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## LAKE TAHOE REAL ESTATE MID-YEAR MARKET REPORT Q1 – Q2 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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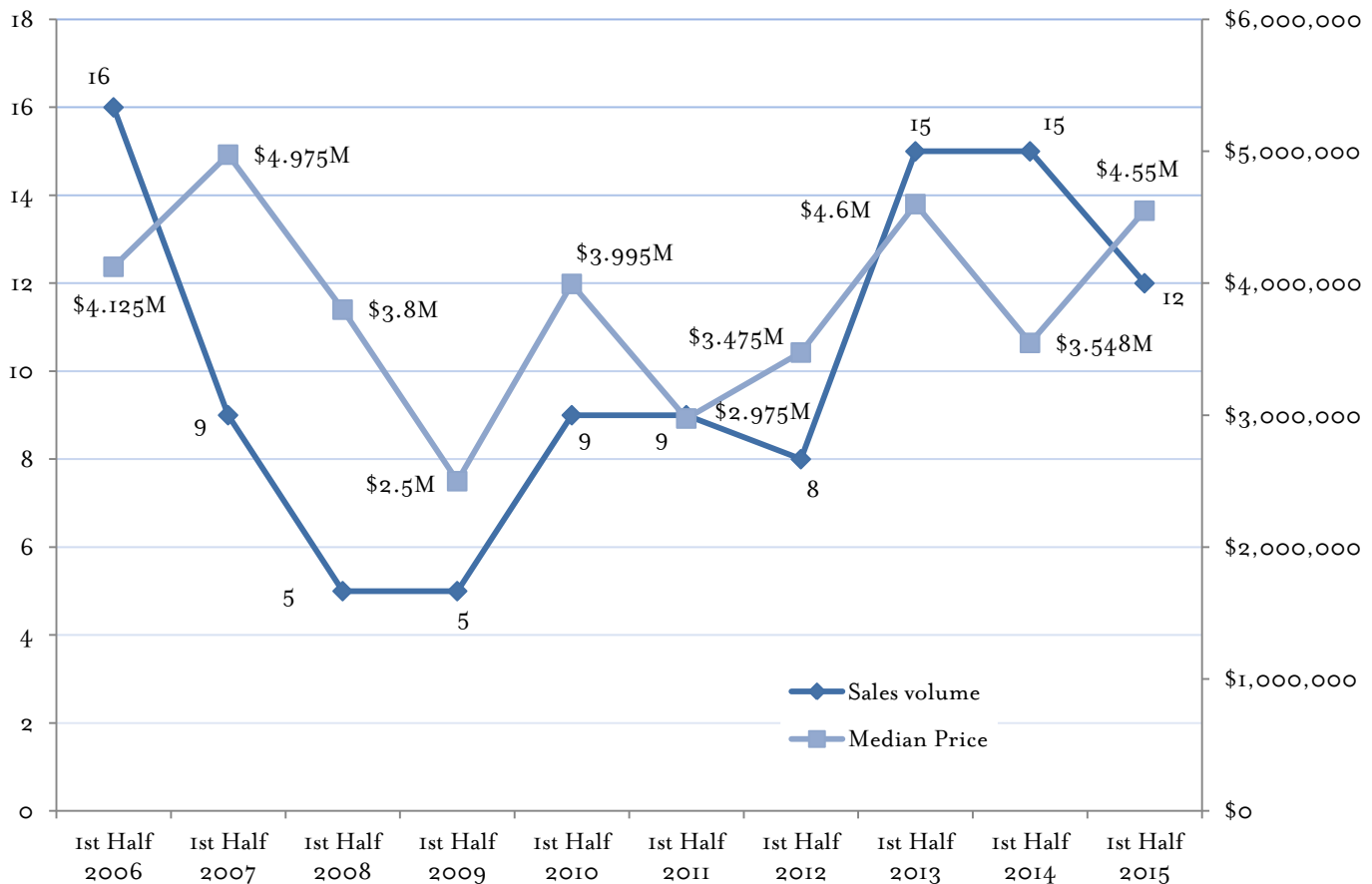
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## Lakefronts Market Report: Mid-Year 2015

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 June Year-Over-Year



### Highlights include:

- 20% decrease in units sold year-over-year
- 28% increase in median price year-over-year
- Homes sold within 98.1% of asking price, the narrowest mid-year margin in over 9 years, representing a 83% change 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

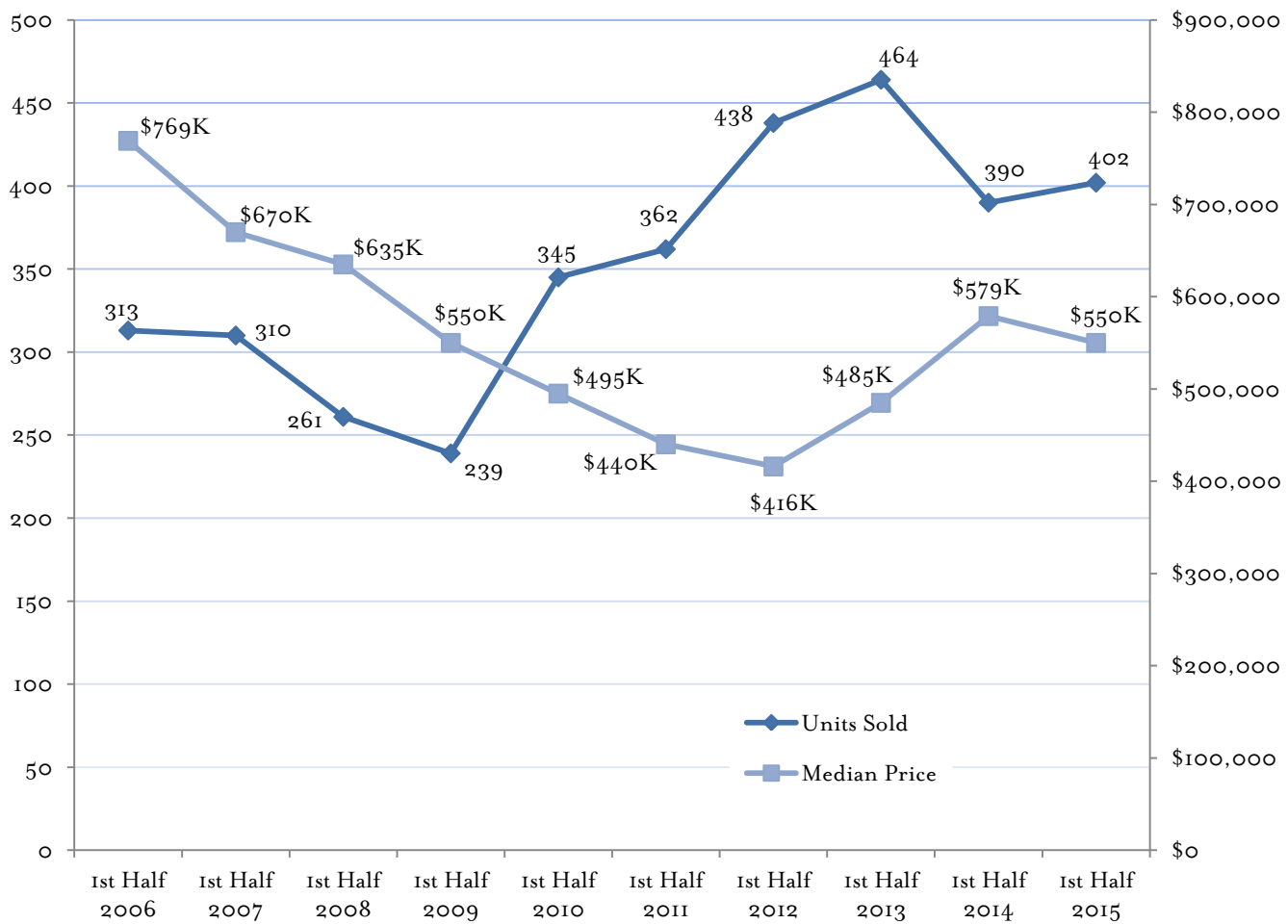
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## Tahoe Sierra MLS Market Report: Mid-Year 2015

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 June Year-Over-Year



### Highlights include:

- 3% increase in units sold year-over-year
- 5% decrease in median price year-over-year, compared to 10% decrease in Q1 year-over-year
- 24 Homes sold over \$2M compared to 32 the previous year, representing a 25% decrease

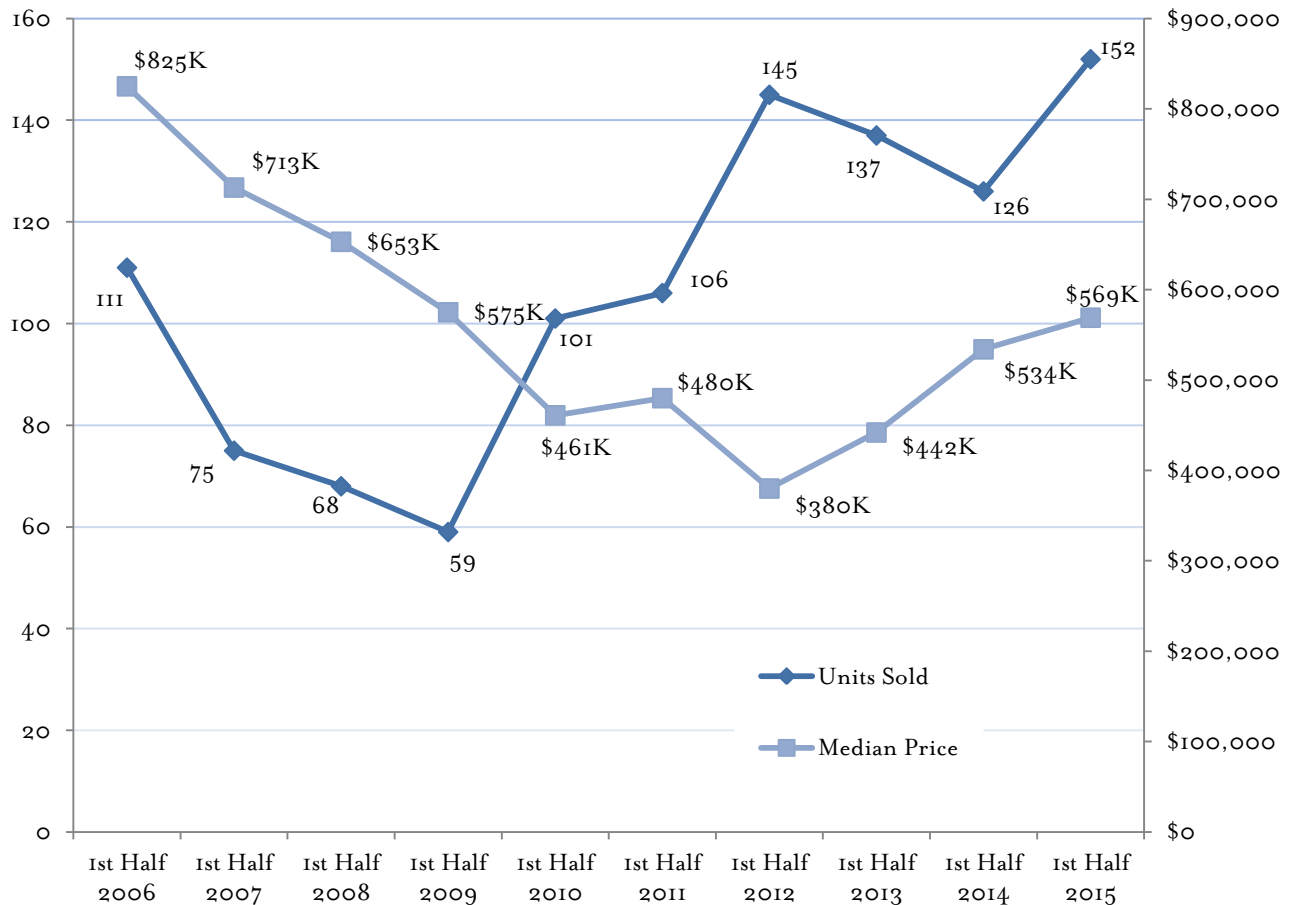
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## North & West Shores, CA Market Report: Mid-Year 2015

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 June Year-Over-Year



### Highlights include:

- 21% increase in units sold year-over-year
- 7% increase in median price year-over-year
- 10 homes were sold over \$2M, flat with last year at the mid-year point

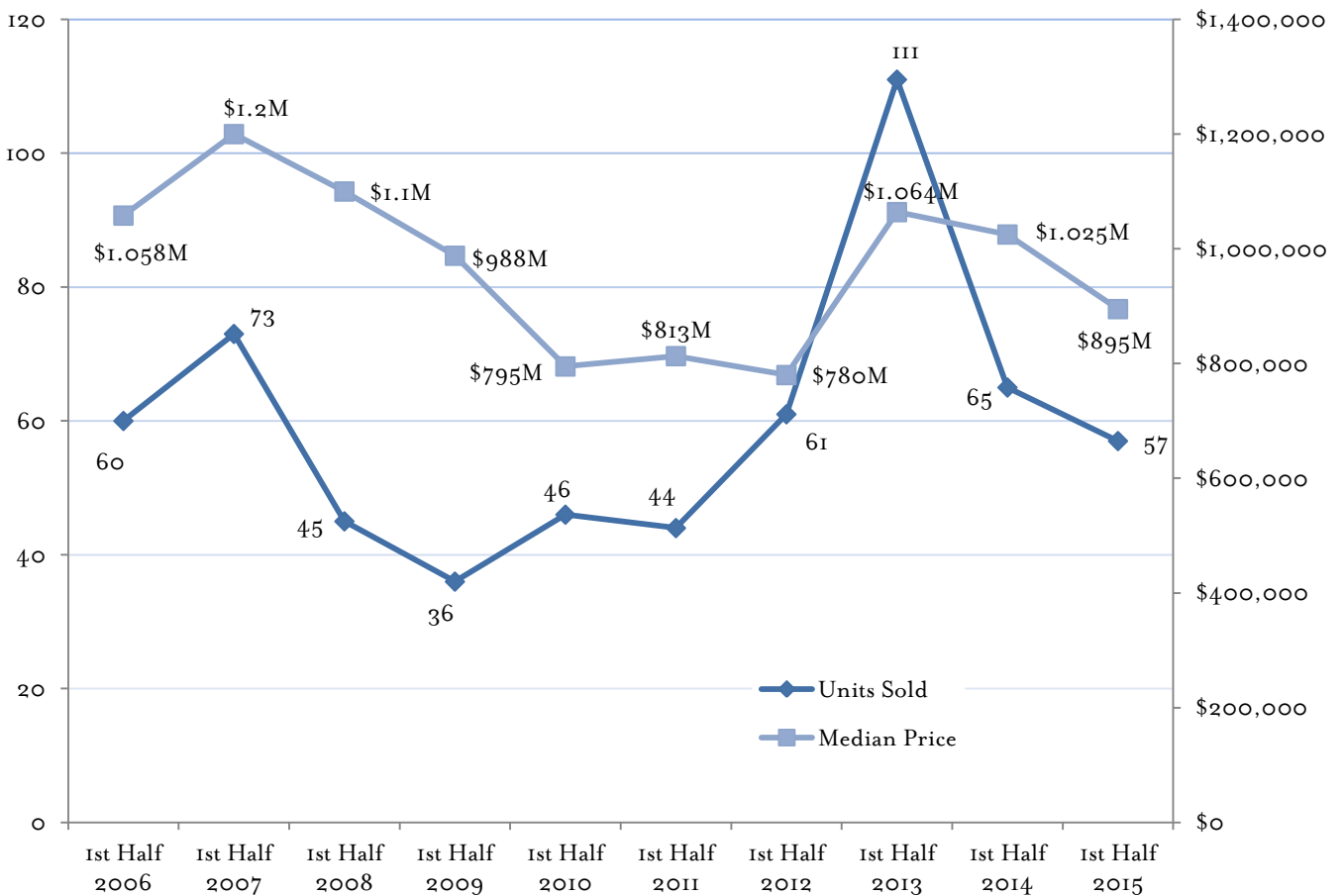
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## Incline Village & Crystal Bay, NV Market Report: Mid-Year 2015

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

January through June Year-Over-Year



### Highlights include:

- 12% decrease in units sold year-over-year
- 13% decrease in median price year-over-year, compared to a 28% decrease in Q1 median price year-over-year

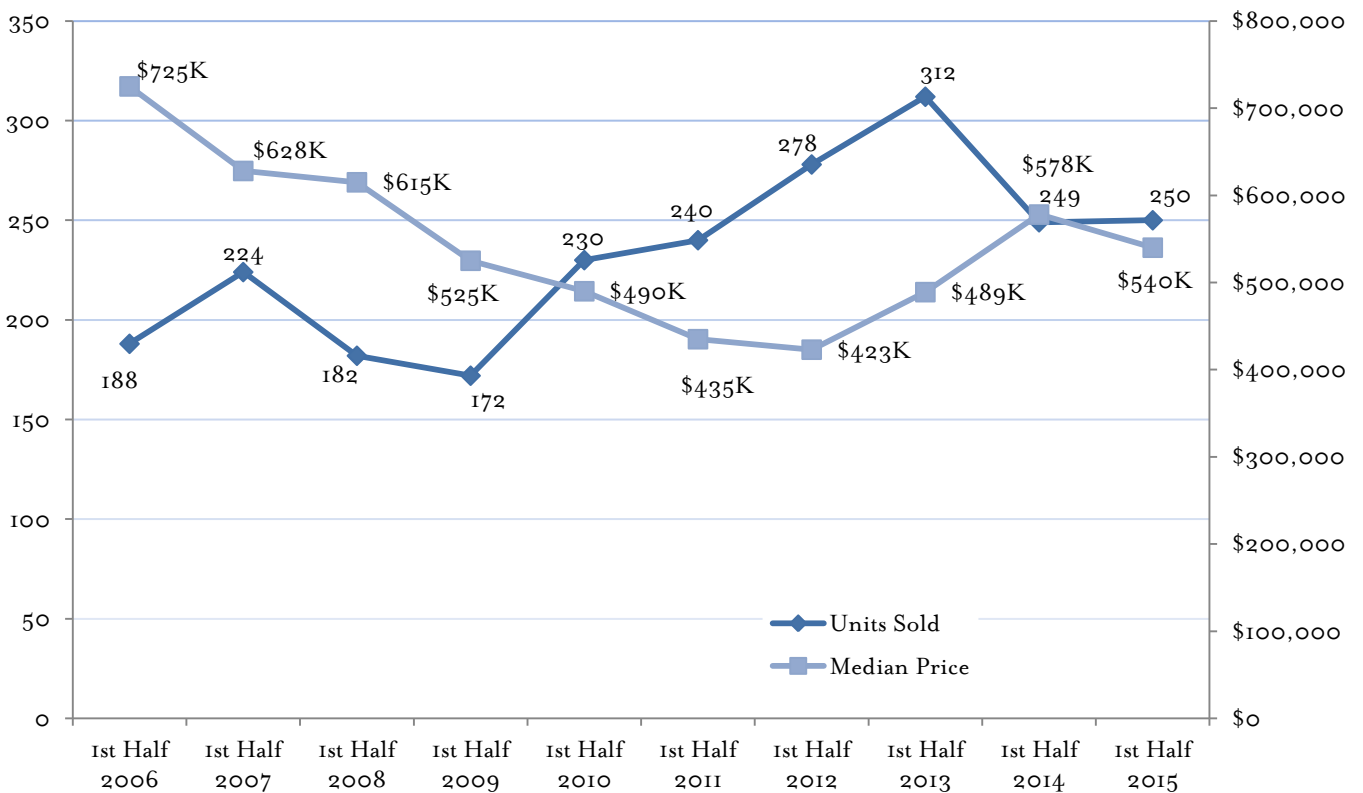
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## Truckee, CA Market Report: Mid-Year 2015

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 June Year-Over-Year



### Highlights include:

- Units sold is flat year-over-year
- 7% decrease in median price year-over-year
- Lahontan & Martis Camp experienced a 21% decrease in units sold year-over-year, contributing to overall median price decrease
- 14 homes over \$2M were sold compared to 19 in the previous period, representing a 27% decrease

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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](http://TLUXP.com).