

ENGEL & VÖLKERS®

# MARKET REPÖRT

INCLINE VILLAGE, NEVADA • 1ST QUARTER 2020







**ENGEL & VÖLKERS®**

# EXPERT INSIGHTS

## LOOKING AT 1ST QUARTER

---

The world we live in has fundamentally changed with the dramatic impact of COVID19 all over the world. The real estate market's performance in the first quarter of 2020 may not be the story people are focused on right now, however, we are coming off a strong back half of 2019 and our local, overall real estate market has witnessed gains over the same time the prior year. Closed unit sales and dollar volume experienced increases across the board in our overall Real Estate market.

Nevada has deemed real estate transactions and related services as essential businesses. Real estate continues and we are serving the needs of our clients while practicing social distancing, following safety protocols, reducing person to person contact and we continue to be creative in a virtual and social media way.

Demand has surged in the past year and serious buyers are continuing their property searches from their homes. No one can say for sure what lies ahead so we invite you to stay connected with your Engel & Völkers Global Real Estate Advisors on what is happening in your direct segment of the market and any questions that you may have.



## OVERALL MARKET STATISTICS

**\$1,085,487**

AVERAGE  
SALES PRICE

**224**

AVERAGE DAYS  
ON MARKET

**75**

TOTAL  
UNITS SOLD

**\$87,924,440**

TOTAL  
VOLUME SOLD

**98%**

% LIST TO SALE

**27**

UNITS OVER \$1M

**48**

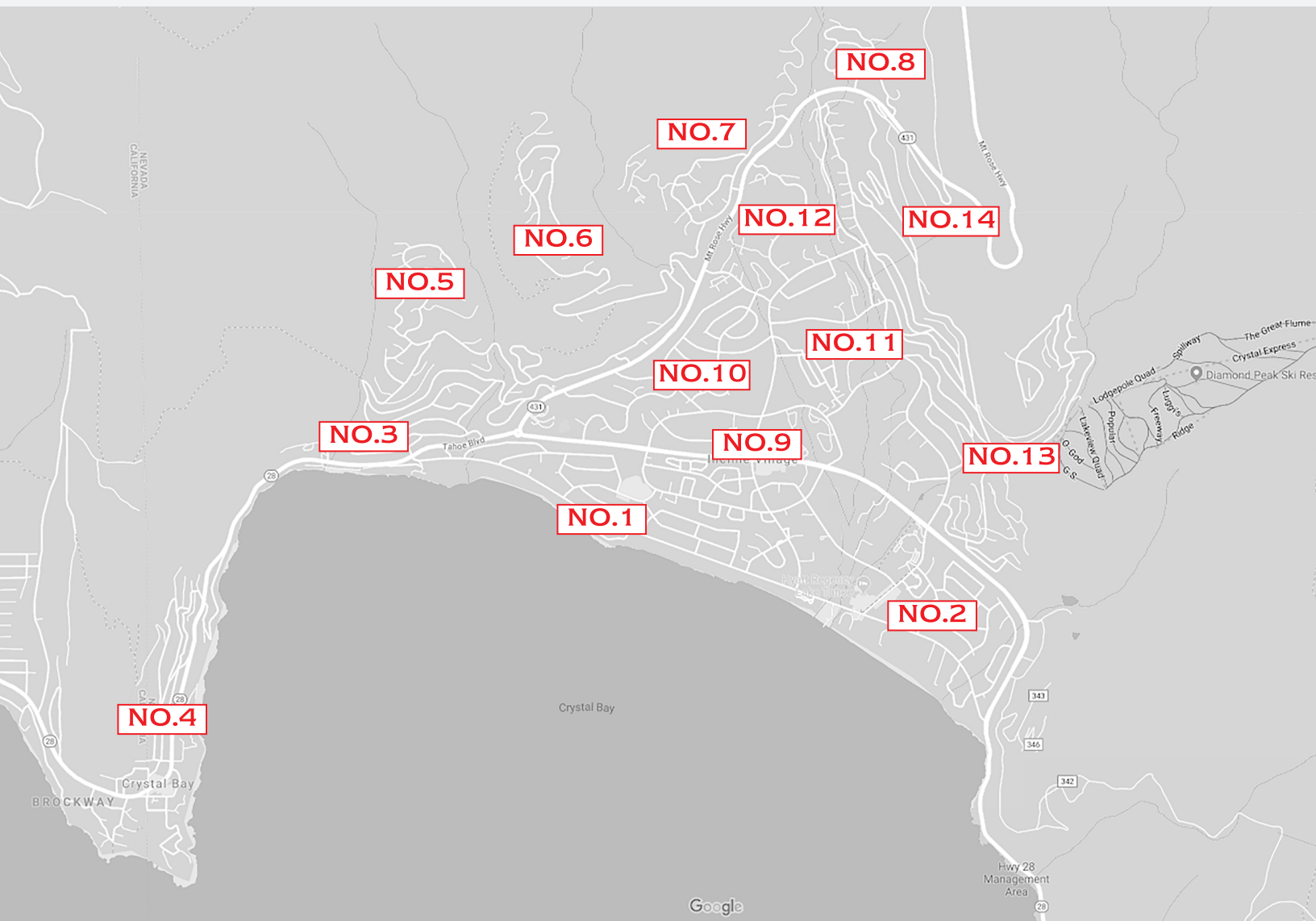
UNITS UNDER \$1M

# INCLINE VILLAGE MARKET AREAS

**NO.1** LAKEVIEW  
**NO.2** MILLCREEK  
**NO.3** PONDEROSA  
**NO.4** CRYSTAL BAY  
**NO.5** LOWER TYNER

**NO.6** UPPER TYNER  
**NO.7** JENNIFER  
**NO.8** APOLLO  
**NO.9** CENTRAL  
**NO.10** THE WOODS

**NO.11** CHAMPIONSHIP GOLF  
**NO.12** EXECUTIVE GOLF  
**NO.13** SKI WAY  
**NO.14** EASTERN SLOPE





JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$5,150,000	\$9,100,000	77%
Average Sold Price	\$5,150,000	\$9,100,000	77%
Average Days on Market	238	4158	1647%
Highest Sold Price	\$5,150,000	\$9,100,000	77%
Lowest Sold Price	\$5,150,000	\$9,100,000	77%
Properties Sold	1	1	-
% Sold Price to Avg List Price	88%	91%	3%
Total Dollar Volume	\$5,150,000	\$9,100,000	77%

## LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,800,000	\$2,262,500	26%
Average Sold Price	\$1,800,000	\$2,487,500	38%
Average Days on Market	411	139	-66%
Highest Sold Price	\$1,800,000	\$4,250,000	136%
Lowest Sold Price	\$1,800,000	\$1,175,000	-35%
Properties Sold	1	4	300%
% Sold Price to Avg List Price	95%	98%	3%
Total Dollar Volume	\$1,800,000	\$9,950,000	453%

## LAKEFRONT

CONDOMINIUMS







## NON-LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,360,000	\$1,150,000	-15%
Average Sold Price	\$16,235,813	\$1,292,613	-92%
Average Days on Market	318	181	-43%
Highest Sold Price	\$5,000,000	\$3,320,000	-34%
Lowest Sold Price	\$435,000	\$485,000	11%
Properties Sold	35	35	-
% Sold Price to Avg List Price	95%	92%	-3%
Total Dollar Volume	\$56,903,457	\$45,241,440	-20%

## NON-LAKEFRONT

CONDOMINIUMS



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$480,000	\$492,000	3%
Average Sold Price	\$522,976	\$587,134	12%
Average Days on Market	143	192	34%
Highest Sold Price	\$914,000	\$2,212,500	142%
Lowest Sold Price	\$300,000	\$285,000	-5%
Properties Sold	33	29	-12%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$17,258,200	\$17,026,900	-1%



# INCLINE VILLAGE MARKET

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,700,000	\$2,100,000	24%
Average Sold Price	\$1,403,333	\$2,100,000	50%
Average Days on Market	205	153	-25%
Highest Sold Price	\$1,775,000	\$2,100,000	18%
Lowest Sold Price	\$735,000	\$2,100,000	186%
Properties Sold	3	1	-67%
% Sold Price to Avg List Price	97%	90%	-7%
Total Dollar Volume	\$4,210,000	\$2,100,000	-50%

## LAKEVIEW

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$4,700,000	\$2,287,500	-51%
Average Sold Price	\$4,700,000	\$2,287,500	-51%
Average Days on Market	290	487	68%
Highest Sold Price	\$4,700,000	\$3,100,000	-34%
Lowest Sold Price	\$4,700,000	\$1,475,000	-69%
Properties Sold	1	2	100%
% Sold Price to Avg List Price	85%	95%	12%
Total Dollar Volume	\$4,700,000	\$4,575,000	-3%

## MILL CREEK

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$2,075,000	\$2,610,000	26%
Average Sold Price	\$2,075,000	\$2,610,000	26%
Average Days on Market	429	186	-57%
Highest Sold Price	\$2,200,000	\$3,320,000	51%
Lowest Sold Price	\$1,950,000	\$1,900,000	-3%
Properties Sold	2	2	0%
% Sold Price to Avg List Price	96%	73%	-24%
Total Dollar Volume	\$4,150,000	\$5,220,000	26%

## PONDEROSA

SINGLE FAMILY HOMES







## CRYSTAL BAY

SINGLE FAMILY HOMES



### JANUARY - MARCH

	2019	2020	% CHANGE
Median Sales Price	-	\$9,100,000	-
Average Sold Price	-	\$9,100,000	-
Average Days on Market	-	4158	-
Highest Sold Price	-	\$9,100,000	-
Lowest Sold Price	-	\$9,100,000	-
Properties Sold	-	1	-
% Sold Price to Avg List Price	-	91%	-
Total Dollar Volume	-	\$9,100,000	-

## LOWER TYNER

SINGLE FAMILY HOMES



### JANUARY - MARCH

	2019	2020	% CHANGE
Median Sales Price	\$1,905,000	\$1,330,000	-30%
Average Sold Price	\$2,542,500	\$1,330,000	-48%
Average Days on Market	489	179	-63%
Highest Sold Price	\$5,000,000	\$1,375,000	-73%
Lowest Sold Price	\$1,360,000	\$1,285,000	-6%
Properties Sold	4	2	-50%
% Sold Price to Avg List Price	96%	93%	-3%
Total Dollar Volume	\$10,170,000	\$2,660,000	-74%

## UPPER TYNER

SINGLE FAMILY HOMES



### JANUARY - MARCH

	2019	2020	% CHANGE
Median Sales Price	\$1,262,500	\$744,000	-41%
Average Sold Price	\$1,262,500	\$744,000	-41%
Average Days on Market	109	303	178%
Highest Sold Price	\$1,900,000	\$799,000	-58%
Lowest Sold Price	\$625,000	\$689,000	10%
Properties Sold	2	2	-
% Sold Price to Avg List Price	95%	100%	5%
Total Dollar Volume	\$1,525,000	\$1,488,000	41%



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$890,000	\$1,002,000	13%
Average Sold Price	\$893,500	\$1,124,250	26%
Average Days on Market	579	176	-70%
Highest Sold Price	\$999,000	\$1,730,000	73%
Lowest Sold Price	\$795,000	\$712,500	-10%
Properties Sold	4	6	50%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$3,574,000	\$6,745,500	89%

**JENNIFER**

SINGLE FAMILY HOMES



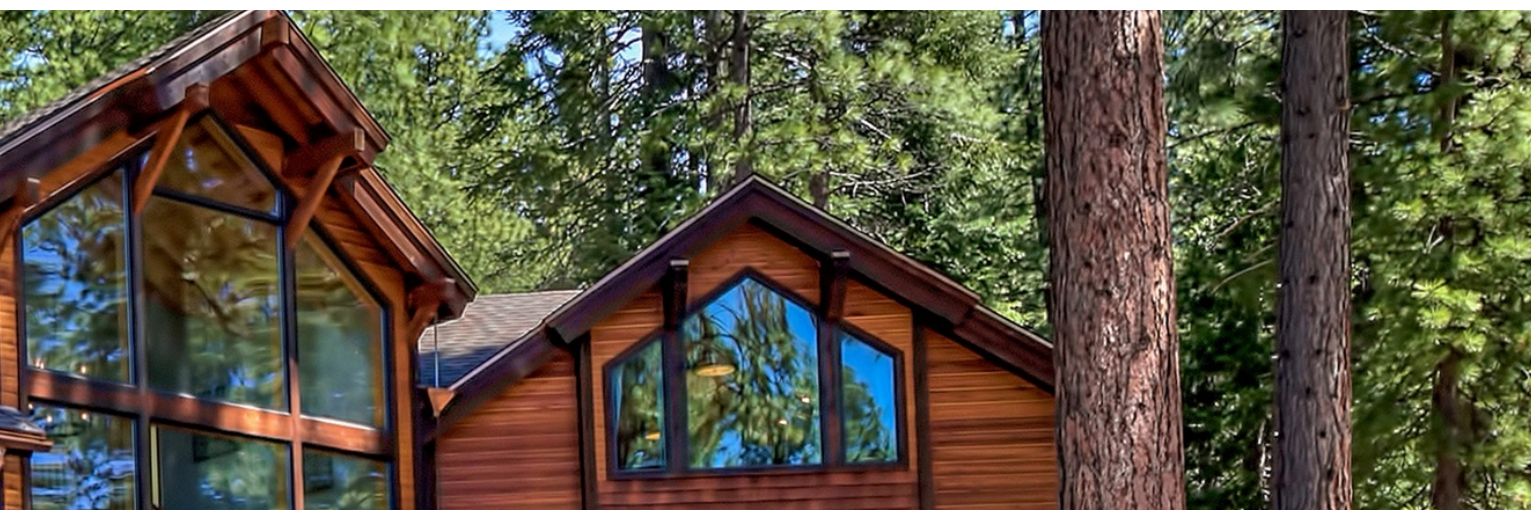
JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	-	\$1,085,000	-
Average Sold Price	-	\$1,085,000	-
Average Days on Market	-	118	-
Highest Sold Price	-	\$1,085,000	-
Lowest Sold Price	-	\$1,085,000	-
Properties Sold	-	1	-
% Sold Price to Avg List Price	-	94%	-
Total Dollar Volume	-	\$1,085,000	-

**APOLLO**

SINGLE FAMILY HOMES







## CENTRAL NORTH & SOUTH

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,850,000	\$1,340,000	-28%
Average Sold Price	\$1,850,000	\$1,265,000	-32%
Average Days on Market	231	129	-44%
Highest Sold Price	\$2,450,000	\$2,450,000	-
Lowest Sold Price	\$1,250,000	\$300,000	-76%
Properties Sold	2	22	1000%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	\$3,700,000	\$14,105,700	281%

## THE WOODS

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,250,000	\$775,000	-38%
Average Sold Price	\$1,293,333	\$1,083,647	-16%
Average Days on Market	276	81	-71%
Highest Sold Price	\$1,430,000	\$1,500,000	5%
Lowest Sold Price	\$1,200,000	\$880,000	-27%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	97%	100%	3%
Total Dollar Volume	\$3,880,000	\$5,060,000	30%



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$2,000,000	\$872,500	-56%
Average Sold Price	\$1,625,000	\$1,022,500	-37%
Average Days on Market	298	162	-46%
Highest Sold Price	\$2,200,000	\$1,860,000	-15%
Lowest Sold Price	\$675,000	\$485,000	-28%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	94%	96%	2%
Total Dollar Volume	\$4,875,000	\$4,090,000	-16%

## CHAMPIONSHIP GOLF COURSE

SINGLE FAMILY HOMES



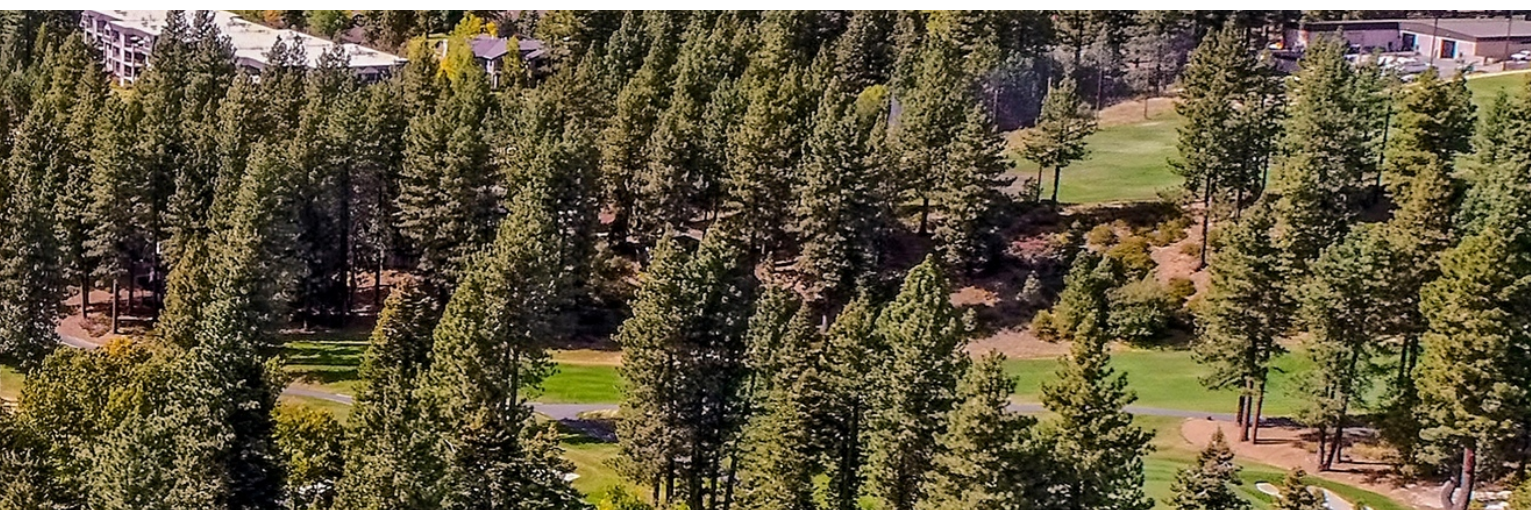
JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,050,000	\$1,950,000	86%
Average Sold Price	\$1,019,910	\$1,950,000	91%
Average Days on Market	325	206	-37%
Highest Sold Price	\$1,525,000	\$1,950,000	28%
Lowest Sold Price	\$435,000	\$1,950,000	348%
Properties Sold	6	1	-83%
% Sold Price to Avg List Price	98%	98%	-
Total Dollar Volume	\$6,119,457	\$1,950,000	-68%

## EXECUTIVE GOLF COURSE

SINGLE FAMILY HOMES







## SKI WAY

SINGLE FAMILY HOMES



### JANUARY - MARCH

	2019	2020	% CHANGE
Median Sales Price	\$1,235,000	\$801,000	-35%
Average Sold Price	\$1,130,000	\$938,000	-17%
Average Days on Market	137	185	35%
Highest Sold Price	\$1,615,000	\$1,600,000	-1%
Lowest Sold Price	\$540,000	\$550,000	2%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	96%	93%	-3%
Total Dollar Volume	\$3,390,000	\$3,752,000	11%

## EASTERN SLOPE

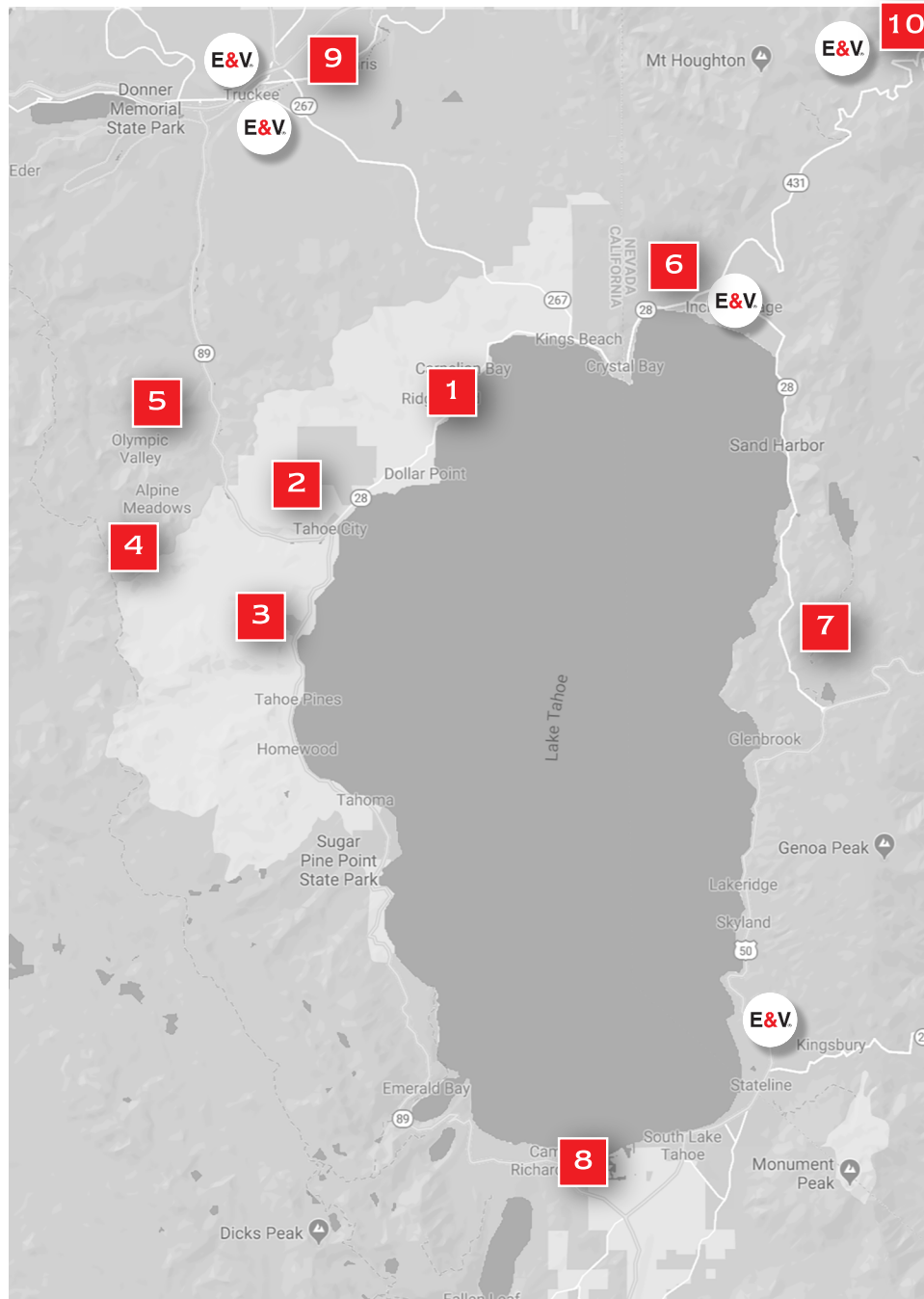
SINGLE FAMILY HOMES



### JANUARY - MARCH

	2019	2020	% CHANGE
Median Sales Price	\$2,805,00	\$1,150,000	-59%
Average Sold Price	\$2,805,00	\$1,088,333	-61%
Average Days on Market	176	184	5%
Highest Sold Price	\$4,580,000	\$1,200,000	-74%
Lowest Sold Price	\$1,030,000	\$915,000	-11%
Properties Sold	2	3	50%
% Sold Price to Avg List Price	98%	94%	-4%
Total Dollar Volume	\$5,610,000	\$3,265,000	-42%

# LAKE TAHOE / RENO 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 INCLINE VILLAGE

Here at Engel & Völkers Incline Village 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 Incline Village 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 Incline Village 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.



**ENGEL & VÖLKERS**  
**INCLINE VILLAGE**

# LIFE'S TAKING YOU PLACES. WE'LL HELP YOU GET THERE.

## INCLINE VILLAGE

214 Village Boulevard  
Incline Village, Nevada, 89451  
+1 775 548 5110  
[inclinevillage.evrealstate.com](http://inclinevillage.evrealstate.com)

---

## *Lake Tahoe Area Shops*

### LAKE TAHOE

210 Elks Point Rd. #102  
Zephyr Cove, Nevada, 89448  
+1 775 588 7710  
[laketahoe.evrealstate.com](http://laketahoe.evrealstate.com)

### TRUCKEE

10091 Donner Pass Road  
Truckee, California, 96161  
+1 530 562 9210  
[truckee.evrealstate.com](http://truckee.evrealstate.com)

### TRUCKEE - DONNER

10770 Donner Pass Rd #205,  
Truckee, California 96161  
+1 530 582 8103  
[eldergrouptahoerealestate.com](http://eldergrouptahoerealestate.com)

### RENO

203 S Arlington Avenue  
Reno, Nevada, 89501  
+1 775 470 5937  
[reno.evrealstate.com](http://reno.evrealstate.com)



# ENGEL & VÖLKERS®