



TAHOE LUXURY  
PROPERTIES<sup>®</sup>  
REAL ESTATE SALES & VACATION RENTALS



*This Incline Village lakeview home sold for \$11,500,000 on 5.4.21.  
Bill Dietz and Amie Quirarte represented the seller.*

LAKE TAHOE REAL ESTATE

# MARKET REPORT

MID-YEAR 2021

LAKE TAHOE REAL ESTATE  
MARKET REPORT  
MID-YEAR 2021

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**

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## MARKET ANALYSIS

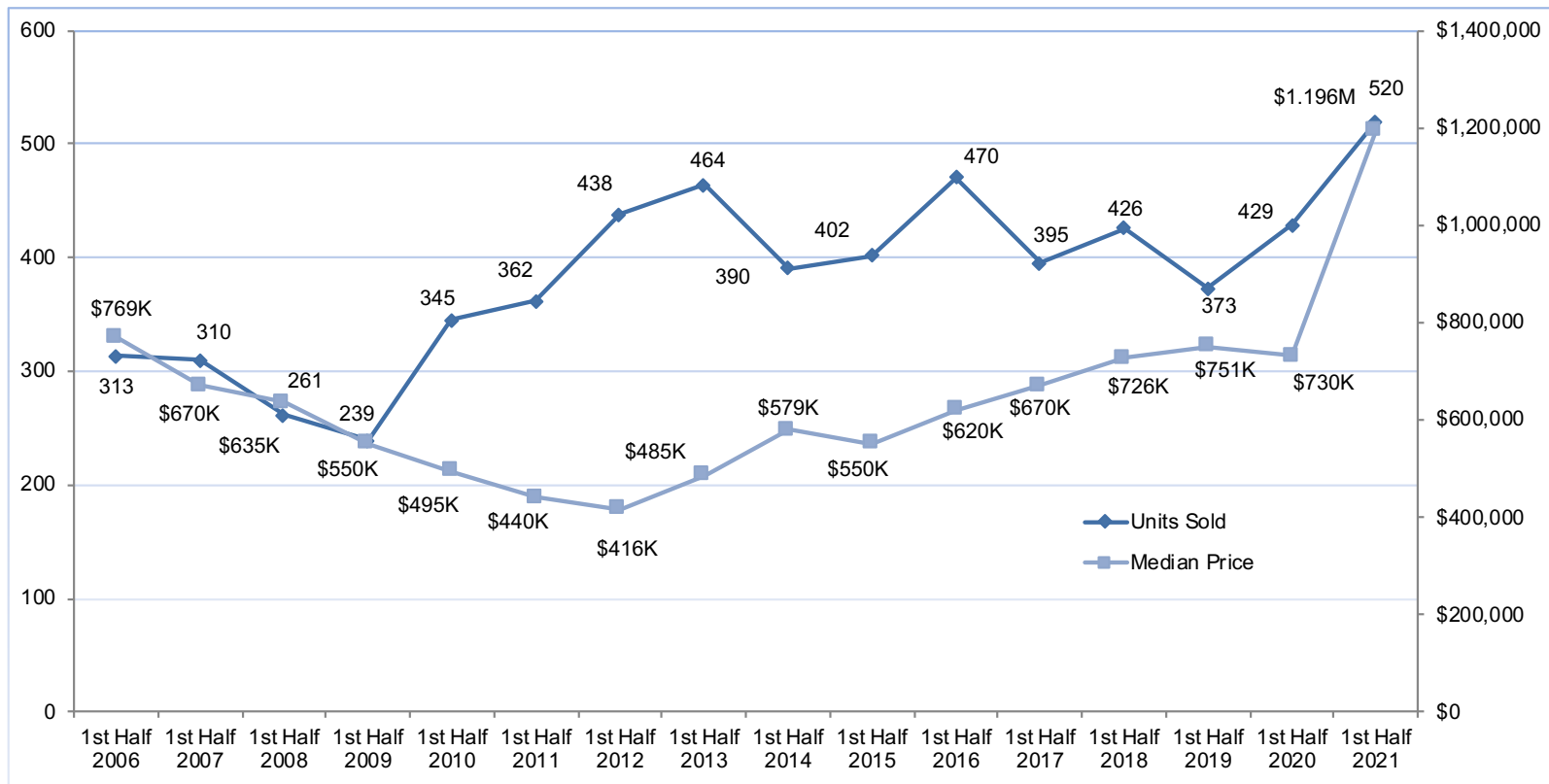
In the first half of 2021, we continued to see significant growth of both sales volume and median price of single-family homes in the Tahoe region. The flurry of buying activity that began in Q2 2020 has yet to subside. High demand and increased sales eroded the supply of available homes. Buyers' offers became more and more aggressive, which, ultimately, increased prices. All micro-regions, with the exception of lakefronts, reached historic highs in both sales volume and median price. For the first time in history, all micro-regions have a median price over \$1 million. Demand for Nevada continues with sales volume doubling year over year and median price breaking the \$2 million mark for the first time ever. While our sample size of single-family lakefront home sales between Rubicon Bay and Incline Village is small, which can impact statistics, it is notable that 15 lakefront homes sold in the first half of 2021 versus six in the same period of the previous year. We have now seen a full year of vigorous growth trends, and we expect this pace to continue throughout 2021.





## 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 2021

Single-family homes sold increased 21% year over year.

Median price increased 64% year over year.

Median price and sales volume reached historic highs.

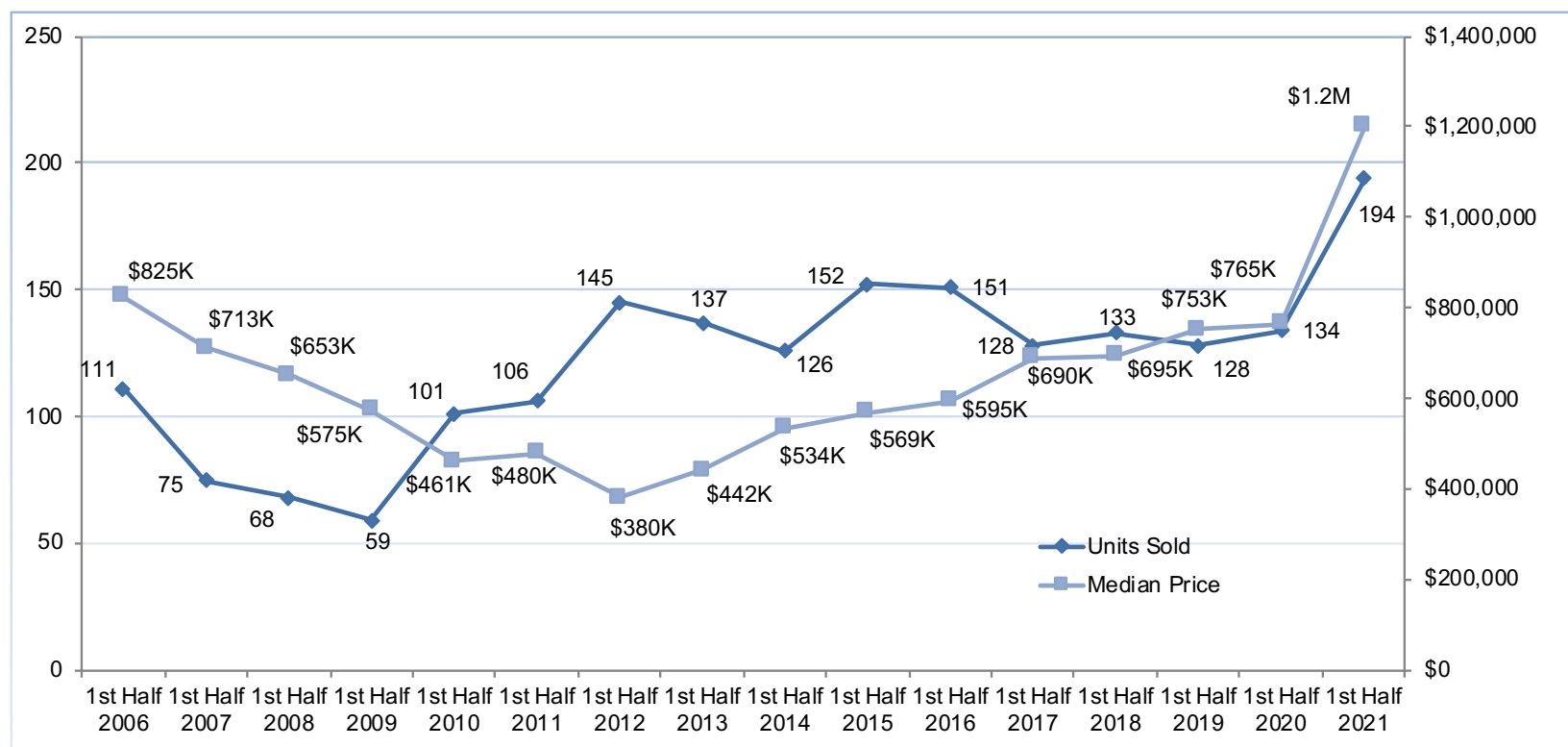
105 of 520 homes (20%) sold over \$2 million.

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 - June 2021

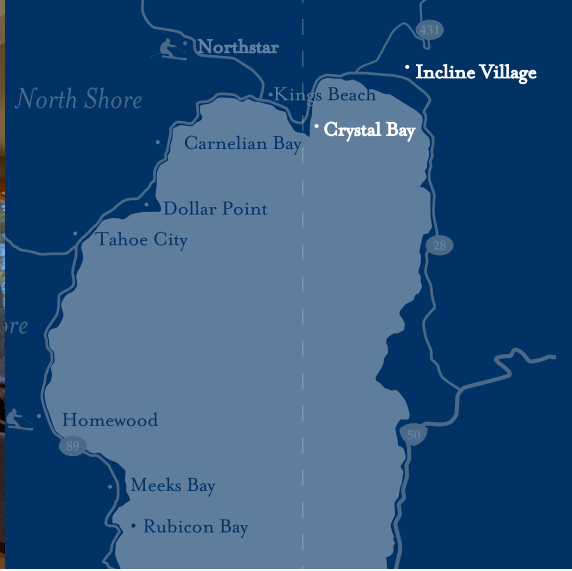
POINTS of  
INTEREST

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

Median price increased 57% year over year and is on a 9-year growth trend.

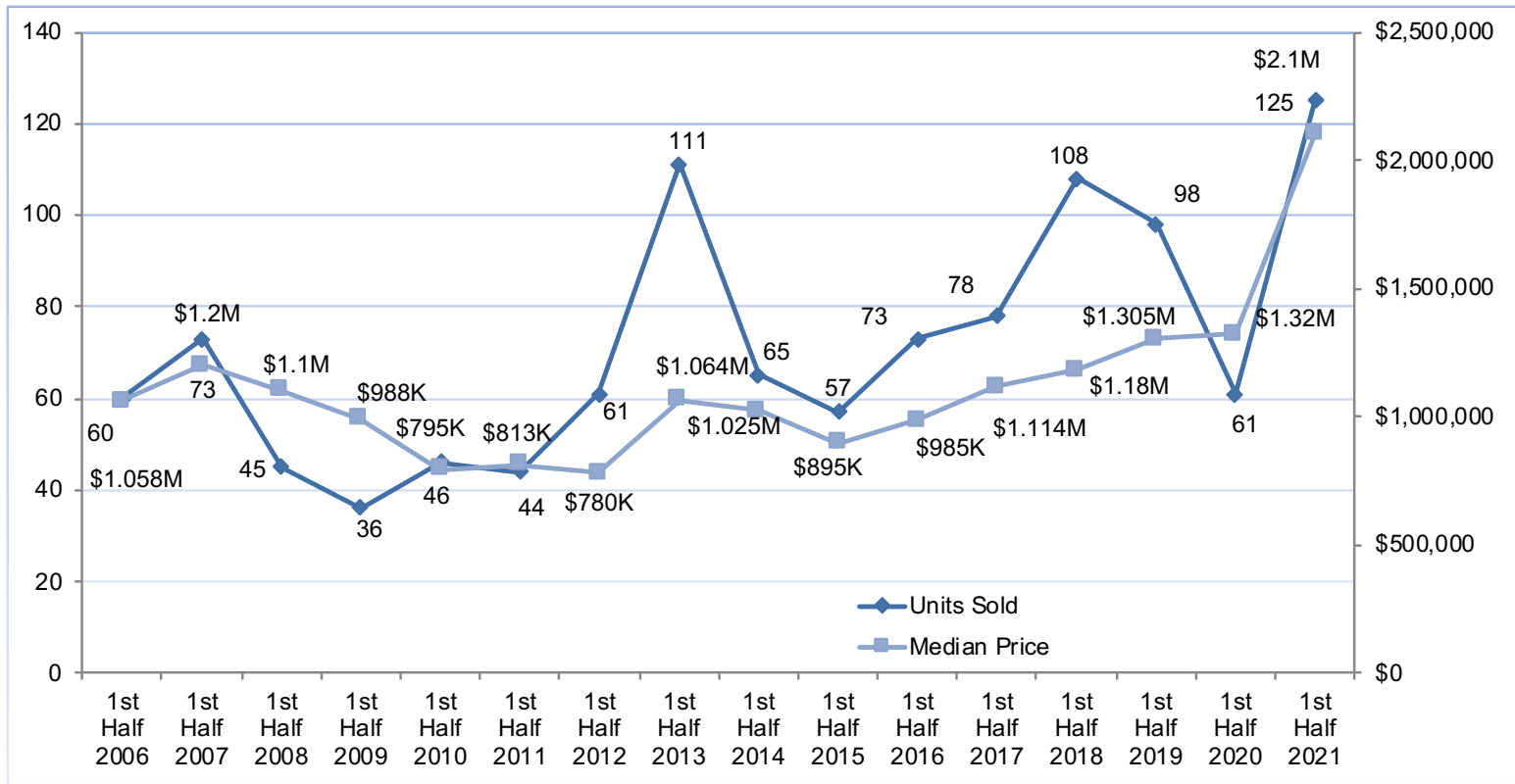
Median price and sales volume reached historic highs.

37 of 194 homes (19%) sold for over \$2 million.



## INCLINE VILLAGE & CRYSTAL BAY

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



### January - June 2021

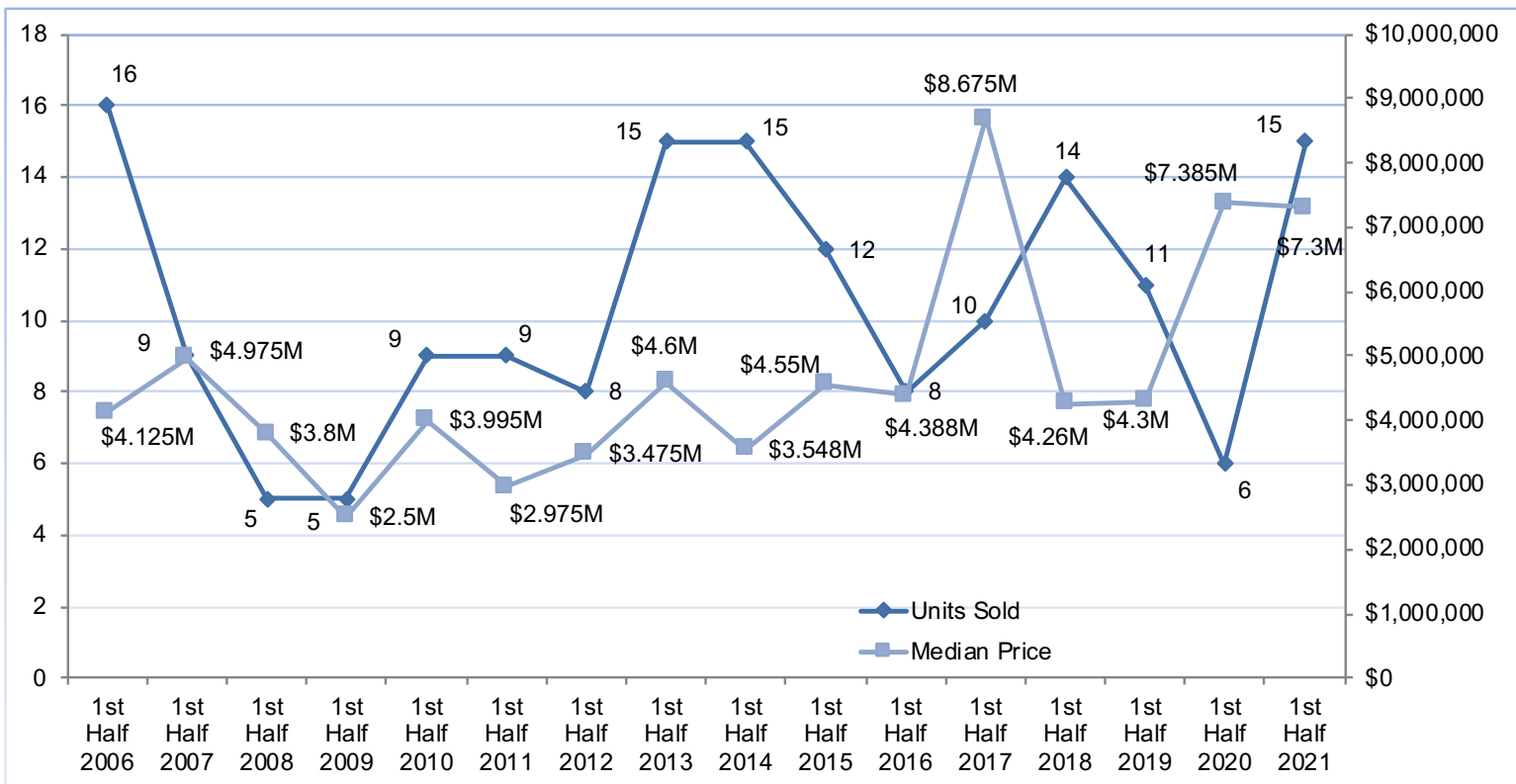
#### POINTS of INTEREST

- Single-family homes sold increased 105% year over year.
- Median price increased 59% year over year and is on a 6-year growth trend.
- Median price and sales volume reached historic highs.
- 71 of 125 homes (57%) sold for over \$2 million.



## LAKEFRONTS

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



### January - June 2021

Single-family homes sold increased 150% year over year.

Median price decreased 1% year over year.

15 of 15 homes (100%) sold for over \$2 million.

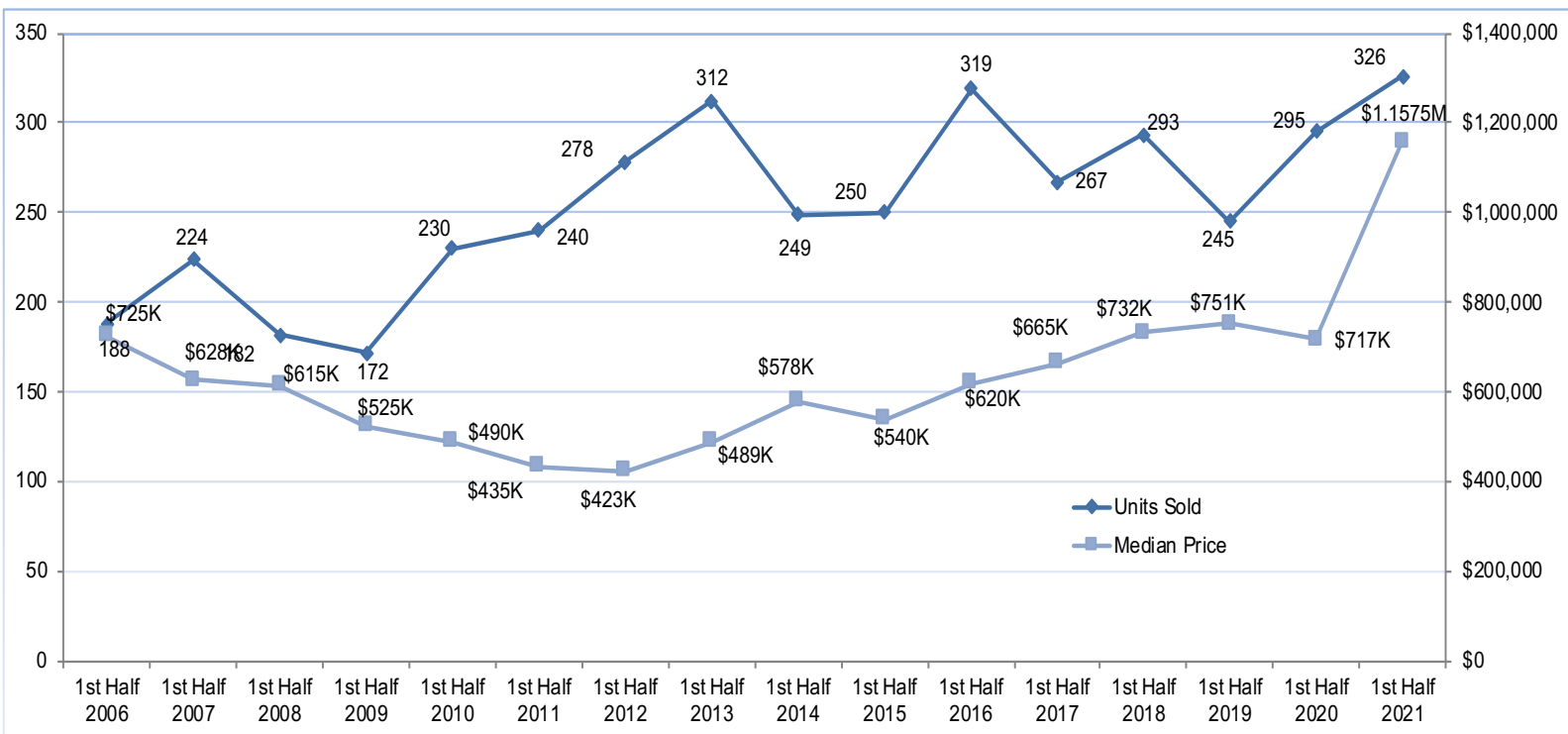
*Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.*

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 - June 2021

Single-family homes sold increased by 11% year over year.

Median price increased by 62% year over year.

Median price and sales volume reached historic highs.

68 of 326 homes (21%) sold for over \$2 million.

POINTS of INTEREST

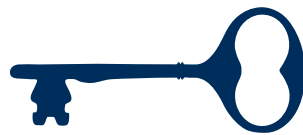


## ABOUT TAHOE LUXURY PROPERTIES

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. Since 2006, Bill Dietz has sold over \$1.04 billion, including 71 lakefronts totaling over \$591 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 1.530.584.3444 or visit [TLUXP.com](http://TLUXP.com).



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