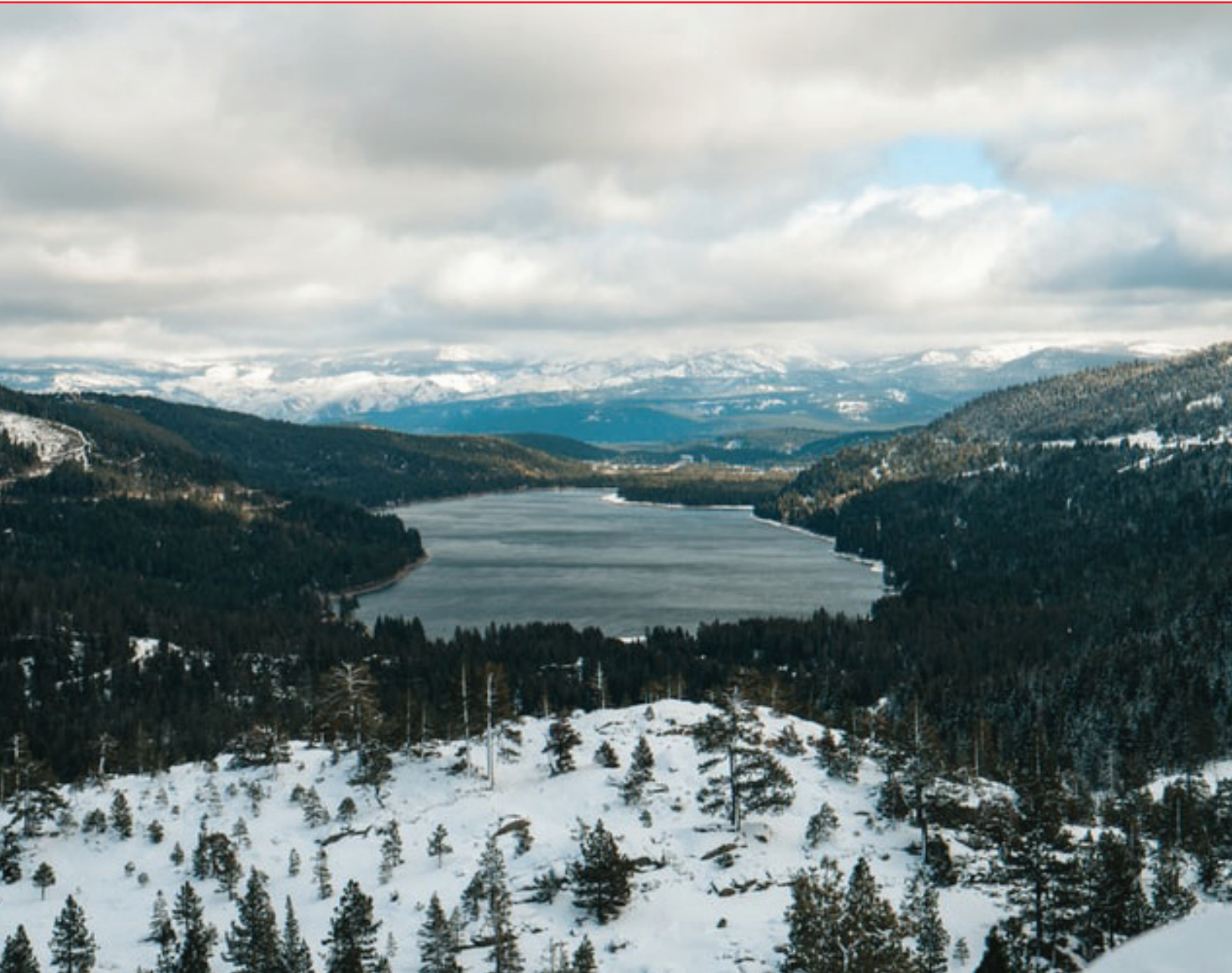




ENGEL & VÖLKERS®

# MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • Q1 2021





ENGEL & VÖLKERS®

# EXPERT INSIGHTS

## INSIGHTS INTO Q1

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Real estate continues to boom region-wide and Tahoe is no exception. Similar to last spring, we are seeing prepared sellers receive multiple offers within hours of listing. The difference between 2020 and 2021 is the median price increase. For 2021, over 30% of the homes sold in the first quarter ranged between \$750k and \$1 million; the second most substantial being \$1-1.5 million at just under 20% of the homes sold. We are hopeful more homes will continue to hit the market, giving more families the opportunity to find new homes.



## OVERALL MARKET STATISTICS

**\$918,268**  
AVERAGE  
SALES PRICE

**11**  
AVERAGE DAYS  
ON MARKET

**63**  
TOTAL  
UNITS SOLD

**\$57,850,931**  
TOTAL  
VOLUME SOLD

**107%**  
% SOLD PRICE TO  
ADVERAGE LIST PRICE

**22**  
UNITS OVER \$1M

**41**  
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

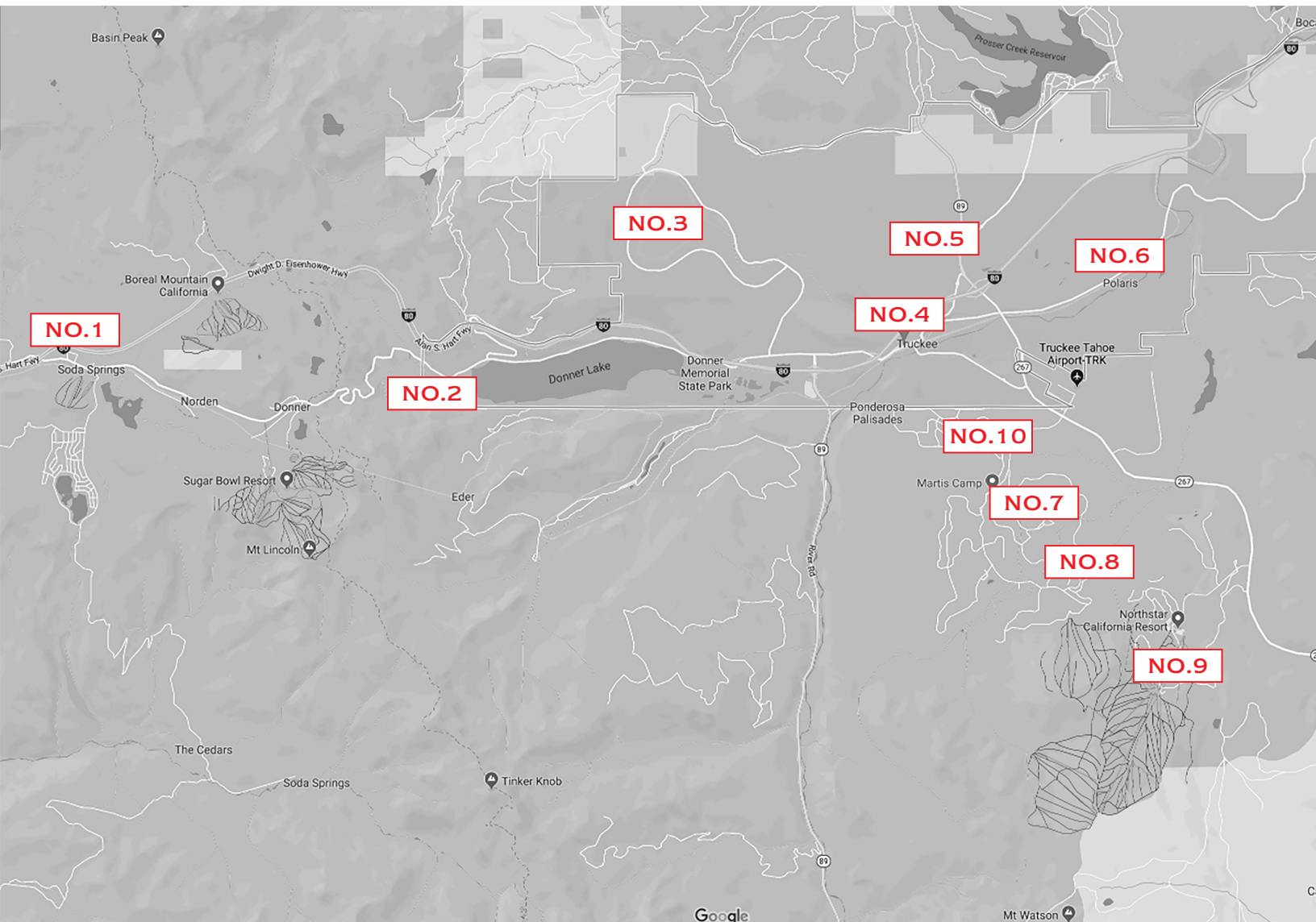
**NO.6** OLD GREENWOOD

**NO.7** LAHONTAN

**NO.8** MARTIS CAMP

**NO.9** NORTHSTAR

**NO.10** SCHAFFER'S MILL





JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$617,500	\$875,000	42%
Average Sold Price	\$721,050	\$835,944	16%
Average Days on Market	83	20	-76%
Highest Sold Price	\$1,600,000	\$1,725,000	8%
Lowest Sold Price	\$417,000	\$275,000	-34%
Properties Sold	10	9	-10%
% Sold Price to Avg List Price	96%	106%	10%
Total Dollar Volume	\$7,210,500	\$7,523,500	4%

## DONNER SUMMIT

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,080,000	\$2,402,500	122%
Average Sold Price	\$1,080,000	\$2,402,500	122%
Average Days on Market	289	68	-76%
Highest Sold Price	\$1,080,000	\$2,930,000	171%
Lowest Sold Price	\$1,080,000	\$1,875,000	74%
Properties Sold	1	2	100%
% Sold Price to Avg List Price	90%	101%	11%
Total Dollar Volume	\$1,080,000	\$4,805,000	345%

## DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$525,000	\$1,250,000	138%
Average Sold Price	\$525,000	\$1,509,444	188%
Average Days on Market	75	32	-57%
Highest Sold Price	\$525,000	\$2,930,000	458%
Lowest Sold Price	\$525,000	\$702,000	34%
Properties Sold	2	9	350%
% Sold Price to Avg List Price	98%	101%	3%
Total Dollar Volume	\$1,050,000	\$13,585,000	1194%

## DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES







## TAHOE DONNER

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$650,000	\$960,000	48%
Average Sold Price	\$716,399	\$1,054,019	47%
Average Days on Market	56	12	-79%
Highest Sold Price	\$1,560,000	\$1,887,654	21%
Lowest Sold Price	\$379,000	\$594,000	57%
Properties Sold	47	48	2%
% Sold Price to Avg List Price	97%	107%	9%
Total Dollar Volume	\$33,670,775	\$50,592,931	50%

## TAHOE DONNER

CONDOMINIUMS



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$382,000	\$522,000	37%
Average Sold Price	\$362,571	\$483,866	33%
Average Days on Market	62	7	-89%
Highest Sold Price	\$475,000	\$689,000	45%
Lowest Sold Price	\$285,000	\$232,000	-19%
Properties Sold	7	15	114%
% Sold Price to Avg List Price	98%	106%	9%
Total Dollar Volume	\$2,538,000	\$7,258,000	186%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$689,000	\$960,000	39%
Average Sold Price	\$791,985	\$1,149,070	45%
Average Days on Market	87	36	-59%
Highest Sold Price	\$1,575,000	\$2,895,000	84%
Lowest Sold Price	\$400,000	\$300,000	-25%
Properties Sold	37	41	11%
% Sold Price to Avg List Price	97%	99%	3%
Total Dollar Volume	\$29,303,452	\$47,111,900	61%

## TRUCKEE

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$595,750	\$697,500	17%
Average Sold Price	\$569,049	\$815,750	43%
Average Days on Market	20	27	35%
Highest Sold Price	\$639,000	\$1,450,000	127%
Lowest Sold Price	\$425,000	\$525,000	24%
Properties Sold	8	8	-
% Sold Price to Avg List Price	99%	104%	5%
Total Dollar Volume	\$4,552,392	\$6,526,000	43%

## TRUCKEE

CONDOMINIUMS







## GRAY'S CROSSING

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,320,000	\$1,988,800	51%
Average Sold Price	\$1,322,500	\$2,002,933	51%
Average Days on Market	126	39	-69%
Highest Sold Price	\$1,425,000	\$2,100,000	47%
Lowest Sold Price	\$1,225,000	\$1,920,000	57%
Properties Sold	4	3	-25%
% Sold Price to Avg List Price	96%	98%	2%
Total Dollar Volume	\$5,290,000	\$6,008,800	14%

## OLD GREENWOOD

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,525,000	\$2,172,500	42%
Average Sold Price	\$1,525,000	\$2,172,500	42%
Average Days on Market	136	3	-98%
Highest Sold Price	\$1,575,000	\$2,895,000	84%
Lowest Sold Price	\$1,475,000	\$1,450,000	-2%
Properties Sold	2	2	-
% Sold Price to Avg List Price	97%	99	2%
Total Dollar Volume	\$3,050,000	\$4,345,000	42%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$2,562,500	\$3,152,500	23%
Average Sold Price	\$2,518,750	\$3,288,333	31%
Average Days on Market	89	54	-39%
Highest Sold Price	\$2,875,000	\$4,100,000	43%
Lowest Sold Price	\$2,075,000	\$2,645,000	27%
Properties Sold	4	6	50%
% Sold Price to Avg List Price	97%	96%	-1%
Total Dollar Volume	\$10,075,000	\$19,730,000	96%

## LAHONTAN

ALL PROPERTIES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$4,181,025	\$5,650,000	35%
Average Sold Price	\$4,657,705	\$6,758,333	45%
Average Days on Market	226	55	-76%
Highest Sold Price	\$9,500,000	\$12,795,000	35%
Lowest Sold Price	\$2,200,000	\$2,550,000	16%
Properties Sold	10	19	90%
% Sold Price to Avg List Price	94%	99%	5%
Total Dollar Volume	\$46,577,050	\$121,650,000	161%

## MARTIS CAMP

ALL PROPERTIES

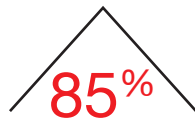






## NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE  
SOLD PRICE

JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$1,096,000	\$1,765,000	61%
Average Sold Price	\$1,268,666	\$2,384,020	85%
Average Days on Market	84	45	-46%
Highest Sold Price	\$1,965,000	\$5,600,000	185%
Lowest Sold Price	\$735,000	\$815,000	11%
Properties Sold	6	10	67%
% Sold Price to Avg List Price	96%	102%	6%
Total Dollar Volume	\$7,612,000	\$23,480,200	208%

## NORTHSTAR

CONDOMINIUMS



AVERAGE  
SOLD PRICE

JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$503,500	\$757,500	50%
Average Sold Price	\$861,791	\$983,153	14%
Average Days on Market	103	96	-7%
Highest Sold Price	\$1,850,000	\$2,800,000	51%
Lowest Sold Price	\$375,000	\$195,000	-48%
Properties Sold	12	28	133%
% Sold Price to Avg List Price	97%	100%	4%
Total Dollar Volume	\$10,341,500	\$27,528,289	166%



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$517,500	\$898,500	74%
Average Sold Price	\$576,633	\$951,600	65%
Average Days on Market	92	34	-63%
Highest Sold Price	\$893,300	\$1,199,500	34%
Lowest Sold Price	\$401,500	\$800,000	99%
Properties Sold	6	5	-17%
% Sold Price to Avg List Price	97%	100%	3%
Total Dollar Volume	\$3,459,800	\$4,758,000	38%

**GLENSHIRE & THE MEADOWS**

SINGLE FAMILY HOMES



JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$652,500	\$550,000	-16%
Average Sold Price	\$700,037	\$550,000	-21%
Average Days on Market	72	20	-72%
Highest Sold Price	\$1,080,000	\$550,000	-49%
Lowest Sold Price	\$530,000	\$530,000	-
Properties Sold	10	1	-90%
% Sold Price to Avg List Price	96%	100%	4%
Total Dollar Volume	\$7,000,375	\$550,000	-92%

**SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES**

SINGLE FAMILY HOMES



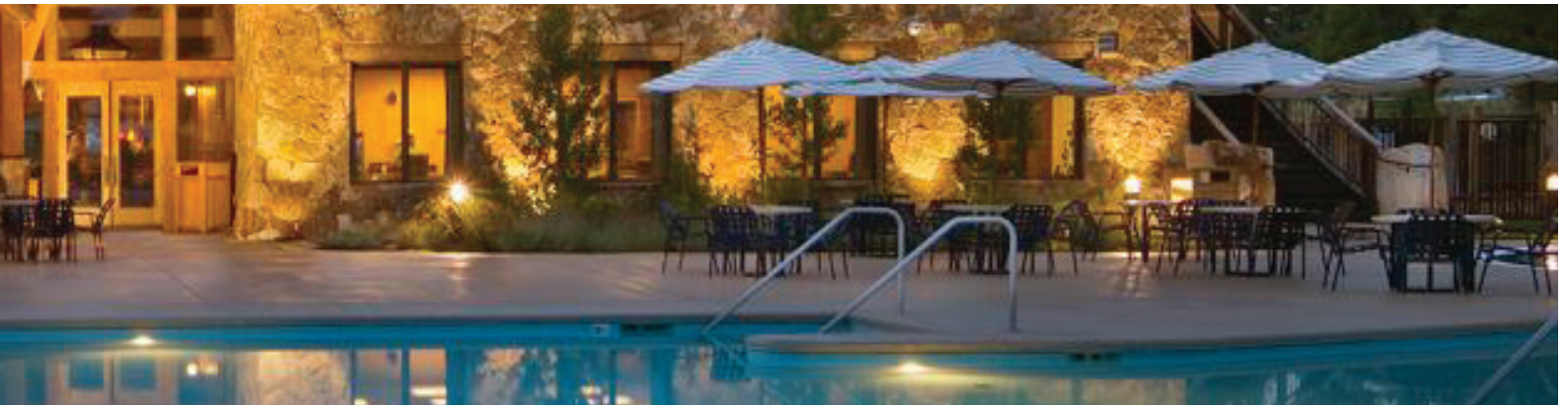
JANUARY - MARCH	2020	2021	% CHANGE
Median Sales Price	\$796,500	\$838,500	5%
Average Sold Price	\$782,625	\$1,120,333	43%
Average Days on Market	96	40	-58%
Highest Sold Price	\$950,000	\$2,550,000	168%
Lowest Sold Price	\$587,500	\$750,000	28%
Properties Sold	4	6	50%
% Sold Price to Avg List Price	95%	102%	7%
Total Dollar Volume	\$3,130,500	\$6,722,000	115%

**PROSSER LAKE & PROSSER LAKE HEIGHTS**

SINGLE FAMILY HOMES







## SCHAFFER'S MILL

SINGLE FAMILY HOMES

AVERAGE  
SOLD PRICE

### JANUARY - MARCH

	2020	2021	% CHANGE
Median Sales Price	-	\$2,384,000	-
Average Sold Price	-	\$2,326,333	-
Average Days on Market	-	38	-
Highest Sold Price	-	\$2,495,000	-
Lowest Sold Price	-	\$2,100,000	-
Properties Sold	-	3	-
% Sold Price to Avg List Price	-	98%	-
Total Dollar Volume	-	\$6,979,000	-

## SCHAFFER'S MILL

CONDOMINIUMS

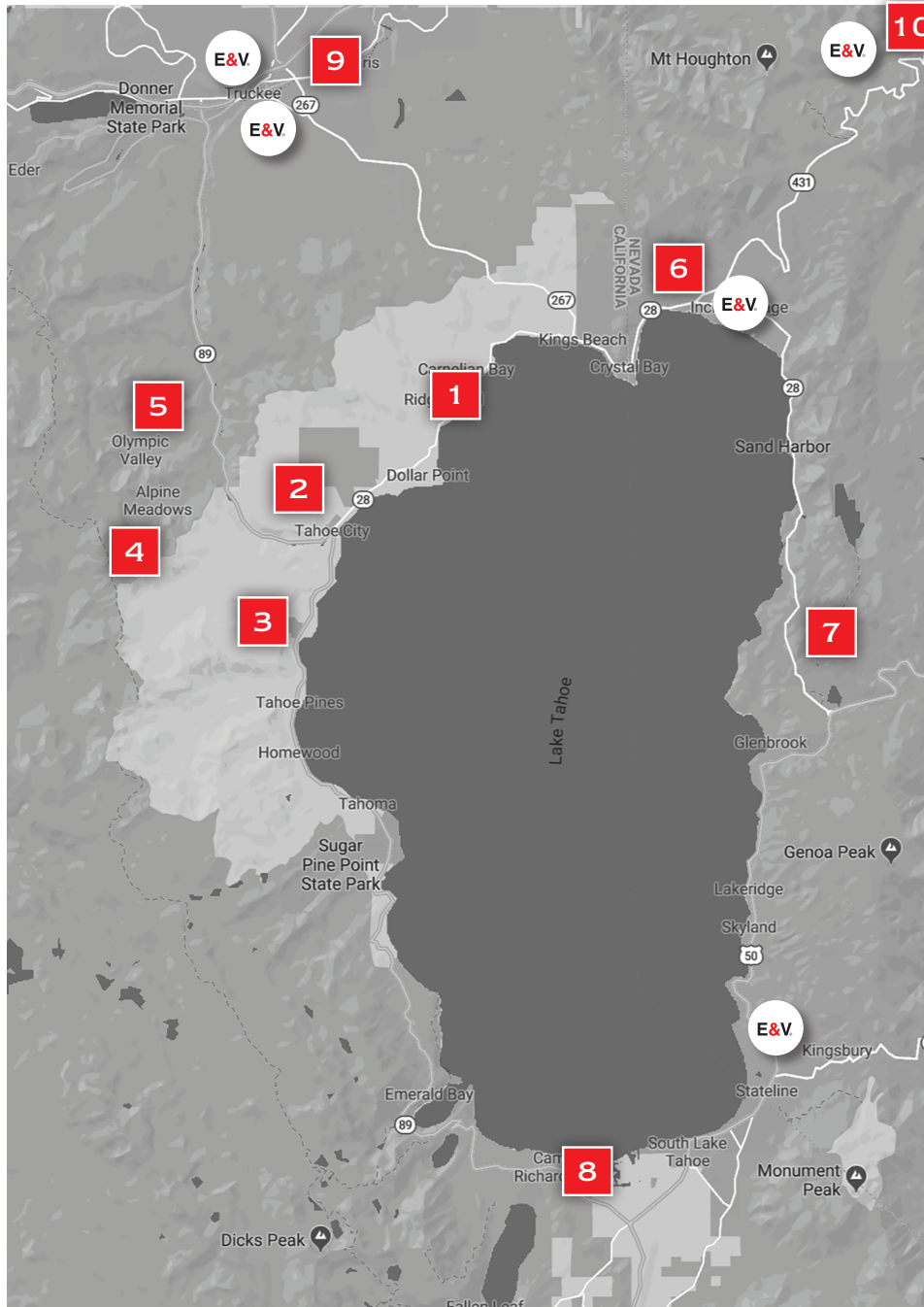
-4%

AVERAGE  
SOLD PRICE

### JANUARY - MARCH

	2020	2021	% CHANGE
Median Sales Price	\$1,592,500	\$1,475,000	-7%
Average Sold Price	\$1,592,500	\$1,527,833	-4%
Average Days on Market	2	35	1650%
Highest Sold Price	\$1,600,000	\$1,633,500	2%
Lowest Sold Price	\$1,585,000	\$1,475,000	-7%
Properties Sold	2	3	50%
% Sold Price to Avg List Price	98%	96%	-2%
Total Dollar Volume	\$3,185,000	\$4,583,500	44%

# 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 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.

**TRUCKEE**

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*Lake Tahoe Area Shops*

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