

This West Shore lakefront sold for \$37,000,000 on 1.11.19
Bill Dietz represented the seller.

LAKE TAHOE REAL ESTATE
MARKET REPORT
QUARTER ONE 2019

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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

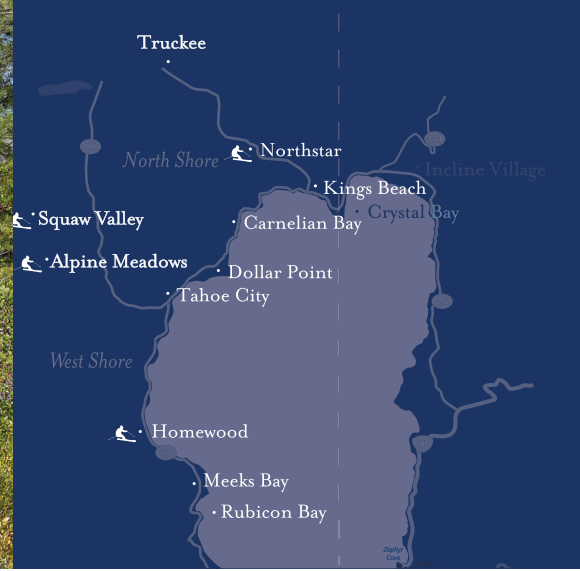
Prepared by
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CA DRE #01431063 | NV RED #B0027100 | Source: Tahoe Sierra MLS and Incline Village MLS

MARKET ANALYSIS

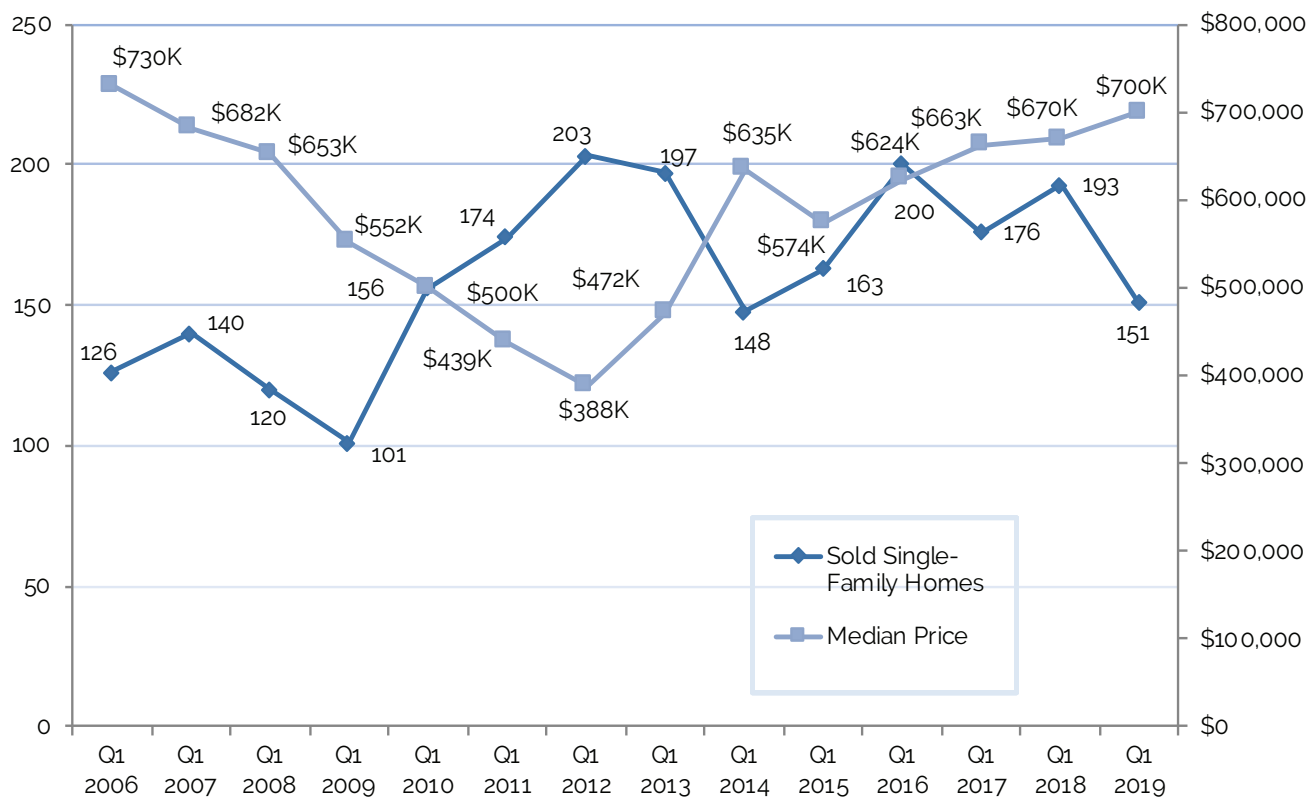
North Lake Tahoe & Truckee real estate signaled a shift in the first quarter of 2019. Sales volume decreased in all five micro-regions year over year, while median price increased or remained flat across the board. This decrease in sales can be explained, at least in part, by record breaking snowfall during Q1. The market showed a commensurate slow down in unit sales volume during Q1 of 2017 which was the prior Q1 with abundant snowfall. Median prices increased in all but one (Truckee) micro-market. Truckee's median price of a single family home was essentially flat year over year. Interestingly, all three lakefront sales of the quarter occurred in January, with no lakefront sales in February or March. The lakefront market should see benefit by another full lake this summer as all piers and buoys will have full usability. The Tahoe market should also see some tailwind from the expected influx of new millionaires in the Bay Area from the various high-profile IPOs. All eyes will be on Quarter 2 to determine how 2019 will trend.





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 - March 2019

POINTS of
INTEREST

Single-family homes sold decreased 22% year over year.

Median price increased 4% year over year.

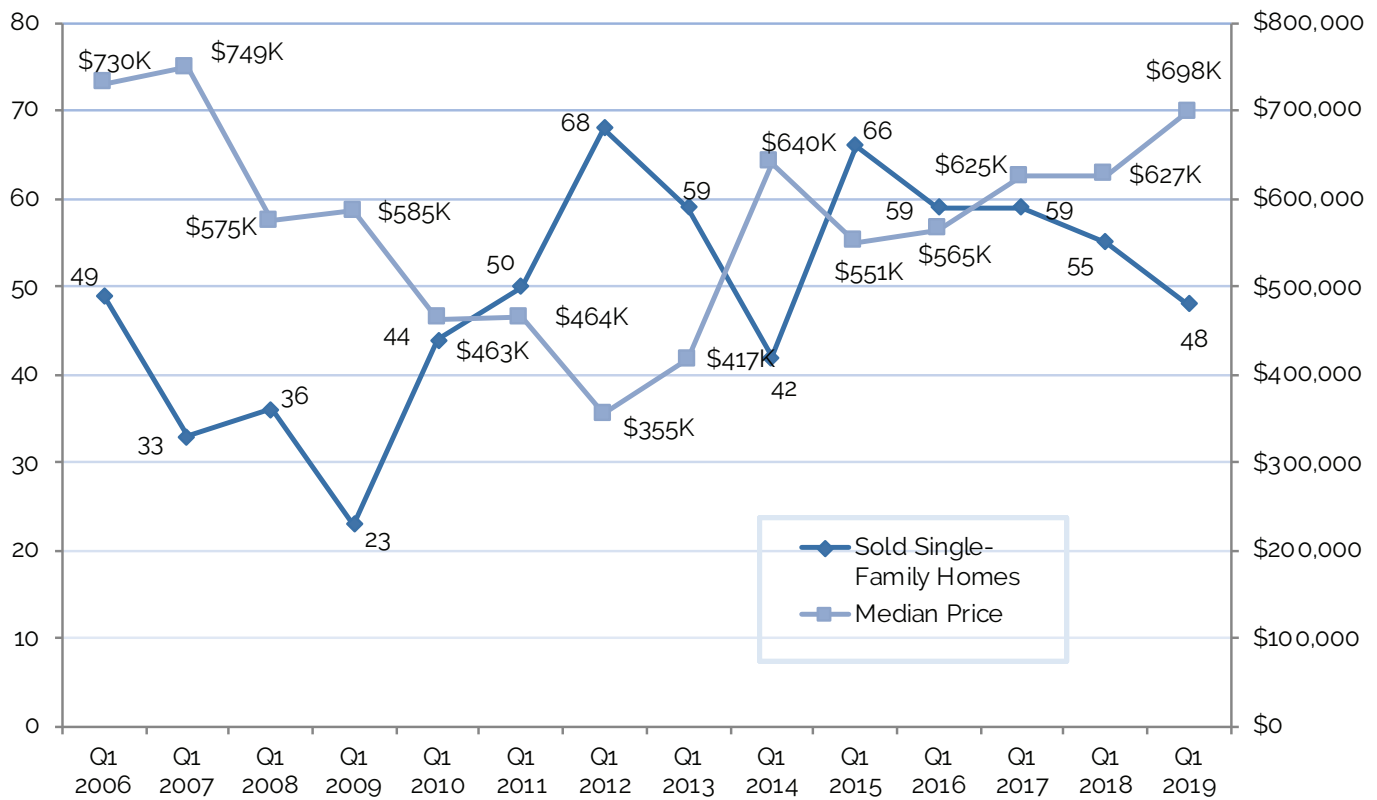
Median price is on a 4 year growth trend and is the 2nd highest in 14 years.

21 of 151 homes (14%) 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 Squaw Valley



January - March 2019

POINTS of INTEREST

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

Median price increased 11% year over year.

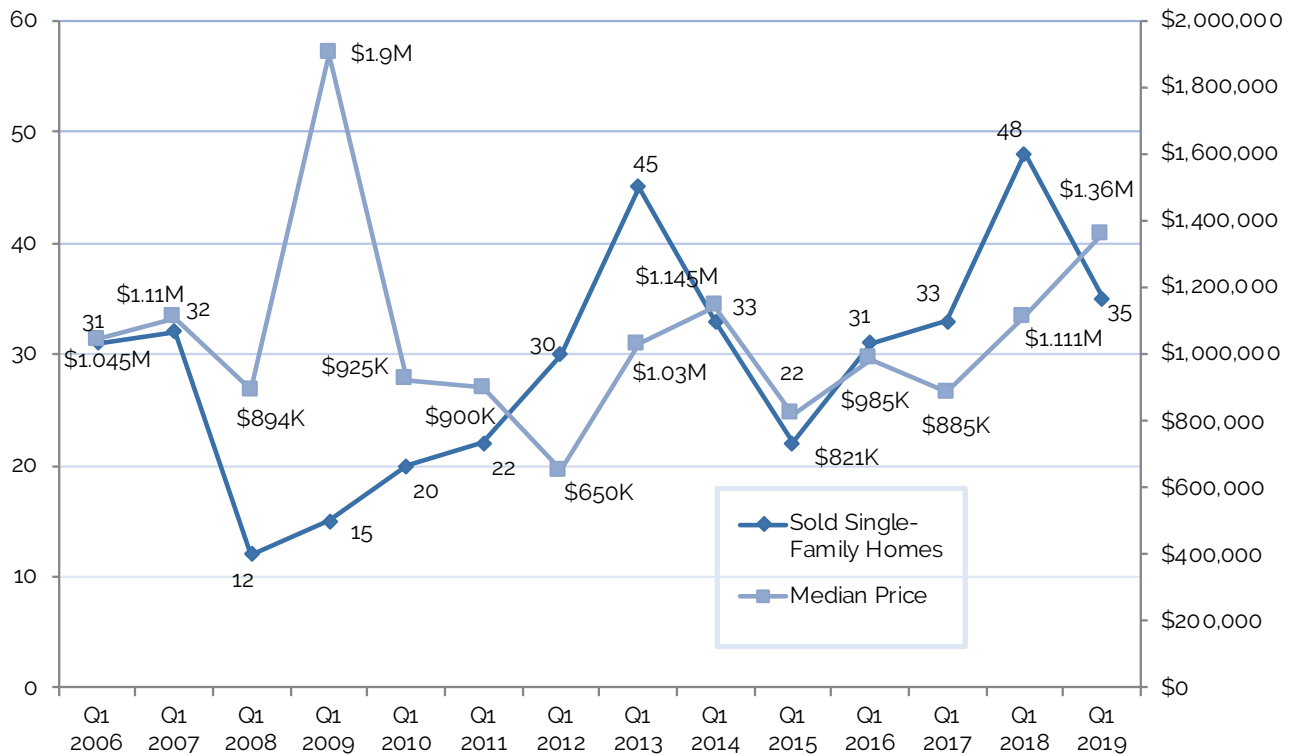
Median price is on a 4 year growth trend and is the 3rd highest in 14 years.

5 of 48 homes (10%) sold for over \$2 million.



Incline Village & Crystal Bay

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



January - March 2019

POINTS of INTEREST

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

Median price increased 22% year over year, reaching the 2nd highest in 14 years.

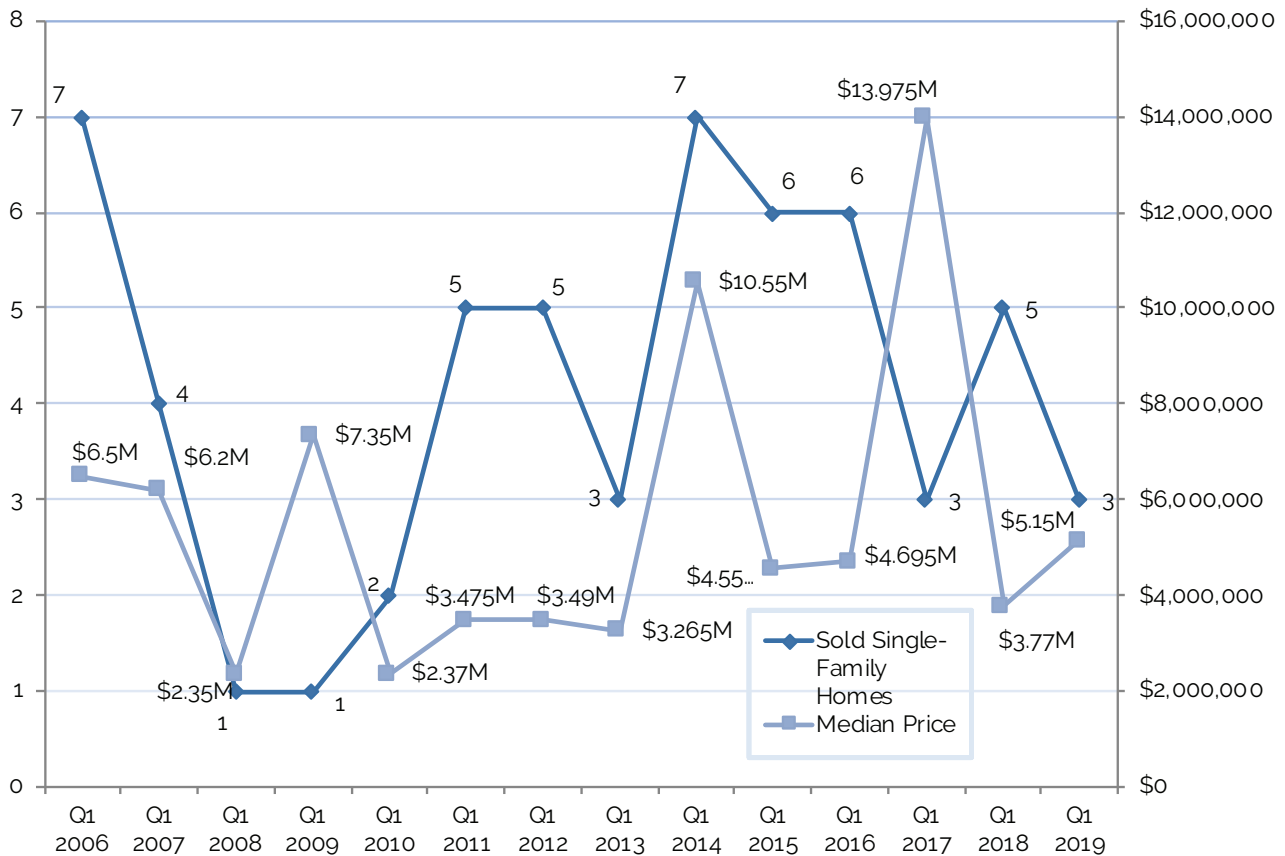
Sales volume decreased for the first time in 4 years.

9 of 35 homes (26%) sold for over \$2 million.



Lakefronts

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



January - March 2019

Single-family homes sold decreased 40% year over year.

Median price increased 37% year over year.

All 3 homes sold for over \$2 million.

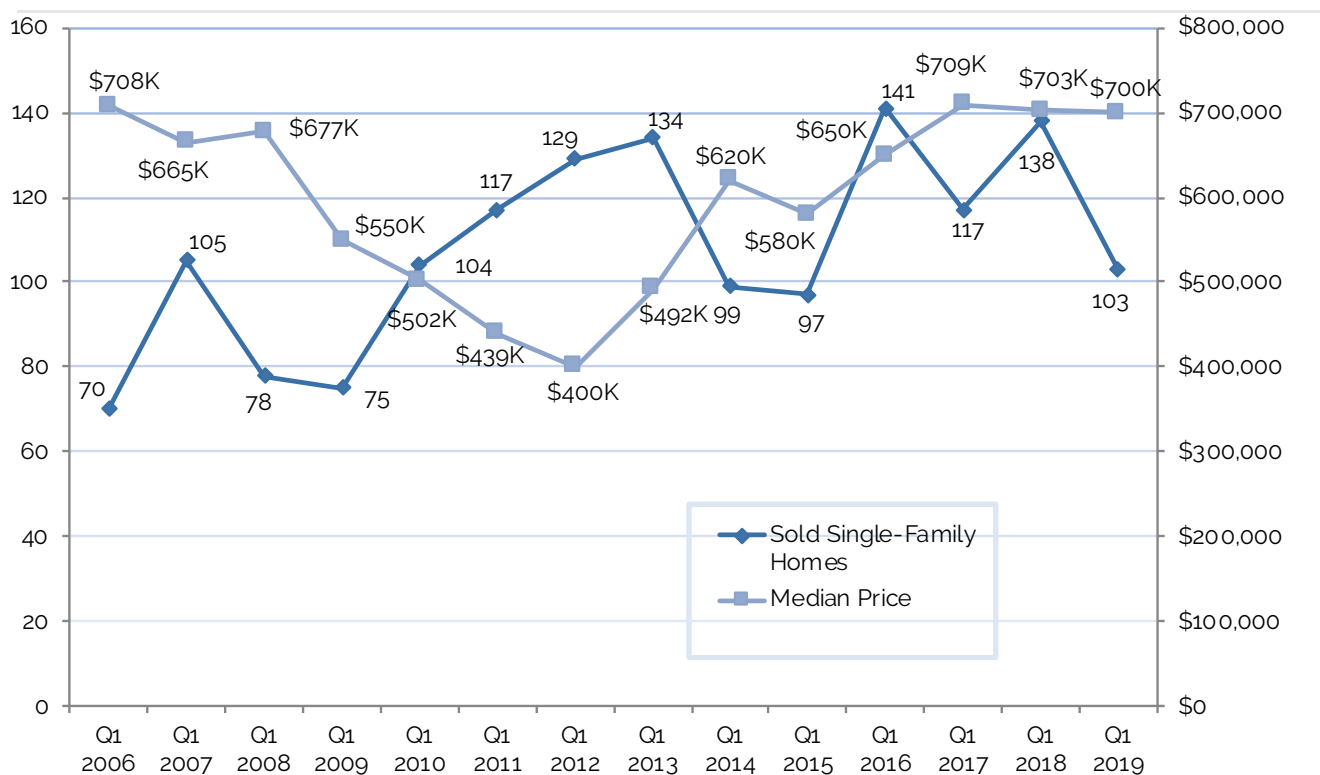
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

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 - March 2019

POINTS of INTEREST

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

Median price remained flat (decrease less than 1%) year over year.

Median price is just 1% below the 2017 high mark.

16 of 103 homes (16%) sold for over \$2 million.

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 2018, Tahoe Luxury Properties reached record sales when Bill Dietz sold over \$145 million in residential real estate sales in both California and Nevada, including 11 lakefront homes, making him the top agent of the region.

Since 2006, Bill Dietz has sold over \$716 million, including 57 lakefronts.

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.



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