



*This Incline Village home sold for \$15,000,000 on 8.1.19.
Bill Dietz represented the buyer.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

Q1-Q3 2019

LAKE TAHOE REAL ESTATE

MARKET REPORT

JANUARY – SEPTMEBER 2019

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

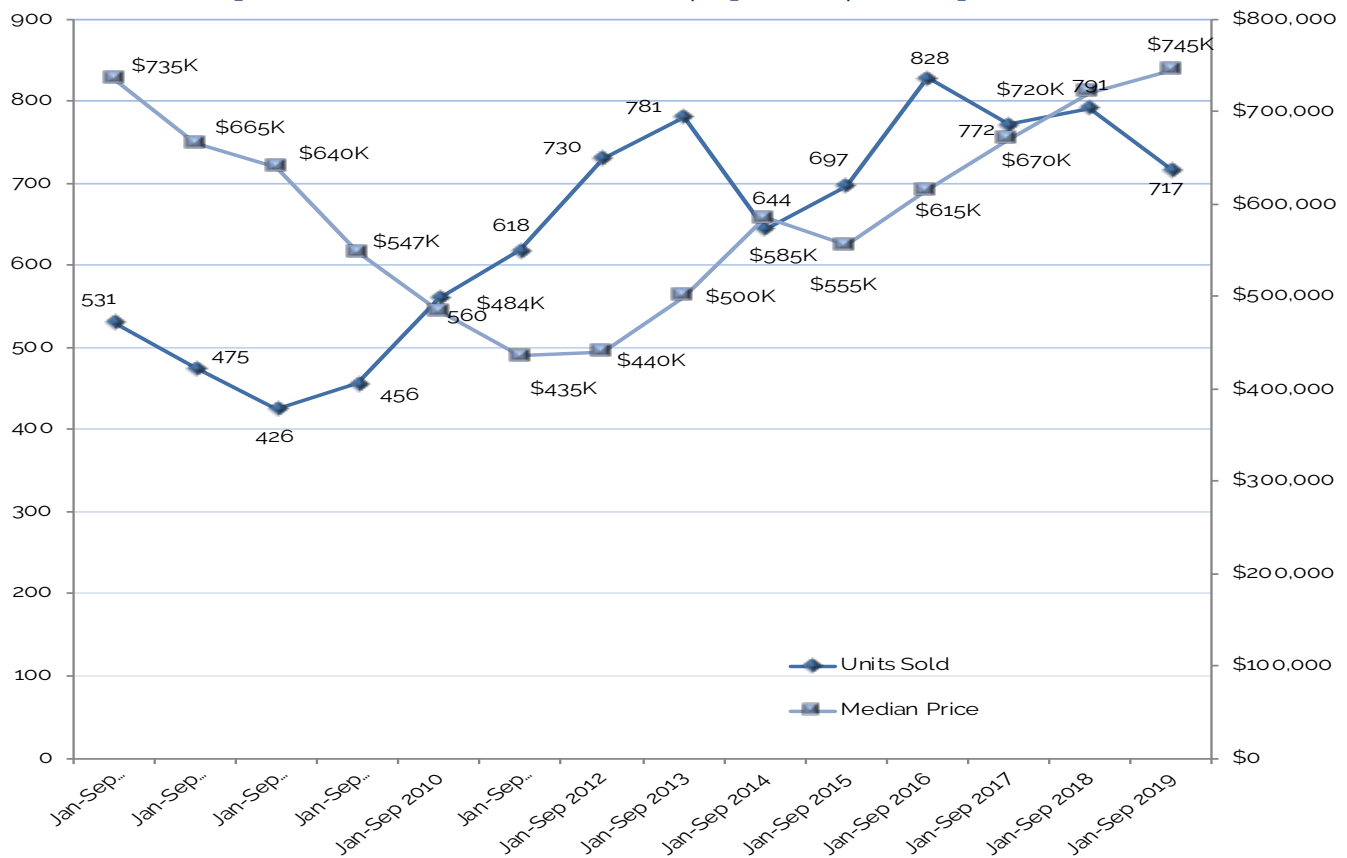
As we have seen each quarter of 2019, Quarter 3 data continues to show a decrease in sales volume and an increase in median price in all five micro-regions year over year. The median price reached a 14-year high in three micro-regions: Incline Village & Crystal Bay, Truckee, and the Tahoe Sierra MLS. The median price of lakefronts was the 2nd highest in 14 years; and, the median price on the California side of the Lake Tahoe basin was the 3rd highest in 14 years. Decreased sales in Q1 & Q2 contributed to an increased supply, while sales volume did not keep on pace to equalize this supply. This leaves buyers with a greater selection and opportunity to negotiate. Sellers will recognize the median price trend and the opportunity to achieve value on the sale. Buyers may be motivated to secure loans before interest rates increase, as predicted. However, if the market indicates that buyers will force sellers to push prices down, then sellers must recognize the need to price competitively, versus a popular strategy of pricing high and consistently reducing. Lake Tahoe remains a desirable second home market, and properties that are priced well sell quickly.





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 - September 2019

POINTS of
INTEREST

Single-family homes sold decreased 9% year over year.

Median price increased 3% year over year.

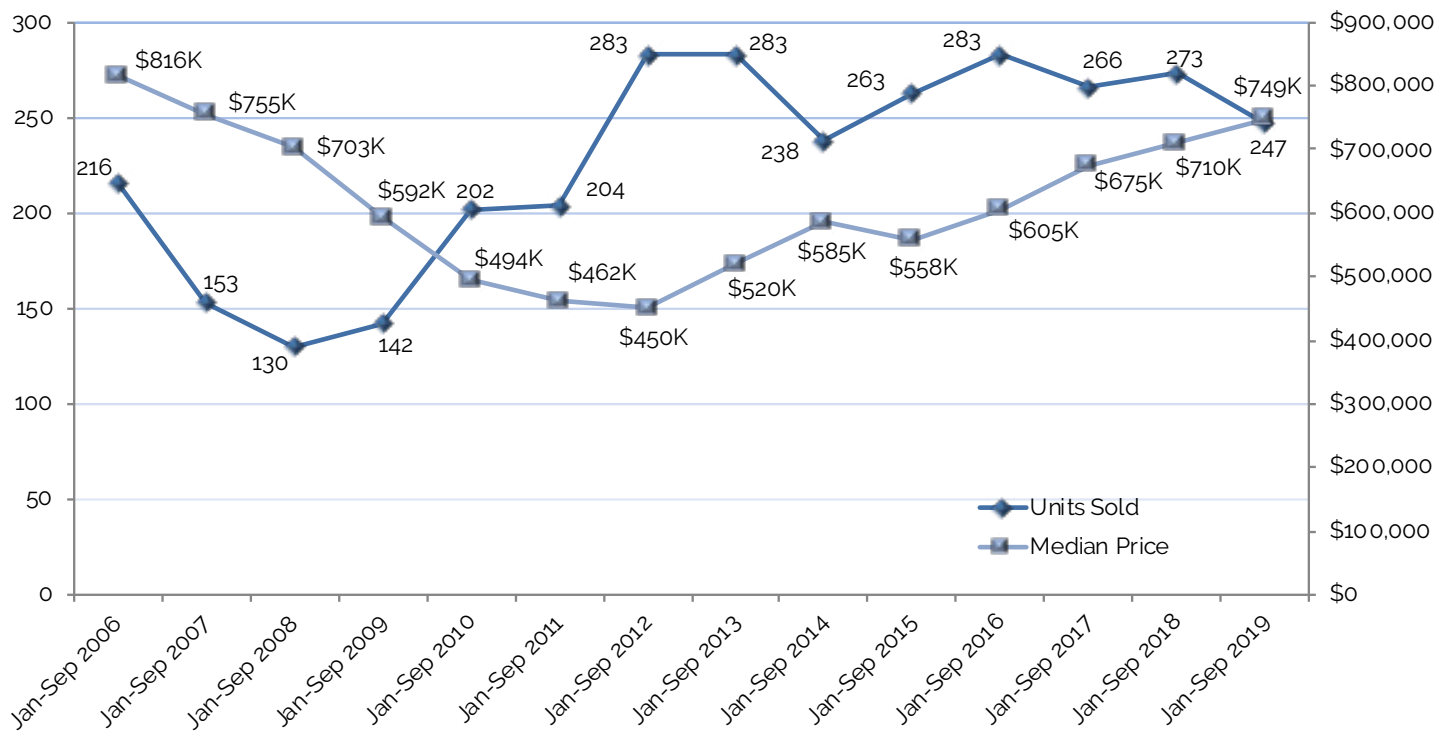
Median price is on a 4-year growth trend and reaches a 14-year high.

63 of 717 homes (9%) 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 - September 2019

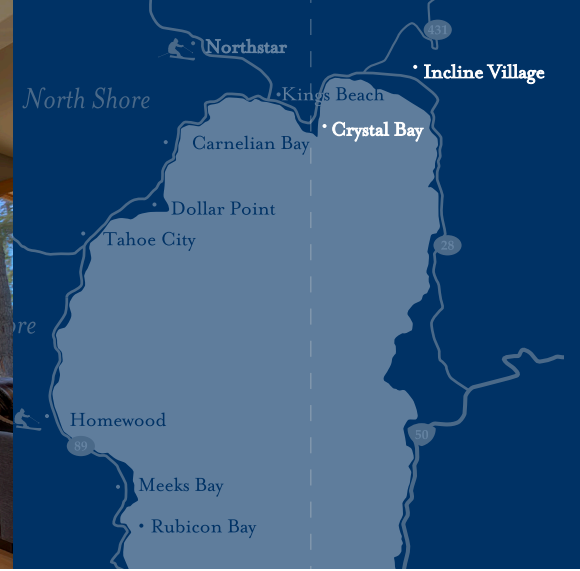
POINTS of INTEREST

Single-family homes sold decreased 10% year over year.

Median price increased 5% year over year.

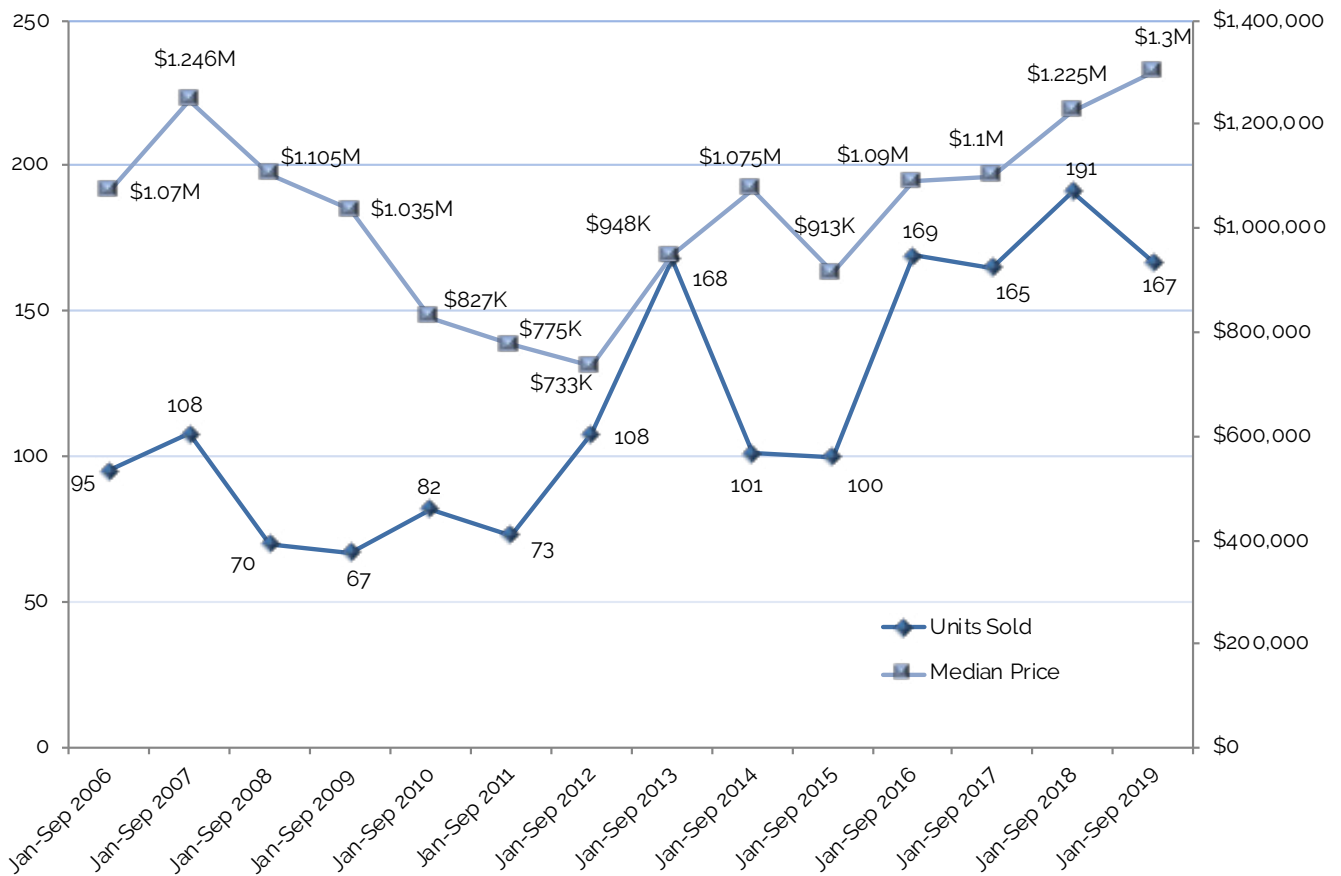
Median price is on a 4-year growth trend and is the 3rd highest in 14 years.

19 of 247 homes (8%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



January - September 2019

POINTS of INTEREST

Single-family homes sold decreased 13% year over year.

Median price increased 6% year over year, reaching a 14-year high.

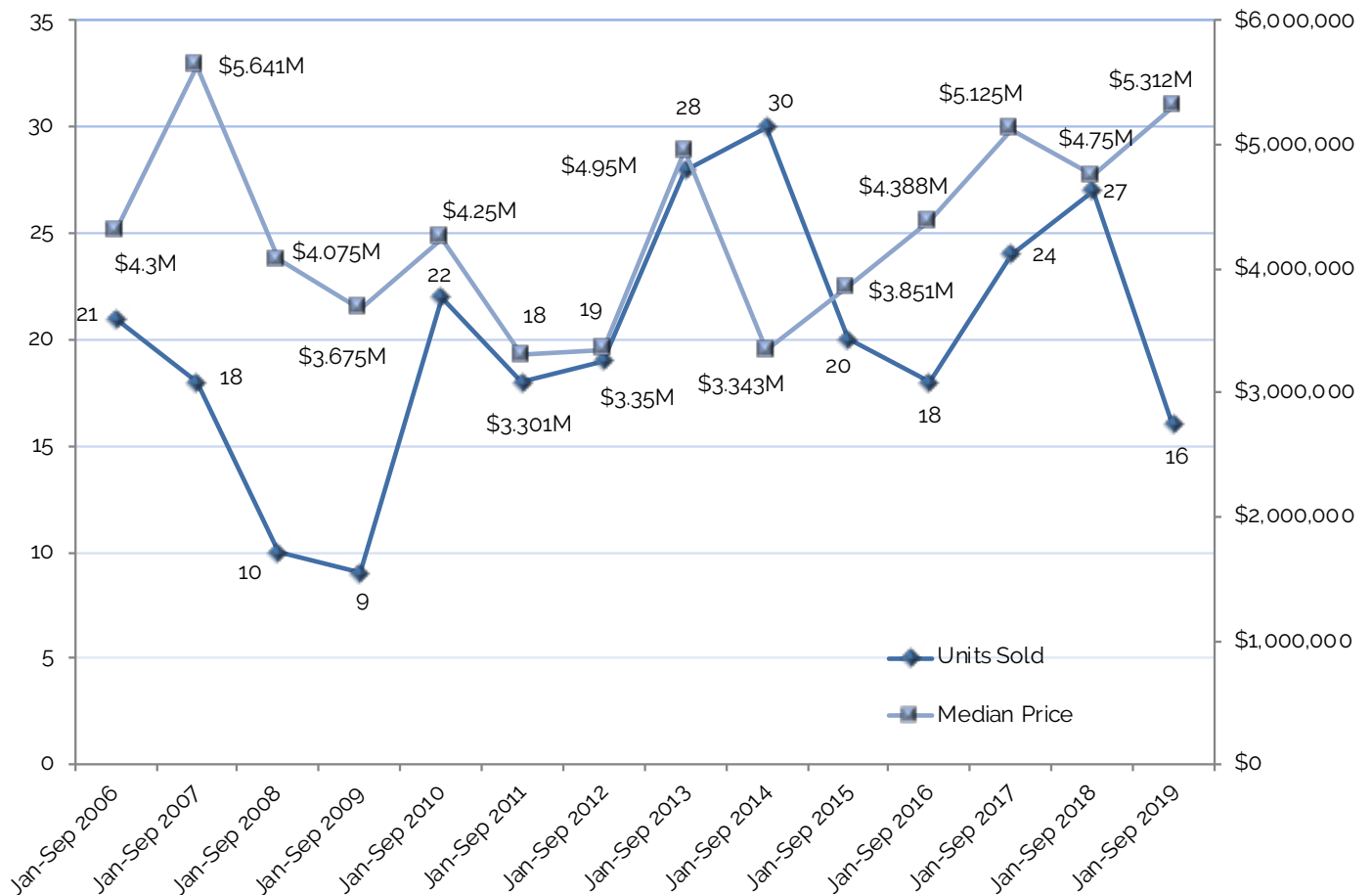
Sales volume decreased for the first time in 4 years.

40 of 167 homes (24%) sold for over \$2 million.



LAKEFRONTS

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



January - September 2019

POINTS of INTEREST

Single-family homes sold decreased 41% year over year.

Median price increased 12% year over year, reaching the 2nd highest in 14 years.

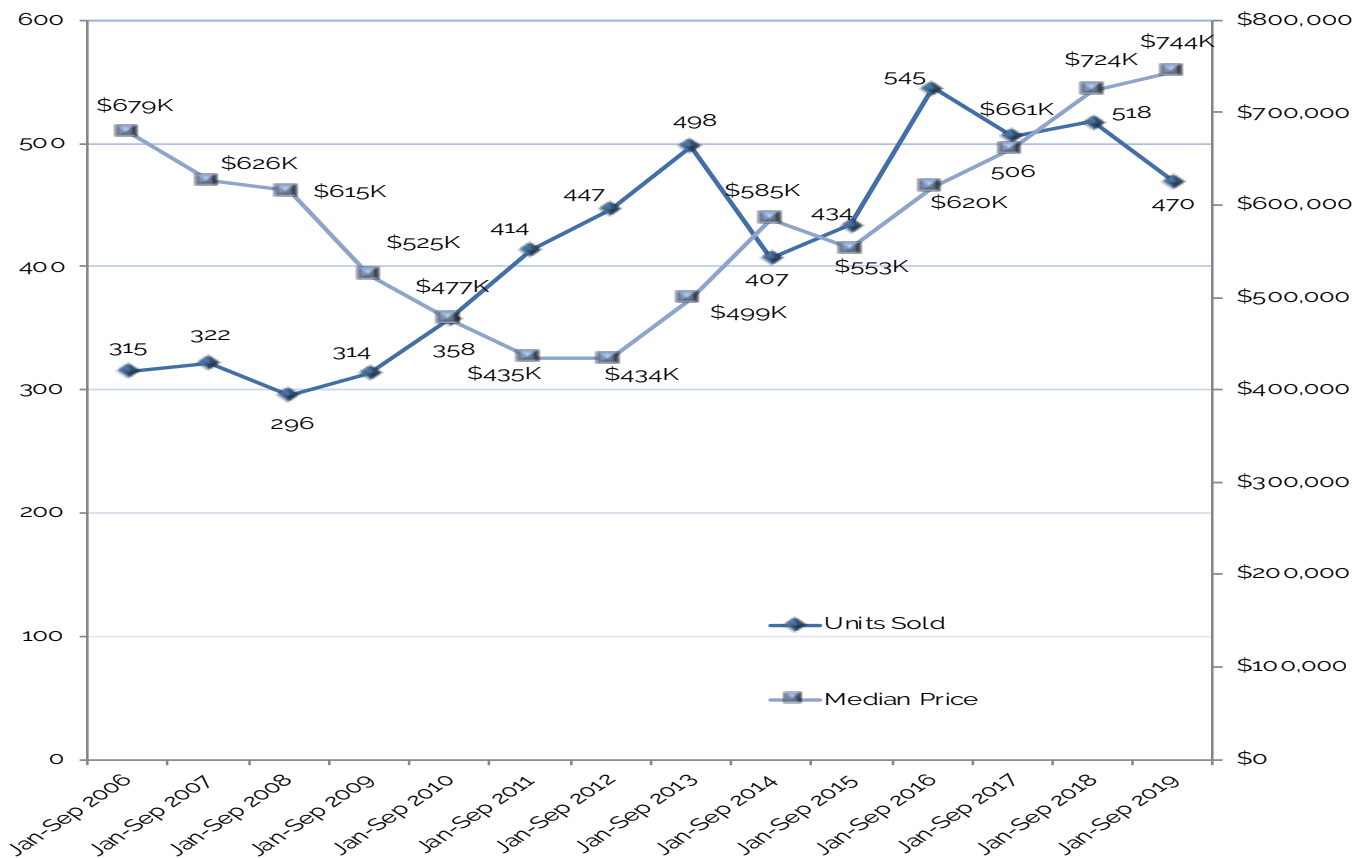
14 of 16 homes (88%) sold for over \$2 million.

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 -September 2019

Single-family homes sold decreased by 9% year over year.

Median price increased by 3% year over year.

Median price reaches a 14-year high.

44 of 470 homes (9%) 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. In 2018, Tahoe Luxury Properties reached record sales when Bill Dietz sold over \$145 million in residential real estate sales in both California and Nevada, including 11 lakefront homes, making him the top agent of the region.

Since 2006, Bill Dietz has sold over \$758 million, including 59 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.



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