

ENGEL & VÖLKERS®

MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • 2ND QUARTER REPORT 2021





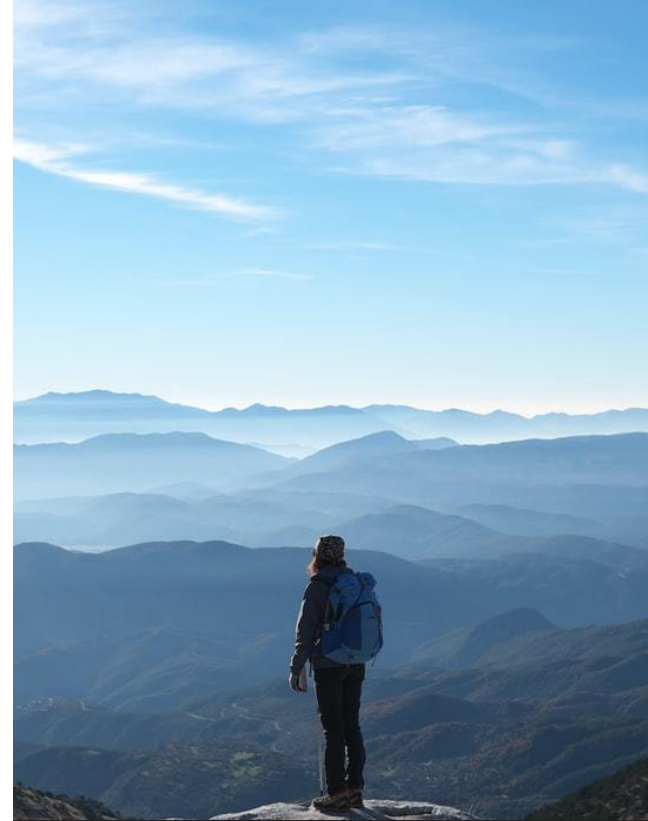
ENGEL & VÖLKERS®

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

\$1,066,495

AVERAGE
SALES PRICE

9

AVERAGE DAYS
ON MARKET

94

TOTAL
UNITS SOLD

\$100,250,552

TOTAL
VOLUME SOLD

110%

% LIST TO SALE

48

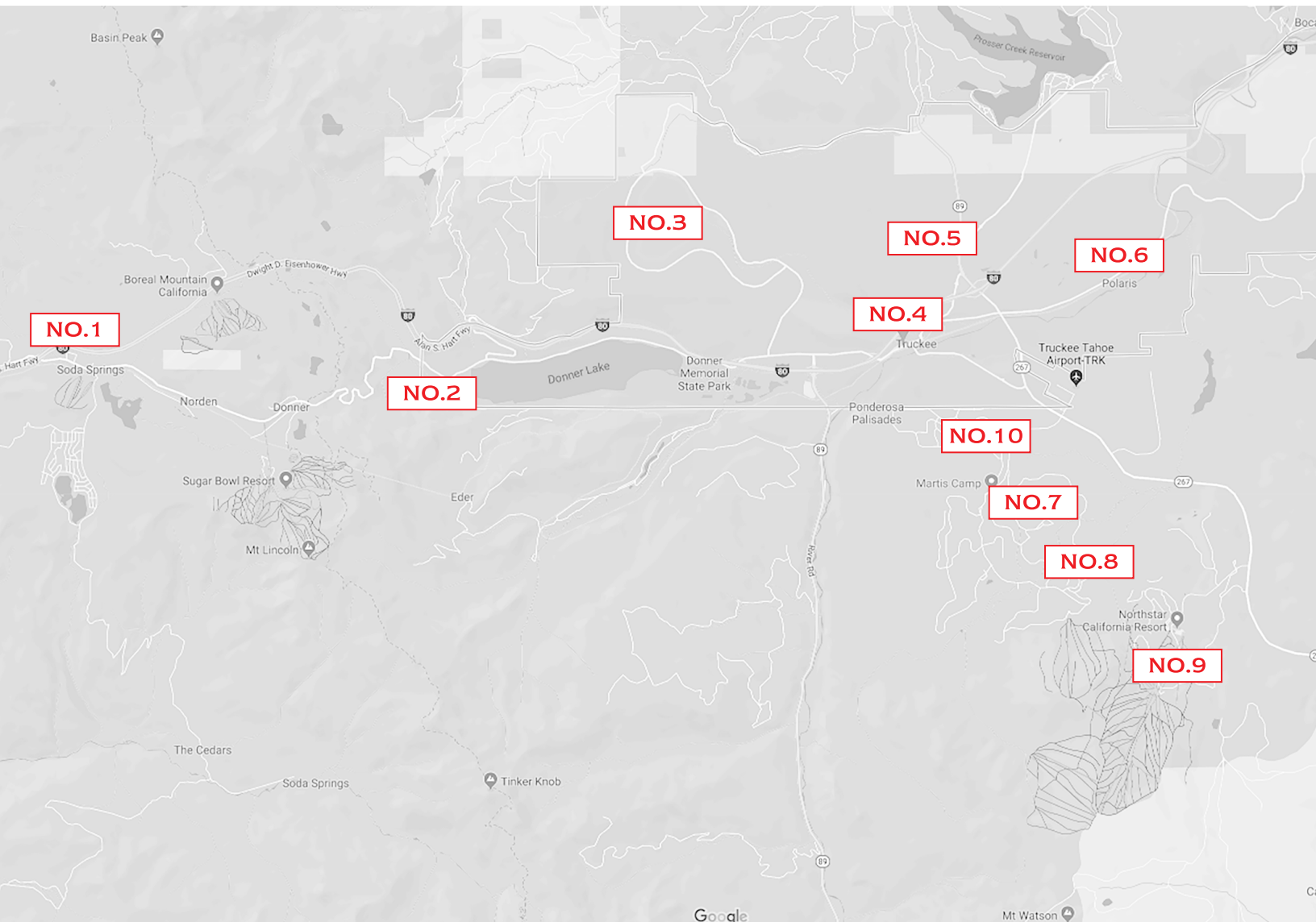
UNITS OVER \$1M

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





APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$565,000	\$920,000	63%
Average Sold Price	\$858,620	\$1,518,000	77%
Average Days on Market	43	13	-70%
Highest Sold Price	\$2,750,000	\$3,980,000	45%
Lowest Sold Price	\$195,000	\$365,000	87%
Properties Sold	24	10	-58%
% Sold Price to Avg List Price	115%	107%	-7%
Total Dollar Volume	\$20,202,500	\$15,180,000	-25%

DONNER SUMMIT

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$3,333,500	\$2,300,000	-31%
Average Sold Price	\$3,333,500	\$2,300,000	-31%
Average Days on Market	31	99	219%
Highest Sold Price	\$3,333,500	\$2,300,000	-31%
Lowest Sold Price	\$3,333,500	\$2,300,000	-31%
Properties Sold	1	2	100%
% Sold Price to Avg List Price	84%	102%	19%
Total Dollar Volume	\$3,333,500	\$4,600,000	38%

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$520,000	\$1,395,000	168%
Average Sold Price	\$556,800	\$1,585,000	185%
Average Days on Market	11	119	982%
Highest Sold Price	\$730,000	\$2,300,000	215%
Lowest Sold Price	\$380,000	\$825,000	117%
Properties Sold	5	7	40%
% Sold Price to Avg List Price	100%	100%	0%
Total Dollar Volume	\$2,784,000	\$11,095,000	299%

DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES





TAHOE DONNER

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$736,250	\$1,132,500	54%
Average Sold Price	\$794,636	\$1,178,032	48%
Average Days on Market	56	9	-84%
Highest Sold Price	\$1,590,000	\$2,575,000	62%
Lowest Sold Price	\$465,300	\$639,000	37%
Properties Sold	39	78	100%
% Sold Price to Avg List Price	99%	110%	11%
Total Dollar Volume	\$44,499,632	\$91,886,552	106%

TAHOE DONNER

CONDOMINIUMS



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$319,500	\$529,500	66%
Average Sold Price	\$322,330	\$522,750	62%
Average Days on Market	47	7	-85%
Highest Sold Price	\$510,000	\$730,000	43%
Lowest Sold Price	\$142,300	\$260,000	83%
Properties Sold	10	16	60%
% Sold Price to Avg List Price	99%	110%	12%
Total Dollar Volume	\$3,223,300	\$8,364,000	159%



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$635,000	\$974,500	53%
Average Sold Price	\$822,617	\$1,284,750	56%
Average Days on Market	44	20	-55%
Highest Sold Price	\$1,962,500	\$3,000,000	53%
Lowest Sold Price	\$383,000	\$576,000	50%
Properties Sold	69	68	-1%
% Sold Price to Avg List Price	99%	103%	5%
Total Dollar Volume	\$56,760,594	\$87,363,005	54%

TRUCKEE

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$473,750	\$704,250	49%
Average Sold Price	\$484,437	\$875,750	81%
Average Days on Market	44	8	-82%
Highest Sold Price	\$625,000	\$1,525,000	144%
Lowest Sold Price	\$375,000	\$450,000	20%
Properties Sold	8	8	0%
% Sold Price to Avg List Price	99%	109%	9%
Total Dollar Volume	\$3,875,500	\$7,006,000	81%

TRUCKEE

CONDOMINIUMS





GRAY'S CROSSING

ALL PROPERTIES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$1,696,000	\$2,237,500	32%
Average Sold Price	\$1,564,318	\$2,178,125	39%
Average Days on Market	57	7	-88%
Highest Sold Price	\$1,962,500	\$3,000,000	53%
Lowest Sold Price	\$1,215,000	\$1,500,000	23%
Properties Sold	11	8	-27%
% Sold Price to Avg List Price	98%	103%	5%
Total Dollar Volume	\$17,207,500	\$17,425,000	1%

OLD GREENWOOD

ALL PROPERTIES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$1,774,689	\$1,840,090	4%
Average Sold Price	\$1,774,689	\$1,993,795	12%
Average Days on Market	0	2	-
Highest Sold Price	\$1,774,689	\$2,500,000	41%
Lowest Sold Price	\$1,774,689	\$1,795,000	1%
Properties Sold	1	4	300%
% Sold Price to Avg List Price	103%	103%	0%
Total Dollar Volume	\$1,774,589	\$7,975,180	349%



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$2,450,000	\$4,345,000	77%
Average Sold Price	\$2,243,333	\$4,206,666	88%
Average Days on Market	80	14	-83%
Highest Sold Price	\$2,860,000	\$4,700,000	64%
Lowest Sold Price	\$1,000,000	\$3,575,000	258%
Properties Sold	6	3	-50%
% Sold Price to Avg List Price	95%	101%	6%
Total Dollar Volume	\$13,460,000	\$12,620,000	-6%

LAHONTAN

ALL PROPERTIES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$5,200,000	\$6,025,000	16%
Average Sold Price	\$4,739,388	\$6,165,625	30%
Average Days on Market	165	52	-68%
Highest Sold Price	\$7,800,000	\$8,395,000	8%
Lowest Sold Price	\$2,700,000	\$4,625,000	71%
Properties Sold	9	8	-11%
% Sold Price to Avg List Price	92%	97%	4%
Total Dollar Volume	\$42,654,500	\$49,325,000	16%

MARTIS CAMP

ALL PROPERTIES





NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$1,175,000	\$1,390,000	18%
Average Sold Price	\$1,627,000	\$1,417,000	-13%
Average Days on Market	191	9	-95%
Highest Sold Price	\$3,600,000	\$1,760,000	-51%
Lowest Sold Price	\$693,000	\$1,128,000	63%
Properties Sold	9	4	-56%
% Sold Price to Avg List Price	92%	112%	20%
Total Dollar Volume	\$14,643,000	\$5,668,000	-61%

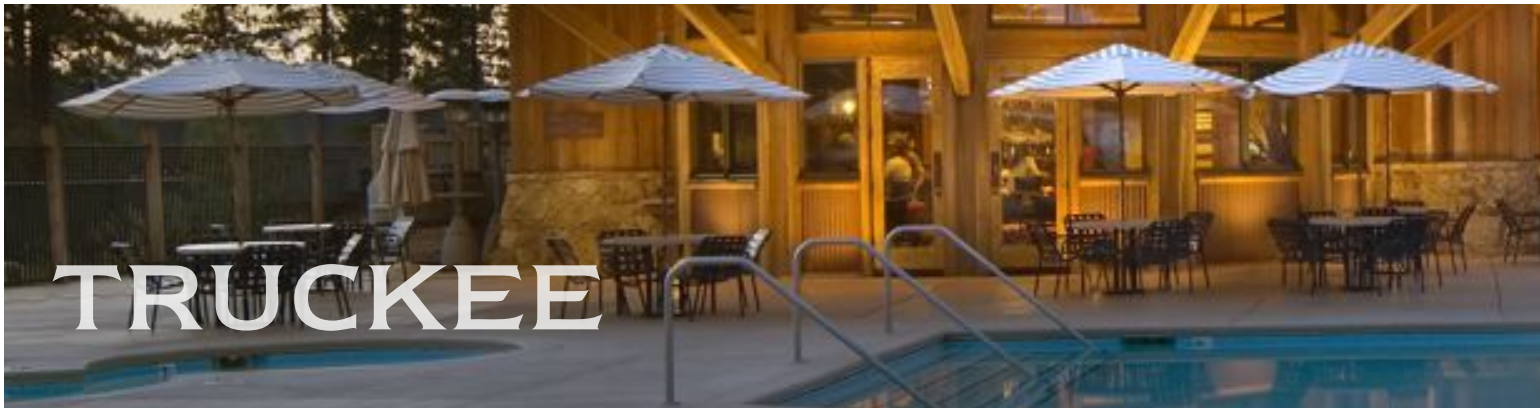
NORTHSTAR

CONDOMINIUMS



AVERAGE
SOLD PRICE

APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$640,000	\$675,000	5%
Average Sold Price	\$855,500	\$835,595	-2%
Average Days on Market	51	61	20%
Highest Sold Price	\$1,750,000	\$3,300,000	89%
Lowest Sold Price	\$255,000	\$180,000	-29%
Properties Sold	8	39	388%
% Sold Price to Avg List Price	96%	101%	5%
Total Dollar Volume	\$6,844,000	\$32,588,223	376%



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$590,000	\$900,000	53%
Average Sold Price	\$578,689	\$898,846	55%
Average Days on Market	46	11	-76%
Highest Sold Price	\$735,725	\$1,225,000	67%
Lowest Sold Price	\$458,000	\$576,000	26%
Properties Sold	17	13	-24%
% Sold Price to Avg List Price	100%	107%	7%
Total Dollar Volume	\$9,837,725	\$11,685,000	19%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$580,000	\$915,000	58%
Average Sold Price	\$587,333	\$958,600	63%
Average Days on Market	14	14	0%
Highest Sold Price	\$643,000	\$1,250,000	94%
Lowest Sold Price	\$485,000	\$769,000	59%
Properties Sold	9	5	-44%
% Sold Price to Avg List Price	100%	104%	4%
Total Dollar Volume	\$5,286,000	\$4,793,000	-9%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES

SINGLE FAMILY HOMES



APRIL - JUNE	2020	2021	% CHANGE
Median Sales Price	\$655,000	\$875,000	34%
Average Sold Price	\$693,590	\$865,000	25%
Average Days on Market	39	11	-72%
Highest Sold Price	\$1,050,000	\$1,270,000	21%
Lowest Sold Price	\$383,000	\$700,000	83%
Properties Sold	11	9	-18%
% Sold Price to Avg List Price	98%	111%	13%
Total Dollar Volume	\$7,629,500	\$7,785,000	2%

PROSSER LAKE & PROSSER LAKE HEIGHTS

SINGLE FAMILY HOMES





SCHAFER'S MILL

SINGLE FAMILY HOMES



APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$2,400,000	-	-
Average Sold Price	\$2,400,000	-	-
Average Days on Market	70	-	-
Highest Sold Price	\$2,400,000	-	-
Lowest Sold Price	\$2,400,000	-	-
Properties Sold	1	0	-
% Sold Price to Avg List Price	93%	-	-
Total Dollar Volume	\$2,400,000	-	-

SCHAFER'S MILL

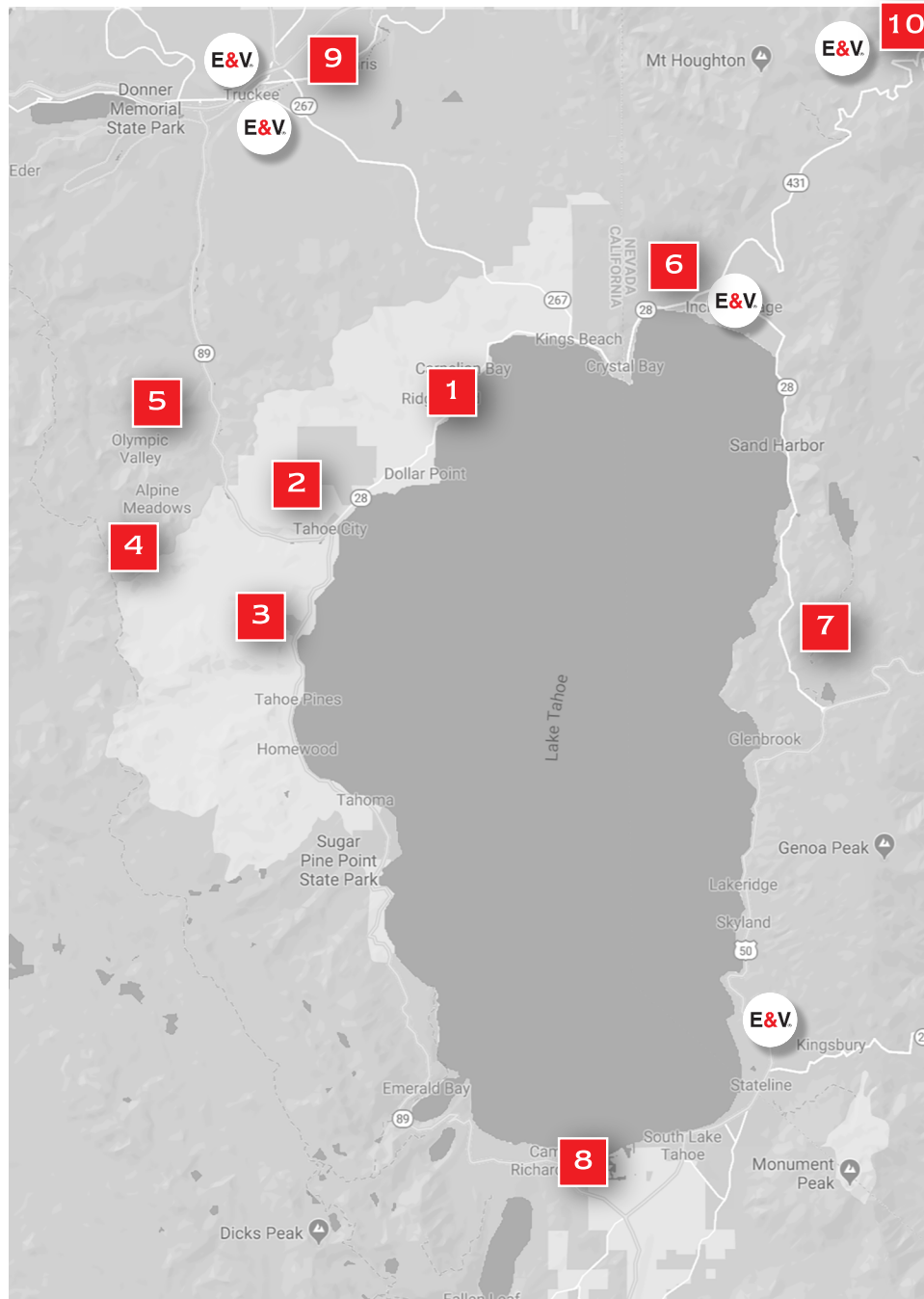
CONDOMINIUMS



APRIL - JUNE

	2020	2021	% CHANGE
Median Sales Price	\$1,429,500	\$1,850,000	29%
Average Sold Price	\$1,429,500	\$1,933,333	35%
Average Days on Market	23	22	-4%
Highest Sold Price	\$1,599,000	\$2,150,000	34%
Lowest Sold Price	\$1,260,000	\$1,800,000	43%
Properties Sold	2	3	50%
% Sold Price to Avg List Price	99%	103%	4%
Total Dollar Volume	\$2,589,000	\$5,800,000	124%

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

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