

# Lake Tahoe Real Estate Market Report Year End 2017

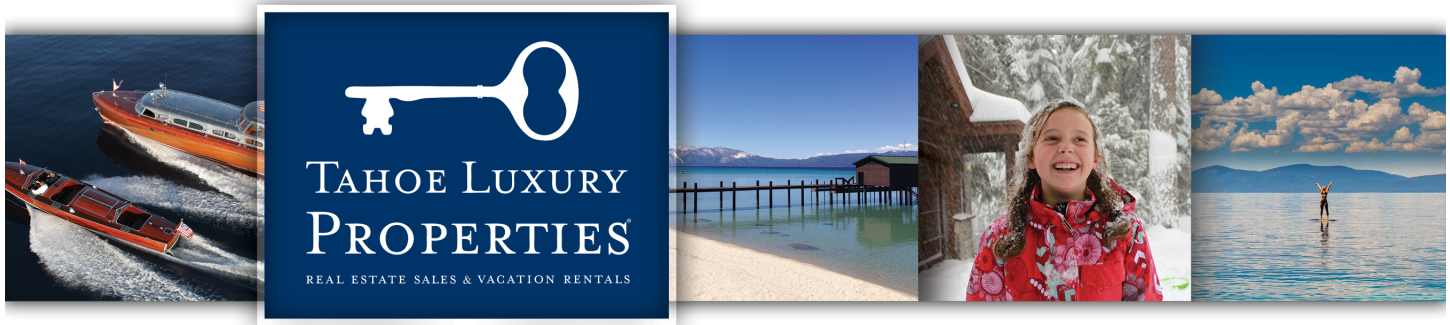
Market Analysis Includes:

- 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

Prepared by Bill Dietz, President

[BILLD@TLUXP.com](mailto:BILLD@TLUXP.com), 530.584.3454, CA BRE #01431063 | NV RED #B0027100

*Source: Tahoe Sierra MLS and Incline Village MLS*



## 2017 Market Overview

The Tahoe 2017 real estate market was marked by strong sales volume and a general rise in median prices. All micro-regions showed growth in sales of single-family homes, with both Truckee and Incline Village reaching their highest sales volume in 12 years.

The median price for single-family homes in Truckee is now above the high-water mark set back in 2006. This is the first micro-market in North Tahoe to reach above the peak set 12 years ago.

Sales continue to trend up. December sales, which can typically be slow, saw a 54% increase in single-family home sales year-over-year across the Tahoe Sierra MLS. Tahoe Luxury Properties sold the most homes in 2017 in company history.

While sales were up, sales above \$2 million across the Tahoe Sierra MLS were down 6% year over year. This can be attributed to the inevitable slowdown in Martis Camp sales as the community starts to sell out. Sales in Martis Camp went from 49 single-family home sales in 2016 down to 42 sales in 2017.

Incline Village/Crystal Bay saw the opposite effect. Sales above \$2 million grew 86% year over year, going from 22 single-family homes in 2016 up to 41 homes in 2017.

Expect 2018 to be another strong year for the Lake Tahoe real estate market. Four spectacular west shore estates on the market sit in the range of \$20-\$45 million. With the likelihood that two or more of these properties trade in 2018, we expect to see consistent growth trends.

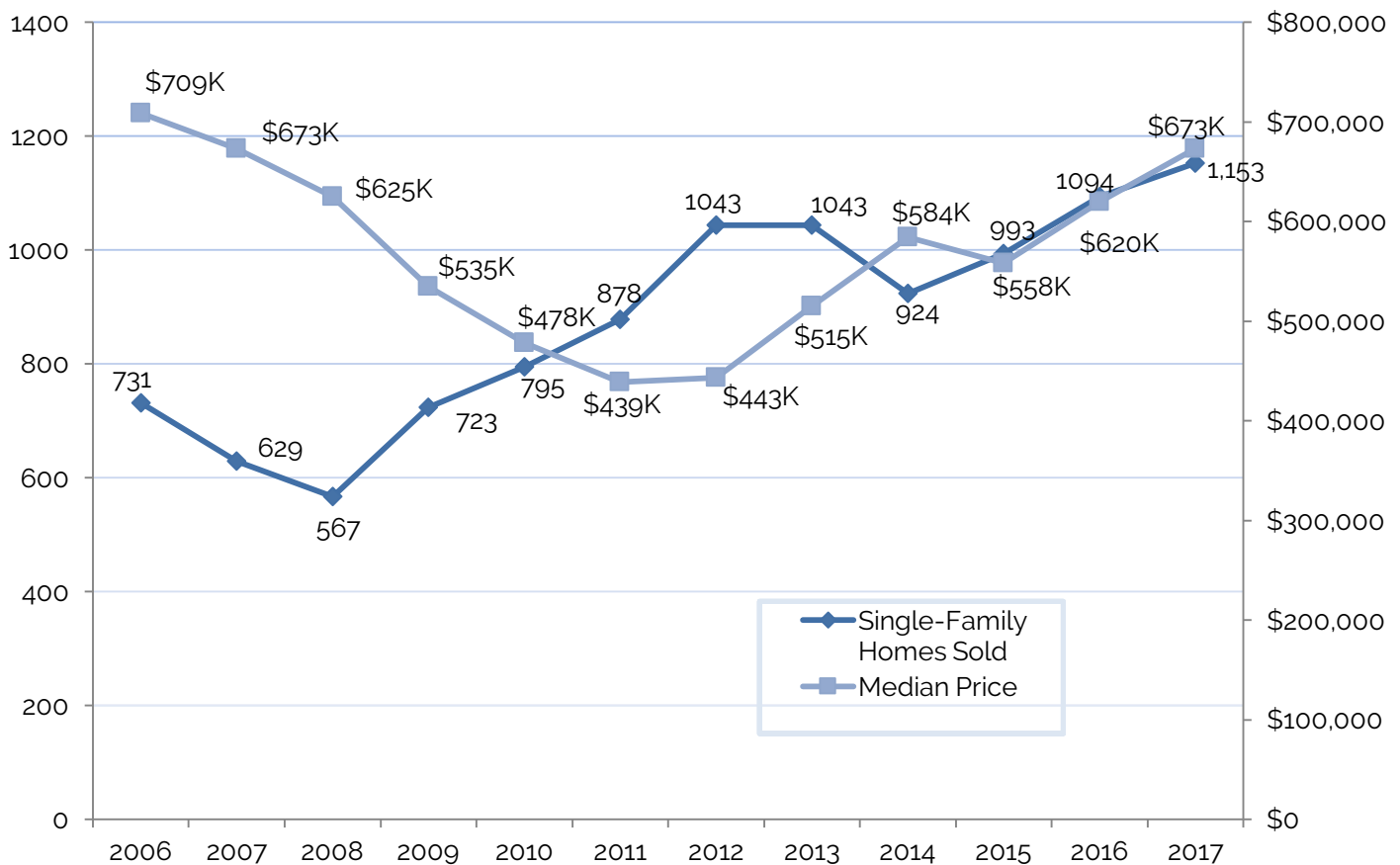
# tahoe luxury properties®



## Tahoe Sierra MLS Market Report: Year End 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 December Year-Over-Year



### Points of Interest:

- Homes sold increased 5% year-over-year
- Median price increased 9% year-over-year
- Number of homes sold for over \$2 million decreased by 6%
- Number of homes sold reaches a 12-year high
- Median price matches median price of 2007, the second highest in 12 years

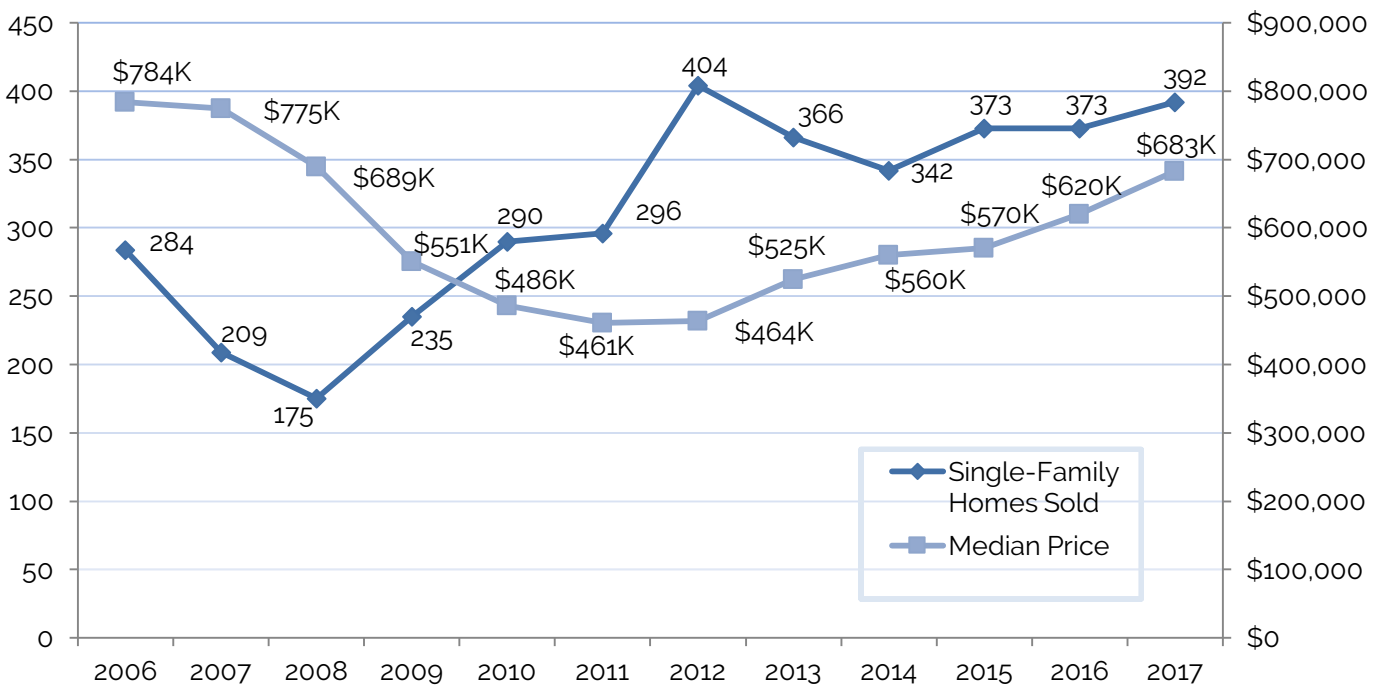
# tahoe luxury properties®



## North & West Shores, CA Market Report: Year End 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 December Year-Over-Year



### Points of Interest:

- Homes sold increased 5% year-over-year
- Median price increased 10% year-over-year
- 28 of 392 (7%) homes sold for over \$2 million
- Number of homes sold is the second highest in 12 years

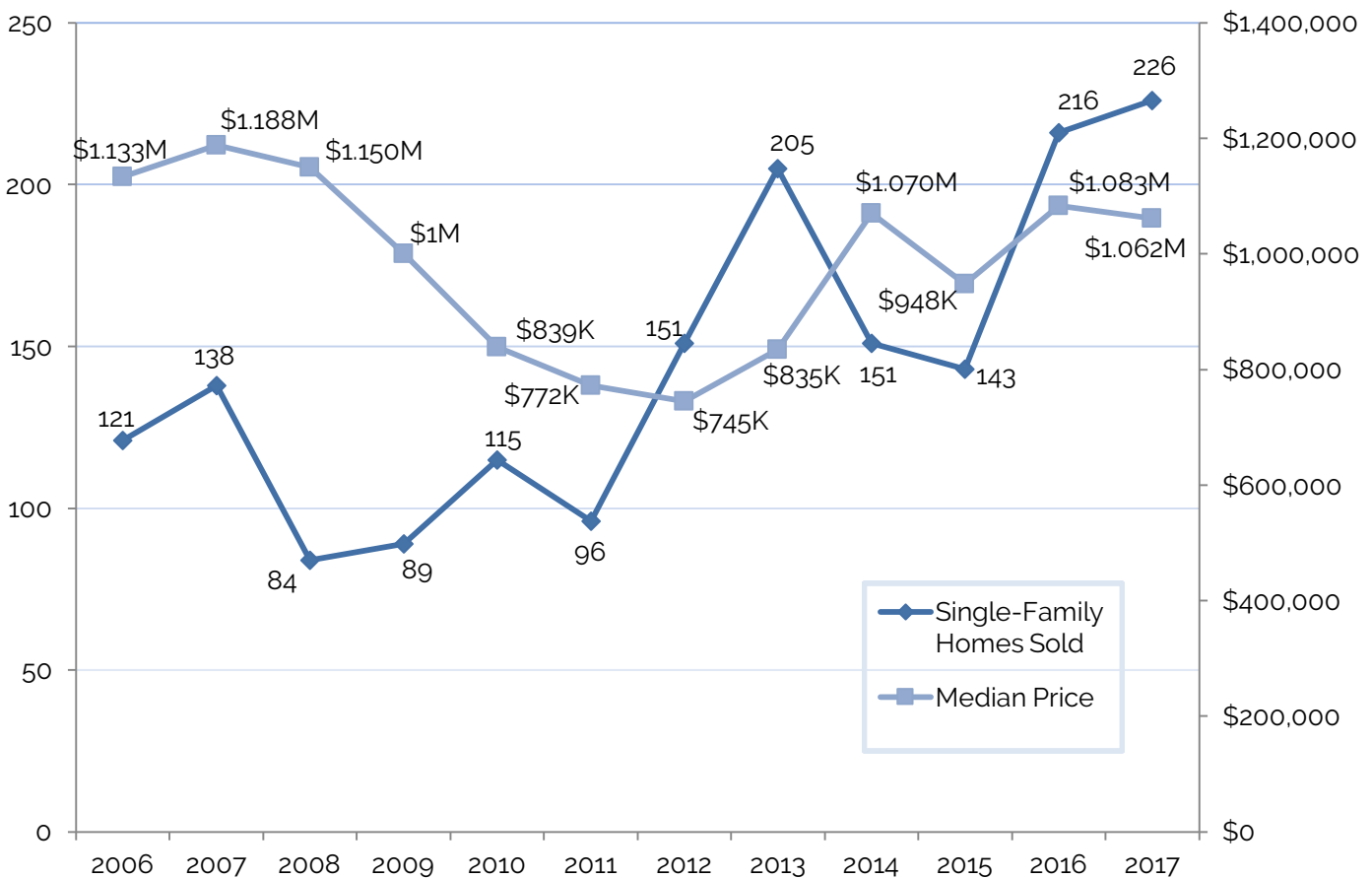
# tahoe luxury properties®



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

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

January through December Year-Over-Year



### Points of Interest:

- Homes sold increased by 5% year-over-year
- Median price decreased by 2% year-over-year
- Number of homes sold over \$2 million increased 78% (23 to 41)
- Number of homes sold reaches a 12-year high

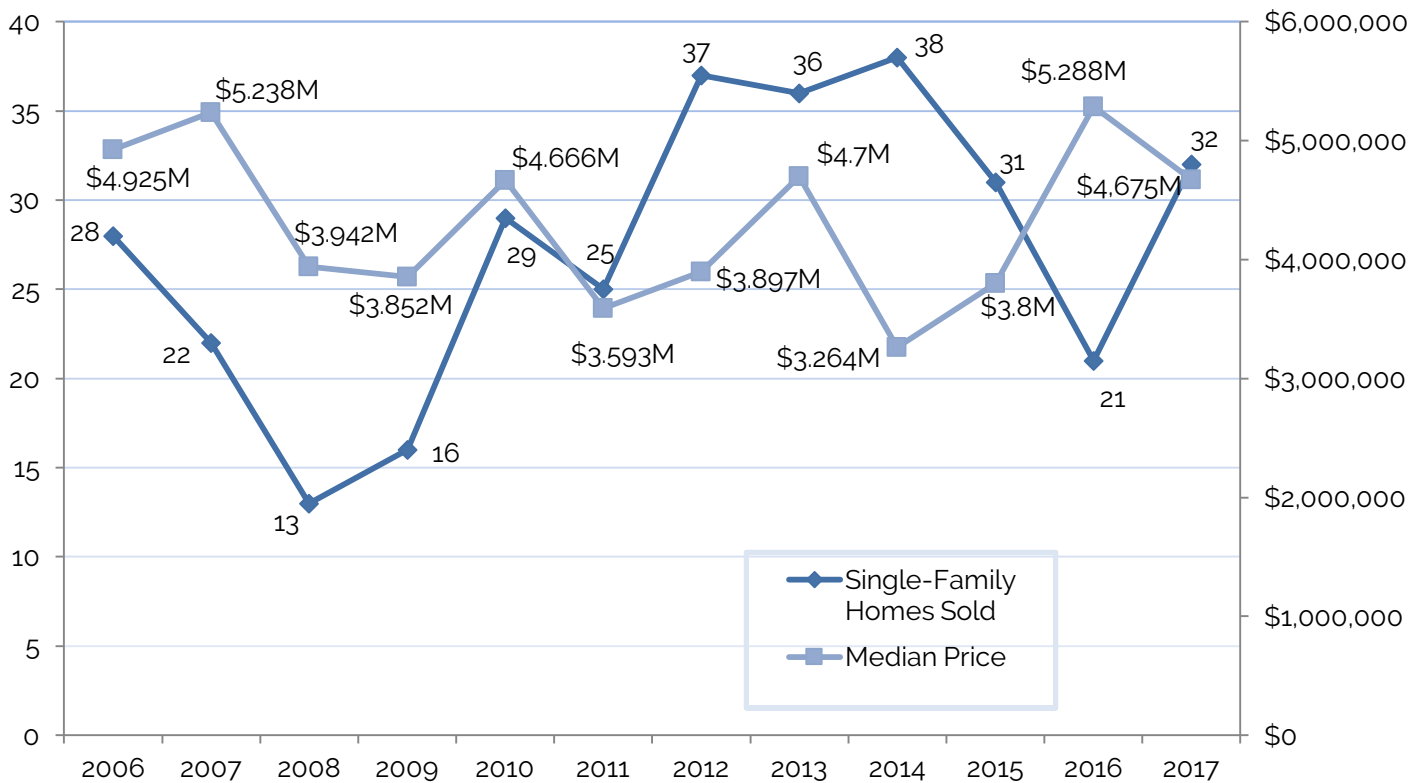
# tahoe luxury properties®



## Lakefronts Market Report: Year End 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 December Year-Over-Year



### Points of Interest:

- Homes sold increased 52% year-over-year
- Median price decreased 12% price year-over-year
- 30 of the 32 lakefronts sold for over \$2 million
- A word of caution, median price does not directly correlate to market appreciation/depreciation, and small sample size can heavily influence resultant data

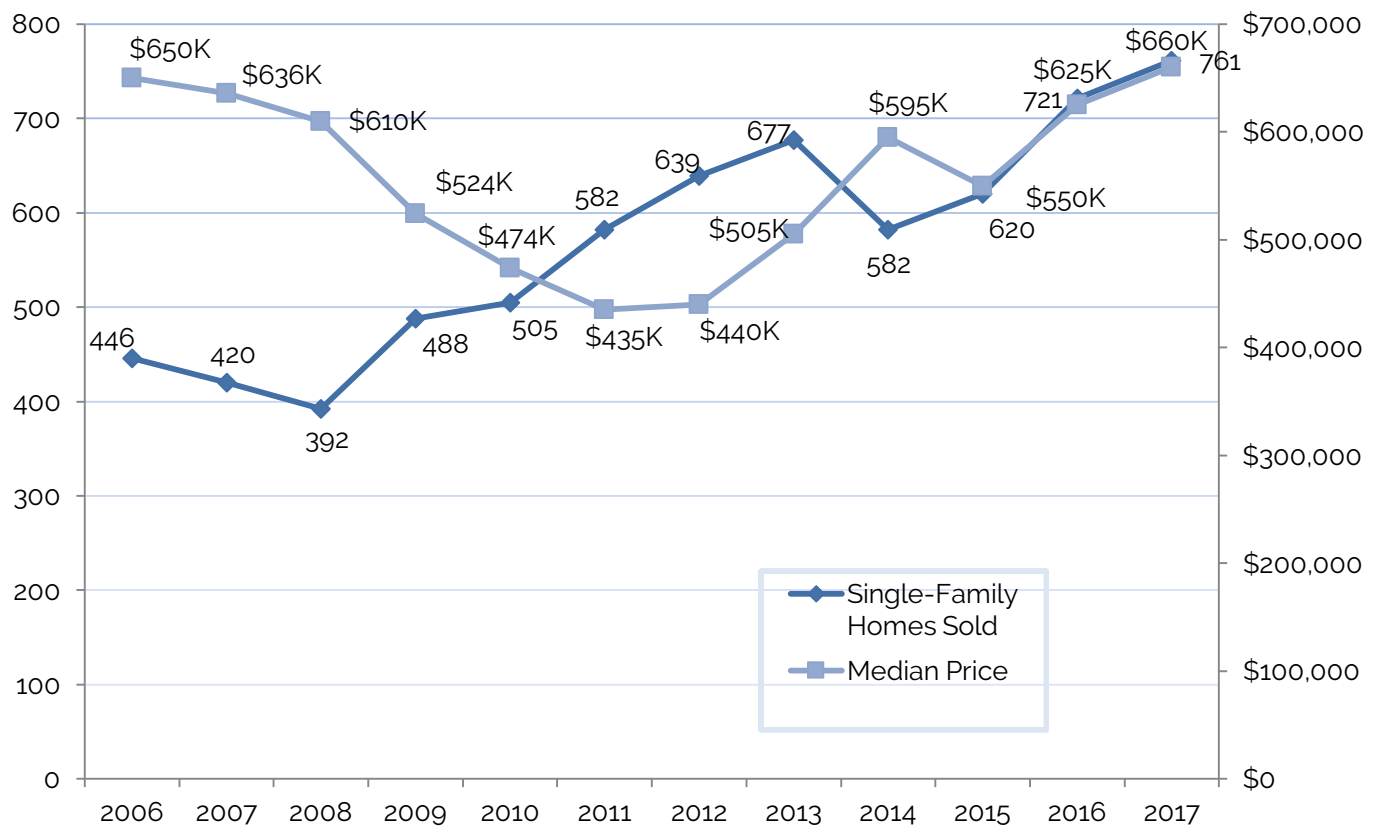
# tahoe luxury properties®



## Truckee, CA Market Report: Year End 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

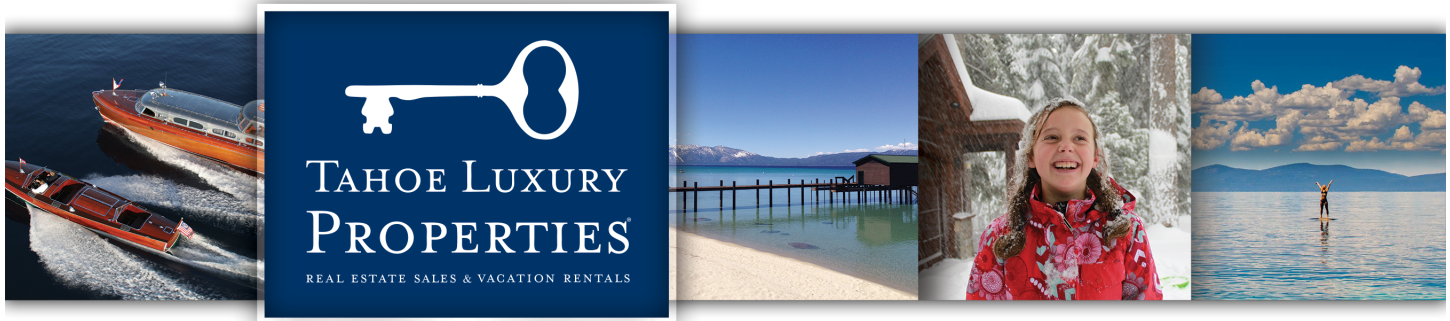
### January through December Year-Over-Year



#### Points of Interest:

- Homes sold increased 6% year-over-year
- Median price increased 6% year-over-year
- Both homes sold and median price reach a 12-year high





## 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 \$500million in residential real estate in California and Nevada, including over 40 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).