

ENGEL & VÖLKERS®

MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • 3RD QUARTER REPORT 2021



ENGEL & VÖLKERS®
TRUCKEE



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EXPERT INSIGHTS

LOOKING AT THE 3RD QUARTER REPORT

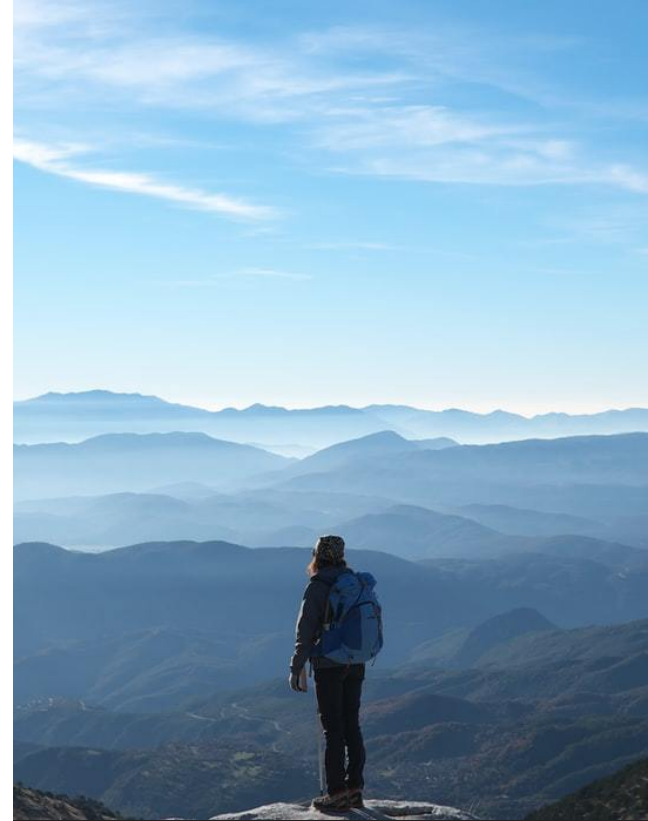
As the Truckee and North Lake Tahoe region entered Q3 of 2021, we expected the real estate market to slightly cool off and provide a relief from bidding wars for buyers. What we've instead seen over the last three months, is homes still selling above asking price. The nationwide average of homes sold above asking over the last quarter is 50%, showing that Truckee Tahoe is just one of the in demand areas buyers are currently seeking out. While listings continue to sell above asking, with a continuous supply shortage putting upward pressure on new listings, days on market have extended over the past few months.

Paired with depleted inventory, wildfires and evacuations have heavily impacted our real estate market, though the full effects remain to be seen. With residents uncertain about the future and safety of their properties during evacuations and high fire danger, many listings ultimately didn't hit the local market when they had anticipated or planned.

Many buyers are considering how the fires and local evacuations will impact the future of the market. We are once again seeing the historic up-tick in buyer interest as we head into the final busy season of the year. Though, newly released exemptions in the Short-Term Rental (STR) Moratorium in our area are again impacting the local market.

With nearly 65% of homeowners relying on short-term rentals to finance their Tahoe second or third homes, we wait to see the impact of the new STR restrictions on our region.

Referred to as "Zoom Towns" or sought after areas in the "Great Reshuffling" the interest in Truckee Tahoe has not diminished with the end of summer. Again, we enter a period of unprecedented change in the landscape of local homeowners and what it means to live in a formerly remote mountain region.



OVERALL MARKET STATISTICS

\$1,146,242

AVERAGE
SALES PRICE

14

AVERAGE DAYS
ON MARKET

125

TOTAL
UNITS SOLD

\$143,280,300

TOTAL
VOLUME SOLD

106%

% LIST TO SALE

67

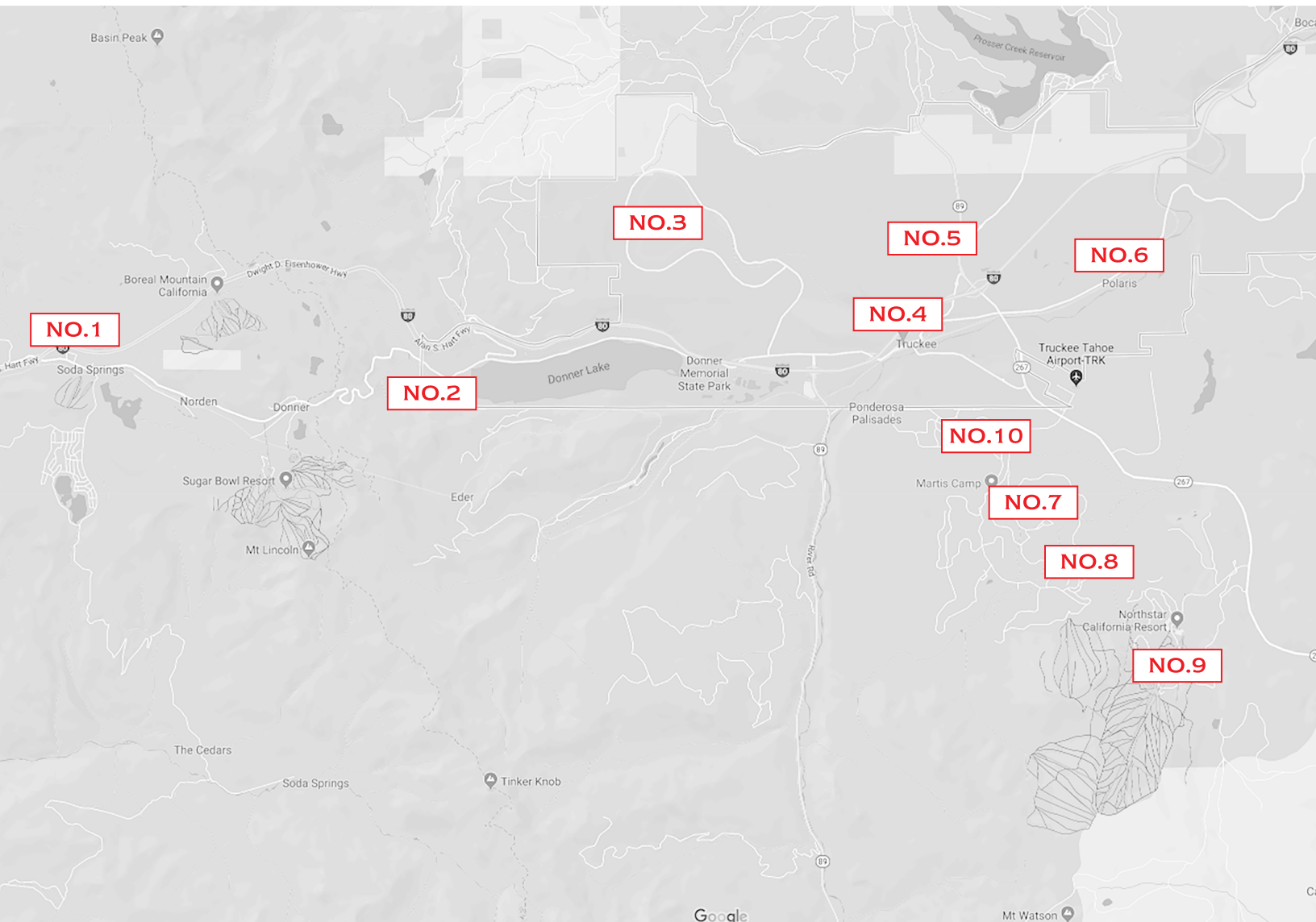
UNITS OVER \$1M

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 SCHAFFER'S MILL

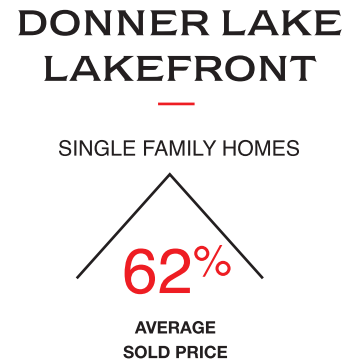




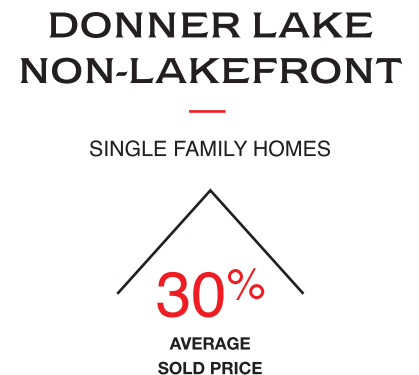
JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$530,000	\$942,500	78%
Average Sold Price	\$707,579	\$1,128,850	60%
Average Days on Market	49	9	-82%
Highest Sold Price	\$3,480,000	\$3,240,000	-7%
Lowest Sold Price	\$275,000	\$445,000	62%
Properties Sold	39	20	-49%
% Sold Price to Avg List Price	99%	103%	4%
Total Dollar Volume	\$27,595,600	\$22,577,000	-18%



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$3,100,000	\$4,800,000	55%
Average Sold Price	\$3,225,000	\$5,218,885	62%
Average Days on Market	19	33	74%
Highest Sold Price	\$4,750,000	\$6,656,656	40%
Lowest Sold Price	\$1,825,000	\$4,200,000	130%
Properties Sold	3	3	0%
% Sold Price to Avg List Price	97%	117%	20%
Total Dollar Volume	\$9,675,000	\$15,656,656	62%



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$925,000	\$925,000	0%
Average Sold Price	\$1,229,954	\$1,598,703	30%
Average Days on Market	38	19	-50%
Highest Sold Price	\$4,750,000	\$6,656,656	40%
Lowest Sold Price	\$479,000	\$465,000	-3%
Properties Sold	22	18	-18%
% Sold Price to Avg List Price	100%	113%	14%
Total Dollar Volume	\$26,955,000	\$28,776,656	7%





TAHOE DONNER

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$825,000	\$1,153,000	40%
Average Sold Price	\$946,880	\$1,233,828	30%
Average Days on Market	23	15	-35%
Highest Sold Price	\$2,950,000	\$2,675,000	-9%
Lowest Sold Price	\$415,000	\$640,000	54%
Properties Sold	156	109	-30%
% Sold Price to Avg List Price	104%	106%	2%
Total Dollar Volume	\$147,713,292	\$134,487,300	-9%

TAHOE DONNER

CONDOMINIUMS



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$373,500	\$585,000	57%
Average Sold Price	\$381,336	\$549,562	44%
Average Days on Market	42	10	-76%
Highest Sold Price	\$652,000	\$870,000	33%
Lowest Sold Price	\$210,000	\$230,000	10%
Properties Sold	25	16	-36%
% Sold Price to Avg List Price	102%	109%	7%
Total Dollar Volume	\$9,533,415	\$8,793,000	-8%



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$850,000	\$960,000	13%
Average Sold Price	\$1,023,876	\$1,253,053	22%
Average Days on Market	37	21	-43%
Highest Sold Price	\$2,850,000	\$4,100,000	44%
Lowest Sold Price	\$380,000	\$565,000	49%
Properties Sold	119	87	-27%
% Sold Price to Avg List Price	100%	104%	4%
Total Dollar Volume	\$121,841,295	\$109,015,658	-11%

TRUCKEE
SINGLE FAMILY HOMES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$747,500	\$680,000	-9%
Average Sold Price	\$716,957	\$804,788	12%
Average Days on Market	51	14	-73%
Highest Sold Price	\$1,145,000	\$1,469,000	28%
Lowest Sold Price	\$365,000	\$575,000	58%
Properties Sold	28	17	-39%
% Sold Price to Avg List Price	100%	101%	1%
Total Dollar Volume	\$20,074,812	\$13,681,400	-32%

TRUCKEE
CONDOMINIUMS





GRAY'S CROSSING

ALL PROPERTIES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,645,000	\$2,450,000	49%
Average Sold Price	\$1,534,148	\$2,284,331	49%
Average Days on Market	108	36	-67%
Highest Sold Price	\$2,450,000	\$3,200,000	31%
Lowest Sold Price	\$840,125	\$1,450,000	73%
Properties Sold	21	7	-67%
% Sold Price to Avg List Price	99%	103%	5%
Total Dollar Volume	\$32,217,125	\$15,990,319	50%

OLD GREENWOOD

ALL PROPERTIES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,535,635	\$2,580,000	68%
Average Sold Price	\$1,521,878	\$2,185,000	44%
Average Days on Market	58	35	-40%
Highest Sold Price	\$2,075,000	\$2,750,000	33%
Lowest Sold Price	\$900,000	\$1,225,000	36%
Properties Sold	6	3	-50%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$9,131,270	\$6,555,000	-28%



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$2,995,000	\$4,250,000	44%
Average Sold Price	\$3,062,812	\$3,999,000	31%
Average Days on Market	93	50	-46%
Highest Sold Price	\$4,700,000	\$4,600,000	-2%
Lowest Sold Price	\$1,995,000	\$2,900,000	45%
Properties Sold	16	5	-69%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$49,005,000	\$19,995,000	-59%

LAHONTAN

ALL PROPERTIES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$6,025,000	\$7,887,500	31%
Average Sold Price	\$5,747,239	\$8,323,125	45%
Average Days on Market	83	16	-81%
Highest Sold Price	\$11,000,000	\$12,250,000	11%
Lowest Sold Price	\$2,850,000	\$5,500,000	93%
Properties Sold	24	16	-33%
% Sold Price to Avg List Price	97%	99%	2%
Total Dollar Volume	\$137,933,750	\$133,170,000	-3%

MARTIS CAMP

ALL PROPERTIES





NORTHSTAR

SINGLE FAMILY HOMES



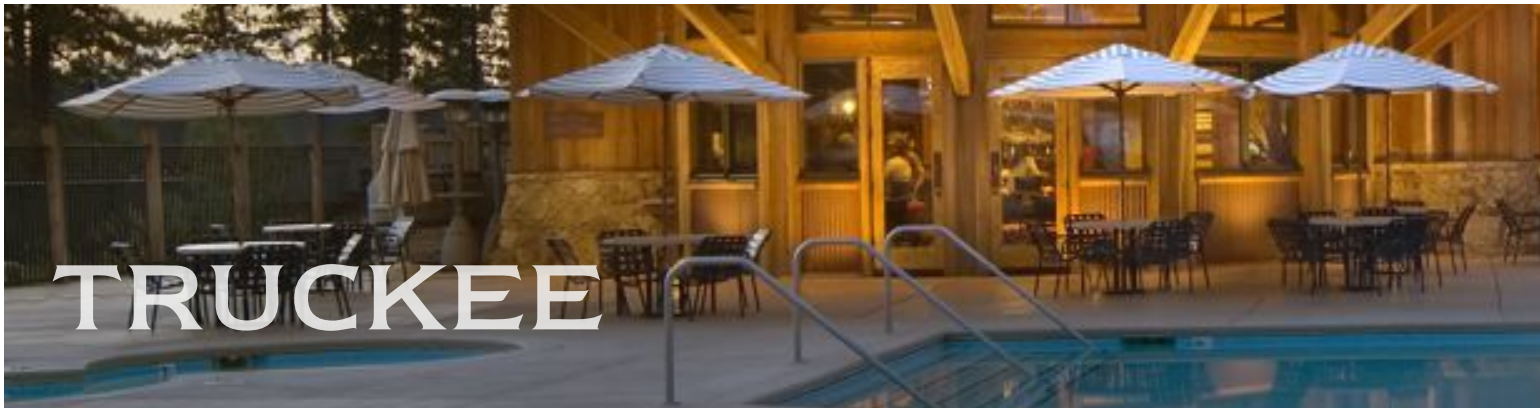
JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,280,000	\$1,440,000	13%
Average Sold Price	\$1,554,896	\$1,599,846	3%
Average Days on Market	77	20	-74%
Highest Sold Price	\$4,120,000	\$2,800,000	-32%
Lowest Sold Price	\$619,000	\$875,000	41%
Properties Sold	28	13	-54%
% Sold Price to Avg List Price	97%	99%	2%
Total Dollar Volume	\$43,537,115	\$20,798,000	-52%

NORTHSTAR

CONDOMINIUMS



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$550,000	\$767,000	39%
Average Sold Price	\$901,755	\$1,075,268	19%
Average Days on Market	61	30	-51%
Highest Sold Price	\$3,800,000	\$3,350,000	-12%
Lowest Sold Price	\$250,000	\$250,000	0%
Properties Sold	43	22	-49%
% Sold Price to Avg List Price	98%	102%	4%
Total Dollar Volume	\$38,775,500	\$23,655,900	-39%



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$751,000	\$938,000	25%
Average Sold Price	\$759,400	\$944,305	24%
Average Days on Market	11	18	64%
Highest Sold Price	\$1,200,000	\$1,350,000	13%
Lowest Sold Price	\$540,000	\$705,069	31%
Properties Sold	20	13	-35%
% Sold Price to Avg List Price	103%	102%	-1%
Total Dollar Volume	\$15,188,000	\$12,275,969	-19%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$650,000	\$837,500	29%
Average Sold Price	\$689,142	\$887,333	29%
Average Days on Market	22	21	-5%
Highest Sold Price	\$850,000	\$1,226,000	44%
Lowest Sold Price	\$515,000	\$710,000	38%
Properties Sold	7	6	-14%
% Sold Price to Avg List Price	100%	108%	8%
Total Dollar Volume	\$4,824,000	\$5,324,000	10%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$753,500	\$1,000,000	33%
Average Sold Price	\$793,944	\$1,034,062	30%
Average Days on Market	25	25	0%
Highest Sold Price	\$1,400,000	\$1,455,000	4%
Lowest Sold Price	\$495,000	\$750,000	52%
Properties Sold	18	8	-56%
% Sold Price to Avg List Price	98%	103%	5%
Total Dollar Volume	\$14,291,000	\$8,272,500	-42%

PROSSER LAKE & PROSSER LAKE HEIGHTS

SINGLE FAMILY HOMES





SCHAFFER'S MILL

SINGLE FAMILY HOMES



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$2,600,000	\$3,995,000	54%
Average Sold Price	\$2,593,546	\$3,854,333	49%
Average Days on Market	116	24	-79%
Highest Sold Price	\$3,350,000	\$4,450,000	33%
Lowest Sold Price	\$1,860,000	\$3,118,000	68%
Properties Sold	12	3	-75%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	\$31,122,556	\$11,563,000	-63%

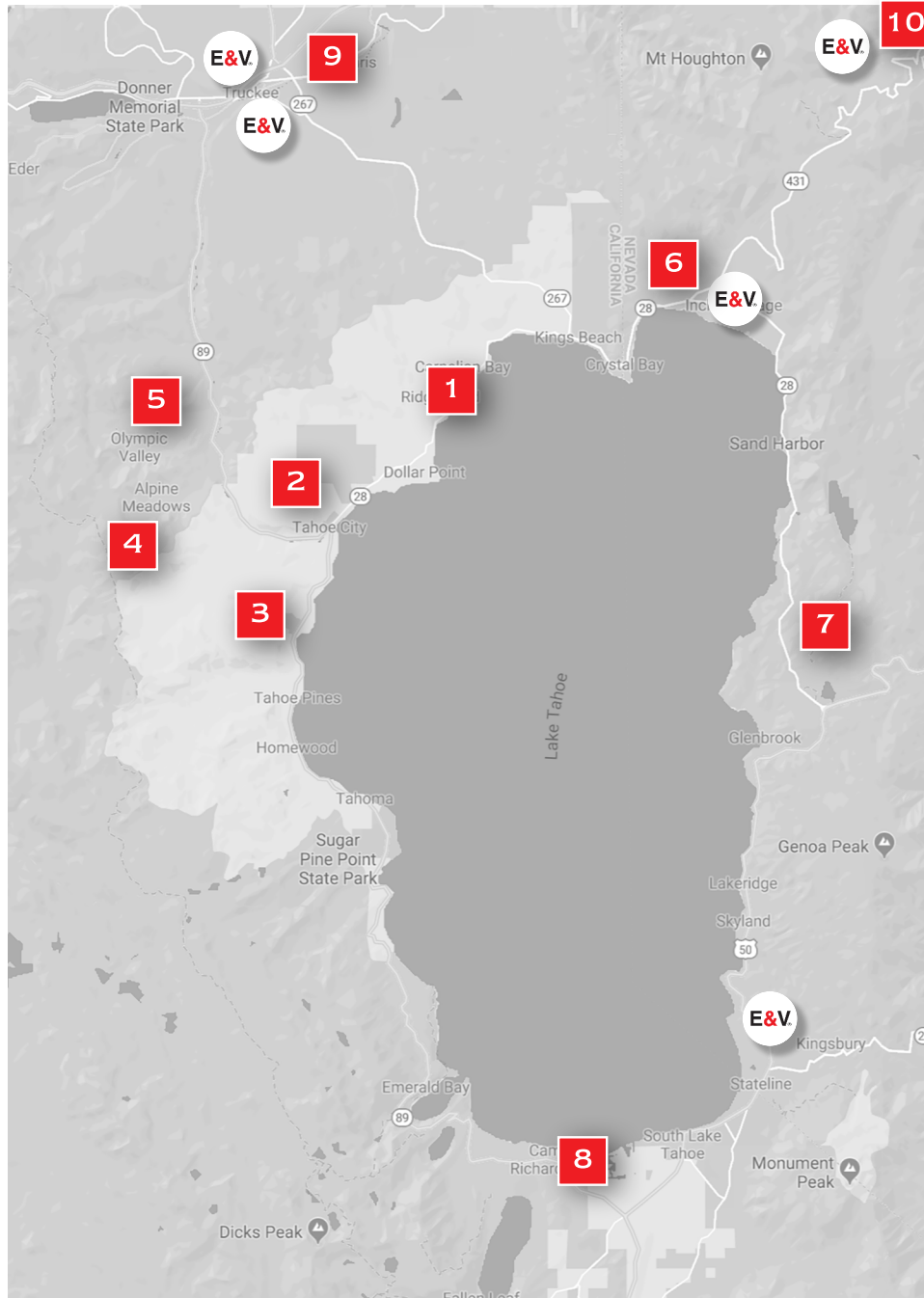
SCHAFFER'S MILL

CONDOMINIUMS



JULY - SEPTEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,400,000	\$2,100,000	50%
Average Sold Price	\$1,454,545	\$1,963,000	35%
Average Days on Market	86	11	-87%
Highest Sold Price	\$1,775,000	\$2,290,000	29%
Lowest Sold Price	\$1,175,000	\$1,499,000	28%
Properties Sold	11	3	-73%
% Sold Price to Avg List Price	100%	102%	2%
Total Dollar Volume	\$16,000,000	\$5,889,000	-63%

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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