

ENGEL & VÖLKERS®

MARKET REPÖRT

NORTH & WEST SHORES · 2ND QUARTER REPORT 2021





ENGEL & VÖLKERS

EXPERT INSIGHTS

LOOKING AT THE 2ND QUARTER REPORT

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. We are hopeful more homes will continue to hit the market, giving more families the opportunity to find new homes.

With a lack of supply, limited new builds, and hot demand, we expect the trends you've seen this past year to continue into summer 2021. The change we are seeing as we enter Q3 is the rise in mortgage rates. Since April 2021, mortgage rates have remained historically low. Now, we are seeing rates crawling above 3% and economists suggest this is likely to continue.

What does this mean for your Tahoe summer real estate plans? We don't expect significant changes in our predictions for the Tahoe and Truckee market this summer. We are still expecting high demand, lower inventory, and buyers prepared to make quick, strong offers. For sellers, this is your time to sell. If you've been considering selling your home, we suggest capitalizing on the seller's market and listing while demand is continuing to pace at record levels.



OVERALL MARKET STATISTICS

\$1,619,636

AVERAGE
SALES PRICE

22

AVERAGE DAYS
ON MARKET

102

TOTAL
UNITS SOLD

\$165,202,921

TOTAL
VOLUME SOLD

102%

% LIST TO SALE

58

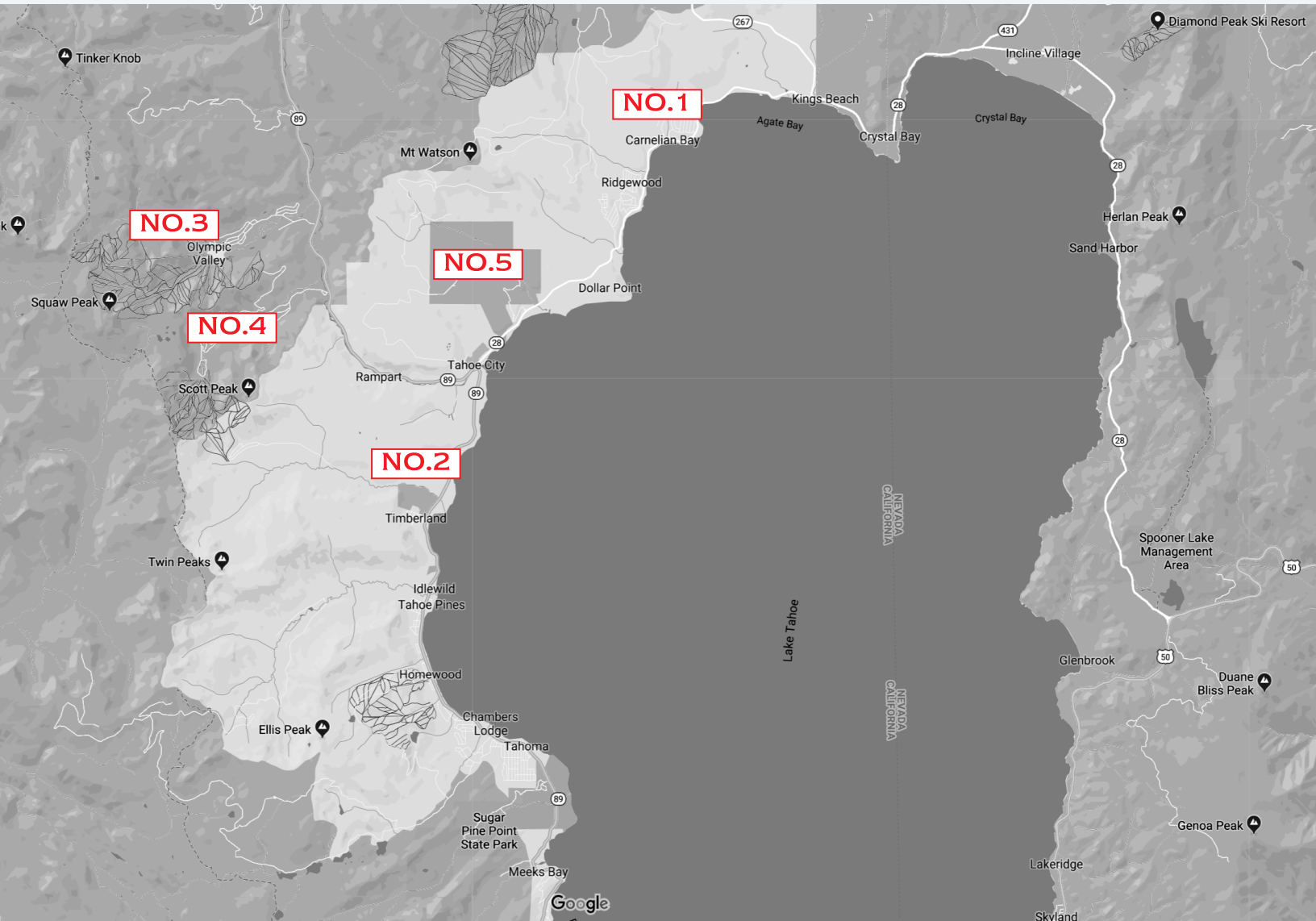
UNITS OVER \$1M

NORTH & WEST SHORES MARKET AREAS

NO.1 NORTHSHORE
NO.2 WESTSHORE

NO.3 SQUAW VALLEY
NO.4 ALPINE MEADOWS

NO.5 TAHOE CITY





NORTH & WEST SHORES

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	-	\$3,600,000	-
Average Sold Price	-	\$3,600,000	-
Average Days on Market	-	100	-
Highest Sold Price	-	\$3,600,000	-
Lowest Sold Price	-	\$3,600,000	-
Properties Sold	-	1	-
% Sold Price to Avg List Price	-	-	-
Total Dollar Volume	-	\$3,600,000	-

NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES

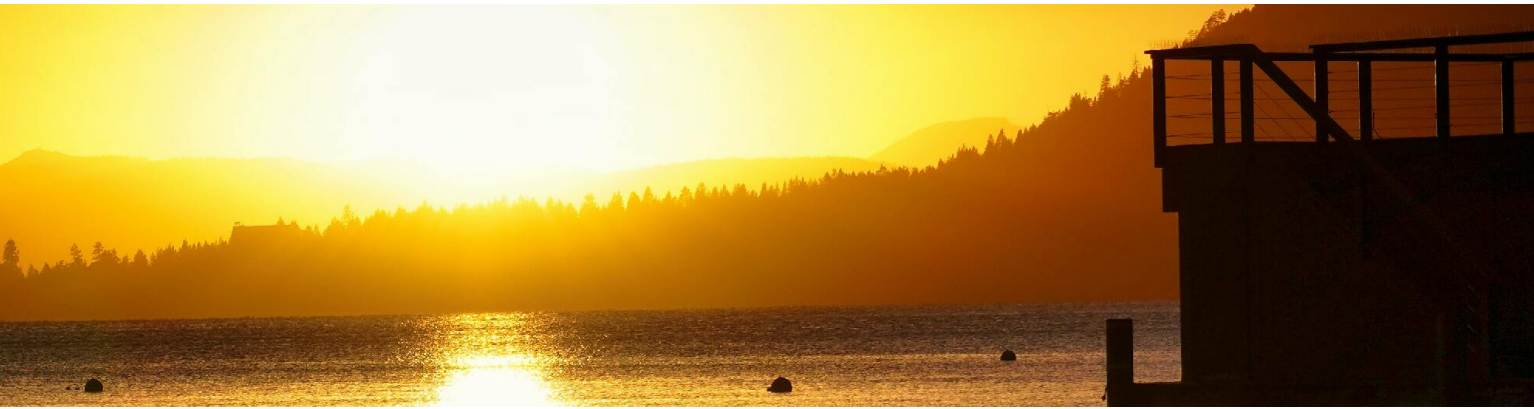


APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$739,000	\$1,200,000	62%
Average Sold Price	\$871,672	\$1,455,019	67%
Average Days on Market	49	16	-67%
Highest Sold Price	\$2,000,000	\$6,000,000	200%
Lowest Sold Price	\$330,000	\$545,000	65%
Properties Sold	29	43	48%
% Sold Price to Avg List Price	97%	105%	8%
Total Dollar Volume	\$25,278,500	\$62,565,828	148%

NORTH SHORE NON-LAKE FRONT

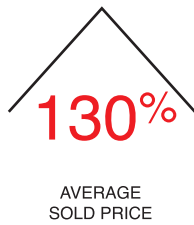
SINGLE FAMILY HOMES





NORTH SHORE

CONDOMINIUMS



APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$368,500	\$650,000	76%
Average Sold Price	\$350,875	\$807,603	130%
Average Days on Market	44	13	-70%
Highest Sold Price	\$495,000	\$2,600,000	425%
Lowest Sold Price	\$123,000	\$299,000	143%
Properties Sold	8	25	213%
% Sold Price to Avg List Price	96%	106%	10%
Total Dollar Volume	\$2,807,000	\$20,190,093	619%

TAHOE CITY

SINGLE FAMILY HOMES



APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$942,500	\$1,242,500	32%
Average Sold Price	\$1,035,812	\$2,011,730	94%
Average Days on Market	18	33	83%
Highest Sold Price	\$1,680,000	\$11,000,000	555%
Lowest Sold Price	\$646,500	\$765,000	18%
Properties Sold	8	13	63%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$8,286,500	\$26,152,500	216%

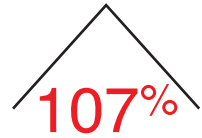


NORTH & WEST SHORES

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$1,200,000	\$2,480,000	107%
Average Sold Price	\$1,200,000	\$2,480,000	107%
Average Days on Market	17	3	-82%
Highest Sold Price	\$1,200,000	\$2,480,000	107%
Lowest Sold Price	\$1,200,000	\$2,480,000	107%
Properties Sold	1	1	0%
% Sold Price to Avg List Price	100%	100%	0%
Total Dollar Volume	\$1,200,000	\$2,480,000	107%

TAHOE CITY

CONDOMINIUMS

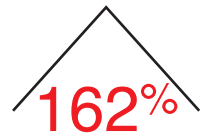


AVERAGE
SOLD PRICE

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$3,300,000	\$8,130,000	146%
Average Sold Price	\$3,300,000	\$8,640,000	162%
Average Days on Market	204	136	-33%
Highest Sold Price	\$3,300,000	\$11,100,000	236%
Lowest Sold Price	\$3,300,000	\$7,200,000	118%
Properties Sold	1	4	300%
% Sold Price to Avg List Price	94%	93%	-1%
Total Dollar Volume	\$3,300,000	\$34,560,000	947%

WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE



WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES

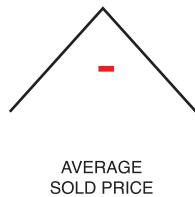


APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$645,000	\$1,250,000	94%
Average Sold Price	\$769,225	\$2,424,911	215%
Average Days on Market	98	35	-64%
Highest Sold Price	\$3,300,000	\$11,100,000	236%
Lowest Sold Price	\$275,000	\$477,000	73%
Properties Sold	35	34	-3%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$26,922,875	\$82,447,000	206%

WEST SHORE

CONDOMINIUMS



APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$4,075,000	-	-
Average Sold Price	\$4,075,000	-	-
Average Days on Market	34	-	-
Highest Sold Price	\$4,075,000	-	-
Lowest Sold Price	\$4,075,000	-	-
Properties Sold	1	-	-
% Sold Price to Avg List Price	96%	-	-
Total Dollar Volume	\$4,075,000	-	-



SQUAW VALLEY & ALPINE MEADOWS

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$776,000	\$1,839,000	137%
Average Sold Price	\$1,060,400	\$1,856,989	75%
Average Days on Market	214	49	-77%
Highest Sold Price	\$2,250,000	\$2,850,000	27%
Lowest Sold Price	\$716,000	\$965,000	35%
Properties Sold	5	12	140%
% Sold Price to Avg List Price	92%	100%	8%
Total Dollar Volume	\$5,302,000	\$22,283,878	320%

SQUAW VALLEY

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$969,000	\$560,000	-42%
Average Sold Price	\$754,333	\$733,136	-3%
Average Days on Market	42	147	250%
Highest Sold Price	\$979,000	\$3,400,000	247%
Lowest Sold Price	\$315,000	\$192,000	-39%
Properties Sold	3	43	1333%
% Sold Price to Avg List Price	99%	100%	0%
Total Dollar Volume	\$2,263,000	\$31,524,872	1293%

SQUAW VALLEY

CONDOMINIUMS

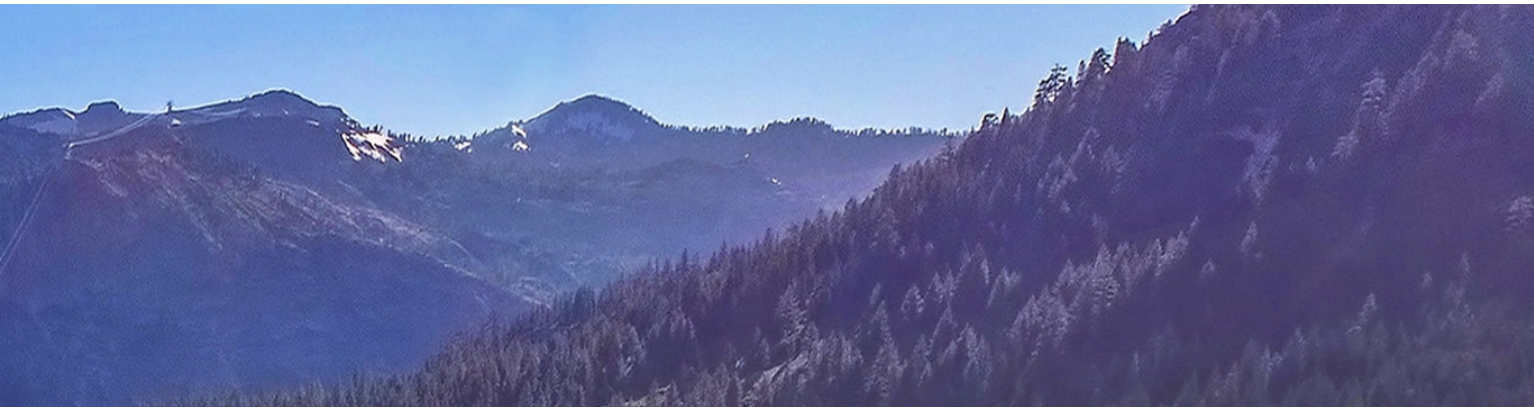


APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$315,000	\$698,000	122%
Average Sold Price	\$315,000	\$940,923	199%
Average Days on Market	126	48	-62%
Highest Sold Price	\$315,000	\$3,400,000	979%
Lowest Sold Price	\$315,000	\$425,000	35%
Properties Sold	1	13	1200%
% Sold Price to Avg List Price	95%	99%	4%
Total Dollar Volume	\$315,000	\$12,232,000	3783%

THE VILLAGE AT SQUAW VALLEY

CONDOMINIUMS





ALPINE MEADOWS

SINGLE FAMILY HOMES



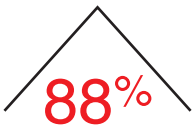
AVERAGE
SOLD PRICE

APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$762,500	\$1,002,500	31%
Average Sold Price	\$773,750	\$1,002,500	30%
Average Days on Market	50	22	-56%
Highest Sold Price	\$925,000	\$1,170,000	26%
Lowest Sold Price	\$645,000	\$835,000	29%
Properties Sold	4	2	-50%
% Sold Price to Avg List Price	93%	117%	24%
Total Dollar Volume	\$3,095,000	\$2,005,000	-35%

ALPINE MEADOWS

CONDOMINIUMS

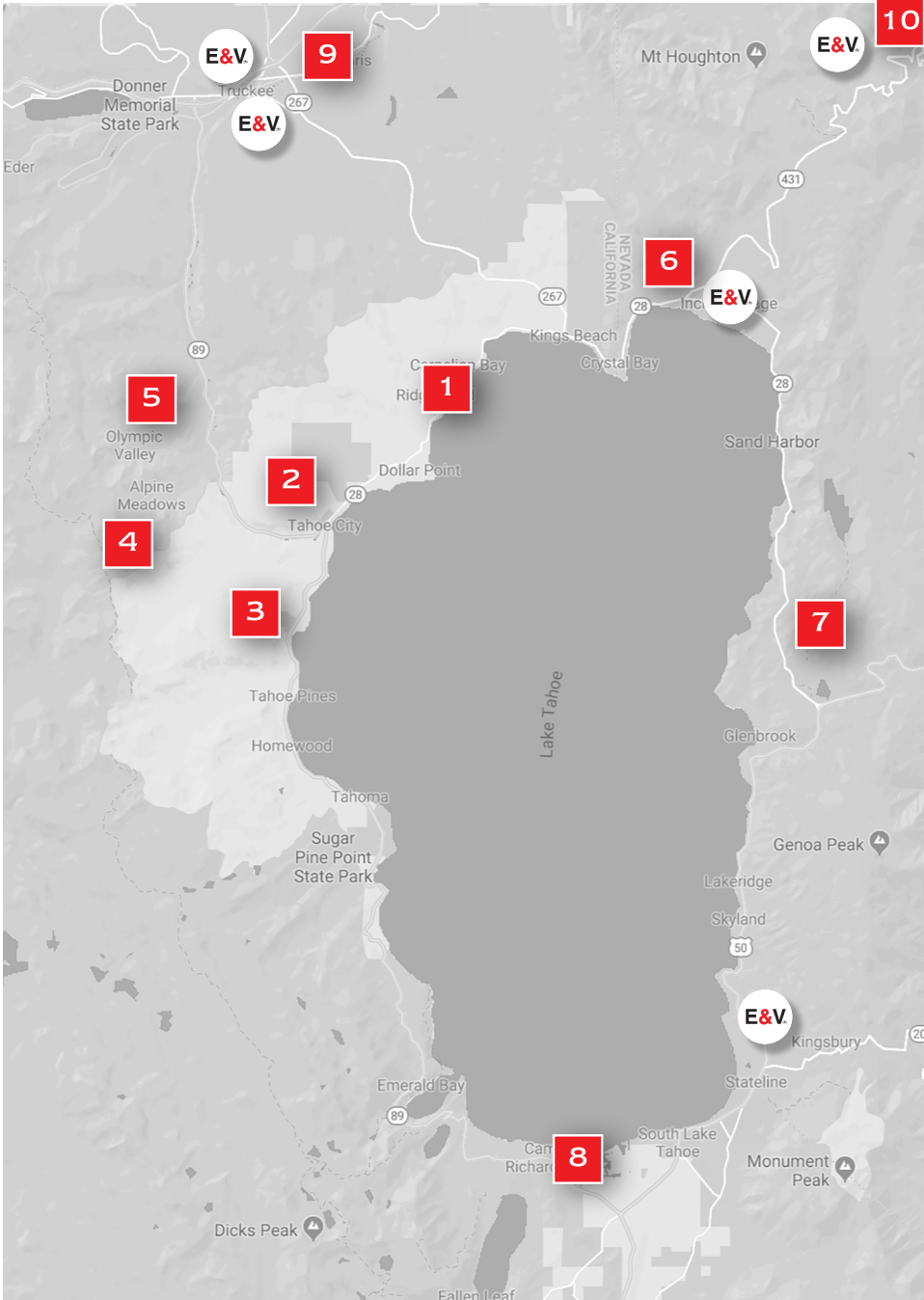


AVERAGE
SOLD PRICE

APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$312,500	\$615,000	97%
Average Sold Price	\$312,500	\$588,333	88%
Average Days on Market	211	12	-94%
Highest Sold Price	\$312,500	\$700,000	124%
Lowest Sold Price	\$312,500	\$450,000	44%
Properties Sold	1	3	200%
% Sold Price to Avg List Price	-	-	-
Total Dollar Volume	\$312,500	\$1,765,000	465%

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.

TRUCKEE

10091 Donner Pass Road
Truckee, California, 96161
+1 530 562 9210
truckee.evrealstate.com

Our Local Area Shops

INCLINE VILLAGE

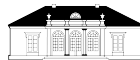
214 Village Boulevard
Incline Village, Nevada, 89451
+1 775 548 5110
inclinevillage.evrealstate.com

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



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