

ENGEL & VÖLKERS®

# MARKET REPÖRT

TRUCKEE | DONNER, CALIFORNIA • ANNUAL REPORT



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# EXPERT INSIGHTS

## LOOKING AT THE YEAR END REPORT

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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.



## OVERALL MARKET STATISTICS

**\$1,846,407**

AVERAGE  
SALES PRICE

**39**

AVERAGE DAYS  
ON MARKET

**433**

TOTAL  
UNITS SOLD

**\$803,762,079**

TOTAL  
VOLUME SOLD

**101%**

% LIST TO SALE

**261**

UNITS OVER \$1M

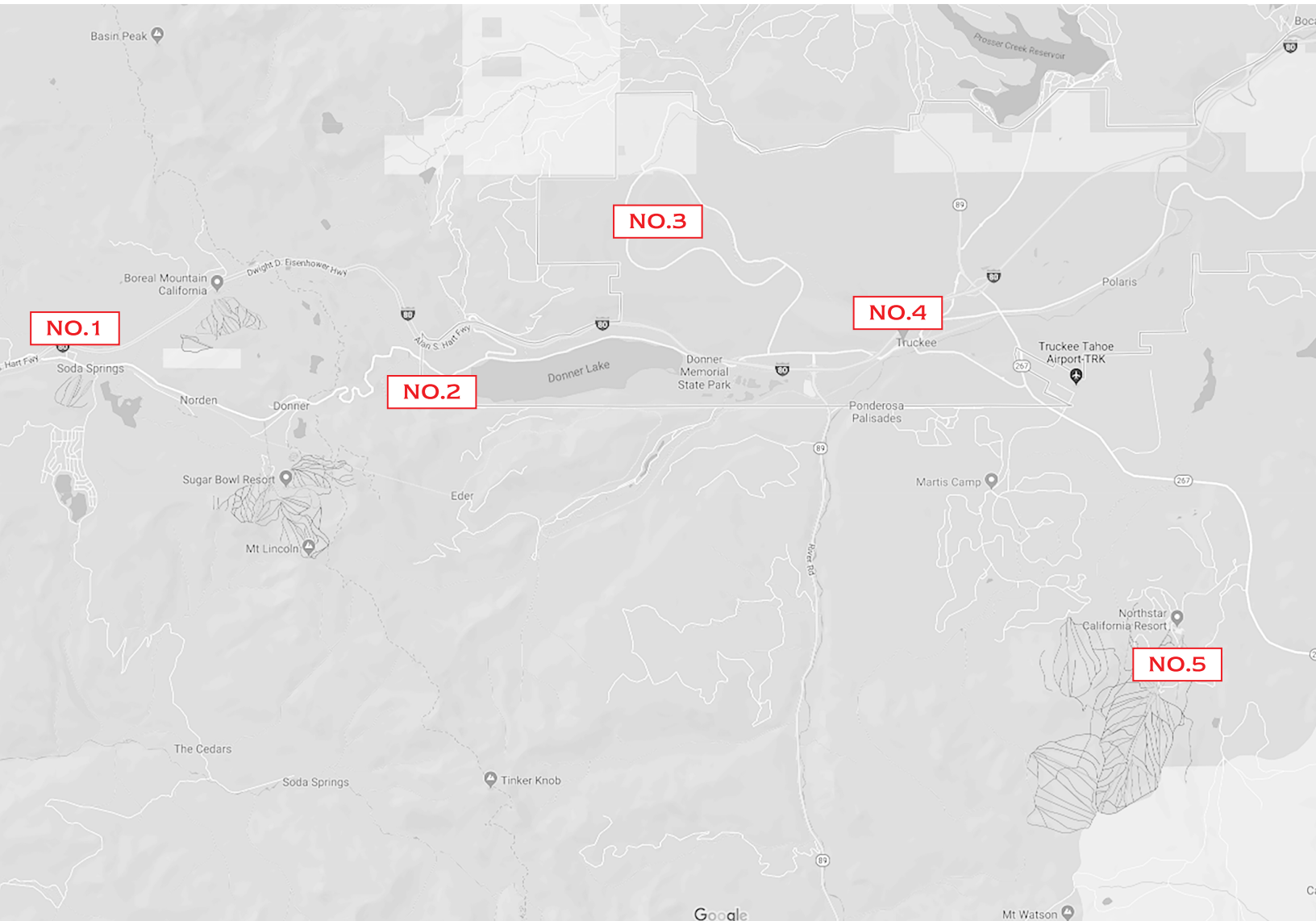
**172**

UNITS UNDER \$1M

# TRUCKEE & DONNER MARKET AREAS

**NO.1** DONNER SUMMIT  
**NO.2** DONNER LAKE  
**NO.3** TAHOE DONNER

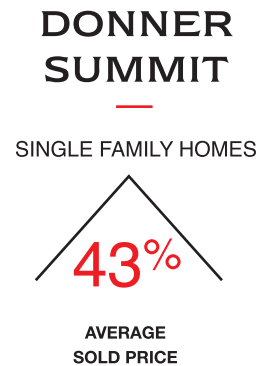
**NO.4** TRUCKEE  
**NO.5** NORTHSTAR



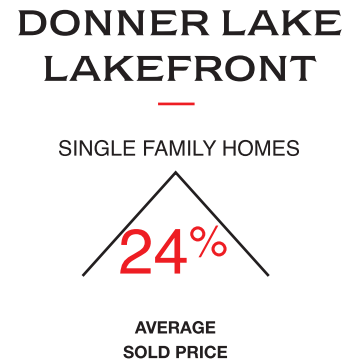




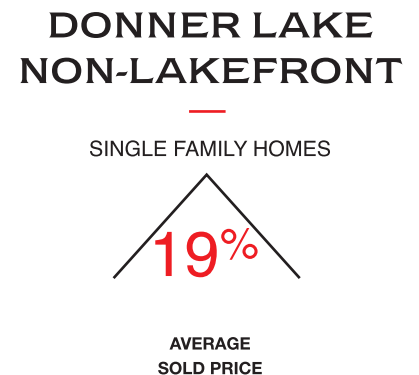
JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$582,500	\$880,000	51%
Average List Price	\$780,979	\$1,064,354	36%
Average Sold Price	\$778,403	\$1,110,745	43%
Average Days on Market	43	14	-67%
Highest Sold Price	\$3,480,000	\$3,980,000	14%
Lowest Sold Price	\$195,000	\$275,000	41%
Properties Sold	102	53	-48%
% Sold Price to Avg List Price	100%	104%	5%
Total Dollar Volume	\$79,397,200	\$58,869,500	-26%



JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$3,275,000	\$2,930,000	-11%
Average List Price	\$3,072,000	\$3,236,428	5%
Average Sold Price	\$2,884,833	\$3,580,236	24%
Average Days on Market	71	61	-13%
Highest Sold Price	\$4,750,000	\$6,656,656	40%
Lowest Sold Price	\$1,080,000	\$1,875,000	74%
Properties Sold	9	7	-22%
% Sold Price to Avg List Price	94%	111%	17%
Total Dollar Volume	\$25,963,500	\$25,061,656	-3%



JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$850,500	\$1,065,000	25%
Average List Price	\$1,232,187	\$1,355,268	10%
Average Sold Price	\$1,203,739	\$1,429,926	19%
Average Days on Market	39	37	-5%
Highest Sold Price	\$4,750,000	\$6,656,656	40%
Lowest Sold Price	\$380,000	\$465,000	22%
Properties Sold	48	49	2%
% Sold Price to Avg List Price	98%	106%	8%
Total Dollar Volume	\$57,779,499	\$70,066,397	21%







## TAHOE DONNER

SINGLE FAMILY HOMES



AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$815,000	\$1,150,000	41%
Average List Price	\$870,519	\$1,129,929	30%
Average Sold Price	\$892,768	\$1,208,392	35%
Average Days on Market	28	13	-54%
Highest Sold Price	\$2,950,000	\$2,675,000	-9%
Lowest Sold Price	\$379,000	\$594,000	57%
Properties Sold	359	290	-19%
% Sold Price to Avg List Price	103%	107%	4%
Total Dollar Volume	\$320,503,842	\$350,433,783	9%

## TAHOE DONNER

CONDOMINIUMS



AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$384,000	\$550,000	43%
Average List Price	\$386,326	\$502,407	30%
Average Sold Price	\$390,912	\$536,183	37%
Average Days on Market	33	9	-73%
Highest Sold Price	\$715,000	\$1,100,000	54%
Lowest Sold Price	\$142,300	\$230,000	62%
Properties Sold	66	71	8%
% Sold Price to Avg List Price	101%	107%	6%
Total Dollar Volume	\$25,800,240	\$38,069,000	48%



JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$785,000	\$965,000	23%
Average List Price	\$978,765	\$1,222,225	25%
Average Sold Price	\$977,375	\$1,251,606	28%
Average Days on Market	38	23	-39%
Highest Sold Price	\$6,900,000	\$4,100,000	-41%
Lowest Sold Price	\$380,000	\$300,000	-21%
Properties Sold	333	257	-23%
% Sold Price to Avg List Price	100%	102%	3%
Total Dollar Volume	\$325,466,146	\$321,662,938	-1%

## TRUCKEE

SINGLE FAMILY HOMES



JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$600,000	\$685,000	14%
Average List Price	\$642,998	\$800,166	24%
Average Sold Price	\$644,945	\$817,531	27%
Average Days on Market	35	13	-63%
Highest Sold Price	\$1,325,000	\$1,525,000	15%
Lowest Sold Price	\$365,000	\$450,000	23%
Properties Sold	61	48	-21%
% Sold Price to Avg List Price	100%	102%	2%
Total Dollar Volume	\$39,341,704	\$39,241,500	0%

## TRUCKEE

CONDOMINIUMS





## NORTHSTAR

SINGLE FAMILY HOMES



AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$1,275,000	\$1,537,500	21%
Average List Price	\$1,593,391	\$1,787,070	12%
Average Sold Price	\$1,550,146	\$1,811,280	17%
Average Days on Market	78	28	-64%
Highest Sold Price	\$5,200,000	\$5,600,000	8%
Lowest Sold Price	\$619,000	\$815,000	32%
Properties Sold	69	40	-42%
% Sold Price to Avg List Price	97%	101%	4%
Total Dollar Volume	\$106,960,115	\$72,451,200	-32%

## NORTHSTAR

CONDOMINIUMS

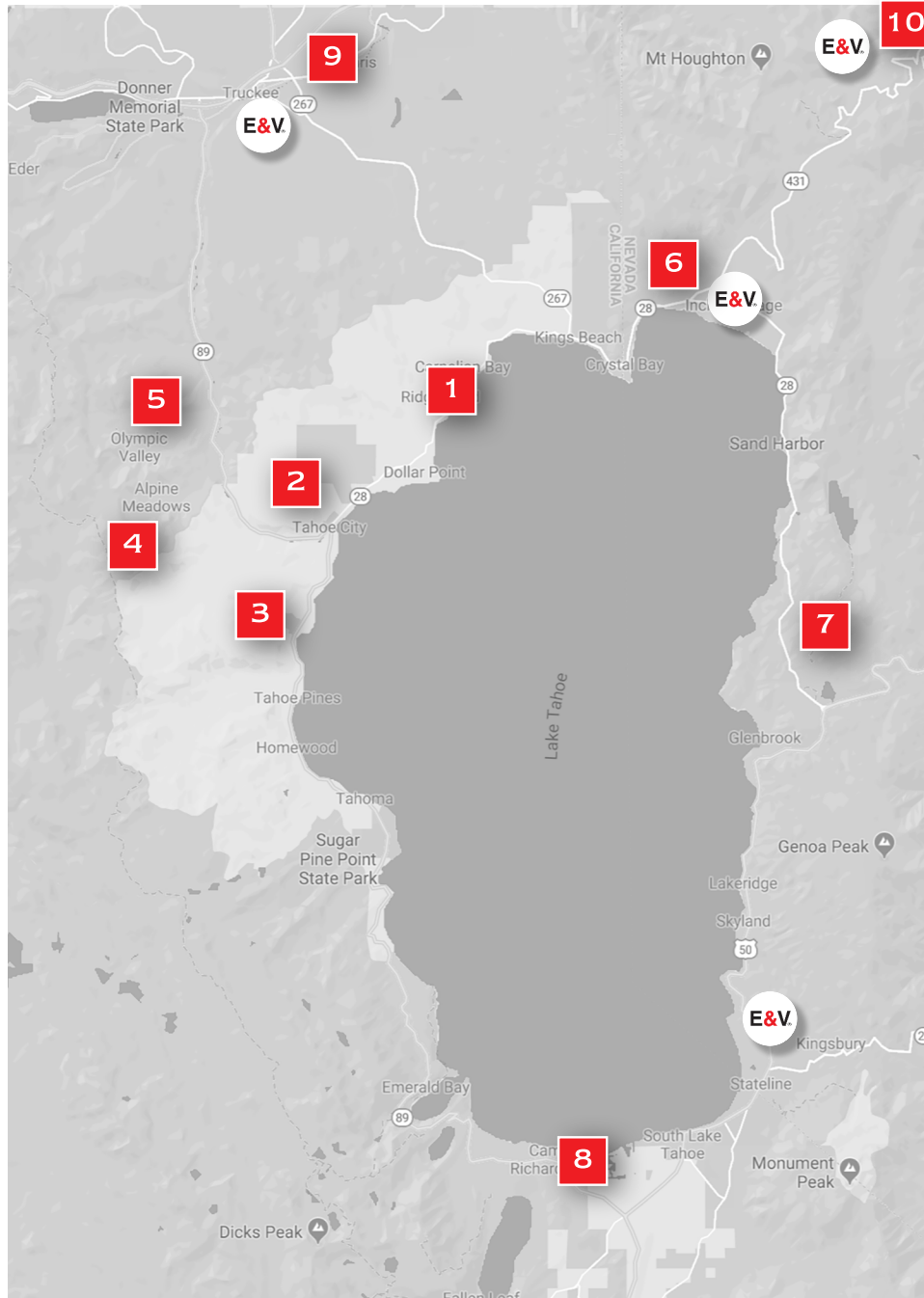


AVERAGE  
SOLD PRICE

JANUARY - DECEMBER	2020	2021	% CHANGE
Median Sales Price	\$555,000	\$759,000	37%
Average List Price	\$861,370	\$1,069,125	24%
Average Sold Price	\$844,433	\$1,074,425	27%
Average Days on Market	74	59	-20%
Highest Sold Price	\$3,800,000	\$4,823,000	27%
Lowest Sold Price	\$180,000	\$180,000	0%
Properties Sold	106	109	3%
% Sold Price to Avg List Price	98%	100%	2%
Total Dollar Volume	\$89,510,000	\$117,112,356	31%



# 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

# 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. 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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## TRUCKEE

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## INCLINE VILLAGE

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## LAKE TAHOE

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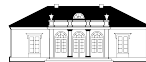
[laketahoe.evrealstate.com](http://laketahoe.evrealstate.com)

## RENO

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