



*Stillwater Cove Unit #6 sold for \$3,500,000 on 2.25.22.
The Dietz Group represented the seller, marking their 7th sale in this lakefront gated community.
Stillwater Cove #2 is currently listed for sale.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

QUARTER ONE 2022

LAKE TAHOE REAL ESTATE
MARKET REPORT
QUARTER ONE 2022

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

MARKET ANALYSIS

In the first quarter of 2022, each micro-region saw a decrease in the number of single-family homes sold, alongside an increase in median price. In fact, median prices in general have nearly doubled in two years. In the Tahoe Sierra MLS, 31% of homes sold for over \$2 million. In Incline Village & Crystal Bay, 69% of homes sold over \$2 million.

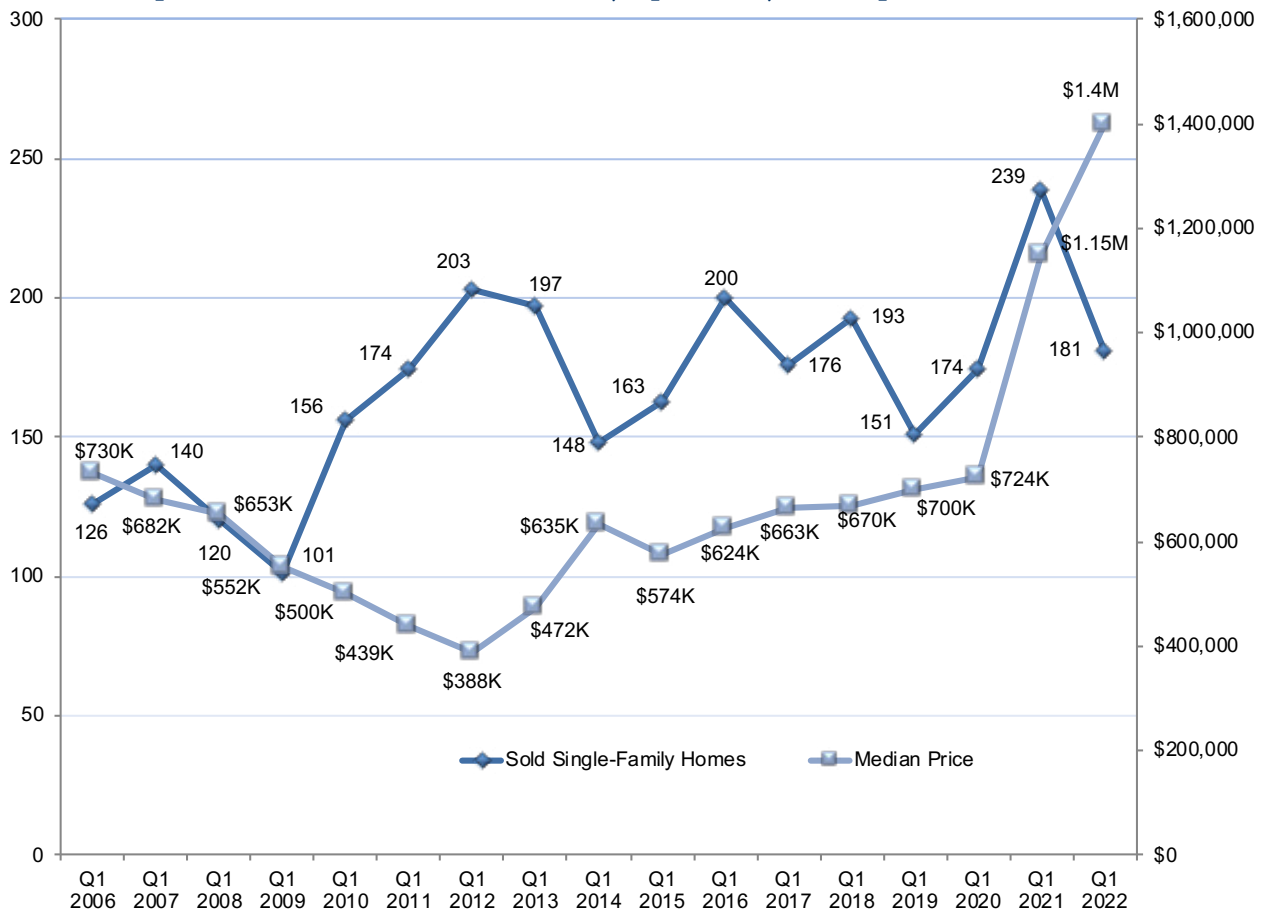
Lack of available inventory continues to drive prices up. While some may speculate this growth rate seems unsustainable and that prices cannot continue to rise, it seems unlikely that prices will drop significantly with the current pent-up demand. Rather, we may see prices begin to plateau, if and when demand for the Tahoe region subsides.





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 - March 2022

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

Median price increased 22% year over year and is on a 7-year growth trend.

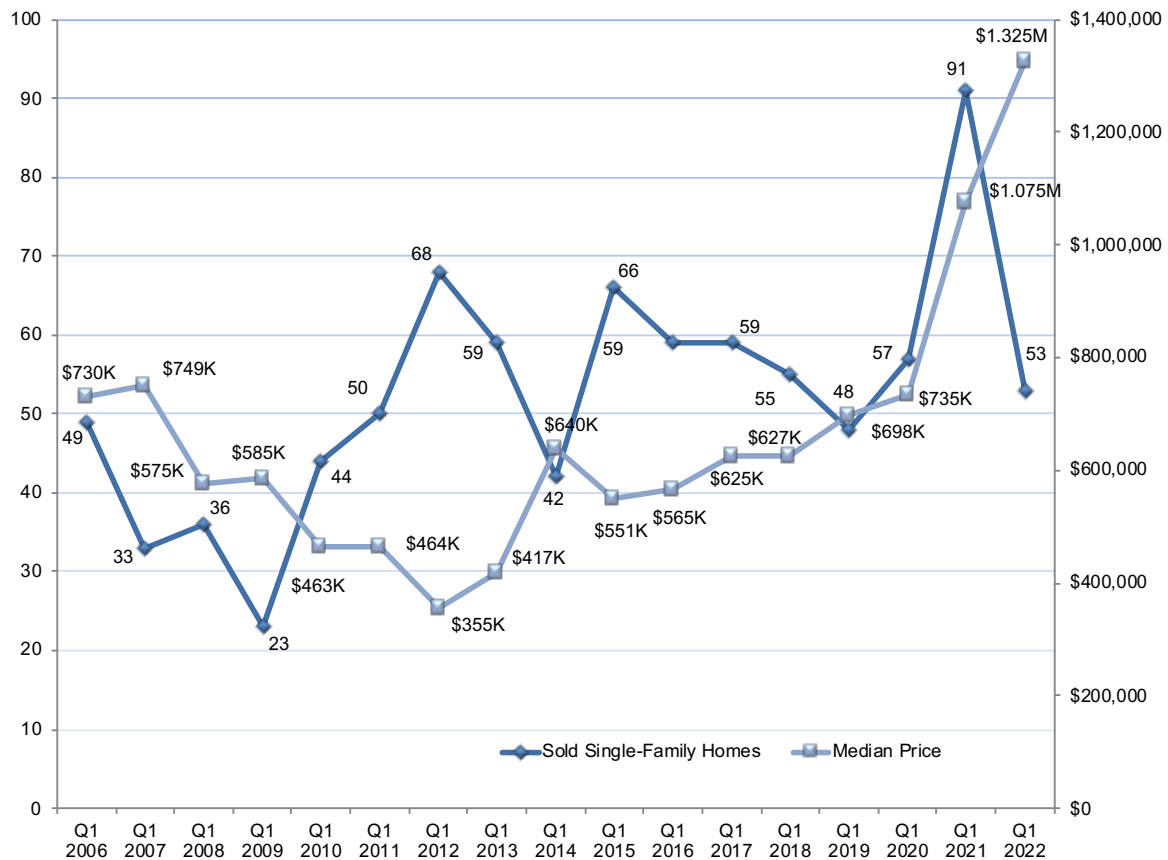
Median price reached an historic high, increasing 93% in two years.

56 of 181 homes (31%) 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

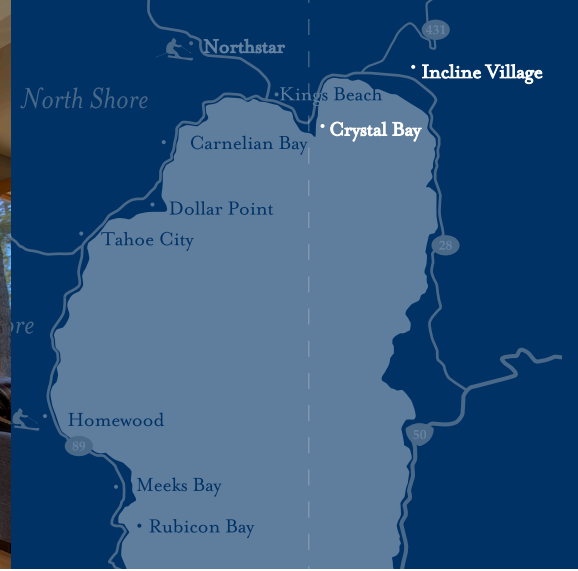
January - March 2022

Single-family homes sold decreased 42% year over year.

Median price increased 23% year over year and is on a 7-year growth trend.

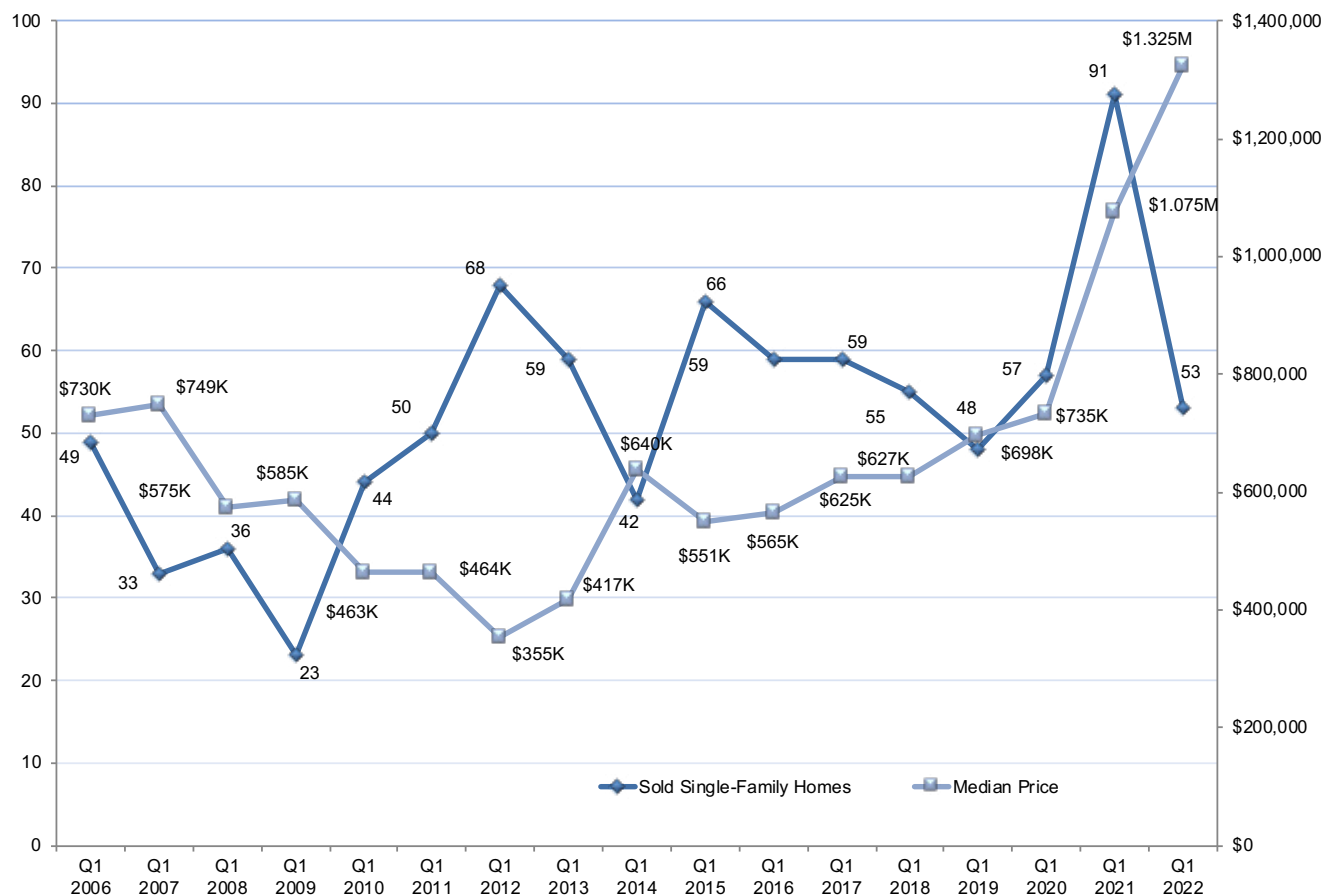
Median price reached an historic high, increasing 80% in two years.

12 of 53 homes (23%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



POINTS of
INTEREST

January - March 2022

Single-family homes sold decreased 43% year over year.

Median price increased 16% year over year and is on a 4-year growth trend.

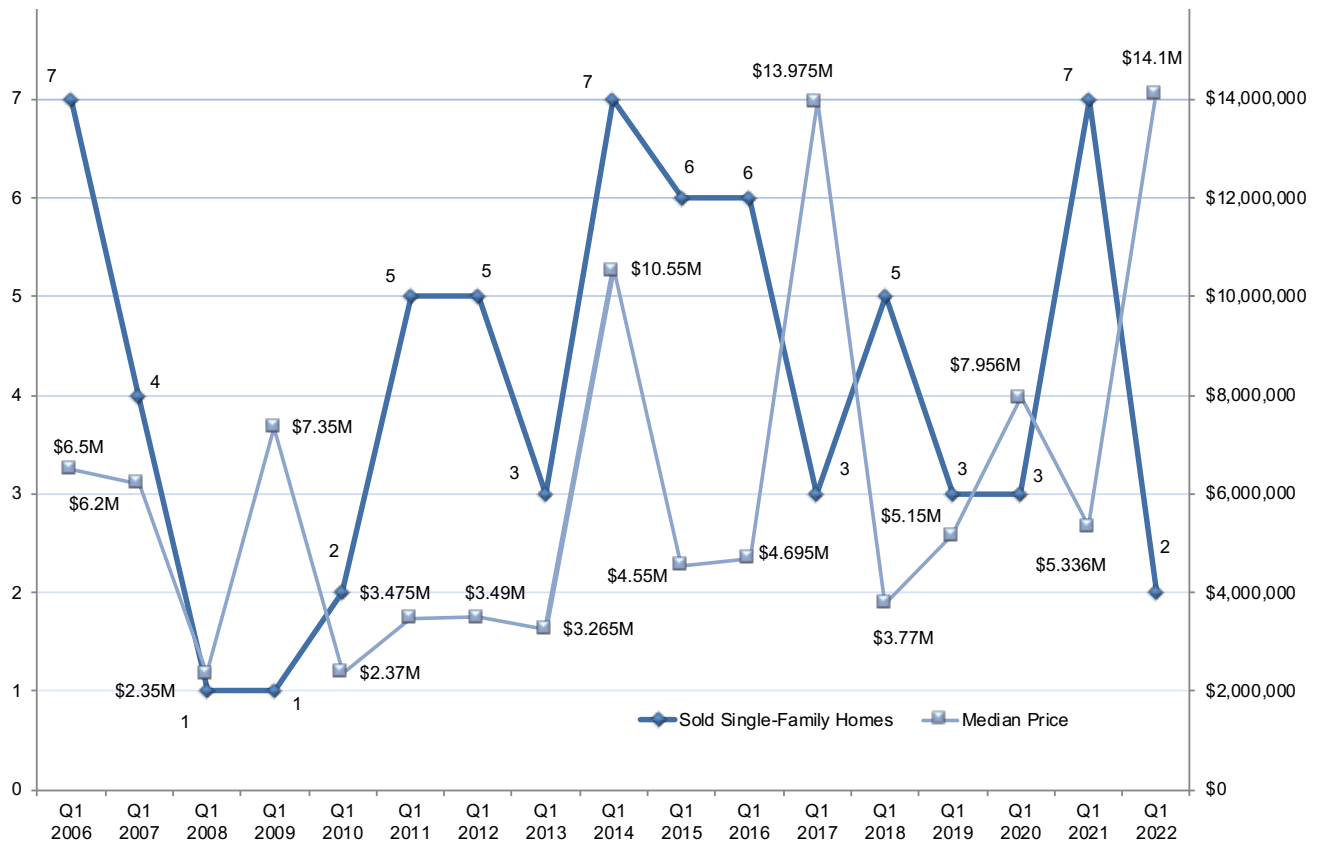
Median price reached an historic high, increasing 112% in two years.

25 of 36 homes (69%) sold for over \$2 million.



LAKEFRONTS

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



POINTS of
INTEREST

January - March 2022

Single-family homes sold decreased 71% year over year.

Median price increased 164% year over year and reached an historic high.

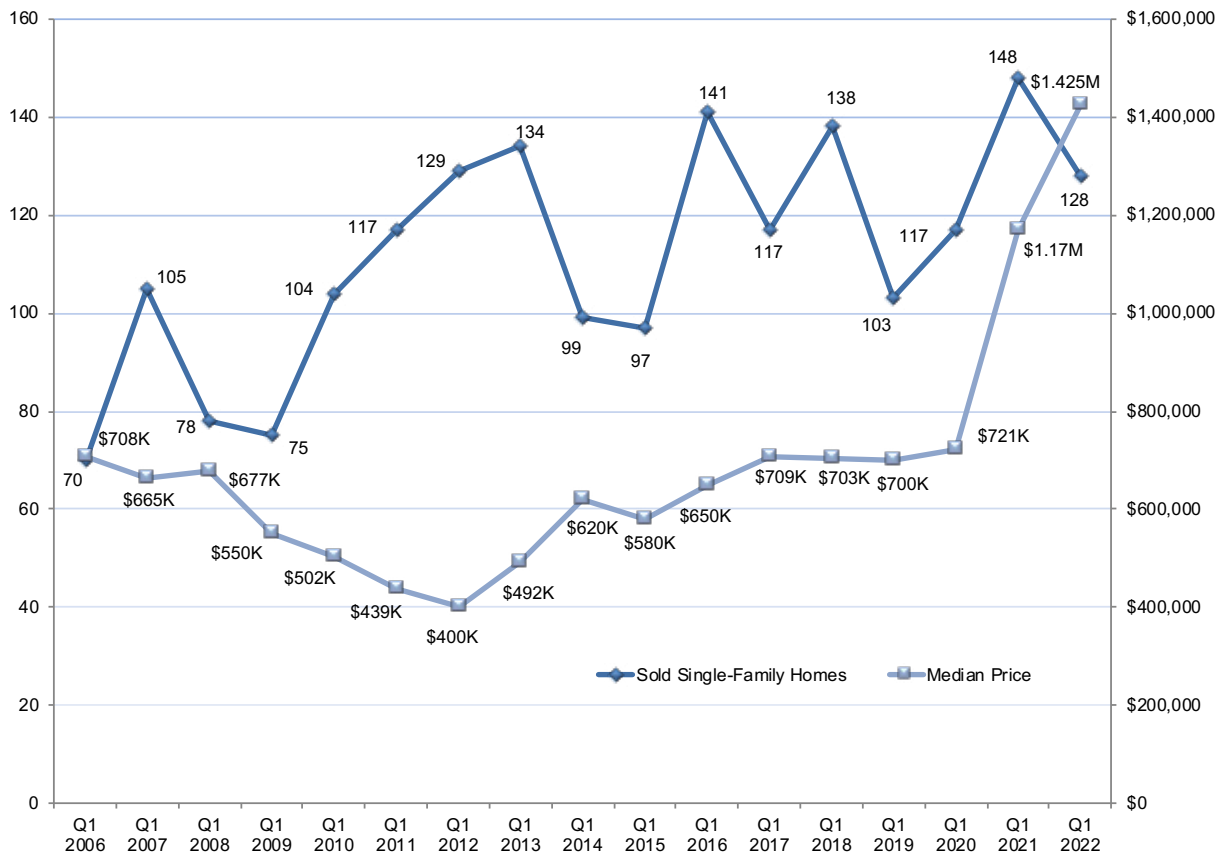
2 of 2 homes (100%) sold for over \$2 million.

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



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



POINTS of INTEREST

January - March 2022

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

Median price increased by 22% year over year and is on a 6-year growth trend.

Median price reached an historic high, increasing 98% in two years.

44 of 128 homes (34%) 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. Since 2006, Bill Dietz and the Dietz Group have sold over \$1.16 billion, including 77 lakefronts totaling over \$657 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, in a single year.

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.

