

# Lake Tahoe Real Estate Market Report Q1 through Q3 2016

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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*Source: Tahoe Sierra MLS and Incline Village MLS*

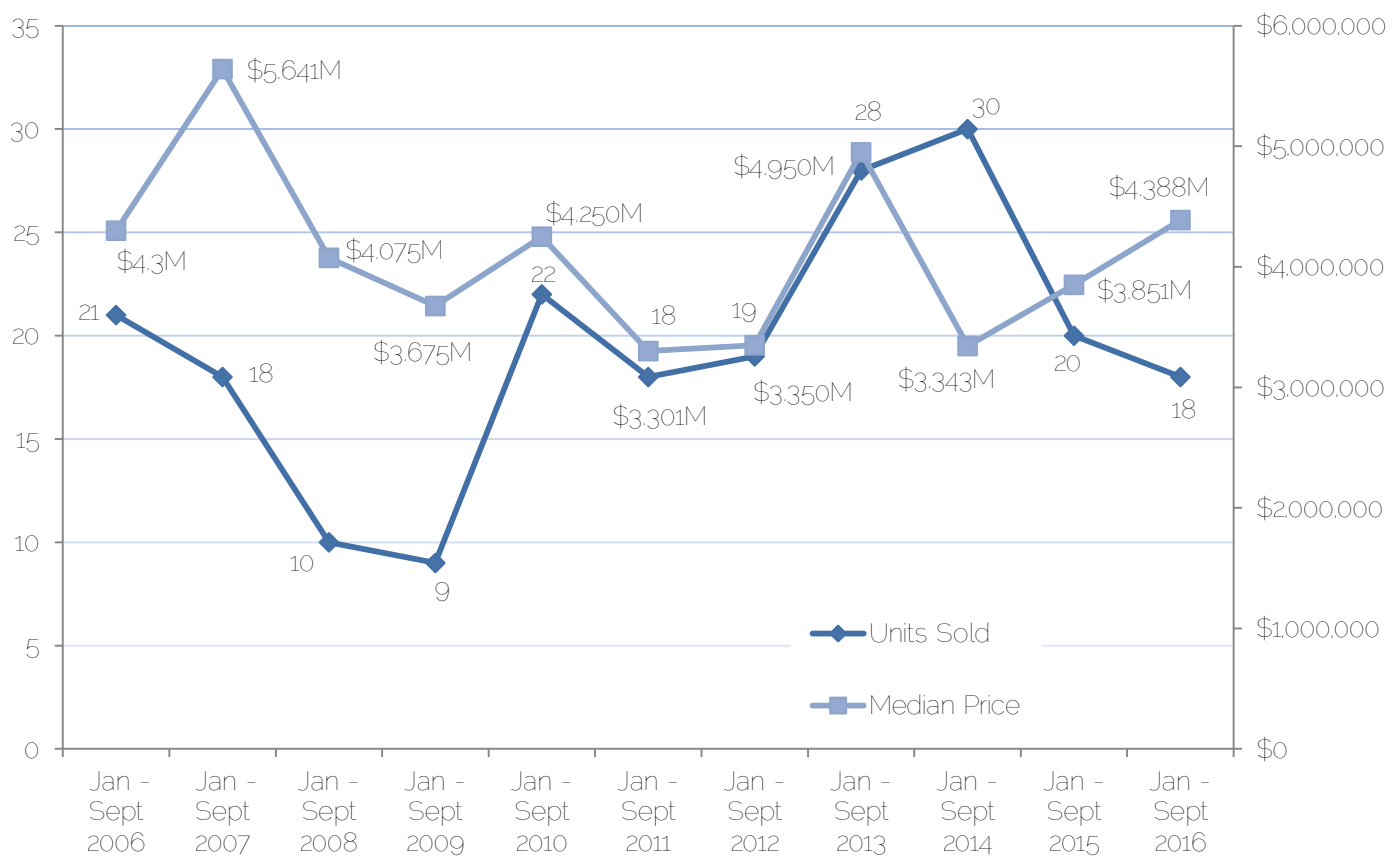
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## Lakefronts Market Report: Q1-Q3 2016

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 September Year-Over-Year



### Points of Interest:

- Units sold decreases 10% year-over-year
- Median price increases 14% price 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-Q3 2016

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 September Year-Over-Year



### Points of Interest:

- Units sold increases 18% year-over-year
- Median price increases 11% year-over-year
- Sales volume reaches an 11-year high
- 85 Homes of 828 (10%) sold for over \$2 million

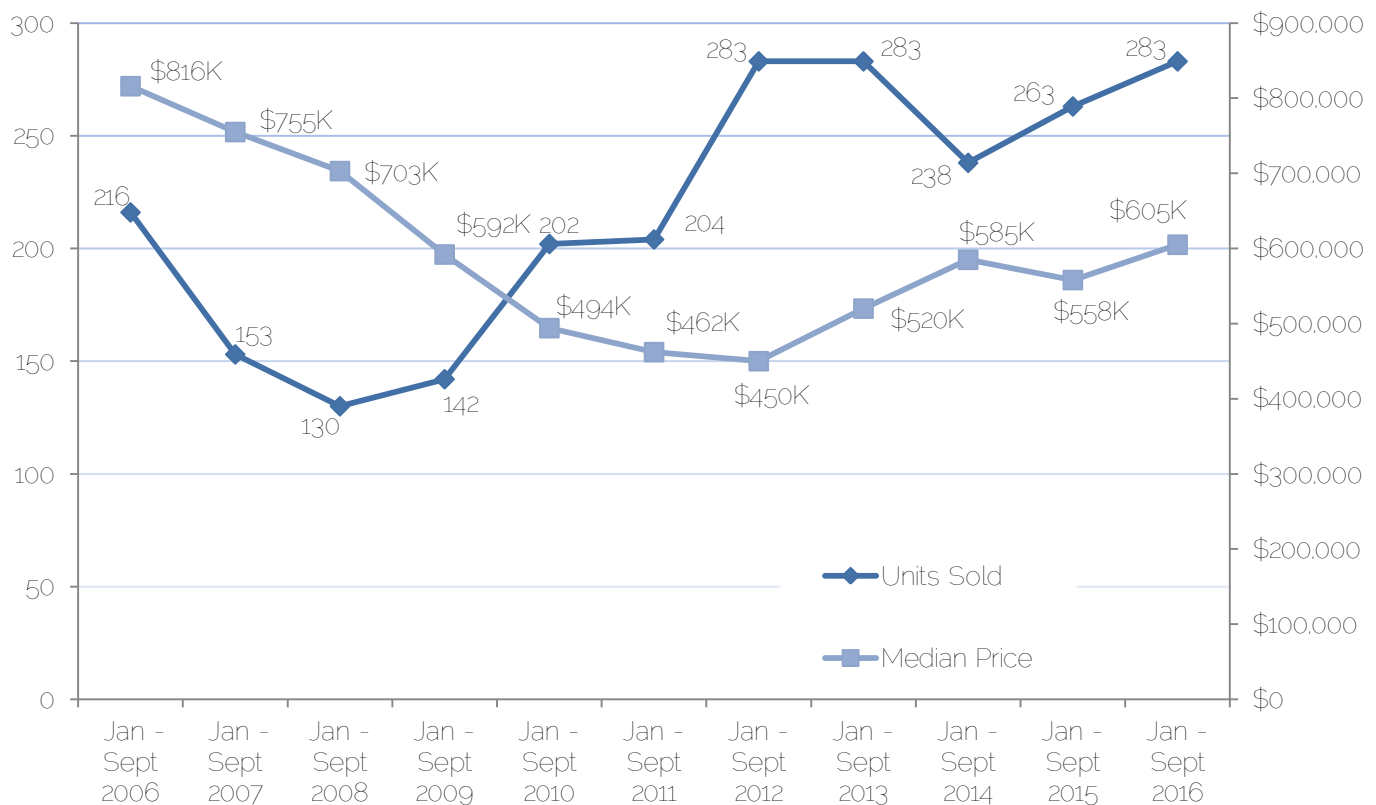
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## North & West Shores, CA Market Report: Q1-Q3 2016

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 September Year-Over-Year



### Points of Interest:

- Units sold increases 8% year-over-year
- Median price increases 8% year-over-year
- 26 of the 283 homes (9%) sold for over \$2M
- Both 2012 and 2013 reach this year's sales volume high, however median price shows growth compared to these years

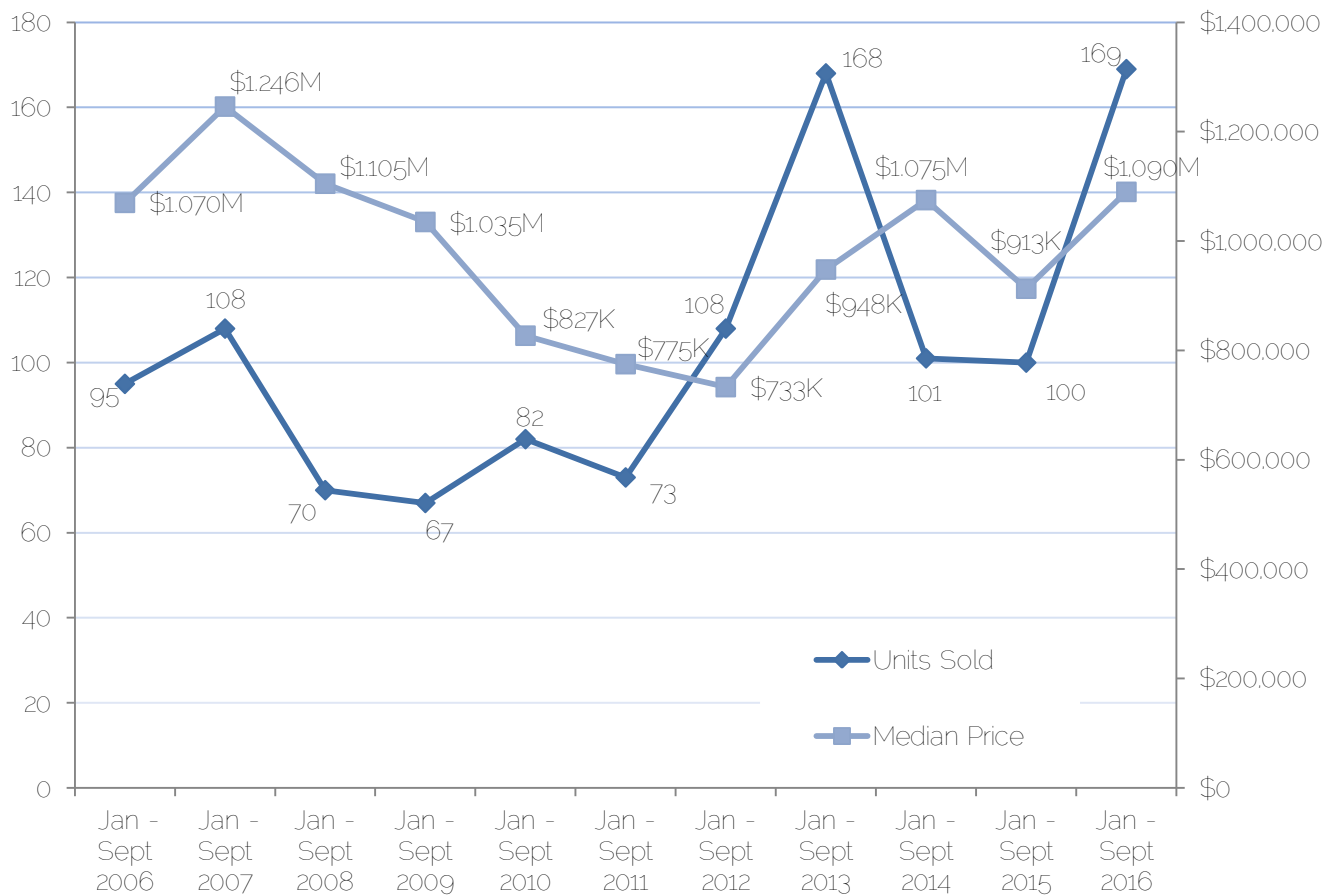
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## Incline Village & Crystal Bay, NV Market Report: Q1-Q3 2016

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

January through September Year-Over-Year



#### Points of Interest:

- Units sold increases by 69% year-over-year
- Median price increases by 19% year-over-year
- Sales volume reaches an 11-year high
- 17 of 169 homes (10%) sold for over \$2 million

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## Truckee, CA Market Report: Q1-Q3 2016

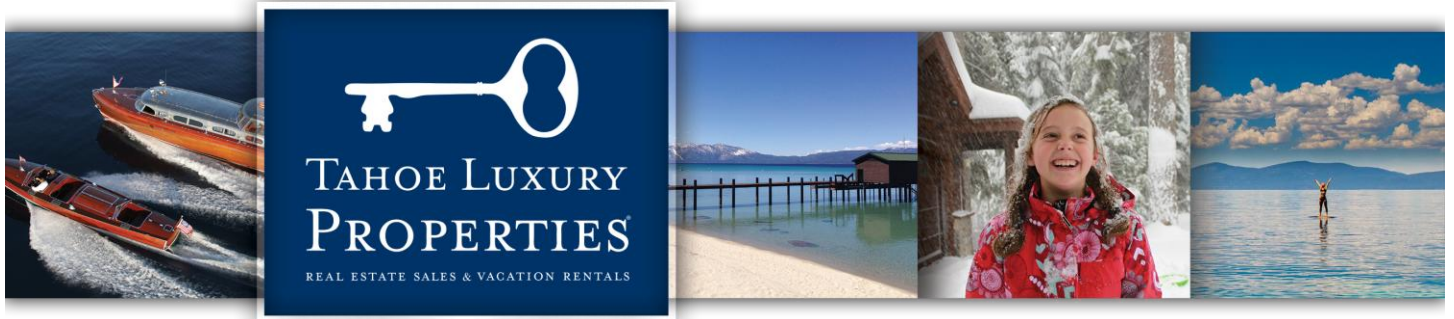
Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

### January through September Year-Over-Year



### Points of Interest:

- Units sold increases 26% year-over-year
- Median price increases 12% year-over-year
- Sales volume reaches an 11-year high
- 44 of 545 Homes (8%) sold were in Martis Camp
- 59 of 545 Homes (11%) sold for over \$2 million, 42 of these homes were in Martis Camp



## 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. Since January 2014, Bill Dietz closed over \$193 million in residential real estate sales in both California and Nevada, including 17 lakefront homes. 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.