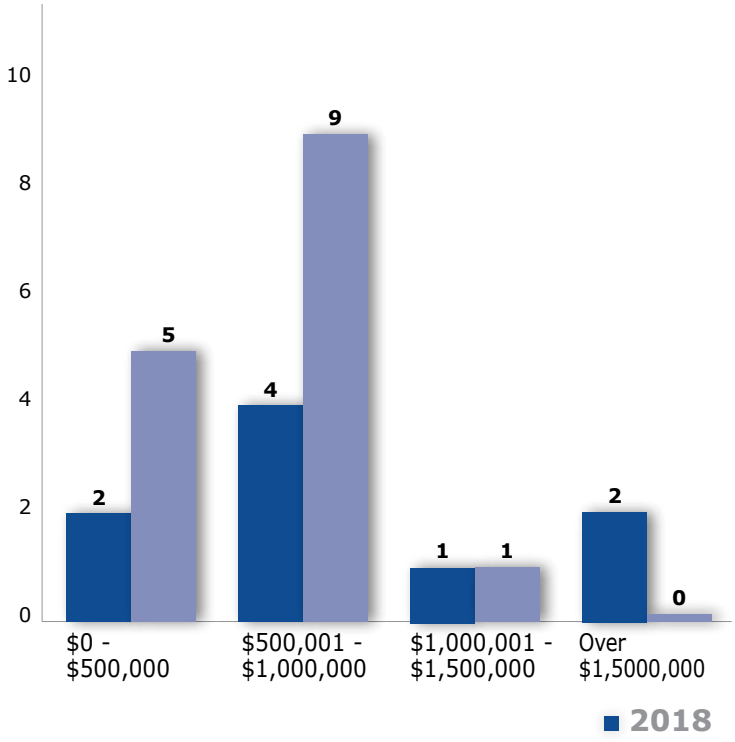
Donner Lake

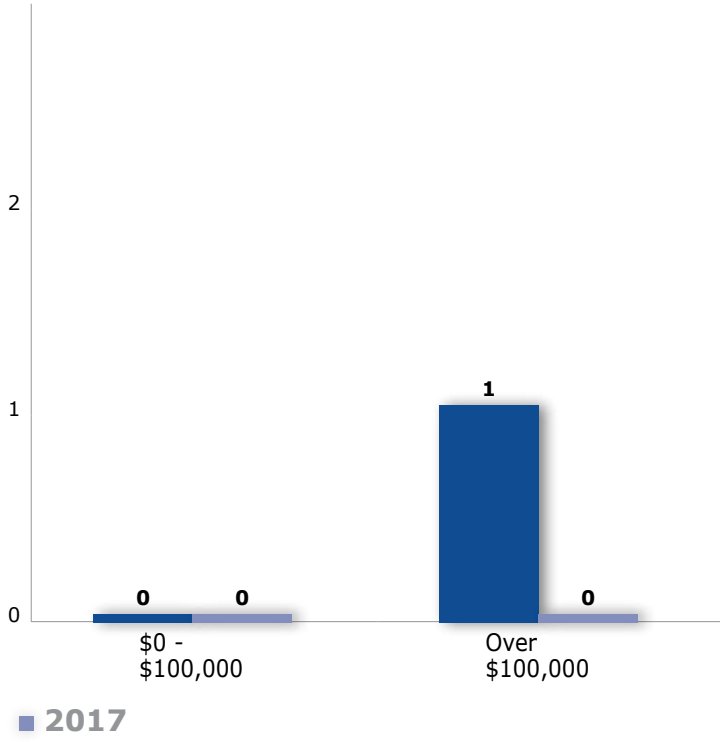
2018 4th Quarter Statistics | October 1st – December 31st

2018 vs **2017**

Single Family Homes Sold



Condos/Townhomes Sold



■ 2018 ■ 2017

Single Family Home	2018	2017	Change %
Median Sales Price	$725,000	$540,000	34.3%
Average List Price	$1,276,222	$596,326	114.0%
Average Sold Price	$1,198,669	$569,666	110.4%
Average Days on Market	72	44	63.6%
Highest Sold Price	$3,494,025	$1,026,000	240.5%
Lowest Sold Price	$325,000	$301,000	8.0%
Properties Sold	9	15	(40.0%)
% Sold Price to Last List Price	93.9%	95.5%	(1.6%)

Condos/Townhomes	2018	2017	Change %
Median Sales Price	$159,000		-
Average List Price	$159,000		-
Average Sold Price	$159,000		-
Average Days on Market	0		-
Highest Sold Price	$159,000		-
Lowest Sold Price	0		-
Properties Sold	1	0	-
% Sold Price to Last List Price	100%		-

Information gathered from TSMLS 10/1/18-12/31/18.

ENGEL&VÖLKERS

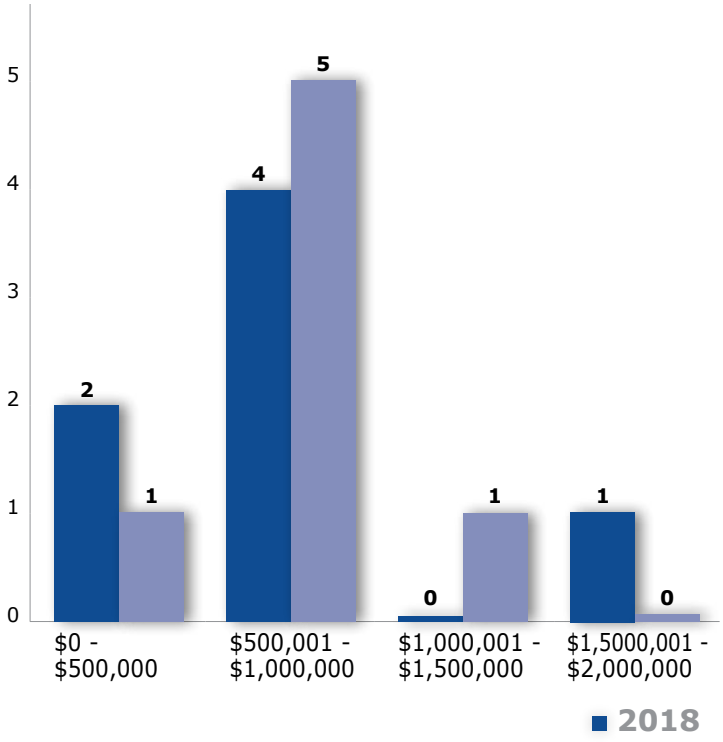
ELDER GROUP
TAHOE REAL ESTATE

Donner Lake

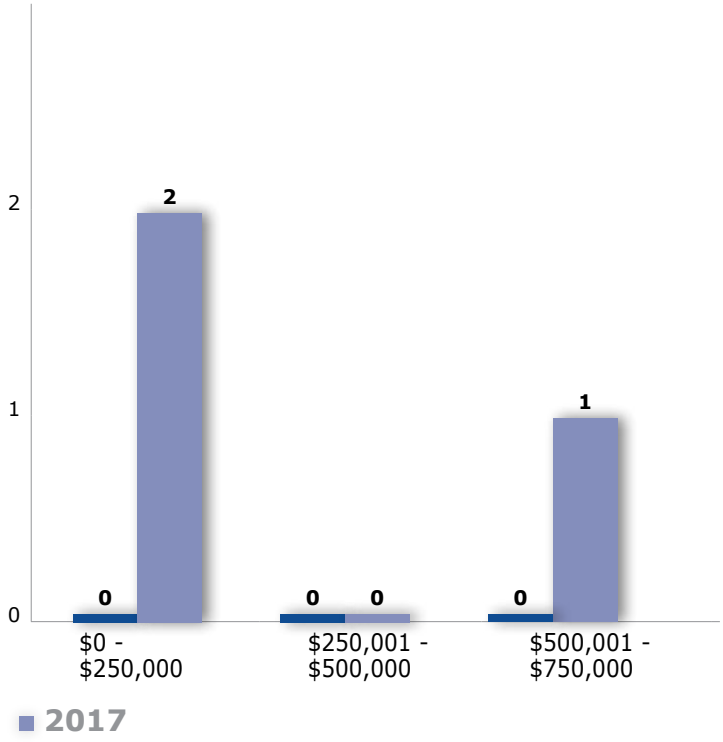
2018 2nd Quarter Statistics | April 1st – June 30th

2018 vs **2017**

Single Family Homes Sold



Condos/Townhomes Sold



■ 2018 ■ 2017

Single Family Home	2018	2017	Change %
Median Sales Price	$688,000	$589,000	16.8%
Average List Price	$806,600	$657,714	22.6%
Average Sold Price	$797,742	$652,607	22.2%
Average Days on Market	10	118	(91.5%)
Highest Sold Price	$1,795,000	$1,049,000	71.1%
Lowest Sold Price	$419,200	$320,000	31.0%
Properties Sold	7	7	0.0%
% Sold Price to Last List Price	98.9%	99.2%	(0.3%)

Condos/Townhomes	2018	2017
Median Sales Price	-	$105,000
Average List Price	-	$295,333
Average Sold Price	-	$294,000
Average Days on Market	-	111
Highest Sold Price	-	$691,000
Lowest Sold Price	-	$86,000
Properties Sold	0	3
% Sold Price to Last List Price	-	99.5%

Information gathered from TSMLS 4/1/18-6/30/18.

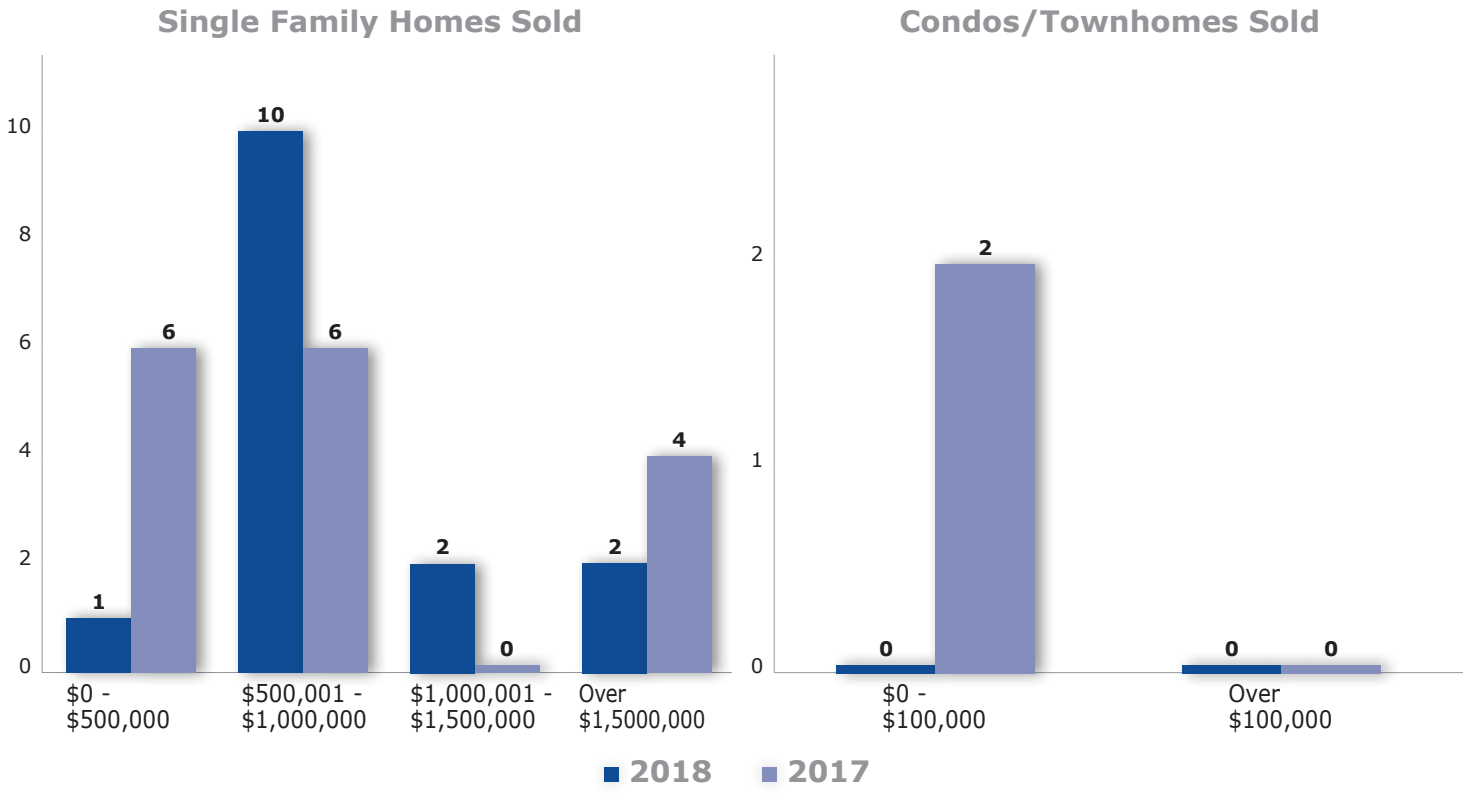
ENGEL&VÖLKERS

ELDER GROUP
TAHOE REAL ESTATE

Donner Lake

2018 3rd Quarter Statistics | July 1st – September 30th

2018 vs **2017**



Single Family Home	2018	2017	Change %
Median Sales Price	$644,000	$515,000	25.0%
Average List Price	$1,020,493	$1,220,062	(16.4%)
Average Sold Price	$976,133	$1,161,875	(16.0%)
Average Days on Market	29	26	11.5%
Highest Sold Price	$3,550,000	$4,500,000	(21.1%)
Lowest Sold Price	$383,000	$324,000	18.2%
Properties Sold	15	16	(6.3%)
% Sold Price to Last List Price	95.7%	95.2%	0.4%

Condos/Townhomes	2018	2017	Change %
Median Sales Price		$90,000	-
Average List Price		$99,000	-
Average Sold Price		$90,000	-
Average Days on Market		39	-
Highest Sold Price		$90,000	-
Lowest Sold Price		$90,000	-
Properties Sold	0	2	-
% Sold Price to Last List Price	-	90.9%	-

Information gathered from TSMLS 7/1/18-9/30/18.

ENGEL&VÖLKERS

ELDER GROUP
TAHOE REAL ESTATE

TRUCKEE 2018 | Q2

MARKET REPORT

ENGEL&VÖLKERS®

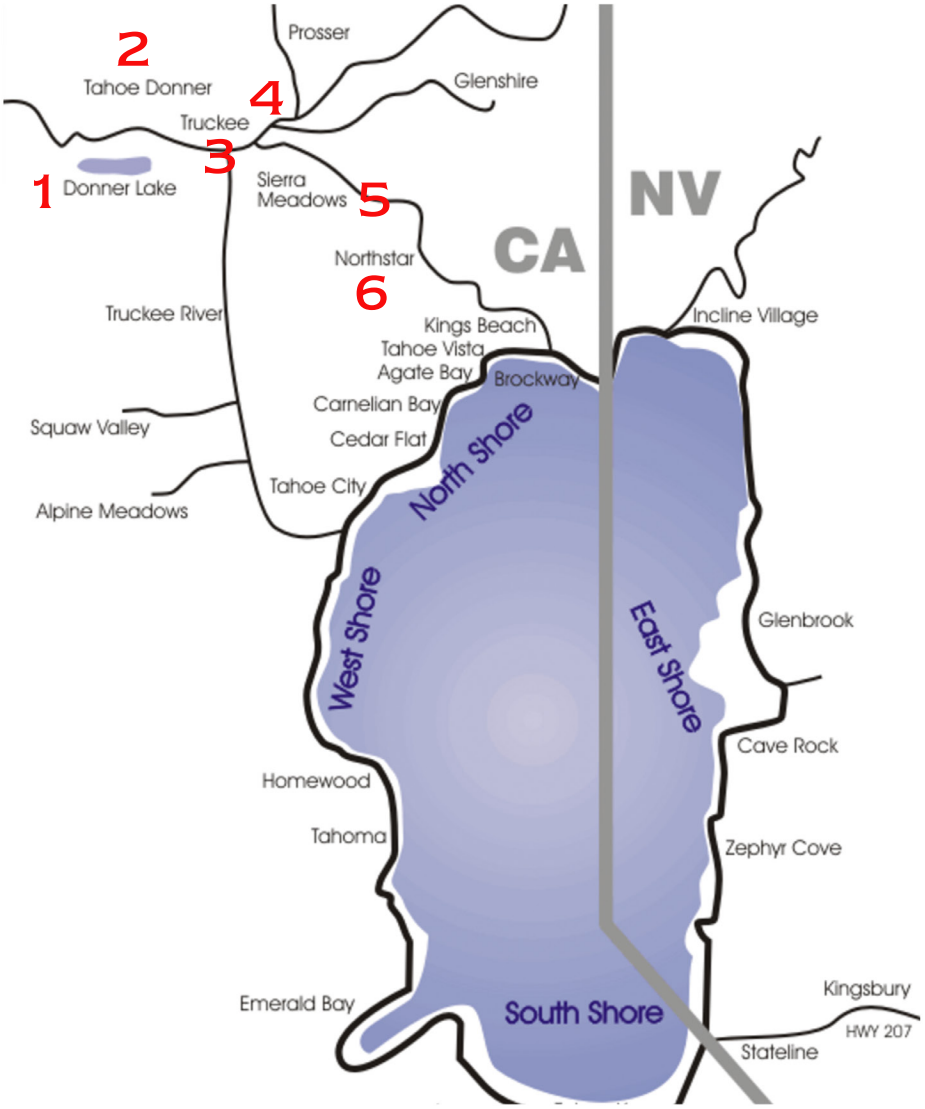
ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

MARKET REPORT
TRUCKEE 2018 | Q2



1. DONNER LAKE
2. TAHOE DONNER
3. TRUCKEE
4. TRUCKEE GOLF COMMUNITIES
5. MARTIS CAMP
6. NORTHSTAR

ENGEL&VÖLKERS® TRUCKEE

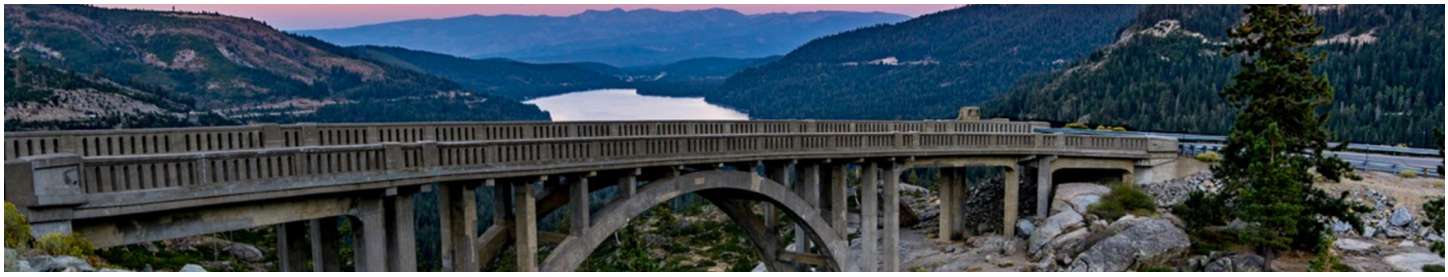
ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
DONNER LAKE



SINGLE FAMILY LAKEFRONT	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price		$1,049,000	-
Average List Price		$1,049,000	-
Average Sold Price		$1,049,000	-
Average Days on Market		142	-
Highest Sold Price		$1,049,000	-
Lowest Sold Price		$1,049,000	-
Properties Sold	0	1	-
% Sold Price to Average List Price	-	100.0%	-

SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$688,000	$559,000	23.1%
Average List Price	$806,600	$592,499	36.1%
Average Sold Price	$797,742	$586,541	36.0%
Average Days on Market	10	114	-91.2%
Highest Sold Price	$1,795,000	$827,250	117.0%
Lowest Sold Price	$419,200	$320,000	31.0%
Properties Sold	7	6	16.7%
% Sold Price to Average List Price	98.9%	99.0%	-0.1%

CONDOS	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price		$105,000	-
Average List Price		$295,333	-
Average Sold Price		$294,000	-
Average Days on Market		111	-
Highest Sold Price		$691,000	-
Lowest Sold Price		$86,000	-
Properties Sold	0	3	-
% Sold Price to Average List Price	-	99.5%	-

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TAHOE DONNER

SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$716,000	$652,000	9.8%
Average List Price	$766,407	$711,160	7.8%
Average Sold Price	$765,440	$696,201	9.9%
Average Days on Market	28	41	-32%
Highest Sold Price	$1,500,000	$1,337,500	12.1%
Lowest Sold Price	$367,500	$363,000	1.2%
Properties Sold	59	65	-9.2%
% Sold Price to Average List Price	99.9%	97.9%	2.0%

CONDOS	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$345,000	$325,000	6.2%
Average List Price	$332,433	$343,299	-3.2%
Average Sold Price	$329,388	$340,028	-3.1%
Average Days on Market	14	68	-79.4%
Highest Sold Price	$470,000	$463,000	1.5%
Lowest Sold Price	$95,000	$170,000	-44.1%
Properties Sold	9	25	-64.0%
% Sold Price to Average List Price	99.1%	99.0%	0.0%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE

SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$662,500	$561,000	18.1%
Average List Price	$733,825	$625,629	17.3%
Average Sold Price	$723,367	$616,751	17.3%
Average Days on Market	42	37	13.5%
Highest Sold Price	$1,450,000	$1,349,000	7.5%
Lowest Sold Price	$396,000	$327,500	20.9%
Properties Sold	46	47	-2.1%
% Sold Price to Average List Price	98.6%	98.6%	0.0%

CONDOS	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$520,000	$470,000	10.6%
Average List Price	$554,714	$459,414	20.7%
Average Sold Price	$543,728	$455,414	19.4%
Average Days on Market	36	6	500.0%
Highest Sold Price	$709,600	$530,000	33.9%
Lowest Sold Price	$445,000	$375,000	18.7%
Properties Sold	7	7	0.0%
% Sold Price to Average List Price	98.0%	99.1%	-1.1%

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE GOLF COMMUNITIES

Gray's Crossing, Old Greenwood,
Lahontan & Schaffer's Mill

SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$1,692,500	$1,612,500	5.0%
Average List Price	$2,007,900	$1,923,285	4.4%
Average Sold Price	$1,954,000	$1,856,142	5.3%
Average Days on Market	130	109	19.3%
Highest Sold Price	$4,100,000	$3,000,000	36.7%
Lowest Sold Price	$1,225,000	$1,225,000	0.0%
Properties Sold	10	14	-28.6%
% Sold Price to Average List Price	97.3%	96.5%	0.8%

CONDOS	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$1,079,750	$995,000	8.5%
Average List Price	$1,072,000	$1,075,000	-0.3%
Average Sold Price	$1,079,750	$1,056,666	2.2%
Average Days on Market	68	343	-80.2%
Highest Sold Price	$1,245,000	$1,500,000	-17.0%
Lowest Sold Price	$914,500	$675,000	35.5%
Properties Sold	2	3	-33.3%
% Sold Price to Average List Price	100.7%	98.3%	2.4%

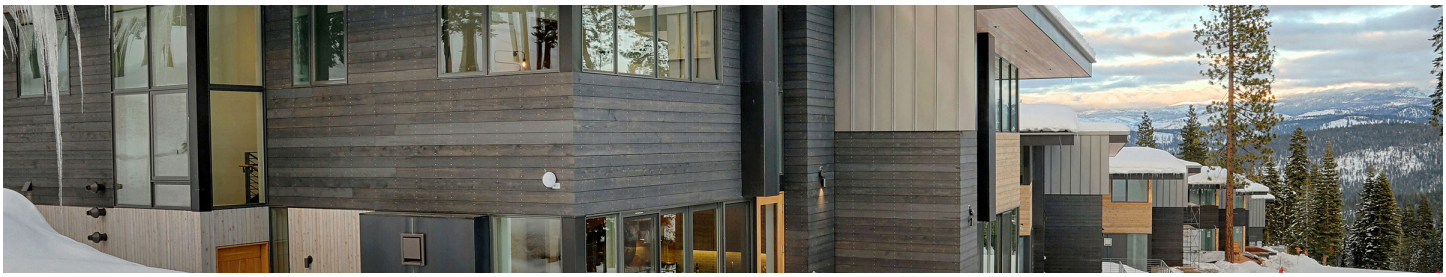
©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
MARTIS CAMP

SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$4,424,000	$4,893,750	-9.6%
Average List Price	$5,104,583	$5,000,000	2.1%
Average Sold Price	$4,870,250	$4,842,916	0.6%
Average Days on Market	177	137	29.2%
Highest Sold Price	$7,700,000	$6,800,000	13.2%
Lowest Sold Price	$3,300,000	$2,300,000	43.5%
Properties Sold	12	6	100.0%
% Sold Price to Average List Price	95.4%	96.9%	-1.4%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
NORTHSTAR



SINGLE FAMILY	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$1,275,000	$1,534,500	-16.9%
Average List Price	$1,685,600	$1,755,666	-4.0%
Average Sold Price	$1,566,100	$1,690,666	-7.4%
Average Days on Market	92	168	-45.2%
Highest Sold Price	$3,800,000	$3,400,000	11.8%
Lowest Sold Price	$662,000	$685,000	-3.4%
Properties Sold	5	6	-17%
% Sold Price to Average List Price	92.9%	96.3%	-3.4%

CONDOS	Q2 - 2018	Q2 - 2017	% Change
Median Sales Price	$650,000	$465,000	39.8%
Average List Price	$1,098,076	$634,607	73.0%
Average Sold Price	$1,064,792	$604,346	76.2%
Average Days on Market	105	157	-33.1%
Highest Sold Price	$3,160,000	$1,255,000	151.8%
Lowest Sold Price	$367,500	$299,000	22.9%
Properties Sold	13	13	0.0%
% Sold Price to Average List Price	97.0%	95.2%	1.7%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

TRUCKEE 2018 | Q3

MARKET REPORT

ENGEL&VÖLKERS®

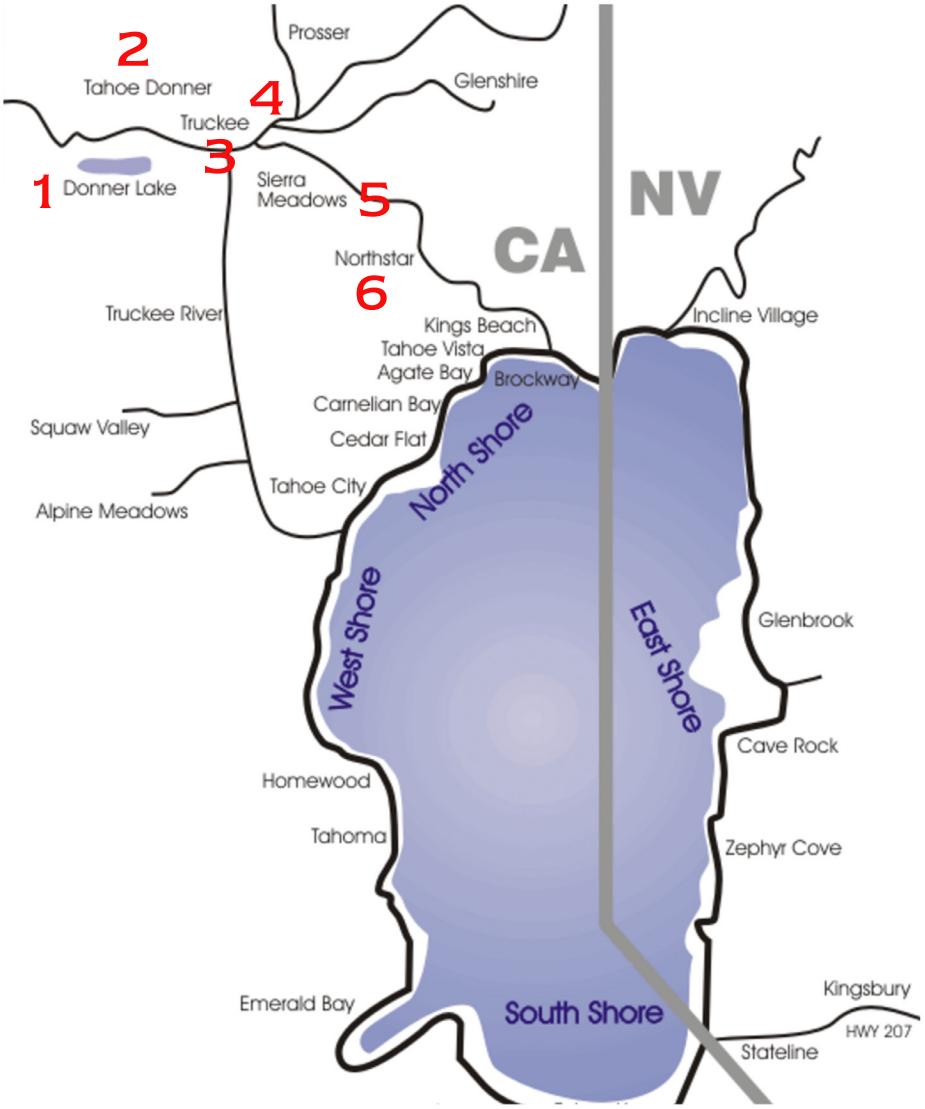
ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

MARKET REPORT
TRUCKEE 2018 | Q3



1. DONNER LAKE
2. TAHOE DONNER
3. TRUCKEE
4. TRUCKEE GOLF COMMUNITIES
5. MARTIS CAMP
6. NORTHSTAR

ENGEL&VÖLKERS® TRUCKEE

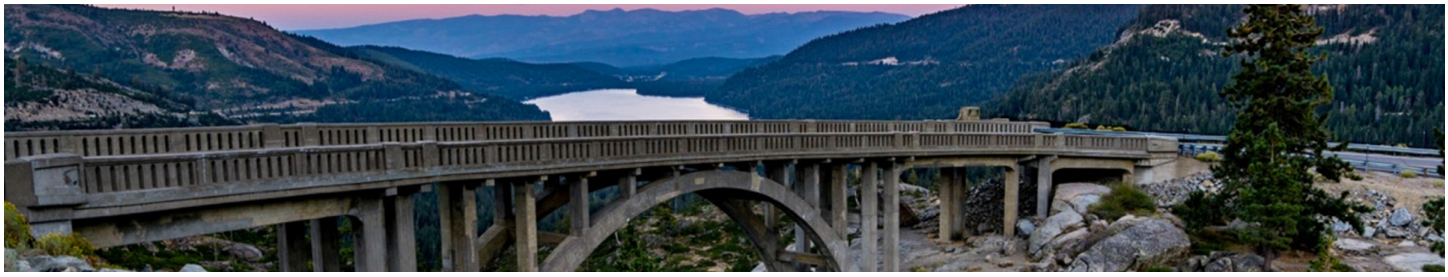
ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
DONNER LAKE



SINGLE FAMILY LAKEFRONT	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price		$2,920,000	-
Average List Price		$3,333,750	-
Average Sold Price		$3,135,000	-
Average Days on Market		12	-
Highest Sold Price		$4,500,000	-
Lowest Sold Price		$2,200,000	-
Properties Sold	0	4	-
% Sold Price to Average List Price	-	94.0%	-

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$644,000	$515,000	25%
Average List Price	$1,020,493	$1,220,062	-16.4%
Average Sold Price	$976,133	$1,161,875	-16.0%
Average Days on Market	29	26	11.5%
Highest Sold Price	$3,550,000	$4,500,000	-21.1%
Lowest Sold Price	$383,000	$324,000	18.2%
Properties Sold	15	16	-6.3%
% Sold Price to Average List Price	95.7%	95.2%	95.2%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price		$90,000	-
Average List Price		$99,000	-
Average Sold Price		$90,000	-
Average Days on Market		39	-
Highest Sold Price		$90,000	-
Lowest Sold Price		$90,000	-
Properties Sold	0	2	-
% Sold Price to Average List Price	-	90.9%	-

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TAHOE DONNER

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$714,500	$672,250	6.3%
Average List Price	$760,128	$737,642	3.0%
Average Sold Price	$750,046	$725,572	3.4%
Average Days on Market	30	31	-3.2%
Highest Sold Price	$1,700,000	$1,835,645	-7.4%
Lowest Sold Price	$415,000	$380,000	9.2%
Properties Sold	88	84	4.8%
% Sold Price to Average List Price	98.7%	98.4%	0.3%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$454,500	$478,450	-5.0%
Average List Price	$546,500	$463,633	17.9%
Average Sold Price	$545,600	$464,233	17.5%
Average Days on Market	55	35	57.1%
Highest Sold Price	$799,000	$601,500	32.8%
Lowest Sold Price	$419,000	$315,000	33.0%
Properties Sold	5	6	-16.7%
% Sold Price to Average List Price	99.8%	100.1%	-0.3%

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$620,000	$549,000	12.9%
Average List Price	$711,207	$637,485	11.6%
Average Sold Price	$698,631	$622,308	12.3%
Average Days on Market	22	44	-50.0%
Highest Sold Price	$1,560,000	$1,550,000	0.6%
Lowest Sold Price	$400,000	$270,000	48.1%
Properties Sold	57	75	-24.0%
% Sold Price to Average List Price	98.2%	97.6%	0.6%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$454,500	$478,450	-5.0%
Average List Price	$546,500	$463,633	17.9%
Average Sold Price	$545,600	$464,233	17.5%
Average Days on Market	55	35	57.1%
Highest Sold Price	$799,000	$601,500	32.8%
Lowest Sold Price	$419,000	$315,000	33.0%
Properties Sold	5	6	-16.7%
% Sold Price to Average List Price	99.8%	100.1%	-0.3%

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® TRUCKEE DONNER

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

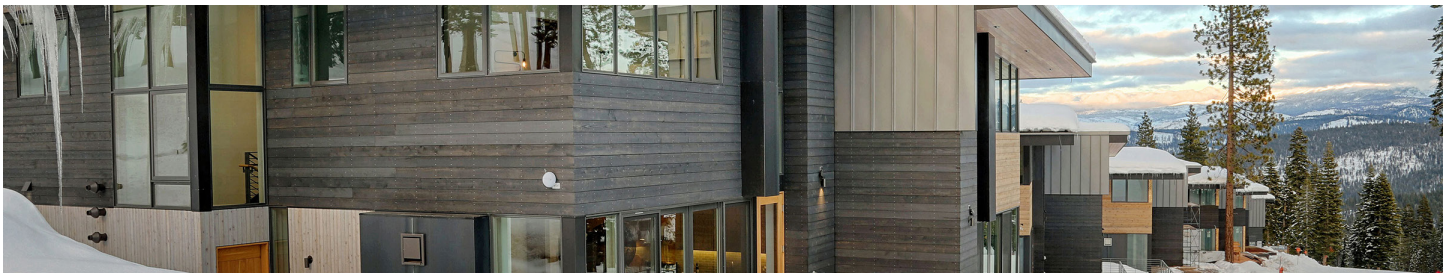
©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
MARTIS CAMP

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$5,367,500	$3,900,000	37.6%
Average List Price	$6,825,400	$4,790,558	42.5%
Average Sold Price	$6,407,800	$4,646,911	37.9%
Average Days on Market	221	117	88.9%
Highest Sold Price	$11,750,000	$8,350,000	40.7%
Lowest Sold Price	$4,185,000	$2,600,000	61.0%
Properties Sold	10	17	-41.2%
% Sold Price to Average List Price	93.9%	97.0%	-3.1%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
NORTHSTAR



SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$1,110,000	$1,149,500	-3.4%
Average List Price	$1,165,545	$1,467,500	-20.6%
Average Sold Price	$1,142,772	$1,416,333	-19.3%
Average Days on Market	51	117	-56.4%
Highest Sold Price	$1,650,000	$3,360,000	-50.9%
Lowest Sold Price	$585,000	$724,000	-19.2%
Properties Sold	11	6	83.3%
% Sold Price to Average List Price	98.0%	96.5%	1.5%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$650,000	$495,000	31.3%
Average List Price	$1,098,076	$639,575	71.7%
Average Sold Price	$1,064,792	$621,899	71.2%
Average Days on Market	105	104	1.0%
Highest Sold Price	$3,160,000	$1,512,500	108.9%
Lowest Sold Price	$367,500	$225,000	63.3%
Properties Sold	13	20	-35.0%
% Sold Price to Average List Price	97.0%	97.2%	-0.3%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE GOLF COMMUNITIES - GRAYS CROSSING

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$1,574,500	$1,350,000	16.6%
Average List Price	$1,433,000	$1,394,000	2.8%
Average Sold Price	$1,408,250	$1,337,833	5.3%
Average Days on Market	38	59	-35.6%
Highest Sold Price	$1,614,000	$1,550,000	4.1%
Lowest Sold Price	$870,000	$1,090,000	-20.2%
Properties Sold	4	6	-33.3%
% Sold Price to Average List Price	98.3%	96.0%	2.3%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price		$729,000	-
Average List Price		$729,000	-
Average Sold Price		$729,000	-
Average Days on Market		0	-
Highest Sold Price		$729,000	-
Lowest Sold Price		$729,000	-
Properties Sold	0	1	-
% Sold Price to Average List Price		100.0%	-

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE GOLF COMMUNITIES - OLD GREENWOOD

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$2,150,000	$1,950,000	10.3%
Average List Price	$2,375,000	$2,037,666	16.6%
Average Sold Price	$2,150,000	$1,883,333	14.2%
Average Days on Market	111	179	-38.0%
Highest Sold Price	$2,150,000	$1,950,000	10.3%
Lowest Sold Price	$2,150,000	$1,750,000	22.9%
Properties Sold	1	3	-66.7%
% Sold Price to Average List Price	90.5%	92.4%	-1.9%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$560,000	$808,750	-30.8%
Average List Price	$560,000	$852,500	-34.3%
Average Sold Price	$560,000	$808,750	-30.8%
Average Days on Market	0	75	-100.0%
Highest Sold Price	$560,000	$1,090,000	-48.6%
Lowest Sold Price	$560,000	$527,500	6.2%
Properties Sold	1	2	-50.0%
% Sold Price to Average List Price	100.0%	94.9%	5.1%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE GOLF COMMUNITIES - LAHOTAN

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$2,430,000	$2,595,000	-6.4%
Average List Price	$2,533,571	$2,682,500	-5.6%
Average Sold Price	$2,465,000	$2,528,750	-2.5%
Average Days on Market	34	163	-79.1%
Highest Sold Price	$3,240,000	$2,950,000	9.8%
Lowest Sold Price	$1,695,000	$1,975,000	-14.2%
Properties Sold	7	4	75.0%
% Sold Price to Average List Price	97.3%	94.3%	3.0%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
TRUCKEE GOLF COMMUNITIES - SCHAFFER'S MILL

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$2,537,500	$1,950,000	30.1%
Average List Price	$2,635,000	$2,100,000	25.5%
Average Sold Price	$2,537,500	$1,950,000	30.1%
Average Days on Market	28	111	-74.8%
Highest Sold Price	$2,775,000	$1,950,000	42.3%
Lowest Sold Price	$2,300,000	$1,950,000	17.9%
Properties Sold	2	1	100.0%
% Sold Price to Average List Price	96.3%	92.9%	3.4%

CONDOS	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$1,419,500	$1,227,500	15.6%
Average List Price	$1,442,000	$1,231,000	17.1%
Average Sold Price	$1,419,500	$1,194,750	18.8%
Average Days on Market	135	55	145.5%
Highest Sold Price	$1,499,000	$1,329,000	12.8%
Lowest Sold Price	$1,340,000	$995,000	34.7%
Properties Sold	2	4	-50.0%
% Sold Price to Average List Price	98.4%	97.1%	1.4%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
GLENSHIRE

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$608,000	$549,000	10.7%
Average List Price	$662,111	$632,793	4.6%
Average Sold Price	$650,111	$618,096	5.2%
Average Days on Market	29	47	38.3%
Highest Sold Price	$845,000	$1,480,000	-42.9%
Lowest Sold Price	$499,000	$395,000	26.3%
Properties Sold	9	15	40.0%
% Sold Price to Average List Price	98.2%	97.7%	0.5%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT
PROSSER

SINGLE FAMILY	Q3 - 2018	Q3 - 2017	% Change
Median Sales Price	$585,000	$505,000	15.8%
Average List Price	$652,133	$568,566	14.7%
Average Sold Price	$651,666	$555,179	17.4%
Average Days on Market	17	30	-43.3%
Highest Sold Price	$1,025,000	$915,000	12.0%
Lowest Sold Price	$400,000	$419,250	-4.6%
Properties Sold	15	12	25.0%
% Sold Price to Average List Price	99.9%	97.6%	2.3%

©2018 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPÖRT

ENGEL&VÖLKERS®

TRUCKEE

YEAR END 2018

ENGEL&VÖLKERS® TRUCKEE

ENGEL&VÖLKERS® LAKE TAHOE

ENGEL&VÖLKERS® INCLINE VILLAGE

ENGEL&VÖLKERS® RENO

EXPERT INSIGHTS

REFLECTING ON 2018

Truckee's luxury housing market delivered some positive results in 2018. While interest rates and the past election have been a topic of concern for many buyers, the second home/resort market in Tahoe has continued to be a positive investment. The lack of inventory has caused upward pressure on desirable properties, contributing to the increased number of single family residence sales throughout the entire Truckee region.

The Engel & Völkers year-end Truckee Real Estate Market Report, compares the 2018 Year End statistics to that of 2017, for single family homes and attached dwellings in the various micro markets of the Truckee area. The number of single family homes sold rose to 6% year-over-year, with average days on market decreasing 12%. Average sales prices increased by 18% year-over-year, demonstrating consumers' willingness to pay more for homes they truly desire, especially at the higher end of the market.

Several Major sales also took place 2018 both in the summer and winter months; the $9,500,000 sale of 9525 Wawona Court in June 2018, followed by the $12,000,000 sale of 8143 Valhalla Drive in August 2018. These significant sales serve as a testament to the strength of the Truckee real estate market.

OVERALL MARKET STATISTICS

$1,061,054
AVERAGE SALES PRICE

60
AVERAGE DAYS ON MARKET

880
TOTAL UNITS SOLD

$933,728,300
TOTAL VOLUME SOLD

97%
% LIST TO SALE

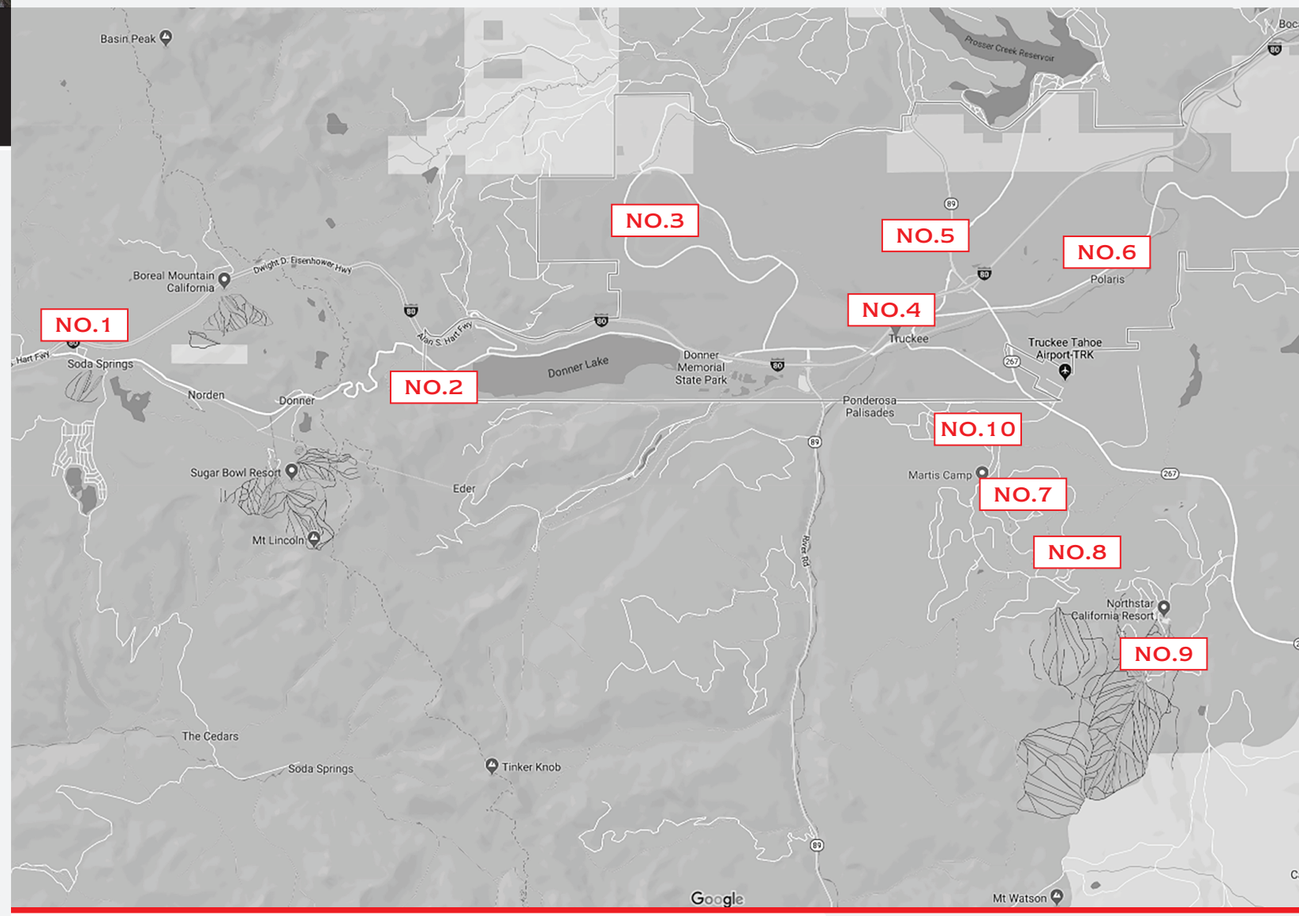
228
UNITS OVER $1M

652
UNITS UNDER $1M

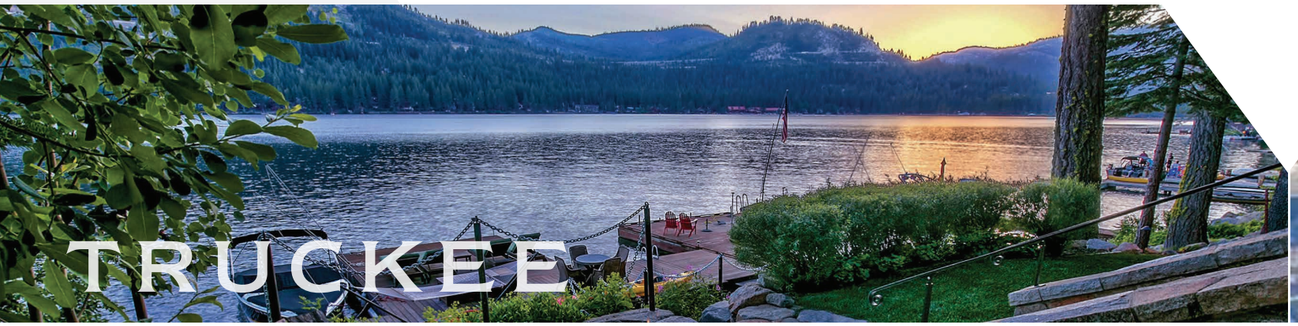
ENGEL&VÖLKERS®

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



©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎



DONNER SUMMIT

SINGLE FAMILY HOMES

January - December	2017	2018	% Change
Median Sales Price	$490,000	$493,000	1%
Average Sold Price	$590,098	$626,183	6%
Average Days on Market	85	51	-40%
Highest Sold Price	$4,400,000	$2,900,000	-34%
Lowest Sold Price	$140,000	$175,000	25%
Properties Sold	74	68	-8%
% Sold Price to Avg List Price	94%	96%	2%
Total Dollar Volume	$43,667,300	$42,580,500	-2%

6%

AVERAGE SOLD PRICE

DONNER LAKE LAKEFRONT

SINGLE FAMILY HOMES

January - December	2017	2018	% Change
Median Sales Price	$2,345,000	$2,500,000	7%
Average Sold Price	$2,435,833	$2,673,805	10%
Average Days on Market	32	36	13%
Highest Sold Price	$4,500,000	$3,550,000	-21%
Lowest Sold Price	$1,026,000	$1,850,000	80%
Properties Sold	6	5	-17%
% Sold Price to Avg List Price	95%	90%	-5%
Total Dollar Volume	$14,615,000	$13,369,025	-9%

10%

AVERAGE SOLD PRICE

DONNER LAKE NON-LAKEFRONT

SINGLE FAMILY HOMES

January - December	2017	2018	% Change
Median Sales Price	$520,000	$634,500	22%
Average Sold Price	$527,421	$709,475	35%
Average Days on Market	55	45	-18%
Highest Sold Price	$925,000	$1,745,000	89%
Lowest Sold Price	$301,000	$325,000	8%
Properties Sold	35	32	-9%
% Sold Price to Avg List Price	97%	97%	0%
Total Dollar Volume	$18,459,750	$22,703,200	23%

35%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT I 2018 YEAR END REPORT

ENGEL&VÖLKERS®

TAHOE DONNER

SINGLE FAMILY HOMES

January - December	2017	2018	% Change
Median Sales Price	$675,750	$719,000	6%
Average Sold Price	$729,965	$771,655	6%
Average Days on Market	45	41	-9%
Highest Sold Price	$1,835,645	$1,700,000	-7%
Lowest Sold Price	$335,000	$367,500	10%
Properties Sold	278	277	-0%
% Sold Price to Avg List Price	98%	99%	0%
Total Dollar Volume	$202,930,440	$213,748,633	5%

6%

AVERAGE SOLD PRICE

TAHOE DONNER

CONDOMINIUMS

January - December	2017	2018	% Change
Median Sales Price	$345,000	$362,450	5%
Average Sold Price	$330,343	$329,389	0%
Average Days on Market	52	35	-33%
Highest Sold Price	$535,000	$530,000	-1%
Lowest Sold Price	$75,000	$87,900	17%
Properties Sold	81	56	-31%
% Sold Price to Avg List Price	99%	98%	-1%
Total Dollar Volume	$26,757,822	$18,445,800	-31%

0%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT | 2018 YEAR END REPORT

ENGEL&VÖLKERS®

January - December	2017	2018	% Change
Median Sales Price	$604,500	$650,000	8%
Average Sold Price	$742,069	$783,240	6%
Average Days on Market	54	43	-20%
Highest Sold Price	$2,350,000	$2,500,000	6%
Lowest Sold Price	$270,000	$215,000	-20%
Properties Sold	260	221	-15%
% Sold Price to Avg List Price	97%	98%	1%
Total Dollar Volume	$192,938,161	$173,096,192	-10%

TRUCKEE

SINGLE FAMILY HOMES

6%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$507,000	$573,750	13%
Average Sold Price	$565,062	$604,253	7%
Average Days on Market	38	39	3%
Highest Sold Price	$1,090,000	$1,050,000	-4%
Lowest Sold Price	$315,000	$419,000	33%
Properties Sold	37	30	-19%
% Sold Price to Avg List Price	99%	99%	0%
Total Dollar Volume	$20,907,300	$18,127,600	-13%

TRUCKEE

CONDOMINIUMS

7%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

GRAY'S CROSSING

ALL PROPERTIES

3%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$1,364,000	$1,350,000	-1%
Average Sold Price	$1,318,929	$1,352,676	3%
Average Days on Market	68	74	9%
Highest Sold Price	$1,699,000	$1,730,000	2%
Lowest Sold Price	$675,000	$870,000	29%
Properties Sold	28	17	-39%
% Sold Price to Avg List Price	98%	98%	0%
Total Dollar Volume	$36,930,031	$22,995,500	-38%

OLD GREENWOOD

ALL PROPERTIES

14%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$1,280,000	$1,500,000	17%
Average Sold Price	$1,312,433	$1,501,800	14%
Average Days on Market	124	65	-48%
Highest Sold Price	$1,950,000	$2,425,000	24%
Lowest Sold Price	$527,500	$560,000	6%
Properties Sold	15	10	-33%
% Sold Price to Avg List Price	95%	97%	2%
Total Dollar Volume	$19,686,500	$15,018,000	-24%

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

January - December	2017	2018	% Change
Median Sales Price	$2,387,500	$2,195,000	-8%
Average Sold Price	$2,310,781	$2,336,644	1%
Average Days on Market	145	103	-29%
Highest Sold Price	$3,150,000	$4,100,000	30%
Lowest Sold Price	$1,325,000	$1,250,000	-6%
Properties Sold	16	27	69%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	$36,972,500	$63,089,400	71%

LAHONTAN

ALL PROPERTIES

1%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$3,962,500	$4,675,000	18%
Average Sold Price	$4,466,071	$5,254,822	18%
Average Days on Market	143	179	25%
Highest Sold Price	$8,350,000	$11,750,000	41%
Lowest Sold Price	$1,950,000	$3,075,000	58%
Properties Sold	42	47	12%
% Sold Price to Avg List Price	96%	95%	-1%
Total Dollar Volume	$187,575,000	$246,976,666	32%

MARTIS CAMP

ALL PROPERTIES

18%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

January - December	2017	2018	% Change
Median Sales Price	$1,107,500	$1,085,000	-2%
Average Sold Price	$1,439,905	$1,373,781	-5%
Average Days on Market	135	93	-31%
Highest Sold Price	$6,350,000	$4,741,000	-25%
Lowest Sold Price	$517,500	$585,000	13%
Properties Sold	38	32	-16%
% Sold Price to Avg List Price	95%	96%	1%
Total Dollar Volume	$54,716,400	$43,961,000	-20%

NORTHSTAR

SINGLE FAMILY HOMES

-5%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$460,000	$530,000	15%
Average Sold Price	$594,567	$840,004	41%
Average Days on Market	121	111	-8%
Highest Sold Price	$2,050,000	$4,400,000	115%
Lowest Sold Price	$209,000	$218,000	4%
Properties Sold	63	64	2%
% Sold Price to Avg List Price	96%	97%	1%
Total Dollar Volume	$37,457,764	$53,760,284	44%

NORTHSTAR

CONDOMINIUMS

41%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

January - December	2017	2018	% Change
Median Sales Price	$587,500	$667,500	14%
Average Sold Price	$661,075	$760,982	15%
Average Days on Market	42	37	-12%
Highest Sold Price	$1,540,000	$2,400,000	56%
Lowest Sold Price	$360,000	$370,000	3%
Properties Sold	78	58	-26%
% Sold Price to Avg List Price	98%	98%	-0%
Total Dollar Volume	$51,563,850	$44,137,000	-14%

GLENSHIRE & THE MEADOWS

SINGLE FAMILY HOMES

15%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$619,000	$620,000	0%
Average Sold Price	$634,743	$660,149	4%
Average Days on Market	36	25	-31%
Highest Sold Price	$1,235,000	$1,560,000	26%
Lowest Sold Price	$400,000	$335,000	-16%
Properties Sold	54	57	6%
% Sold Price to Avg List Price	99%	99%	-0%
Total Dollar Volume	$34,276,130	$37,628,542	10%

SIERRA MEADOWS, PONDEROSA PALISADES / RANCHOS, MARTIS ESTATES

4%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$508,000	$589,500	16%
Average Sold Price	$602,661	$631,823	5%
Average Days on Market	64	35	-45%
Highest Sold Price	$2,350,000	$1,050,000	-55%
Lowest Sold Price	$395,000	$400,000	1%
Properties Sold	38	34	-11%
% Sold Price to Avg List Price	96%	99%	3%
Total Dollar Volume	$22,901,150	$21,482,000	-6%

PROSSER LAKE & PROSSER LAKE HEIGHTS

5%

AVERAGE SOLD PRICE

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

MARKET REPORT | 2018 YEAR END REPORT

ENGEL&VÖLKERS®

SCHAFFER'S MILL

SINGLE FAMILY HOMES

29%

AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$1,435,000	$2,300,000	60%
Average Sold Price	$1,588,800	$2,053,000	29%
Average Days on Market	166	118	-29%
Highest Sold Price	$1,950,000	$2,900,000	49%
Lowest Sold Price	$1,334,000	$540,000	-60%
Properties Sold	5	5	0%
% Sold Price to Avg List Price	92%	97%	5%
Total Dollar Volume	$7,944,000	$10,265,000	29%

SCHAFFER'S MILL

CONDOMINIUMS

6%

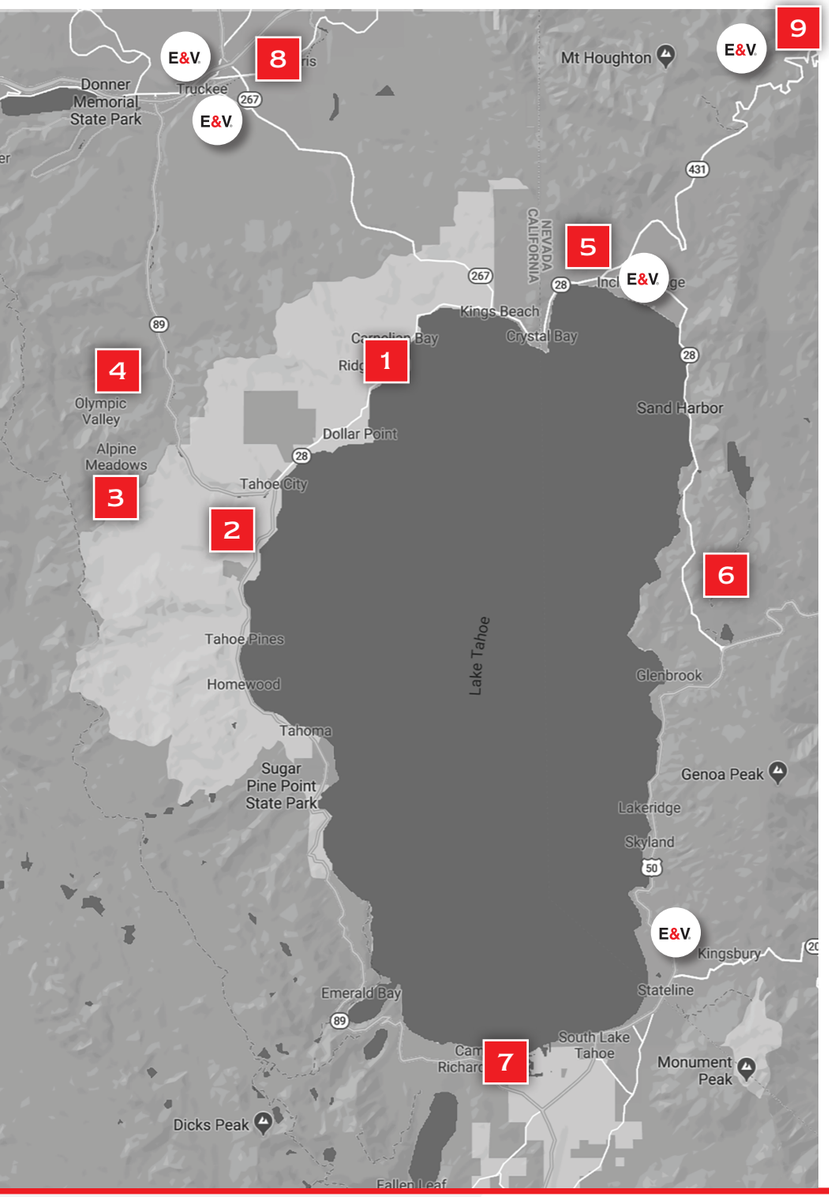
AVERAGE SOLD PRICE

January - December	2017	2018	% Change
Median Sales Price	$1,255,000	$1,255,000	0%
Average Sold Price	$1,222,545	$1,290,666	6%
Average Days on Market	176	52	-70%
Highest Sold Price	$1,500,000	$1,499,000	-0%
Lowest Sold Price	$989,000	$1,150,000	16%
Properties Sold	11	6	-45%
% Sold Price to Avg List Price	98%	99%	0%
Total Dollar Volume	$13,448,000	$7,744,000	-42%

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.

ENGEL&VÖLKERS®

THE LAY OF THE LAND

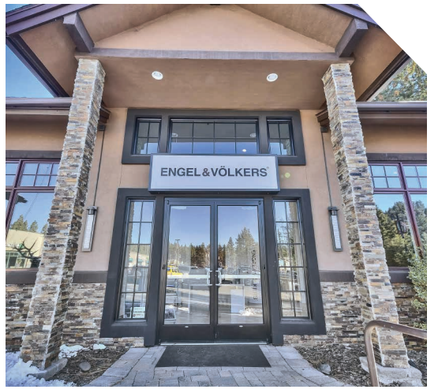


1. NORTH SHORE
2. WEST SHORE
3. ALPINE MEADOWS
4. SQUAW VALLEY
5. INCLINE VILLAGE
6. EAST SHORE
7. SOUTH LAKE
8. TRUCKEE-TAHOE DONNER
9. RENO

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

ENGEL&VÖLKERS®

COME VISIT US



LAKE TAHOE
210 ELKS POINT RD. #102
ZEPHYR COVE, NEVADA, 89448
+1 775 588 7710
LAKETAHOE.EVUSA.COM

INCLINE VILLAGE
214 VILLAGE BOULEVARD
INCLINE VILLAGE, NEVADA, 89451
+1 775 548 5110
INCLINEVILLAGE.EVUSA.COM

TRUCKEE
10091 DONNER PASS ROAD,
TRUCKEE, CALIFORNIA, 96161
+1 530 562 9210
TRUCKEE.EVUSA.COM

TRUCKEE - DONNER
10770 DONNER PASS RD #205,
TRUCKEE, CALIFORNIA 96161
+1 530 582 8103
ELDERGROUPTAHOEREALESTATE.COM

RENO OFFICE COMING 2019

We are we helping buyers and sellers in the **“Biggest Little CIty”** in the World. Watch for our new Reno shop in 2019.

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing. ☎

ENGEL&VÖLKERS®

TRUCKEE.EVUSA.COM

LAKE TAHOE | INCLINE VILLAGE | TRUCKEE | TRUCKEE-DONNER

San Francisco, CA - Beverly Hills, CA - Newport Beach, CA - Long Beach, CA - Belmont Shore, CA
Laguna Beach, CA - Sausalito, CA - Sonoma County, CA - Santa Barbara, CA - Santa Ynez, CA
Park City, UT - St George, UT - Wasatch County, UT - Eden, UT - Worldwide

©2019 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principals of the Fair Housing Act. All information provided is deemed reliable but is not guaranteed and should be independently verified. If your property is currently represented by a real estate broker, this is not an attempt to solicit your listing.