
TAHOE LUXURY PROPERTIES®
REAL ESTATE SALES & VACATION RENTALS



16 & 18 Stone Creek Lane sold in April for $22,150,000, after receiving multiple offers within one week of hitting the market. The property sold for $2.65M over asking price. The Dietz Group represented the seller.

LAKE TAHOE REAL ESTATE

MARKET REPORT

MID-YEAR 2026

JANUARY - JUNE 2026

MARKET REPORT

Prepared by The Dietz Group at Tahoe Luxury Properties

Analysis includes Median Home Prices, Units Sold Data,

Year-Over-Year Trends, and Reporting by MLS Regions:

TAHOE SIERRA MLS, CALIFORNIA

NORTH & WEST SHORES, CALIFORNIA

INCLINE VILLAGE & CRYSTAL BAY, NEVADA

LAKEFRONTS, CALIFORNIA & NEVADA

TRUCKEE, CALIFORNIA

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CA DRE #01403242 | NV RED #B0027100

Source: Tahoe Sierra MLS and Incline Village MLS

MARKET ANALYSIS

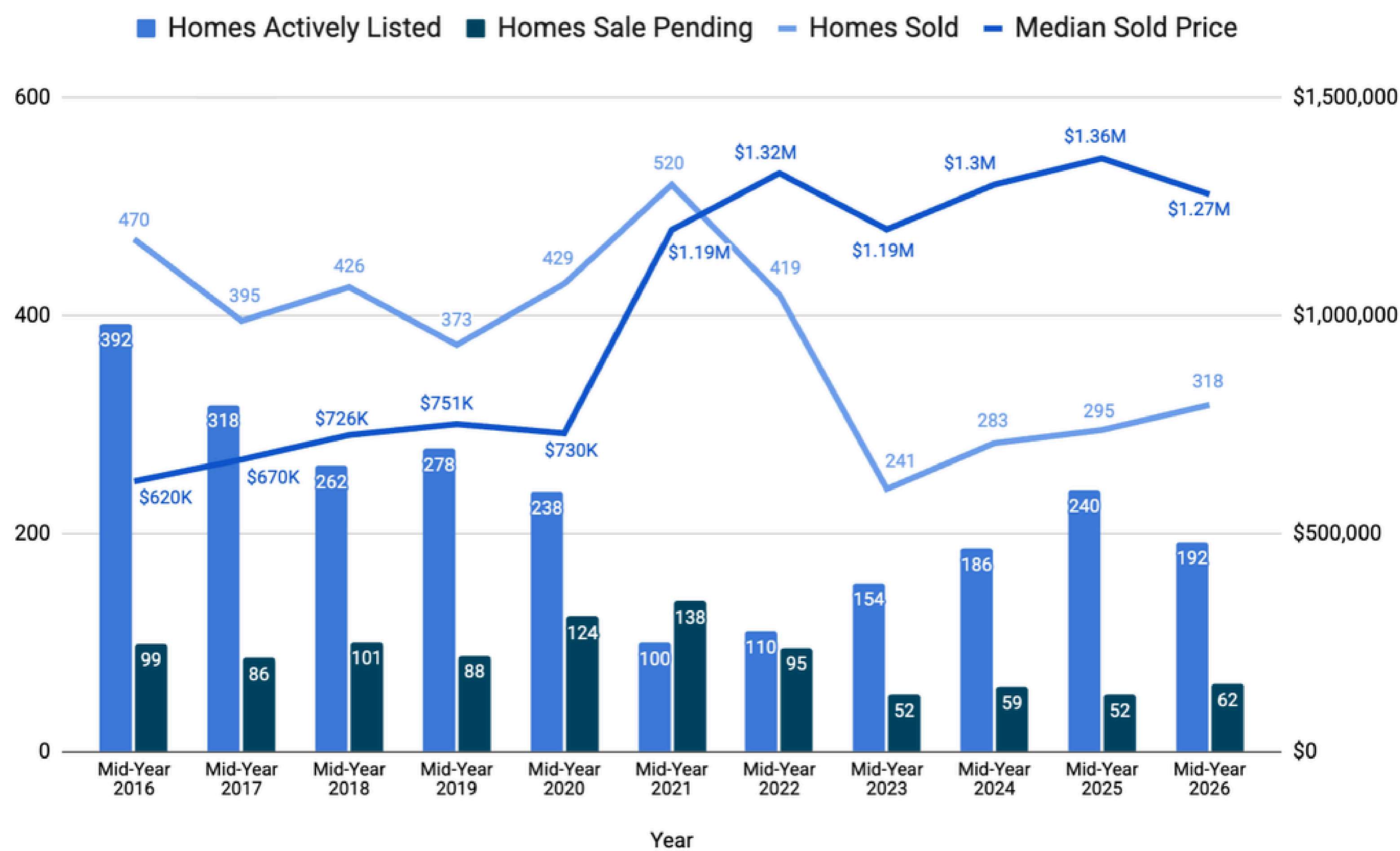
As we reach the midpoint of 2026, the Lake Tahoe real estate market continues to demonstrate steady momentum. Buyer interest remains healthy, creating increased sales activity and new opportunities for both buyers and sellers.

Overall sales volume in the Tahoe Sierra MLS increased 8% year over year. Looking specifically at the Lake Tahoe Basin, sales volume rose 27% on the California side and an impressive 44% in Nevada, highlighting the continued appeal of Nevada ownership. Median home prices declined across most markets, with the exception of Incline Village & Crystal Bay and lakefront markets. The California market saw more activity at lower and mid-tier price points, while Nevada continued to command premium pricing, reflecting continued demand for premium properties. At the same time, average days on the market for the Tahoe Sierra MLS increased slightly, by just 2%, indicating that well-priced homes continue to attract buyers quickly. The more balanced pricing is driving increased transaction activity, and we're seeing that momentum firsthand.

Lakefront properties remained a defining strength of the market, continuing to outperform the broader regional trends. Through the first half of the year, 10 lakefront properties have sold compared to just four during the same period in 2025. Sales volume has surged 150% year over year, median prices have climbed 49%, and average days on market have declined 41%, reflecting the enduring appeal and limited supply of Lake Tahoe's most coveted lakefront properties.

TAHOE SIERRA MLS
– CALIFORNIA –

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



Please note: Homes Actively Listed and Sale Pending are calculated on a monthly average

AT A GLANCE

Single-family homes sold increased 8% year over year.

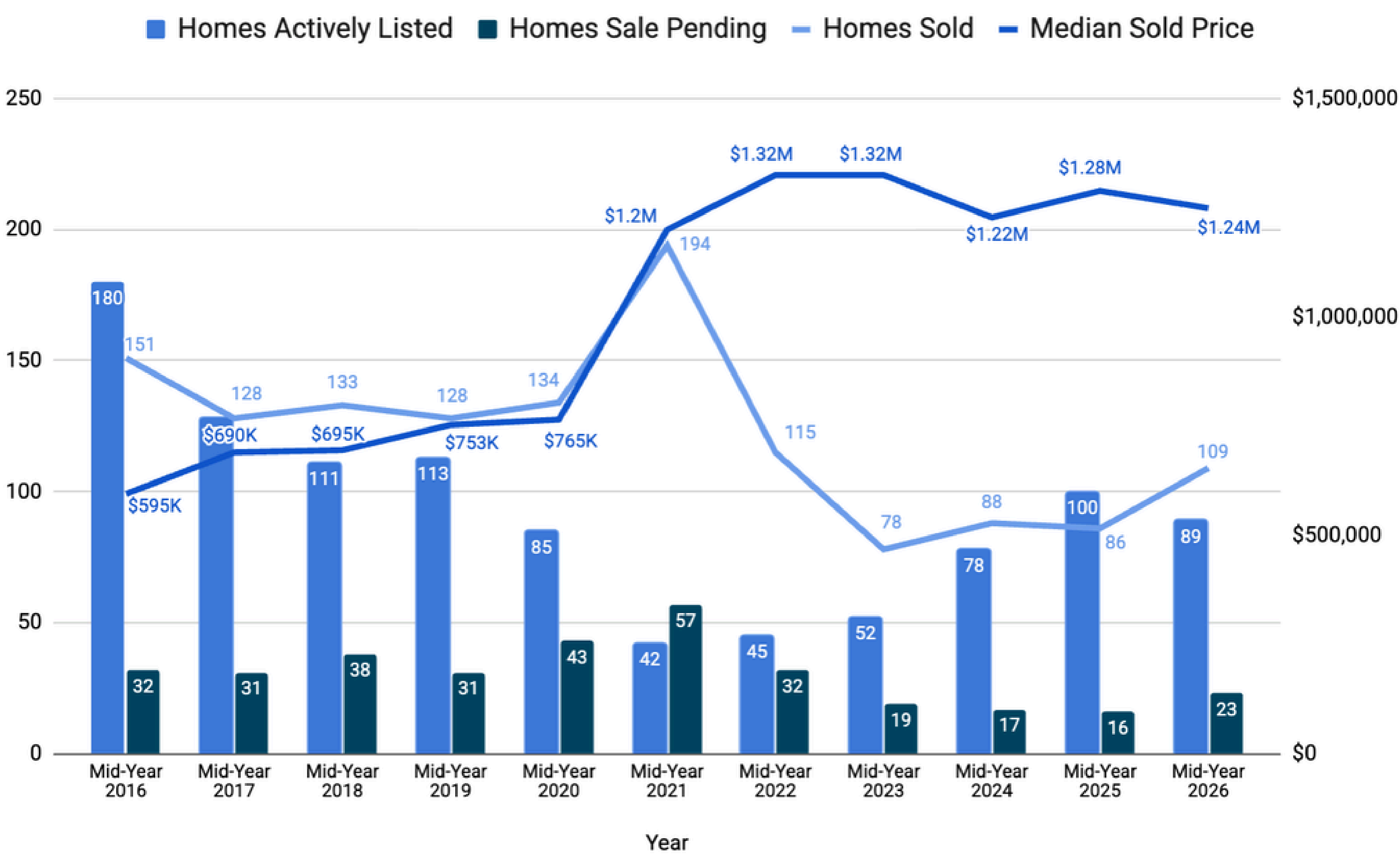
Median price decreased 5% year over year.

Average Days on Market was 54 days, a 2% increase from 2025.

24 of 318 (8%) homes sold over $5 million. 81 homes (25%) sold over $2 million.

NORTH & WEST SHORES
– CALIFORNIA –

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



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AT A GLANCE

Single-family homes sold increased 27% year over year.

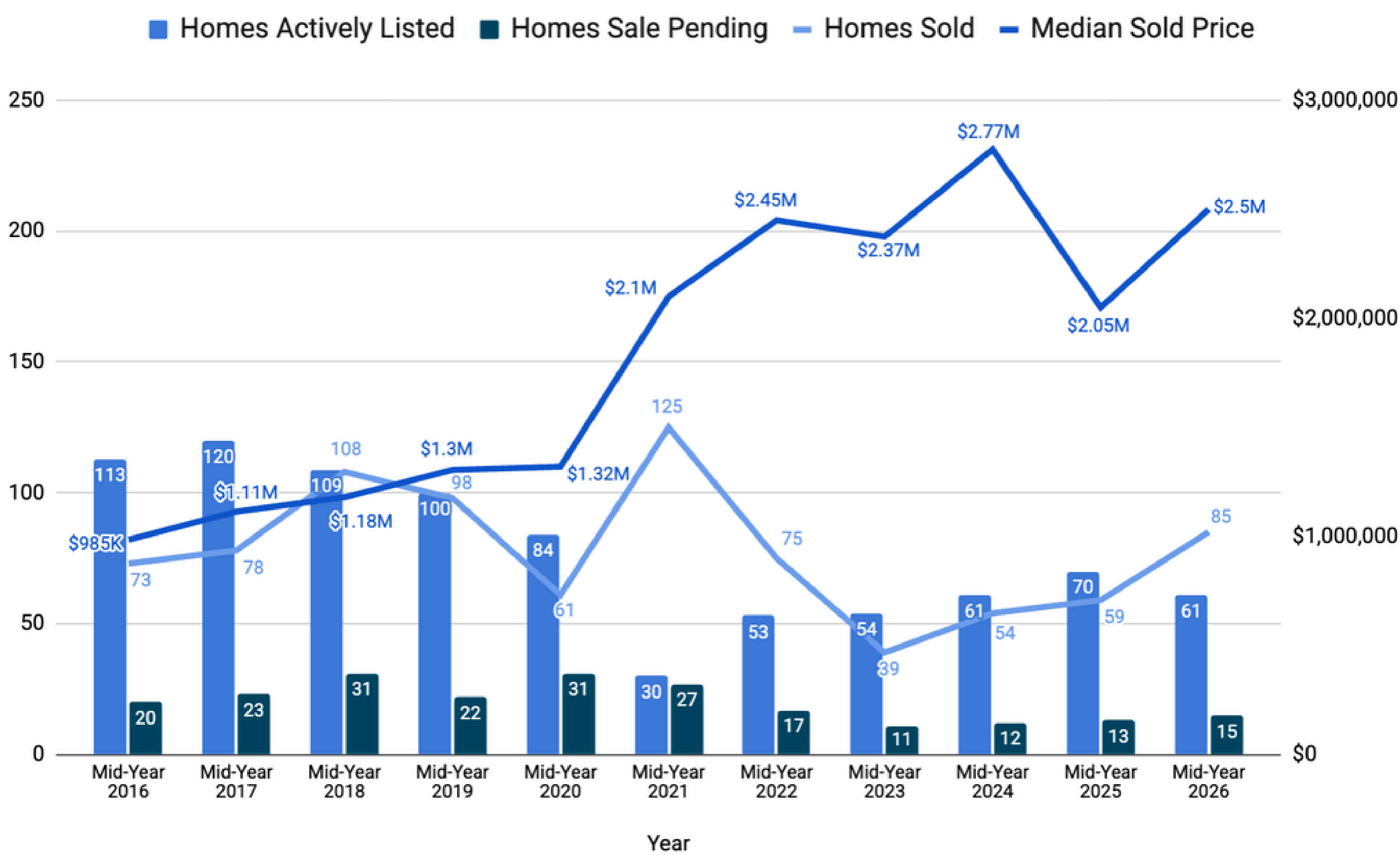
Median price decreased 3% year over year.

Average Days on Market was 67 days, a 5% increase from 2025.

6 of 109 (6%) homes sold over $5 million. 19 homes (17%) sold over $2 million.

INCLINE VILLAGE & CRYSTAL BAY – NEVADA –

Single-family homes throughout Incline Village and Crystal Bay in Nevada



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AT A GLANCE

Single-family homes sold increased 44% year over year.

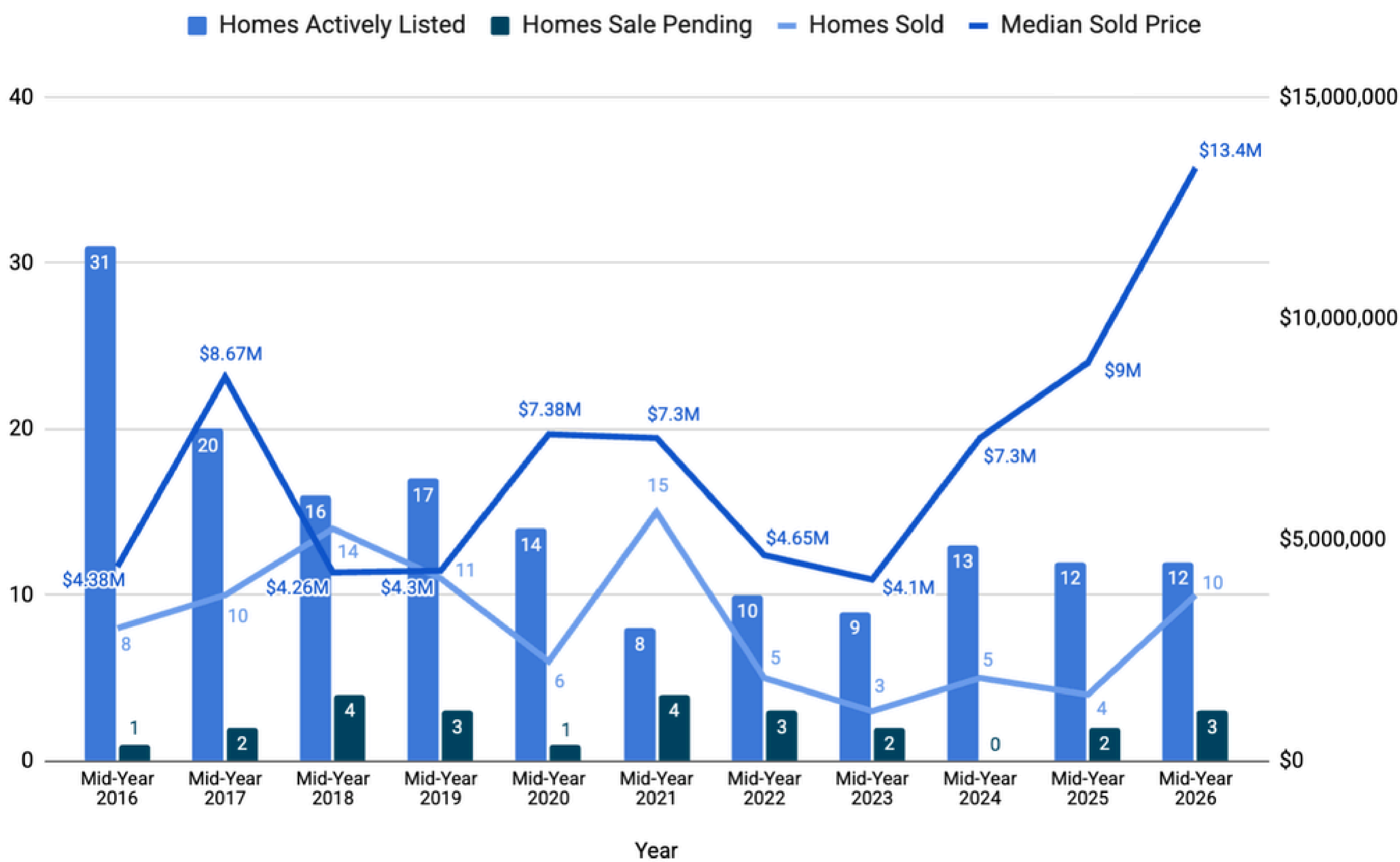
Median price increased 22% year over year.

Average Days on Market was 105 days, a 7% decrease from 2025.

17 of 85 (20%) homes sold over $5 million. 54 homes (64%) sold over $2 million.

LAKEFRONTS
– CALIFORNIA & NEVADA –

Single-family lakefront homes located between
Rubicon Bay, California and Incline Village, Nevada



Please note: Homes Actively Listed and Sale Pending are calculated on a monthly average

AT A GLANCE

Single-family homes sold increased 150% year over year.

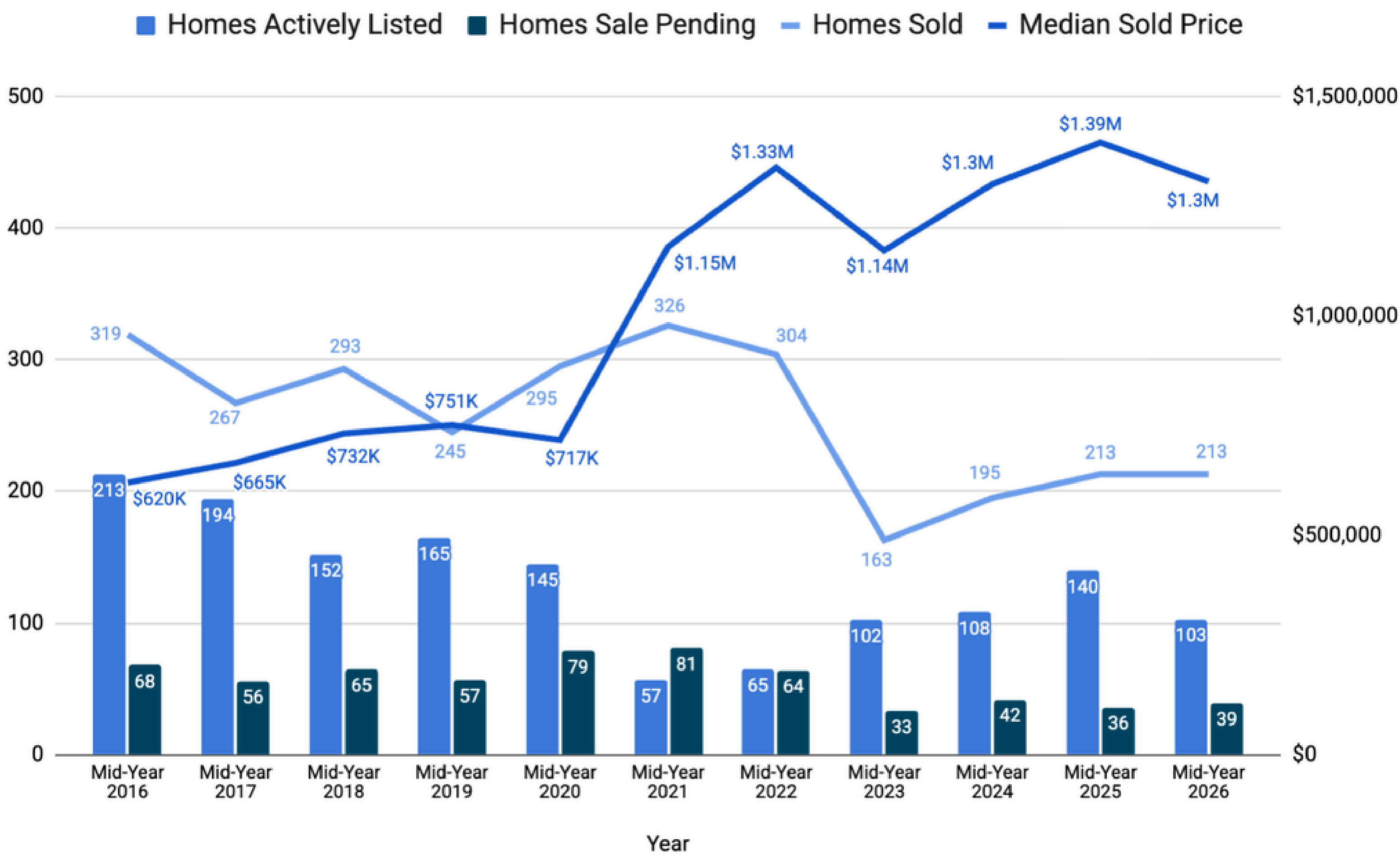
Median price increased 49% year over year.

Average Days on Market was 97 days, a 41% decrease from 2025.

All 10 homes sold over $5 million.

TRUCKEE
– CALIFORNIA –

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



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AT A GLANCE

Single-family homes sold stayed the same year over yaer.

Median price decreased 4% year over year.

Average Days on Market was 47 days, a 2% decrease from 2025.

18 of 213 (8%) homes sold over $5 million. 62 homes (20%) sold over $2 million.

ABOUT THE DIETZ GROUP AT TAHOE LUXURY PROPERTIES

Tahoe Luxury Properties is a full-service real estate and vacation rental company specializing in luxury home sales and premier vacation experiences throughout the Lake Tahoe region. Since 2004, Bill Dietz and the Dietz Group have sold over $1.7 billion, including 95 lakefronts totaling over $996 million in lakefront sales. Experts in Tahoe real estate in both California and Nevada, the Dietz Group offers deep insights into local market dynamics and has proven command of strategic, professional negotiation, ensuring our clients' interest are well represented. Committed to a high-touch, service-focused approach, we are focused on you 100%, our dedication is not just a promise—it's our key differentiator.

Best positioned to market and sell premier real estate throughout the Lake Tahoe region, our team offers a comprehensive perspective that extends beyond the transaction. From legacy family retreats to high-performing investment properties, Tahoe Luxury Properties provides the insight and expertise to help you navigate the Lake Tahoe real estate market with confidence. Whether you're buying, selling, or simply exploring the possibilities, we are here to guide you every step of the way.

$1.7B+	95	$996M+	9	28
IN SALES SINCE 2004	LAKEFRONT HOMES SOLD	IN LAKEFRONT SALES	SALES OVER $20M	SALES OVER $10M

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For more information, please contact us

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