

Sierra

Sotheby's
INTERNATIONAL REALTY

MICRO MARKET REPORT

SOUTH LAKE TAHOE
YEAR END 2017



SOUTH LAKE TAHOE NEIGHBORHOODS



- 1 Tahoe Keys
- 2 Montgomery Estates
- 3 Cascade Properties
- 4 Pioneer Trail

- 5 Meyers
- 6 Y Area
- 7 Heavenly Valley
- 8 Stateline

- 9 Fallen Leaf Lake
- 10 Country Club Estates



ALL LAKEFRONT
 single family

January through December	2016	2017	Change
Median Price	\$1,735,000	\$1,700,000	-2%
Average Sold Price	\$2,938,800	\$2,583,333	-12%
Average Days on Market	306	80	-74%
Highest Sold Price	\$8,500,000	\$4,500,000	-47%
Lowest Sold Price	\$509,000	\$1,550,000	205%
Properties Sold	5	3	-40%
% Sold Price to Average List Price	94%	98%	4%
Total Dollar Volume Sold	\$14,694,000	\$7,750,000	-47%

ALL NON-LAKEFRONT
 single family

January through December	2016	2017	Change
Median Price	\$414,500	\$439,500	6%
Average Sold Price	\$486,449	\$522,882	7%
Average Days on Market	122	112	-8%
Highest Sold Price	\$2,800,000	\$2,375,000	-15%
Lowest Sold Price	\$96,075	\$122,000	27%
Properties Sold	734	698	-5%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$357,053,748	\$364,971,517	2%



LAKEFRONT

condo

January through December	2016	2017	Change
Median Price	\$505,000	\$313,500	-38%
Average Sold Price	\$581,988	\$482,226	-17%
Average Days on Market	214	163	-24%
Highest Sold Price	\$1,750,000	\$2,337,425	34%
Lowest Sold Price	\$194,900	\$219,203	12%
Properties Sold	17	20	18%
% Sold Price to Average List Price	97%	95%	-3%
Total Dollar Volume Sold	\$9,893,799	\$9,644,528	-3%

NON-LAKEFRONT

condo

January through December	2016	2017	Change
Median Price	\$275,000	\$295,000	7%
Average Sold Price	\$310,740	\$398,178	28%
Average Days on Market	155	176	14%
Highest Sold Price	\$1,150,000	\$2,125,000	85%
Lowest Sold Price	\$85,000	\$70,000	-18%
Properties Sold	111	111	0%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$34,492,171	\$44,197,772	28%



TAHOE KEYS

single family

January through December	2016	2017	Change
Median Price	\$848,000	\$930,000	10%
Average Sold Price	\$959,322	\$1,011,793	5%
Average Days on Market	153	145	-5%
Highest Sold Price	\$2,125,000	\$2,375,000	12%
Lowest Sold Price	\$472,000	\$400,000	-15%
Properties Sold	54	53	-2%
% Sold Price to Average List Price	95%	95%	0%
Total Dollar Volume Sold	\$51,803,370	\$53,625,050	4%

TAHOE KEYS

condo

January through December	2016	2017	Change
Median Price	\$355,000	\$408,500	15%
Average Sold Price	\$386,613	\$395,500	2%
Average Days on Market	100	117	17%
Highest Sold Price	\$1,150,000	\$545,000	-53%
Lowest Sold Price	\$210,000	\$242,000	15%
Properties Sold	30	18	-40%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$11,598,400	\$7,119,000	-39%



SOUTH LAKE TAHOE CITY

single family

January through December	2016	2017	Change
Median Price	\$395,000	\$400,000	1%
Average Sold Price	\$517,397	\$512,756	-1%
Average Days on Market	110	111	1%
Highest Sold Price	\$8,500,000	\$2,375,000	-72%
Lowest Sold Price	\$96,075	\$122,000	27%
Properties Sold	375	389	4%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$194,023,904	\$199,462,131	3%

SOUTH LAKE TAHOE COUNTY

single family

January through December	2016	2017	Change
Median Price	\$450,000	\$494,500	10%
Average Sold Price	\$488,610	\$547,599	12%
Average Days on Market	128	99	-23%
Highest Sold Price	\$1,995,000	\$1,402,500	-30%
Lowest Sold Price	\$120,000	\$285,000	138%
Properties Sold	308	272	-12%
% Sold Price to Average List Price	98%	98%	0%
Total Dollar Volume Sold	\$150,491,944	\$148,946,986	-1%

SOUTH LAKE TAHOE CITY & COUNTY

condo

January through December	2016	2017	Change
Median Price	\$305,000	\$300,000	-2%
Average Sold Price	\$339,176	\$438,815	29%
Average Days on Market	143	107	-25%
Highest Sold Price	\$1,750,000	\$2,337,425	34%
Lowest Sold Price	\$104,000	\$118,000	13%
Properties Sold	109	95	-13%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$36,970,220	\$41,687,452	13%

W E A R E

LOCAL EXPERTS

Over 120 local real estate experts at 10 Sierra Sotheby's International Realty locations throughout the Lake Tahoe area.



VILLAGE AT NORTHSTAR
4001 Northstar Drive #4105
Truckee, CA 96161

SQUAW VALLEY
1750 Village East Road #63B
Olympic Valley, CA 96146

HEAVENLY / STATELINE
1001 Heavenly Village Way #36A
South Lake Tahoe, CA 96150

INCLINE VILLAGE
570 Lakeshore Boulevard
Incline Village, NV 89451

TAHOE DONNER
11382 Northwoods Boulevard
Truckee, CA 96161

DOWNTOWN TRUCKEE
10044 Donner Pass Road
Truckee, CA 96161

TAHOE CITY - GALLERY
695 North Lake Boulevard
Tahoe City, CA 96145

TAHOE CITY - LAKESIDE
950 North Lake Boulevard
Tahoe City, CA 96145

SOUTH LAKE TAHOE
2247 Lake Tahoe Boulevard
South Lake Tahoe, CA 96150

NEW - RENO
Coming Fall 2017 to The Summit
Reno, NV 89511

WE
ARE.

THE VOICE
OF TAHOE
REAL ESTATE

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INTERNATIONAL REALTY

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INCLINE VILLAGE | SOUTH LAKE TAHOE | SQUAW VALLEY | TAHOE CITY | TAHOE DONNER | DOWNTOWN TRUCKEE
HEAVENLY VILLAGE/STATELINE | NORTHSTAR | THE SUMMIT, RENO | CA BRE# 02018110