

YEAR END MARKET REPORT 2019

LAKE TAHOE & TRUCKEE

North & West Shores – Single Family

(Excluding lakefront)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	294	303	-3%
Med. Sold \$	\$715,000	\$665,000	8%
Avg. Sold \$	\$817,774	\$830,974	-2%
Total Volume	\$240,425,798	\$251,785,384	-5%
Average DOM*	74	64	16%

North & West Shores – Condo/Townhome

(Excluding lakefront & lakefront condo project)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	71	67	6%
Med. Sold \$	\$349,000	\$375,000	-7%
Avg. Sold \$	\$359,578	\$381,421	-6%
Total Volume	\$25,530,090	\$25,555,250	0%
Average DOM*	63	44	43%

North & West Shores – Single Family Lakefront

(Lakefront & Split Lakefront)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	16	30	-47%
Med. Sold \$	\$4,300,000	\$4,042,500	6%
Avg. Sold \$	\$7,401,200	\$7,386,297	0%
Total Volume	\$111,018,000	\$221,588,913	-50%
Average DOM*	136	149	-9%

North & West Shores – Condo/Townhome Lakefront

(Lakefront & Lakefront Condo Project)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	26	36	-28%
Med. Sold \$	\$892,500	\$839,500	6%
Avg. Sold \$	\$997,557	\$1,092,996	-9%
Total Volume	\$25,936,500	\$39,347,860	-34%
Average DOM*	90	112	-20%

Ski Areas – Single Family

(Alpine Meadows, Squaw Valley, Northstar)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	73	57	28%
Med. Sold \$	\$1,190,000	\$1,110,000	7%
Avg. Sold \$	\$1,305,000	\$1,333,673	-2%
Total Volume	\$95,265,000	\$76,019,400	25%
Average DOM*	110	155	-29%

Ski Areas – Condo/Townhome

(Alpine Meadows, Squaw Valley, Northstar)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	130	123	6%
Med. Sold \$	\$465,000	\$485,000	-4%
Avg. Sold \$	\$632,901	\$663,366	-5%
Total Volume	\$82,277,150	\$81,109,084	1%
Average DOM*	136	166	-18%



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Truckee Area – Single Family (Excluding Northstar)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	633	663	-5%
Med. Sold \$	\$725,000	\$720,000	1%
Avg. Sold \$	\$1,118,595	\$1,165,919	-4%
Total Volume	\$705,833,486	\$773,004,841	-9%
Average DOM*	56	55	2%

Truckee Area – Condo/Townhome (Excluding Northstar)

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	110	84	31%
Med. Sold \$	\$424,950	\$423,000	0%
Avg. Sold \$	\$499,975	\$475,082	5%
Total Volume	\$54,997,359	\$39,906,900	38%
Average DOM*	49	54	-9%

Incline Village – Single Family

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	188	205	-8%
Med. Sold \$	\$1,400,000	\$1,350,000	4%
Avg. Sold \$	\$1,980,940	\$1,924,269	3%
Total Volume	\$372,416,763	\$394,475,227	-6%
Average DOM*	172	172	0%

Incline Village – Condominium

	2019 Year End	2018 Year End	Yearly % Difference
Units Sold	164	185	-11%
Med. Sold \$	\$552,500	\$540,000	2%
Avg. Sold \$	\$632,122	\$589,680	7%
Total Volume	\$103,668,088	\$109,083,786	-5%
Average DOM*	101	114	-11%

ALL TRUCKEE-TAHOE MARKET OVERVIEW

<i>Truckee-Tahoe All Areas, Single Family and Condo/Townhome</i>							
	2019 Year End	2018 Year End	2017 Year End	2012* Year End	2006** Year End	% Difference 2018 to 2019	% Difference 2006 to 2019
Units Sold	1390	1407	1562	1331	980	-1%	42%
Med. Sold \$	\$668,000	\$660,000	\$602,250	\$411,000	\$678,500	1%	-2%
Avg. Sold \$	\$980,500	\$1,089,872	\$887,455	\$616,161	\$905,481	-10%	8%
Total Volume	\$1,359,954,633	\$1,533,450,582	\$1,385,317,637	\$820,111,421	\$884,655,114	-11%	54%
Average DOM*	72	73	83	123	99	-1%	-27%

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

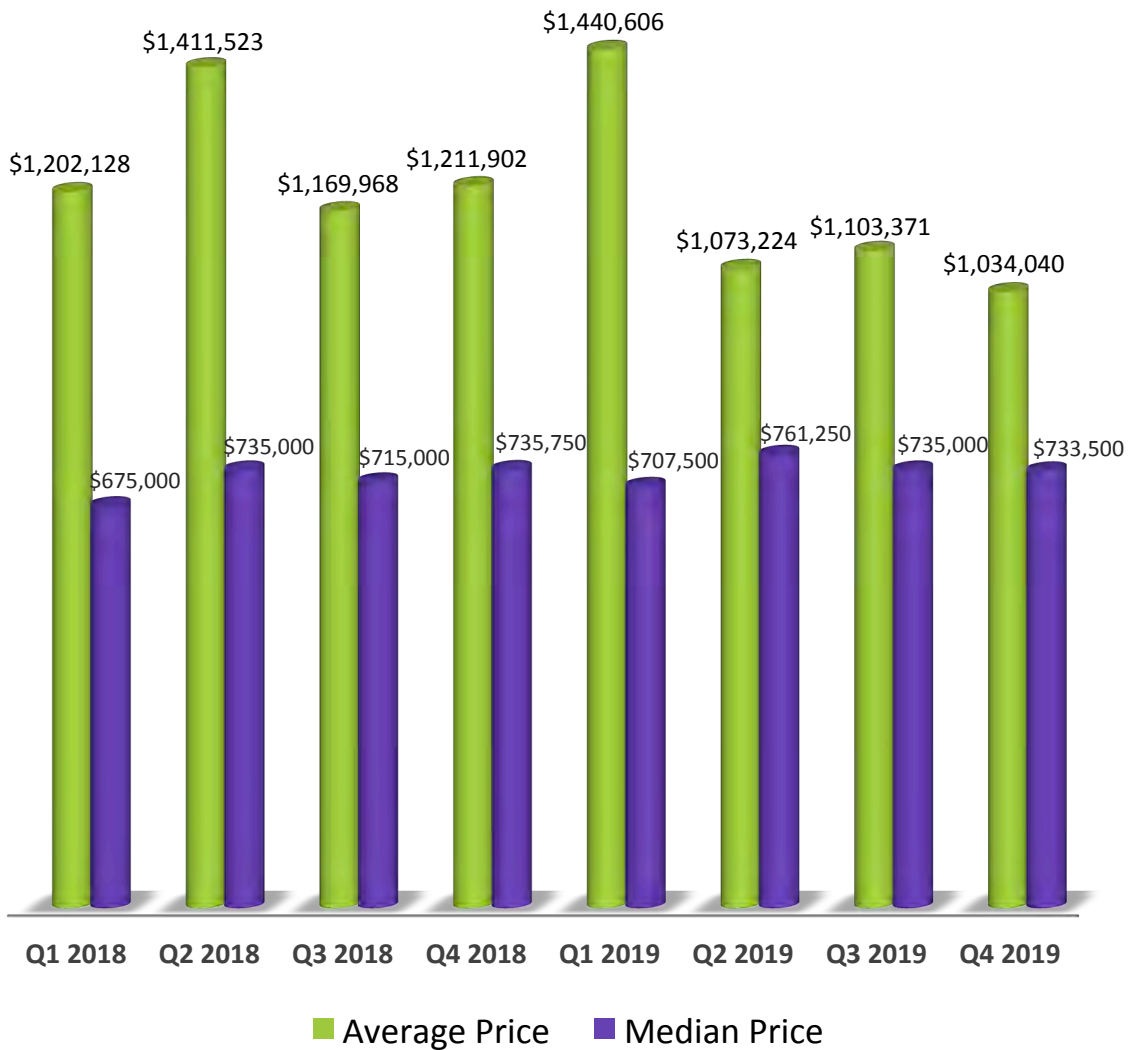
**2006 is widely agreed upon as the historical high-point of the market



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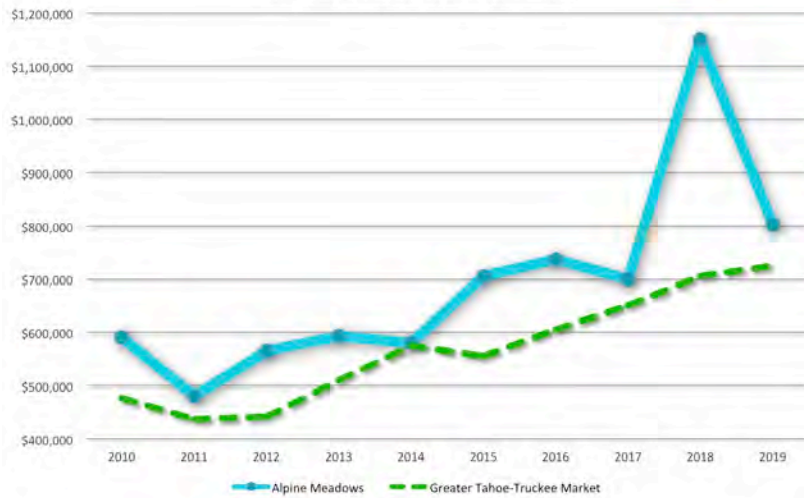
**Average and Median Single Family Sale Prices by Quarter
All Tahoe-Truckee SFR's**



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LAKE TAHOE & TRUCKEE

Alpine Meadows Median Price Single Family Homes



Donner Lake Median Price Single Family Homes



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Information obtained from Tahoe Sierra MLS and Incline Village MLS

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LAKE TAHOE & TRUCKEE

Donner Summit

Median Price Single Family Homes



Lahontan

Median Price Single Family Homes



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LAKE TAHOE & TRUCKEE

Martis Camp
Median Price Single Family Homes



North Shore Lake Tahoe
Median Price Single Family Homes
(excluding lakefronts)



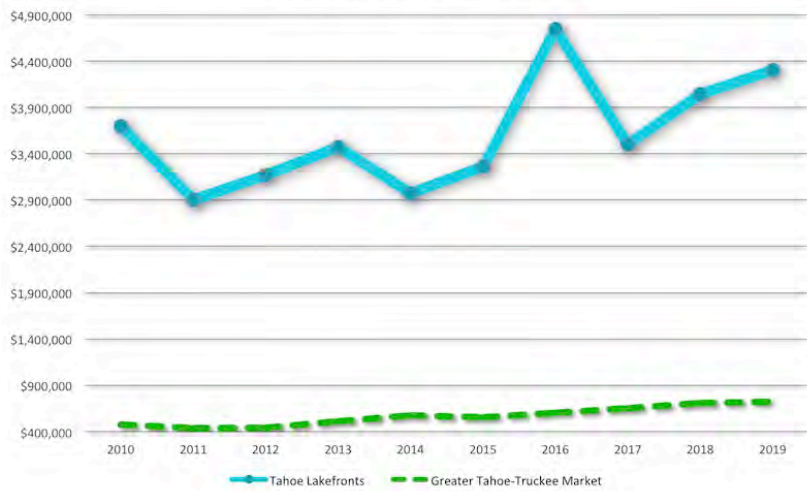
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North & West Shore Lakefronts Median Price Single Family Homes



Northstar

Median Price Single Family Homes

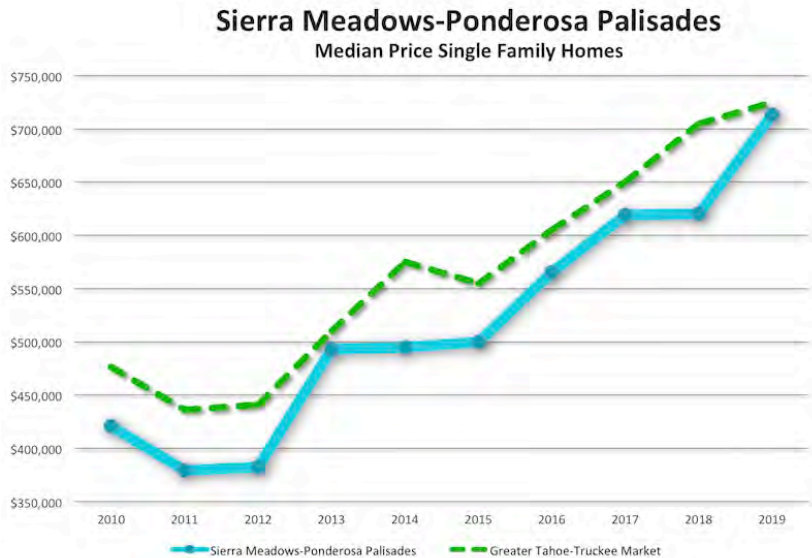
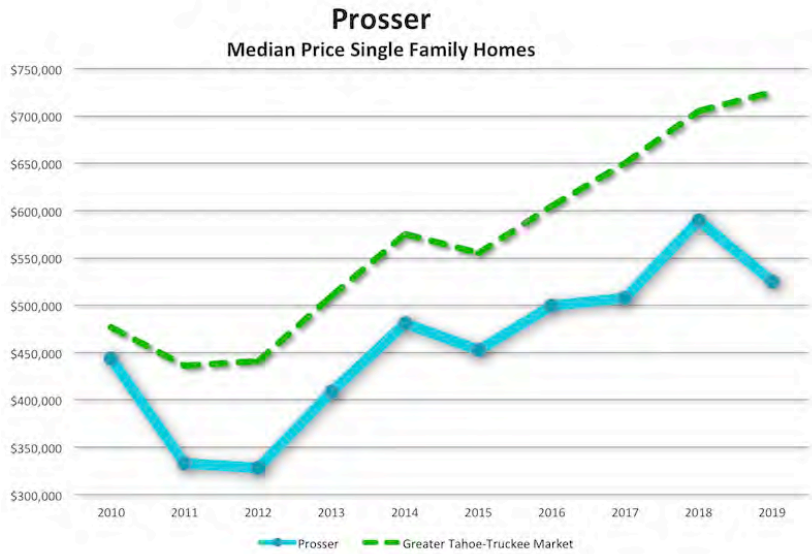


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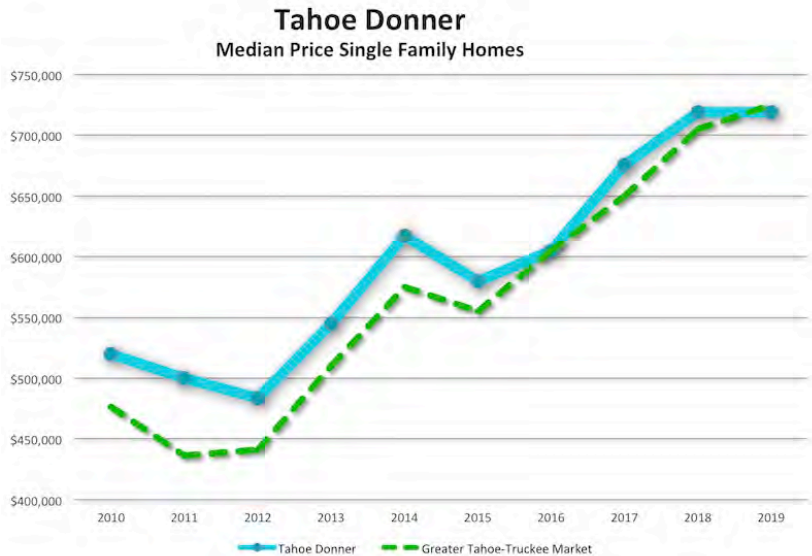
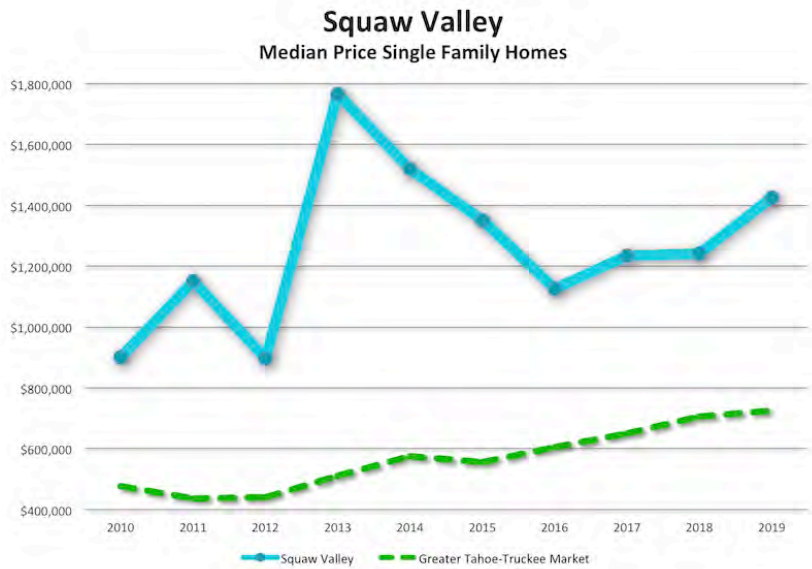


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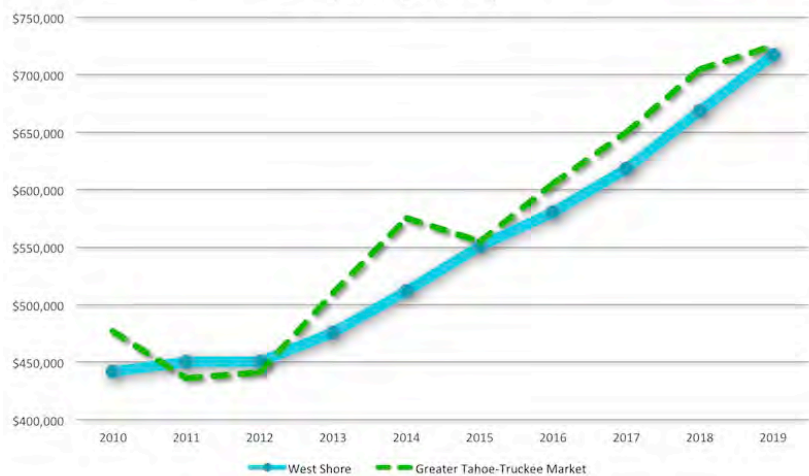
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LAKE TAHOE & TRUCKEE

Truckee Central
(including Armstrong Tract)
Median Price Single Family Homes



West Shore Lake Tahoe
Median Price Single Family Homes
(excluding lakefronts)



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