



*In May 2025, this West Shore lakefront home was listed for \$18,500,000.  
The Dietz Group is representing the seller.*

LAKE TAHOE REAL ESTATE  
**MARKET REPORT**  
2025 MID-YEAR



# LAKE TAHOE REAL ESTATE MARKET REPORT

JANUARY - JUNE 2025

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

At the halfway mark of 2025, the Lake Tahoe real estate market reflects steady buyer selectiveness. Median prices have continued to rise in all the California regions, even as inventory increased. Across all regions, the number of homes actively listed for sale has increased by an average of 19% year over year. In June alone, the Tahoe Sierra MLS reported a 31% jump compared to June 2024—bringing inventory levels in line with pre-COVID benchmarks from 2019.

While the average days on the market has decreased in every region, pending sales are down 40% compared to this time last year. While buyers appear to be more discerning, well-positioned and competitively priced properties continue to move quickly—indicating that motivated buyers are ready to act when the right opportunity arises.

In the lakefront market specifically, four properties have sold so far this year, compared to five at this time last year. With 29 lakefronts currently on the market—a 34% increase year over year—buyers are met with more options, but also demonstrating greater selectivity.

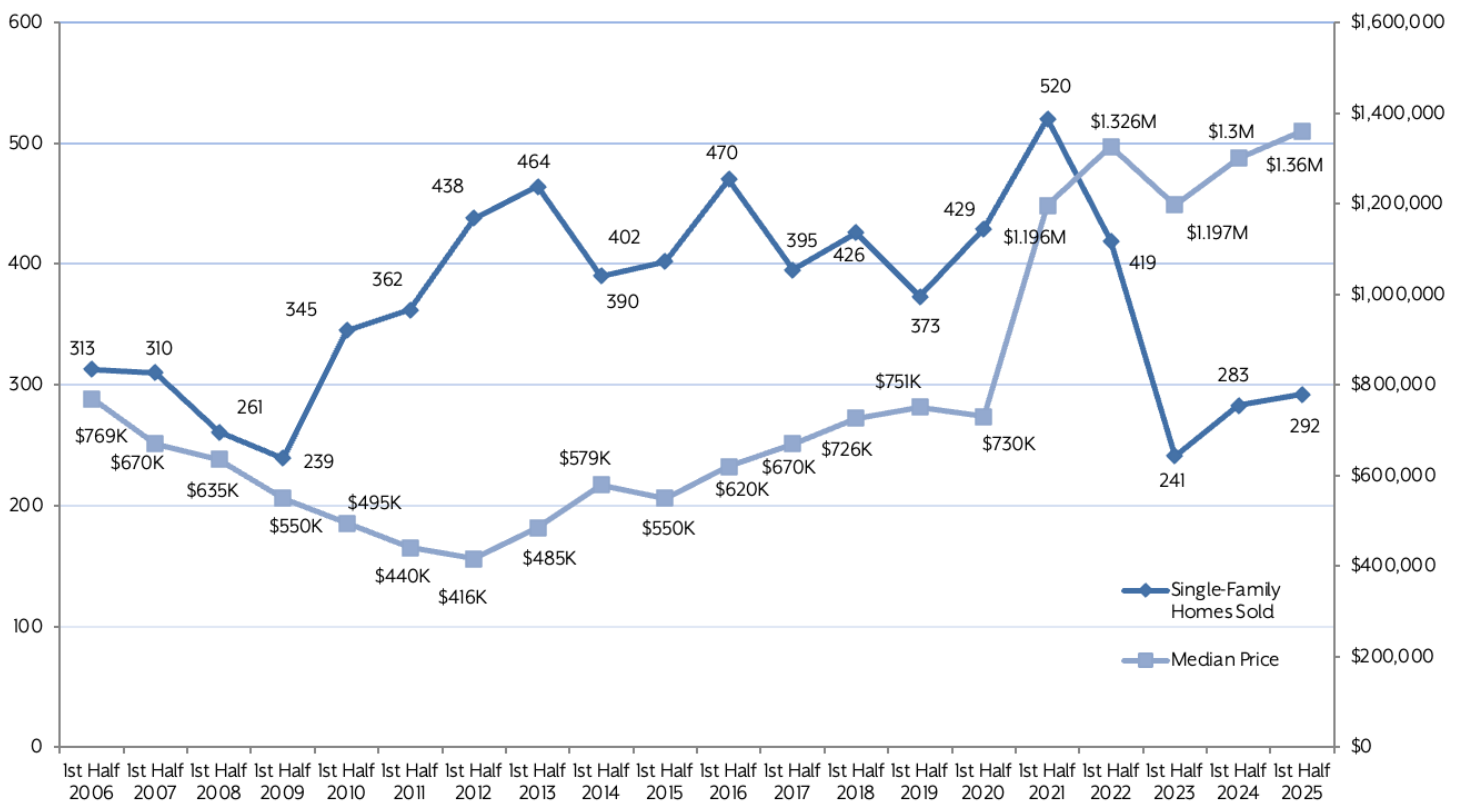
As we head into the height of the summer selling season, all eyes are on whether the greater selection of available homes will attract buyers or if selectivity will continue to shape the pace of the market.





## 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 2025

Single-family homes sold increased 3% year over year.

Median price increased 4% year over year.

Average Days on Market was 53 days, a 13% decrease over 2024.

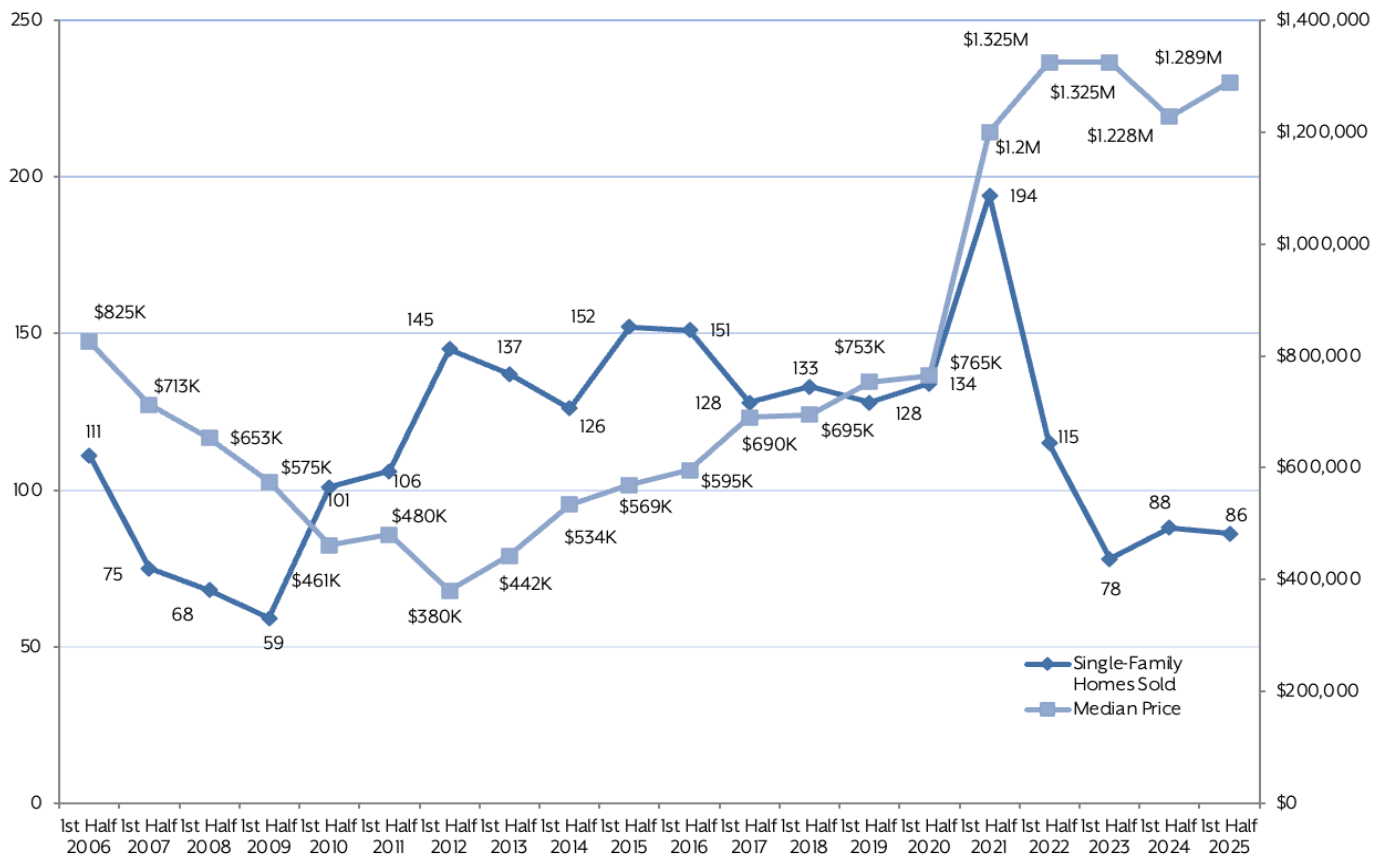
19 of 292 (7%) homes sold over \$5 million. 89 homes (30%) sold over \$2 million.





## 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

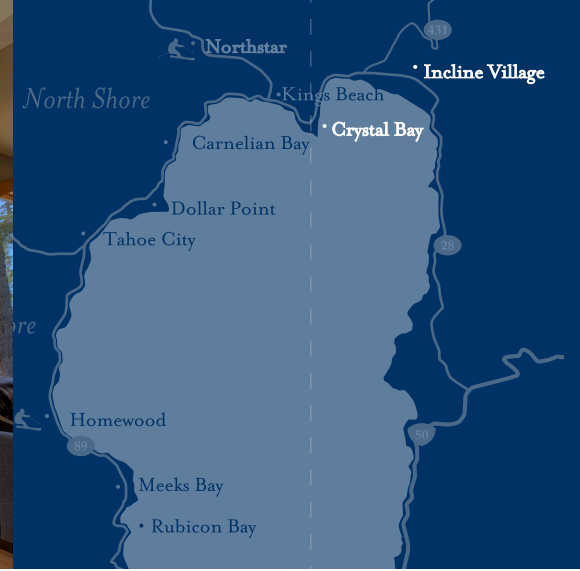
#### January - June 2025

Single-family homes sold decreased 2% year over year.

Median price increased 5% year over year.

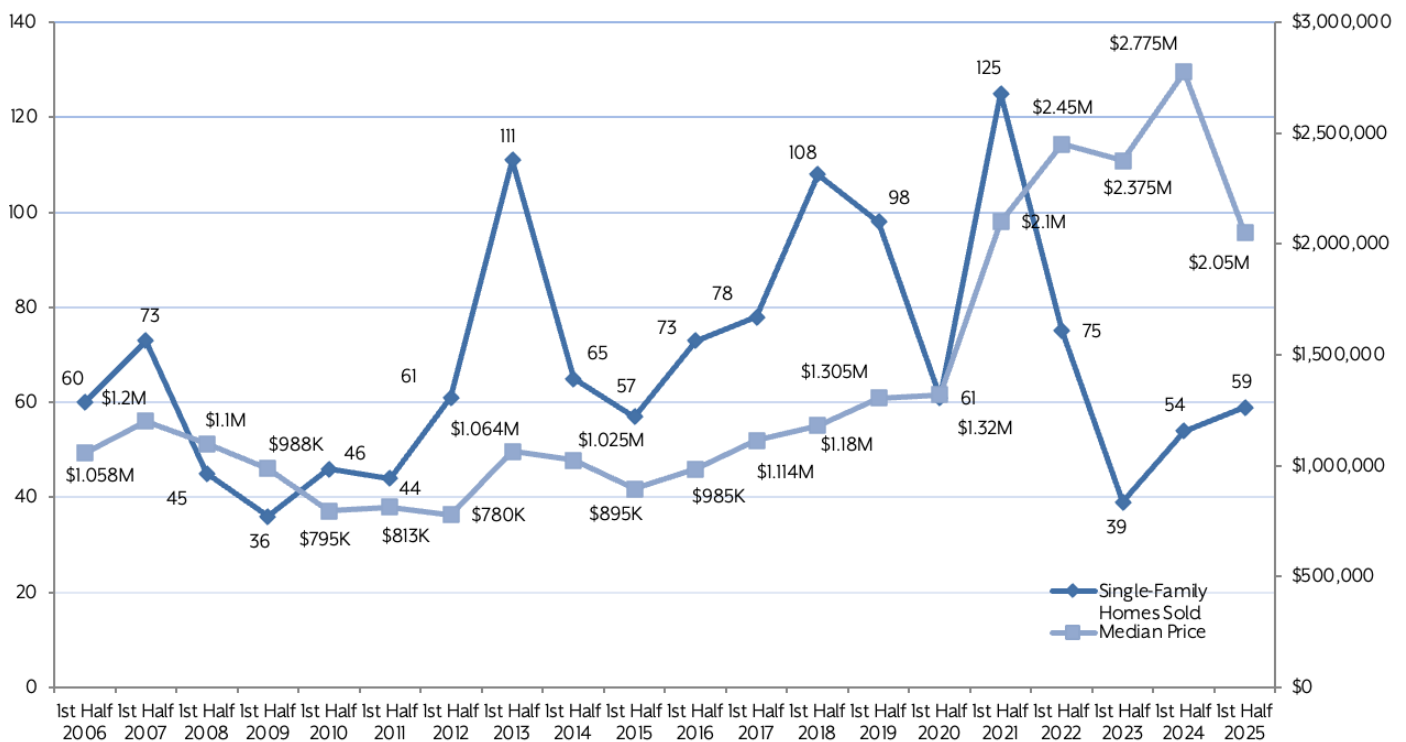
Average Days on Market was 64 days, a 14% decrease over 2024.

3 of 86 (3%) homes sold over \$5 million. 24 homes (28%) sold over \$2 million.



## INCLINE VILLAGE & CRYSTAL BAY

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



### POINTS of INTEREST

#### January - June 2025

Single-family homes sold increased 8% year over year.

Median price decreased 35% year over year.

Average Days on Market was 113 days, a 18% decrease from 2024.

4 of 59 (7%) homes sold over \$5 million. 30 homes (51%) sold over \$2 million.





## LAKEFRONTS

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



### POINTS of INTEREST

#### January - June 2025

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

Median price increased 19% year over year.

Average Days on Market was 165 days, a 5% decrease from 2024.

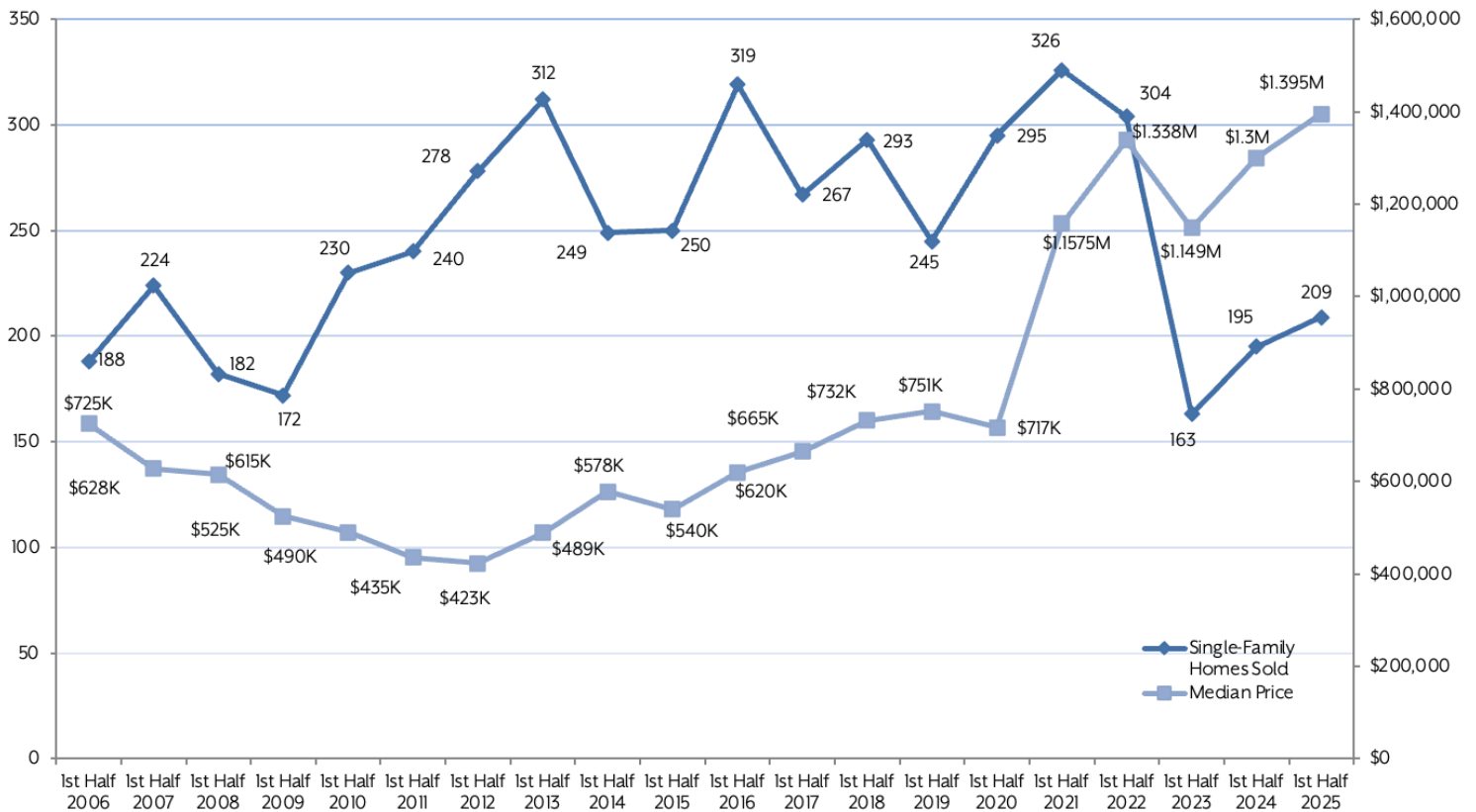
All 4 homes sold for over \$5 million.

*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 2025

Single-family homes sold increased 7% year over year.

Median price increased 7% year over year.

Average Days on Market was 48 days, a 13% decrease from 2024.

16 of 209 (8%) homes sold over \$5 million. 65 homes (31%) 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 \$1.4 billion, including 88 lakefronts totaling over \$817 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).

