



**ENGEL & VÖLKERS®**

# MARKET REPÖRT

INCLINE VILLAGE, NEVADA • Q1 2021



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**INCLINE VILLAGE**



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# EXPERT INSIGHTS

## INSIGHTS INTO Q1

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In the first three months of 2021, closed unit sales and volume in our market has dramatically increased over the busy first quarter of 2020. Inventory has tightened, opening a large gap between supply and demand causing a frenzied sales pace since last summer and continuing into 2021. The significant spread between unit sales and dollar volume is also massive and gains in volume are consistently higher than those in unit sales across almost all markets due to properties transacting at higher price points and values.

Sales volumes are increasing over 2020 by historic percentages with double and even triple digit increases in closed sales and volume this quarter as compared to the same times in prior years. Inventory is extremely low, new listings taken in 2021 are few and far between, multiple offers and offers way over asking price are the new normal. We are most definitely in one of the best sellers markets we have ever experienced. The housing market is explosive, and momentum should continue well into the future as sales figures show strength and signs that we are in store for another substantial quarter ahead. Anyone considering selling their home should take advantage of this fantastic market where they can realize maximum values and substantial gains.



## OVERALL MARKET STATISTICS

**\$2,321,000**  
AVERAGE  
SALES PRICE

**109**  
AVERAGE DAYS  
ON MARKET

**109**  
TOTAL  
UNITS SOLD

**\$252.9M**  
TOTAL  
VOLUME SOLD

**98%**  
% LIST TO SALE

**64**  
UNITS OVER \$1M

**45**  
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

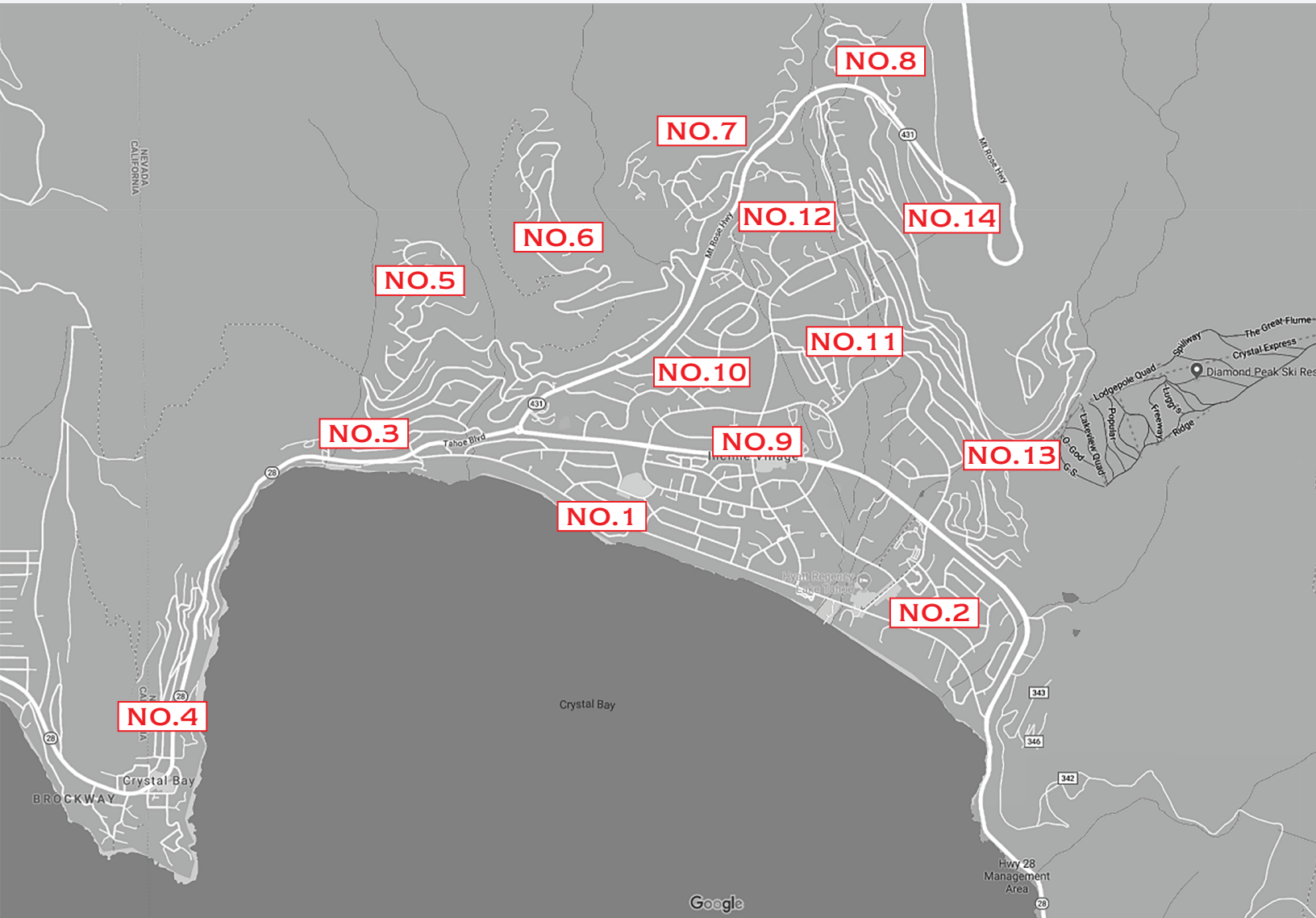
**NO.10** THE WOODS

**NO.11** CHAMPIONSHIP GOLF

**NO.12** EXECUTIVE GOLF

**NO.13** SKI WAY

**NO.14** EASTERN SLOPE





JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$9,100,000	\$19,400,000	113%
Average Sold Price	\$9,100,000	\$19,400,000	113%
Average Days on Market	2301	1465	-36%
Highest Sold Price	\$9,100,000	\$31,000,000	241%
Lowest Sold Price	\$9,100,000	\$7,300,000	-20%
Properties Sold	1	2	100%
% Sold Price to Avg List Price	91%	96%	5%
Total Dollar Volume	\$9,100,000	\$38,800,000	326%

## LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$2,262,500	\$3,100,000	37%
Average Sold Price	\$2,487,500	\$3,100,000	25%
Average Days on Market	139	58	-58%
Highest Sold Price	\$4,250,000	\$3,100,000	-27%
Lowest Sold Price	\$1,175,000	\$3,100,000	164%
Properties Sold	4	1	-75%
% Sold Price to Avg List Price	98%	98%	-
Total Dollar Volume	\$9,950,000	\$3,100,000	-69%

## LAKEFRONT

CONDOMINIUMS





## NON-LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,150,000	\$2,100,000	83%
Average Sold Price	\$1,292,613	\$2,793,511	116%
Average Days on Market	181	91	-50%
Highest Sold Price	\$3,320,000	\$14,350,000	332%
Lowest Sold Price	\$485,000	\$675,000	39%
Properties Sold	35	62	77%
% Sold Price to Avg List Price	92%	98%	7%
Total Dollar Volume	\$45,241,440	\$173,197,700	283%

## NON-LAKEFRONT

CONDOMINIUMS



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$429,000	\$762,500	55%
Average Sold Price	\$587,134	\$861,166	47%
Average Days on Market	192	77	-60%
Highest Sold Price	\$2,212,500	\$2,425,000	10%
Lowest Sold Price	285,000	\$390,000	37%
Properties Sold	29	44	52%
% Sold Price to Avg List Price	98%	101%	3%
Total Dollar Volume	\$17,026,900	\$37,891,300	123%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$2,100,000	\$4,949,500	136%
Average Sold Price	\$2,100,000	\$5,137,250	145%
Average Days on Market	153	160	5%
Highest Sold Price	\$2,100,000	\$8,000,000	281%
Lowest Sold Price	\$2,100,000	\$2,650,000	26%
Properties Sold	1	4	300%
% Sold Price to Avg List Price	90%	95%	6%
Total Dollar Volume	\$2,100,000	\$20,549,000	879%

## LAKEVIEW

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$2,287,500	\$3,400,000	49%
Average Sold Price	\$2,287,500	\$4,912,000	115%
Average Days on Market	487	56	-89%
Highest Sold Price	\$3,100,000	\$14,350,000	363%
Lowest Sold Price	\$1,475,000	\$1,650,000	12%
Properties Sold	2	8	300%
% Sold Price to Avg List Price	95%	98%	3%
Total Dollar Volume	\$4,575,000	\$39,300,00	759%

## MILL CREEK

ALL PROPERTIES

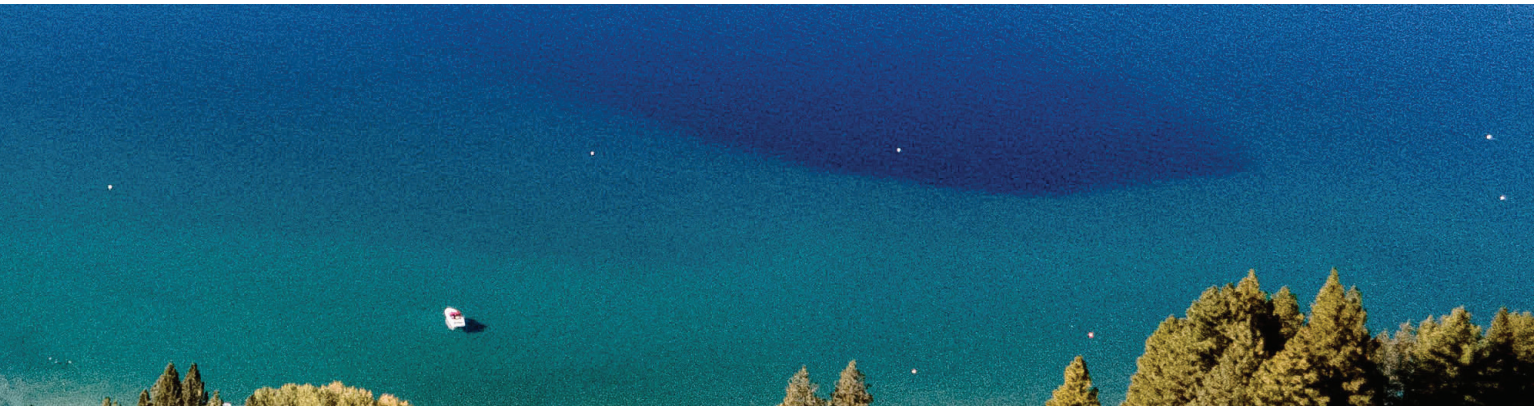


JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$2,610,000	\$1,590,000	-39%
Average Sold Price	\$2,610,000	\$2,205,714	-15%
Average Days on Market	186	86	-54%
Highest Sold Price	\$3,320,000	\$5,200,000	57%
Lowest Sold Price	\$1,900,000	\$1,155,000	-39%
Properties Sold	2	7	250%
% Sold Price to Avg List Price	73%	99%	36
Total Dollar Volume	\$5,220,000	\$15,440,00	196%

## PONDEROSA

ALL PROPERTIES





## CRYSTAL BAY

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$9,100,000	\$16,265,000	79%
Average Sold Price	\$9,100,000	\$16,265,000	79%
Average Days on Market	4158	1006	-76%
Highest Sold Price	\$9,100,000	\$31,500,000	246%
Lowest Sold Price	\$9,100,000	\$1,090,000	-88%
Properties Sold	1	2	100%
% Sold Price to Avg List Price	91%	97%	7%
Total Dollar Volume	\$9,100,000	\$32,590,000	258

## LOWER TYNER

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,330,000	\$2,450,000	84%
Average Sold Price	\$1,330,000	\$2,749,500	110%
Average Days on Market	179	76	-58%
Highest Sold Price	\$1,375,000	\$4,825,000	251%
Lowest Sold Price	\$1,285,000	\$1,728,000	34%
Properties Sold	2	7	250%
% Sold Price to Avg List Price	93%	99%	6%
Total Dollar Volume	\$2,660,000	\$19,561,500	635%

## UPPER TYNER

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$744,000	\$1,915,000	157%
Average Sold Price	\$744,000	\$1,915,000	157%
Average Days on Market	303	55	-82%
Highest Sold Price	\$799,000	\$2,750,000	244%
Lowest Sold Price	\$689,000	\$1,080,000	57%
Properties Sold	2	2	-
% Sold Price to Avg List Price	100%	101%	1%
Total Dollar Volume	\$1,488,000	\$3,830,000	157%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,002,000	\$1,667,500	66%
Average Sold Price	\$1,124,250	\$3,181,125	183%
Average Days on Market	176	100	-43%
Highest Sold Price	\$1,730,000	\$11,500,000	565%
Lowest Sold Price	\$712,500	\$1,100,000	54%
Properties Sold	6	8	33%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$6,745,500	\$25,449,000	277%

**JENNIFER**  
ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,085,000	\$1,290,000	19%
Average Sold Price	\$1,085,000	\$1,606,667	48%
Average Days on Market	118	40	-66%
Highest Sold Price	\$1,085,000	\$2,650,000	114%
Lowest Sold Price	\$1,085,000	\$880,000	-19%
Properties Sold	1	3	200%
% Sold Price to Avg List Price	94%	98%	4%
Total Dollar Volume	\$1,085,000	\$4,820,000	344%

**APOLLO**  
ALL PROPERTIES







## CENTRAL NORTH & SOUTH

ALL PROPERTIES

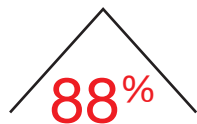


AVERAGE SOLD PRICE

JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,340,000	\$1,200,000	-10%
Average Sold Price	\$1,265,000	\$1,200,000	-5%
Average Days on Market	81	63	-22%
Highest Sold Price	\$1,500,000	\$1,200,000	-20%
Lowest Sold Price	\$880,000	\$1,200,000	36%
Properties Sold	4	1	-75%
% Sold Price to Avg List Price	100%	93%	-7%
Total Dollar Volume	\$5,060,000	\$1,200,000	-76%

## THE WOODS

ALL PROPERTIES



AVERAGE SOLD PRICE

JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$775,000	\$2,035,000	163%
Average Sold Price	\$1,083,647	\$2,035,000	88%
Average Days on Market	81	89	10%
Highest Sold Price	\$1,500,000	\$2,575,000	72%
Lowest Sold Price	\$880,000	\$1,495,000	70%
Properties Sold	4	2	-50%
% Sold Price to Avg List Price	100%	99%	-1%
Total Dollar Volume	\$5,060,000	\$4,070,000	-20%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$872,500	\$802,100	-8%
Average Sold Price	\$1,022,500	\$1,577,920	54%
Average Days on Market	162	82	-49%
Highest Sold Price	\$1,860,000	\$3,250,000	75%
Lowest Sold Price	\$485,000	\$675,000	39%
Properties Sold	4	10	150%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	\$4,090,000	\$15,779,200	286%

## CHAMPIONSHIP GOLF COURSE

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,950,000	\$1,400,000	-28%
Average Sold Price	\$1,950,000	\$1,550,000	-21%
Average Days on Market	206	79	-62%
Highest Sold Price	\$1,950,000	\$2,100,000	8%
Lowest Sold Price	\$1,950,000	\$1,150,000	-41%
Properties Sold	1	3	200%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$1,950,000	\$4,650,000	138%

## EXECUTIVE GOLF COURSE

ALL PROPERTIES





## SKI WAY

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$801,000	\$1,485,500	86%
Average Sold Price	\$938,000	\$1,485,500	58%
Average Days on Market	185	88	-52%
Highest Sold Price	\$1,600,000	\$2,100,000	31%
Lowest Sold Price	\$550,000	\$871,000	58%
Properties Sold	4	2	-50%
% Sold Price to Avg List Price	93%	106%	14%
Total Dollar Volume	\$3,752,000	\$2,971,000	-21%

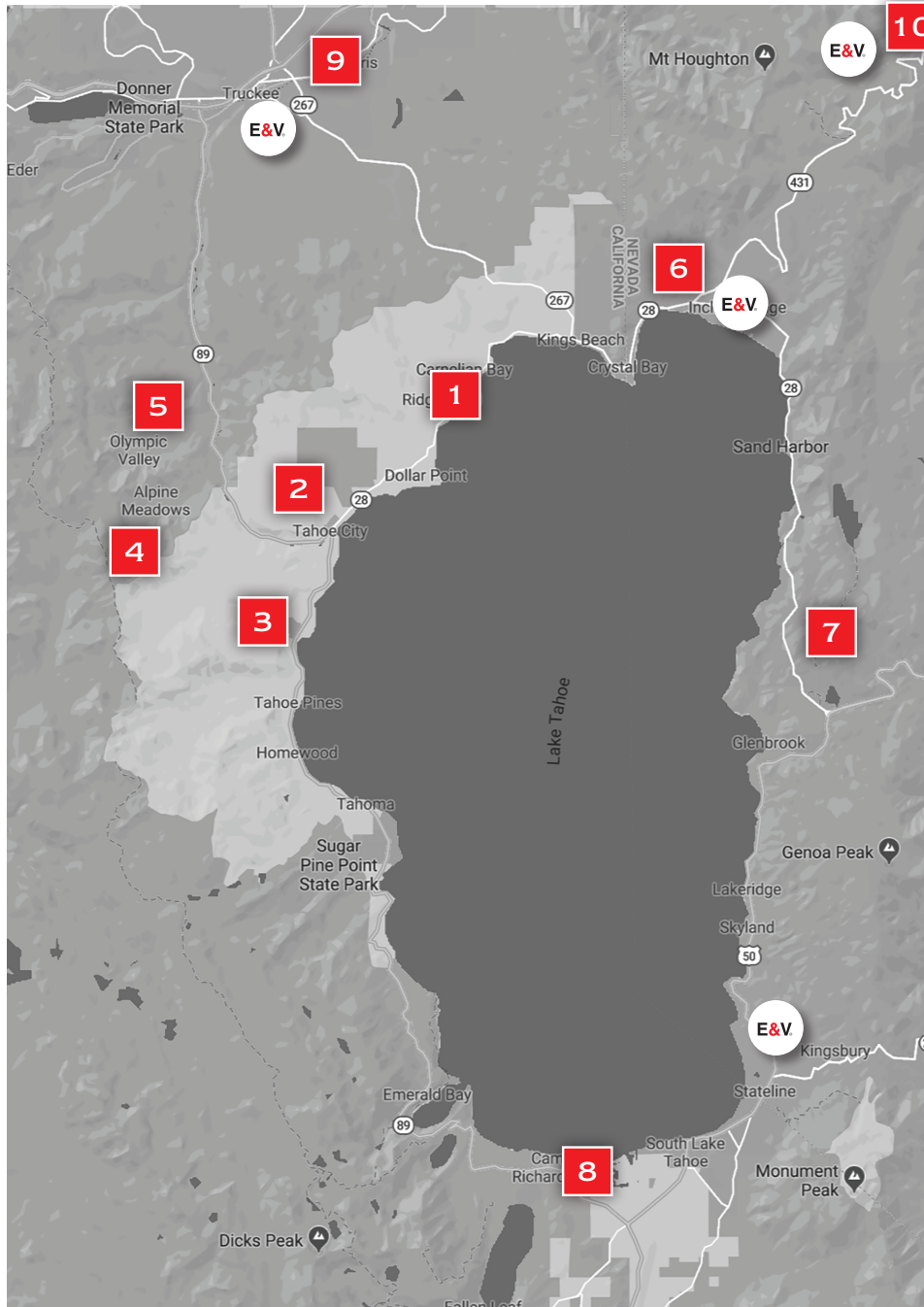
## EASTERN SLOPE

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,150,000	\$3,094,000	169%
Average Sold Price	\$1,088,333	\$3,622,000	233%
Average Days on Market	184	212	15%
Highest Sold Price	\$1,200,000	\$6,800,000	467%
Lowest Sold Price	\$915,000	\$1,500,000	64%
Properties Sold	3	4	33%
% Sold Price to Avg List Price	94%	100%	6%
Total Dollar Volume	\$3,265,000	\$14,488,000	344%

# 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
- 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.



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

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*Lake Tahoe Area Shops*

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