

  
**TAHOE LUXURY  
PROPERTIES®**  
REAL ESTATE SALES & VACATION RENTALS



*This Northstar home sold for \$3,200,000 on 9.14.22.  
The Dietz Group represented the seller.*

LAKE TAHOE REAL ESTATE  
**MARKET REPORT**  
Q1 - Q3 2022

LAKE TAHOE REAL ESTATE

# MARKET REPORT

JANUARY - SEPTEMBER 2022

Analysis Includes:

Median Home Prices

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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CA DRE #01431063 | NV RED #B0027100 | Source: Tahoe Sierra MLS and Incline Village MLS

## MARKET ANALYSIS

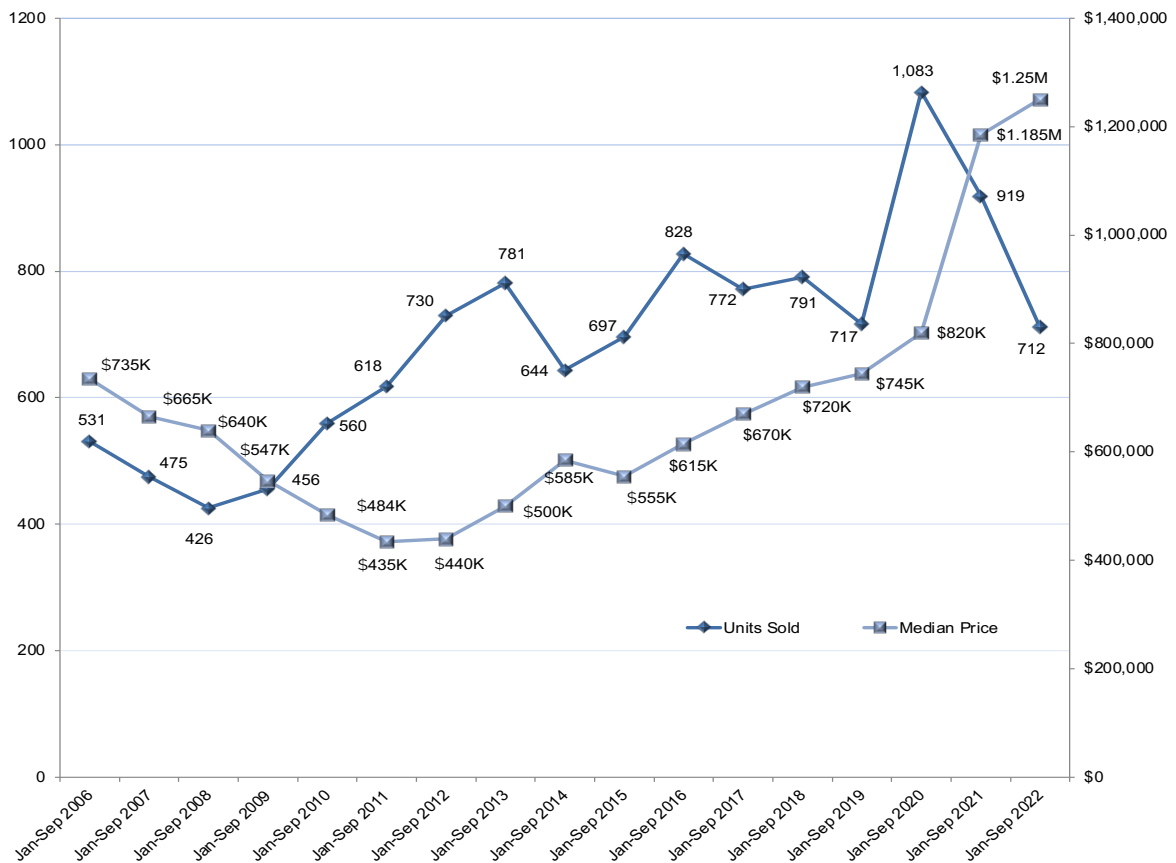
In the first three quarters of 2022, each micro-region saw a decrease in the number of single-family homes sold. While some micro-regions have continued to see slow growth in median price, other micro-regions have started to see a decline in pricing. The combination of the decline in sales volume and the shifting of price indicate that market activity is slowing. The expectation is that median price will follow but is slower to react, as sellers still aim for the pricing the market was garnering in the first half of the year. Increased interest rates may also impact buyer activity. Most significantly, we see a noticeable lack of urgency, in stark contrast to the buying frenzy of COVID years, as people continue to watch the market and economic indicators. Buyers who have been sitting on the sidelines may find their opportunity to take advantage of their new leverage.





## TAHOE SIERRA MLS

Single-family homes in California on Lake Tahoe's North and West Shores,  
plus all of Truckee, Northstar, Olympic Valley and Alpine Meadows



### POINTS of INTEREST

#### JANUARY - SEPTEMBER 2022

Single-family homes sold decreased 23% year over year.

Median price increased 5% year over year and is on a 7-year growth trend.

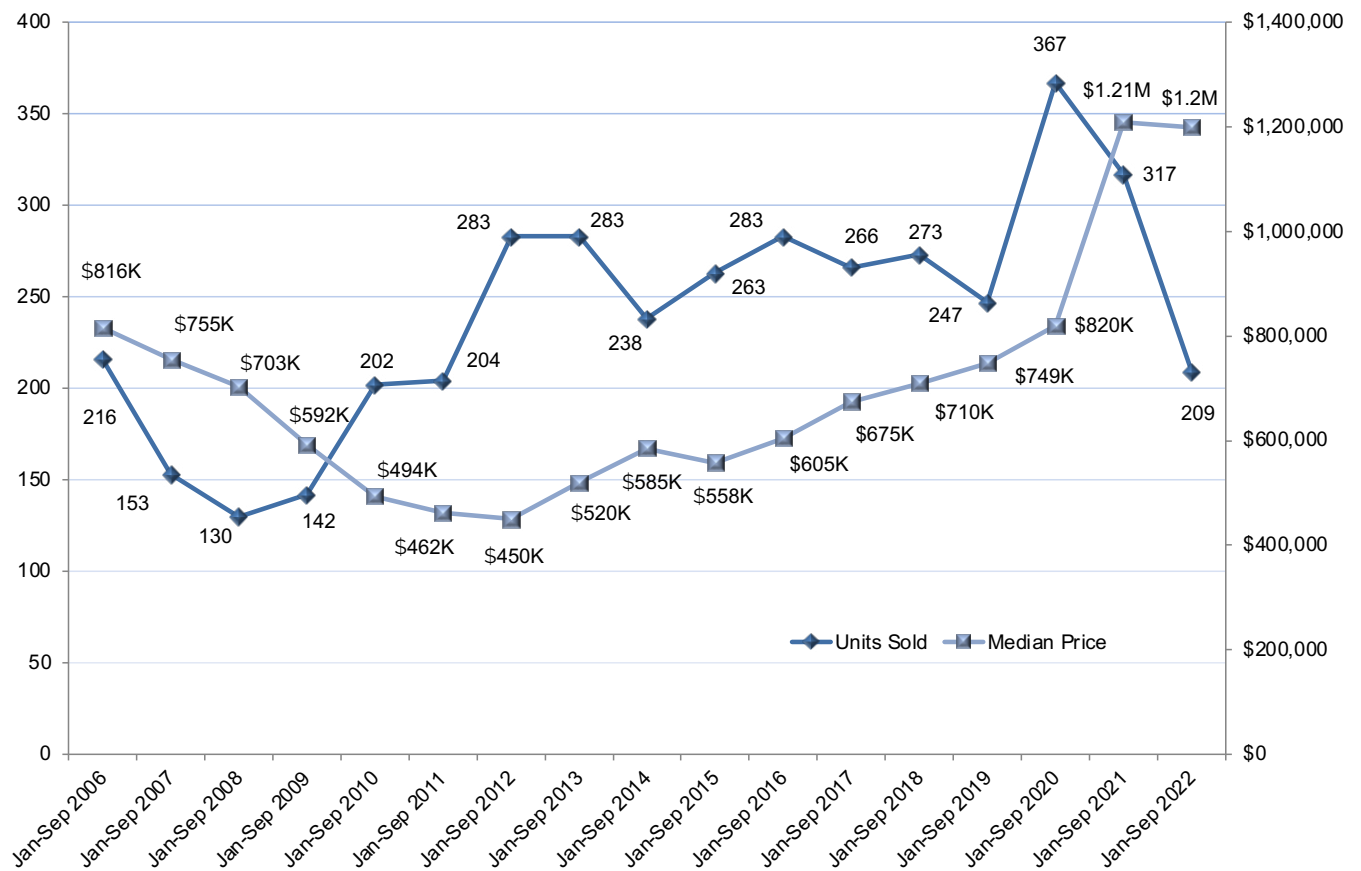
Sales volume reached a 6-year low.

170 of 712 homes (24%) sold over \$2 million.



## NORTH & WEST SHORES

Single-family homes in the Lake Tahoe Basin in California including Tahoe's North and West Shores, as well as Alpine Meadows and Olympic Valley



### POINTS of INTEREST

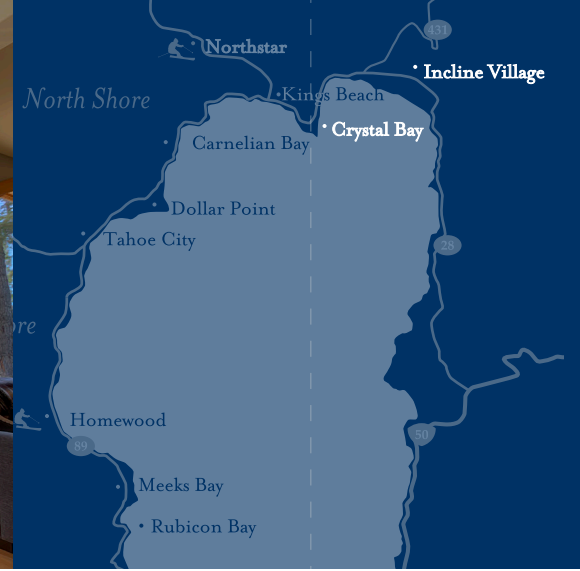
#### JANUARY - SEPTEMBER 2022

Single-family homes sold decreased 34% year over year.

Median price decreased 1% year over year.

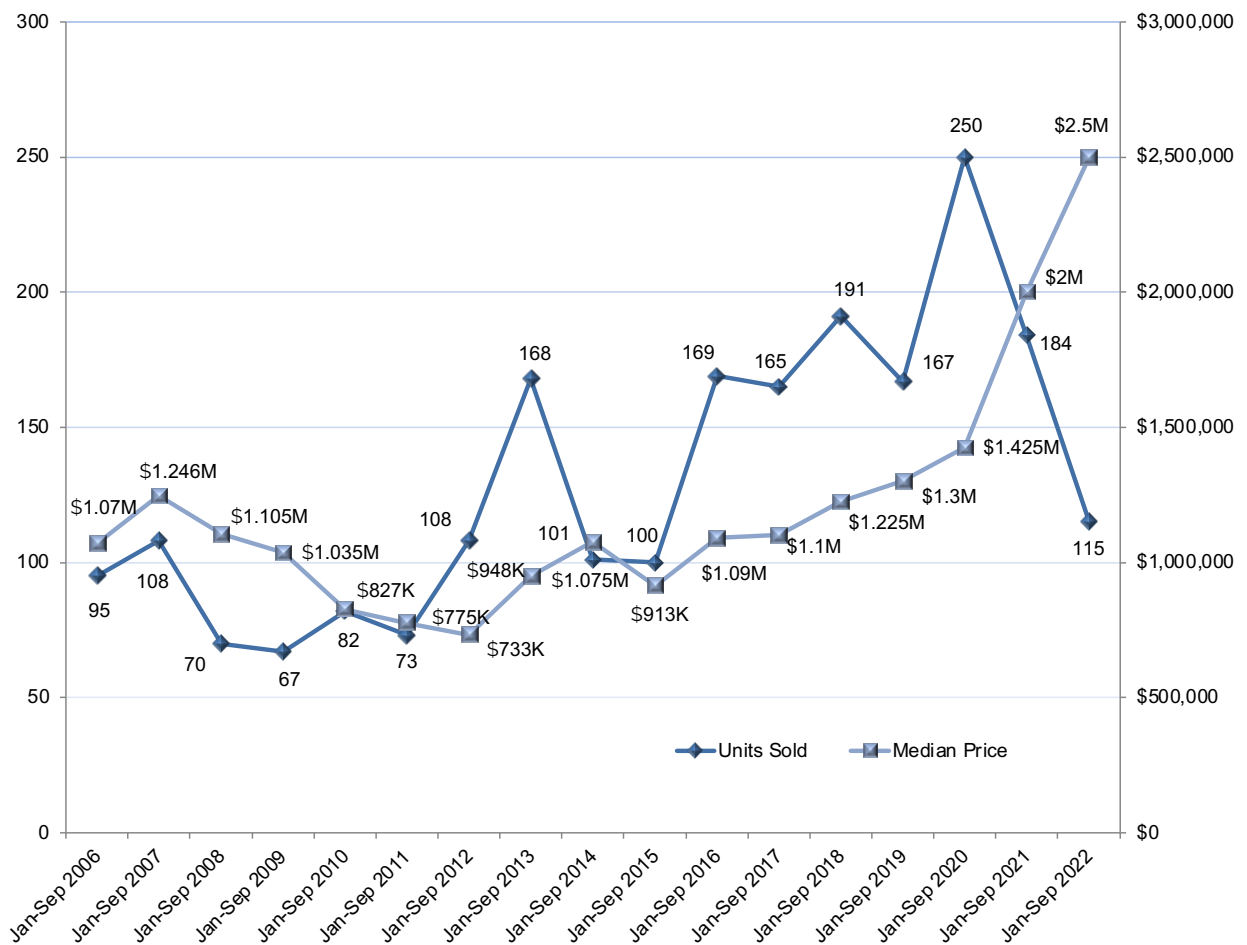
Sales volume reached a 10-year low.

49 of 209 homes (23%) sold for over \$2 million.



## INCLINE VILLAGE & CRYSTAL BAY

Single-family homes in Incline Village, NV and Crystal Bay, NV



### POINTS of INTEREST

#### JANUARY - SEPTEMBER 2022

Single-family homes sold decreased 38% year over year.

Median price increased 25% year over year and is on a 7-year growth trend.

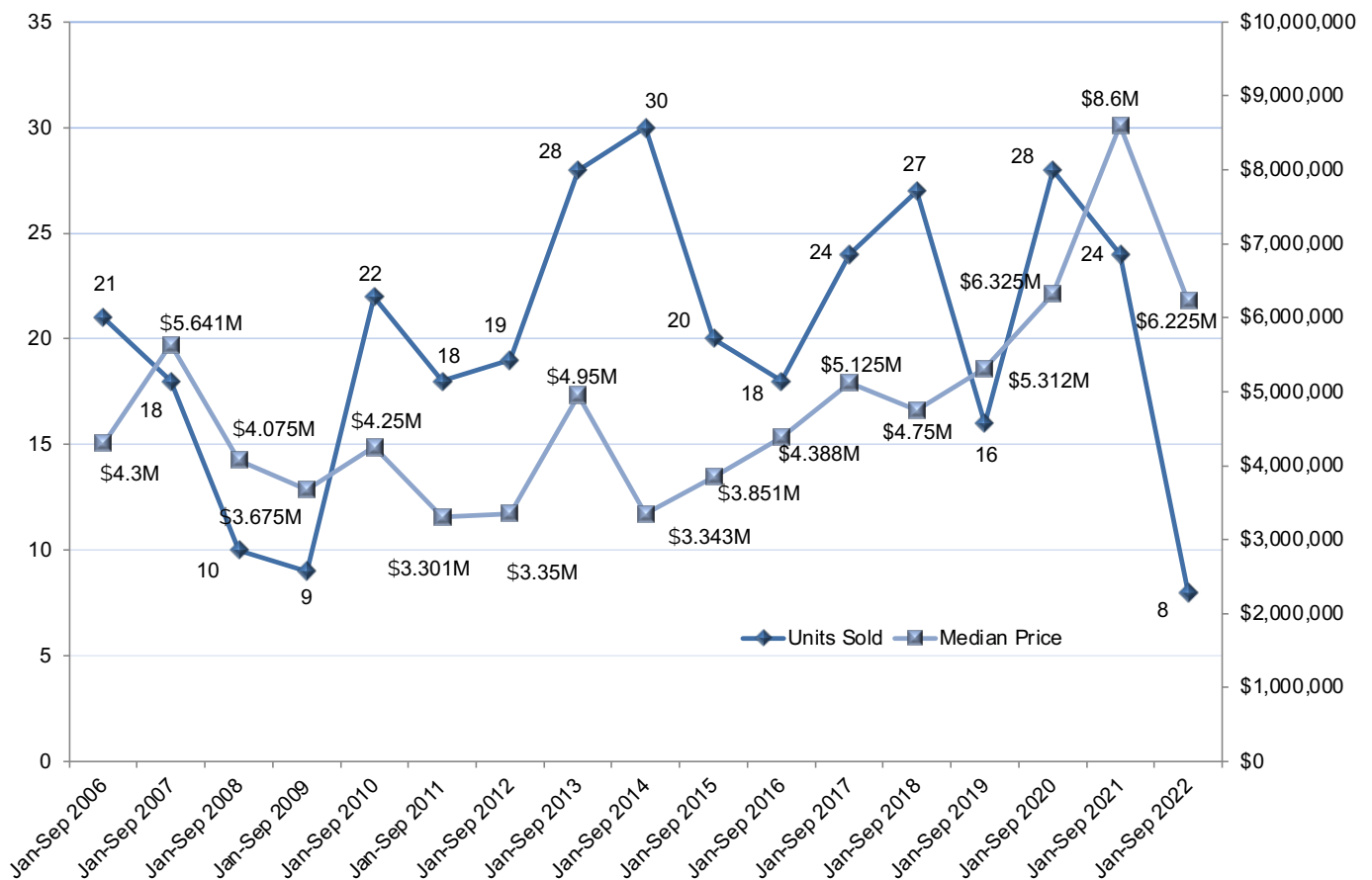
Sales volume reached a 5-year low.

74 of 115 homes (64%) sold for over \$2 million.



## LAKEFRONTS

Single-family lakefront homes located between Rubicon Bay, CA and Incline Village, NV



### POINTS of INTEREST

#### JANUARY - SEPTEMBER 2022

Single-family homes sold decreased 67% year over year.

Median price decreased 28% year over year.

Sales volume reached a record low (16 years of data).

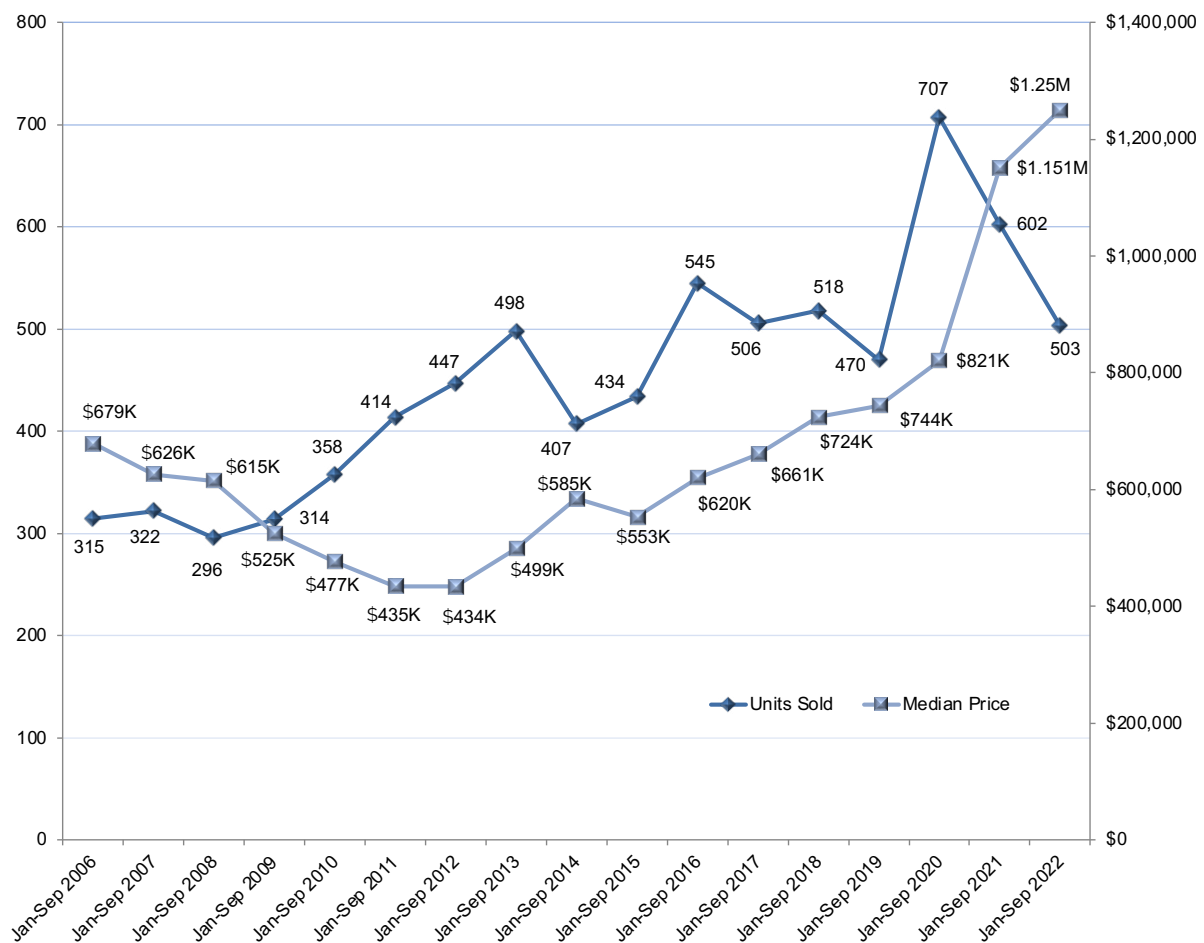
8 of 8 homes (100%) sold for over \$2 million.

*Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.*



## TRUCKEE

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



### POINTS of INTEREST

#### JANUARY – SEPTEMBER 2022

Single-family homes sold decreased by 16% year over year.

Median price increased by 9% year over year and is on a 7-year growth trend.

Median price reached an historic high. Sales volume is the second lowest in 6 years.

121 of 503 homes (24%) sold for over \$2 million.

## 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 and the Dietz Group have sold over \$1.23 billion, including 79 lakefronts totaling over \$698 million in lakefront sales in both California and Nevada.

The Dietz Group closed 2021 with \$222,254,000 in real estate sales, including eight lakefront homes (representing 11 sides), totaling \$146,987,500 in lakefront sales, in a single year. In 2022 to date, the Dietz Group has sold \$101,311,900 in real estate. 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, the Tahoe Luxury Properties team will help you comprehensively understand the real estate dynamic in the region. Whether you are ready to buy, sell or are simply exploring the options in Lake Tahoe real estate, let us show you Tahoe Luxury Properties.

For more information, please contact us at 1.530.584.3444 or visit [TLUXP.com](https://TLUXP.com).

