

LAKE TAHOE & TRUCKEE

THIRD QUARTER MARKET REPORT 2022

North & West Shores Lake Tahoe – Single Family

(Excluding lakefront)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	174	256	-32%
Med. Sold \$	\$1,091,500	\$1,060,000	3%
Avg. Sold \$	\$1,302,685	\$1,334,777	-2%
Total Volume	\$226,667,275	\$341,702,978	-34%
Average DOM*	32	31	3%

North & West Shores Lake Tahoe – Condo/Townhome

(Excluding lakefront & lakefront condo project)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	27	43	-37%
Med. Sold \$	\$675,000	\$625,000	8%
Avg. Sold \$	\$658,768	\$673,376	-2%
Total Volume	\$17,786,750	\$28,955,193	-39%
Average DOM*	34	16	113%

North & West Shores – Single Family Lakefront

(Lakefront & Split Lakefront)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	12	20	-40%
Med. Sold \$	\$4,600,000	\$7,543,000	-39%
Avg. Sold \$	\$9,130,366	\$8,122,612	12%
Total Volume	\$109,564,400	\$162,452,250	-33%
Average DOM*	59	79	-25%

North & West Shores – Condo/Townhome Lakefront

(Lakefront & Lakefront Condo Project)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	16	16	0%
Med. Sold \$	\$1,620,000	\$1,020,000	59%
Avg. Sold \$	\$1,456,318	\$1,354,437	8%
Total Volume	\$23,301,100	\$21,671,000	8%
Average DOM*	30	42	-29%

Ski Areas – Single Family

(Palisades, Alpine Meadows & Northstar)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	42	61	-31%
Med. Sold \$	\$1,880,000	\$1,550,000	21%
Avg. Sold \$	\$2,223,750	\$1,838,113	21%
Total Volume	\$93,397,505	\$112,124,898	-17%
Average DOM*	51	49	4%

Ski Areas – Condo/Townhome

(Palisades, Alpine Meadows & Northstar)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	88	181	-51%
Med. Sold \$	\$783,750	\$645,000	22%
Avg. Sold \$	\$965,771	\$809,049	19%
Total Volume	\$84,987,931	\$146,437,983	-42%
Average DOM*	47	91	-48%



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Information obtained from Tahoe Sierra MLS and Incline Village MLS *DOM* = Days on Market

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Truckee Area – Single Family

(Excluding Northstar)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	470	563	-17%
Med. Sold \$	\$1,249,500	\$1,147,500	9%
Avg. Sold \$	\$1,907,050	\$1,764,655	8%
Total Volume	\$896,313,534	\$991,736,132	-10%
Average DOM*	24	22	9%

Truckee Area – Condo/Townhome

(Excluding Northstar)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	61	84	-27%
Med. Sold \$	\$650,000	\$615,000	6%
Avg. Sold \$	\$872,243	\$769,496	13%
Total Volume	\$53,206,854	\$64,637,742	-18%
Average DOM*	19	21	-10%

Incline Village – Single Family/Townhome

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	115	183	-37%
Med. Sold \$	\$2,500,000	\$2,000,000	25%
Avg. Sold \$	\$3,146,243	\$3,137,208	0%
Total Volume	\$361,817,888	\$574,109,003	-37%
Average DOM*	92	86	7%

Incline Village – Condominium

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	107	159	-33%
Med. Sold \$	\$998,000	\$785,000	27%
Avg. Sold \$	\$1,160,122	\$1,005,598	15%
Total Volume	\$124,133,050	\$159,890,087	-22%
Average DOM*	75	60	25%

South Lake Tahoe – Single Family

(Including Meyers)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	438	512	-14%
Med. Sold \$	\$728,000	\$729,000	0%
Avg. Sold \$	\$915,357	\$892,357	3%
Total Volume	\$400,926,378	\$456,886,668	-12%
Average DOM*	66	68	-3%

South Lake Tahoe – Condo/Townhome

(Including Meyers)

	2022 Jan-Sept	2021 Jan-Sept	Yearly % Difference
Total Units Sold	59	75	-21%
Med. Sold \$	\$524,000	\$440,000	19%
Avg. Sold \$	\$624,643	\$573,767	9%
Total Volume	\$36,853,913	\$43,032,550	-14%
Average DOM*	75	62	21%



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THIRD QUARTER MARKET REPORT 2022

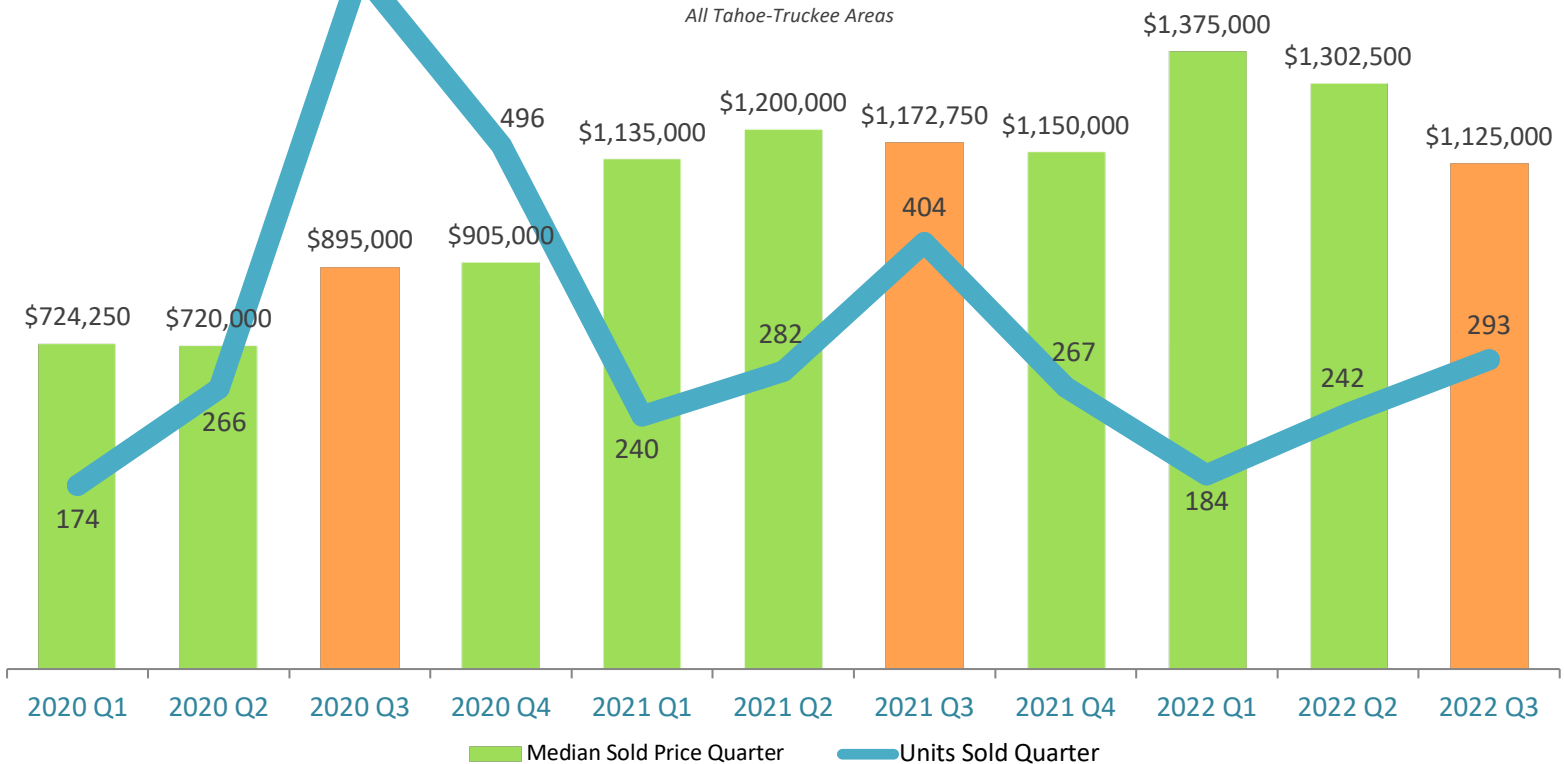
Quarterly Comparison All Tahoe-Truckee Single Family Homes

	2021 Jan-Mar	2021 Apr-Jun	2021 Jul-Sep	2021 Oct-Dec	2022 Jan-Mar	2022 Apr-Jun	2022 Jul-Sep
Total Units Sold	240	282	404	267	184	242	293
Med. Sold \$	\$1,135,000	\$1,200,000	\$1,172,750	\$1,150,000	\$1,375,000	\$1,302,500	\$1,125,000
Avg. Sold \$	\$1,892,028	\$1,662,116	\$1,782,957	\$1,752,635	\$2,363,205	\$1,772,643	\$1,562,995
Total Volume	\$452,194,731	\$468,716,773	\$720,314,754	\$467,953,779	\$434,829,903	\$428,979,683	\$457,957,728
Avg DOM*	43	24	20	31	42	18	27
Med Price Change		6%	-2%	-2%	20%	-5%	-14%

Single Family Home Median Price & Units Sold by Quarter

2020-2022

All Tahoe-Truckee Areas



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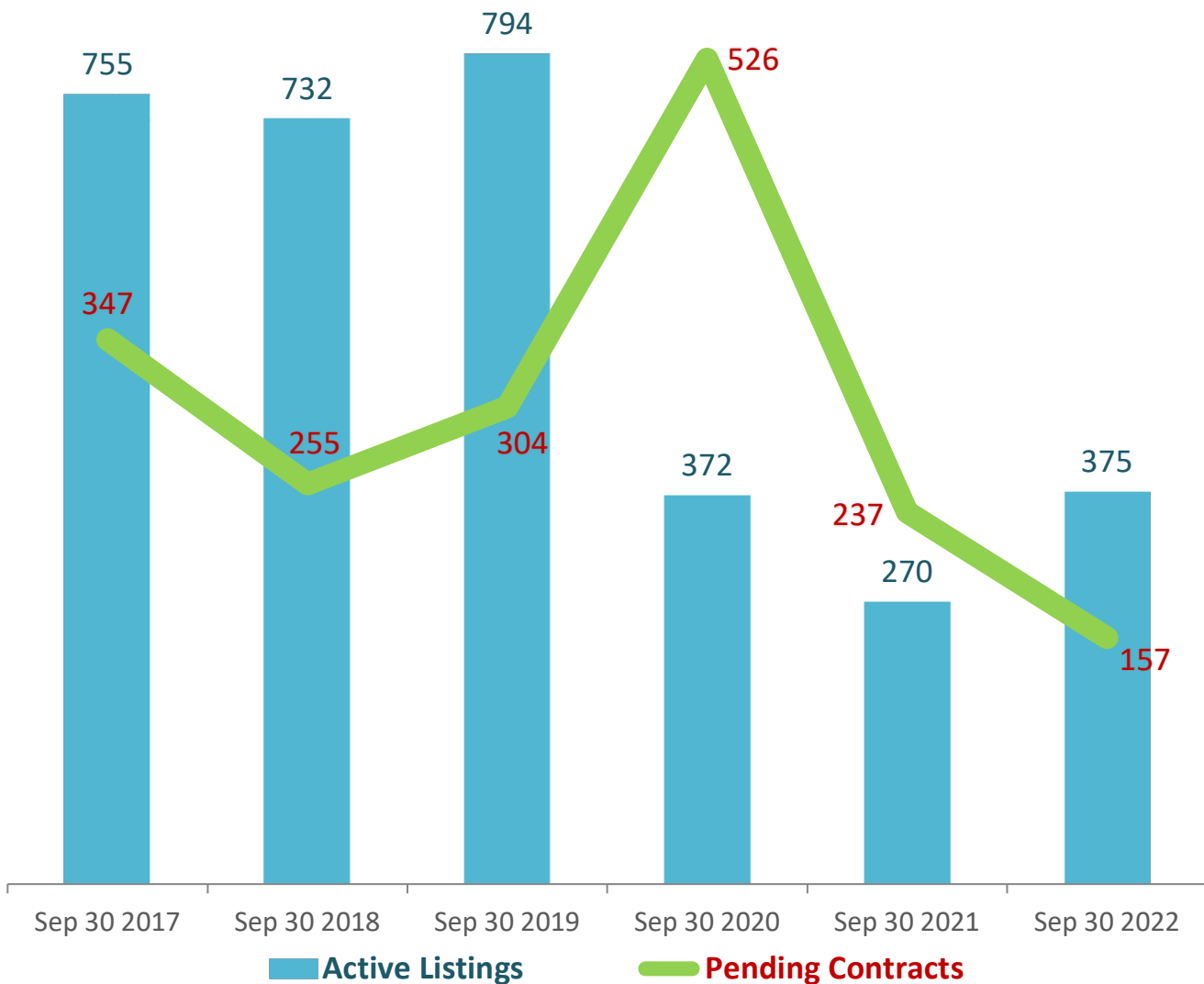
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THIRD QUARTER MARKET REPORT 2022

Active Listings and Pending Contracts on September 30th

All Tahoe Sierra MLS areas, all residential property types



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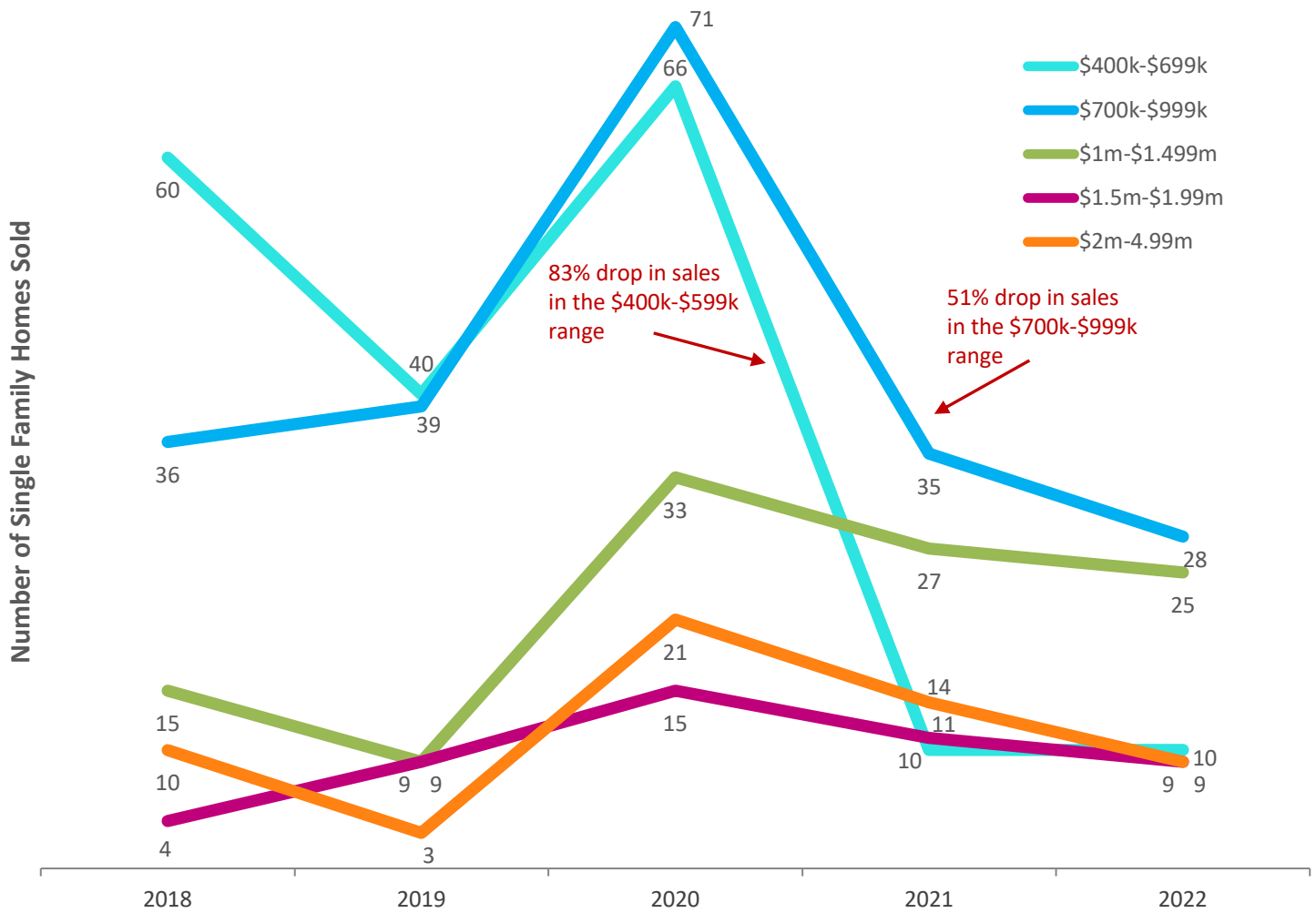
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Lake Tahoe North & West Shore
Single Family Home Unit Sales by Price Range
<\$5 million, Third Quarter, 2018-2022



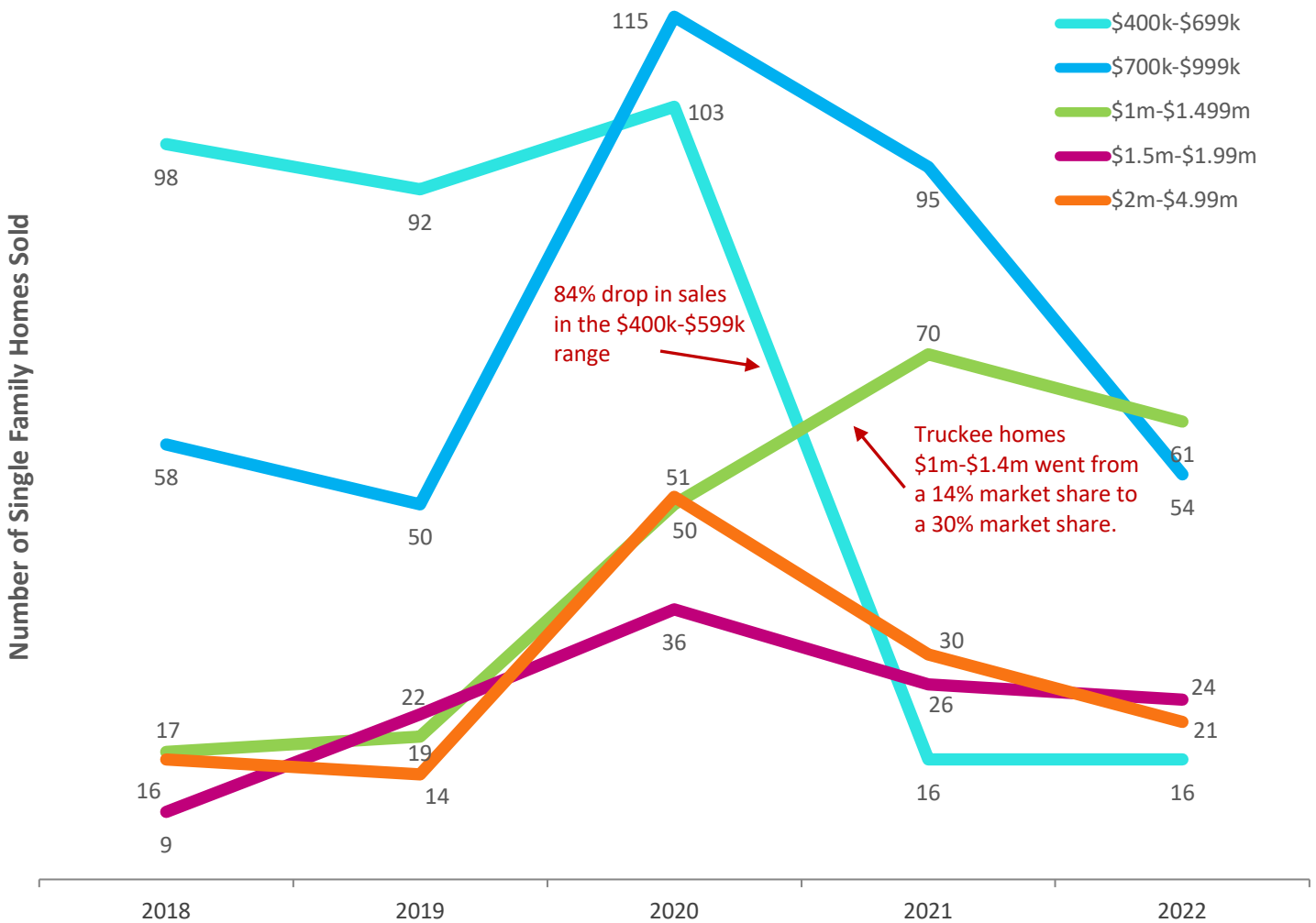
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Truckee Area
Single Family Home Unit Sales by Price Range
<\$5 million, Third Quarter, 2018-2022



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