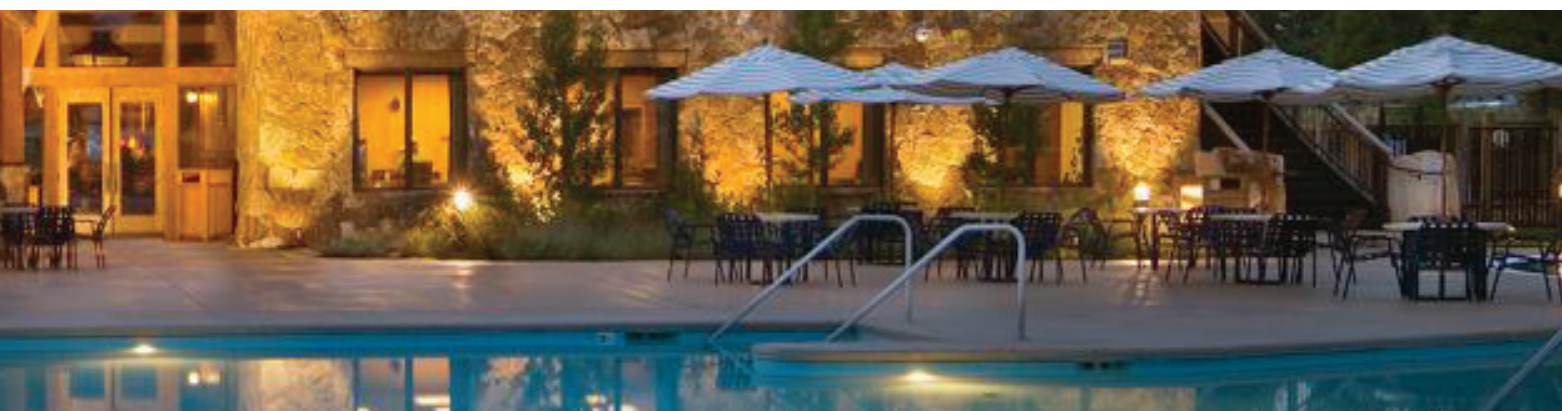
JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$589,500	\$525,000	-11%
Average Sold Price	\$631,823	\$588,789	-7%
Average Days on Market	35	54	54%
Highest Sold Price	\$1,050,000	\$835,000	-20%
Lowest Sold Price	\$400,000	\$390,000	-3%
Properties Sold	34	19	-44%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$21,482,000	\$11,187,000	-48%

PROSSER LAKE & PROSSER LAKE HEIGHTS

SINGLE FAMILY HOMES

-7%

AVERAGE
SOLD PRICE



SCHAFER'S MILL

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$2,300,000	\$2,092,500	-9%
Average Sold Price	\$2,053,000	\$2,047,500	0%
Average Days on Market	118	145	23%
Highest Sold Price	\$2,900,000	\$2,325,000	-20%
Lowest Sold Price	\$540,000	\$1,680,000	211%
Properties Sold	5	4	-20%
% Sold Price to Avg List Price	97%	96%	-1%
Total Dollar Volume	\$10,265,000	\$8,190,000	-20%

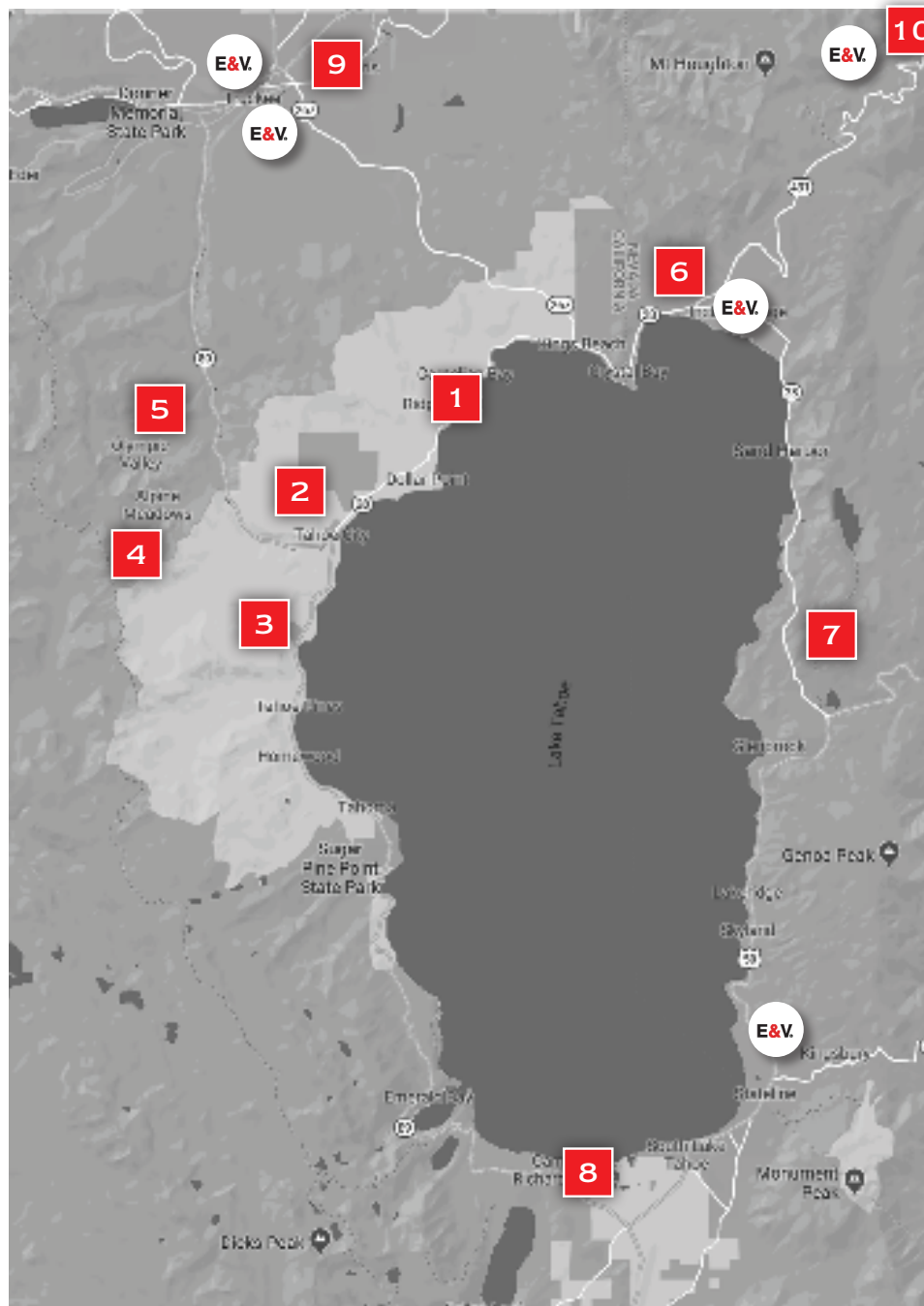
SCHAFER'S MILL

CONDOMINIUMS



JANUARY - DECEMBER	2018	2019	% CHANGE
Median Sales Price	\$1,255,000	\$1,260,000	0%
Average Sold Price	\$1,290,666	\$1,318,937	2%
Average Days on Market	52	109	110%
Highest Sold Price	\$1,499,000	\$1,600,000	7%
Lowest Sold Price	\$1,150,000	\$1,035,000	-10%
Properties Sold	6	8	33%
% Sold Price to Avg List Price	99%	97%	-1%
Total Dollar Volume	\$7,744,000	\$10,551,500	36%

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.

Our shops

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