

*Summertide Estate in Crystal Bay
Sold 7.31.18 for \$17,500,000
Bill Dietz represented the buyer*

LAKE TAHOE REAL ESTATE
MARKET REPORT
Q1-Q3 2018

LAKE TAHOE REAL ESTATE
MARKET REPORT
JANUARY-SEPTEMBER 2018

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
Bill Dietz, Principal Broker
BillD@TLUXP.com | 530.584.3454

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

MARKET ANALYSIS

Growth remains steady.

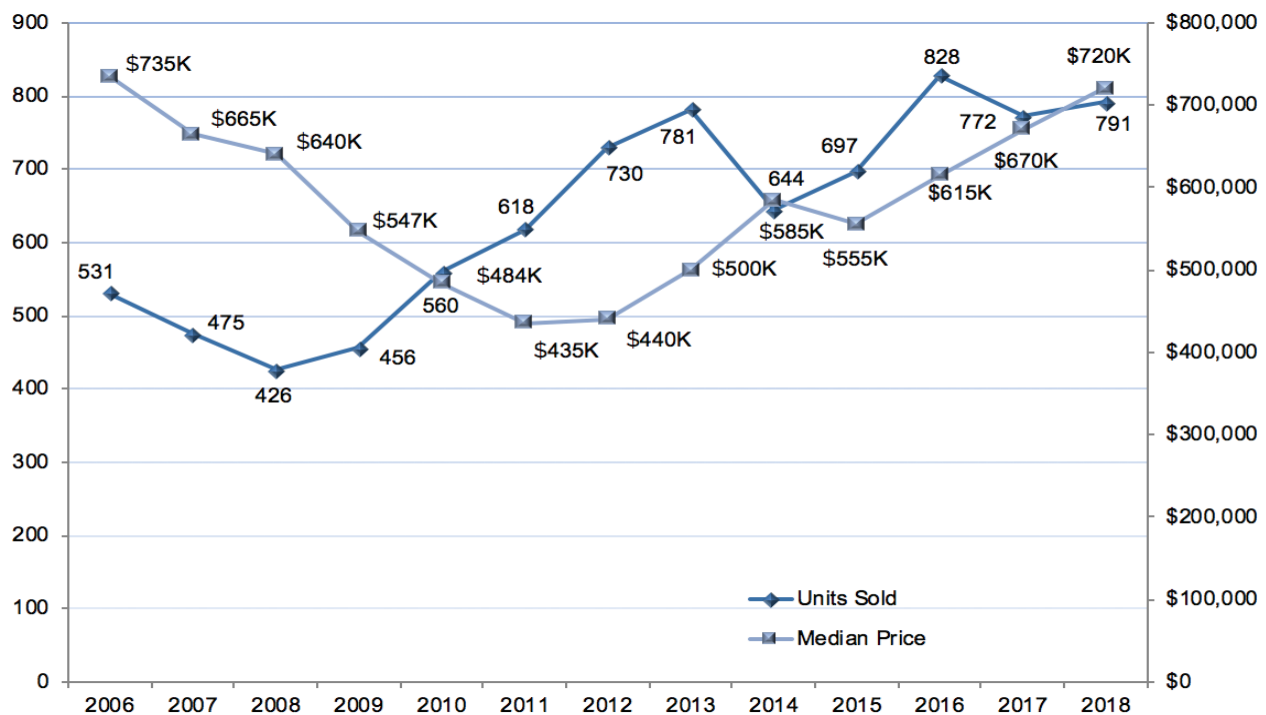
Every micro-region saw an increase in both median price and sales volume, with the exception of a slight decrease in median price of lakefronts, which is attributed to the small sample size. Sales volume reached a 13-year high in Incline Village/Crystal Bay and nears the high mark in most other regions. Median price reached an all-time high in Truckee, above the last peak set in 2006. Most other markets near the 13-year high. Growth on the Nevada side of the lake outpaces the California side, as we continue to see strong interest in Nevada residency as a tax-haven. Expect the market to continue its upward charge and set new high price thresholds through 2018 and into 2019.





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 through September Year-Over-Year

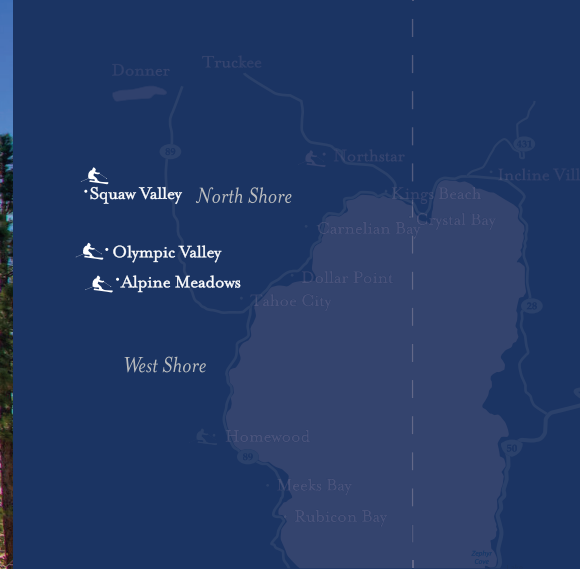
POINTS of INTEREST

Single-family homes sold increased 2% year over year

Median Price increased 7% year over year

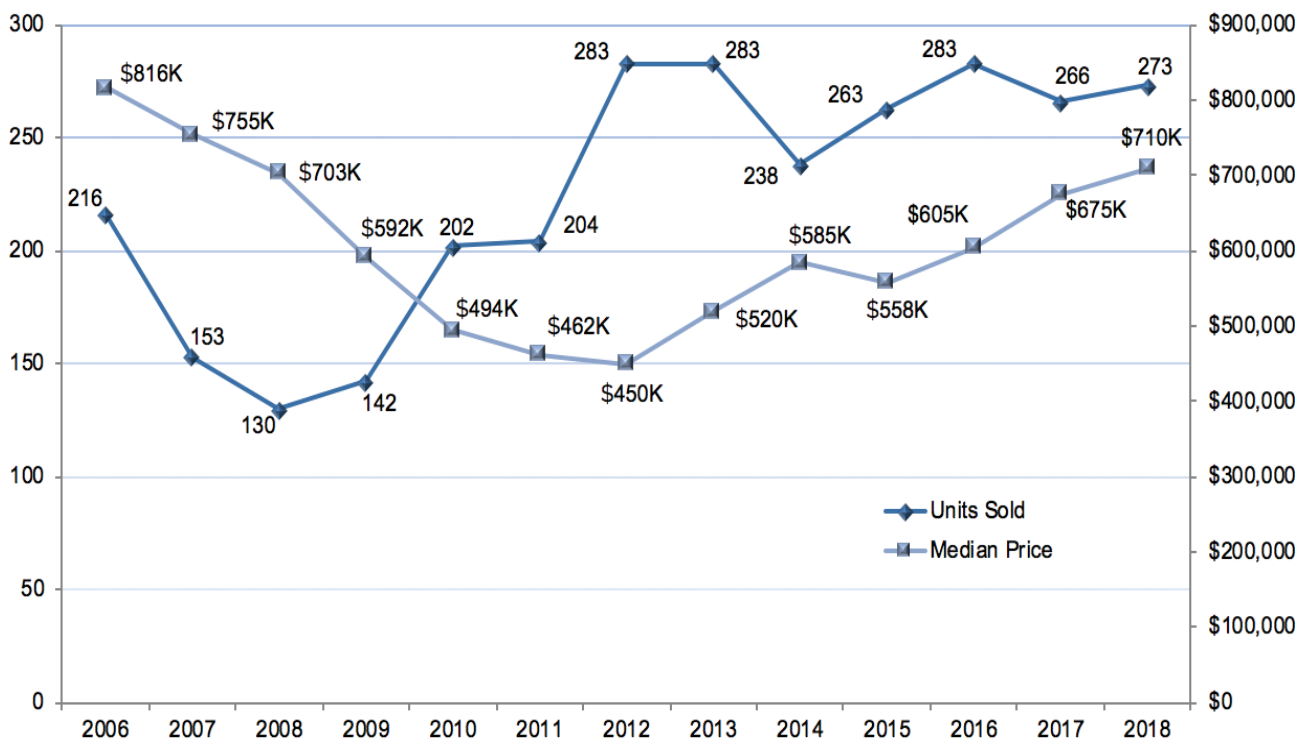
91 of 791 (12%) of homes sold over \$2 million

Both sales volume and median price are the second highest in 13 years



North & West Shores

Single-family homes in the Lake Tahoe Basin in California including Thoe's North and West Shores, as well as Alpine Meadows and Squaw Valley



January through September Year-Over-Year

POINTS of INTEREST

Single-family homes sold increased 3% year over year

Median price increased 5% year over year

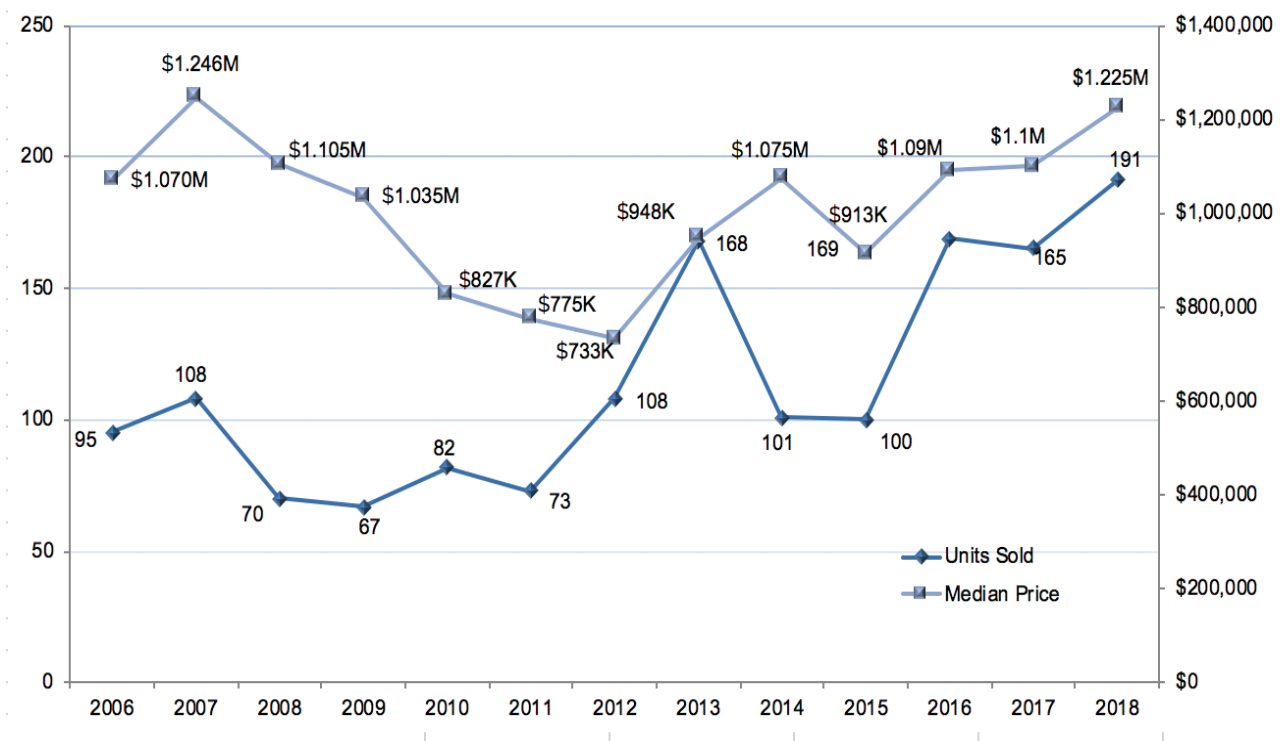
34 of 273 (12%) of homes sold over \$2 million

Sales volume is ten homes shy of the high mark



Incline Village & Crystal Bay

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



January through September Year-Over-Year

POINTS of INTEREST

Single-family homes sold increased by 16% year over year

Median price increased by 11% year over year

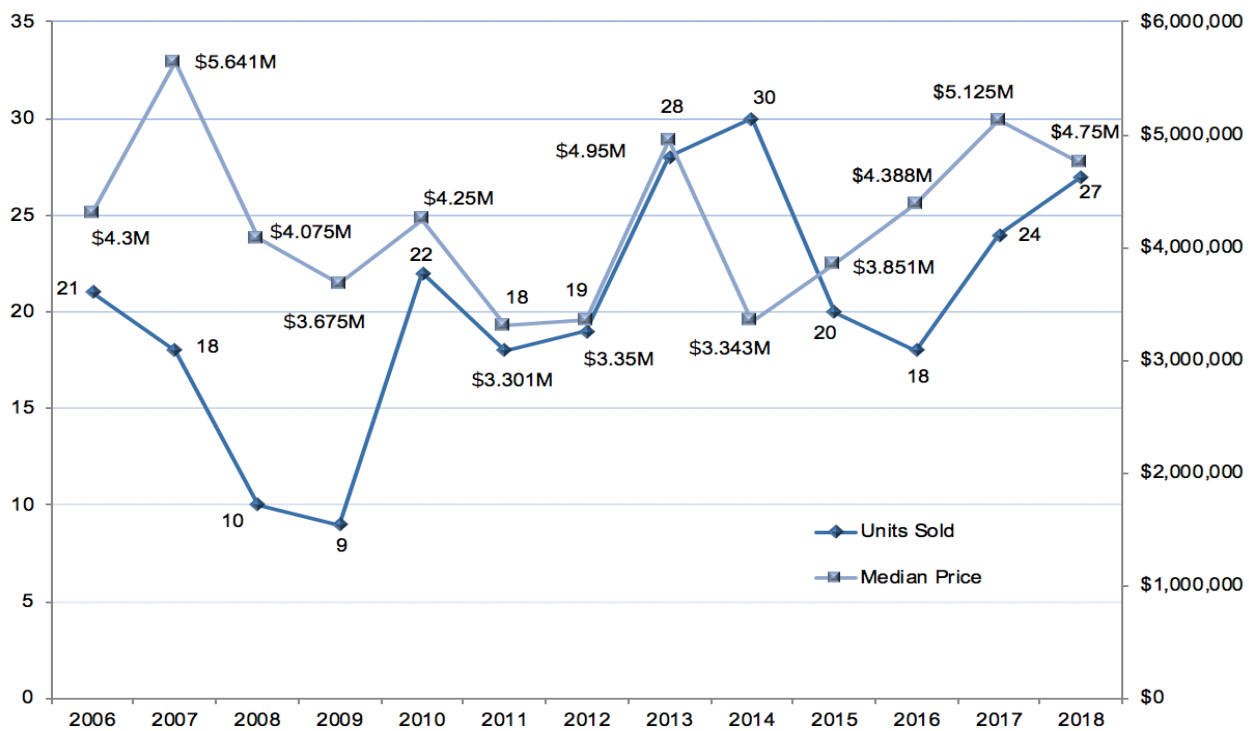
42 of 191 (22%) of homes sold over \$2 million

Sales volume reaches a 13-year high. Median price is the second highest.



Lakefronts

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



January through September Year-Over-Year

POINTS of INTEREST

Single-family home sales increased 13% year over year

Median price decreased 7% year over year

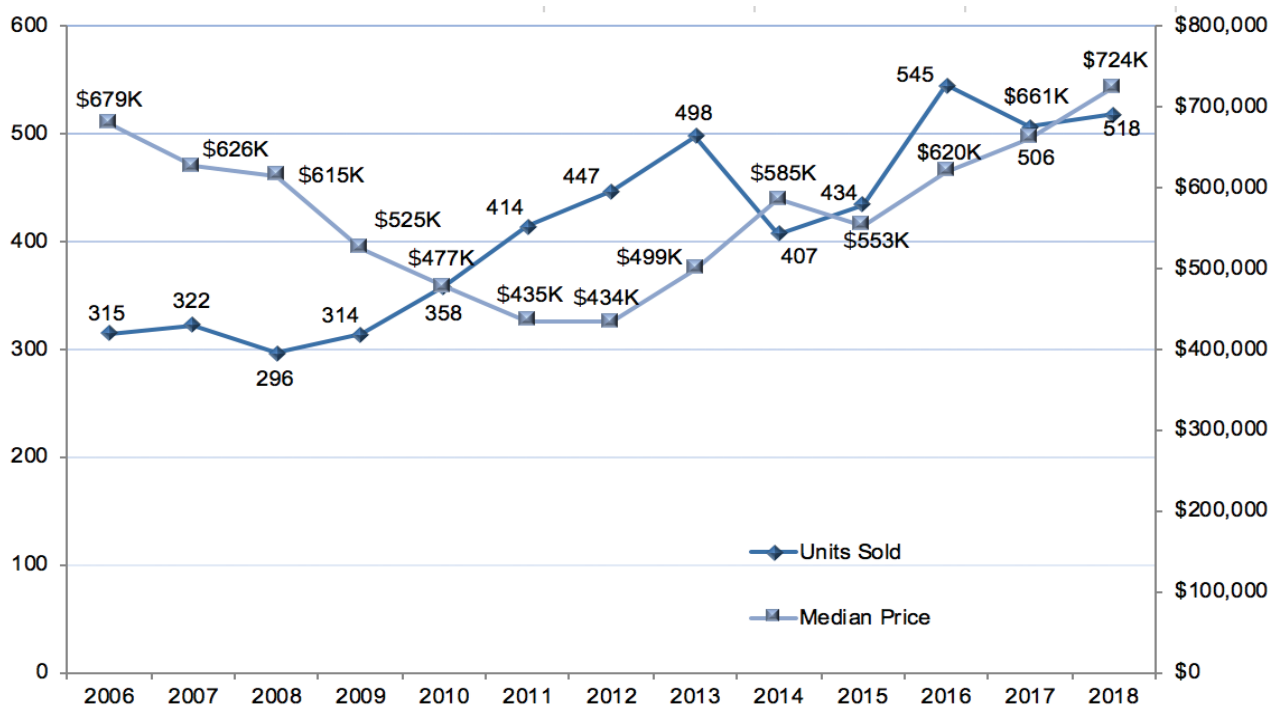
25 of 27 (93%) of homes sold over \$2 million

Note: Small sample sizes 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



January through September Year-Over-Year

POINTS of INTEREST

- Single-family home sales increased by 2% year over year
- Median price increased by 10% year over year
- 57 of 518 (11%) of homes sold over \$2 million
- Median price reaches an all-time high. Sales volume is the second highest.

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 has sold over \$648.5 million in residential real estate in California and Nevada, including 54 lakefront homes. In 2018 to date, Bill has sold over \$123.9 million, including 10 lakefront homes.

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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