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LAKE TAHOE REAL ESTATE

MARKET REPORT

Q1 – Q3 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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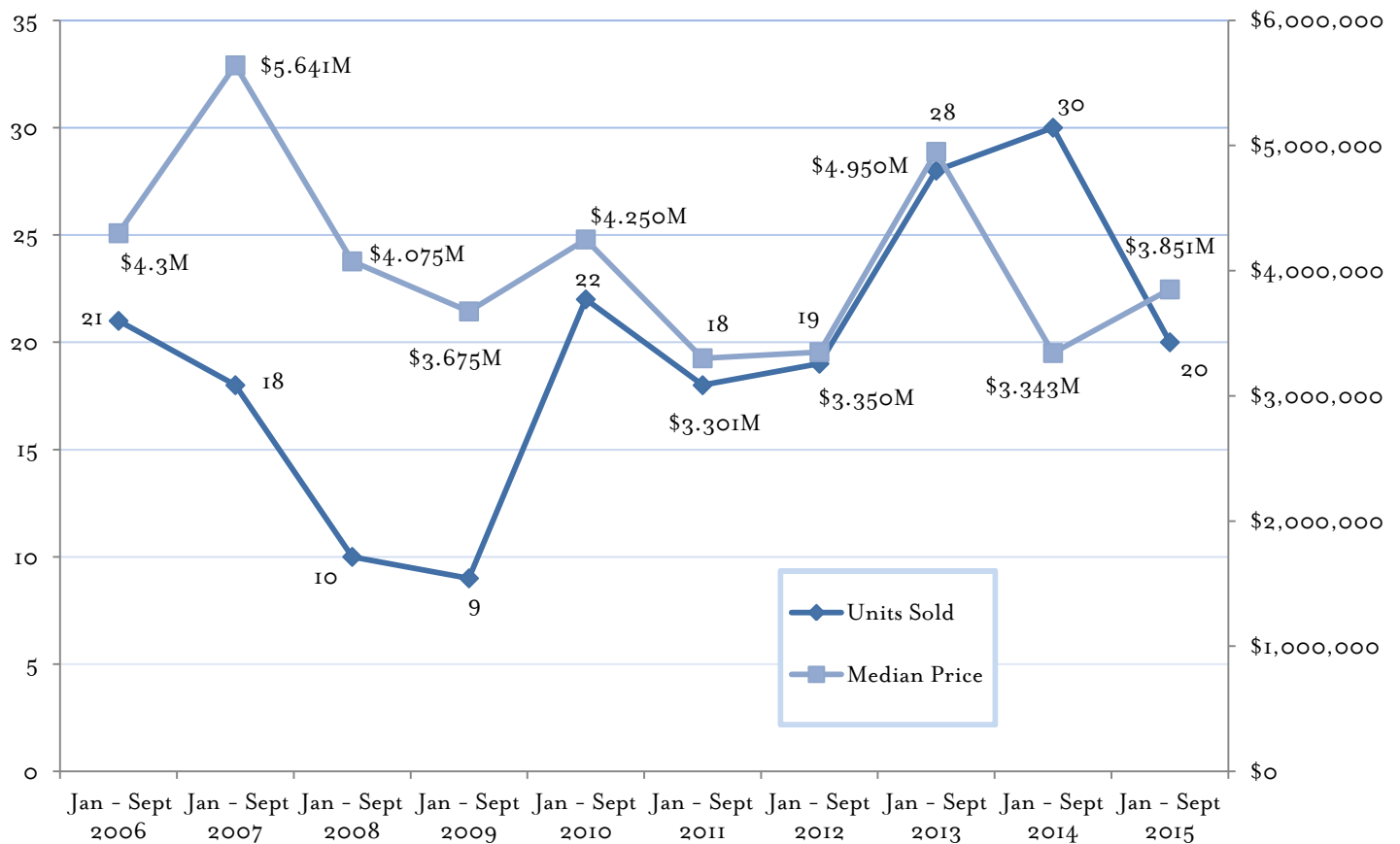
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Lakefronts Market Report: Q1-Q3 2015

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 September Year-Over-Year



Points of Interest:

- 33% decrease in units sold year-over-year
- 15% increase in median price year-over-year
- 8 homes (each over \$2M) were sold in Q3 alone, an increase over Q1 (6 homes) and Q2 (6 homes), but a decrease year over year (Q3 2014, 15 lakefronts sold)
- A word of caution, median price does not directly correlate to market appreciation/depreciation, and small sample size can heavily influence resultant data

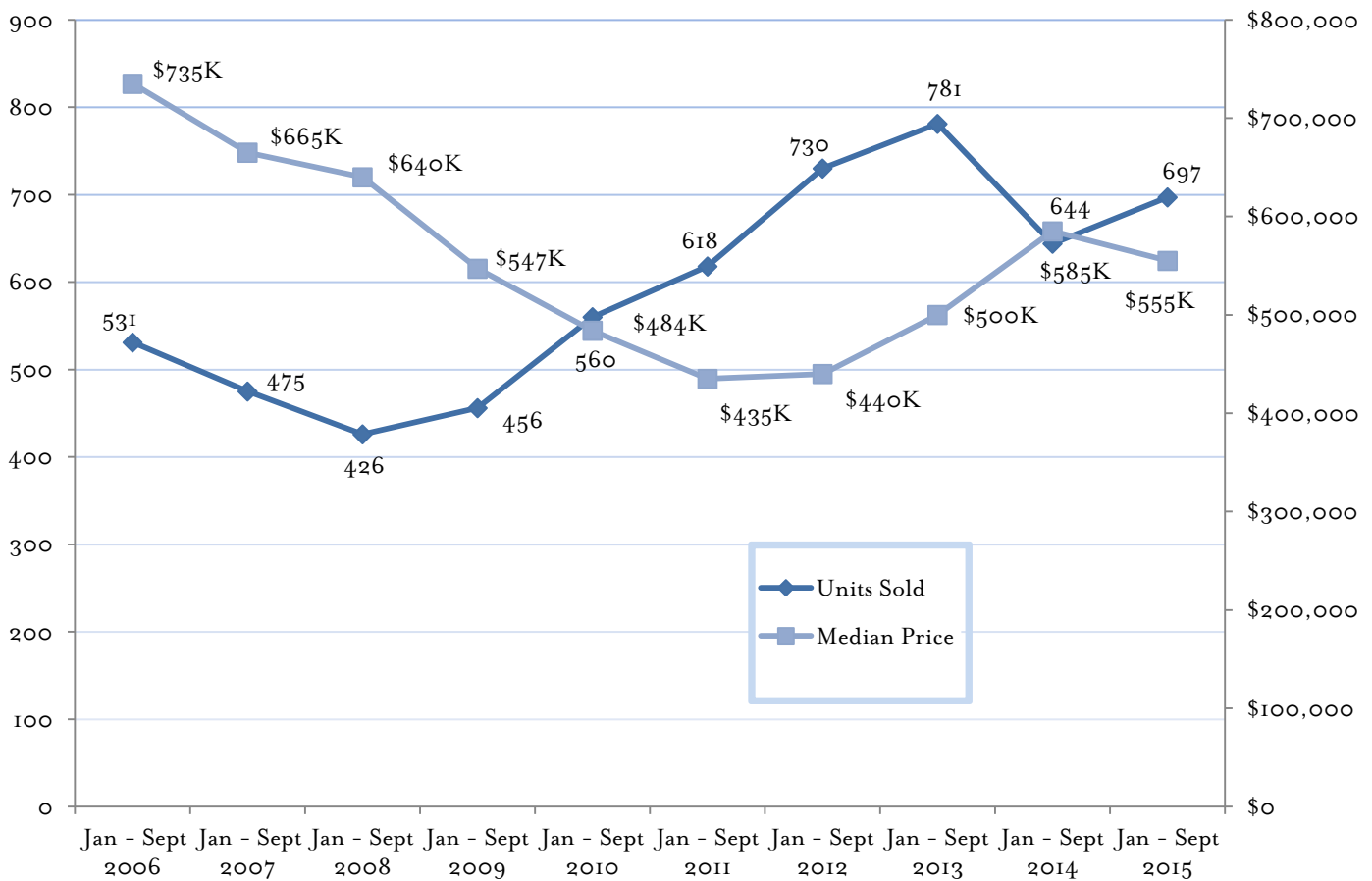
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Tahoe Sierra MLS Market Report: Q1-Q3 2015

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 September Year-Over-Year



Points of Interest:

- 8% increase in units sold year-over-year
- 5% decrease in median price year-over-year
- 47 Homes sold over \$2M, compared to 56 in 2014, representing a decrease year over year, but still greater than the number of homes sold over \$2M in the first 3 quarters of each year from 2006-2013 (maximum reached 37)

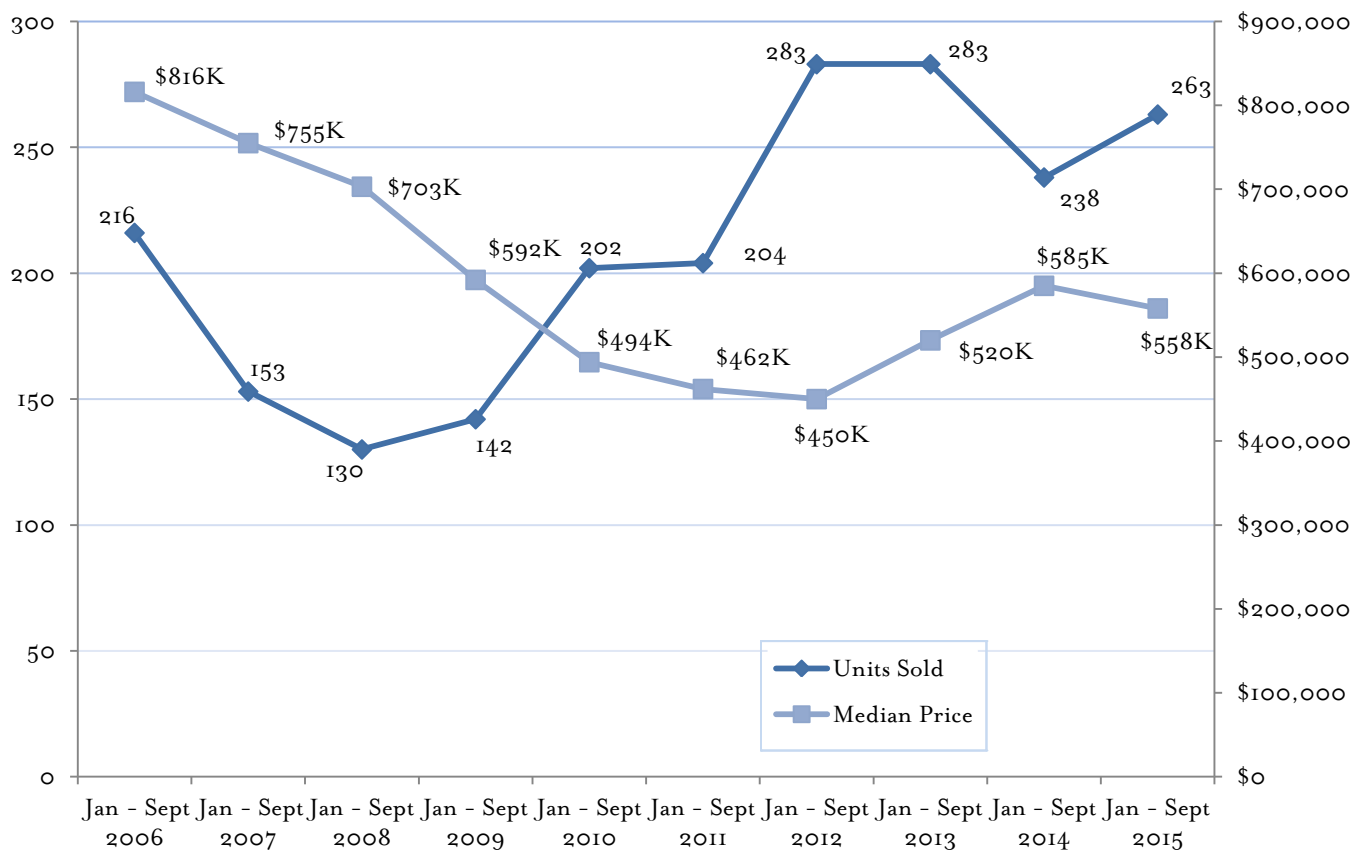
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North & West Shores, CA Market Report: Q1-Q3 2015

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 September Year-Over-Year



Points of Interest:

- 11% increase in units sold year-over-year
- 5% decrease in median price year-over-year
- 22 home sold over \$2M, compared to 24 in 2014, representing a decrease year over year, but still greater than the number of homes sold over \$2M in the first 3 quarters of each year from 2007-2013 (maximum reached 19)

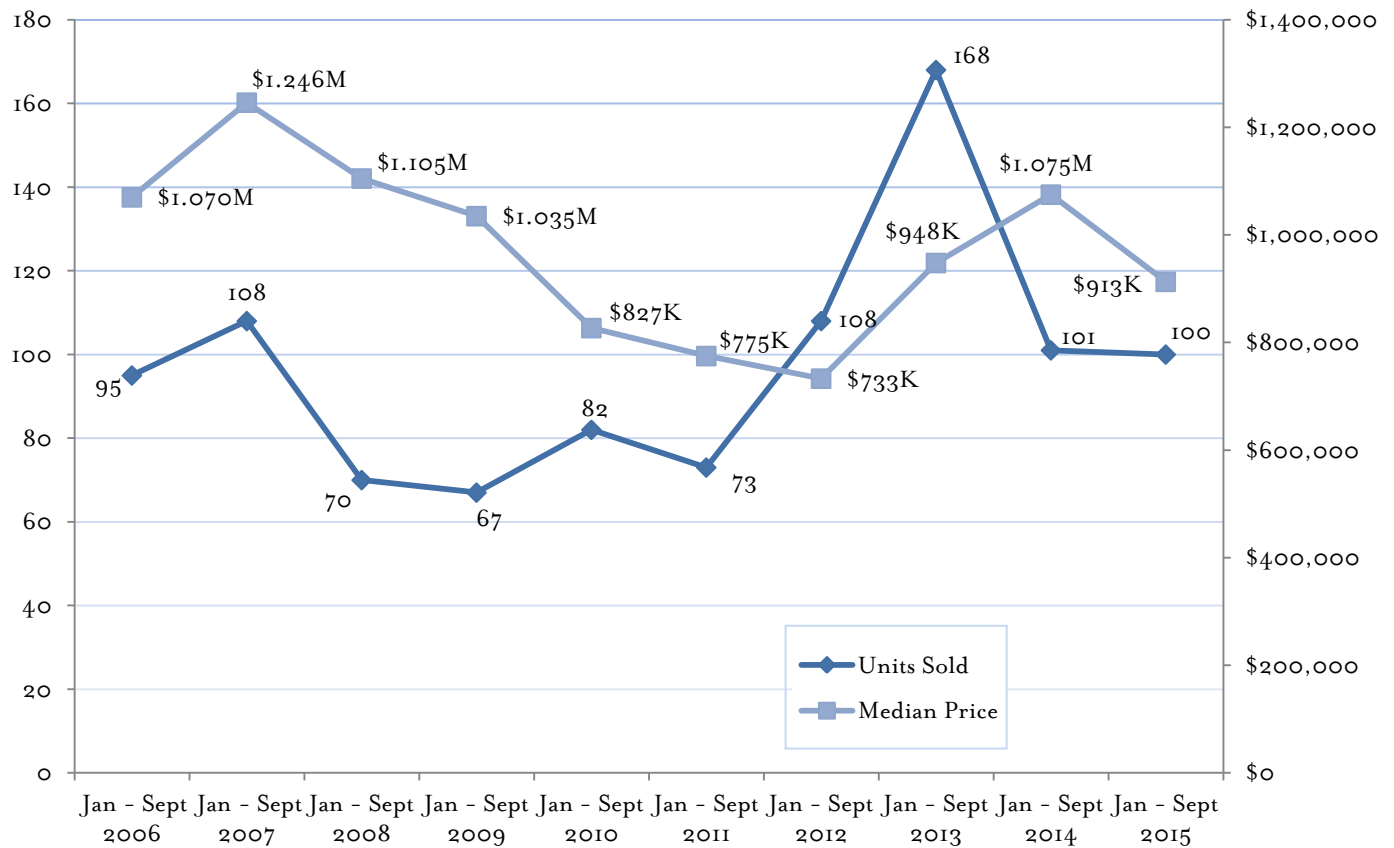
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Incline Village & Crystal Bay, NV Market Report: Q1-Q3 2015

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

January through September Year-Over-Year



Points of Interest:

- 1% decrease in units sold year-over-year
- 15% decrease in median price year-over-year
- 43 homes sold in Q3 alone, compared to 36 homes sold in Q3 2014 representing a 19% increase year over year

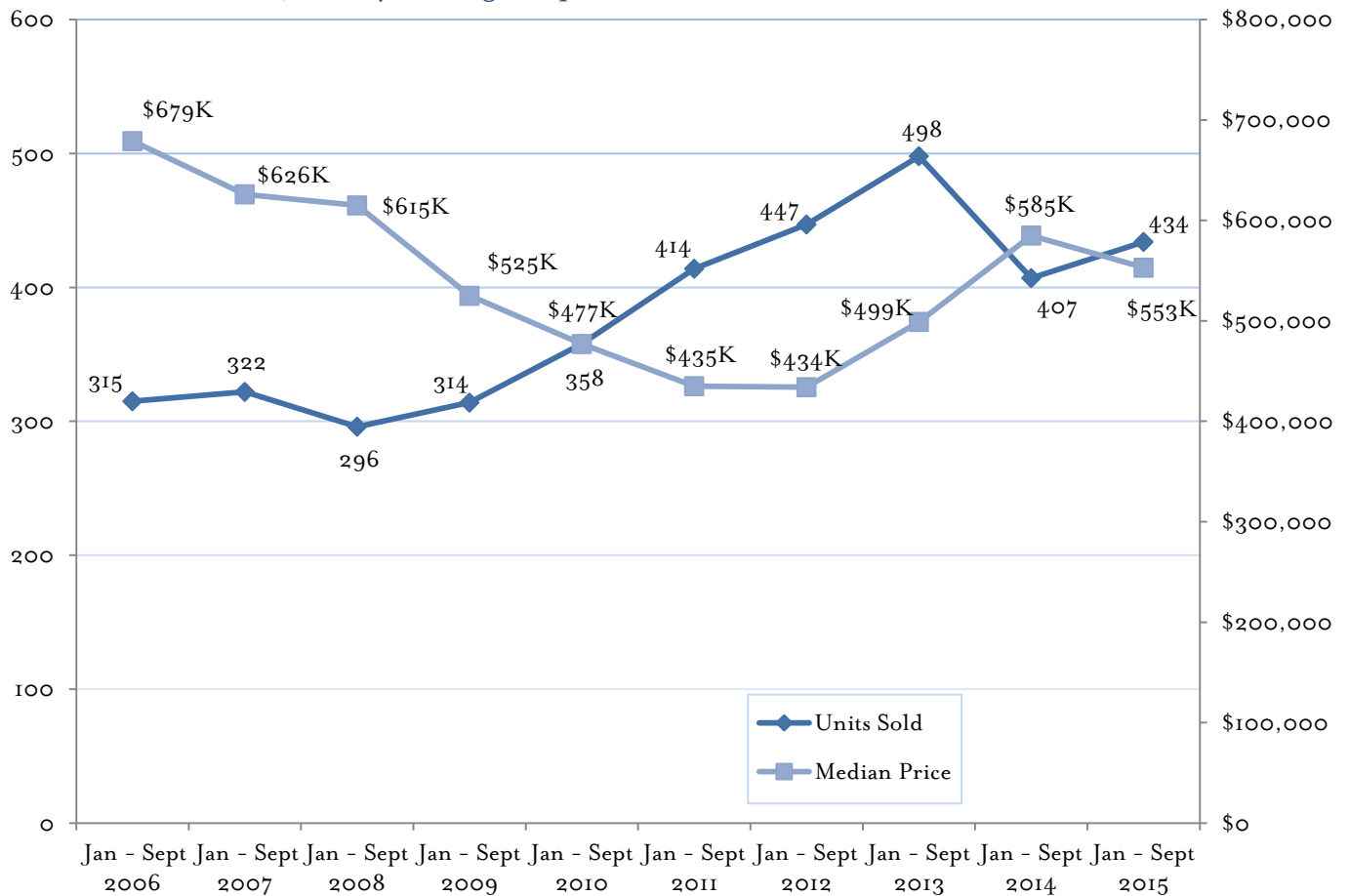
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Truckee, CA Market Report: Q1-Q3 2015

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 September Year-Over-Year



Points of Interest:

- 7% increase in units sold year-over-year
- 5% decrease in median price year-over-year
- 25 homes sold over \$2M, compared to 32 homes in Q1-Q3 2014, representing a 22% decrease year over year

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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 1.800.581.8828 or visit TLUXP.com.