




**TAHOE LUXURY
PROPERTIES**
REAL ESTATE SALES & VACATION RENTALS



*This Tahoe City west shore lakefront home sold for \$7,150,000 on 1.17.20.
Bill Dietz represented the seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

QUARTER ONE 2020

LAKE TAHOE REAL ESTATE
MARKET REPORT
QUARTER ONE 2020

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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MARKET ANALYSIS

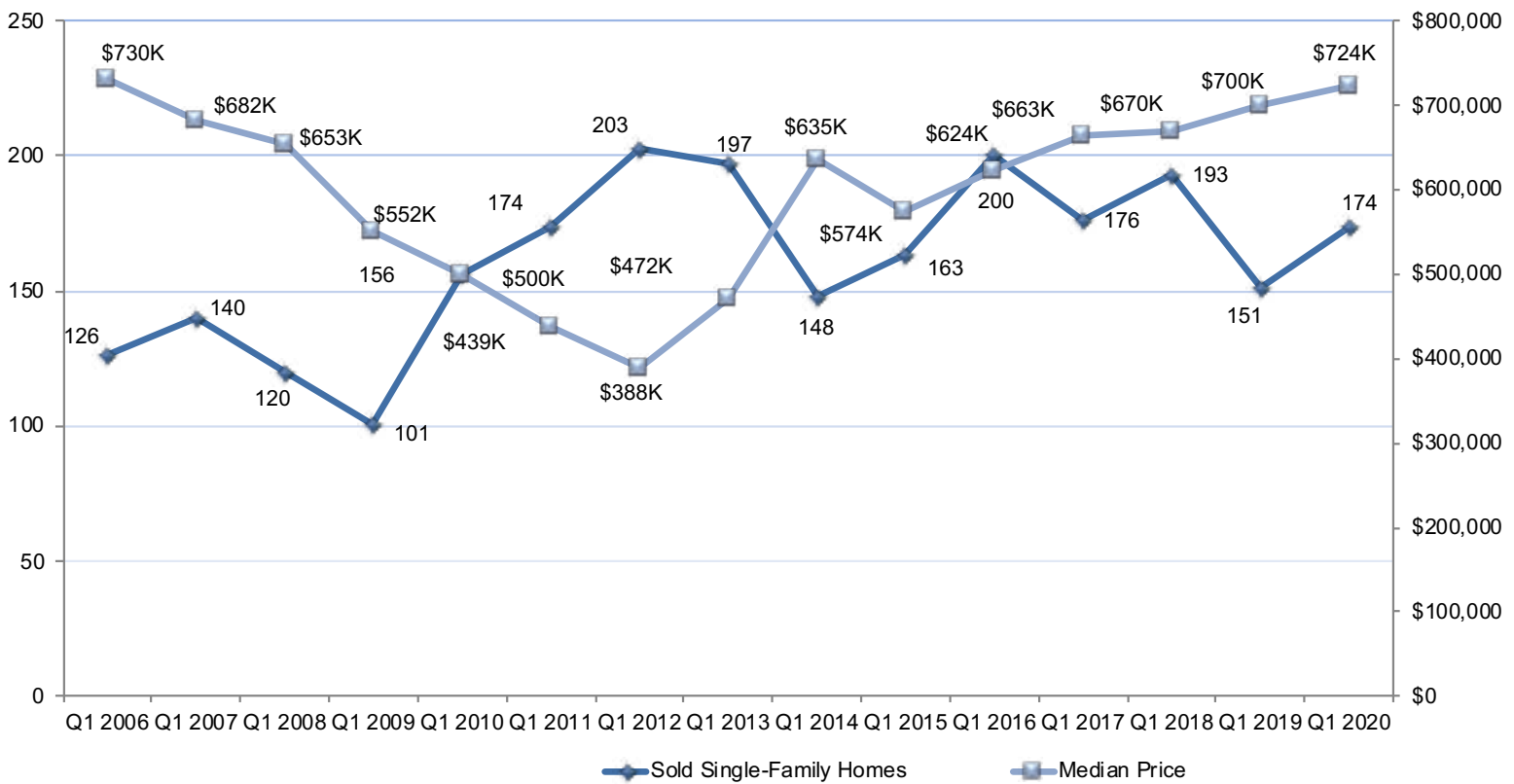
The first quarter of 2020 started strong, with median price and sales volume increasing in all regions with the exception of Incline Village & Crystal Bay (where median price decreased by 14%) and lakefronts (where sales volume remained flat). In the Tahoe Sierra MLS, median price reached a 14-year high. In Truckee, median price reached a 15-year high. While real estate activity remained strong through Q1, we can certainly expect the COVID-19 pandemic coupled with the Shelter In Place directive to impact the upcoming quarter's market performance. However, any impact to the month of March was not significant enough to affect the first quarter's results. There is a lot of pent up demand from opportunistic buyers who have patiently awaited the next bobble in the economy. It is undeniable that the crisis will ripple into the Tahoe real estate market, although to what extent depends on how soon the shelter curtain is lifted and people are able to move about again. Having access to a resource of 40 million people who are within a day's drive away, Tahoe will be at the forefront of the travel recovery.





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 2020

Single-family homes sold increased 15% year over year.

Median price increased 3% year over year.

Median price is on a 5-year growth trend and is the second highest in 15 years.

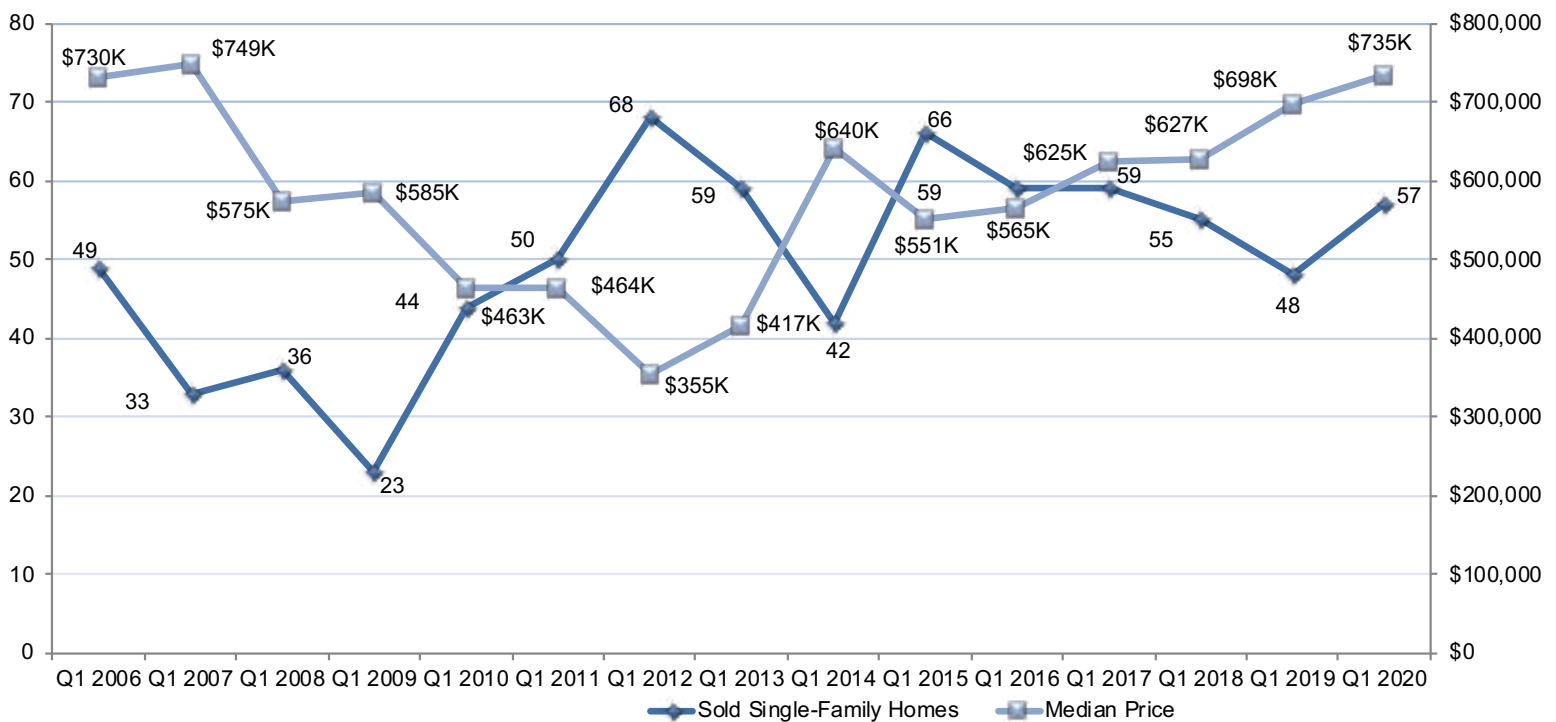
21 of 174 homes (12%) sold over \$2 million.

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 Squaw Valley



January - March 2020

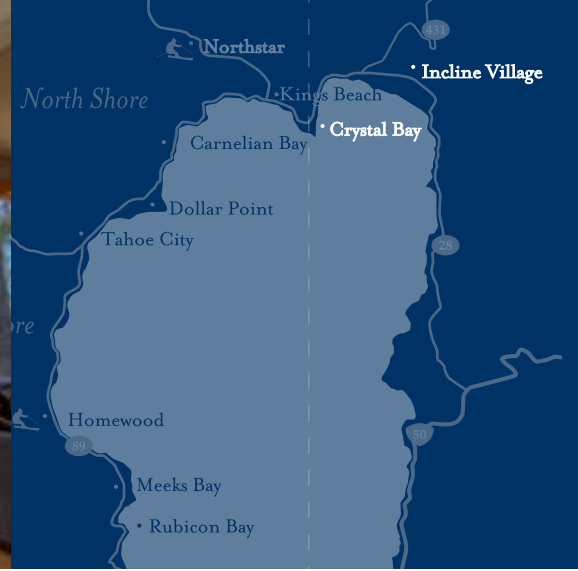
POINTS of
INTEREST

Single-family homes sold increased 19% year over year.

Median price increased 5% year over year.

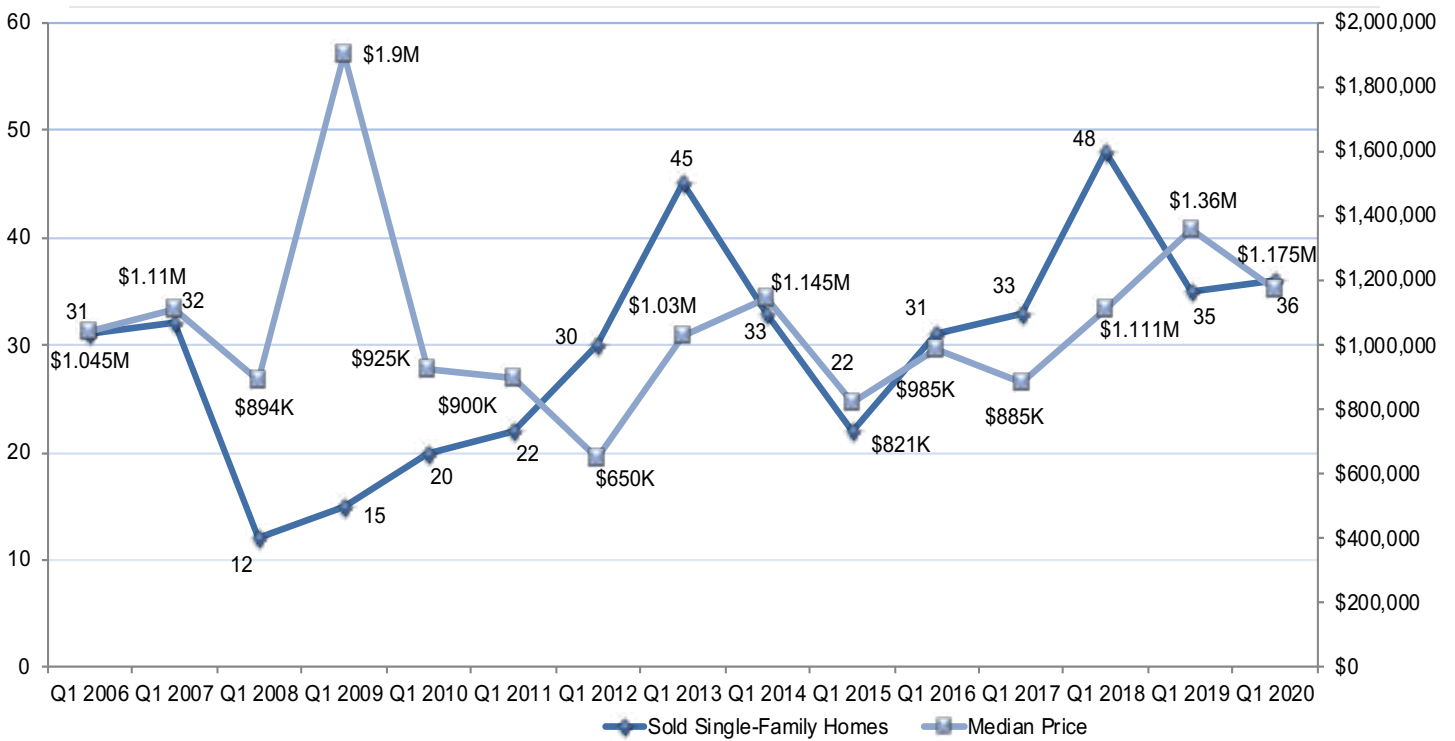
Median price is on a 5-year growth trend and is the 2nd highest in 15 years.

7 of 57 homes (12%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



January - March 2020

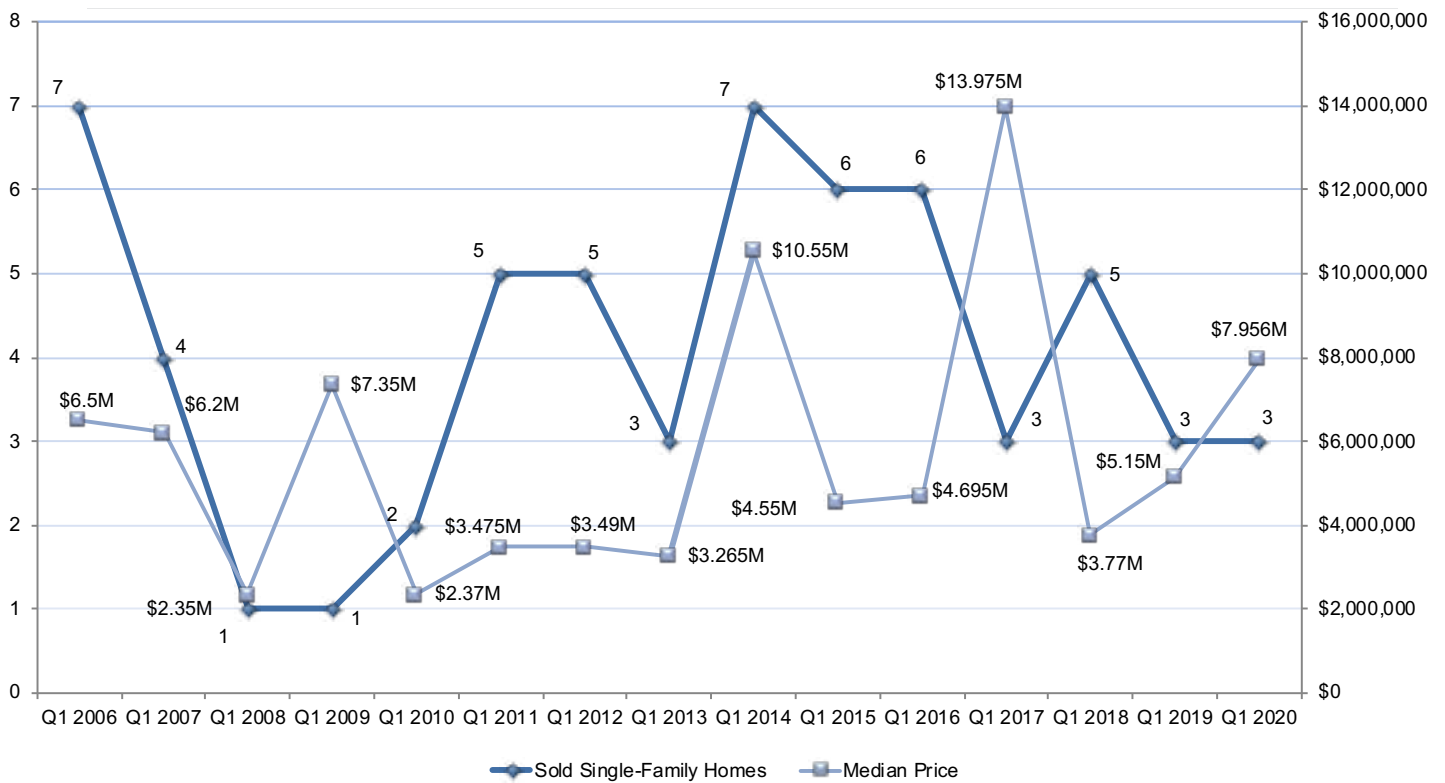
POINTS of INTEREST

- Single-family homes sold increased 3% year over year.
- Sales volume reaches the 3rd highest in 15 years.
- Median price decreased 14% year over year.
- 4 of 36 homes (11%) sold for over \$2 million.



LAKEFRONTS

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



January - March 2020

Single-family homes sold remained flat year over year.

Median price increased 54% year over year.

3 of 3 homes (100%) sold for over \$2 million.

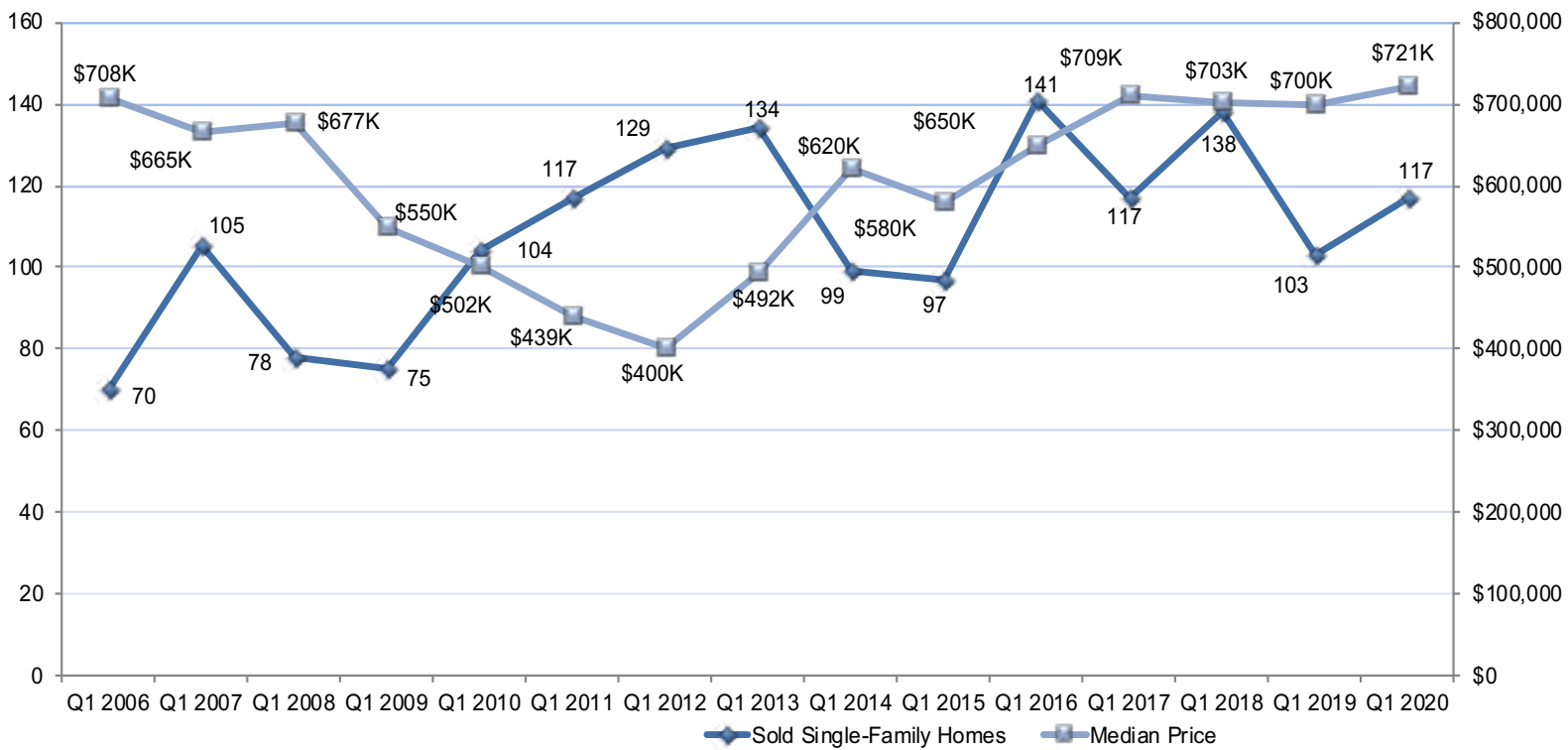
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

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 & Lahotan



January - March 2020

Single-family homes sold increased by 14% year over year.

Median price increased by 3% year over year.

Median price reaches a 15-year high.

14 of 117 homes (12%) sold for over \$2 million.

POINTS of INTEREST

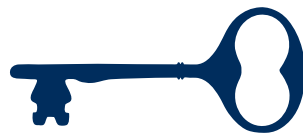
ABOUT TAHOE LUXURY PROPERTIES

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. In 2019 alone, Bill Dietz sold over \$90.8 million in residential real estate sales in both California and Nevada, making him a top agent in the region. Since 2006, Bill Dietz has sold over \$790 million, including 60 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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