



*This Northstar home sold for \$6,045,000 on 5.1.24.  
The Dietz Group represented the seller.*

# LAKE TAHOE REAL ESTATE MARKET REPORT

## MID-YEAR 2024

LAKE TAHOE REAL ESTATE  
MARKET REPORT  
MID-YEAR 2024

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

DIETZ  
GROUP

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Source: Tahoe Sierra MLS and Incline Village MLS

## MARKET ANALYSIS

In the first half of 2024, unit sales volume rebounded from the lows of 2023. All micro-regions saw an uptick in the number of single-family homes sold, however the growth still leaves sales volume below pre-covid norms. On the California side of the basin, median price decreased by 7% year over year. All other micro-regions saw an increase in median price. Most increases were under 20%, however quite noticeably, the median price of lakefronts jumped 78%. In the month of June, we had 25 single-family lakefront homes actively listed for sale between Incline Village and Rubicon Bay, a 66% inventory increase year over year and the most active lakefronts we have seen in a single month since August 2019. Market-wide, we see a 27% increase in inventory, offering buyers a greater selection of properties to choose from. After a few years of disruption, we now see the market shift towards an improved equilibrium between supply and demand.

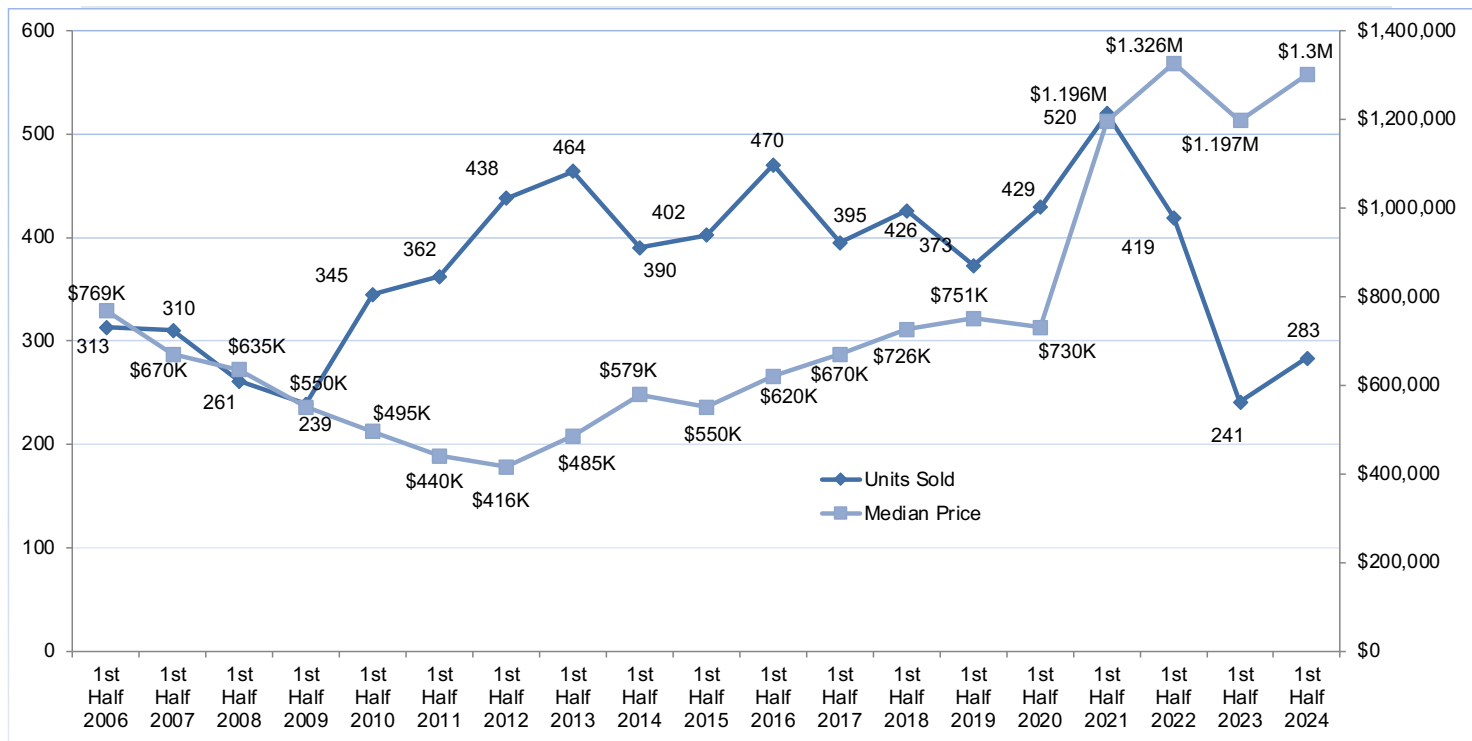






## TAHOE SIERRA MLS

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 - June 2024

Single-family homes sold increased 17% year over year.

Median price increased 9% year over year.

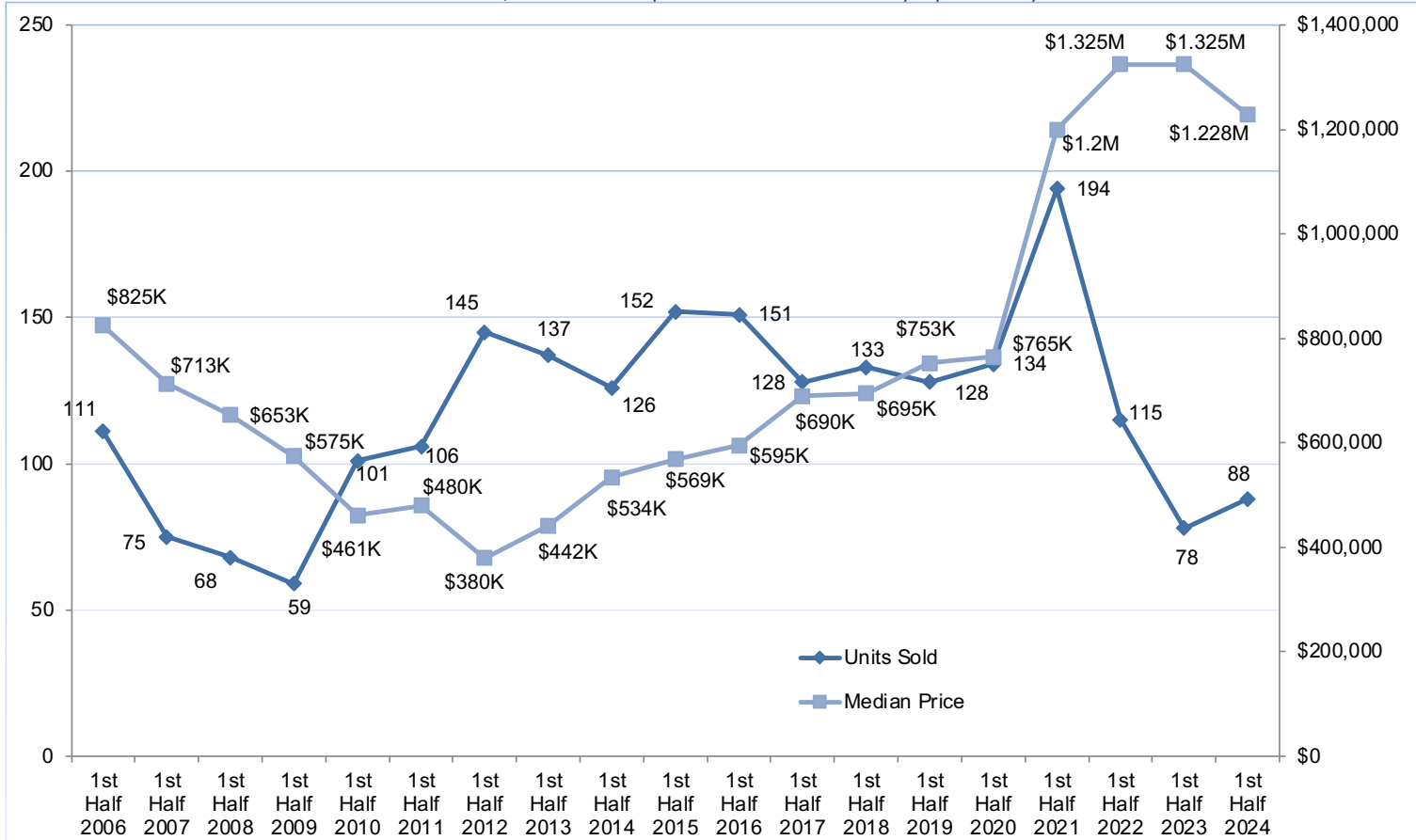
Average Days on Market was 60 days, a 7% increase over 2023.

14 of 283 (5%) homes sold over \$5 million. 63 homes (22%) 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 - June 2024

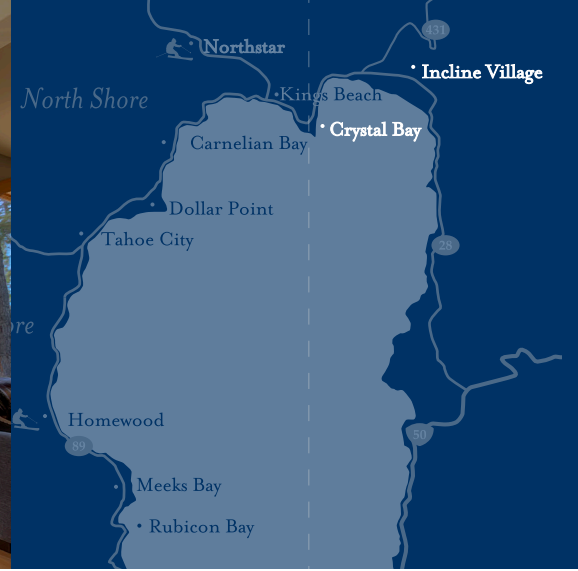
Single-family homes sold increased 13% year over year.

Median price decreased 7% year over year.

Average Days on Market was 73 days, a 22% increase over 2023.

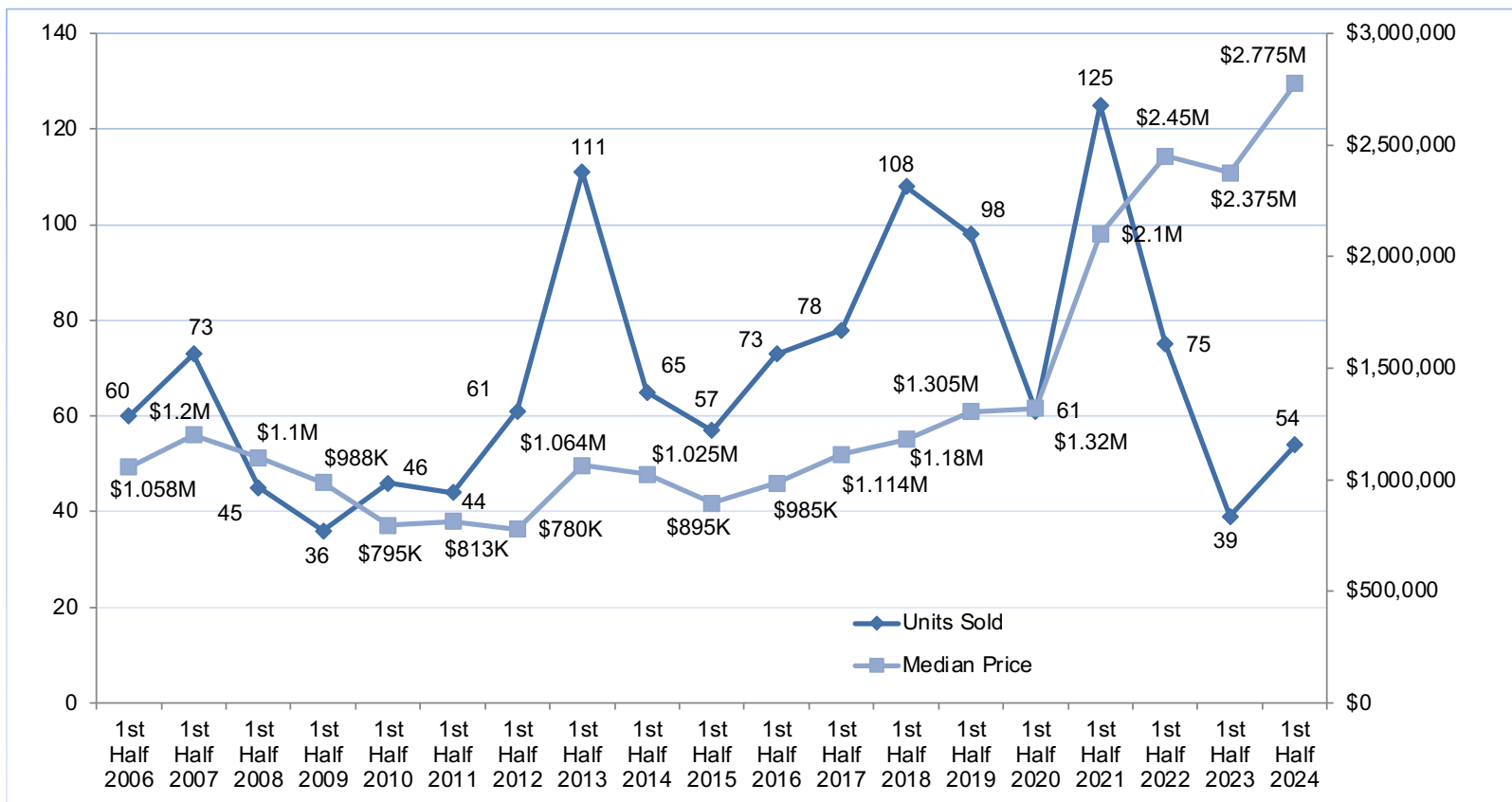
5 of 88 (6%) homes sold over \$5 million. 18 homes (20%) sold over \$2 million.





## INCLINE VILLAGE & CRYSTAL BAY

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



### POINTS of INTEREST

#### January - June 2024

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

Median price increased 17% year over year.

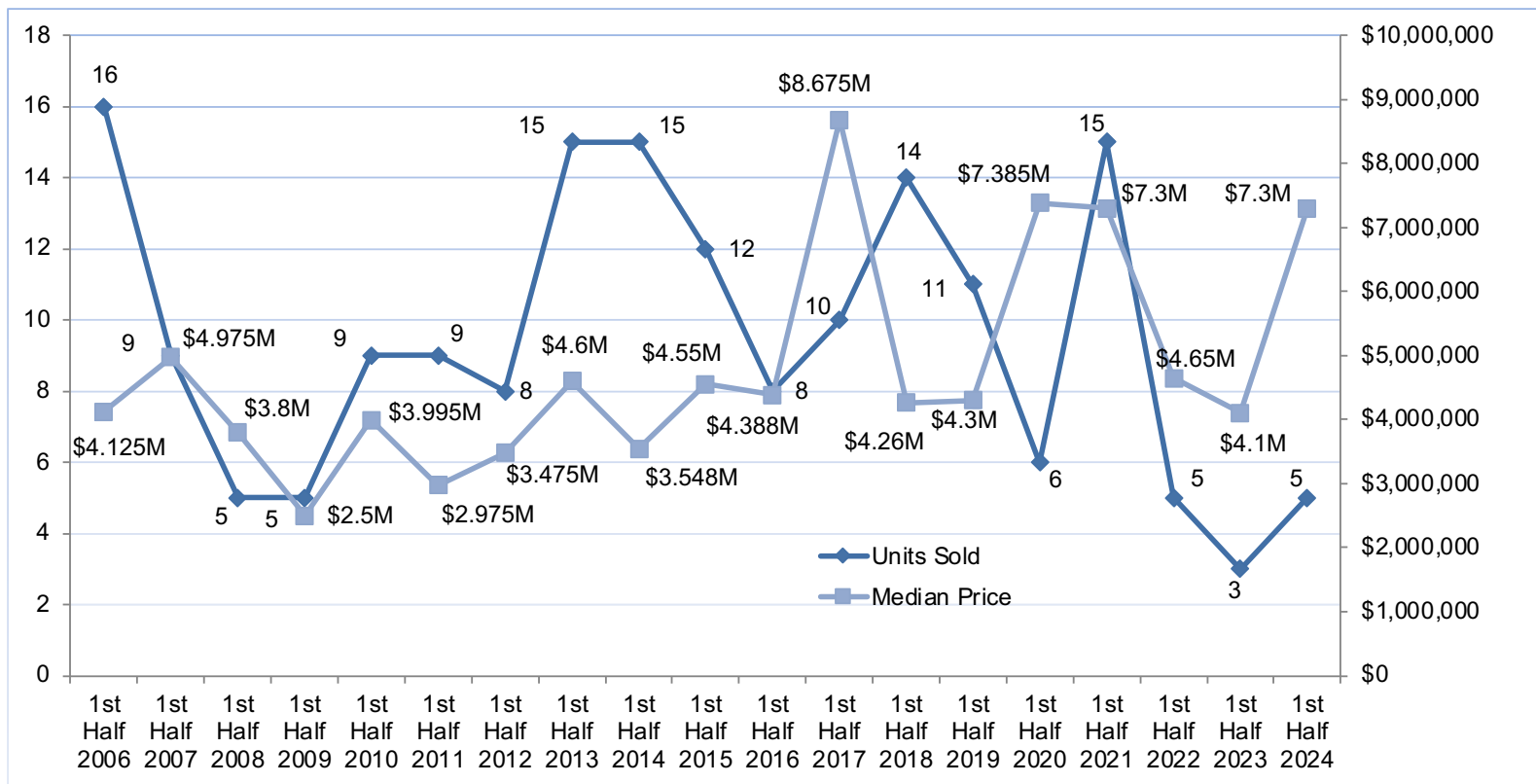
Average Days on Market was 133 days, a 1% decrease from 2023.

9 of 54 (17%) homes sold over \$5 million. 39 homes (72%) sold over \$2 million.



## LAKEFRONTS

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



### POINTS of INTEREST

#### January - June 2024

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

Median price increased 78% year over year.

Average Days on Market was 174 days, a 6% decrease from 2023.

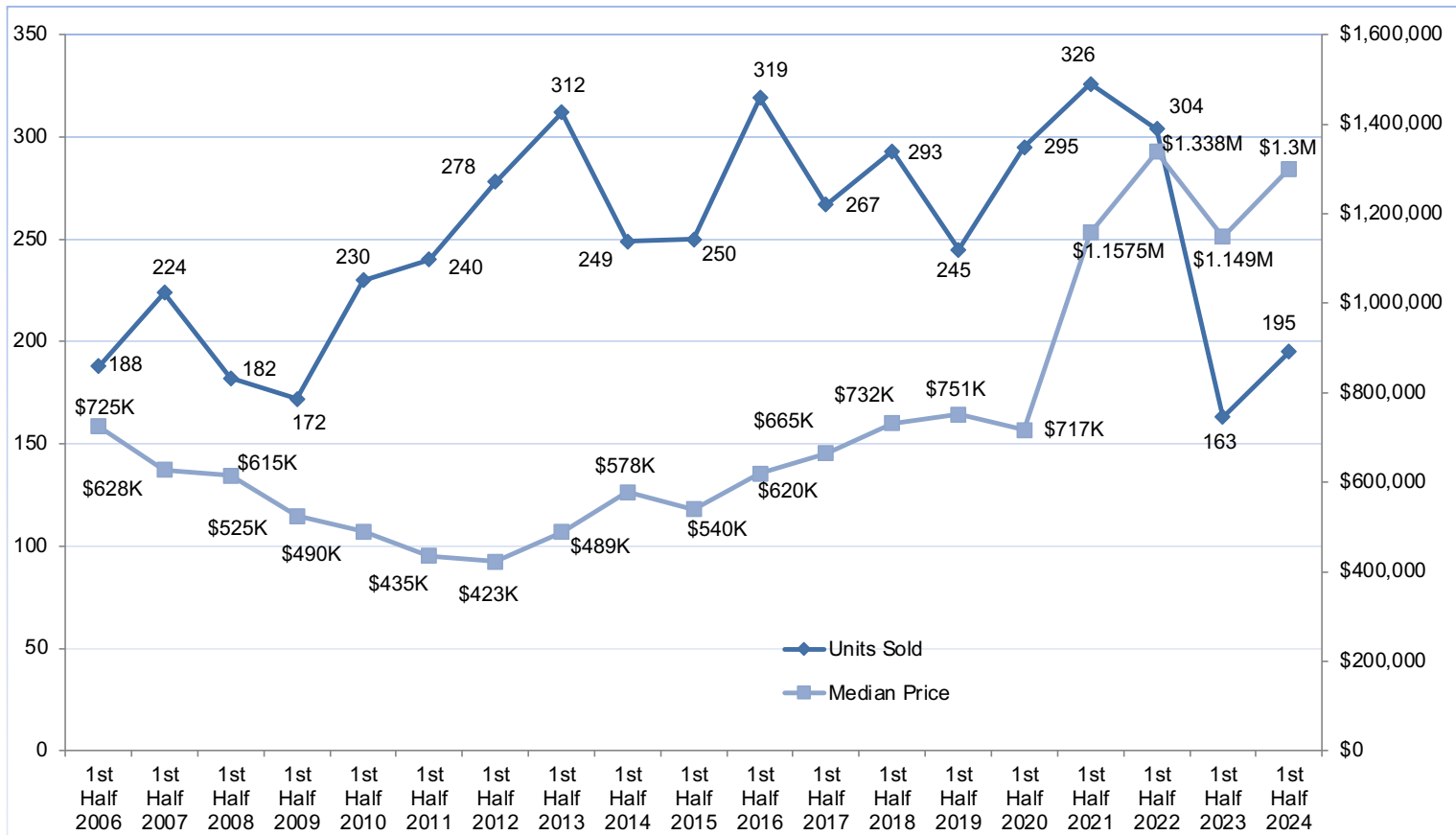
5 of 5 homes (100%) sold for over \$5 million.

*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 - June 2024

Single-family homes sold increased 20% year over year.

Median price increased 13% year over year.

Average Days on Market was 54 days, flat from 2023.

9 of 195 (5%) homes sold over \$5 million. 45 homes (23%) sold over \$2 million.



## ABOUT THE DIETZ GROUP

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 2004, Bill Dietz and the Dietz Group have sold over \$1.3 billion, including 84 lakefronts totaling over \$755 million in lakefront 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, 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 530.584.3444 or visit [TLUXP.com](http://TLUXP.com).

