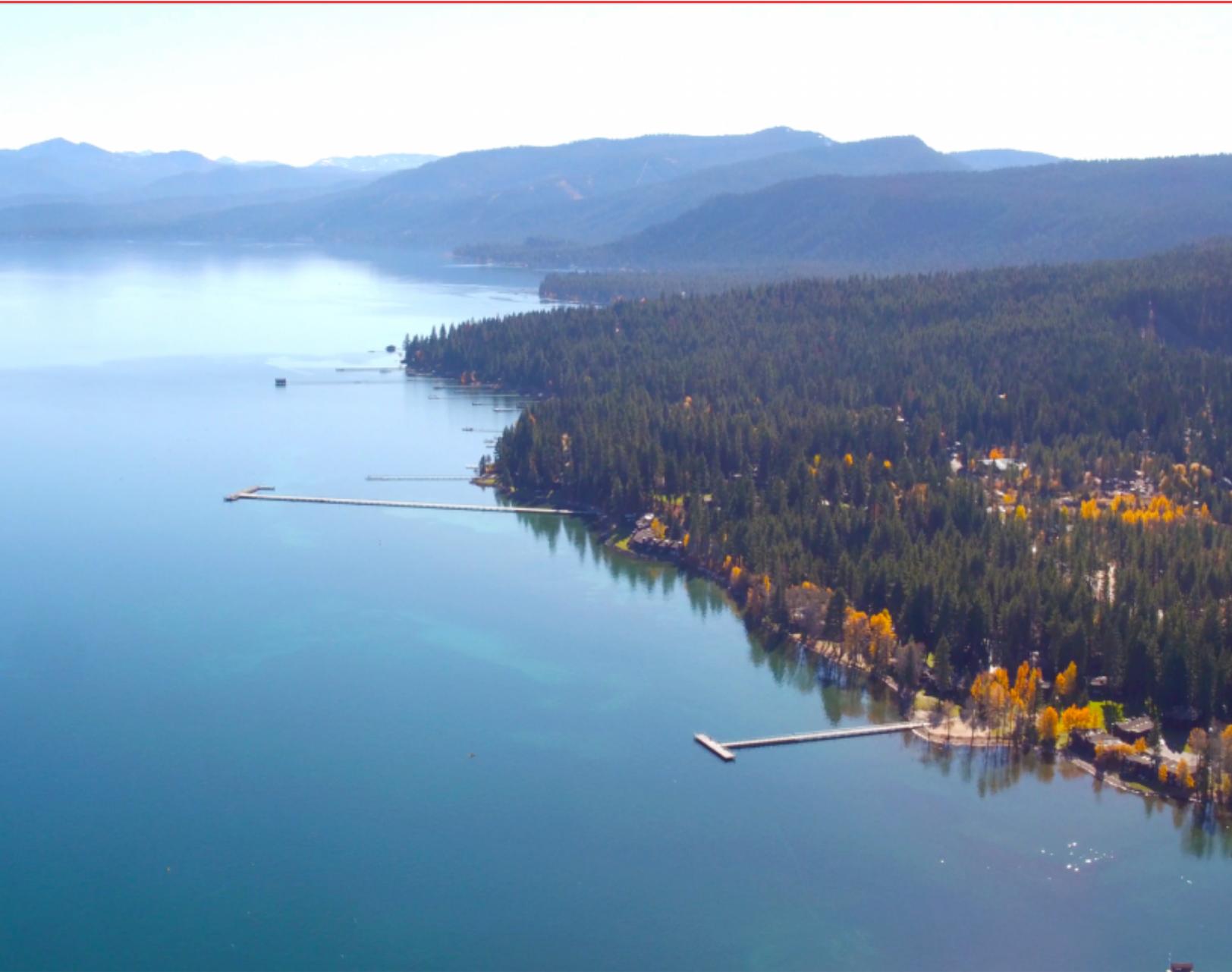


ENGEL & VÖLKERS®

MARKET REPÖRT

NORTH SHORE | WEST SHORE, CALIFORNIA · ANNUAL REPORT



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EXPERT INSIGHTS

LOOKING AT THE YEAR END REPORT

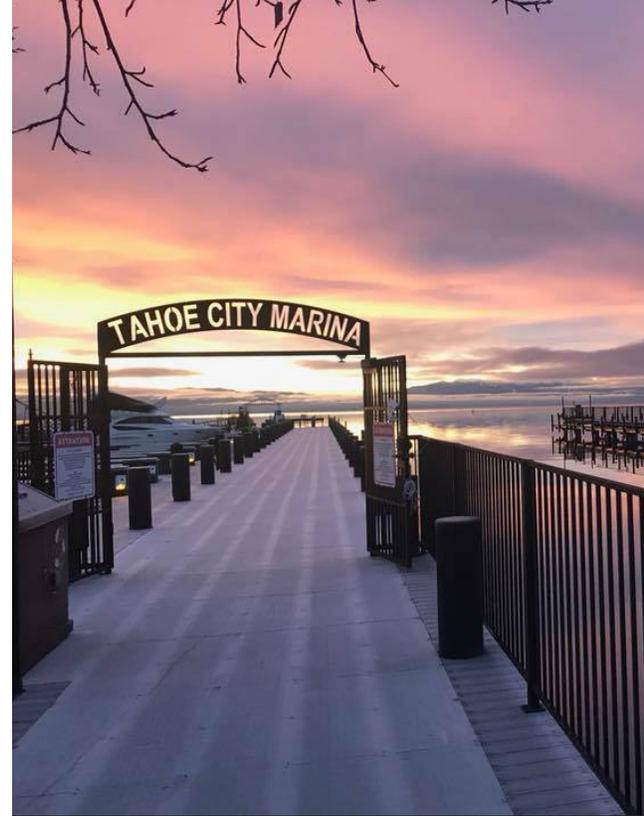
With another aggressive real estate market year behind us, we reflect on 2021 Truckee and North Lake Tahoe real estate. Prices were driven up 30% in 2021, compared to 2020 - even with reductions in sales volume - due to lack of available listings. Intense buyer demand contributed to the propelling of the median sales price in 2021 to \$1,772,063 compared to the median sales price in 2020 of \$1,294,023.

Though national projections predicted the rise of interest rates to cause a moderate slow down in the market, we saw the opposite in our Truckee and Tahoe region. With not enough listings to satisfy buyer demand, the market was driven by aggressive buyers; many of which were able to offer cash, above asking price.

Even with less inventory in 2021 than 2020, the total dollar volume, median home price, and sales volume within the luxury market increased. The total sales volume in 2021 was over \$2.2B, a 13% increase from 2020, and a record for our area, compared to \$2.0B in 2020.

There have been a handful of years where our region has seen sales volume over \$2B. Similar to 2020, 2021 was fueled by a continuing pandemic and the desire for new primary or secondary residences, with listings feverishly pursued upon hitting the market.

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OVERALL MARKET STATISTICS

\$1,681,019

AVERAGE
SALES PRICE

22

AVERAGE DAYS
ON MARKET

767

TOTAL
UNITS SOLD

\$1,318,290,818

TOTAL
VOLUME SOLD

102%

% LIST TO SALE

446

UNITS OVER \$1M

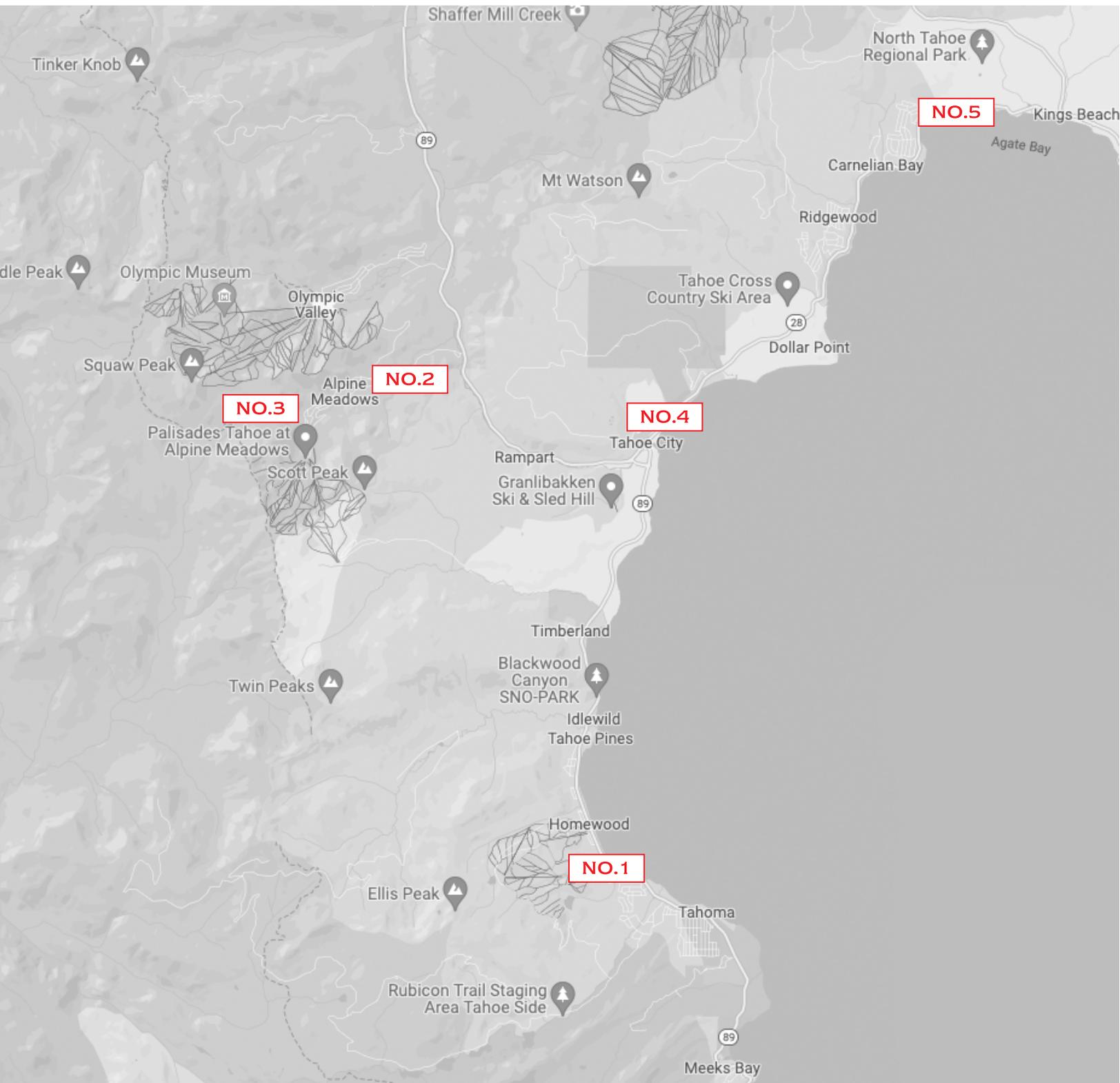
321

UNITS UNDER \$1M

NORTH & WEST SHORE MARKET AREAS

NO.1 WEST SHORE
NO.2 ALPINE MEADOWS
NO.3 PALISADES VALLEY

NO.4 TAHOE CITY
NO.5 NORTH SHORE





WEST/NORTH SHORE MARKET

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$4,075,000	\$1,865,000	-54%
Average List Price	\$3,214,285	\$1,912,500	-40%
Average Sold Price	\$3,158,714	\$1,865,000	-41%
Average Days on Market	176	167	-5%
Highest Sold Price	\$5,275,000	\$2,950,000	-44%
Lowest Sold Price	\$485,000	\$780,000	61%
Properties Sold	7	2	-71%
% Sold Price to Avg List Price	98%	98%	-1%
Total Dollar Volume	\$22,111,000	\$3,730,000	-83%

WEST SHORE

CONDOMINIUMS



AVERAGE SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$785,000	\$1,250,000	59%
Average List Price	\$1,214,182	\$2,378,716	96%
Average Sold Price	\$1,201,405	\$2,379,564	98%
Average Days on Market	56	38	-56%
Highest Sold Price	\$4,886,000	\$7,900,000	61%
Lowest Sold Price	\$275,000	\$386,500	41%
Properties Sold	211	145	-31%
% Sold Price to Avg List Price	99%	100%	1%
Total Dollar Volume	\$253,496,637	\$345,036,900	36%

WEST SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$6,625,000	\$7,632,500	15%
Average List Price	\$5,882,222	\$10,916,187	86%
Average Sold Price	\$5,725,138	\$10,708,125	87%
Average Days on Market	97	93	-4%
Highest Sold Price	\$8,750,000	\$33,000,000	3%
Lowest Sold Price	\$2,001,250	\$3,400,000	70%
Properties Sold	9	16	78%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	\$51,526,250	\$171,330,000	233%

WEST SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE SOLD PRICE



NORTH SHORE

CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$425,000	\$640,000	51%
Average List Price	\$466,472	\$676,961	45%
Average Sold Price	\$465,310	\$708,812	52%
Average Days on Market	47	17	-64%
Highest Sold Price	\$1,757,500	\$2,600,000	48%
Lowest Sold Price	\$123,000	\$250,000	103%
Properties Sold	101	63	-38%
% Sold Price to Avg List Price	100%	105%	5%
Total Dollar Volume	\$46,996,342	\$44,655,193	-5%

NORTH SHORE NON-LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$800,000	\$995,000	24%
Average List Price	\$1,182,844	\$1,428,709	21%
Average Sold Price	\$1,167,298	\$1,454,605	25%
Average Days on Market	44	33	-25%
Highest Sold Price	\$9,500,000	\$10,050,000	6%
Lowest Sold Price	\$279,000	\$350,000	25%
Properties Sold	227	181	-20%
% Sold Price to Avg List Price	99%	102%	3%
Total Dollar Volume	\$264,976,729	\$263,283,616	-1%

NORTH SHORE LAKEFRONT

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$5,500,000	\$7,335,500	33%
Average List Price	\$5,448,090	\$6,937,500	27%
Average Sold Price	\$5,351,878	\$6,729,656	26%
Average Days on Market	85	37	-56%
Highest Sold Price	\$9,500,000	\$10,050,000	6%
Lowest Sold Price	\$2,300,000	\$2,680,000	17%
Properties Sold	11	8	-27%
% Sold Price to Avg List Price	98%	97%	-1%
Total Dollar Volume	\$58,870,666	\$53,837,250	-9%

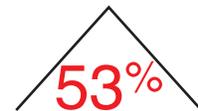


TAHOE CITY MARKET

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$957,500	\$1,275,00	33%
Average List Price	\$1,230,749	\$1,863,652	51%
Average Sold Price	\$1,208,744	\$1,846,452	53%
Average Days on Market	42	30	-29%
Highest Sold Price	\$4,250,000	\$11,000,000	159%
Lowest Sold Price	\$400,000	\$465,000	16%
Properties Sold	54	42	-22%
% Sold Price to Avg List Price	98%	99%	1%
Total Dollar Volume	\$65,272,217	\$77,551,000	19%

TAHOE CITY

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE





TAHOE CITY

CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$842,500	\$1,557,500	85%
Average List Price	\$794,458	\$1,574,983	98%
Average Sold Price	\$804,758	\$1,552,500	93%
Average Days on Market	22	30	36%
Highest Sold Price	\$1,902,880	\$2,725,000	43%
Lowest Sold Price	\$285,000	\$485,000	70%
Properties Sold	24	6	-75%
% Sold Price to Avg List Price	101%	99%	-3%
Total Dollar Volume	\$19,314,195	\$9,315,000	-52%





PALISADES / ALPINE MARKET

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,465,000	\$1,805,990	23%
Average List Price	\$1,877,673	\$2,005,432	7%
Average Sold Price	\$1,498,566	\$1,971,181	32%
Average Days on Market	180	70	-61%
Highest Sold Price	\$4,600,00	\$4,000,000	-13%
Lowest Sold Price	\$716,000	\$700,000	-2%
Properties Sold	49	41	-16%
% Sold Price to Avg List Price	80%	98%	18%
Total Dollar Volume	\$73,429,744	\$80,818,453	10%

PALISADES VALLEY

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$575,000	\$632,500	10%
Average List Price	\$629,150	\$724,031	15%
Average Sold Price	\$615,606	\$721,812	17%
Average Days on Market	124	112	-10%
Highest Sold Price	\$1,365,000	\$3,400,000	149%
Lowest Sold Price	\$214,000	\$170,000	-21%
Properties Sold	81	108	33%
% Sold Price to Avg List Price	98%	100%	2%
Total Dollar Volume	\$49,864,115	\$77,955,712	56%

PALISADES VALLEY

CONDOMINIUMS





APLINE MEADOWS

SINGLE FAMILY HOMES



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$925,000	\$1,325,000	43%
Average List Price	\$1,164,096	\$1,476,333	27%
Average Sold Price	\$1,148,769	\$1,628,474	42%
Average Days on Market	70	16	-77%
Highest Sold Price	\$2,998,000	\$3,800,00	27%
Lowest Sold Price	\$640,000	\$800,000	25%
Properties Sold	26	15	-42%
% Sold Price to Avg List Price	99%	110%	12%
Total Dollar Volume	\$29,868,000	\$24,427,110	-18%

APLINE MEADOWS

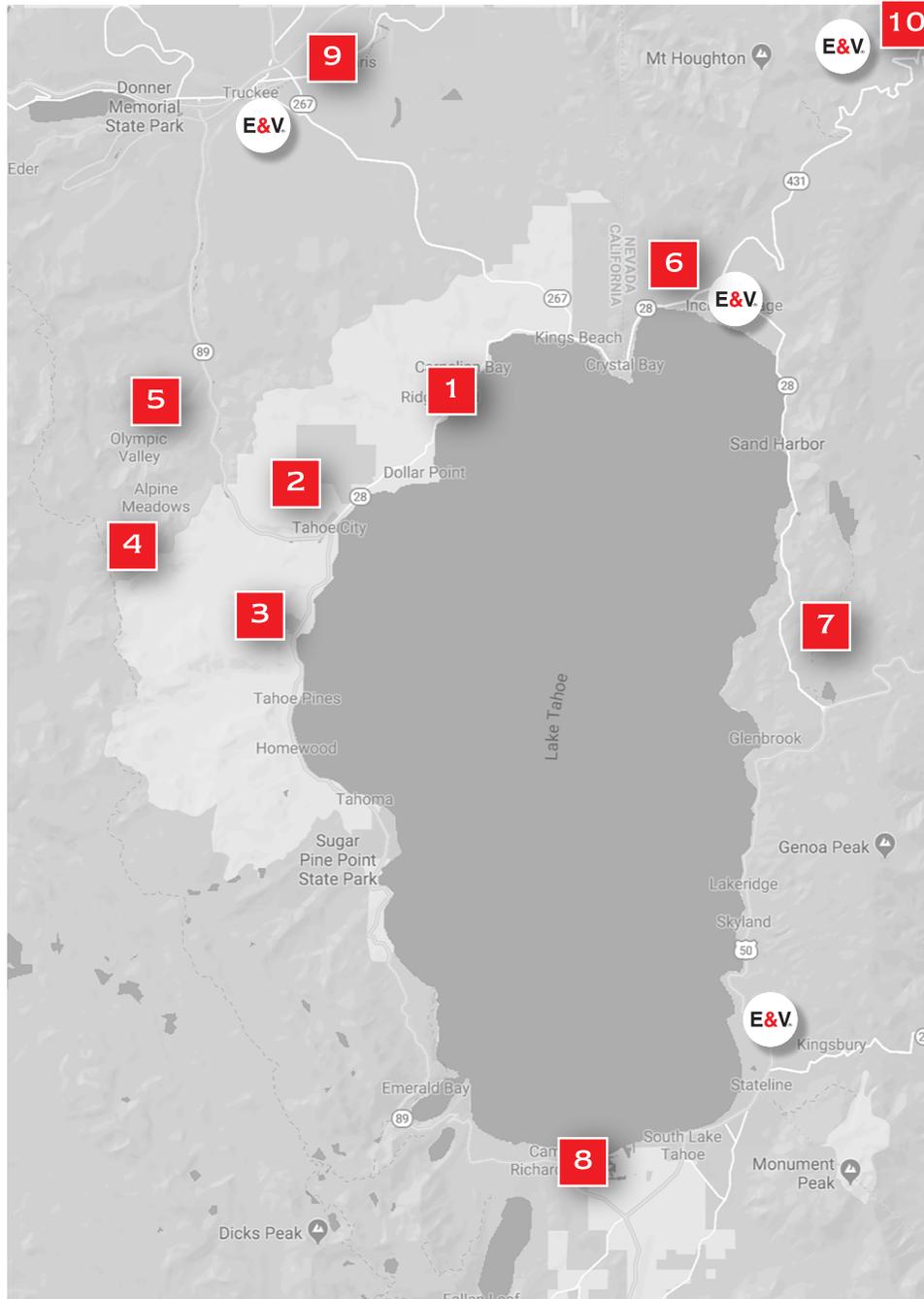
CONDOMINIUMS



AVERAGE
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$420,000	\$607,650	45%
Average List Price	\$453,444	\$588,112	30%
Average Sold Price	\$446,057	\$610,912	37%
Average Days on Market	50	20	-60%
Highest Sold Price	\$695,000	\$845,000	22%
Lowest Sold Price	\$312,500	\$450,000	44%
Properties Sold	9	8	-11%
% Sold Price to Avg List Price	98%	104%	6%
Total Dollar Volume	\$4,014,518	\$4,887,300	22%

LAKE TAHOE MARKET AREAS



- 1. NORTH SHORE
- 2. TAHOE CITY
- 3. WEST SHORE
- 4. ALPINE MEADOWS
- 5. PALISADES VALLEY

- 6. INCLINE VILLAGE
- 7. EAST SHORE
- 8. SOUTH LAKE
- 9. TRUCKEE-TAHOE DONNER
- 10. RENO

ENGEL & VÖLKERS

Here at Engel & Völkers 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 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 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.



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