

# tahoe luxury properties®



## LAKE TAHOE REAL ESTATE MARKET REPORT

Q1 2015

### MARKET ANALYSIS INCLUDES:

- MEDIAN HOME PRICE AND UNITS SOLD DATA
- YEAR OVER YEAR TRENDING
- REPORTING BY REGION
  - LAKEFRONTS, CA & NV
  - TAHOE SIERRA MLS, CA
  - NORTH & WEST SHORES, CA
  - INCLINE VILLAGE & CRYSTAL BAY, NV
  - TRUCKEE, CA

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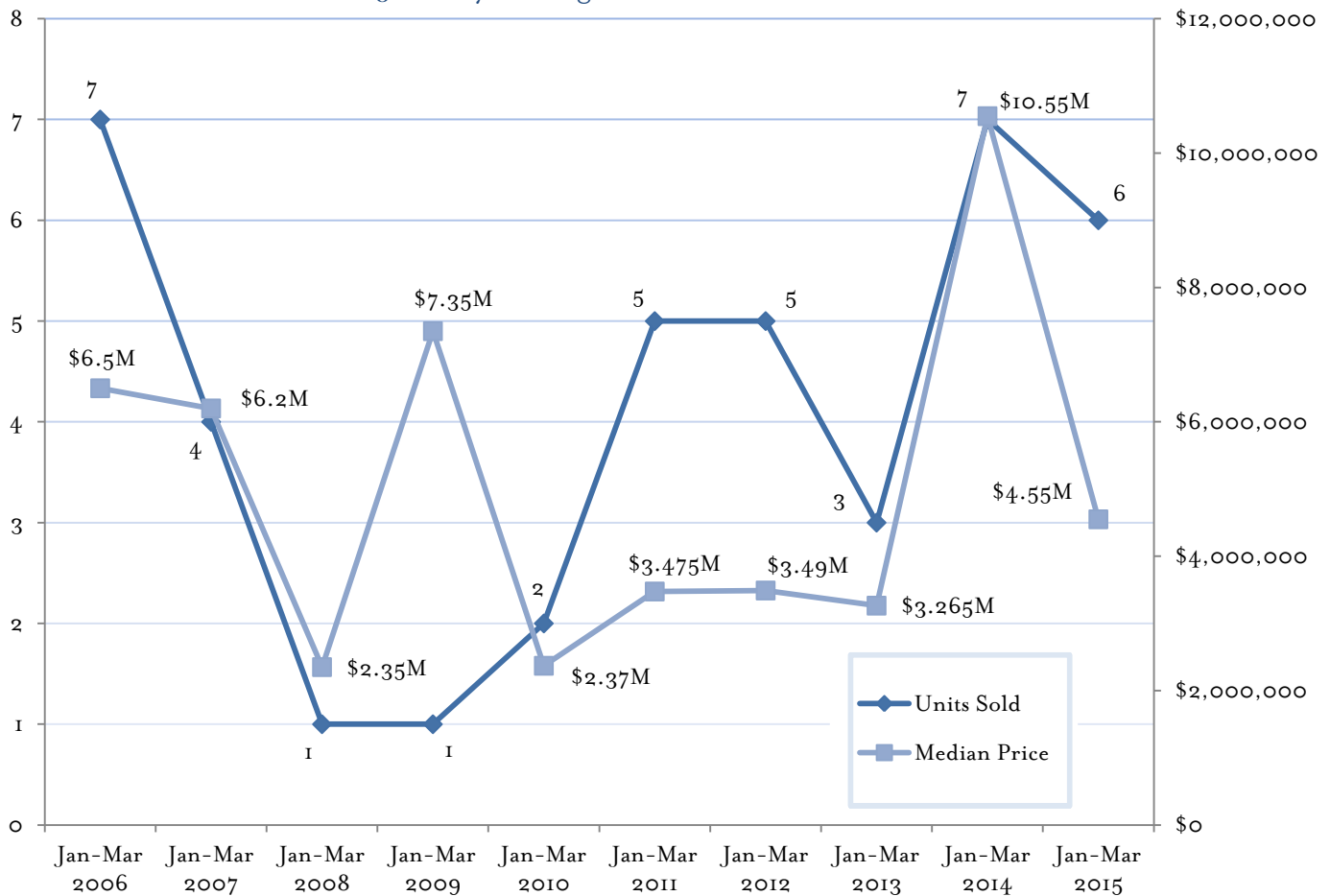
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## Lakefronts Market Report: Year Q1 2015

Single-Family Homes and Estates located on California's North and West Shores (to Rubicon Bay) and in Nevada's Incline Village and Crystal Bay

### January through March Year-Over-Year



### Highlights include:

- 14% decrease in units sold year-over-year
- 57% decrease in median price year-over-year
- Homes sold within 97.3% of asking price, the narrowest Q1 margin in over 9 years, representing a 80% change year-over-year
- A word of caution, median price does not directly correlate to market appreciation/depreciation, and small sample size can heavily influence resultant data

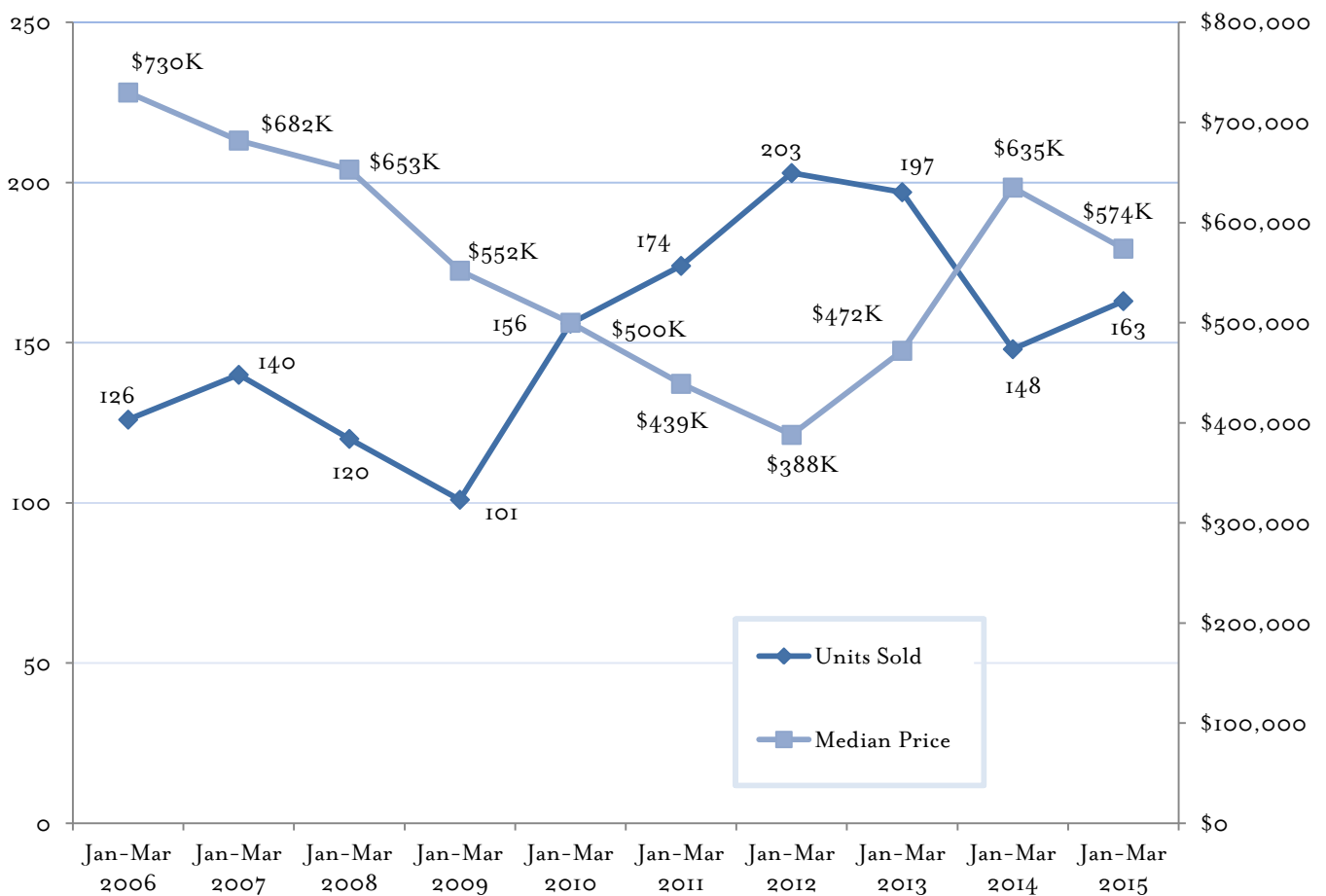
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## Tahoe Sierra MLS Market Report: Q1 2015

Single-Family Homes in California on Lake Tahoe's North and West shores and in Truckee, Donner Lake, Northstar, Olympic Valley, and Alpine Meadows

January through March Year-Over-Year



### Highlights include:

- 10% increase in units sold year-over-year
- 10% decrease in median price year-over-year
- 17 Homes were sold over \$2M compared to 13 in the previous period, representing a 30% increase

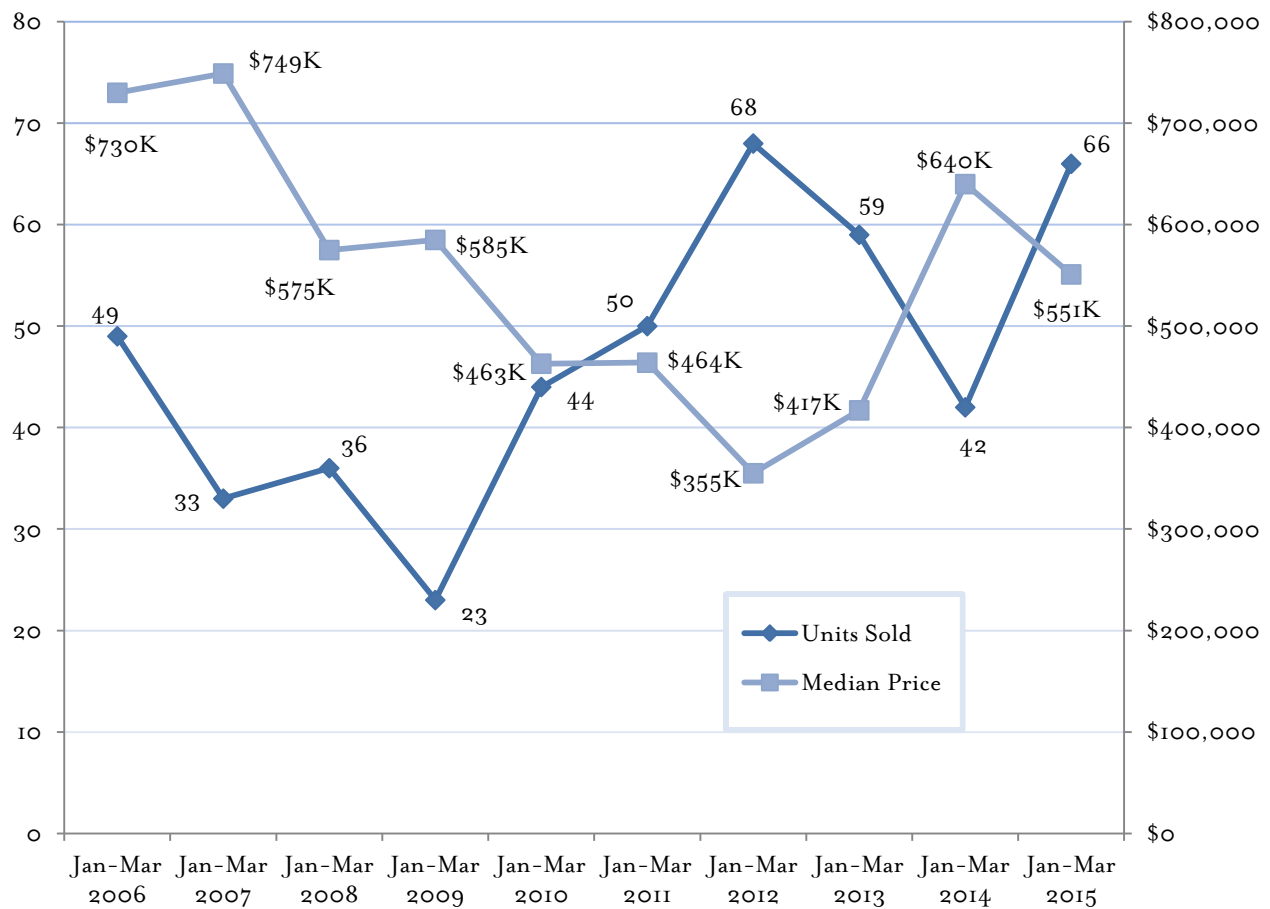
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## North & West Shores, CA Market Report: Q1 2015

Single-Family Homes in the Lake Tahoe Basin in California including Tahoe's North and West Shores, as well as Alpine Meadows and Squaw Valley

### January through March Year-Over-Year



#### Highlights include:

- 57% increase in units sold year-over-year
- 14% decrease in median price year-over-year
- 6 homes were sold over \$2M, the most in Q1 in over 9 years, and representing a 50% increase year-over-year

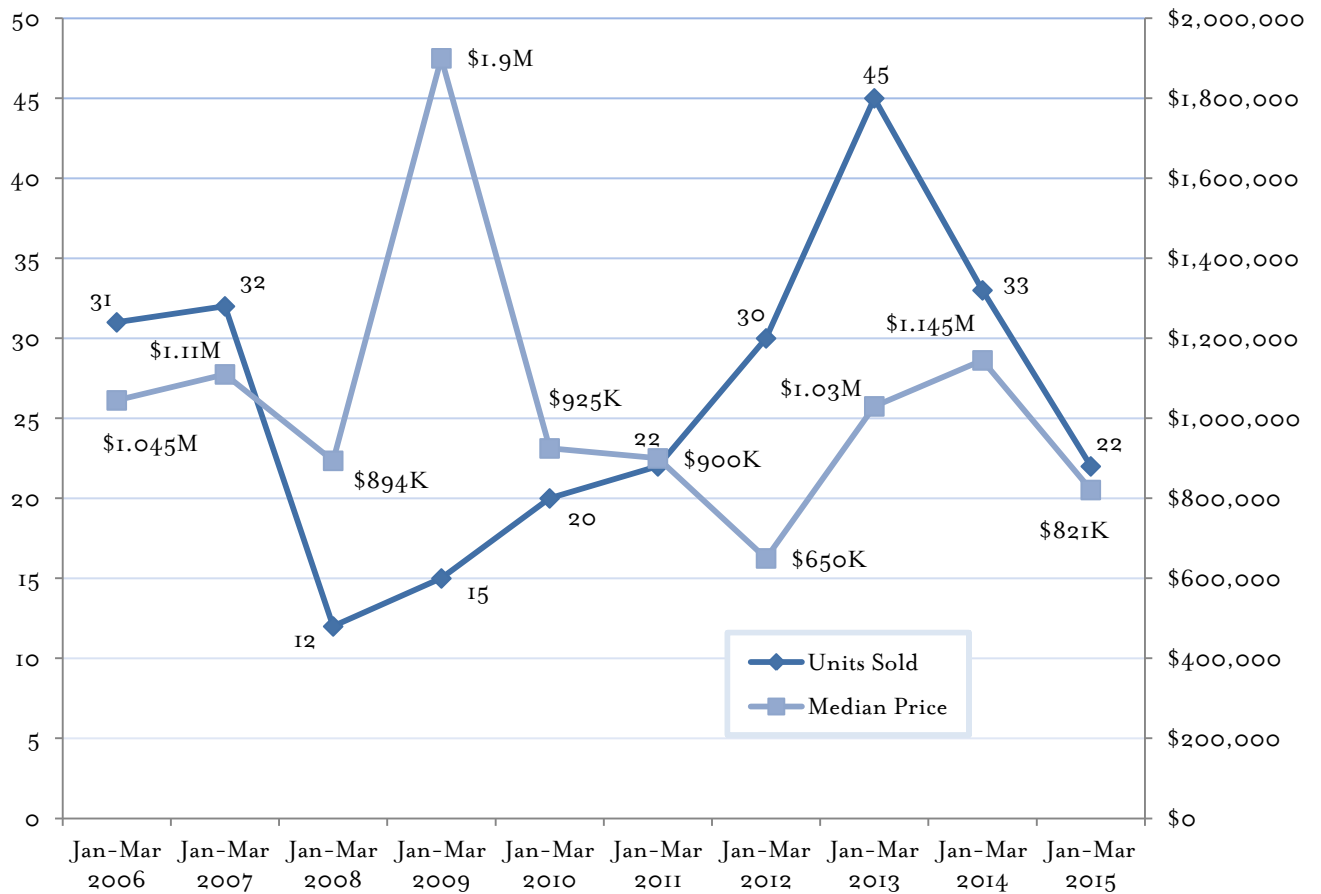
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## Incline Village & Crystal Bay, NV Market Report: Q1 2015

Single-Family Homes in Incline Village and Crystal Bay, Nevada

January through March Year-Over-Year



Highlights include:

- 33% decrease in units sold year-over-year
- 28% decrease in median price year-over-year
- Homes are selling within 95.2% of asking price, the narrowest margin in Q1 since 2007

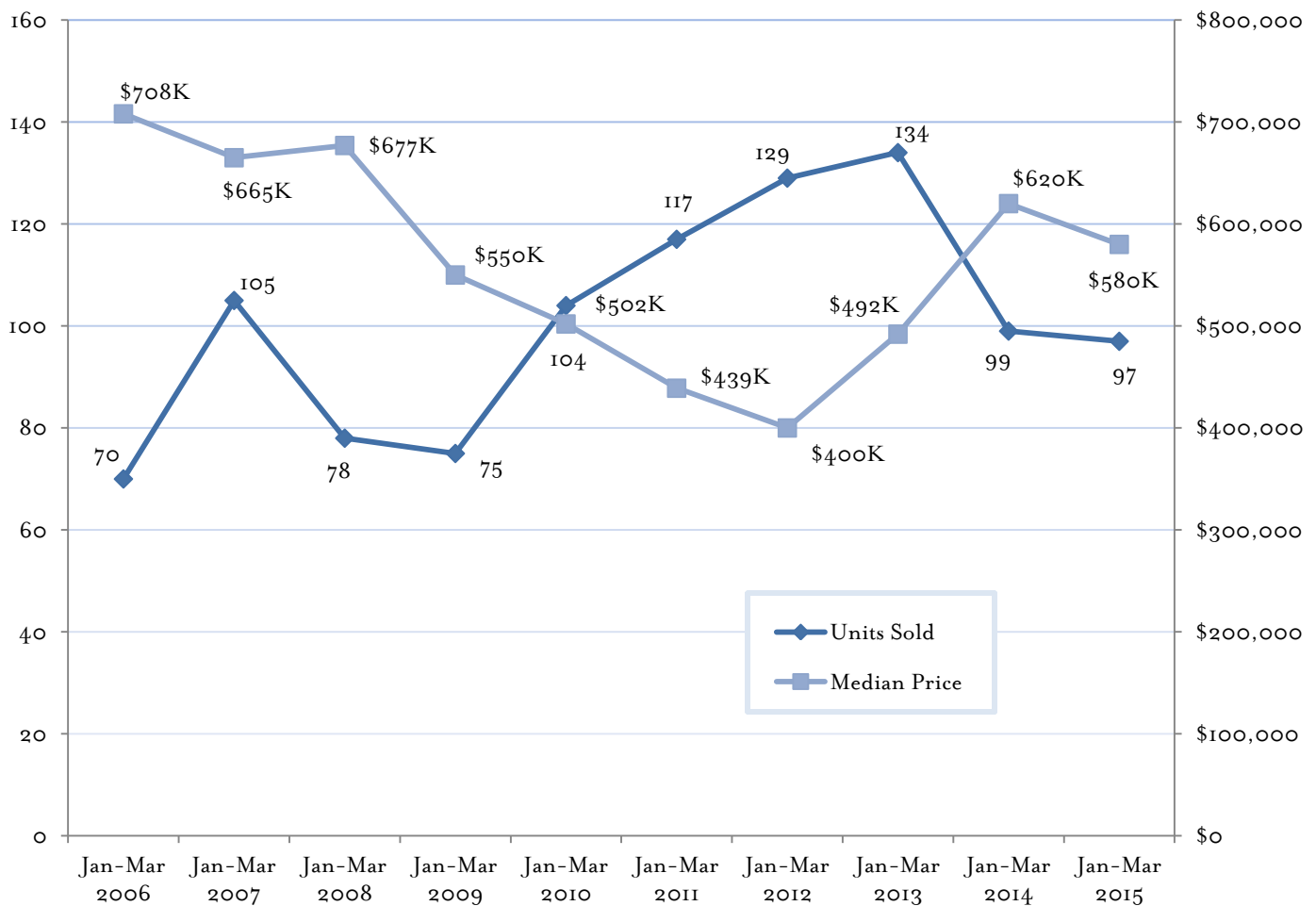
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## Truckee, CA Market Report: Q1 2015

Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

### January through March Year-Over-Year



### Highlights include:

- 2% decrease in units sold year-over-year
- 6% decrease in median price year-over-year
- 11 homes over \$2M were sold compared to 7 in the previous period, representing a 57% increase

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REAL ESTATE SALES & VACATION RENTALS

## ABOUT TAHOE LUXURY PROPERTIES

Tahoe Luxury Properties is a full-service real estate company specializing in luxury real estate sales and premier vacation rentals in the Lake Tahoe region. In 2014, Bill Dietz closed \$89.9 million in residential real estate sales in both California and Nevada.

These results reflect our commitment to our clients.

Tahoe Luxury Properties is best positioned to market and sell premier real estate throughout Lake Tahoe and its spectacular surrounding communities. Whether you are looking for a Tahoe family vacation home to enjoy for generations or for an investment property that will provide a sound return, Tahoe Luxury Properties' brokers and agents will help you comprehensively understand the real estate dynamic in the region.

Whether you are ready to buy or simply initially exploring the options in Lake Tahoe Real Estate, let us show you Tahoe Luxury Properties.

For more information, please contact us at 1.800.581.8228 or visit [TLUXP.com](http://TLUXP.com).