

LAKE TAHOE & TRUCKEE

SECOND QUARTER MARKET REPORT 2023

North & West Shores Lake Tahoe – Single Family (Excluding lakefront)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 66 | 92 | -28% |
| Med. Sold \$ | \$1,225,000 | \$1,150,000 | 7% |
| Avg. Sold \$ | \$1,323,790 | \$1,345,918 | -2% |
| Total Volume | \$87,370,150 | \$123,824,500 | -29% |
| Average DOM* | 56 | 30 | 87% |

North & West Shores Lake Tahoe – Condo/Townhome (Excluding lakefront & lakefront condo project)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 35 | 19 | 84% |
| Med. Sold \$ | \$641,000 | \$705,000 | -9% |
| Avg. Sold \$ | \$612,551 | \$608,828 | 1% |
| Total Volume | \$21,439,300 | \$12,935,750 | 66% |
| Average DOM* | 54 | 30 | 80% |

North & West Shores – Single Family Lakefront (Lakefront & Split Lakefront)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 3 | 11 | -73% |
| Med. Sold \$ | \$4,100,000 | \$4,555,000 | -10% |
| Avg. Sold \$ | \$4,166,666 | \$9,242,218 | -55% |
| Total Volume | \$12,500,000 | \$101,664,400 | -88% |
| Average DOM* | 55 | 63 | -13% |

North & West Shores – Condo/Townhome Lakefront (Lakefront & Lakefront Condo Project)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 12 | 13 | -8% |
| Med. Sold \$ | \$1,205,000 | \$1,399,000 | -14% |
| Avg. Sold \$ | \$1,466,666 | \$1,290,153 | 14% |
| Total Volume | \$17,600,000 | \$16,772,000 | 5% |
| Average DOM* | 40 | 19 | 111% |

Ski Areas – Single Family (Alpine Meadows, Squaw Valley, Northstar)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 16 | 26 | -38% |
| Med. Sold \$ | \$1,825,000 | \$2,162,500 | -16% |
| Avg. Sold \$ | \$2,596,531 | \$2,331,057 | 11% |
| Total Volume | \$41,544,500 | \$60,607,505 | -31% |
| Average DOM* | 106 | 65 | 63% |

Ski Areas – Condo/Townhome (Alpine Meadows, Squaw Valley, Northstar)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 43 | 60 | -28% |
| Med. Sold \$ | \$787,500 | \$831,250 | -5% |
| Avg. Sold \$ | \$1,192,552 | \$989,995 | 20% |
| Total Volume | \$51,279,775 | \$59,399,715 | -14% |
| Average DOM* | 39 | 40 | -3% |



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Truckee Area – Single Family (Excluding Northstar)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 153 | 283 | -46% |
| Med. Sold \$ | \$1,137,500 | \$1,307,000 | -13% |
| Avg. Sold \$ | \$1,933,389 | \$2,093,830 | -8% |
| Total Volume | \$295,808,526 | \$592,554,081 | -50% |
| Average DOM* | 51 | 24 | 113% |

Truckee Area – Condo/Townhome (Excluding Northstar)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 26 | 44 | -41% |
| Med. Sold \$ | \$747,500 | \$717,500 | 4% |
| Avg. Sold \$ | \$990,502 | \$864,758 | 15% |
| Total Volume | \$25,753,053 | \$38,049,354 | -32% |
| Average DOM* | 30 | 14 | 114% |

Incline Village – Single Family/Townhome

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 39 | 76 | -49% |
| Med. Sold \$ | \$2,375,000 | \$2,439,000 | -3% |
| Avg. Sold \$ | \$3,647,897 | \$3,163,406 | 15% |
| Total Volume | \$142,268,000 | \$240,418,866 | -41% |
| Average DOM* | 135 | 82 | 65% |

Incline Village – Condominium

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 40 | 75 | -47% |
| Med. Sold \$ | \$870,000 | \$950,000 | -8% |
| Avg. Sold \$ | \$1,081,658 | \$1,128,337 | -4% |
| Total Volume | \$43,266,323 | \$84,625,300 | -49% |
| Average DOM* | 108 | 74 | 46% |

South Lake Tahoe – Single Family (Including Meyers)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 138 | 280 | -51% |
| Med. Sold \$ | \$692,500 | \$788,444 | -12% |
| Avg. Sold \$ | \$846,814 | \$950,276 | -11% |
| Total Volume | \$116,860,330 | \$266,077,268 | -56% |
| Average DOM* | 85 | 63 | 35% |

South Lake Tahoe – Condo/Townhome (Including Meyers)

| | 2023 Jan-Jun | 2022 Jan-Jun | Yearly % Difference |
|------------------|-----------------|-----------------|------------------------|
| Total Units Sold | 23 | 37 | -38% |
| Med. Sold \$ | \$500,000 | \$512,500 | -2% |
| Avg. Sold \$ | \$658,217 | \$635,555 | 4% |
| Total Volume | \$15,139,000 | \$23,515,525 | -36% |
| Average DOM* | 86 | 85 | 1% |



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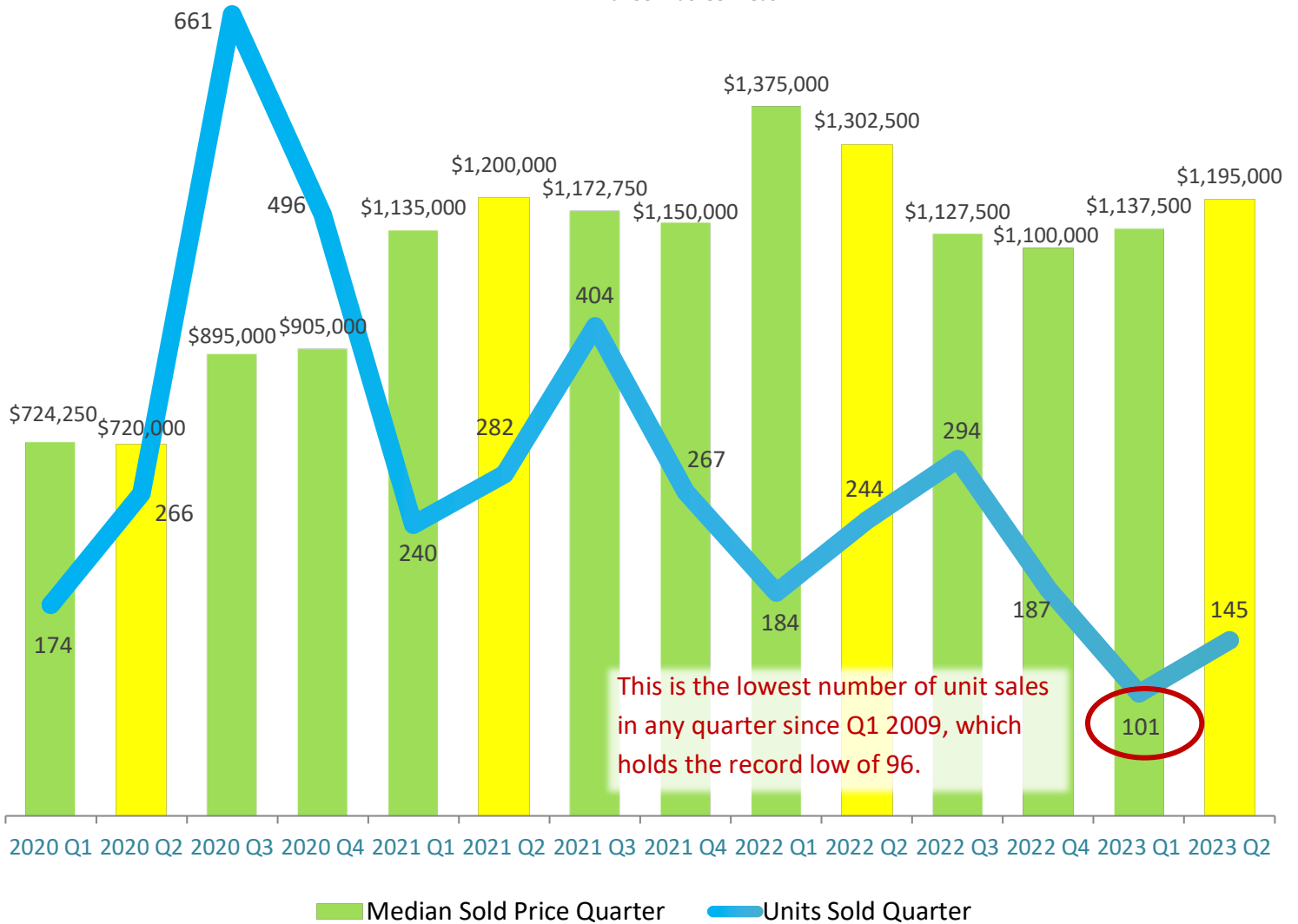
SECOND QUARTER MARKET REPORT 2023

Median Price & Units Sold by Quarter

Single Family Home

2020-2023

All Tahoe-Truckee Areas



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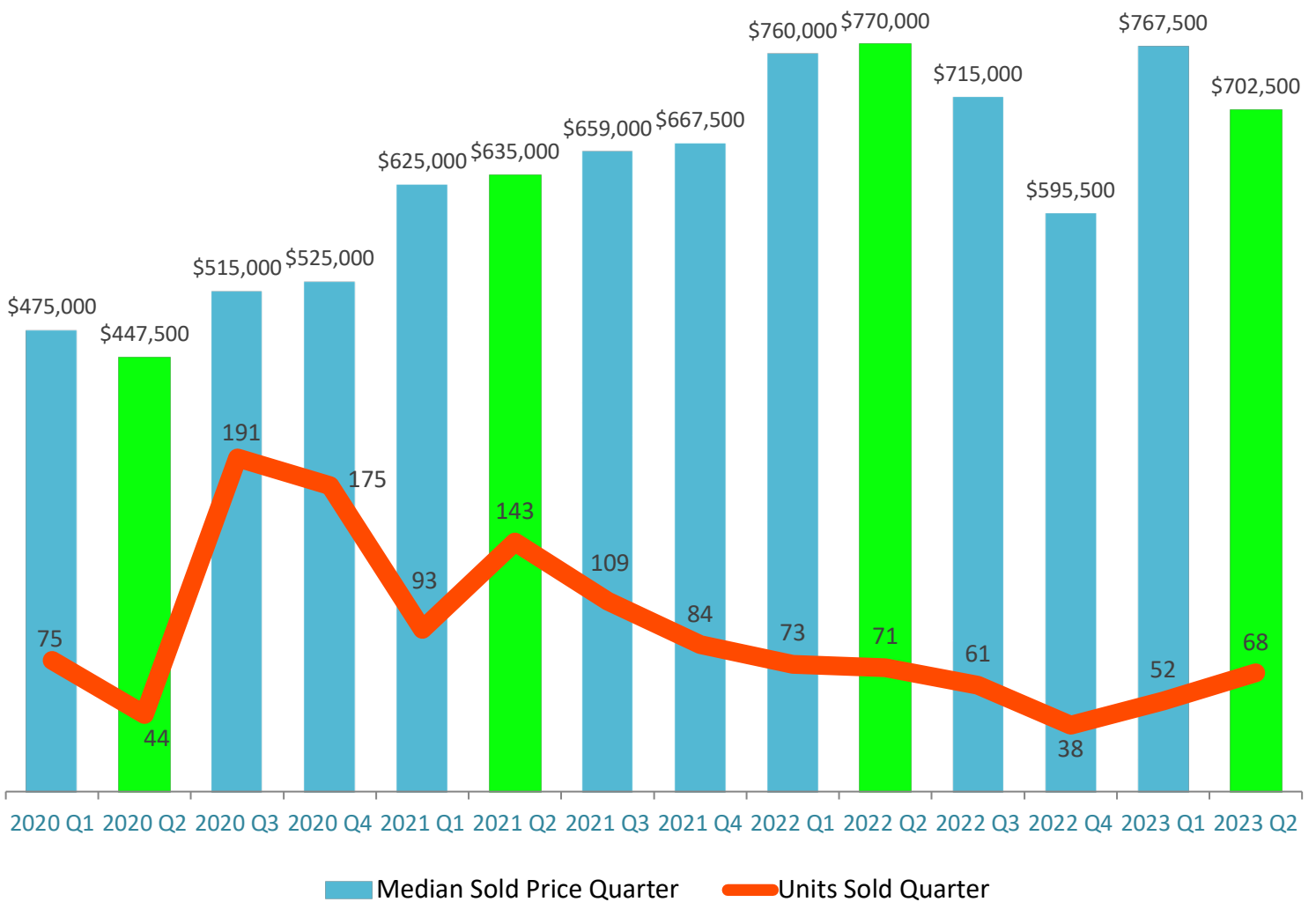
SECOND QUARTER MARKET REPORT 2023

Median Price & Units Sold by Quarter

Condominium/Townhome

2020-2023

All Tahoe-Truckee Areas



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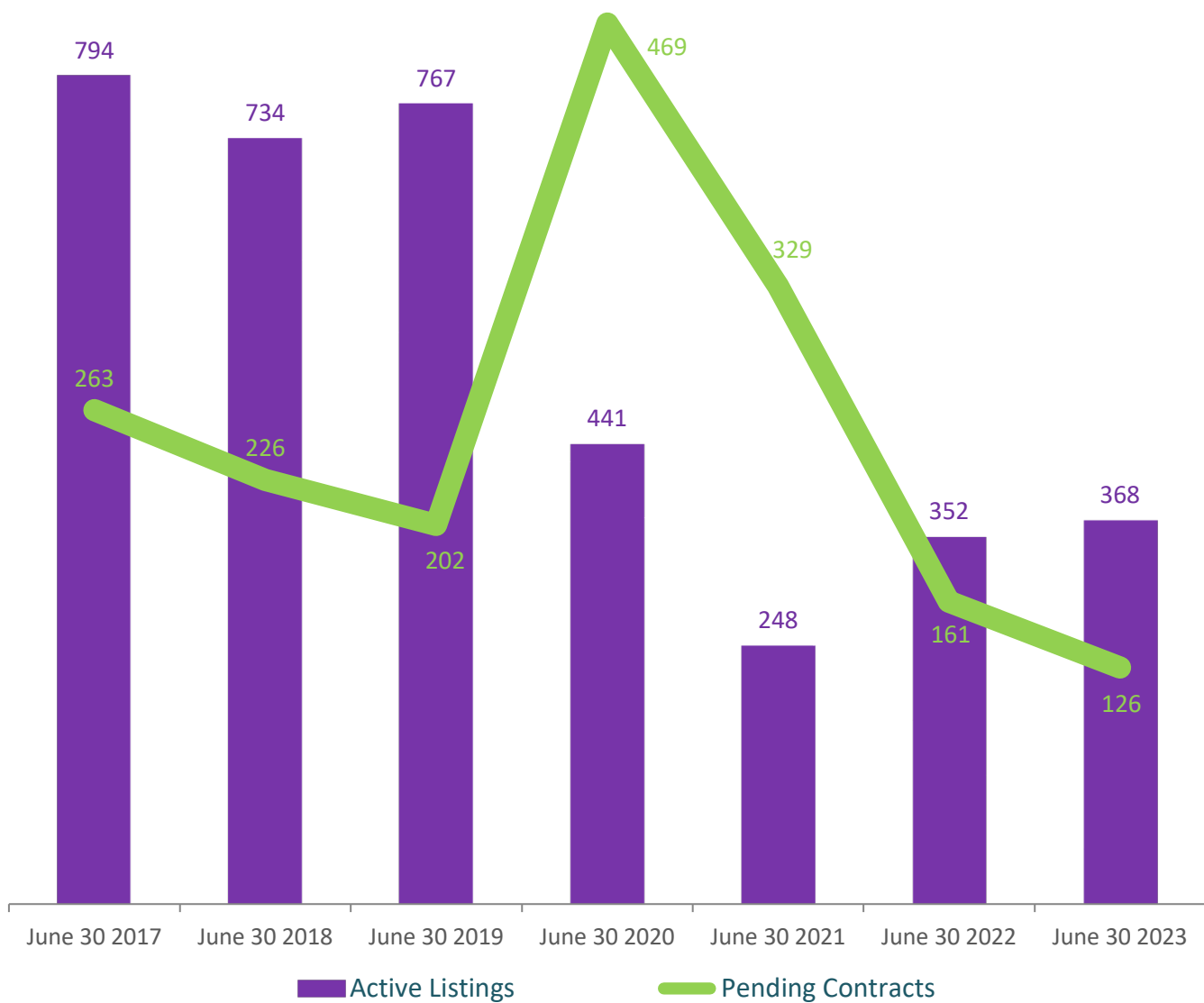
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SECOND QUARTER MARKET REPORT 2023

Active Listings and Pending Contracts on June 30th

All Tahoe-Truckee areas, all residential property types



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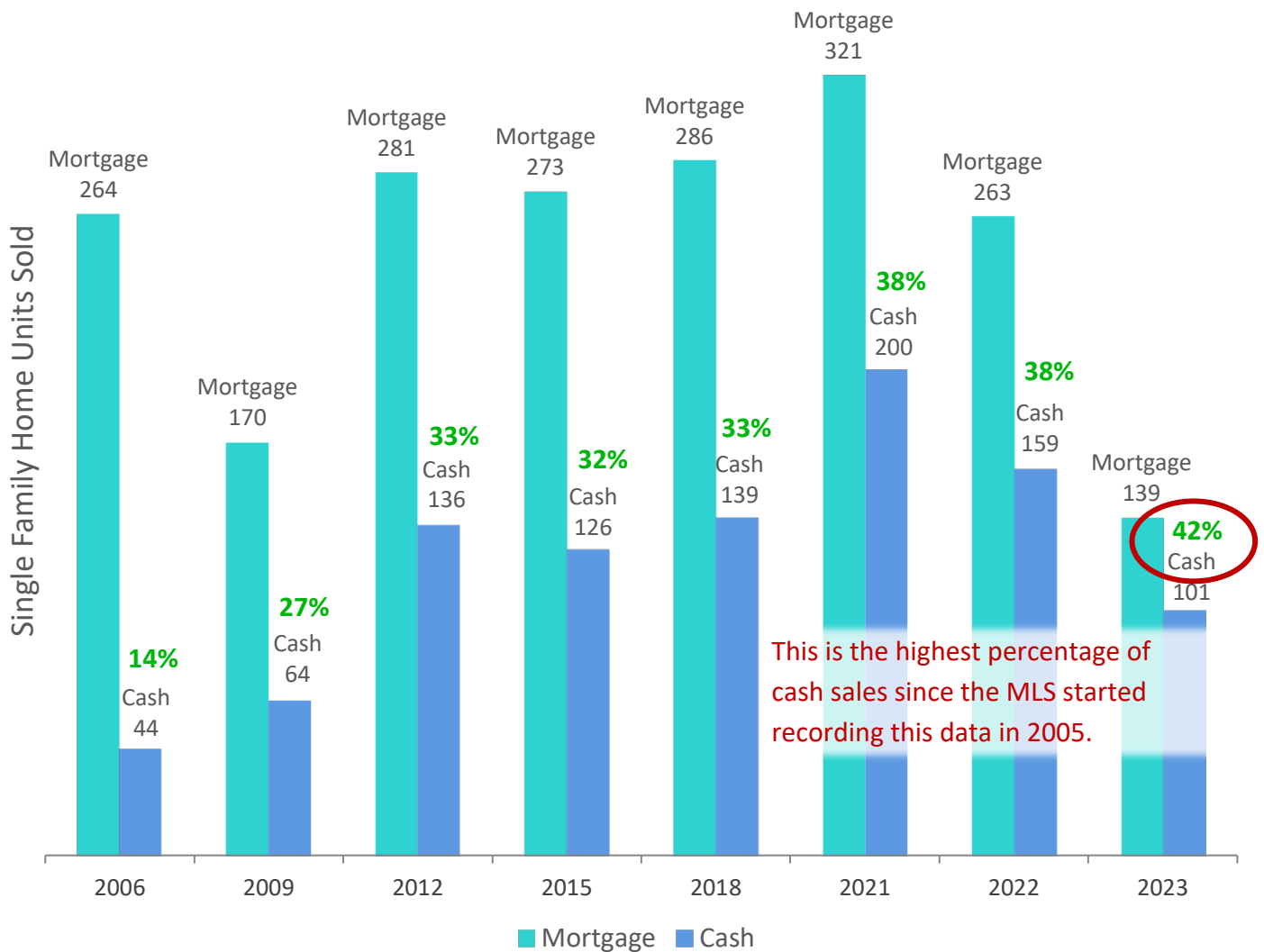
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Tahoe-Truckee Single Family Homes How Did Buyers Pay?

SFR Sales First Two Quarters, 2006-2023

All Tahoe-Truckee areas



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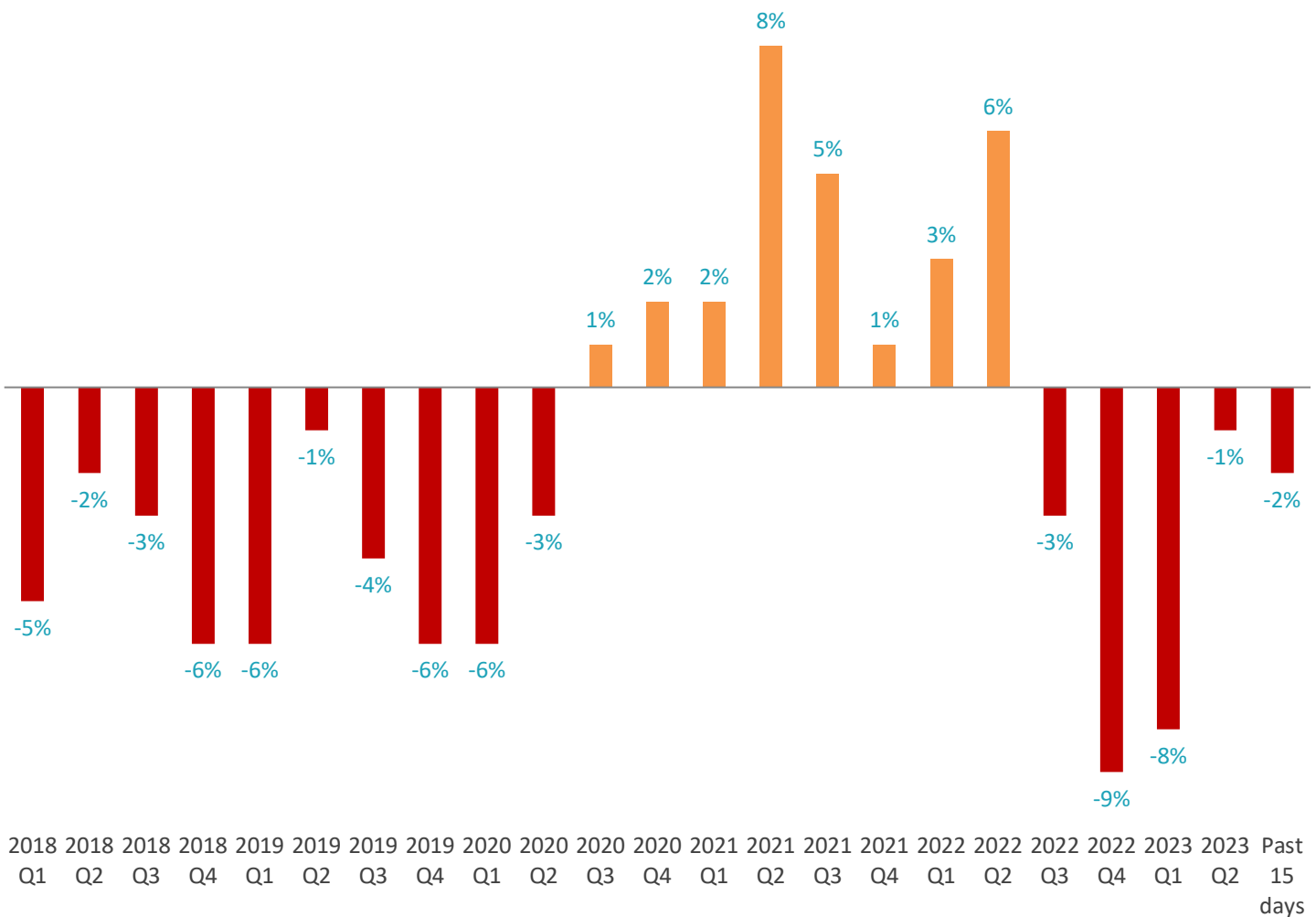
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Average Difference, Original Listing Price to Final Sale Price
 Single Family Homes Under \$2million
 All Tahoe-Truckee areas



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