



TAHOE LUXURY
PROPERTIES[®]
REAL ESTATE SALES & VACATION RENTALS



*This West Shore lakefront home sold for \$21,715,000 on 12.28.21.
The Dietz Group represented the seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

YEAR END 2021

LAKE TAHOE REAL ESTATE
MARKET REPORT
YEAR END 2021

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



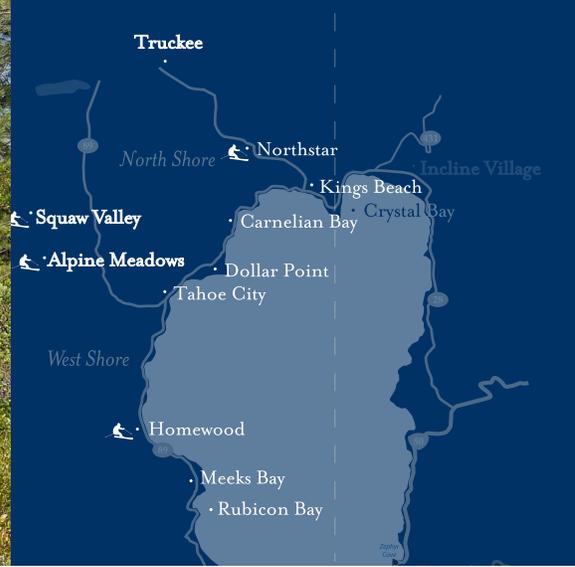
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Megan Mickel, Real Estate Manager
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CA DRE #01431063 | NV RED #B0027100 | Source: Tahoe Sierra MLS and Incline Village MLS

MARKET ANALYSIS

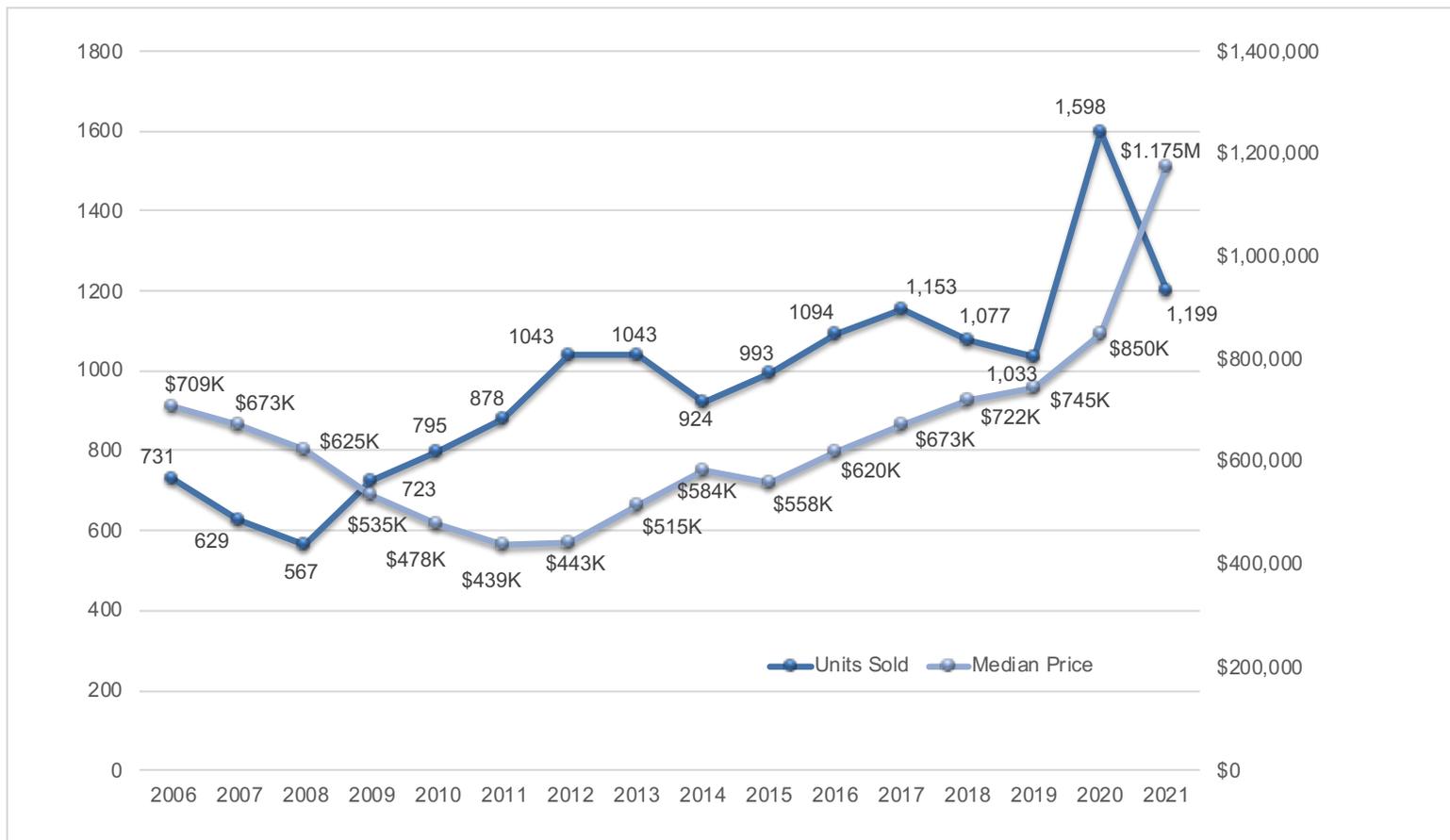
Last year at this time, we reported that 2020 was an historic year in Lake Tahoe real estate, showcasing dramatic and unprecedented activity as a result of the pandemic shifting buying behavior and accessibility. In 2020, our Year End Market Report highlighted a massive spike in sales volume alongside a noticeable increase in median price, with both reaching record highs in all micro-regions (with the exception of lakefronts, where sales volume fell one home below the record). This year, we are seeing median prices once again reaching historic highs in all micro-regions, although by a much larger increase, with the minimum being a 24% increase in median price year over year (on top of the previous record high, that is!). The difference is that in 2021, all micro-regions are showing a decrease in sales volume, by a minimum of 14% and as high as 37% year over year. The decrease in sales volume may be due to limited inventory available, however it also may be indicative of the market reaching our threshold in pricing. On Lake Tahoe's North & West Shores, median price has been on a 10-year upwards trajectory and this year alone saw a 41% increase in median price. We look forward to 2022 to determine if these trends are sustainable, or if we will begin to see a plateau as the market attempts to correct itself.





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



January - December 2021

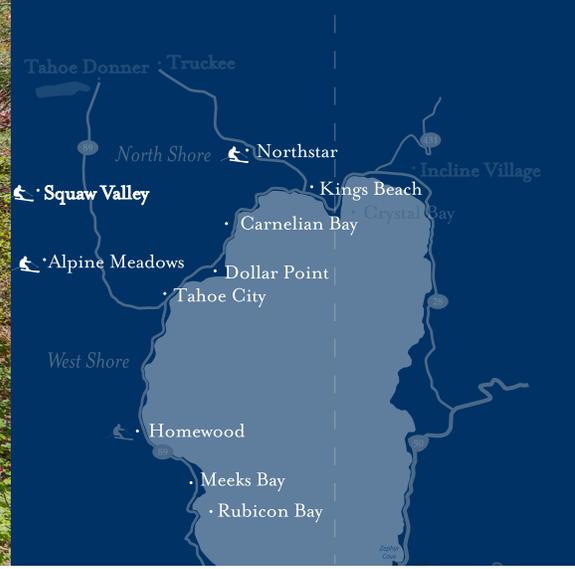
Single-family homes sold decreased 25% year over year.

Median price increased 38% year over year and is on a 6-year growth trend.

Median price reached an historic high.

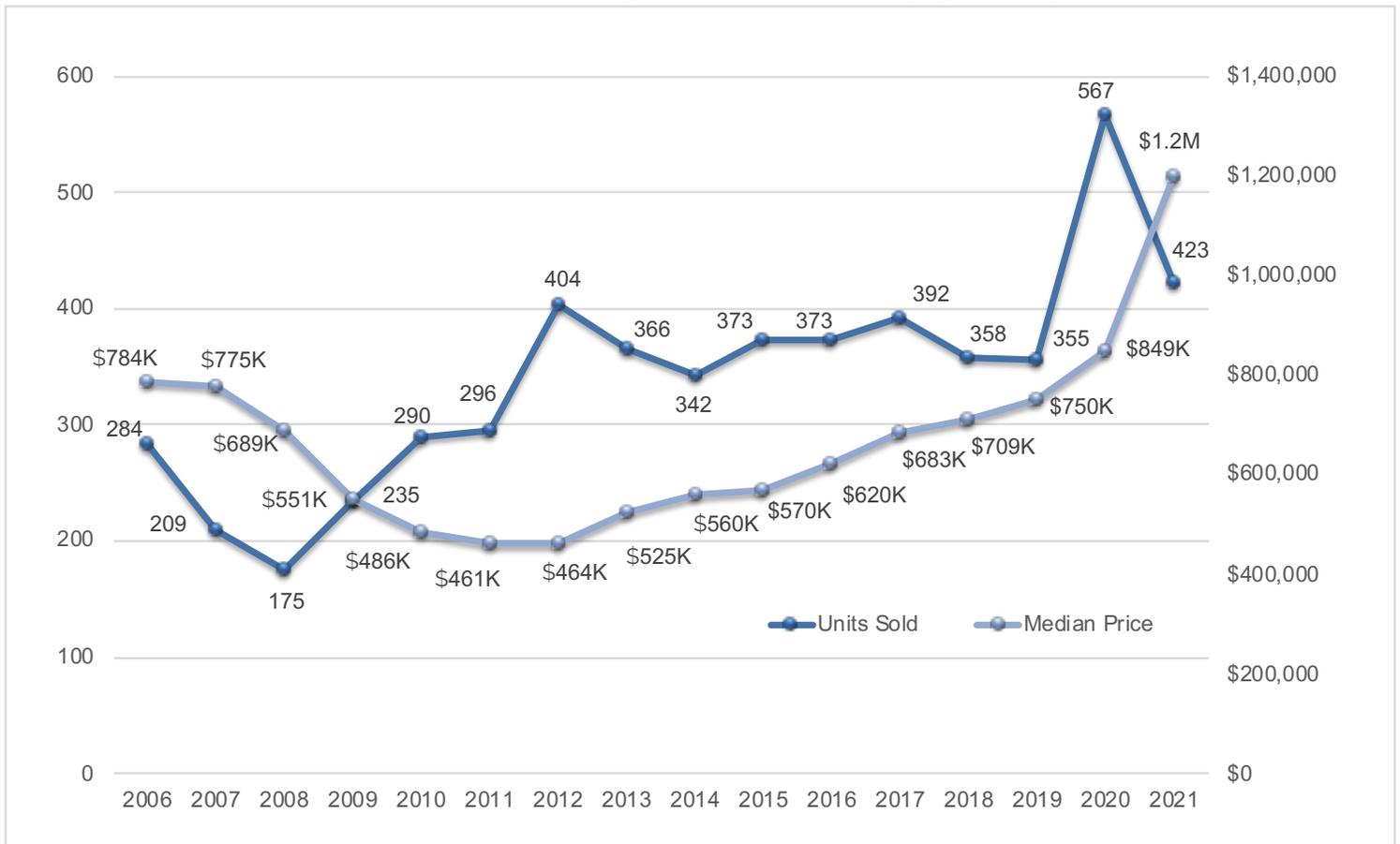
236 of 1,199 homes (20%) sold over \$2 million.

POINTS of
INTEREST



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



January - December 2021

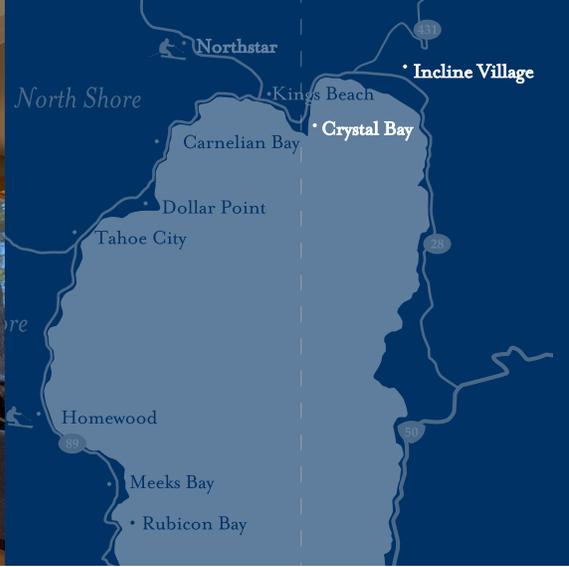
Single-family homes sold decreased 25% year over year.

Median price increased 41% year over year and is on a 10-year growth trend.

Median price reached an historic high.

83 of 423 homes (20%) sold for over \$2 million.

POINTS of
INTEREST



INCLINE VILLAGE & CRYSTAL BAY

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



January - December 2021

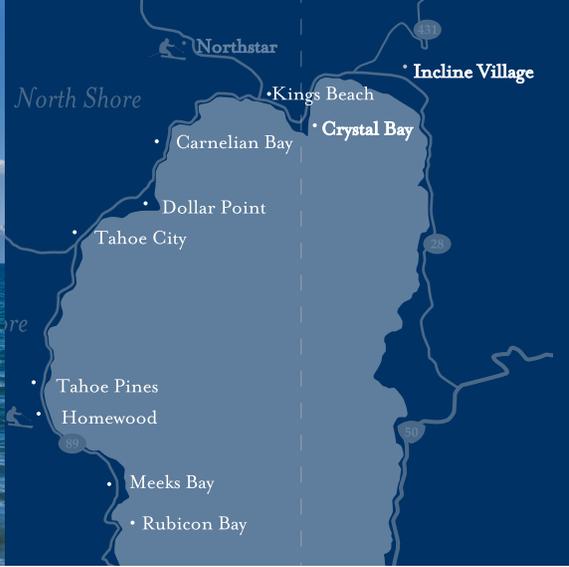
POINTS of
INTEREST

Single-family homes sold decreased 37% year over year.

Median price increased 37% year over year and is on a 4-year growth trend.

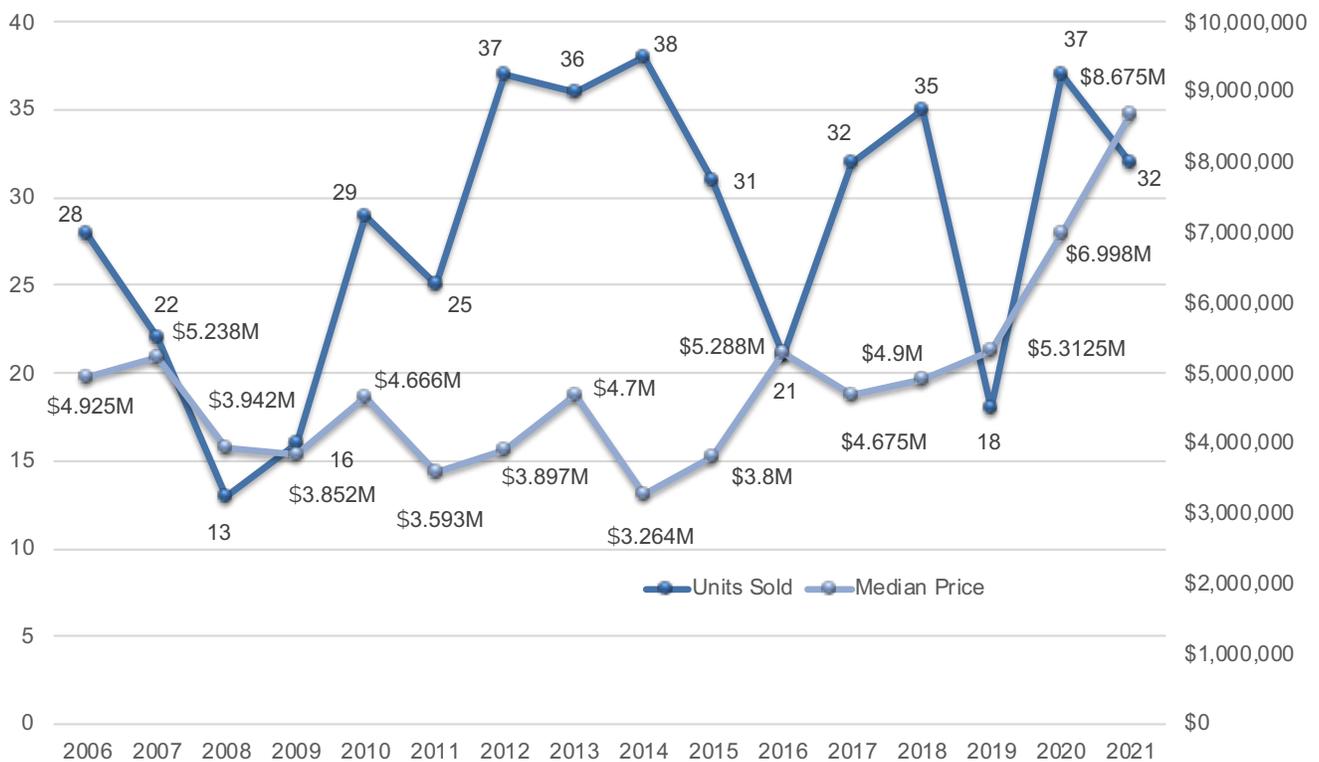
Median price reached an historic high.

118 of 235 homes (50%) sold for over \$2 million.



LAKEFRONTS

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



January - December 2021

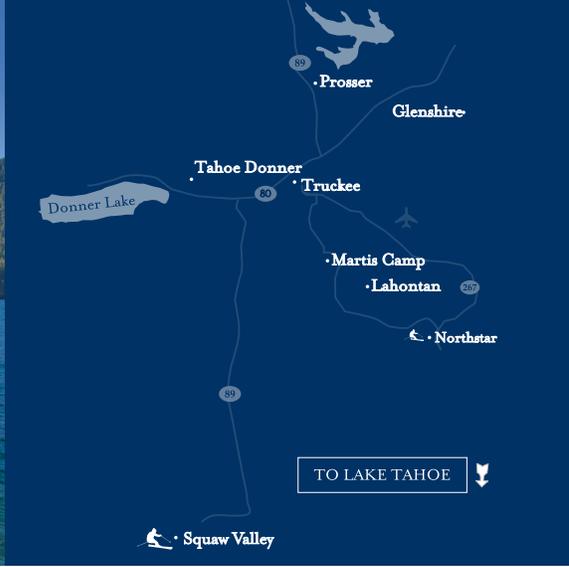
Single-family homes sold decreased 14% year over year.

Median price increased 24% year over year and reached an historic high.

32 of 32 homes (100%) sold for over \$2 million.

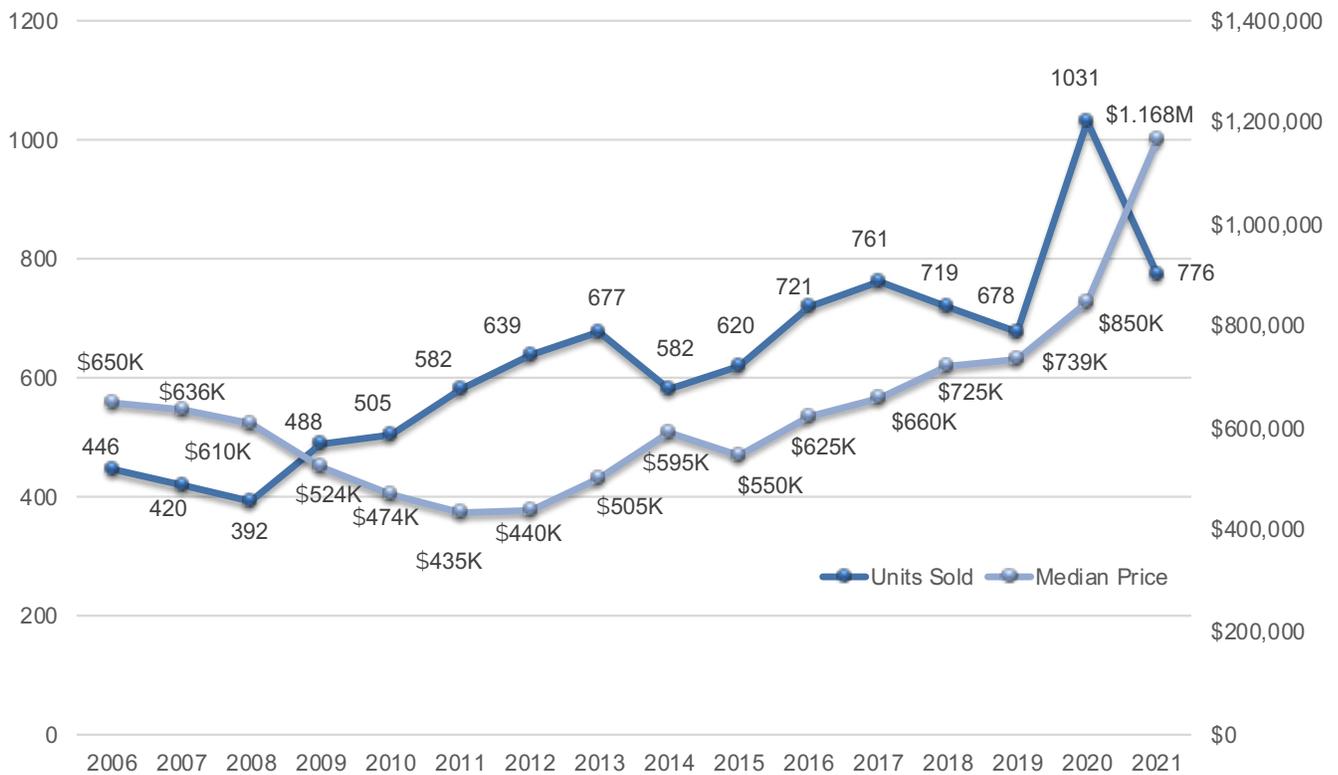
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

POINTS of
INTEREST



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



January - December 2021

Single-family homes sold decreased by 25% year over year.

Median price increased by 37% year over year and is on a 6-year growth trend.

Median price reached an historic high.

153 of 776 homes (20%) sold for over \$2 million.

POINTS of
INTEREST

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 \$1.13 billion, including 73 lakefronts totaling over \$645.5 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, last year alone.

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.

