

# Year End Market Report 2018

# LAKE TAHOE & TRUCKEE

## Lake Tahoe Basin – Single Family

(Excluding lakefront)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	303	318	-5%
Med. Sold \$	\$665,000	\$630,000	6%
Avg. Sold \$	\$830,974	\$705,606	18%
Total Volume	\$251,785,384	\$224,382,761	12%
Average DOM*	64	72	-11%

## Lake Tahoe Basin – Condo/Townhome

(Excluding lakefront & lakefront condo project)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	66	84	-21%
Med. Sold \$	\$381,000	\$365,000	4%
Avg. Sold \$	\$383,034	\$363,684	5%
Total Volume	\$25,280,250	\$30,549,500	-17%
Average DOM*	44	56	-21%

## Lake Tahoe Basin – Single Family Lakefront

(Lakefront & Split Lakefront)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	30	28	7%
Med. Sold \$	\$4,042,500	\$3,500,000	16%
Avg. Sold \$	\$7,386,297	\$4,496,892	64%
Total Volume	\$221,588,913	\$125,913,000	76%
Average DOM*	149	156	-4%

## Lake Tahoe Basin – Condo/Townhome Lakefront

(Lakefront & Lakefront Condo Project)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	36	46	-22%
Med. Sold \$	\$839,500	\$987,500	-15%
Avg. Sold \$	\$1,092,996	\$1,098,714	-1%
Total Volume	\$39,347,860	\$50,540,875	-22%
Average DOM*	112	115	-3%

## Ski Areas – Single Family

(Alpine Meadows, Squaw Valley, Northstar)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	57	84	-32%
Med. Sold \$	\$1,110,000	\$1,031,250	8%
Avg. Sold \$	\$1,333,673	\$1,268,169	5%
Total Volume	\$76,019,400	\$105,258,100	-28%
Average DOM*	155	163	-5%

## Ski Areas – Condo/Townhome

(Alpine Meadows, Squaw Valley, Northstar)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	122	135	-10%
Med. Sold \$	\$485,000	\$470,000	3%
Avg. Sold \$	\$664,828	\$551,698	21%
Total Volume	\$81,109,084	\$74,479,264	9%
Average DOM*	166	172	-3%

\*DOM = Days on Market



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## Truckee Area – Single Family (Excluding Northstar)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	663	699	-5%
Med. Sold \$	\$720,000	\$645,000	12%
Avg. Sold \$	\$1,165,919	\$992,382	17%
Total Volume	\$773,004,841	\$693,675,585	11%
Average DOM*	55	62	-11%

## Truckee Area – Condo/Townhome (Excluding Northstar)

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	84	126	-33%
Med. Sold \$	\$423,000	\$389,500	9%
Avg. Sold \$	\$475,082	\$460,291	3%
Total Volume	\$39,906,900	\$57,996,722	-31%
Average DOM*	54	64	-16%

## Incline Village – Single Family

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	230	214	7%
Med. Sold \$	\$1,213,750	\$1,050,000	16%
Avg. Sold \$	\$1,672,930	\$1,634,693	2%
Total Volume	\$384,774,002	\$349,824,302	10%
Average DOM*	176	177	-1%

## Incline Village – Condo/Townhome

	2018 Year End	2017 Year End	Yearly % Difference
Total Units Sold	185	204	-9%
Med. Sold \$	\$540,000	\$442,250	22%
Avg. Sold \$	\$589,642	\$512,703	15%
Total Volume	\$109,083,786	\$104,591,406	4%
Average DOM*	114	126	-10%

\*DOM = Days on Market

### Quarterly Comparison All Tahoe-Truckee SFR's

	2017 Oct-Dec	2018 Jan-Mar	2018 Apr-Jun	2018 Jul-Sep	2018 Oct-Dec
Total Units Sold	368	195	233	369	282
Med. Sold \$	\$680,000	\$675,000	\$735,000	\$719,000	\$735,750
Avg. Sold \$	\$982,155	\$1,202,128	\$1,411,523	\$1,170,090	\$1,211,902
Total Volume	\$360,451,226	\$234,415,089	\$328,885,064	\$431,763,465	\$341,756,370
Avg DOM	79	85	66	47	76
<b>Median Price Change</b>		-1%	+9%	-2%	+2%



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### NEIGHBORHOOD FOCUS

Each quarter we focus on select neighborhoods to see how they stand in relation to the larger market.

<b>Northstar SFR Report</b>					
Northstar SFR	2018 Year End	2017 Year End	Ski Areas SFR <i>incl</i> Northstar (2018)	Ski Areas SFR <i>w/o</i> Northstar (2018)	Northstar % of Ski Areas SFR
Total Units Sold	32	38	57	25	56% of units
Med. Sold \$	\$1,085,000	\$1,107,500	\$1,110,000	\$1,200,000	
Avg. Sold \$	\$1,373,781	\$1,439,905	\$1,333,673	\$1,282,336	
Total Volume	\$43,961,000	\$54,716,400	\$76,019,400	\$32,058,400	58% of \$\$

<b>Donner Summit SFR Report</b>					
Donner Summit SFR	2018 Year End	2017 Year End	Truckee SFR <i>incl</i> Donner Summit (2018)	Truckee SFR <i>w/o</i> Donner Summit (2018)	Donner Summit % of Truckee SFR
Total Units Sold	68	74	663	595	10% of units
Med. Sold \$	\$493,000	\$490,000	\$720,000	\$735,000	
Avg. Sold \$	\$626,183	\$590,098	\$1,165,919	\$1,227,603	
Total Volume	\$42,580,500	\$43,667,300	\$773,004,841	\$730,424,341	5.5% of \$\$

<b>Lahontan SFR Report</b>					
Lahontan SFR	2018 Year End	2017 Year End	Truckee SFR <i>incl</i> Lahontan (2018)	Truckee SFR <i>w/o</i> Lahontan (2018)	Lahontan % of Truckee SFR
Total Units Sold	27	16	663	636	4% of units
Med. Sold \$	\$2,195,000	\$2,387,500	\$720,000	\$701,500	
Avg. Sold \$	\$2,336,644	\$2,310,781	\$1,165,919	\$1,116,219	
Total Volume	\$63,089,400	\$36,972,500	\$773,004,841	\$709,915,441	8% of \$\$

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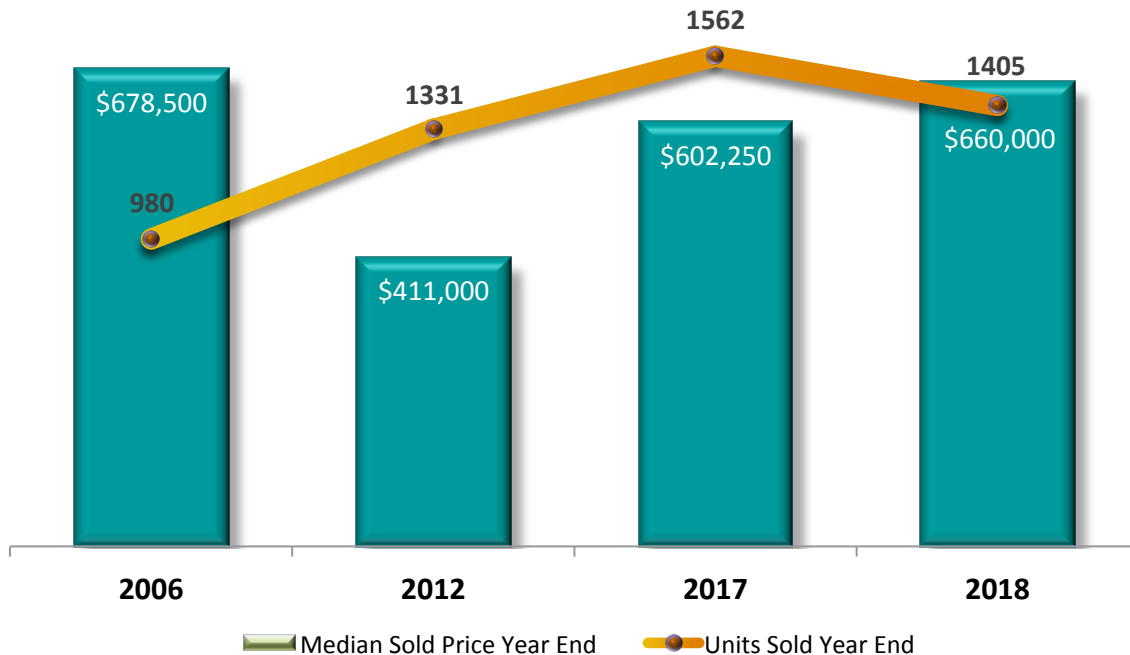
# LAKE TAHOE & TRUCKEE

<b>Truckee-North Tahoe All Areas, Single Family and Condo/Townhome</b>					
	2018 Year End	2017 Year End	2012* Year End	2006** Year End	% Difference 2006 to 2018
Total Units Sold	1405	1562	1331	980	43%
Med. Sold \$	\$660,000	\$602,250	\$411,000	\$678,500	-3%
Avg. Sold \$	\$1,090,915	\$887,455	\$616,161	\$905,481	20%
Total Volume	\$1,532,735,582	\$1,385,317,637	\$820,111,421	\$884,655,114	73%
Average DOM	73	83	123	99	-26%

\*2012 is widely agreed upon as the low-point of the market in the years surrounding the recession

\*\*2006 is widely agreed upon as the historical high-point of the market

## Year End Median Price vs. Units Sold, Highs & Lows\*



\*Data as per Tahoe Sierra MLS Areas 1-9TD, SFR & CT

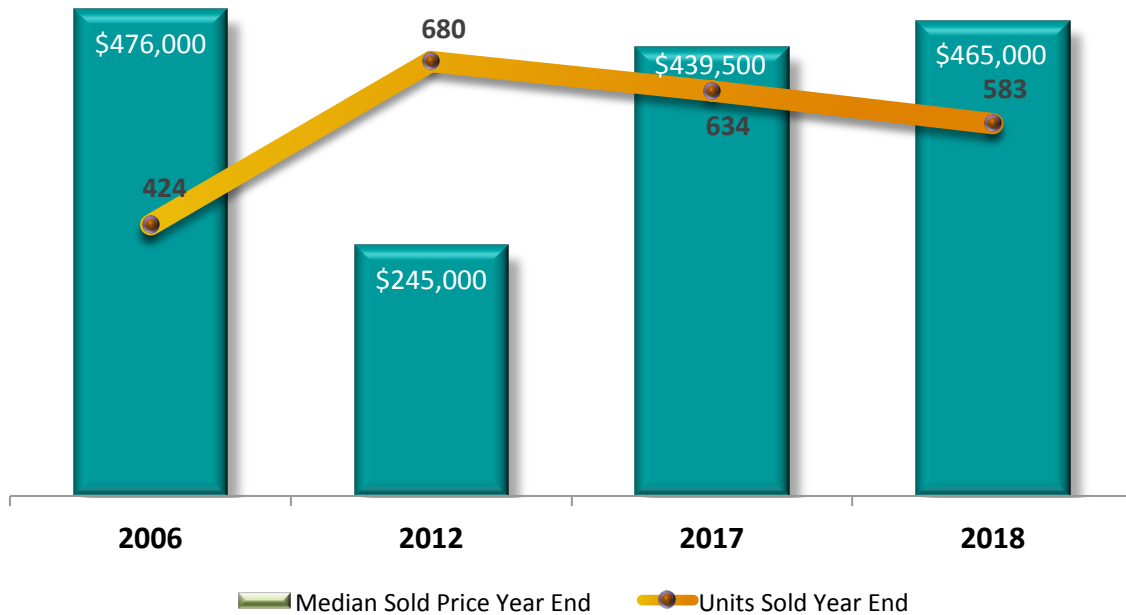


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<b>South Lake Tahoe &amp; Meyers, Single Family Homes</b>					
	2018 Year End	2017 Year End	2012 Year End	2006 Year End	% Difference 2006 to 2018
Total Units Sold	583	634	680	424	38%
Med. Sold \$	\$465,000	\$439,500	\$245,000	\$476,000	-2%
Avg. Sold \$	\$548,900	\$532,098	\$326,160	\$569,038	-4%
Total Volume	\$320,008,912	\$337,350,305	\$221,788,854	\$241,272,011	33%
Average DOM	103	106	150	130	-21%

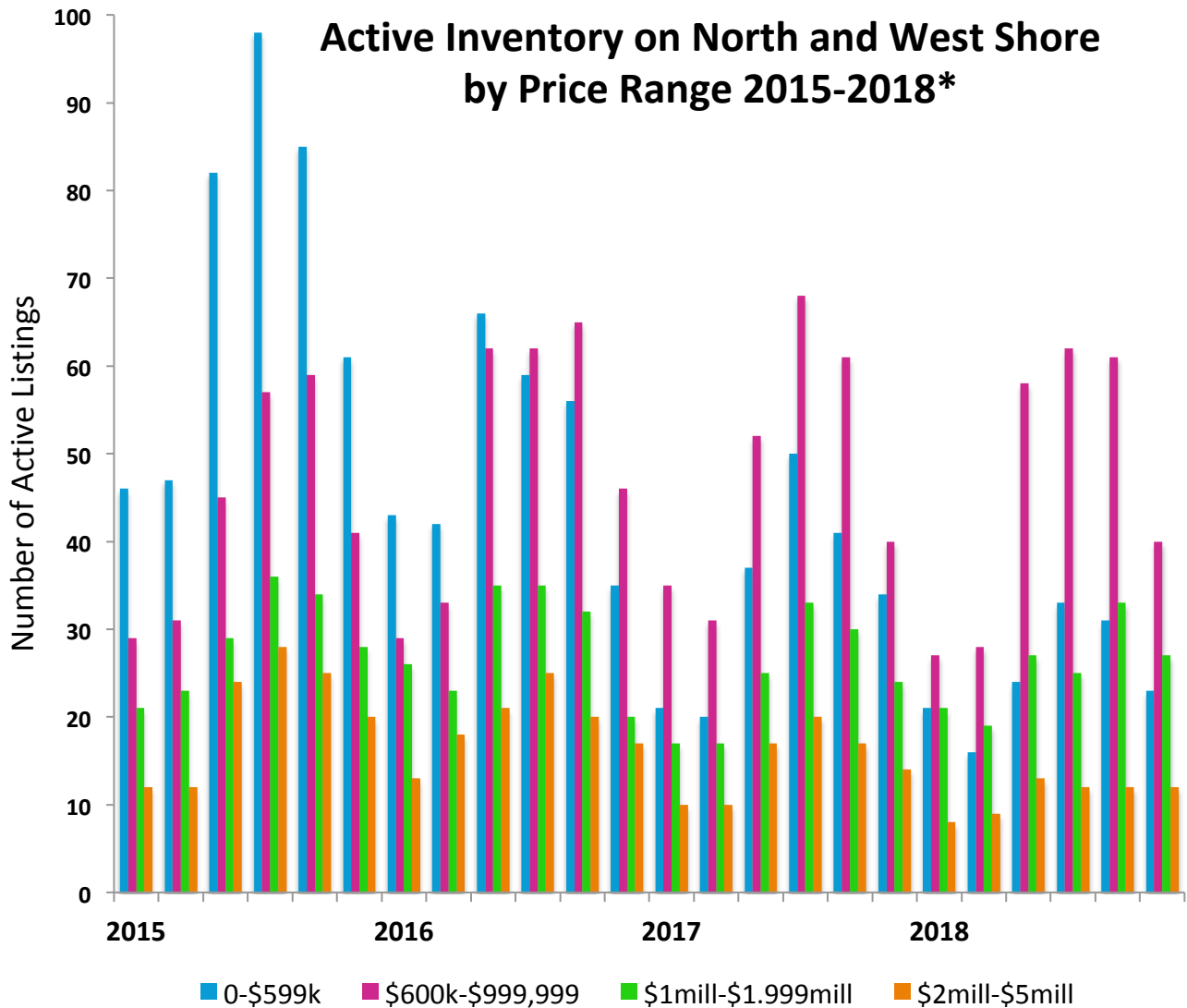
**South Lake Year End Median Price vs. Units Sold,  
Highs & Lows\***



\*Data as per South Tahoe MLS cities of South Lake & Meyers SFR's



# LAKE TAHOE & TRUCKEE



\*Data as per Tahoe Sierra MLS Areas 1-5, Single Family Residences