



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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