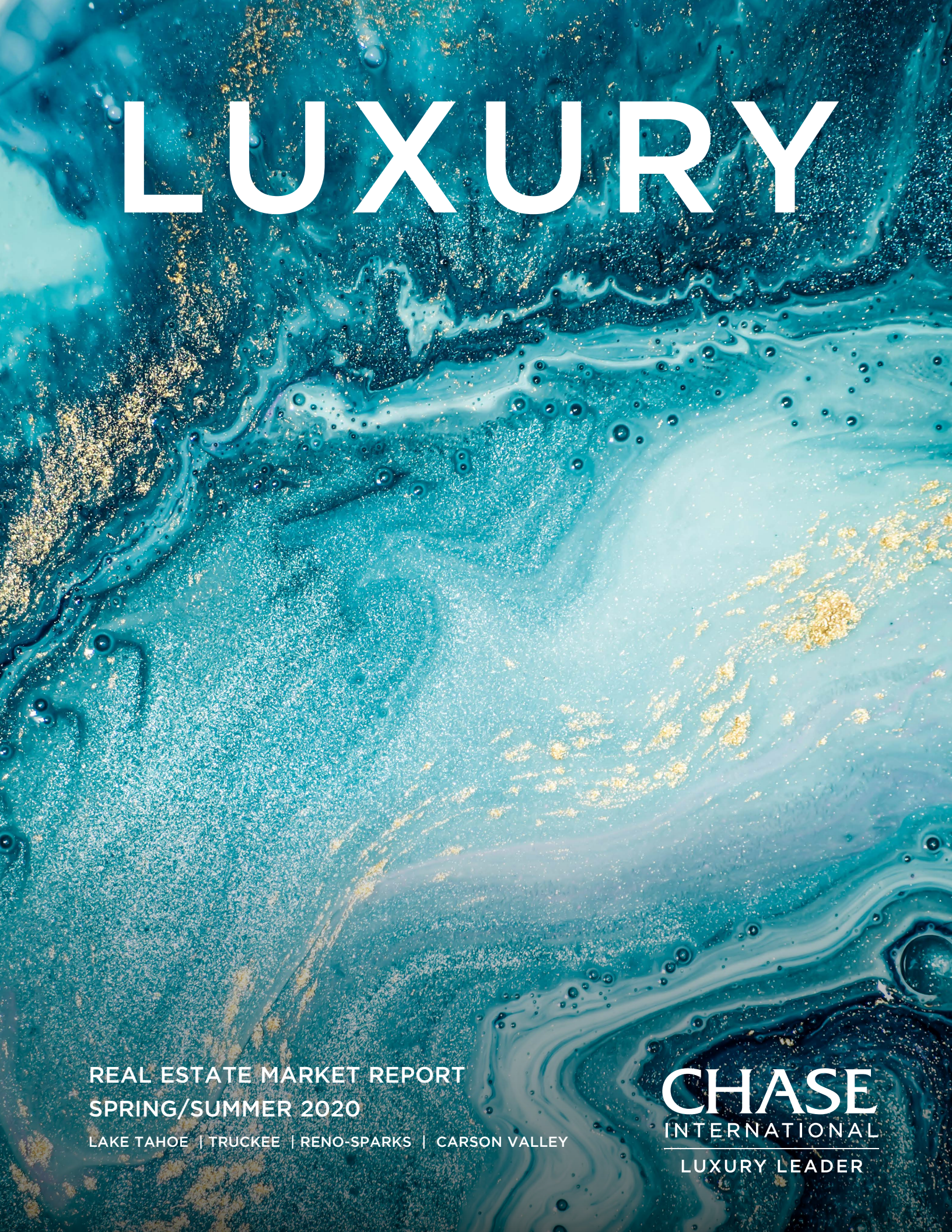

REAL ESTATE MARKET REPORT
SPRING/SUMMER 2020

LAKE TAHOE | TRUCKEE | RENO-SPARKS | CARSON VALLEY

CHASE INTERNATIONAL
LUXURY LEADER

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CHASE INTERNATIONAL
LUXURY LEADER

Chase life—joy, health, success

We are thrilled to live in an area that offers a vibrant lifestyle, healthy growth, and exciting economic opportunities. Home buyers from around the globe love the energy of our region and continue to discover Mother Nature's divine secrets.

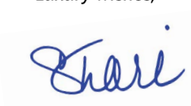
Lake Tahoe is booming with excitement – Gordon Ramsay's *Hell's Kitchen* arrives on the South Shore and Larry Ellison picks storied Crystal Bay for the next *Nobu* getaway!

Reno is named one of the top fifteen leading cities in the nation to keep an eye on. New luxury is happening at every corner and expanding to outer regions bringing many choices for consumers. Amazing new restaurants and gourmet bites continue to evolve. Truckee is still a favorite with a flavor of an era past and Carson Valley is the area of living with open space – ranches and amazing views.

At Chase International, our luxury specialists are making dreams come true!

Discover how we can assist you!

Luxury wishes,



SHARI CHASE-FOUNDER & CEO
CHASE INTERNATIONAL

Lake Tahoe

Now that 2019 is in the books, it's time to reflect on our year-end numbers. The Tahoe luxury market was flat in properties sold over $1 million for a total of 384. Leading the way, the **South Shore** witnessed a whopping 22% increase in properties over $1 million, followed by the **East Shore** at 20% increase. **Incline Village** was down 2% and the **North/West Shores**, CA was down 18%.

The top sale in 2019 was a lakefront in Sunnyside on the **West Shore** that sold for $39,000,000. The next most expensive sale was an **Incline** lakefront that **Chase** listed and sold for $24,500,000.

Six lakefronts closed on the **South Shore** in 2019 verses one in 2018. The **East Shore** was down significantly from 14 in 2018 to six in 2019. **The West/North Shore**, **CA** market was also down from 28 in 2018 to 13 in 2019. **Incline Village** only had three lakefront sales in 2019 verses seven in 2018.

Truckee

Truckee saw 249 properties sell over $1 million, up a small 2% from last year. The median price was $1,612,500 in the luxury arena. The highest priced sale was in Martis Camp at $13,600,000. With 34 sales and an average price of $5,288,309, Martis Camp continues to be the most affluent area in the Truckee market.

Reno-Sparks

Reno leveled out in 2019 with a four percent increase in homes sold over $1 million representing 228 properties versus 219 in 2018. The median price also increased four percent. The highest priced home, a property in Montreux, sold for $4,500,000.

Carson Valley

Carson Valley remained relatively flat with a 5% increase of units sold over $1 million. 23 homes sold in 2019 verses 22 in 2018. The median price stayed flat at $1,250,000. The highest price property sold for $3,800,000 with the second most expensive home, located in Clear Creek Tahoe, selling for $2,527,000.

Properties sold over $1 million

YEAR-END 2019 VS 2018

East Shore Lake Tahoe FROM STATELINE NORTH TO GLENBROOK, NEVADA	▼12% VOLUME 2019: $140,892,600 2018: $157,613,400	▲20% UNITS 2019: 67 2018: 56	▼1% MEDIAN PRICE 2019: $1,585,500 2018: $1,607,750
South Lake Tahoe CALIFORNIA	▲55% VOLUME 2019: $112,454,850 2018: $72,450,225	▲22% UNITS 2019: 61 2018: 50	▼4% MEDIAN PRICE 2019: $1,233,000 2018: $1,287,000
West/North Shore CALIFORNIA	▼37% VOLUME 2019: $217,396,418 2018: $345,544,126	▼18% UNITS 2019: 84 2018: 103	▼10% MEDIAN PRICE 2019: $1,500,000 2018: $1,675,000
Incline Village NEVADA	▲1% VOLUME 2019: $403,334,283 2018: $397,582,009	▼2% UNITS 2019: 172 2018: 175	▲1% MEDIAN PRICE 2019: $1,612,500 2018: $1,600,000
Truckee NORTHSTAR, SQUAW VALLEY AND ALPINE SKI AREAS, CALIFORNIA	▼7% VOLUME 2019: $533,669,615 2018: $571,091,409	▲2% UNITS 2019: 249 2018: 243	▲0% MEDIAN PRICE 2019: $1,600,000 2018: $1,600,000
Reno/Sparks NEVADA	▲4% VOLUME 2019: $344,135,203 2018: $330,129,550	▲4% UNITS 2019: 228 2018: 219	▲6% MEDIAN PRICE 2019: $1,349,000 2018: $1,275,000
Carson Valley NEVADA	▲20% VOLUME 2019: $34,963,000 2018: $29,016,100	▲5% UNITS 2019: 23 2018: 22	0% MEDIAN PRICE 2019: $1,250,000 2018: $1,252,550

Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 01/20/2020.

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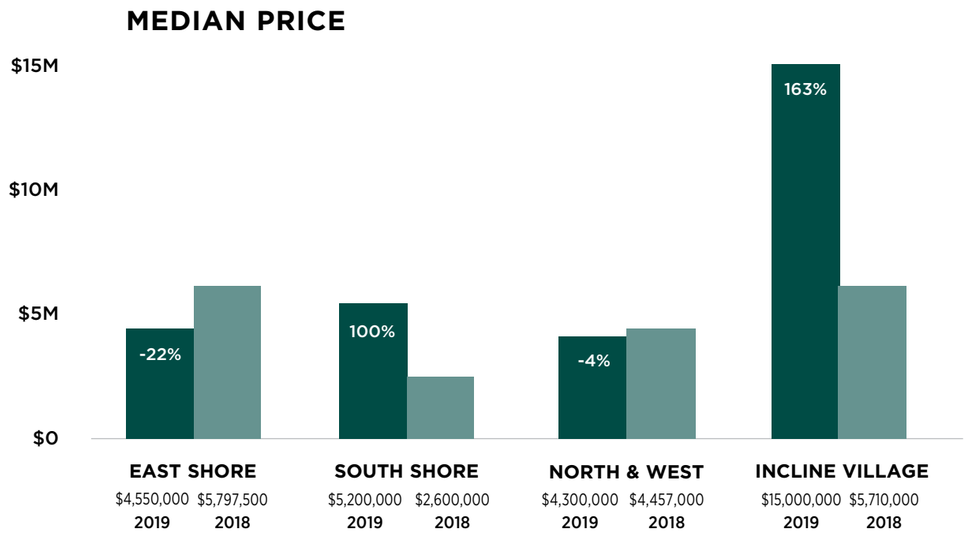
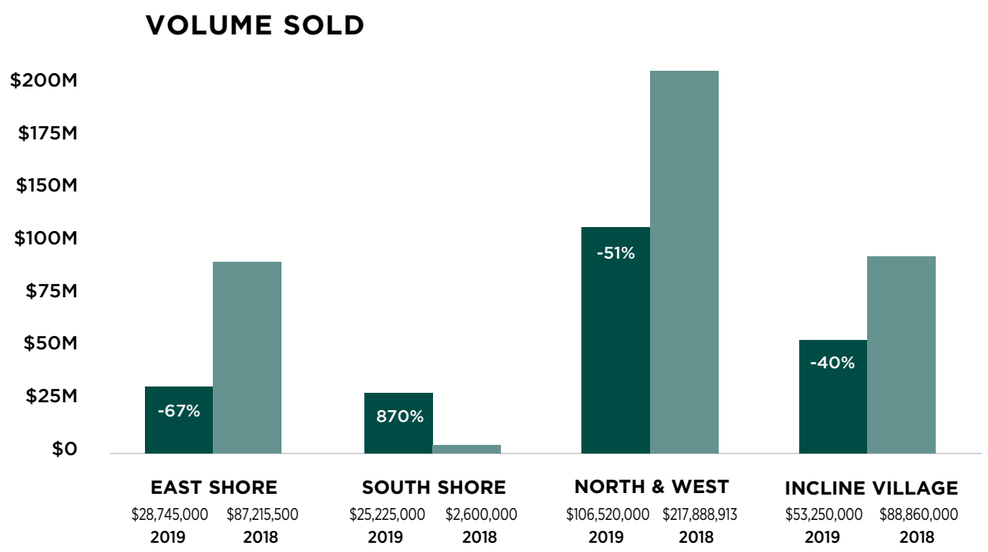
Tahoe Lakefront Sales

SINGLE FAMILY RESIDENTIAL HOMES AT YEAR-END 2019 VS 2018





Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 01/20/2020.

Tahoe Lakefront Sales

SINGLE FAMILY RESIDENTIAL HOMES AT YEAR-END 2019 VS 2018

EAST SHORE	2019	2018	Change
Volume	$28,745,000	$87,215,500	-67%
Units	6	14	-57%
Median Price	$4,550,000	$5,797,500	-22%
Average Price	$4,790,833	$6,229,678	-23%

SOUTH SHORE	2019	2018	Change
Volume	$25,225,000	$2,600,000	870%
Units	6	1	500%
Median Price	$5,200,000	$2,600,000	100%
Average Price	$4,209,167	$2,600,000	62%

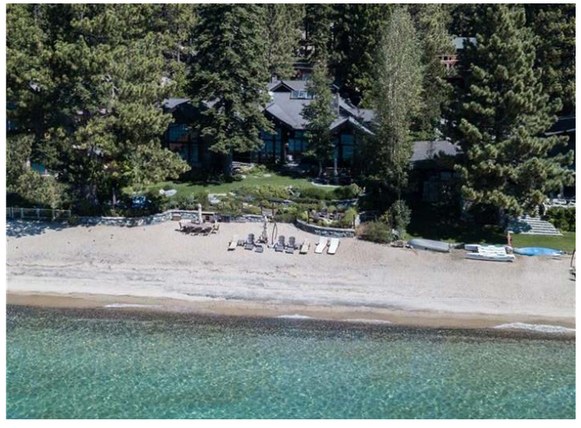
NORTH & WEST SHORE	2019	2018	Change
Volume	$106,520,000	$217,888,913	-51%
Units	13	28	-54%
Median Price	$4,300,000	$4,457,000	-4%
Average Price	$8,193,846	$7,781,746	5%

INCLINE & CRYSTAL BAY	2019	2018	Change
Volume	$53,250,000	$88,860,000	-40%
Units	3	7	-57%
Median Price	$15,000,000	$5,710,000	163%
Average Price	$17,750,008	$12,694,286	40%

Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNRMLS and South Lake Tahoe Board of Realtors MLS 01/20/2020.

2019 Significant Chase Sales

LUXURY SALES HIGHLIGHTS



Incline Village, Nevada **$24,500,000**
Buyer & Seller Representation

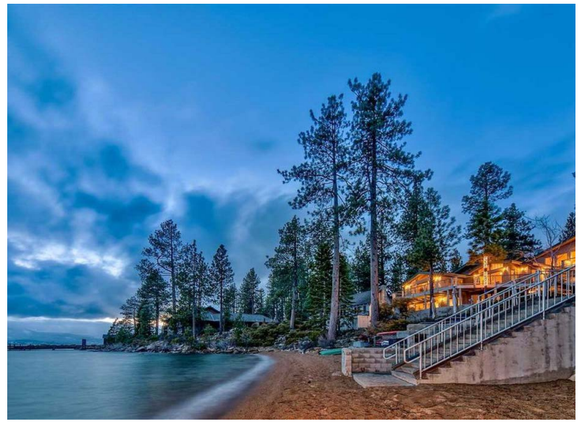
Homewood, California **$16,400,000**
Seller Representation

Incline Village, Nevada **$11,500,000**
Seller Representation

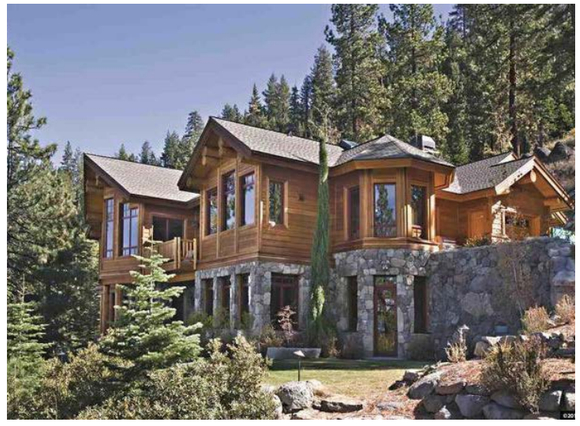
Incline Village, Nevada **$8,000,000**
Buyer & Seller Representation

2019 Significant Chase Sales

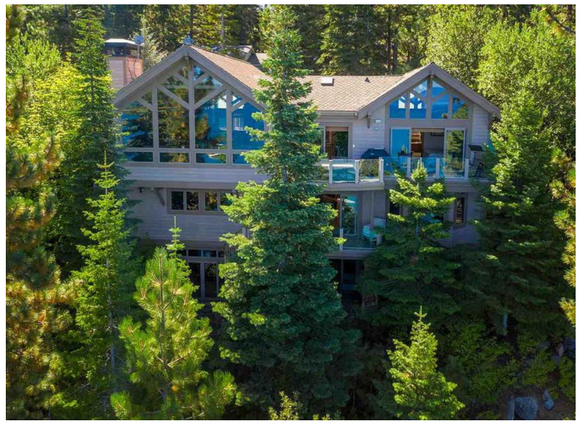
LUXURY SALES HIGHLIGHTS



Zephyr Cove, Nevada **$5,995,000**
Seller Representation



Glenbrook, Nevada **$5,600,000**
Buyer & Seller Representation



Zephyr Cove, Nevada **$5,500,000**
Seller Representation

South Lake Tahoe, California **$5,300,000**
Seller Representation

2019 Significant Chase Sales

LUXURY SALES HIGHLIGHTS

135 CLOSED OR PENDING SALES

HOMESITES FROM $360,000 | LUXURY HOMES FROM $2M

27 CLOSED OR PENDING SALES

RANGING FROM $950,00 TO $2,125,000

2019 Significant Chase Sales

LUXURY SALES HIGHLIGHTS

SOLD OUT

10 LAKEFRONT CONDOMINIUMS

SOLD OUT

11 LUXURY MONTRÊUX RESIDENCES

The *luxury* leader.

Chase continues to lead the luxury real estate market, selling more homes over $5, $10 and $20 million, year after year after year.

We are proud to have sold almost $1.5 billion worth of property in 2019, brokering 2,484 transaction sides. With a history of unparalleled success, in 1996 and 1998, when the highest-priced property sold in New York City was $12 million, Chase negotiated record-breaking sales of $50 million and $30 million, unheard of in the nation at that time. We held that record nationwide for eight years.

Bolstered by our luxury heritage and strength of character, Chase agents excel at innovation, creativity, negotiation and bringing about a happy and productive result for each client.

We are grateful to our loyal clientele, our talented colleagues and our dedicated agents for the success we have enjoyed for 34 years.

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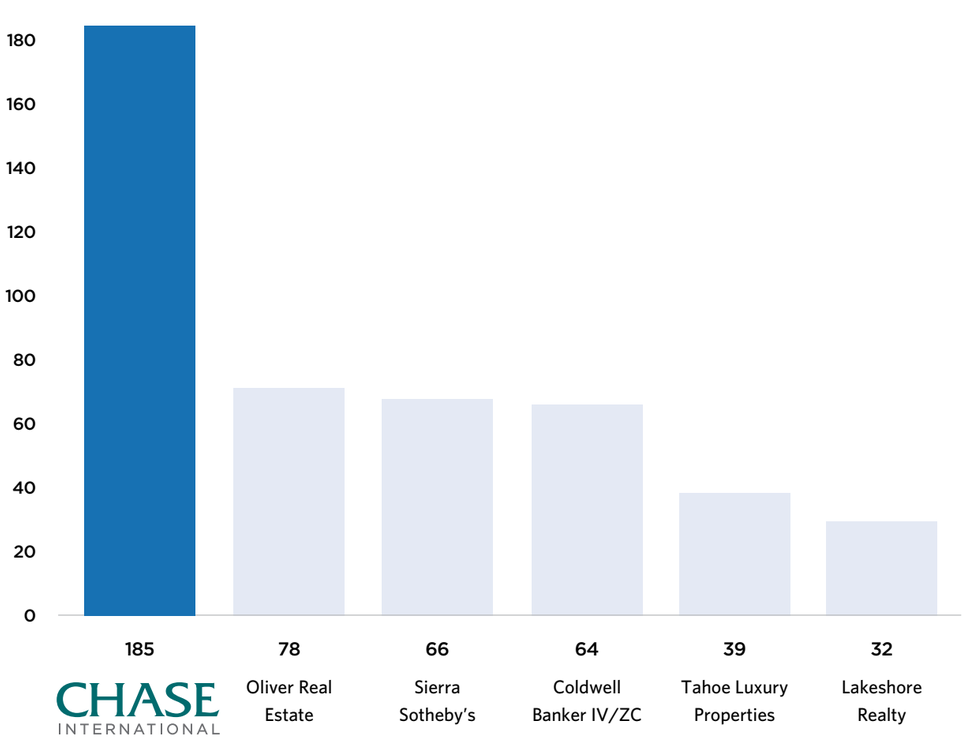
LUXURY LEADER

Properties sold over $5 million

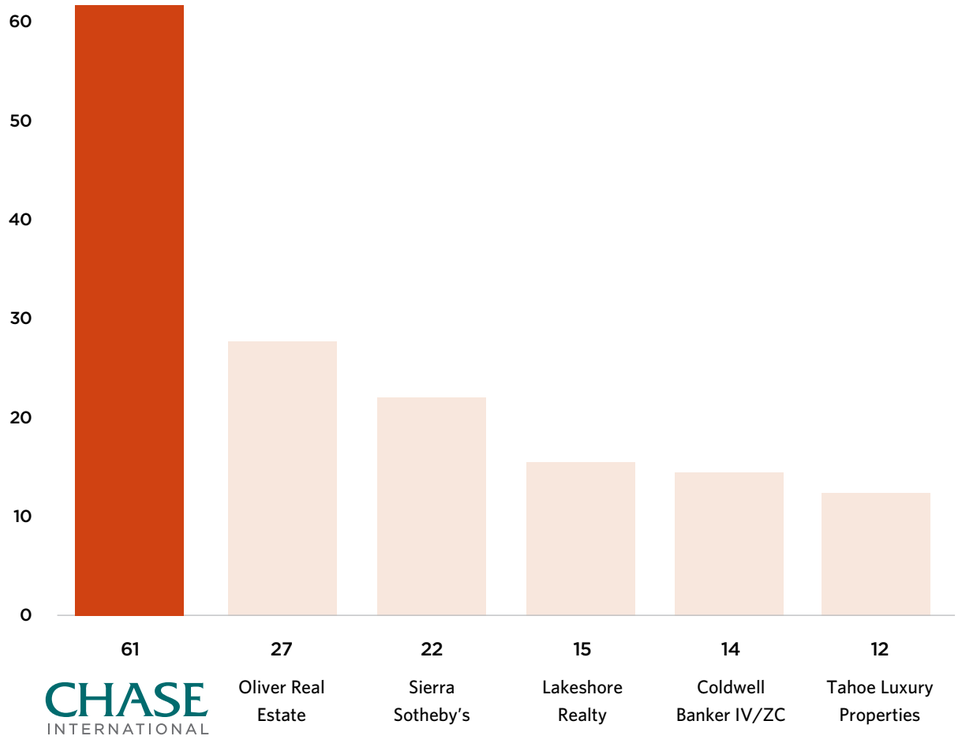
NUMBER OF TRANSACTIONS SOLD, TOP SIX COMPANIES



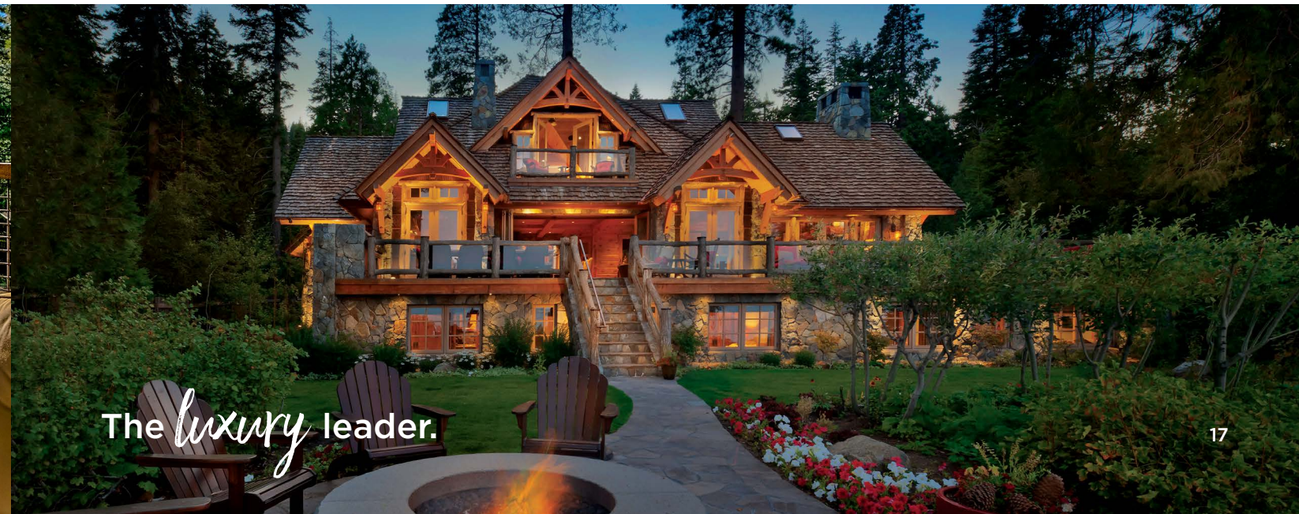
Information gathered from MLS and County records. Transactions since 1989 through 01/24/2020.

Properties sold over $10 million

NUMBER OF VOLUME SOLD, TOP SIX COMPANIES

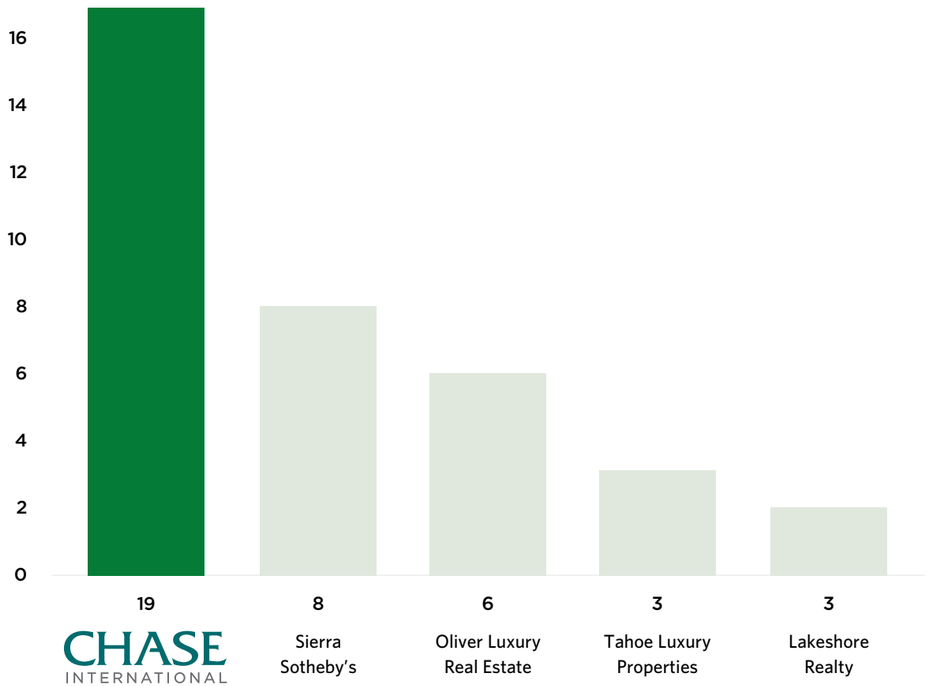


Information gathered from MLS and County records. Transactions since 1989 through 01/24/2020.



Properties sold over $20 million

NUMBER OF TRANSACTIONS SOLD, TOP FIVE COMPANIES



Information gathered from MLS and County records. Transactions since 1989 through 01/24/2020.

Exclusive luxury listings

A COLLECTION OF OUR CURRENT PROPERTIES

PINE TREE LANE - $9,980,000

Glenbrook, Nevada | Clifton Chase | 775 815 1987

HIGH MEADOW - $9,975,000

South Lake Tahoe, California | Sue Lowe | 775 690 1444

COVERDALE ESTATE - $9,850,000

Incline Village, Nevada | Donovan Group | 775 750 2190

VIVIAN LANE - $6,900,000

Incline Village | Trinkie Watson | 530 582 0722

CROSS BOW - $6,750,000

Incline Village, Nevada | Donovan Group | 775 750 2190

FLEUR DU LAC ESTATE - $4,700,000

Homewood, California | Trinkie Watson | 530 582 0722

Crystal Pointe

Where water, sun and soul connect

Exclusively offered at $75,000,000

Crystal Bay, Nevada | 775 588 1444 | crystalpointetahoe.com

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The Pines

Impeccable Glenbrook lakefront estate

Offered At $35,000,000

Trinkie Watson | 530 582 0722 | glenbrookgold.com

CHASE INTERNATIONAL
LUXURY LEADER

Crystal View

Visionary lakefront coming to life

Offered At $24,000,000

The Donovan Group | 775 750 2190 | 20crystaldrivetahoe.com

CHASE INTERNATIONAL LUXURY LEADER

Crystal Drive

New modern cutting-edge construction

Offered At $22,000,000

The Donovan Group | 775 750 2190 | 24crystaldrivetahoe.com

CHASE INTERNATIONAL LUXURY LEADER

Tahoe's Newest Mountain and Lake Community

Clear Creek Tahoe

Intimate. Private. Spacious.

Homesites From $360,000

Georgia Chase | 775 636 3085 | clearcreektahoe.com

CLEAR CREEK TAHOE

Sagemodern

A Clear Creek Tahoe masterpiece

Offered At $3,195,000

Georgia Chase | 775 636 3085

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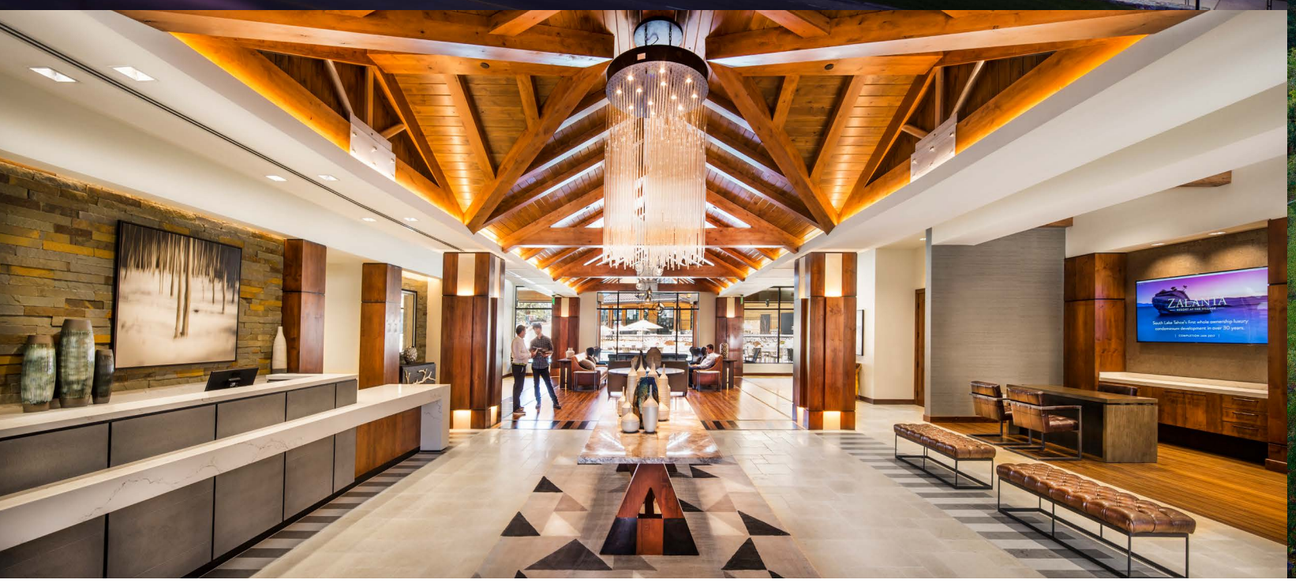
LUXURY LEADER



Zalanta

The ultimate Lake Tahoe experience

ZALANTA
RESORT AT THE VILLAGE
LAKE TAHOE

Luxury condos just steps from the Heavenly Gondola from $995,000.

Mike Dunn | 775 901 6633 | zalanta.com

Nixon Mansion

Historic Reno estate on the Truckee

CHASE INTERNATIONAL
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Offered At $13,900,000

Trinkie Watson | Donna Spear | 530 582 0722 | nixonmansion.com

The Aerie

Distinctive Reno luxury

Offered At $4,250,000

Ruby Von Schwerin | Donna Spear | 775 323 3884 | 40pronghorn.com

CHASE INTERNATIONAL
LUXURY LEADER

Timbercreek

St. James masterpiece

Offered At $2,700,000

Donna Spear | 775 691 7947

CHASE INTERNATIONAL
LUXURY LEADER

Our partnerships take your property into every global market.

Chase International is connected to 550+ top-tier independent real estate brokerages, from the San Francisco Bay Area to New York City and beyond, spanning 60 countries on six continents around the globe, including our London office. Through this partnership we reach over 120,000 real estate agents, who represent more $1M+ properties than any other real estate company in the world. Together we close over $500 billion in annual sales, with one of our transactions closing every 15 minutes.

WHO'S WHO IN LUXURY REAL ESTATE - THE BOARD OF REGENTS

Chase is one of the top 520 luxury residential real estate firms around the world that meet annually to discuss the future of the business and network with top agents around the globe. This preferred, exclusive knowledge provides Chase with superior insight and exposure for its clients. Brokers with this distinction provide leadership and the highest level of personal service and commitment to their clientele.

LUXURY PORTFOLIO INTERNATIONAL

Luxury Portfolio International® is the luxury face of Leading Real Estate Companies of the World® the largest global network of premier locally branded companies dominated by many of the world's most powerful independent luxury brokerages.

LEADING REAL ESTATE COMPANIES OF THE WORLD

Through this premier International magazine for luxury estates, Chase features its prestigious properties twice a year to target affluent clients. Its circulation includes an exclusive distribution to each member's private database, and to the world's premier hotels, international airports and bookstores.

MAYFAIR INTERNATIONAL REALTY

We have expanded our London office to include United Kingdom's Mayfair International Realty in response to the increased traffic of overseas buyers. By doing so, we have further provided a marketing platform for our properties to European investors. Mayfair International connects to 125 real estate brokerages with 350 offices, each with a stellar reputation in their respective countries. Mayfair International will showcase all Chase International listings over $250,000 on their website, Mayfairinternationalrealty.com. In addition, Country Life uploads all Chase properties over $1 million to their magazine website, Countrylife.co.uk. Country Life has been a national institution in the U.K. for over 100 years; a copy is hand-delivered to the Royal Family each week. Mayfair provides advertising and public relations opportunities to ensure maximum exposure for Chase International listings.

LEADING ESTATES OF THE WORLD

Through this premier International magazine for luxury estates, Chase features its prestigious properties twice a year to target affluent clients. Its circulation includes an exclusive distribution to each member's private database, and to the world's premier hotels, international airports and bookstores.

ARTISAN GROUP

The Artisan Group is a strategic alliance of high image real estate companies reaching from the greater San Francisco Bay area to Lake Tahoe. Chase clients benefit from this prestigious group's network of professional real estate brokers. Through this alliance, Chase is able to provide superior service to qualified audiences in an expanded market area.

ONE COMPANY. ONE HEART. ONE PHILOSOPHY.

NEARLY $1.5 BILLION IN ANNUAL SALES.

Chase International is one of the nation's most successful independent real estate firms specializing in unique and distinctive properties in the Tahoe/Reno region. With more than 360 compassionate and determined REALTORS® in 11 locations, we are committed to our client success. We have more qualified luxury professionals and top lakefront specialists with the experience and connections to serve all your needs.

We empower people to achieve unlimited possibilities, make magical life decisions, and bring peace and harmony into their lives. This is our secret power. Put the *Chase Power of Success* to work for you.

THE LEADER IN LUXURY REAL ESTATE | CHASEINTERNATIONAL.COM

CHASE INTERNATIONAL

Leading Real Estate Companies of the World | Luxury Portfolio International

Zephyr Cove | Glenbrook | Incline Village | South Lake Tahoe | Tahoe City | Truckee

Reno | Sparks | Carson Valley | Henderson | London

CHASE
INTERNATIONAL

LUXURY LEADER

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