

**North Lake Tahoe - Truckee Region****Real Estate Market Report****2022 vs 2021 vs. 2019****1ST 3 quarters TOTAL SALES (January - September)****SINGLE FAMILY HOMES****TOTAL MARKET SUMMARY****North Lake Tahoe and Truckee (Areas 1-9)**

| <b>Statistics</b>                    | <b>2022</b>     | <b>2021</b>     | <b>% Change</b> | <b>2019</b>   | <b>% Change 3yr</b> |
|--------------------------------------|-----------------|-----------------|-----------------|---------------|---------------------|
| Units Sold                           | 720             | 933             | -22.8%          | 732           | -1.6%               |
| Sales Volume                         | \$1,361,444,214 | \$1,654,044,248 | -17.7%          | \$858,108,655 | 58.7%               |
| Median Sales Price                   | \$1,250,000     | \$1,180,000     | 5.9%            | \$746,500     | 67.4%               |
| Average Sales Price                  | \$1,890,894     | \$1,774,725     | 6.5%            | \$1,175,491   | 60.9%               |
| Units Sold Under \$1,000,000         | 237             | 383             | -38.1%          | 522           | -54.6%              |
| Units Sold - \$1,000,000-\$1,999,999 | 312             | 366             | -14.8%          | 145           | 115.2%              |
| Units Sold \$2,000,000 - \$4,999,999 | 133             | 129             | 3.1%            | 46            | 189.1%              |
| Units Sold Over \$5,000,000          | 38              | 55              | -30.9%          | 19            | 100.0%              |
| Days on Market (Median)              | 11              | 9               | 22.2%           | 28            | -60.7%              |
| Days on Market (Average)             | 28              | 27              | 3.7%            | 66            | -57.6%              |

**CONDOMINIUMS -TOWNHOMES****TOTAL MARKET SUMMARY****North Lake Tahoe and Truckee (Areas 1-9)**

| <b>Statistics</b>                  | <b>2022</b>   | <b>2021</b>   | <b>% Change</b> | <b>2019</b>   | <b>%Change 3yr</b> |
|------------------------------------|---------------|---------------|-----------------|---------------|--------------------|
| Units Sold                         | 207           | 353           | -41.4%          | 257           | -19.5%             |
| Sales Volume                       | \$192,469,125 | \$286,005,668 | -32.7%          | \$144,004,349 | 33.7%              |
| Median Sales Price                 | \$755,000     | \$646,000     | 16.9%           | \$435,000     | 73.6%              |
| Average Sales Price                | \$929,802     | \$810,214     | 14.8%           | \$560,328     | 65.9%              |
| Units Sold Under \$500,000         | 46            | 99            | -53.5%          | 168           | -72.6%             |
| Units Sold - \$500,000-\$1,000,000 | 104           | 181           | -42.5%          | 63            | 65.1%              |
| Units Sold Over \$1,000,000        | 57            | 73            | -21.9%          | 26            | 119.2%             |
| Days on Market (Median)            | 11            | 10            | 10.0%           | 39            | -71.8%             |
| Days on Market (Average)           | 34            | 57            | -40.4%          | 89            | -61.8%             |



## North Lake Tahoe - Truckee Region

### Real Estate Market Report

2022 vs 2021 vs. 2019

**1ST 3 quarters TOTAL SALES (January - September)**

#### SINGLE FAMILY HOMES

#### NORTH LAKE TAHOE SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

| Statistics                           | 2022          | 2021          | % Change | 2019          | % Change 3yr |
|--------------------------------------|---------------|---------------|----------|---------------|--------------|
| Units Sold                           | 186           | 276           | -32.6%   | 220           | -15.5%       |
| Sales Volume                         | \$336,231,675 | \$504,155,228 | -33.3%   | \$278,826,380 | 20.6%        |
| Median Sales Price                   | \$1,112,500   | \$1,134,000   | -1.9%    | \$725,000     | 53.4%        |
| Average Sales Price                  | \$1,807,697   | \$1,826,649   | -1.0%    | \$1,267,392   | 42.6%        |
| Units Sold Under \$1,000,000         | 75            | 117           | -35.9%   | 167           | -55.1%       |
| Units Sold - \$1,000,000-\$1,999,999 | 79            | 108           | -26.9%   | 36            | 119.4%       |
| Units Sold \$2,000,000 - \$4,999,999 | 25            | 33            | -24.2%   | 10            | 150.0%       |
| Units Sold Over \$5,000,000          | 7             | 18            | -61.1%   | 7             | 0.0%         |
| Days on Market (Median)              | 14            | 13            | 7.7%     | 29            | -51.7%       |
| Days on Market (Average)             | 34            | 34            | 0.0%     | 75            | -54.7%       |

#### CONDOMINIUMS -TOWNHOMES

#### NORTH LAKE TAHOE SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

| Statistics                         | 2022         | 2021         | % Change | 2019         | %Change 3yr |
|------------------------------------|--------------|--------------|----------|--------------|-------------|
| Units Sold                         | 43           | 59           | -27.1%   | 72           | -40.3%      |
| Sales Volume                       | \$41,087,850 | \$50,626,193 | -18.8%   | \$36,125,890 | 13.7%       |
| Median Sales Price                 | \$760,000    | \$650,000    | 16.9%    | \$397,000    | 91.4%       |
| Average Sales Price                | \$955,531    | \$858,071    | 11.4%    | \$501,748    | 90.4%       |
| Units Sold Under \$500,000         | 13           | 14           | -7.1%    | 57           | -77.2%      |
| Units Sold - \$500,000-\$1,000,000 | 17           | 31           | -45.2%   | 8            | 112.5%      |
| Units Sold Over \$1,000,000        | 13           | 14           | -7.1%    | 7            | 85.7%       |
| Days on Market (Median)            | 13           | 5            | 160.0%   | 39           | -66.7%      |
| Days on Market (Average)           | 33           | 23           | 43.5%    | 67           | -50.7%      |

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RESIDENTIAL BROKERAGE

## North Lake Tahoe - Truckee Region

### Real Estate Market Report

2022 vs 2021 vs. 2019

**1ST 3 quarters TOTAL SALES (January - September)**

#### SINGLE FAMILY HOMES

#### SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

| Statistics                           | 2022         | 2021         | % Change | 2019         | % Change 3yr |
|--------------------------------------|--------------|--------------|----------|--------------|--------------|
| Units Sold                           | 32           | 53           | -39.6%   | 34           | -5.9%        |
| Sales Volume                         | \$69,676,000 | \$94,031,188 | -25.9%   | \$40,633,500 | 71.5%        |
| Median Sales Price                   | \$2,329,750  | \$1,715,000  | 35.8%    | \$905,000    | 157.4%       |
| Average Sales Price                  | \$2,177,375  | \$1,774,173  | 22.7%    | \$1,195,102  | 82.2%        |
| Units Sold Under \$1,000,000         | 5            | 10           | -50.0%   | 19           | -73.7%       |
| Units Sold - \$1,000,000-\$1,999,999 | 9            | 27           | -66.7%   | 12           | -25.0%       |
| Units Sold \$2,000,000 - \$4,999,999 | 17           | 16           | 6.3%     | 3            | 466.7%       |
| Units Sold Over \$5,000,000          | 1            | 0            | undef    | 0            | undef        |
| Days on Market (Median)              | 23           | 14           | 64.3%    | 59           | -61.0%       |
| Days on Market (Average)             | 63           | 59           | 6.8%     | 85           | -25.9%       |

#### CONDOMINIUMS -TOWNHOMES

#### SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

| Statistics                         | 2022         | 2021         | % Change | 2019         | %Change 3yr |
|------------------------------------|--------------|--------------|----------|--------------|-------------|
| Units Sold                         | 52           | 99           | -47.5%   | 50           | 4.0%        |
| Sales Volume                       | \$41,838,503 | \$67,066,062 | -37.6%   | \$27,076,000 | 54.5%       |
| Median Sales Price                 | \$715,000    | \$605,000    | 18.2%    | \$482,500    | 48.2%       |
| Average Sales Price                | \$804,586    | \$677,434    | 18.8%    | \$541,250    | 48.7%       |
| Units Sold Under \$500,000         | 11           | 38           | -71.1%   | 25           | -56.0%      |
| Units Sold - \$500,000-\$1,000,000 | 30           | 45           | -33.3%   | 22           | 36.4%       |
| Units Sold Over \$1,000,000        | 11           | 16           | -31.3%   | 3            | 266.7%      |
| Days on Market (Median)            | 14           | 30           | -53.3%   | 54           | -74.1%      |
| Days on Market (Average)           | 60           | 112          | -46.4%   | 158          | -62.0%      |

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Real Estate Market Report  
2022 vs 2021 vs. 2019**

**1ST 3 quarters TOTAL SALES (January - September)**

**SINGLE FAMILY HOMES**

**TRUCKEE MARKET SUMMARY (Areas 7-9)**

Truckee - Glenshire - Martis Valley - Tahoe Donner - Donner Summit

| Statistics                           | 2022          | 2021            | % Change | 2019          | % Change 3yr |
|--------------------------------------|---------------|-----------------|----------|---------------|--------------|
| Units Sold                           | 502           | 604             | -16.9%   | 478           | 5.0%         |
| Sales Volume                         | \$955,536,539 | \$1,055,857,832 | -9.5%    | \$538,648,775 | 77.4%        |
| Median Sales Price                   | \$1,250,000   | \$1,151,500     | 8.6%     | \$748,500     | 67.0%        |
| Average Sales Price                  | \$1,903,459   | \$1,751,008     | 8.7%     | \$1,131,615   | 68.2%        |
| Units Sold Under \$1,000,000         | 157           | 256             | -38.7%   | 336           | -53.3%       |
| Units Sold - \$1,000,000-\$1,999,999 | 224           | 231             | -3.0%    | 97            | 130.9%       |
| Units Sold \$2,000,000 - \$4,999,999 | 91            | 80              | 13.8%    | 33            | 175.8%       |
| Units Sold Over \$5,000,000          | 30            | 37              | -18.9%   | 12            | 150.0%       |
| Days on Market (Median)              | 10            | 8               | 25.0%    | 26            | -61.5%       |
| Days on Market (Average)             | 24            | 21              | 14.3%    | 61            | -60.7%       |

**CONDOMINIUMS -TOWNHOMES**

**TRUCKEE MARKET SUMMARY (Areas 7-9)**

Truckee - Glenshire - Martis Valley - Tahoe Donner - Donner Summit

| Statistics                         | 2022          | 2021          | % Change | 2019         | %Change 3yr |
|------------------------------------|---------------|---------------|----------|--------------|-------------|
| Units Sold                         | 112           | 195           | -42.6%   | 135          | -17.0%      |
| Sales Volume                       | \$109,542,772 | \$168,313,413 | -34.9%   | \$80,802,459 | 35.6%       |
| Median Sales Price                 | \$770,000     | \$660,000     | 16.7%    | \$449,000    | 71.5%       |
| Average Sales Price                | \$978,060     | \$863,145     | 13.3%    | \$598,536    | 63.4%       |
| Units Sold Under \$500,000         | 22            | 47            | -53.2%   | 86           | -74.4%      |
| Units Sold - \$500,000-\$1,000,000 | 57            | 105           | -45.7%   | 33           | 72.7%       |
| Units Sold Over \$1,000,000        | 21            | 43            | -51.2%   | 16           | 31.3%       |
| Days on Market (Median)            | 9             | 7             | 28.6%    | 36           | -75.0%      |
| Days on Market (Average)           | 22            | 39            | -43.6%   | 75           | -70.7%      |

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## North Lake Tahoe - Truckee Region

### Real Estate Market Report

2022 vs 2021 vs. 2019

**1ST 3 quarters TOTAL SALES (January - September)**

#### SINGLE FAMILY HOMES

#### TAHOE DONNER SUMMARY (Area 9TD)

Tahoe Donner (Units 1-11)

| Statistics                           | 2022          | 2021          | % Change | 2019          | % Change 3yr |
|--------------------------------------|---------------|---------------|----------|---------------|--------------|
| Units Sold                           | 200           | 238           | -16.0%   | 178           | 12.4%        |
| Sales Volume                         | \$269,025,041 | \$279,993,783 | -3.9%    | \$140,183,680 | 91.9%        |
| Median Sales Price                   | \$1,250,000   | \$1,100,000   | 13.6%    | \$718,790     | 73.9%        |
| Average Sales Price                  | \$1,345,125   | \$1,176,444   | 14.3%    | \$787,548     | 70.8%        |
| Units Sold Under \$1,000,000         | 52            | 100           | -48.0%   | 151           | -65.6%       |
| Units Sold - \$1,000,000-\$1,999,999 | 127           | 129           | -1.6%    | 27            | 370.4%       |
| Units Sold \$2,000,000 - \$4,999,999 | 21            | 9             | 133.3%   | 0             | undef        |
| Units Sold Over \$5,000,000          | 0             | 0             | undef    | 0             | undef        |
| Days on Market (Median)              | 8             | 6             | 33.3%    | 22            | -63.6%       |
| Days on Market (Average)             | 19            | 12            | 58.3%    | 41            | -53.7%       |

#### CONDOMINIUMS -TOWNHOMES

#### TAHOE DONNER SUMMARY (Area 9TD)

Tahoe Donner (Units 1-11)

| Statistics                         | 2022         | 2021         | % Change | 2019         | %Change 3yr |
|------------------------------------|--------------|--------------|----------|--------------|-------------|
| Units Sold                         | 35           | 47           | -25.5%   | 43           | -18.6%      |
| Sales Volume                       | \$18,609,200 | \$24,415,000 | -23.8%   | \$15,622,259 | 19.1%       |
| Median Sales Price                 | \$550,000    | \$525,000    | 4.8%     | \$393,000    | 39.9%       |
| Average Sales Price                | \$531,691    | \$519,468    | 2.4%     | \$363,308    | 46.3%       |
| Units Sold Under \$500,000         | 15           | 20           | -25.0%   | 42           | -64.3%      |
| Units Sold - \$500,000-\$1,000,000 | 20           | 27           | -25.9%   | 1            | 1900.0%     |
| Units Sold Over \$1,000,000        | 0            | 0            | undef    | 0            | undef       |
| Days on Market (Median)            | 9            | 6            | 50.0%    | 18           | -50.0%      |
| Days on Market (Average)           | 18           | 8            | 125.0%   | 34           | -47.1%      |

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## North Lake Tahoe - Truckee Region

### Real Estate Market Report

2022 vs 2021 vs. 2019

**1ST 3 quarters TOTAL SALES (January - September)**

#### SINGLE FAMILY HOMES

#### SERENE LAKES SUMMARY (Area 875)

Serene Lakes Area

| Statistics                           | 2022         | 2021         | % Change | 2019         | % Change 3yr |
|--------------------------------------|--------------|--------------|----------|--------------|--------------|
| Units Sold                           | 25           | 19           | 31.6%    | 27           | -7.4%        |
| Sales Volume                         | \$30,668,500 | \$22,610,000 | 35.6%    | \$23,603,500 | 29.9%        |
| Median Sales Price                   | \$1,160,000  | \$1,065,000  | 8.9%     | \$670,000    | 73.1%        |
| Average Sales Price                  | \$1,226,740  | \$1,190,000  | 3.1%     | \$874,203    | 40.3%        |
| Units Sold Under \$1,000,000         | 10           | 8            | 25.0%    | 22           | -54.5%       |
| Units Sold - \$1,000,000-\$1,999,999 | 14           | 10           | 40.0%    | 4            | 250.0%       |
| Units Sold \$2,000,000 - \$4,999,999 | 1            | 1            | 0.0%     | 1            | 0.0%         |
| Units Sold Over \$5,000,000          | 0            | 0            | undef    | 0            | undef        |
| Days on Market (Median)              | 6            | 4            | 50.0%    | 12           | -50.0%       |
| Days on Market (Average)             | 13           | 6            | 116.7%   | 56           | -76.8%       |

#### SINGLE FAMILY HOMES

#### SODA SPRINGS-PLAVADA-KINGVALE SUMMARY

Soda Springs-Plavada-Kingvale (Areas 872-873-874-876)

| Statistics                           | 2022         | 2021         | % Change | 2019        | % Change 3yr |
|--------------------------------------|--------------|--------------|----------|-------------|--------------|
| Units Sold                           | 14           | 18           | -22.2%   | 13          | 7.7%         |
| Sales Volume                         | \$10,212,950 | \$10,930,500 | -6.6%    | \$4,800,000 | 112.8%       |
| Median Sales Price                   | \$614,500    | \$598,500    | 2.7%     | \$340,000   | 80.7%        |
| Average Sales Price                  | \$729,496    | \$607,250    | 20.1%    | \$369,230   | 97.6%        |
| Units Sold Under \$1,000,000         | 11           | 17           | -35.3%   | 13          | -15.4%       |
| Units Sold - \$1,000,000-\$1,999,999 | 3            | 1            | 200.0%   | 0           | undef        |
| Units Sold \$2,000,000 - \$4,999,999 | 0            | 0            | undef    | 0           | undef        |
| Units Sold Over \$5,000,000          | 0            | 0            | undef    | 0           | undef        |
| Days on Market (Median)              | 16           | 8            | 100.0%   | 45          | -64.4%       |
| Days on Market (Average)             | 34           | 18           | 88.9%    | 70          | -51.4%       |

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