



**COLDWELL
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**North Lake Tahoe - Truckee Region
Real Estate Market Report
2025 vs 2024 vs. 2019**

1ST Quarter TOTAL SALES (January - March)

SINGLE FAMILY HOMES

TOTAL MARKET SUMMARY

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2025	2024	% Change	2019	% Change 6yr
Units Sold	127	131	-3.1%	155	-18.1%
Sales Volume	\$290,042,059	\$231,308,032	25.4%	\$222,713,227	30.2%
Median Sales Price	\$1,500,000	\$1,325,000	13.2%	\$715,000	109.8%
Average Sales Price	\$2,283,795	\$1,765,710	29.3%	\$1,436,859	58.9%
Units Sold Under \$1,000,000	34	42	-19.0%	112	-69.6%
Units Sold - \$1,000,000-\$1,999,999	52	57	-8.8%	22	136.4%
Units Sold \$2,000,000 - \$4,999,999	31	26	19.2%	16	93.8%
Units Sold Over \$5,000,000	10	6	66.7%	5	100.0%
Days on Market (Median)	47	49	-4.1%	49	-4.1%
Days on Market (Average)	69	75	-8.0%	82	-15.9%

CONDOMINIUMS -TOWNHOMES

TOTAL MARKET SUMMARY

North Lake Tahoe and Truckee (Areas 1-9)

Statistics	2025	2024	% Change	2019	%Change 6yr
Units Sold	57	57	0.0%	70	-18.6%
Sales Volume	\$62,112,445	\$51,615,999	20.3%	\$40,038,000	55.1%
Median Sales Price	\$790,000	\$650,000	21.5%	\$437,000	80.8%
Average Sales Price	\$1,089,692	\$905,543	20.3%	\$571,971	90.5%
Units Sold Under \$500,000	10	10	0.0%	46	-78.3%
Units Sold - \$500,000-\$1,000,000	28	32	-12.5%	15	86.7%
Units Sold Over \$1,000,000	19	15	26.7%	9	111.1%
Days on Market (Median)	48	29	65.5%	54	-11.1%
Days on Market (Average)	87	49	77.6%	90	-3.3%

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NORTH LAKE TAHOE SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	34	34	0.0%	40	-15.0%
Sales Volume	\$86,657,905	\$47,709,000	81.6%	\$72,028,962	20.3%
Median Sales Price	\$1,362,827	\$1,150,000	18.5%	\$645,000	111.3%
Average Sales Price	\$2,548,761	\$1,403,205	81.6%	\$1,800,724	41.5%
Units Sold Under \$1,000,000	11	12	-8.3%	32	-65.6%
Units Sold - \$1,000,000-\$1,999,999	13	20	-35.0%	4	225.0%
Units Sold \$2,000,000 - \$4,999,999	6	1	500.0%	3	100.0%
Units Sold Over \$5,000,000	3	1	200.0%	1	200.0%
Days on Market (Median)	39	64	-39.1%	50	-22.0%
Days on Market (Average)	81	90	-10.0%	90	-10.0%

CONDOMINIUMS -TOWNHOMES

NORTH LAKE TAHOE SUMMARY (Areas 1-5)

Kings Beach to Tahoe City to Emerald Bay

Statistics	2025	2024	% Change	2019	%Change 5yr
Units Sold	13	19	-31.6%	17	-23.5%
Sales Volume	\$9,473,000	\$12,883,000	-26.5%	\$6,488,000	46.0%
Median Sales Price	\$685,000	\$625,000	9.6%	\$340,000	101.5%
Average Sales Price	\$728,692	\$678,052	7.5%	\$381,647	90.9%
Units Sold Under \$500,000	4	6	-33.3%	15	-73.3%
Units Sold - \$500,000-\$1,000,000	6	11	-45.5%	2	200.0%
Units Sold Over \$1,000,000	3	2	50.0%	0	undef
Days on Market (Median)	50	35	42.9%	88	-43.2%
Days on Market (Average)	85	72	18.1%	107	-20.6%

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SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	5	5	0.0%	9	-44.4%
Sales Volume	\$7,900,000	\$16,413,000	-51.9%	\$11,452,500	-31.0%
Median Sales Price	\$1,820,000	\$2,453,000	-25.8%	\$862,500	111.0%
Average Sales Price	\$1,580,000	\$3,282,600	-51.9%	\$1,272,500	24.2%
Units Sold Under \$1,000,000	2	0	undef	5	-60.0%
Units Sold - \$1,000,000-\$1,999,999	1	1	0.0%	3	-66.7%
Units Sold \$2,000,000 - \$4,999,999	2	3	-33.3%	1	100.0%
Units Sold Over \$5,000,000	0	1	-100.0%	0	undef
Days on Market (Median)	81	168	-51.8%	71	14.1%
Days on Market (Average)	92	140	-34.3%	91	1.1%

CONDOMINIUMS -TOWNHOMES

SQUAW VALLEY - ALPINE MEADOWS SUMMARY (Area 6)

Squaw/Olympic Valley - Alpine Meadows - Truckee River

Statistics	2025	2024	% Change	2019	%Change 5yr
Units Sold	11	7	57.1%	14	-21.4%
Sales Volume	\$9,321,500	\$10,131,000	-8.0%	\$6,299,000	48.0%
Median Sales Price	\$805,000	\$1,140,000	-29.4%	\$447,500	79.9%
Average Sales Price	\$847,409	\$1,447,285	-41.4%	\$449,928	88.3%
Units Sold Under \$500,000	1	0	undef	8	-87.5%
Units Sold - \$500,000-\$1,000,000	9	3	200.0%	6	50.0%
Units Sold Over \$1,000,000	1	4	-75.0%	0	undef
Days on Market (Median)	134	9	1388.9%	33	306.1%
Days on Market (Average)	158	22	618.2%	112	41.1%

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TRUCKEE MARKET SUMMARY (Areas 7-9)

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

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	88	92	-4.3%	106	-17.0%
Sales Volume	\$195,484,154	\$167,186,032	16.9%	\$139,231,765	40.4%
Median Sales Price	\$1,612,500	\$1,361,500	18.4%	\$742,290	117.2%
Average Sales Price	\$2,221,410	\$1,817,239	22.2%	\$1,313,507	69.1%
Units Sold Under \$1,000,000	21	30	-30.0%	75	-72.0%
Units Sold - \$1,000,000-\$1,999,999	38	36	5.6%	15	153.3%
Units Sold \$2,000,000 - \$4,999,999	22	22	0.0%	12	83.3%
Units Sold Over \$5,000,000	7	4	75.0%	4	75.0%
Days on Market (Median)	47	44	6.8%	46	2.2%
Days on Market (Average)	63	66	-4.5%	79	-20.3%

CONDOMINIUMS -TOWNHOMES

TRUCKEE MARKET SUMMARY (Areas 7-9)

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

Statistics	2025	2024	% Change	2019	%Change 5yr
Units Sold	33	31	6.5%	39	-15.4%
Sales Volume	\$43,317,945	\$28,601,999	51.5%	\$27,251,000	59.0%
Median Sales Price	\$790,000	\$648,500	21.8%	\$452,500	74.6%
Average Sales Price	\$1,312,665	\$922,645	42.3%	\$698,743	87.9%
Units Sold Under \$500,000	5	4	25.0%	23	-78.3%
Units Sold - \$500,000-\$1,000,000	13	18	-27.8%	7	85.7%
Units Sold Over \$1,000,000	15	9	66.7%	9	66.7%
Days on Market (Median)	39	29	34.5%	30	30.0%
Days on Market (Average)	65	41	58.5%	75	-13.3%

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TAHOE DONNER SUMMARY (Area 9TD)

Tahoe Donner (Units 1-11)

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	33	30	10.0%	40	-17.5%
Sales Volume	\$49,770,413	\$40,576,242	22.7%	\$31,496,080	58.0%
Median Sales Price	\$1,439,000	\$1,265,000	13.8%	\$742,290	93.9%
Average Sales Price	\$1,508,194	\$1,352,541	11.5%	\$787,402	91.5%
Units Sold Under \$1,000,000	8	10	-20.0%	34	-76.5%
Units Sold - \$1,000,000-\$1,999,999	20	16	25.0%	6	233.3%
Units Sold \$2,000,000 - \$4,999,999	5	4	25.0%	0	undef
Units Sold Over \$5,000,000	0	0	undef	0	undef
Days on Market (Median)	31	36	-13.9%	35	-11.4%
Days on Market (Average)	42	67	-37.3%	49	-14.3%

CONDOMINIUMS -TOWNHOMES

TAHOE DONNER SUMMARY (Area 9TD)

Tahoe Donner (Units 1-11)

Statistics	2025	2024	% Change	2019	%Change 5yr
Units Sold	3	6	-50.0%	12	-75.0%
Sales Volume	\$1,692,500	\$3,413,000	-50.4%	\$4,562,000	-62.9%
Median Sales Price	\$650,000	\$575,000	13.0%	\$394,500	64.8%
Average Sales Price	\$564,166	\$568,833	-0.8%	\$380,166	48.4%
Units Sold Under \$500,000	1	1	0.0%	12	-91.7%
Units Sold - \$500,000-\$1,000,000	2	5	-60.0%	0	undef
Units Sold Over \$1,000,000	0	0	undef	0	undef
Days on Market (Median)	55	36	52.8%	20	175.0%
Days on Market (Average)	52	74	-29.7%	36	44.4%

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SERENE LAKES SUMMARY (Area 875)

Serene Lakes Area

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	0	5	-100.0%	6	-100.0%
Sales Volume	\$0	\$6,238,000	-100.0%	\$7,231,500	-100.0%
Median Sales Price	\$0	\$1,348,000	-100.0%	\$790,000	-100.0%
Average Sales Price	\$0	\$1,247,600	-100.0%	\$1,205,250	-100.0%
Units Sold Under \$1,000,000	0	1	-100.0%	4	-100.0%
Units Sold - \$1,000,000-\$1,999,999	0	4	-100.0%	1	-100.0%
Units Sold \$2,000,000 - \$4,999,999	0	0	undef	1	-100.0%
Units Sold Over \$5,000,000	0	0	undef	0	undef
Days on Market (Median)	0	15	-100.0%	136	-100.0%
Days on Market (Average)	0	15	-100.0%	141	-100.0%

SINGLE FAMILY HOMES

SODA SPRINGS-PLAVADA-KINGVALE SUMMARY

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

Statistics	2025	2024	% Change	2019	% Change 5yr
Units Sold	3	4	-25.0%	5	-40.0%
Sales Volume	\$2,315,000	\$1,774,000	30.5%	\$1,928,000	20.1%
Median Sales Price	\$870,000	\$437,000	99.1%	\$348,000	150.0%
Average Sales Price	\$771,666	\$443,500	74.0%	\$385,600	100.1%
Units Sold Under \$1,000,000	3	4	-25.0%	5	-40.0%
Units Sold - \$1,000,000-\$1,999,999	0	0	undef	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)	91	76	19.7%	97	-6.2%
Days on Market (Average)	92	91	1.1%	98	-6.1%

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