



RESIDENTIAL BROKERAGE

North Lake Tahoe - Truckee Region
Luxury Real Estate Market Report
2020 Vs. 2019

YEAR END LUXURY SALES (January - December)

SINGLE FAMILY HOMES

TOTAL LUXURY MARKET SUMMARY > \$1,000,000

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2020	2019	% Change
Units Sold	604	295	104.7%
Sales Volume	\$1,381,271,324	\$687,376,633	100.9%
Median Sales Price	\$1,680,000	\$1,600,000	5.0%
Average Sales Price	\$2,286,873	\$2,330,090	-1.9%
Units Sold (\$1,000,000 to \$2,499,999)	444	228	94.7%
Units Sold (\$2,500,000 to \$4,999,999)	111	44	152.3%
Units Sold (Over \$5,000,000)	49	23	113.0%
Days on Market (Median)	25	58	-56.9%
Days on Market (Average)	70	99	-29.3%

CONDOMINIUMS -TOWNHOMES

TOTAL LUXURY MARKET SUMMARY > \$1,000,000

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2020	2019	% Change
Units Sold	78	36	116.7%
Sales Volume	\$133,401,230	\$58,764,400	127.0%
Median Sales Price	\$1,535,000	\$1,512,250	1.5%
Average Sales Price	\$1,710,272	\$1,632,344	4.8%
Units Sold (\$1,000,000 to \$1,499,999)	35	16	118.8%
Units Sold (Over \$1,500,000)	43	20	115.0%
Days on Market (Median)	31	107	-71.0%
Days on Market (Average)	102	154	-33.8%

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NORTH LAKE TAHOE LUXURY MARKET SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

Statistics	2020	2019	% Change
Units Sold	161	73	120.5%
Sales Volume	\$356,912,902	\$196,696,418	81.5%
Median Sales Price	\$1,650,000	\$1,500,000	10.0%
Average Sales Price	\$2,216,850	\$2,694,471	-17.7%
Units Sold (\$1,000,000 to \$2,499,999)	123	58	112.1%
Units Sold (\$2,500,000 to \$4,999,999)	26	9	188.9%
Units Sold (Over \$5,000,000)	12	6	100.0%
Days on Market (Median)	19	58	-67.2%
Days on Market (Average)	63	105	-40.0%

CONDOMINIUMS -TOWNHOMES

NORTH LAKE TAHOE LUXURY MARKET SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

Statistics	2020	2019	% Change
Units Sold	18	10	80.0%
Sales Volume	\$38,545,880	\$17,050,000	126.1%
Median Sales Price	\$1,487,500	\$1,525,000	-2.5%
Average Sales Price	\$2,141,437	\$1,705,000	25.6%
Units Sold (\$1,000,000 to \$1,499,999)	9	5	80.0%
Units Sold (Over \$1,500,000)	9	5	80.0%
Days on Market (Median)	25	44	-43.2%
Days on Market (Average)	97	109	-11.0%

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TRUCKEE LUXURY MARKET SUMMARY (Areas 7-9)

Truckee - Glenshire - Martis Valley - Tahoe Donner - Donner Summit

Statistics	2020	2019	% Change
Units Sold	393	197	99.5%
Sales Volume	\$937,913,054	\$447,967,715	109.4%
Median Sales Price	\$1,700,000	\$1,648,867	3.1%
Average Sales Price	\$2,386,547	\$2,273,947	5.0%
Units Sold (\$1,000,000 to \$2,499,999)	274	149	83.9%
Units Sold (\$2,500,000 to \$4,999,999)	82	31	164.5%
Units Sold (Over \$5,000,000)	37	17	117.6%
Days on Market (Median)	24	53	-54.7%
Days on Market (Average)	65	94	-30.9%

CONDOMINIUMS -TOWNHOMES

TRUCKEE LUXURY MARKET SUMMARY (Areas 7-9)

Truckee - Glenshire - Martis Valley - Tahoe Donner - Donner Summit

Statistics	2020	2019	% Change
Units Sold	52	21	147.6%
Sales Volume	\$85,760,000	\$35,389,400	142.3%
Median Sales Price	\$1,580,000	\$1,600,000	-1.3%
Average Sales Price	\$1,649,230	\$1,685,209	-2.1%
Units Sold (\$1,000,000 to \$1,499,999)	18	6	200.0%
Units Sold (Over \$1,500,000)	34	15	126.7%
Days on Market (Median)	25	152	-83.6%
Days on Market (Average)	90	164	-45.1%

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SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2020	2019	% Change
Units Sold	50	25	100.0%
Sales Volume	\$86,445,368	\$42,712,500	102.4%
Median Sales Price	\$1,665,000	\$1,450,000	14.8%
Average Sales Price	\$1,728,907	\$1,708,500	1.2%
Units Sold (\$1,000,000 to \$2,499,999)	47	21	123.8%
Units Sold (\$2,500,000 to \$4,999,999)	3	4	-25.0%
Units Sold (Over \$5,000,000)	0	0	0.0%
Days on Market (Median)	50	97	-48.5%
Days on Market (Average)	129	120	7.5%

CONDOMINIUMS - TOWNHOMES

SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2020	2019	% Change
Units Sold	8	5	60.0%
Sales Volume	\$9,095,350	\$6,325,000	43.8%
Median Sales Price	\$1,112,500	\$1,325,000	-16.0%
Average Sales Price	\$1,136,918	\$1,265,000	-10.1%
Units Sold (\$1,000,000 to \$1,499,999)	8	5	60.0%
Units Sold (Over \$1,500,000)	0	0	
Days on Market (Median)	47	226	-79.2%
Days on Market (Average)	187	204	-8.3%

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