

LAKE TAHOE & TRUCKEE

THIRD QUARTER MARKET REPORT 2023

North & West Shores Lake Tahoe – Single Family

(Excluding lakefront)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 157 | 174 | -10% |
| Med. Sold \$ | \$1,200,000 | \$1,091,500 | 10% |
| Avg. Sold \$ | \$1,300,492 | \$1,302,685 | 0% |
| Total Volume | \$204,177,400 | \$226,667,275 | -10% |
| Average DOM* | 39 | 32 | 22% |

North & West Shores Lake Tahoe – Condo/Townhome

(Excluding lakefront & lakefront condo project)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 47 | 27 | 74% |
| Med. Sold \$ | \$641,000 | \$675,000 | -5% |
| Avg. Sold \$ | \$616,970 | \$658,768 | -6% |
| Total Volume | \$28,997,600 | \$17,786,750 | 63% |
| Average DOM* | 51 | 34 | 50% |

North & West Shores – Single Family Lakefront

(Lakefront & Split Lakefront)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 7 | 12 | -42% |
| Med. Sold \$ | \$7,950,000 | \$4,600,000 | 73% |
| Avg. Sold \$ | \$8,028,571 | \$9,130,366 | -12% |
| Total Volume | \$56,200,000 | \$109,564,400 | -49% |
| Average DOM* | 44 | 59 | -25% |

North & West Shores – Condo/Townhome Lakefront

(Lakefront & Lakefront Condo Project)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 19 | 16 | 19% |
| Med. Sold \$ | \$1,300,000 | \$1,620,000 | -20% |
| Avg. Sold \$ | \$1,675,894 | \$1,456,318 | 15% |
| Total Volume | \$31,842,000 | \$23,301,100 | 37% |
| Average DOM* | 61 | 30 | 103% |

Ski Areas – Single Family

(Palisades, Alpine Meadows & Northstar)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 35 | 42 | -17% |
| Med. Sold \$ | \$1,600,000 | \$1,880,000 | -15% |
| Avg. Sold \$ | \$2,030,700 | \$2,223,750 | -9% |
| Total Volume | \$71,074,500 | \$93,397,505 | -24% |
| Average DOM* | 95 | 51 | 86% |

Ski Areas – Condo/Townhome

(Palisades, Alpine Meadows & Northstar)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 71 | 89 | -20% |
| Med. Sold \$ | \$815,000 | \$787,500 | 3% |
| Avg. Sold \$ | \$1,183,749 | \$980,817 | 21% |
| Total Volume | \$84,046,231 | \$87,292,793 | -4% |
| Average DOM* | 51 | 47 | 9% |



3092 North Lake Blvd., Suite 3, Tahoe City, CA 96145 | 530.581.0388 | www.grangergrouptahoe.com

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

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Truckee Area – Single Family

(Excluding Northstar)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 326 | 471 | -31% |
| Med. Sold \$ | \$1,173,125 | \$1,250,000 | -6% |
| Avg. Sold \$ | \$1,920,165 | \$1,916,907 | 0% |
| Total Volume | \$625,973,852 | \$902,863,534 | -31% |
| Average DOM* | 41 | 24 | 71% |

Truckee Area – Condo/Townhome

(Excluding Northstar)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 61 | 61 | 0% |
| Med. Sold \$ | \$624,500 | \$650,000 | -4% |
| Avg. Sold \$ | \$807,492 | \$872,243 | -7% |
| Total Volume | \$49,257,053 | \$53,206,854 | -7% |
| Average DOM* | 26 | 19 | 37% |

Incline Village – Single Family/Townhome

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 100 | 115 | -13% |
| Med. Sold \$ | \$2,275,000 | \$2,500,000 | -9% |
| Avg. Sold \$ | \$3,324,780 | \$3,146,243 | 6% |
| Total Volume | \$332,478,000 | \$361,817,888 | -8% |
| Average DOM* | 119 | 92 | 29% |

Incline Village – Condominium

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 80 | 103 | -22% |
| Med. Sold \$ | \$892,500 | \$975,000 | -8% |
| Avg. Sold \$ | \$1,110,678 | \$1,129,787 | -2% |
| Total Volume | \$88,854,211 | \$116,368,050 | -24% |
| Average DOM* | 92 | 76 | 21% |

South Lake Tahoe – Single Family

(Including Meyers)

| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 278 | 439 | -37% |
| Med. Sold \$ | \$682,500 | \$727,500 | -6% |
| Avg. Sold \$ | \$825,058 | \$914,718 | -10% |
| Total Volume | \$229,366,035 | \$401,561,378 | -43% |
| Average DOM* | 73 | 66 | 11% |

South Lake Tahoe – Condo/Townhome

(Including Meyers)

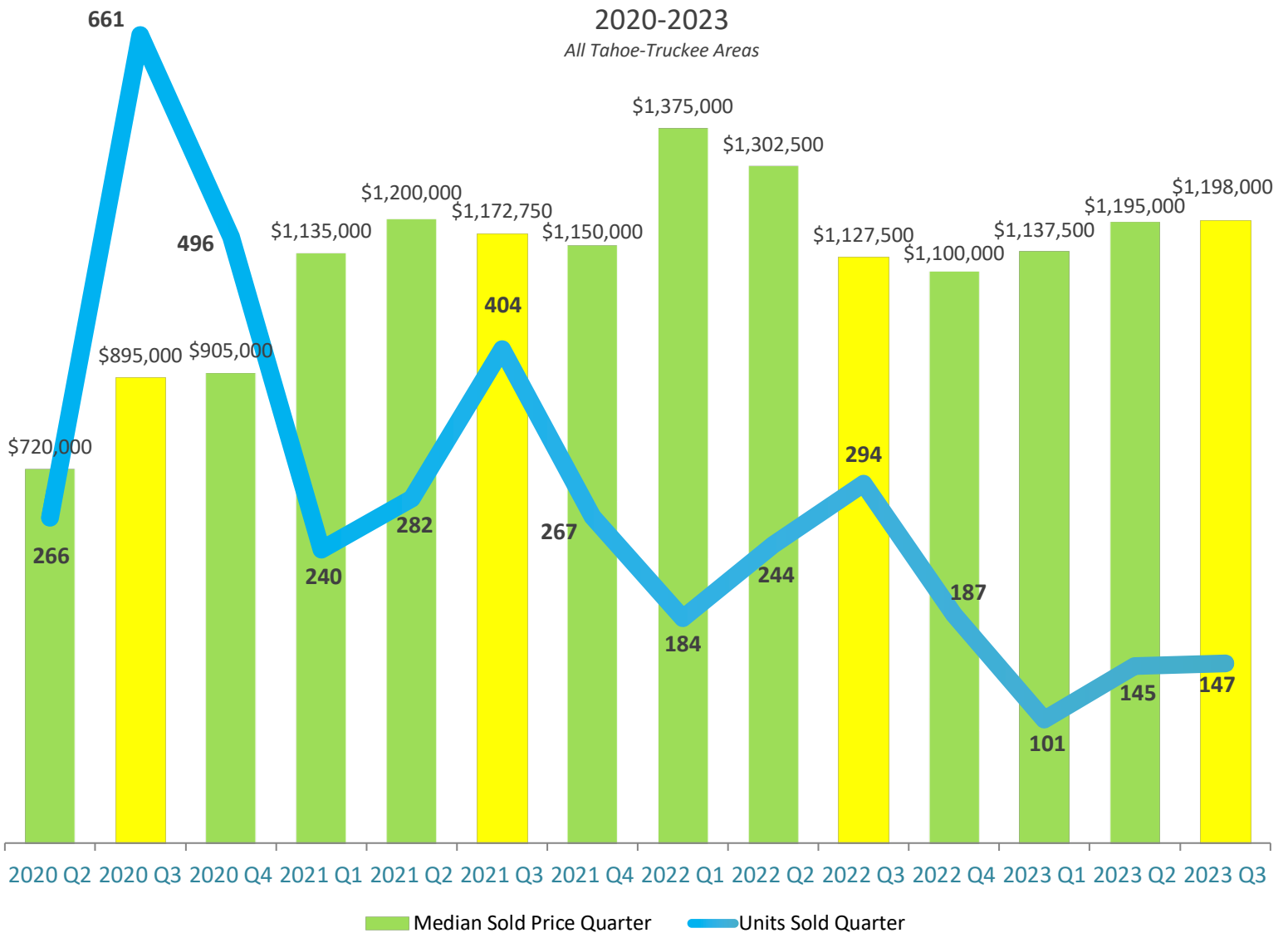
| | 2023 Jan-Sept | 2022 Jan-Sept | Yearly % Difference |
|------------------|------------------|------------------|------------------------|
| Total Units Sold | 34 | 59 | -42% |
| Med. Sold \$ | \$557,500 | \$524,000 | 6% |
| Avg. Sold \$ | \$683,265 | \$624,643 | 9% |
| Total Volume | \$23,231,000 | \$36,853,913 | -37% |
| Average DOM* | 73 | 75 | -3% |



LAKE TAHOE & TRUCKEE

THIRD QUARTER MARKET REPORT 2023

Single Family Home
Median Price & Units Sold by Quarter
2020-2023
All Tahoe-Truckee Areas



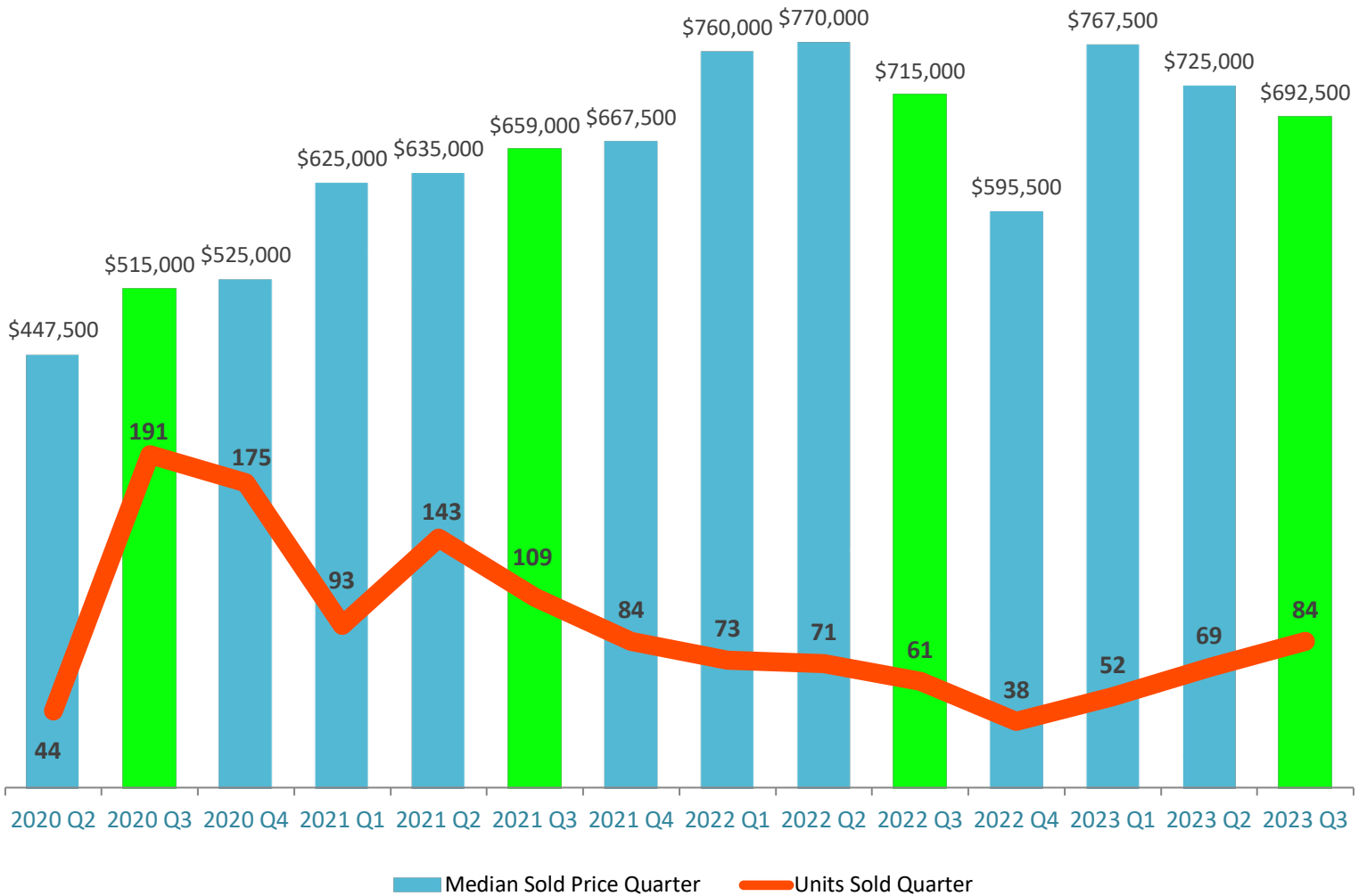
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THIRD QUARTER MARKET REPORT 2023

Condominium/Townhome
 Median Price & Units Sold by Quarter
 2020-2023
All Tahoe-Truckee Areas



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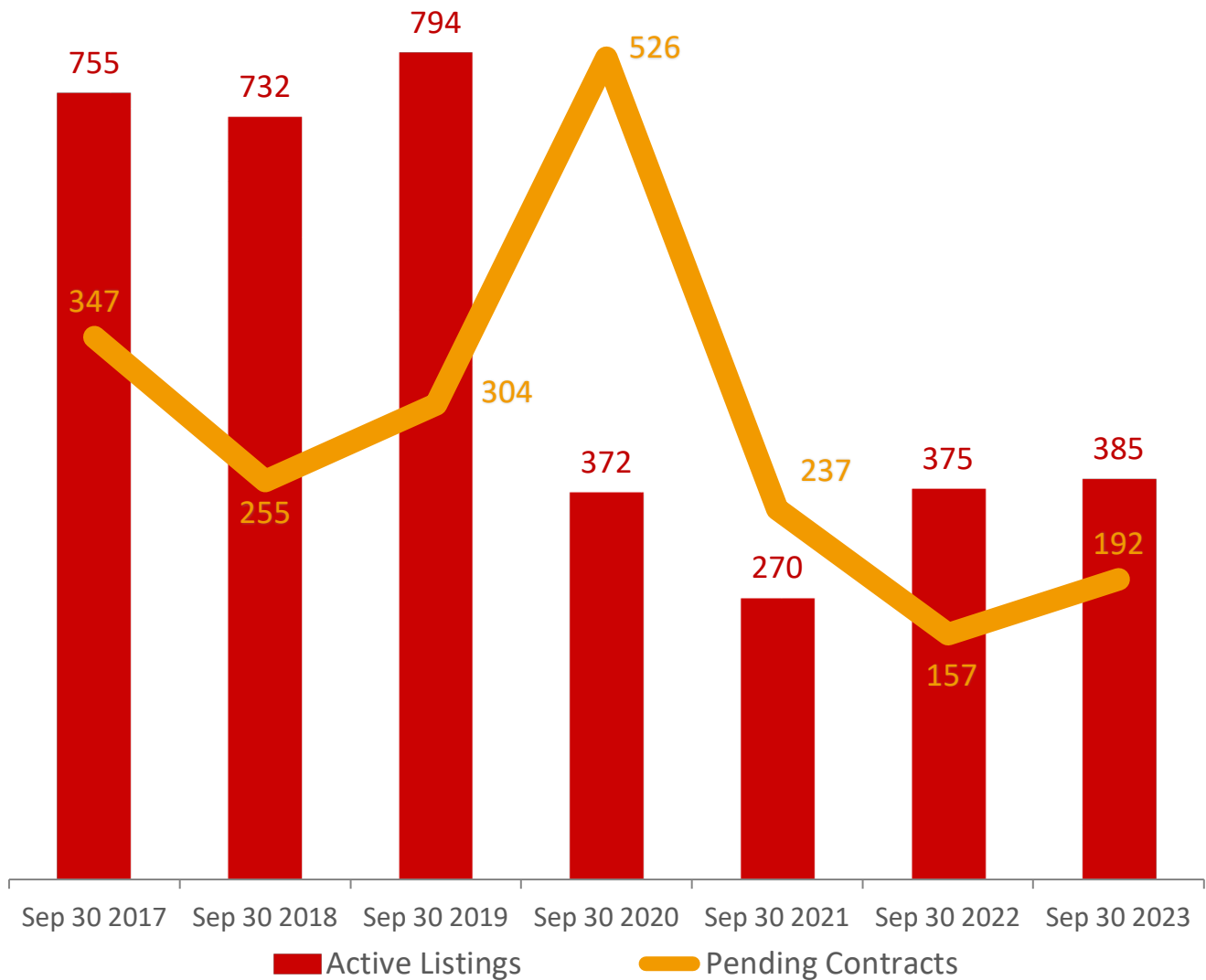
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LAKE TAHOE & TRUCKEE

THIRD QUARTER MARKET REPORT 2023

Active Listings and Pending Contracts on September 30th

All Tahoe Sierra MLS areas, all residential property types.



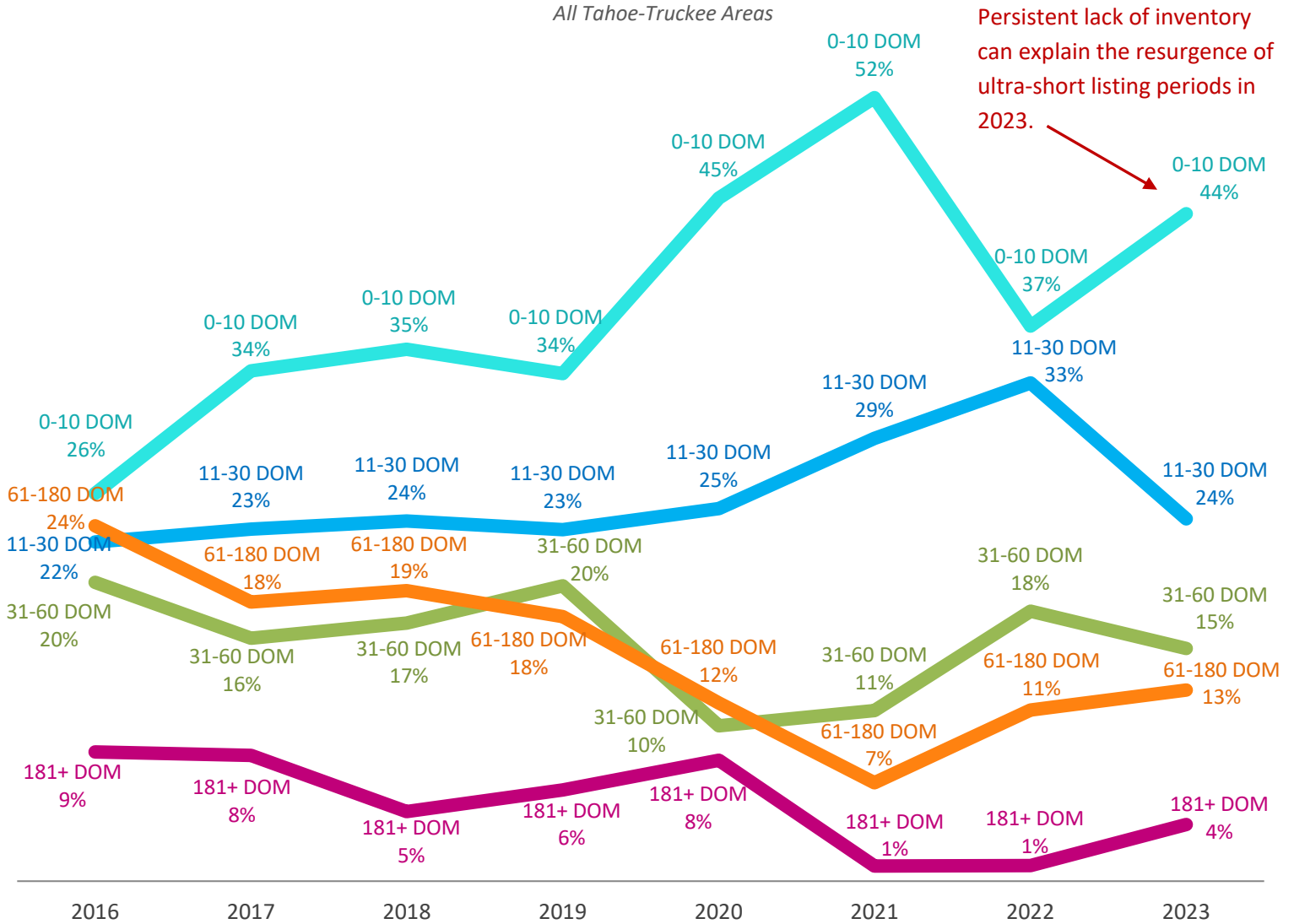
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Days on Market (DOM)
Single Family Homes in the 3rd Quarter
2016-2023
All Tahoe-Truckee Areas



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