

# Lake Tahoe Real Estate

## Market Report

### Quarter One 2017

Market Analysis Includes:

- Median Home Price and Units Sold Data
- Year Over Year Trending
- Reporting by Region
  - Tahoe Sierra MLS, CA
  - North & West Shores, CA
  - Incline Village & Crystal Bay, NV
  - Lakefronts, CA & NV
  - Truckee, CA

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*Source: Tahoe Sierra MLS and Incline Village MLS*

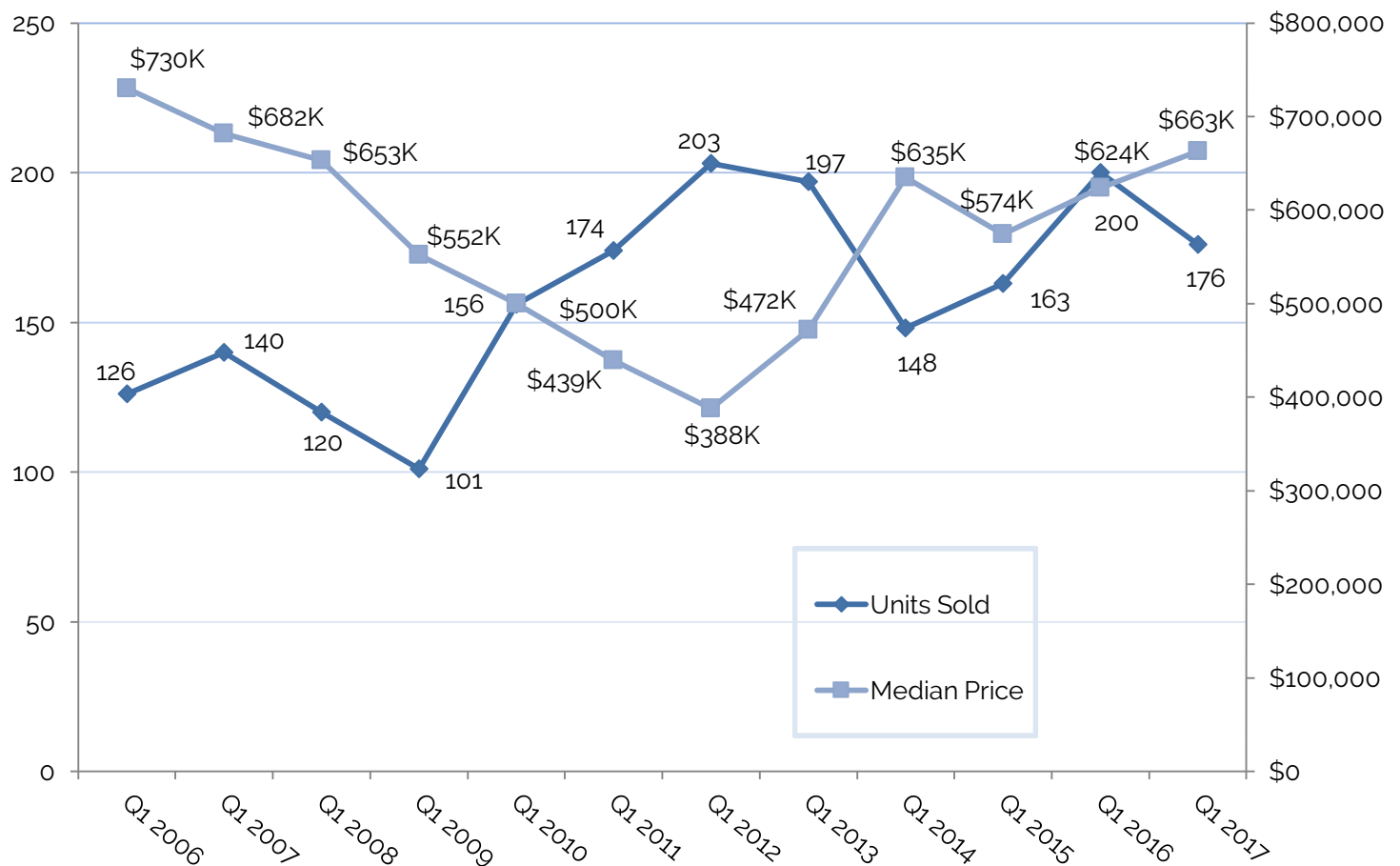
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## Tahoe Sierra MLS Market Report: Q1 2017

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



#### Points of Interest:

- Units sold decreases 12% year-over-year
- Median price increases 6% year-over-year
- Number of homes sold for over \$2 million decreases by 48%

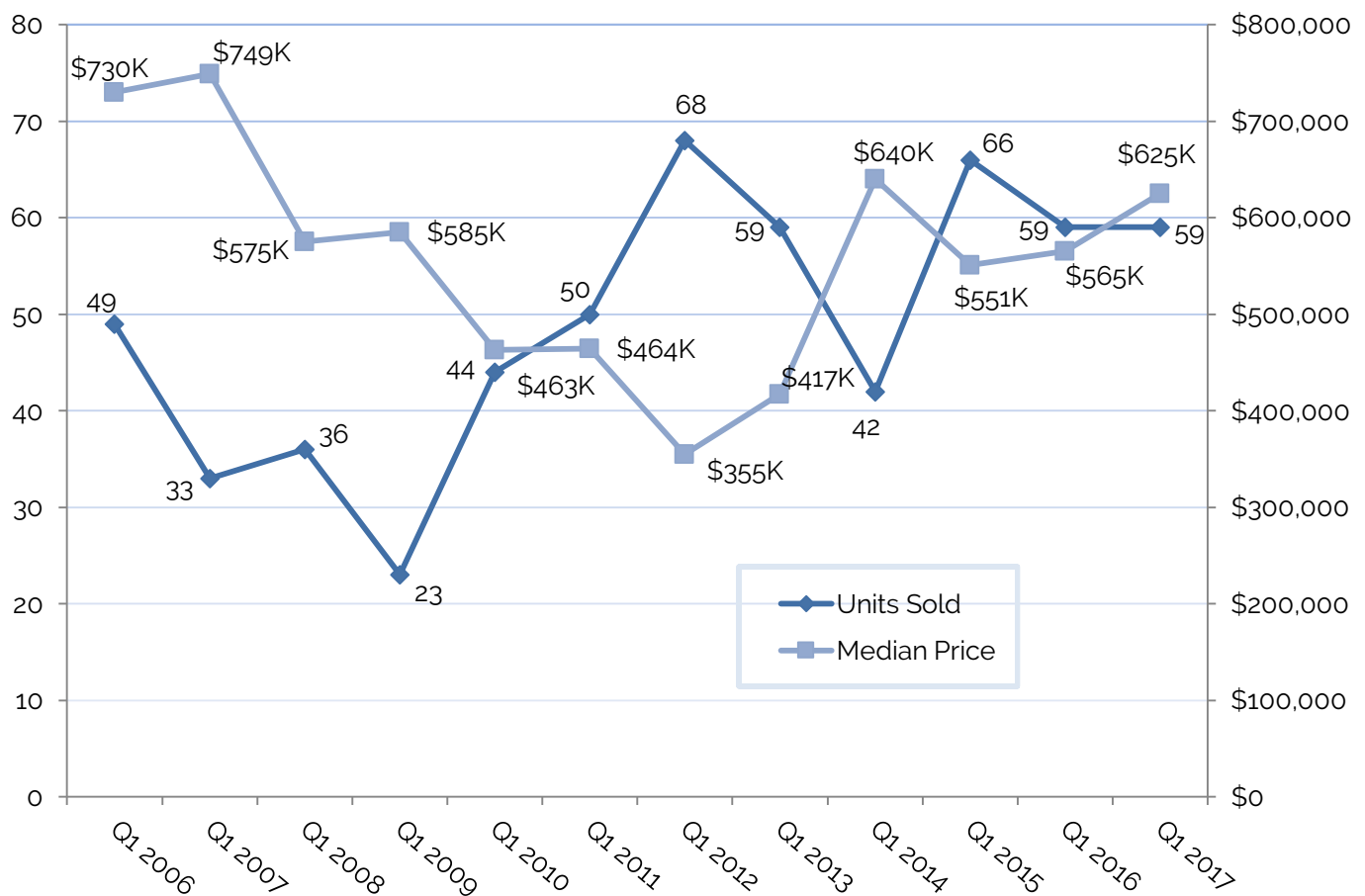
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## North & West Shores, CA Market Report: Q1 2017

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



### Points of Interest:

- Units sold remains the same year-over-year
- Median price increases 11% year-over-year
- Number of homes sold for over \$2 million decreases 50%

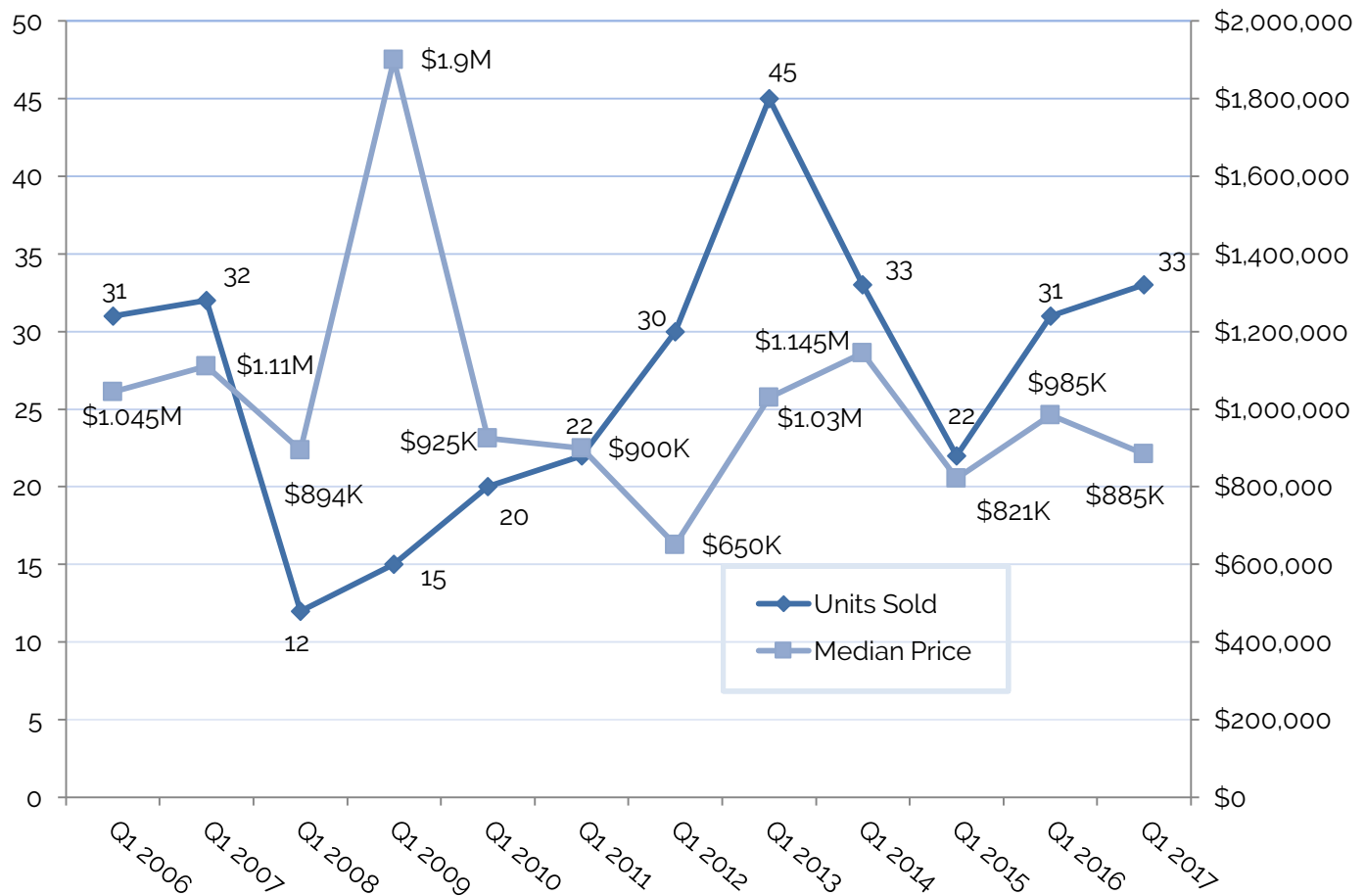
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## Incline Village & Crystal Bay, NV Market Report: Q1 2017

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

January through March Year-Over-Year



### Points of Interest:

- Units sold increases by 6% year-over-year
- Median price increases by 10% year-over-year
- Only market in this report with an increase in sales volume
- Only market in this report with a decrease in median price
- Number of homes sold over \$2 million decreases 40%

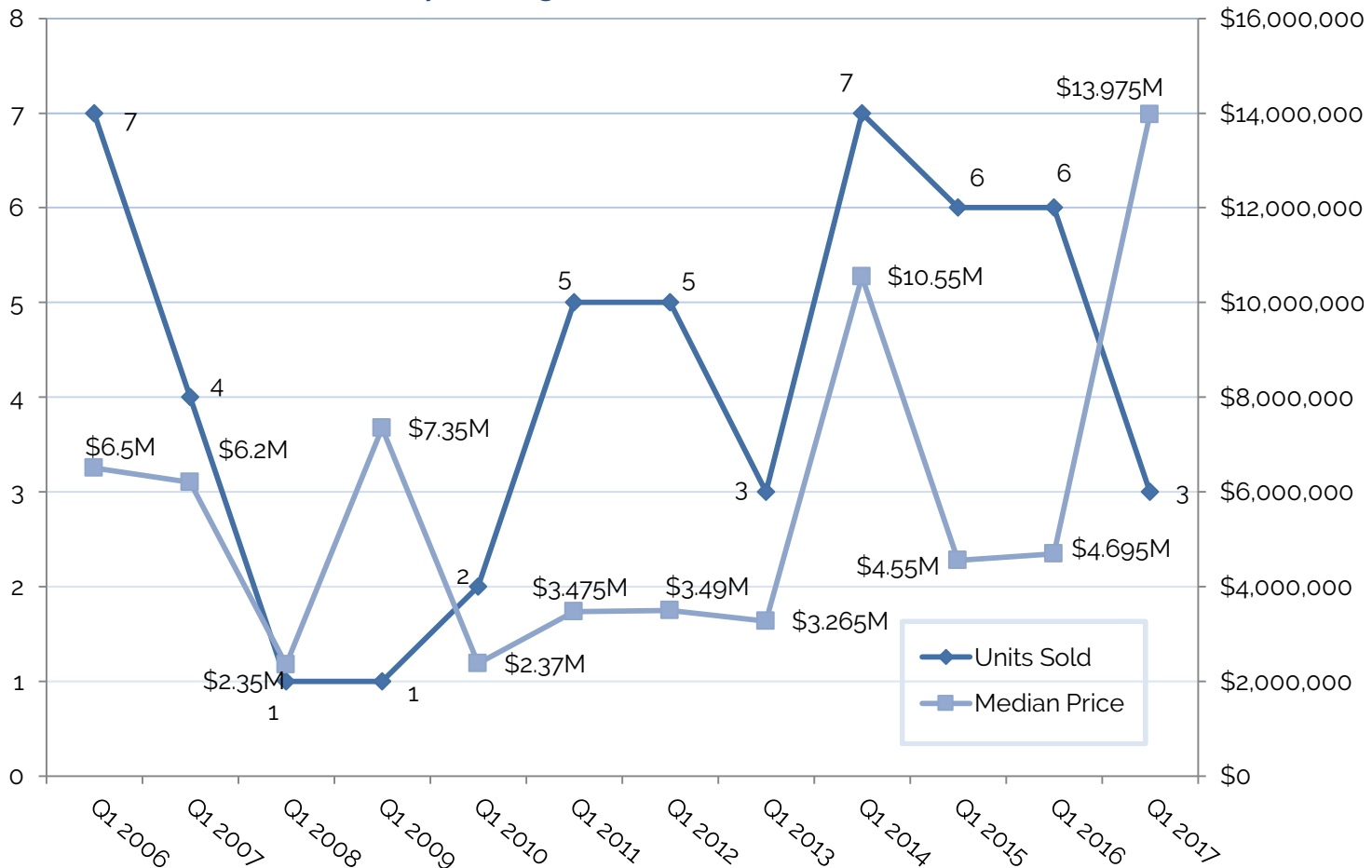
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## Lakefronts Market Report: Q1 2017

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



### Points of Interest:

- Units sold decreases 50% year-over-year
- Median price increases 198% 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
- Of the 3 lakefronts sold, 2 were contingent properties to one buyer in the Meeks Bay sale of \$28.75M

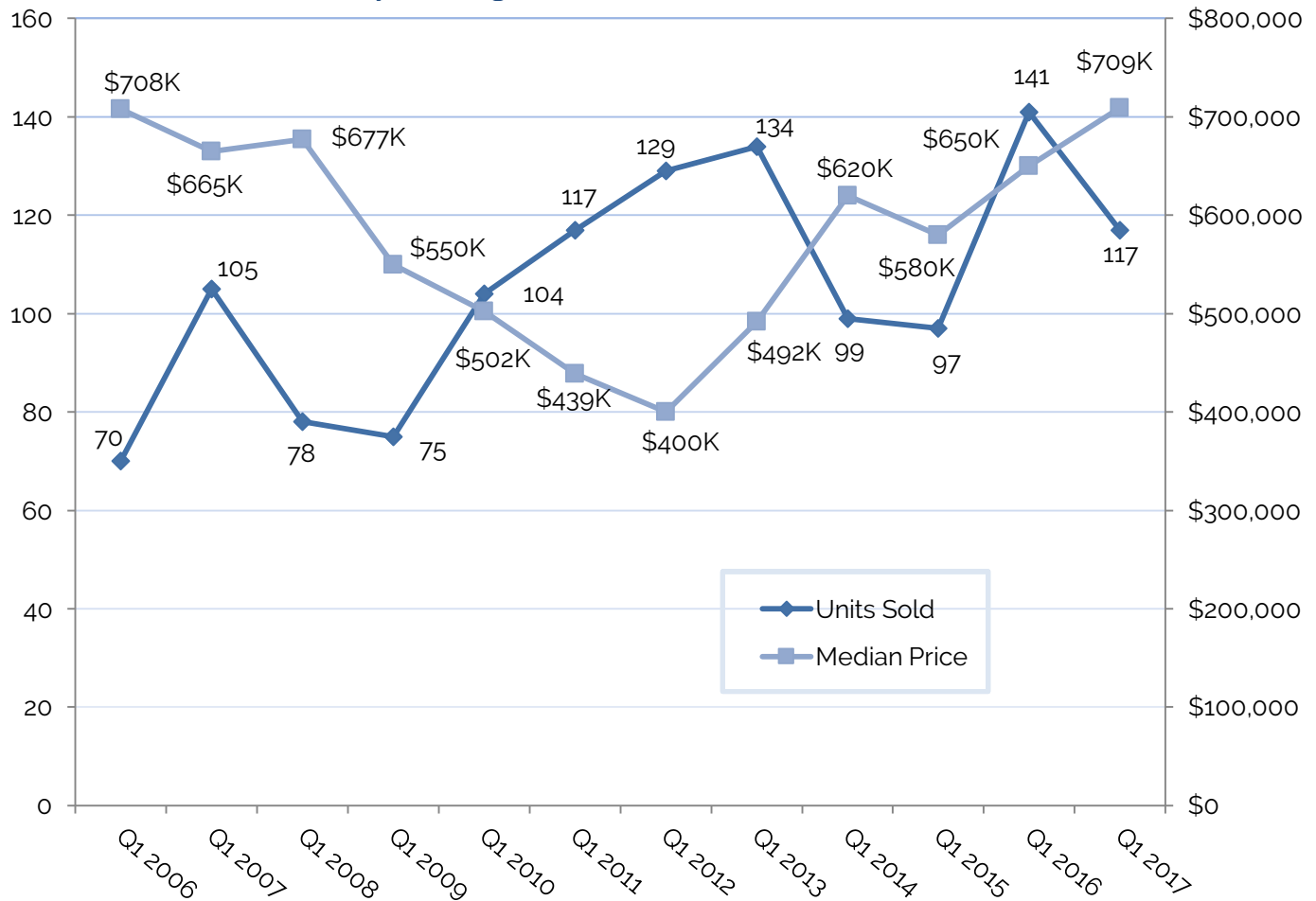
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## Truckee, CA Market Report: Q1 2017

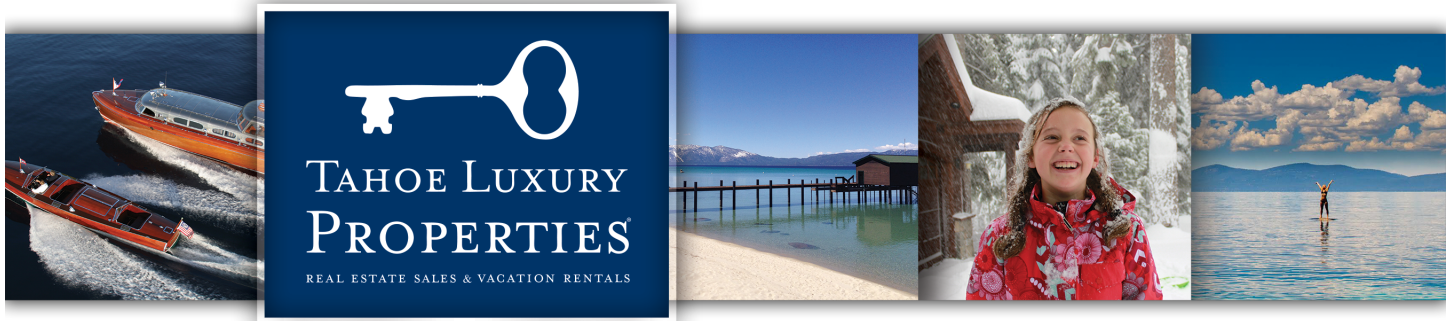
Single-Family Homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp, & Lahontan

### January through March Year-Over-Year



#### Points of Interest:

- Units sold decreases 17% year-over-year
- Median price increases 9% year-over-year
- Sales volume reaches an 11-year high
- Number of homes sold over \$2 million decreases by 50%
- 8 Homes sold over \$2 million: 7 of the 8 homes sold were in Martis Camp, 1 was in Northstar



## 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 2006, Bill Dietz has sold over \$477 million in residential real estate in California and Nevada, including 38 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.

For more information, please contact us at 1.800.581.8828 or visit [TLUXP.com](http://TLUXP.com).