



COLDWELL BANKER  
REALTY

North Lake Tahoe - Truckee Region  
Real Estate Market Report  
2023 vs 2022 vs. 2019

**Q3 only TOTAL SALES (July - September)**

**SINGLE FAMILY HOMES**

**TOTAL MARKET SUMMARY**

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	293	294	-0.3%	349	-16.0%
Sales Volume	\$525,102,576	\$464,507,728	13.0%	\$385,915,081	36.1%
Median Sales Price	\$1,200,000	\$1,127,500	6.4%	\$740,000	62.2%
Average Sales Price	\$1,792,158	\$1,579,958	13.4%	\$1,112,147	61.1%
Units Sold Under \$1,000,000	99	115	-13.9%	251	-60.6%
Units Sold - \$1,000,000-\$1,999,999	138	127	8.7%	72	91.7%
Units Sold \$2,000,000 - \$4,999,999	38	39	-2.6%	18	111.1%
Units Sold Over \$5,000,000	18	13	38.5%	8	125.0%
Days on Market (Median)	13	16	-18.8%	23	-43.5%
Days on Market (Average)	35	27	29.6%	50	-30.0%

**CONDOMINIUMS -TOWNHOMES**

**TOTAL MARKET SUMMARY**

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2023	2022	% Change	2019	%Change 3yr
Units Sold	84	61	37.7%	109	-22.9%
Sales Volume	\$79,492,756	\$56,855,678	39.8%	\$62,290,790	27.6%
Median Sales Price	\$692,500	\$715,000	-3.1%	\$447,000	54.9%
Average Sales Price	\$946,342	\$932,060	1.5%	\$571,475	65.6%
Units Sold Under \$500,000	15	15	0.0%	68	-77.9%
Units Sold - \$500,000-\$1,000,000	50	33	51.5%	30	66.7%
Units Sold Over \$1,000,000	19	13	46.2%	11	72.7%
Days on Market (Median)	21	30	-30.0%	43	-51.2%
Days on Market (Average)	48	49	-2.0%	95	-49.5%

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

**Kings Beach to Tahoe City to Emerald Bay**

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	95	83	14.5%	109	-12.8%
Sales Volume	\$160,507,250	\$110,742,775	44.9%	\$115,355,520	39.1%
Median Sales Price	\$1,200,000	\$1,061,000	13.1%	\$723,500	65.9%
Average Sales Price	\$1,689,550	\$1,334,250	26.6%	\$1,058,307	59.6%
Units Sold Under \$1,000,000	34	38	-10.5%	86	-60.5%
Units Sold - \$1,000,000-\$1,999,999	48	34	41.2%	18	166.7%
Units Sold \$2,000,000 - \$4,999,999	8	9	-11.1%	3	166.7%
Units Sold Over \$5,000,000	5	2	150.0%	2	150.0%
Days on Market (Median)	14	18	-22.2%	25	-44.0%
Days on Market (Average)	27	34	-20.6%	56	-51.8%

**CONDOMINIUMS -TOWNHOMES**

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

**Kings Beach to Tahoe City to Emerald Bay**

Statistics	2023	2022	% Change	2019	%Change 3yr
Units Sold	19	11	72.7%	33	-42.4%
Sales Volume	\$21,800,300	\$11,380,100	91.6%	\$20,752,890	5.0%
Median Sales Price	\$700,000	\$690,000	1.4%	\$416,000	68.3%
Average Sales Price	\$1,147,384	\$1,034,554	10.9%	\$628,875	82.5%
Units Sold Under \$500,000	4	3	33.3%	22	-81.8%
Units Sold - \$500,000-\$1,000,000	10	5	100.0%	5	100.0%
Units Sold Over \$1,000,000	5	3	66.7%	6	-16.7%
Days on Market (Median)	26	51	-49.0%	29	-10.3%
Days on Market (Average)	64	54	18.5%	68	-5.9%

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

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	10	10	0.0%	16	-37.5%
Sales Volume	\$16,104,500	\$19,976,000	-19.4%	\$18,441,500	-12.7%
Median Sales Price	\$1,613,500	\$1,757,500	-8.2%	\$845,000	90.9%
Average Sales Price	\$1,610,450	\$1,997,600	-19.4%	\$1,152,593	39.7%
Units Sold Under \$1,000,000	2	1	100.0%	9	-77.8%
Units Sold - \$1,000,000-\$1,999,999	5	5	0.0%	6	-16.7%
Units Sold \$2,000,000 - \$4,999,999	3	4	-25.0%	1	200.0%
Units Sold Over \$5,000,000	0	0	undef	0	undef
Days on Market (Median)	11	22	-50.0%	19	-42.1%
Days on Market (Average)	75	25	200.0%	63	19.0%

**CONDOMINIUMS -TOWNHOMES**

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

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2023	2022	% Change	2019	%Change 3yr
Units Sold	15	15	0.0%	21	-28.6%
Sales Volume	\$12,313,405	\$11,146,500	10.5%	\$11,040,000	11.5%
Median Sales Price	\$775,000	\$715,000	8.4%	\$510,000	52.0%
Average Sales Price	\$820,893	\$743,100	10.5%	\$525,714	56.1%
Units Sold Under \$500,000	1	3	-66.7%	10	-90.0%
Units Sold - \$500,000-\$1,000,000	11	10	10.0%	10	10.0%
Units Sold Over \$1,000,000	3	2	50.0%	1	200.0%
Days on Market (Median)	18	51	-64.7%	88	-79.5%
Days on Market (Average)	41	95	-56.8%	156	-73.7%

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

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

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	188	199	-5.5%	224	-16.1%
Sales Volume	\$348,490,826	\$324,931,453	7.3%	\$252,118,061	38.2%
Median Sales Price	\$1,200,000	\$1,150,000	4.3%	\$742,500	61.6%
Average Sales Price	\$1,853,674	\$1,632,821	13.5%	\$1,135,666	63.2%
Units Sold Under \$1,000,000	63	76	-17.1%	156	-59.6%
Units Sold - \$1,000,000-\$1,999,999	85	88	-3.4%	48	77.1%
Units Sold \$2,000,000 - \$4,999,999	27	25	8.0%	14	92.9%
Units Sold Over \$5,000,000	13	10	30.0%	6	116.7%
Days on Market (Median)	13	14	-7.1%	22	-40.9%
Days on Market (Average)	36	24	50.0%	46	-21.7%

**CONDOMINIUMS -TOWNHOMES**

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

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

Statistics	2023	2022	% Change	2019	%Change 3yr
Units Sold	50	35	42.9%	55	-9.1%
Sales Volume	\$45,379,051	\$34,329,078	32.2%	\$30,497,300	48.8%
Median Sales Price	\$635,750	\$730,000	-12.9%	\$449,000	41.6%
Average Sales Price	\$907,581	\$980,830	-7.5%	\$554,507	63.7%
Units Sold Under \$500,000	10	9	11.1%	36	-72.2%
Units Sold - \$500,000-\$1,000,000	29	18	61.1%	15	93.3%
Units Sold Over \$1,000,000	11	8	37.5%	4	175.0%
Days on Market (Median)	19	16	18.8%	39	-51.3%
Days on Market (Average)	44	28	57.1%	87	-49.4%

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**TAHOE DONNER SUMMARY (Area 9TD)**  
**Tahoe Donner (Units 1-11)**

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	71	85	-16.5%	73	-2.7%
Sales Volume	\$86,136,249	\$106,769,242	-19.3%	\$55,707,745	54.6%
Median Sales Price	\$1,150,000	\$1,155,000	-0.4%	\$699,000	64.5%
Average Sales Price	\$1,213,186	\$1,256,108	-3.4%	\$763,119	59.0%
Units Sold Under \$1,000,000	25	29	-13.8%	63	-60.3%
Units Sold - \$1,000,000-\$1,999,999	43	49	-12.2%	10	330.0%
Units Sold \$2,000,000 - \$4,999,999	3	7	-57.1%	0	undef
Units Sold Over \$5,000,000	0	0	undef	0	undef
Days on Market (Median)	12	18	-33.3%	21	-42.9%
Days on Market (Average)	23	25	-8.0%	34	-32.4%

**CONDOMINIUMS -TOWNHOMES**

**TAHOE DONNER SUMMARY (Area 9TD)**  
**Tahoe Donner (Units 1-11)**

Statistics	2023	2022	% Change	2019	%Change 3yr
Units Sold	18	9	100.0%	16	12.5%
Sales Volume	\$9,225,500	\$4,225,000	118.4%	\$6,290,900	46.6%
Median Sales Price	\$564,500	\$484,000	16.6%	\$424,950	32.8%
Average Sales Price	\$512,527	\$469,444	9.2%	\$393,181	30.4%
Units Sold Under \$500,000	8	5	60.0%	15	-46.7%
Units Sold - \$500,000-\$1,000,000	10	4	150.0%	1	900.0%
Units Sold Over \$1,000,000	0	0	undef	0	undef
Days on Market (Median)	22	35	-37.1%	30	-26.7%
Days on Market (Average)	31	40	-22.5%	37	-16.2%

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**SERENE LAKES SUMMARY (Area 875)**

Serene Lakes Area

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	11	14	-21.4%	17	-35.3%
Sales Volume	\$12,309,500	\$18,164,000	-32.2%	\$13,271,000	-7.2%
Median Sales Price	\$1,090,000	\$1,197,500	-9.0%	\$660,000	65.2%
Average Sales Price	\$1,119,045	\$1,297,428	-13.7%	\$780,647	43.3%
Units Sold Under \$1,000,000	5	4	25.0%	15	-66.7%
Units Sold - \$1,000,000-\$1,999,999	6	9	-33.3%	2	200.0%
Units Sold \$2,000,000 - \$4,999,999	0	1	-100.0%	0	undef
Units Sold Over \$5,000,000	0	0	undef	0	undef
Days on Market (Median)	5	10	-50.0%	8	-37.5%
Days on Market (Average)	12	18	-33.3%	28	-57.1%

**SINGLE FAMILY HOMES**

**SODA SPRINGS-PLAVADA-KINGVALE SUMMARY**

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

Statistics	2023	2022	% Change	2019	% Change 3yr
Units Sold	3	6	-50.0%	7	-57.1%
Sales Volume	\$1,821,000	\$4,059,000	-55.1%	\$2,569,000	-29.1%
Median Sales Price	\$625,000	\$614,500	1.7%	\$340,000	83.8%
Average Sales Price	\$607,000	\$676,500	-10.3%	\$367,000	65.4%
Units Sold Under \$1,000,000	3	5	-40.0%	7	-57.1%
Units Sold - \$1,000,000-\$1,999,999	0	1	-100.0%	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)	20	17	17.6%	31	-35.5%
Days on Market (Average)	15	25	-40.0%	26	-42.3%

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