

*This Tahoe City west shore lakefront home sold for \$18,000,000 on 5.5.20.  
Bill Dietz represented the buyer.*

LAKE TAHOE REAL ESTATE

# MARKET REPORT

MID-YEAR 2020

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MARKET REPORT  
MID-YEAR 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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CA DRE #01431063 | NV RED #B0027100 | Source: Tahoe Sierra MLS and Incline Village MLS



## MARKET ANALYSIS

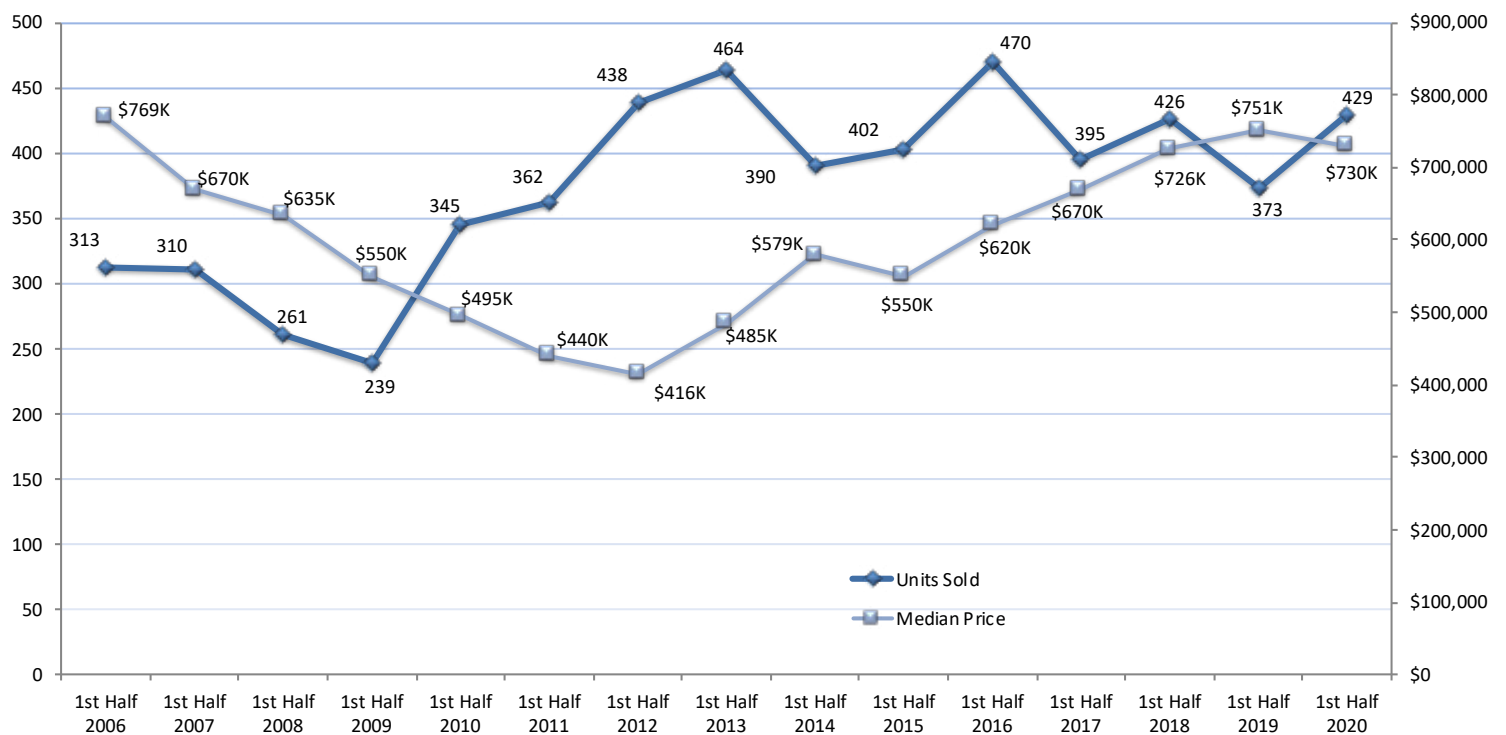
The first quarter of 2020 started strong, with median price and sales volume on the rise. In the second quarter, a global pandemic brought real estate showings to a brief halt as the world determined how to navigate sheltering in place. In June, we've seen the beginnings of a strong recovery, with Lake Tahoe being a sought after location for those choosing to escape nearby urban areas. As a result, this mid-year report includes a roll up of both ends of the spectrum, months with significant sales alongside months with minimal activity. Regions with significant sales volume saw an overall rise, whereas smaller segments like Lakefronts and Incline Village & Crystal Bay saw a dip in sales volume. Median price dipped in the Tahoe Sierra MLS and in Truckee, but rose in all other regions. The inconsistencies reflect the large disruption to the market over the first half of 2020. Given the recent market activity, with low supply, high demand, small number of days on the market, and significant pending sales, we expect Q3 numbers to show a strong 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 - June 2020

#### POINTS of INTEREST

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

Median price decreased 3% year over year.

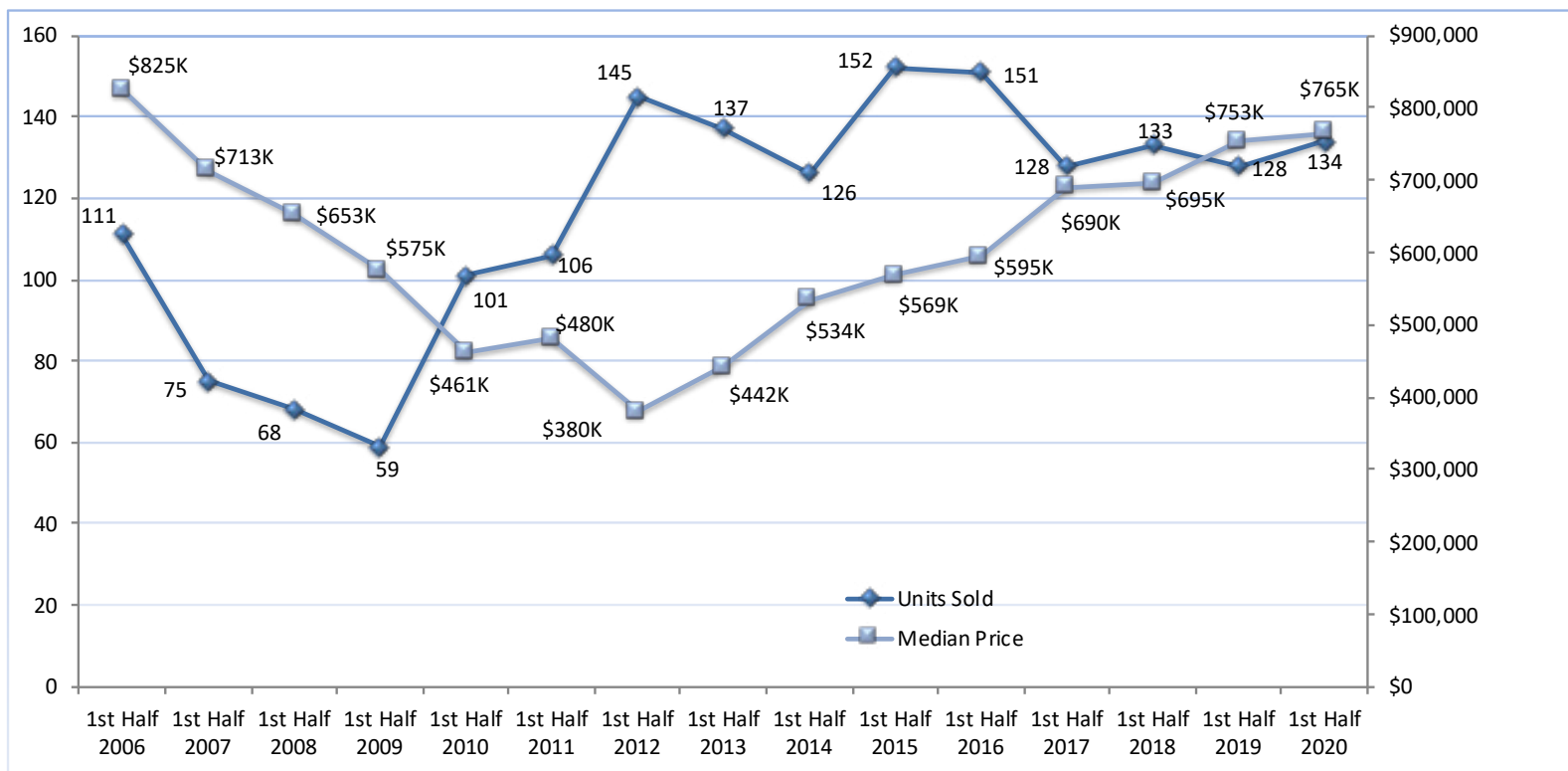
Median price dipped for the first time in 5 years.

46 of 429 homes (11%) 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 - June 2020

#### POINTS of INTEREST

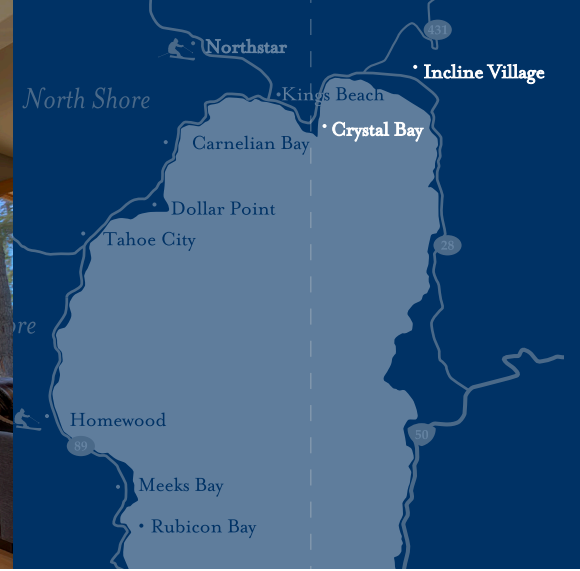
Single-family homes sold increased 5% year over year.

Median price increased 2% year over year.

Median price is on a 8-year growth trend and is the 2nd highest in 15 years.

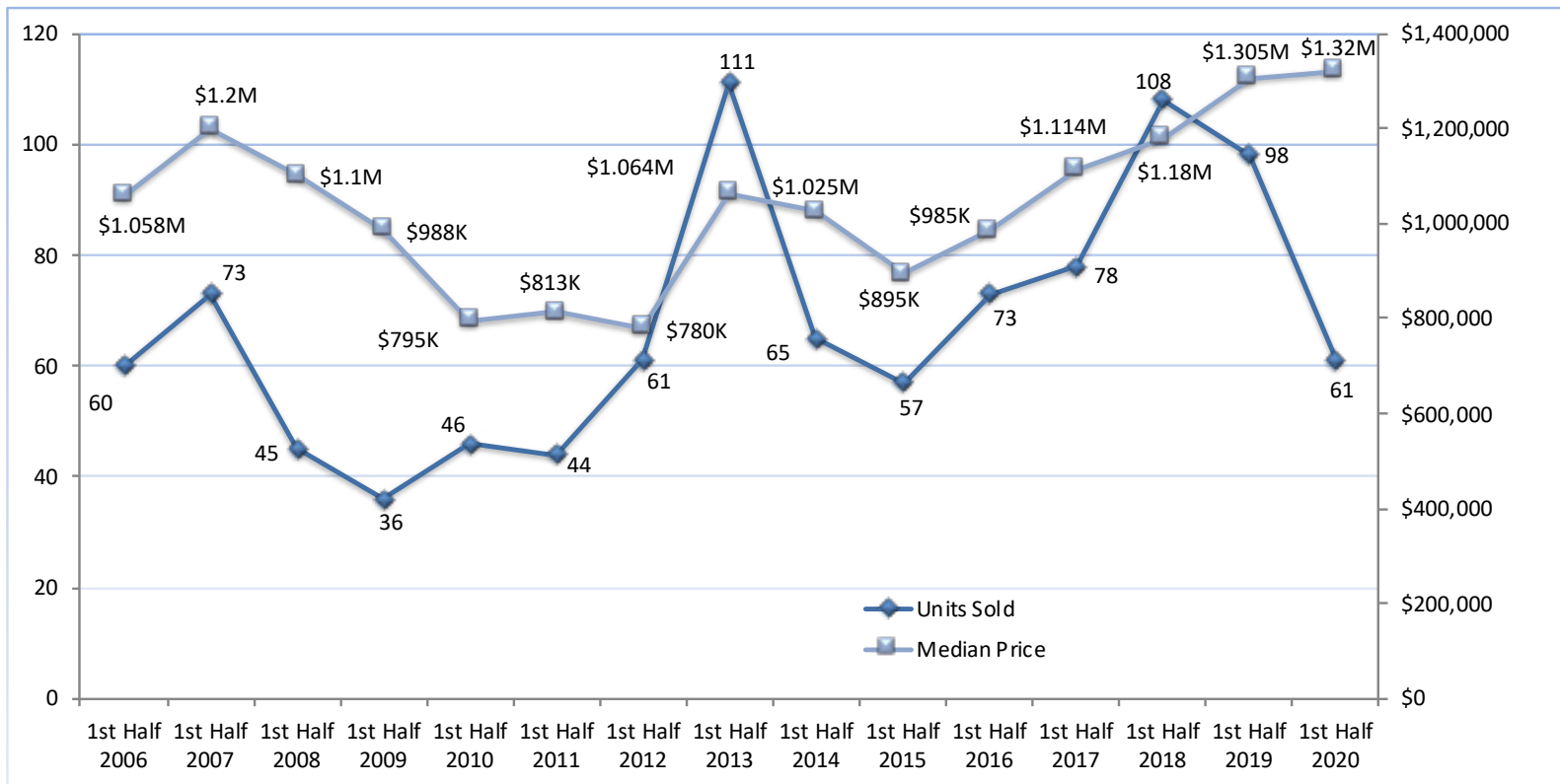
11 of 134 homes (8%) sold for over \$2 million.





## INCLINE VILLAGE & CRYSTAL BAY

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



### January - June 2020

#### POINTS of INTEREST

Single-family homes sold decreased 37% year over year.

Median price decreased 1% year over year.

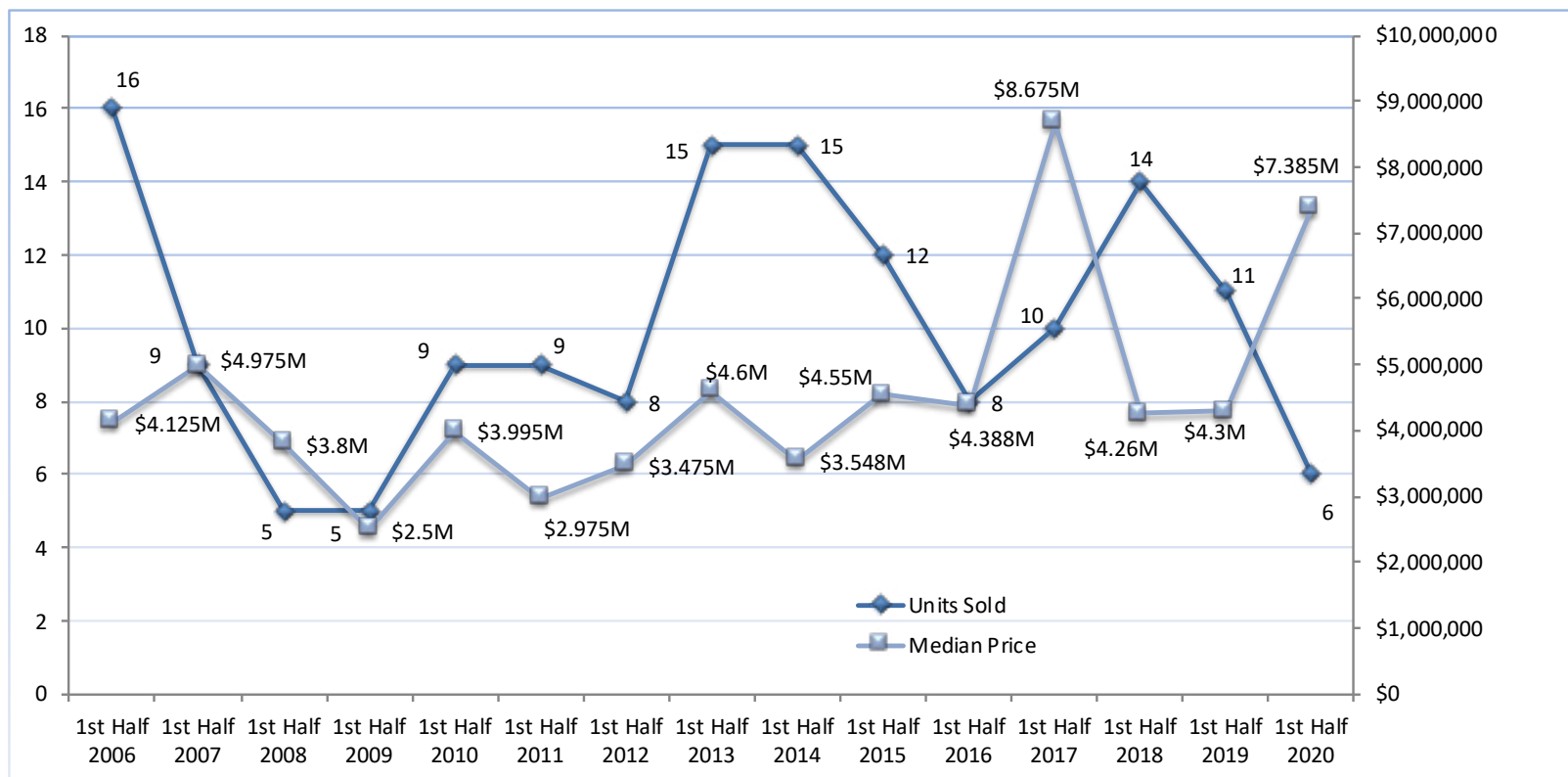
Median price reached a 15-year high.

17 of 61 homes (28%) sold for over \$2 million.



## LAKEFRONTS

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



### January - June 2020

#### POINTS of INTEREST

Single-family homes sold decreased 45% year over year.

Median price increased 71% year over year.

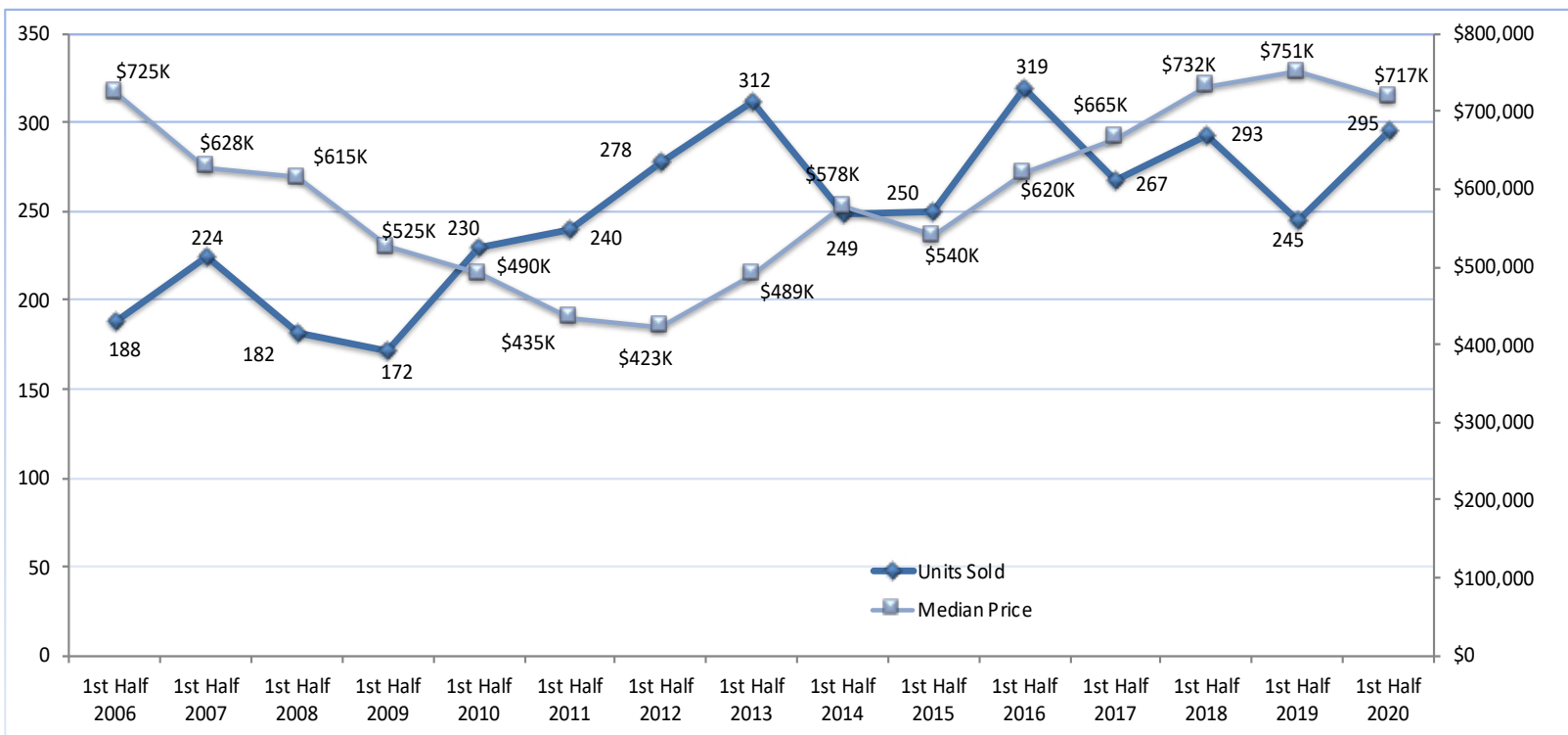
6 of 6 homes (100%) sold for over \$2 million.

*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 & Lahontan



### January - June 2020

#### POINTS of INTEREST

Single-family homes sold increased by 20% year over year.

Median price decreased by 5% year over year.

Median price reaches a 15-year high.

35 of 295 homes (12%) 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 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 \$820 million, including 61 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](http://TLUXP.com).

