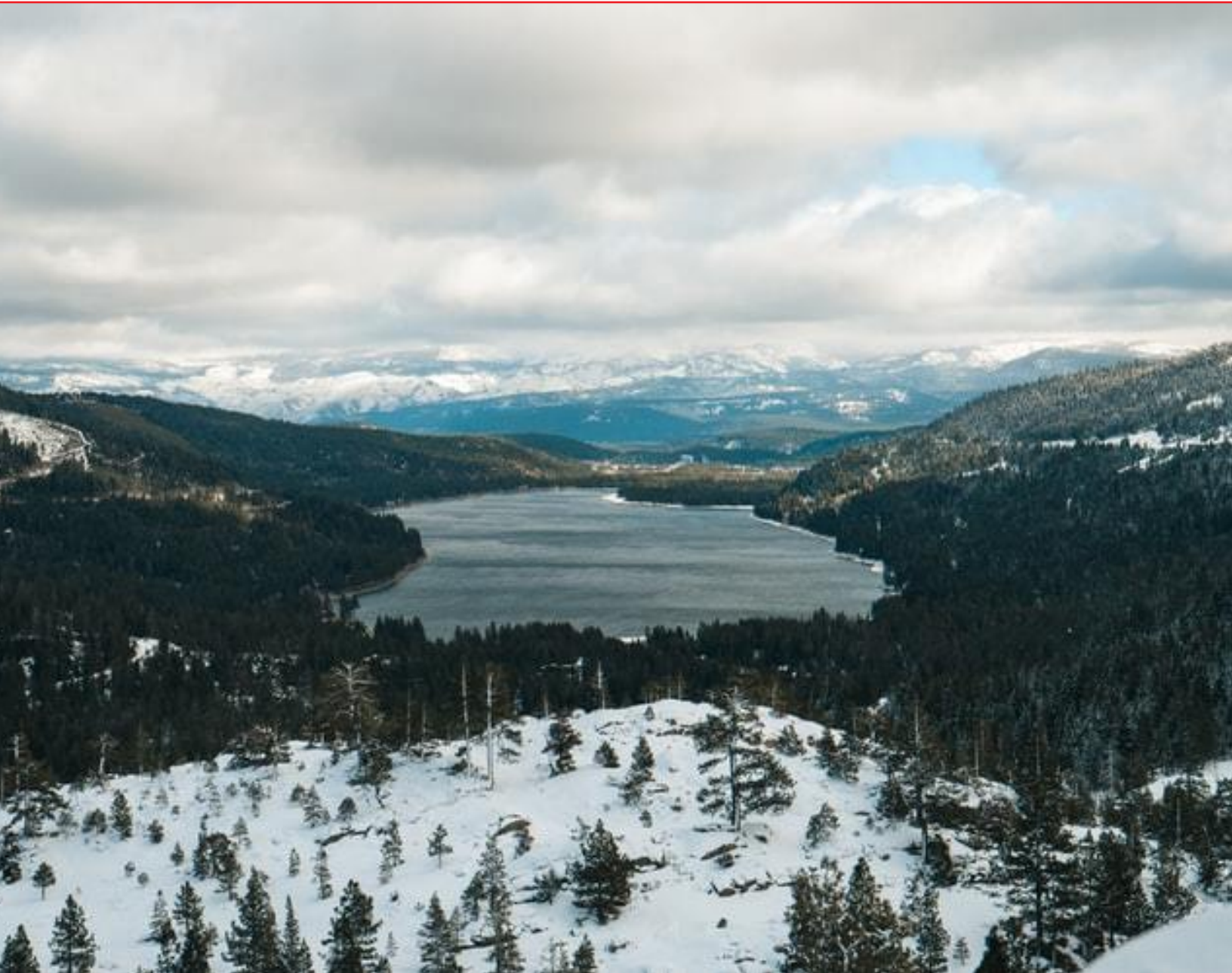


ENGEL & VÖLKERS®

MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • 1ST QUARTER REPORT



ENGEL & VÖLKERS®
TRUCKEE



ENGEL & VÖLKERS®

EXPERT INSIGHTS

LOOKING AT THE 1ST QUARTER REPORT

Truckee's luxury housing market saw strong sales in the first quarter of 2020. Buyers demand and low inventory in all communities created multiple offers on many properties. Sales were also spurred by interest rates at historic lows and more buyers wanting to make Truckee their full-time residence.

With the Coronavirus crisis in mid March, buyers and sellers tapped the brakes. The average number of homes sold dropped from 96 units to 79 sales. Most of the closings in March had been in escrow since late January and February, before the economic pause.

What can we expect for the remainder of 2020? Great question! We expect the market will rebound as economic activity picks up, and visitors are able to return to Truckee. Some clients will likely need to sell to cut overhead, so inventory will pick up as those homes hit the market. I also expect to see a large group of buyers who see the added value in having a Truckee home as a safe escape in the mountains.



OVERALL MARKET STATISTICS

\$1,063,711

AVERAGE
SALES PRICE

82

AVERAGE DAYS
ON MARKET

150

TOTAL
UNITS SOLD

\$159,556,669

TOTAL
VOLUME SOLD

96%

% LIST TO SALE

44

UNITS OVER \$1M

106

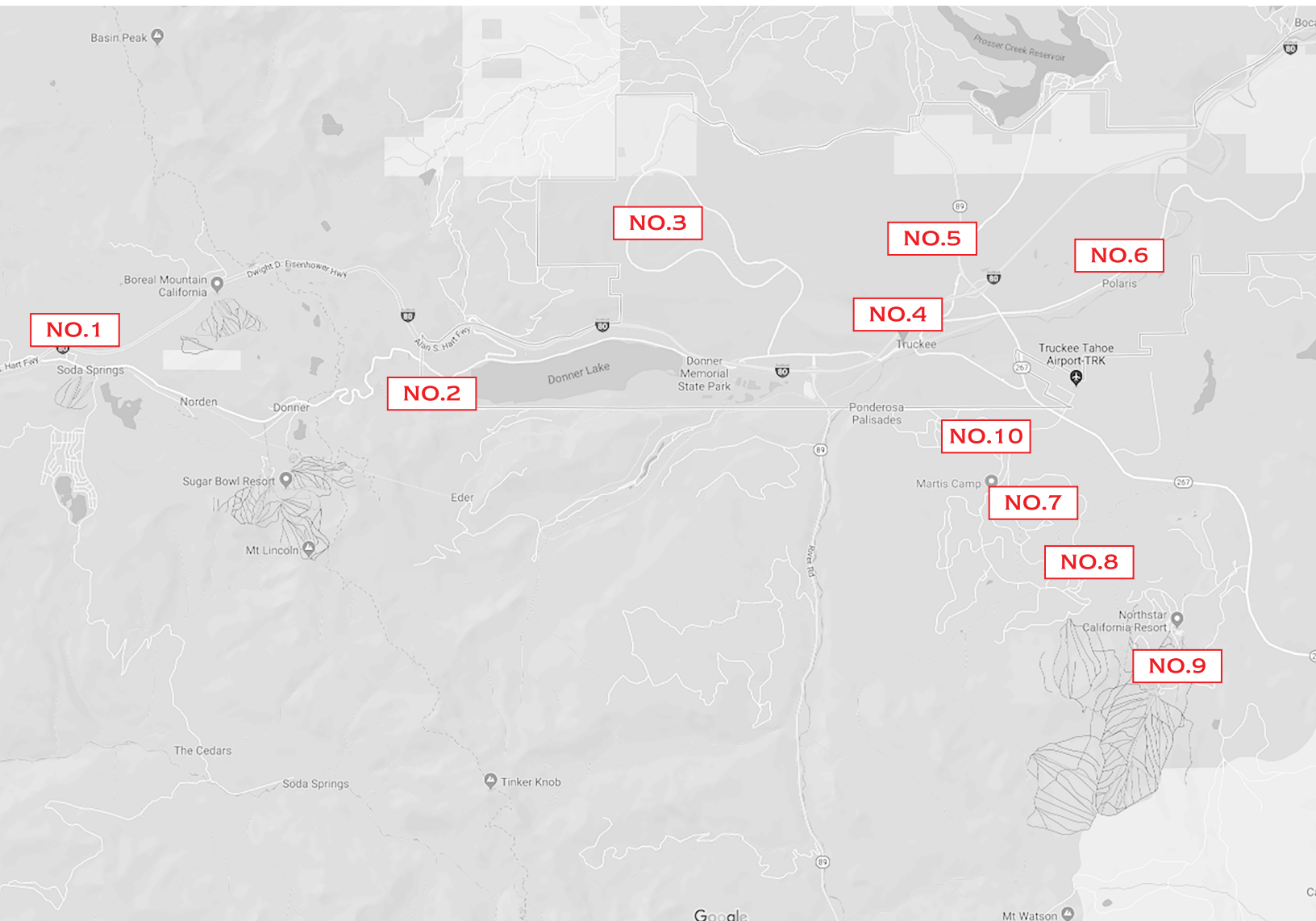
UNITS UNDER \$1M

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 - MARCH	2019	2020	% CHANGE
Median Sales Price	\$630,000	\$617,500	-2%
Average Sold Price	\$832,681	\$721,050	-13%
Average Days on Market	121	83	-31%
Highest Sold Price	\$2,545,500	\$1,600,000	-37%
Lowest Sold Price	\$175,000	\$417,000	138%
Properties Sold	11	10	-9%
% Sold Price to Avg List Price	97%	96%	-1%
Total Dollar Volume	\$9,159,500	\$7,210,500	-21%

DONNER SUMMIT

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$0	\$1,080,000	0%
Average Sold Price	\$0	\$1,080,000	0%
Average Days on Market	-	289	0%
Highest Sold Price	\$0	\$1,080,000	0%
Lowest Sold Price	\$0	\$1,080,000	0%
Properties Sold	-	1	0%
% Sold Price to Avg List Price	0%	90%	0%
Total Dollar Volume	\$0	\$1,080,000	0%

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$665,000	\$525,000	-21%
Average Sold Price	\$883,000	\$525,000	-41%
Average Days on Market	93	75	-19%
Highest Sold Price	\$1,495,000	\$525,000	-65%
Lowest Sold Price	\$408,000	\$525,000	-29%
Properties Sold	5	2	-60%
% Sold Price to Avg List Price	95%	98%	4%
Total Dollar Volume	\$4,415,000	\$1,050,000	-76%

DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES





TAHOE DONNER

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$742,290	\$650,000	-12%
Average Sold Price	\$787,402	\$716,399	-9%
Average Days on Market	49	56	14%
Highest Sold Price	\$1,500,000	\$1,560,000	4%
Lowest Sold Price	\$380,000	\$379,000	0%
Properties Sold	40	47	18%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$31,496,080	\$33,670,775	7%

TAHOE DONNER

CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$394,500	\$382,000	-3%
Average Sold Price	\$380,166	\$362,571	-5%
Average Days on Market	36	62	72%
Highest Sold Price	\$461,000	\$475,000	3%
Lowest Sold Price	\$105,000	\$285,000	171%
Properties Sold	12	7	-42%
% Sold Price to Avg List Price	101%	98%	-3%
Total Dollar Volume	\$4,562,000	\$2,538,000	-44%



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$600,500	\$689,000	15%
Average Sold Price	\$639,217	\$791,985	24%
Average Days on Market	41	87	112%
Highest Sold Price	\$1,365,000	\$1,575,000	15%
Lowest Sold Price	\$395,000	\$400,000	1%
Properties Sold	26	37	42%
% Sold Price to Avg List Price	99%	97%	-2%
Total Dollar Volume	\$16,619,650	\$29,303,452	76%

TRUCKEE

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$785,000	\$595,750	-24%
Average Sold Price	\$715,000	\$569,049	-20%
Average Days on Market	21	20	-5%
Highest Sold Price	\$877,000	\$639,000	-27%
Lowest Sold Price	\$439,000	\$425,000	-3%
Properties Sold	5	8	60%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$3,575,000	\$4,552,392	27%

TRUCKEE

CONDOMINIUMS

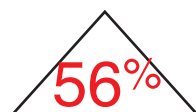


AVERAGE
SOLD PRICE



GRAY'S CROSSING

ALL PROPERTIES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$875,000	\$1,320,000	51%
Average Sold Price	\$845,666	\$1,322,500	56%
Average Days on Market	23	126	448%
Highest Sold Price	\$877,000	\$1,425,000	62%
Lowest Sold Price	\$785,000	\$1,225,000	56%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	99%	96%	-3%
Total Dollar Volume	\$2,537,000	\$5,290,000	109%

OLD GREENWOOD

ALL PROPERTIES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$0	\$1,525,000	0%
Average Sold Price	\$0	\$1,525,000	0%
Average Days on Market	-	136	0%
Highest Sold Price	\$0	\$1,575,000	0%
Lowest Sold Price	\$0	\$1,475,000	0%
Properties Sold	-	2	0%
% Sold Price to Avg List Price	0%	97%	0%
Total Dollar Volume	\$0	\$3,050,000	0%



TRUCKEE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$2,810,000	\$2,562,500	-9%
Average Sold Price	\$2,981,000	\$2,518,750	-16%
Average Days on Market	154	89	-42%
Highest Sold Price	\$4,750,000	\$2,875,000	-39%
Lowest Sold Price	\$1,600,000	\$2,075,000	30%
Properties Sold	5	4	-20%
% Sold Price to Avg List Price	92%	97%	5%
Total Dollar Volume	\$14,905,000	\$10,075,000	-32%

LAHONTAN

ALL PROPERTIES

-16%

AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$4,599,000	\$4,181,025	-8%
Average Sold Price	\$5,091,753	\$4,657,705	-9%
Average Days on Market	148	226	53%
Highest Sold Price	\$7,450,000	\$9,500,000	28%
Lowest Sold Price	\$2,900,000	\$2,200,000	-24%
Properties Sold	10	10	0%
% Sold Price to Avg List Price	93%	94%	1%
Total Dollar Volume	\$50,917,535	\$46,577,050	-9%

MARTIS CAMP

ALL PROPERTIES

-9%

AVERAGE
SOLD PRICE



NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,017,500	\$1,096,000	8%
Average Sold Price	\$1,348,000	\$1,268,666	-6%
Average Days on Market	156	84	-46%
Highest Sold Price	\$2,935,000	\$1,965,000	-33%
Lowest Sold Price	\$597,000	\$735,000	23%
Properties Sold	8	6	-25%
% Sold Price to Avg List Price	94%	96%	2%
Total Dollar Volume	\$10,784,000	\$7,612,000	-29%

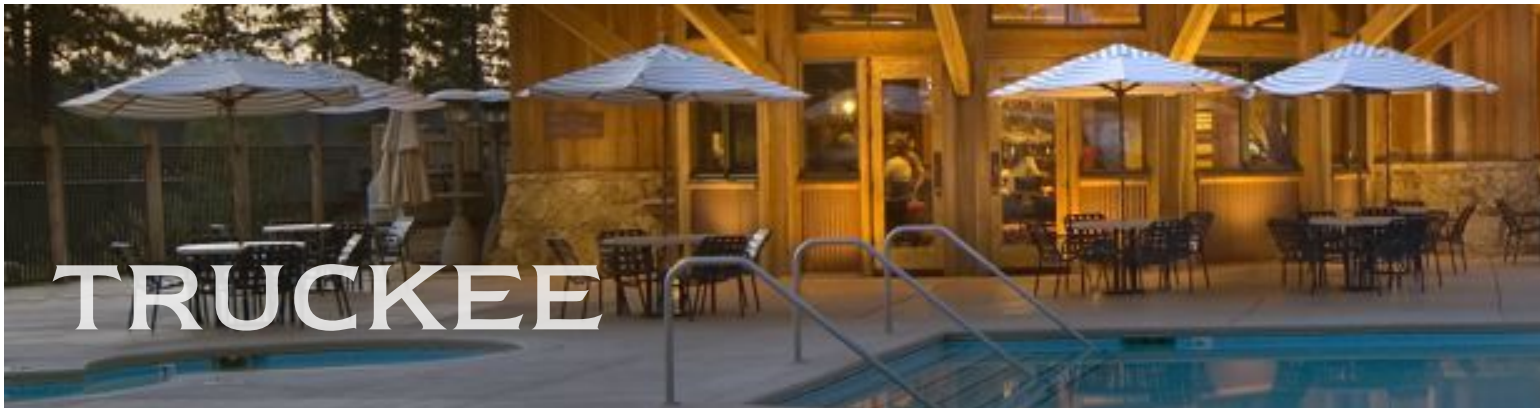
NORTHSTAR

CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$496,250	\$503,500	1%
Average Sold Price	\$850,250	\$861,791	0%
Average Days on Market	128	103	-20%
Highest Sold Price	\$2,250,000	\$1,850,000	-18%
Lowest Sold Price	\$185,000	\$375,000	103%
Properties Sold	14	12	-14%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$11,903,500	\$10,341,500	-13%



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$621,500	\$517,500	-17%
Average Sold Price	\$650,500	\$576,633	-11%
Average Days on Market	28	92	229%
Highest Sold Price	\$1,300,000	\$893,300	-31%
Lowest Sold Price	\$395,000	\$401,500	2%
Properties Sold	11	6	-45%
% Sold Price to Avg List Price	98%	97%	-2%
Total Dollar Volume	\$7,155,500	\$3,459,800	-52%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$545,000	\$652,500	20%
Average Sold Price	\$702,916	\$700,037	0%
Average Days on Market	53	72	36%
Highest Sold Price	\$1,365,000	\$1,080,000	-21%
Lowest Sold Price	\$450,000	\$530,000	18%
Properties Sold	6	10	67%
% Sold Price to Avg List Price	99%	96%	-3%
Total Dollar Volume	\$4,217,500	\$7,000,375	66%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$615,000	\$796,500	30%
Average Sold Price	\$600,000	\$782,625	30%
Average Days on Market	135	96	-26%
Highest Sold Price	\$660,000	\$950,000	44%
Lowest Sold Price	\$525,000	\$587,500	12%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	98%	95%	-3%
Total Dollar Volume	\$1,800,000	\$3,130,500	74%

PROSSER LAKE & PROSSER LAKE HEIGHTS

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE



SCHAFER'S MILL

SINGLE FAMILY HOMES



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$0	\$0	-
Average Sold Price	\$0	\$0	-
Average Days on Market	-	-	-
Highest Sold Price	\$0	\$0	-
Lowest Sold Price	\$0	\$0	-
Properties Sold	-	-	-
% Sold Price to Avg List Price	0%	0%	-
Total Dollar Volume	\$0	\$0	-

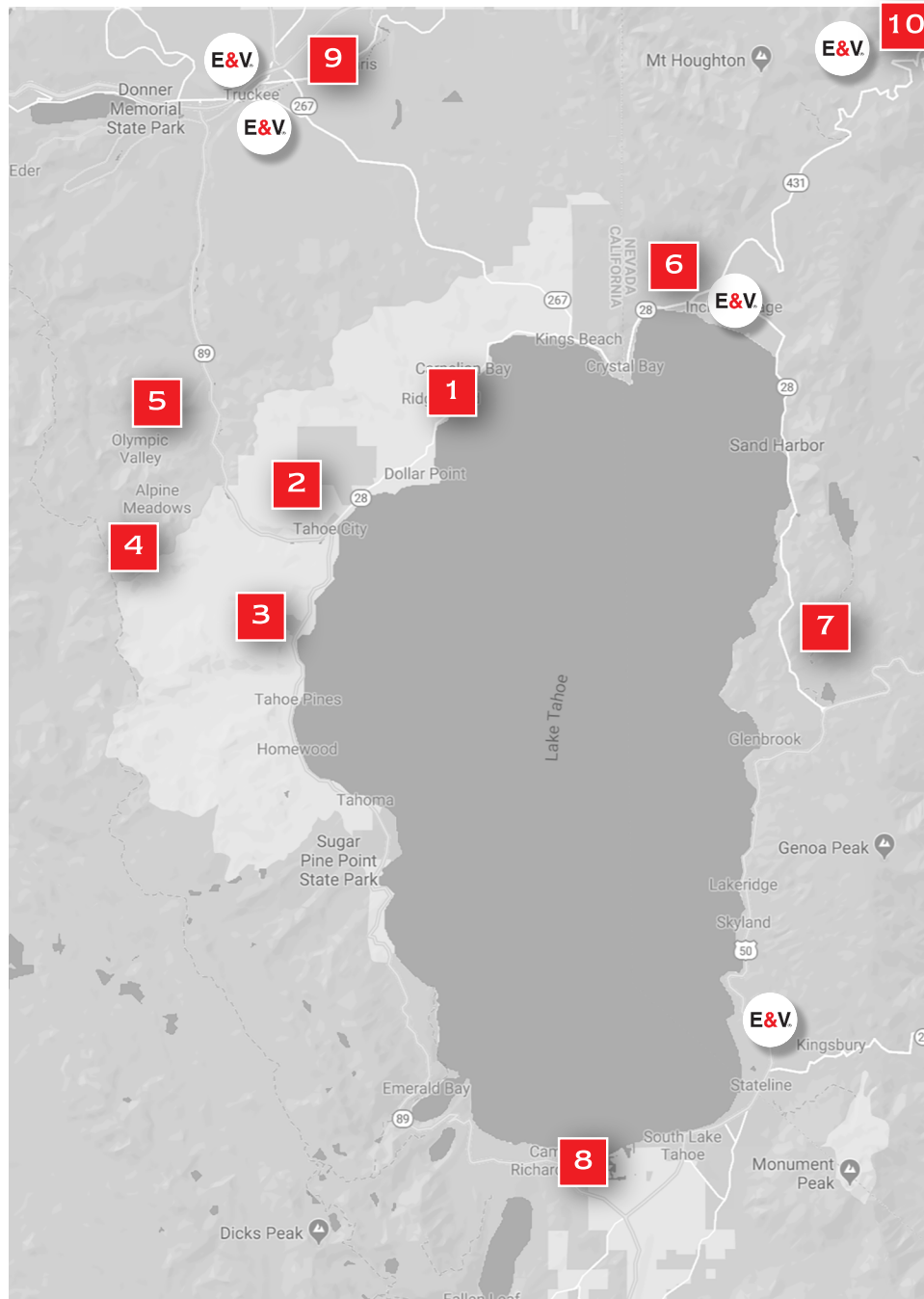
SCHAFER'S MILL

CONDOMINIUMS



JANUARY - MARCH	2019	2020	% CHANGE
Median Sales Price	\$1,295,000	\$1,592,500	23%
Average Sold Price	\$1,345,800	\$1,592,500	18%
Average Days on Market	58	2	-97%
Highest Sold Price	\$1,600,000	\$1,600,000	0%
Lowest Sold Price	\$1,035,000	\$1,585,000	53%
Properties Sold	5	2	-60%
% Sold Price to Avg List Price	99%	98%	-1%
Total Dollar Volume	\$6,729,000	\$3,185,000	-53%

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

TRUCKEE

10091 Donner Pass Road
Truckee, California, 96161

+1 530 562 9210

truckee.evrealstate.com

TRUCKEE - DONNER

10770 Donner Pass Rd #205,
Truckee, California 96161

+1 530 582 8103

eldergrouptahoerealestate.com

INCLINE VILLAGE

214 Village Boulevard
Incline Village, Nevada, 89451

+1 775 548 5110

inclinevillage.evrealstate.com

LAKE TAHOE

210 Elks Point Rd. #102
Zephyr Cove, Nevada, 89448

+1 775 588 7710

laketahoe.evrealstate.com

RENO

203 S Arlington Avenue
Reno, Nevada, 89501

+1 775 470 5937

reno.evrealstate.com



ENGEL & VÖLKERS®