

# LAKE TAHOE & TRUCKEE

## SECOND QUARTER MARKET REPORT 2021

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	159	115	38%
Med. Sold \$	\$1,060,000	\$695,000	53%
Avg. Sold \$	\$1,325,065	\$796,333	66%
Total Volume	\$210,685,478	\$91,578,375	130%
Average DOM*	34	76	-55%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	28	25	12%
Med. Sold \$	\$632,500	\$380,000	66%
Avg. Sold \$	\$703,610	\$362,400	94%
Total Volume	\$19,701,093	\$9,060,000	117%
Average DOM*	15	67	-78%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	11	5	120%
Med. Sold \$	\$7,200,000	\$3,300,000	118%
Avg. Sold \$	\$8,702,386	\$4,400,800	98%
Total Volume	\$95,726,250	\$22,004,000	335%
Average DOM*	113	82	38%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	11	6	83%
Med. Sold \$	\$940,000	\$1,487,500	-37%
Avg. Sold \$	\$1,248,000	\$1,631,666	-24%
Total Volume	\$13,728,000	\$9,790,000	40%
Average DOM*	52	67	-22%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	31	33	-6%
Med. Sold \$	\$1,680,000	\$1,025,000	64%
Avg. Sold \$	\$1,963,480	\$1,365,818	44%
Total Volume	\$60,867,888	\$45,072,000	35%
Average DOM*	73	166	-56%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	129	40	223%
Med. Sold \$	\$635,000	\$503,500	26%
Avg. Sold \$	\$775,935	\$719,087	8%
Total Volume	\$100,095,724	\$28,763,500	248%
Average DOM*	105	99	6%



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### Truckee Area – Single Family (Excluding Northstar)

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	307	276	11%
Med. Sold \$	\$1,150,000	\$704,000	63%
Avg. Sold \$	\$1,749,540	\$1,125,721	55%
Total Volume	\$535,359,388	\$310,699,234	72%
Average DOM*	25	65	-62%

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

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	59	32	84%
Med. Sold \$	\$605,000	\$381,000	59%
Avg. Sold \$	\$761,622	\$560,400	36%
Total Volume	\$44,935,742	\$17,932,800	151%
Average DOM*	18	43	-58%

### Incline Village – Single Family

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	110	71	55%
Med. Sold \$	\$2,200,250	\$1,375,000	60%
Avg. Sold \$	\$3,587,748	\$2,075,471	73%
Total Volume	\$394,652,303	\$147,358,440	168%
Average DOM*	104	197	-47%

### Incline Village – Condo/Townhome

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	107	75	43%
Med. Sold \$	\$785,000	\$599,000	31%
Avg. Sold \$	\$993,642	\$721,811	38%
Total Volume	\$106,319,687	\$54,135,800	96%
Average DOM*	60	105	-43%

### South Lake Tahoe – Single Family (Including Meyers)

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	347	207	68%
Med. Sold \$	\$729,000	\$490,000	49%
Avg. Sold \$	\$920,170	\$594,713	55%
Total Volume	\$319,298,986	\$123,105,647	159%

### South Lake Tahoe – Condominium (Including Meyers)

	2021 Jan-Jun	2020 Jan-Jun	Yearly % Difference
Total Units Sold	49	38	29%
Med. Sold \$	\$410,000	\$374,500	9%
Avg. Sold \$	\$485,654	\$494,576	-2%
Total Volume	\$23,797,050	\$18,793,900	27%



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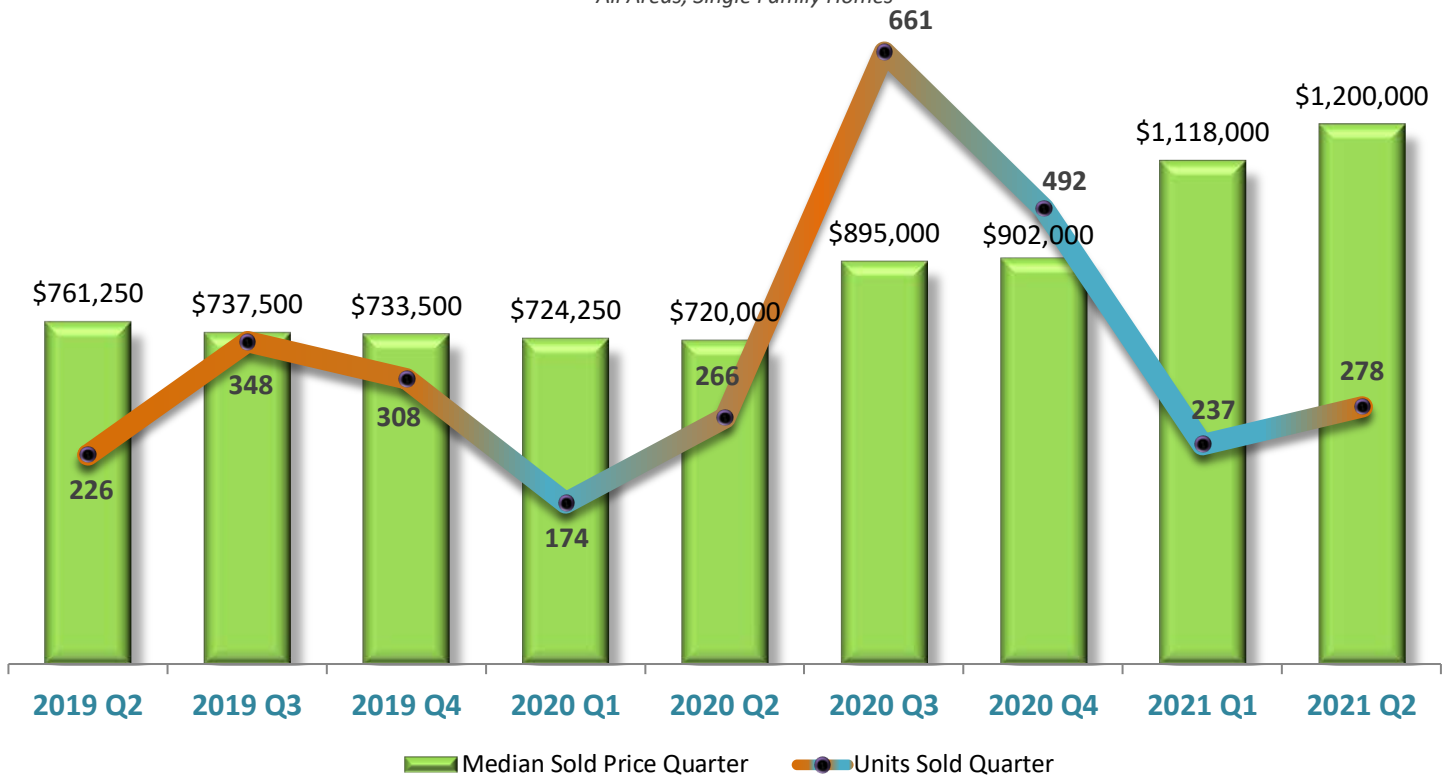
### Quarterly Comparison All Tahoe-Truckee SFR's

	2019 Oct-Dec	2020 Jan-Mar	2020 Apr-Jun	2020 Jul-Sep	2020 Oct-Dec	2021 Jan-Mar	2021 Apr-Jun
Total Units Sold	308	174	266	661	492	237	278
<b>Med. Sold \$</b>	<b>\$733,500</b>	<b>\$724,250</b>	<b>\$720,000</b>	<b>\$895,000</b>	<b>\$902,000</b>	<b>\$1,118,000</b>	<b>\$1,200,000</b>
Avg. Sold \$	\$1,034,040	\$1,169,889	\$1,022,120	\$1,360,407	\$1,384,061	\$1,893,647	\$1,667,164
Total Volume	\$318,484,608	\$203,560,777	\$271,884,109	\$899,229,505	\$680,958,222	\$446,900,731	\$463,471,773
Avg DOM	68	94	64	48	32	44	24
<b>Med Price Change</b>		<b>-1%</b>	<b>-1%</b>	<b>+24%</b>	<b>+1%</b>	<b>+24%</b>	<b>+7%</b>

### Quarter-to-Quarter Median Price vs. Units Sold

2019-2021

All Areas, Single Family Homes



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

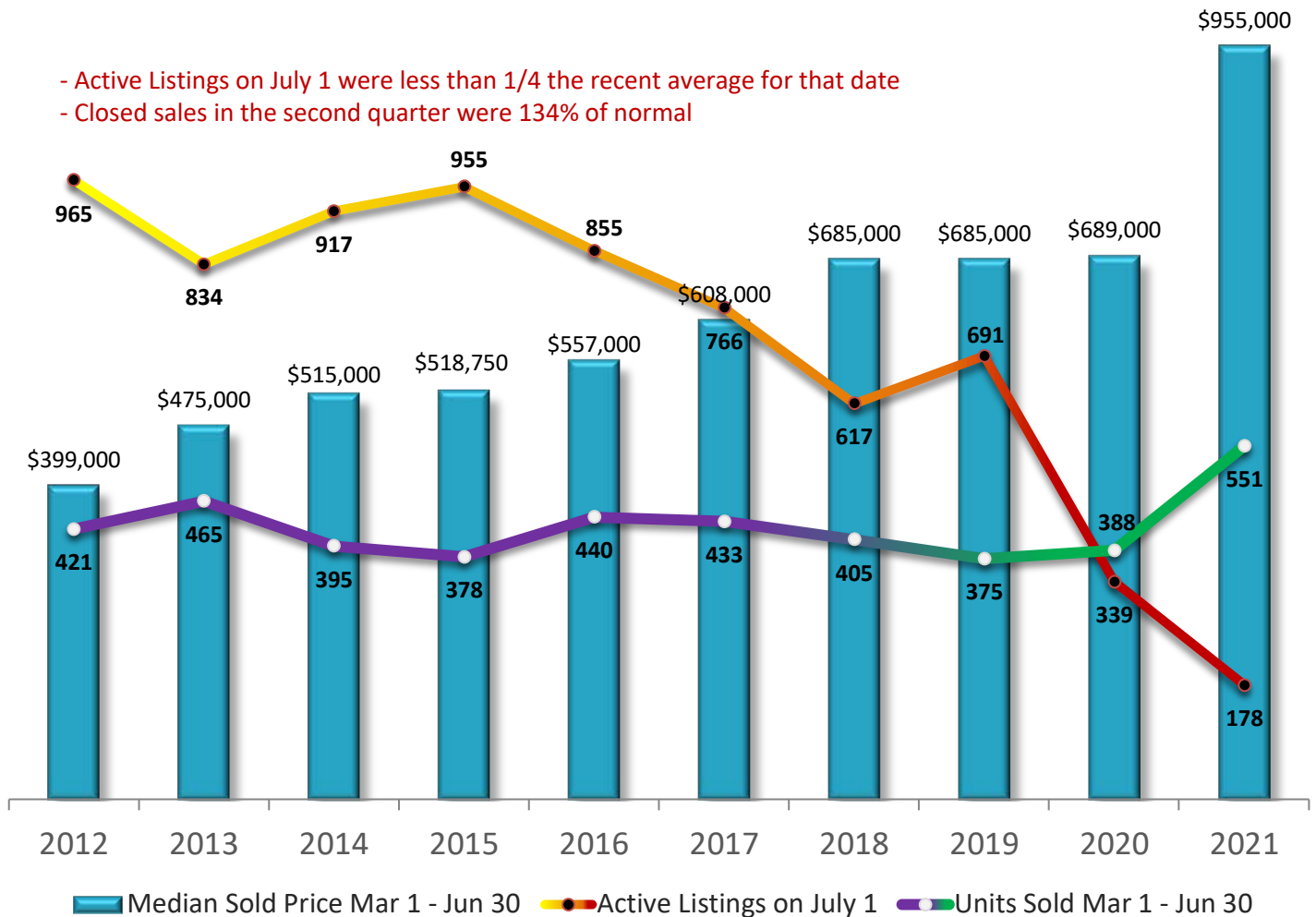
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### Active Listings as of July 1 vs. Q2 Median Sale Price & Units Sold

*SFR & Condo, All North Tahoe-Truckee Areas*

- Active Listings on July 1 were less than 1/4 the recent average for that date
- Closed sales in the second quarter were 134% of normal



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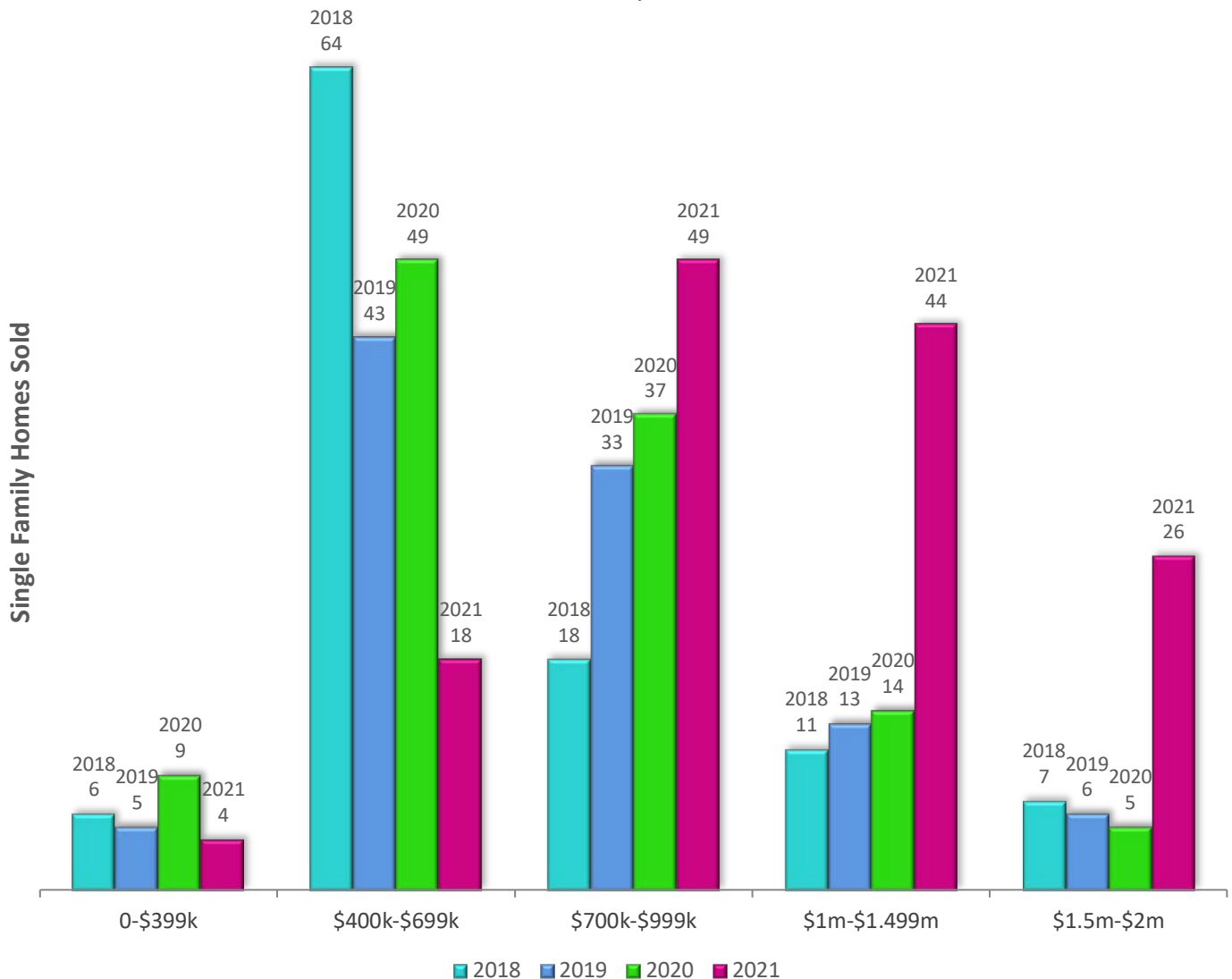
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## SECOND QUARTER MARKET REPORT 2021

### Lake Tahoe North & West Shore Single Family Home Unit Sales by Price Range

<\$2 million, First two quarters, 2018-2021



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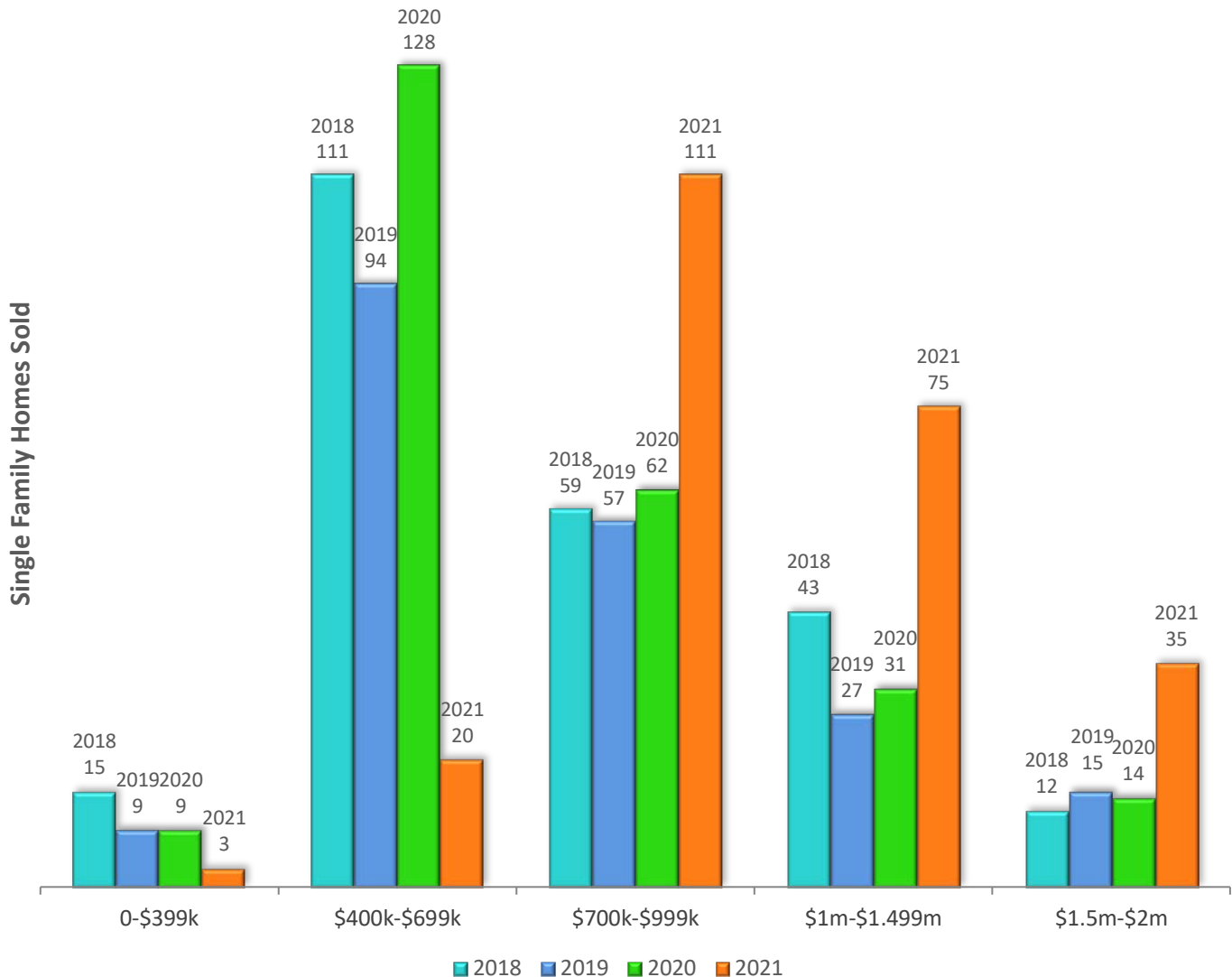
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## SECOND QUARTER MARKET REPORT 2021

### Truckee Area

### Single Family Home Unit Sales by Price Range

<\$2 million, First two quarters, 2018-2021



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