



*This North Shore lakefront home sold for \$10,500,000 on 7.30.21.
Bill Dietz represented the seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

Q1-Q3 2021

LAKE TAHOE REAL ESTATE

MARKET REPORT

JANUARY – SEPTEMBER 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

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

MARKET ANALYSIS

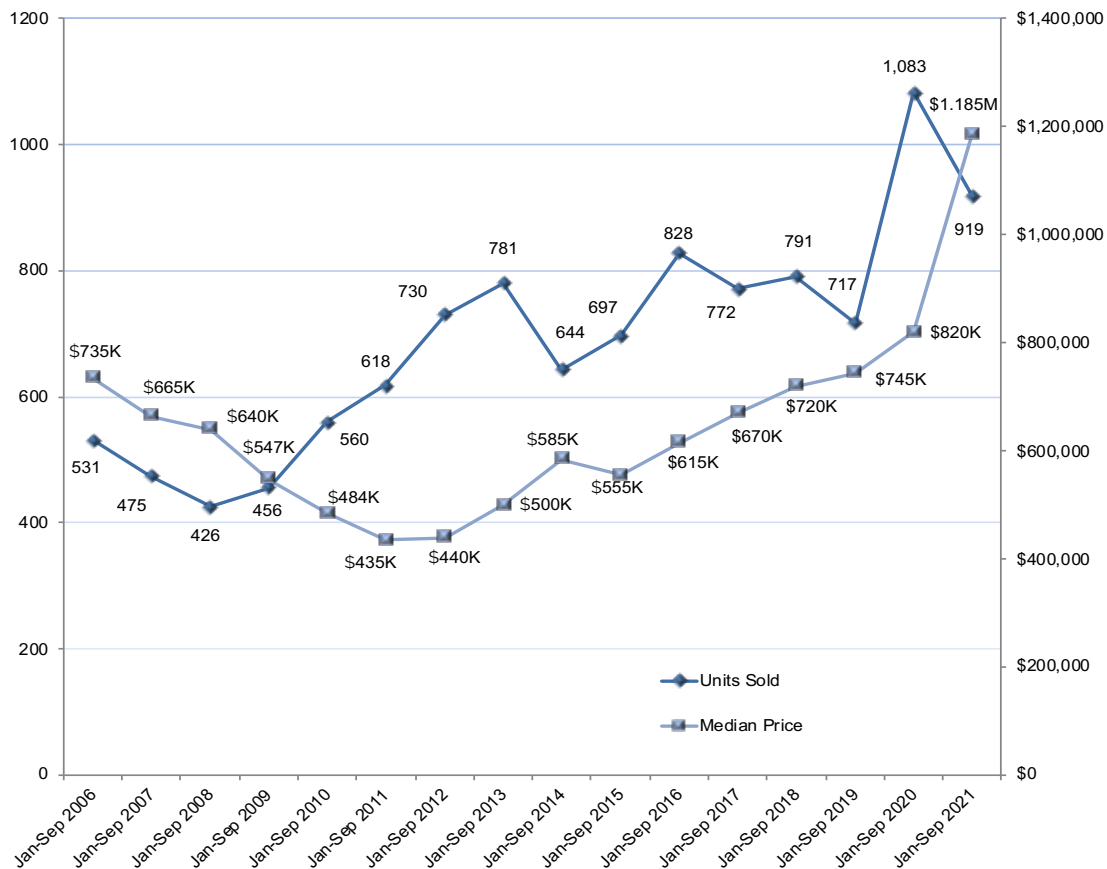
In the first three quarters of 2021, in all micro-regions, sales volume of single-family homes decreased while median price reached historic highs. Notably, this is the first time we have seen any micro-region show a decrease in sales volume since the mid-year 2020 report, which may reflect the limited available inventory, the impact of the California wildfires on home sales, and the potentially unsustainable growth trends. As we saw in the mid-year report, all micro-regions continue to show median prices above \$1M. And, each micro-region saw an increase in median price over 35%. While the vigorous growth in median price continues, this is the first indication of a slow-down in sales volume. Whether or not the number of homes sold was significantly impacted by temporary factors, or whether limited inventory will continue to drive down the number of homes sold, will be the trend to watch for the remainder of 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 - September 2021

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

Median price increased 45% year over year, and is on a 6-year growth trend.

Median price reached an historic high.

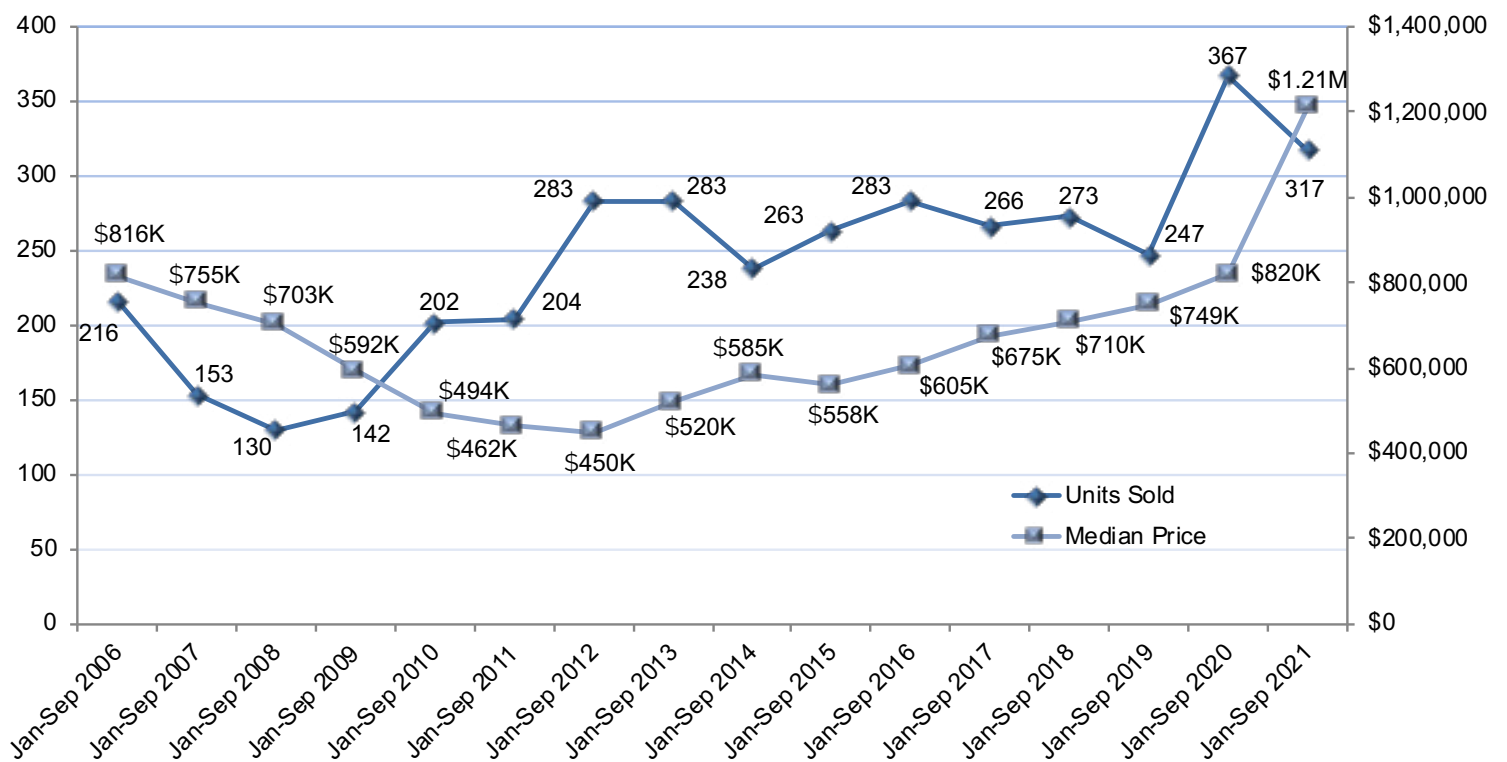
181 of 919 homes (20%) sold over \$2 million.

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 - September 2021

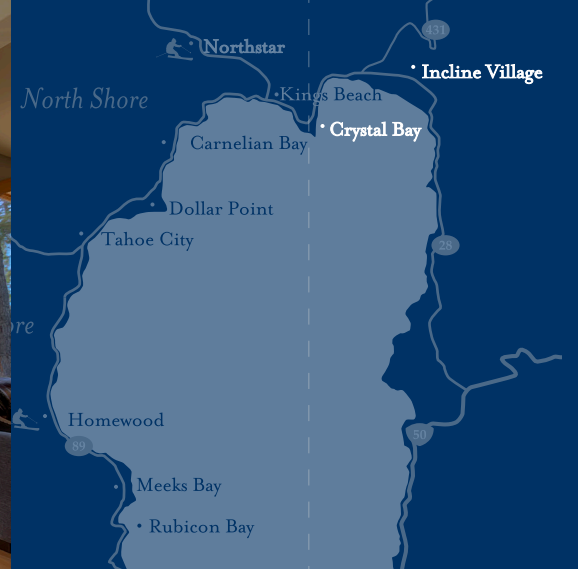
Single-family homes sold decreased 14% year over year.

Median price increased 48% year over year and is on a 6-year growth trend.

Median price reached an historic high.

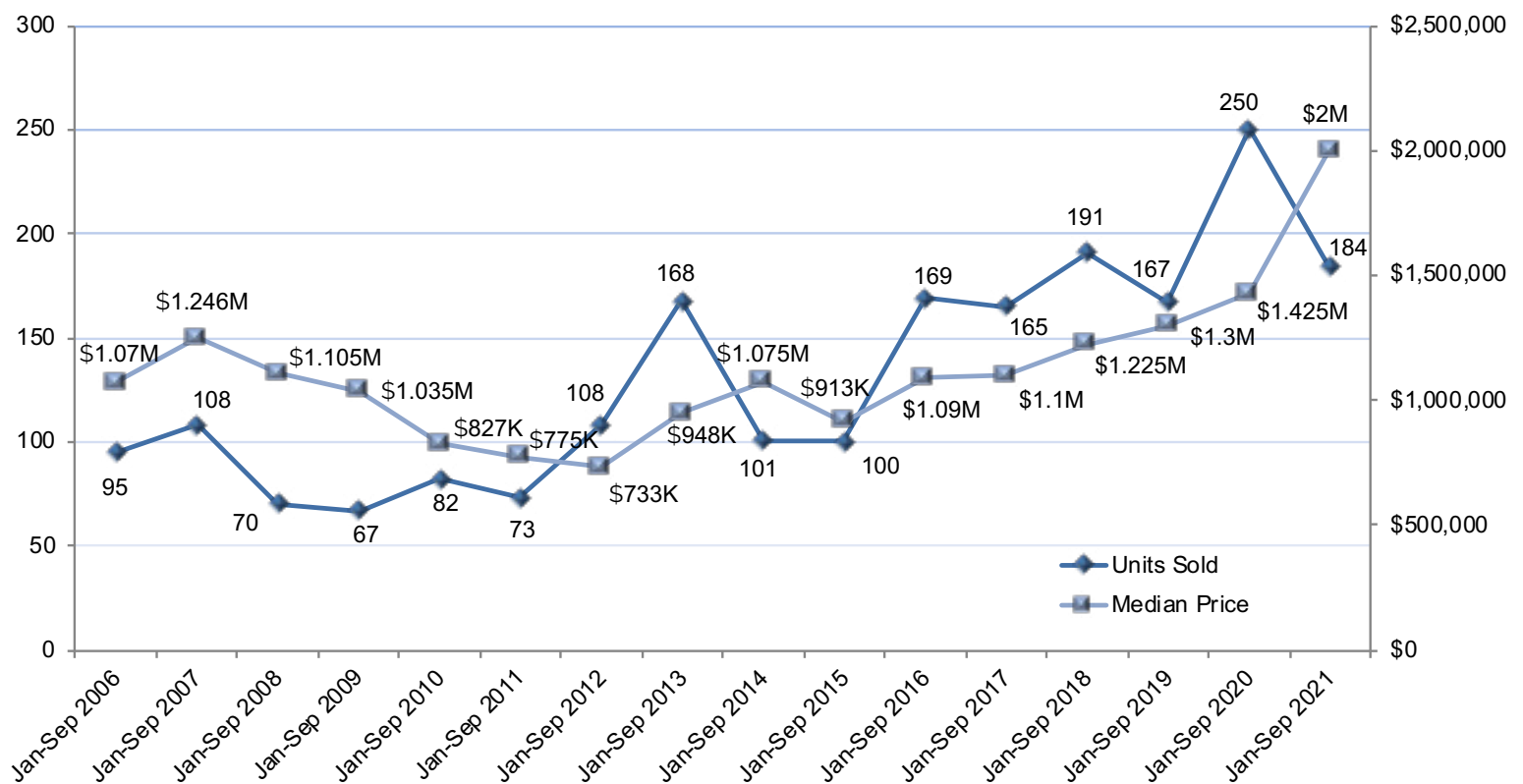
64 of 317 homes (20%) sold for over \$2 million.

POINTS of
INTEREST



INCLINE VILLAGE & CRYSTAL BAY

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



January - September 2021

POINTS of INTEREST

Single-family homes sold decreased 26% year over year.

Median price increased 40% year over year and is on a 6-year growth trend.

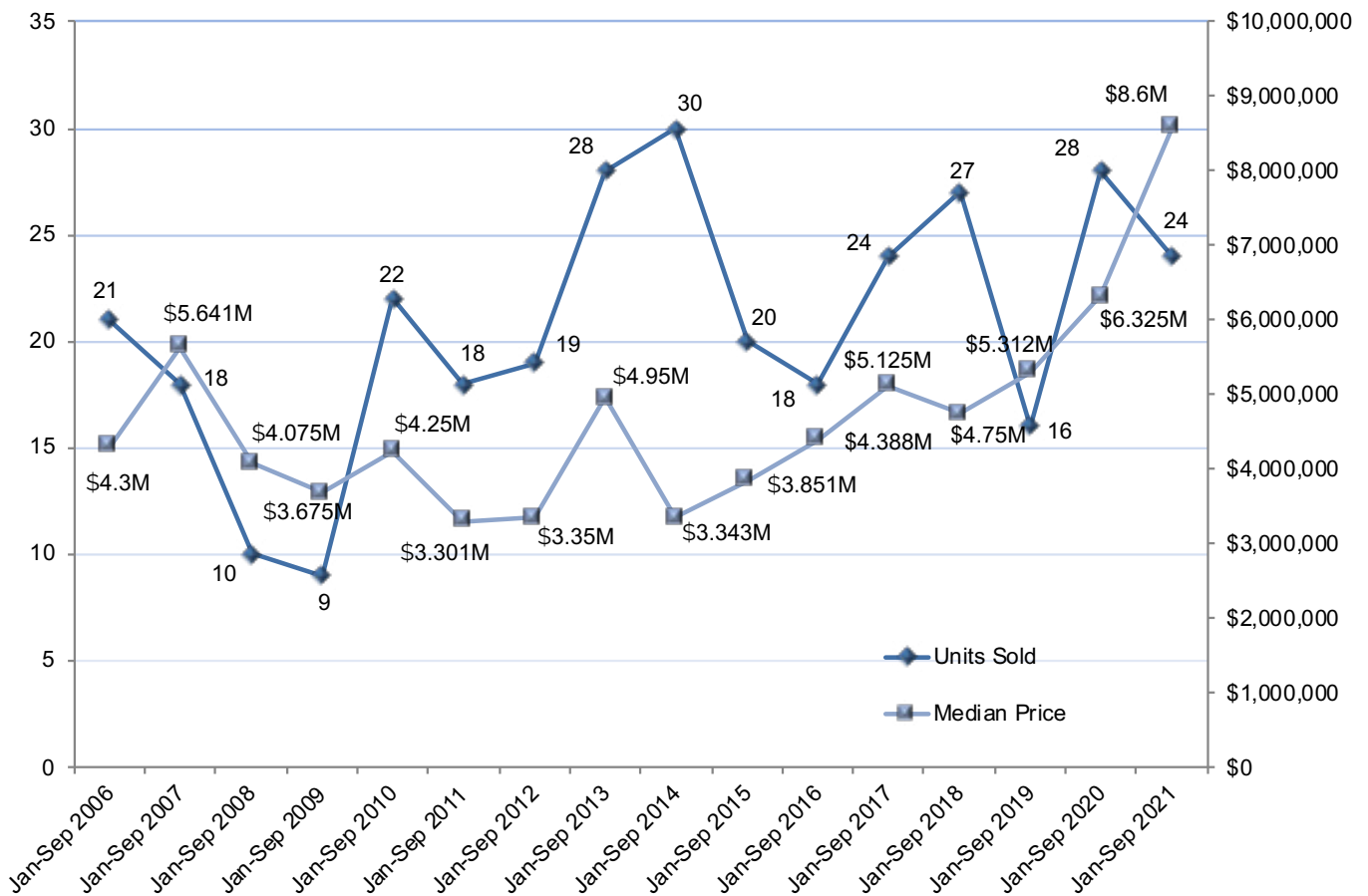
Median price reached an historic high.

95 of 184 homes (52%) sold for over \$2 million.



LAKEFRONTS

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



January - September 2021

Single-family homes sold decreased 14% year over year.

Median price increased 36% year over year and reached an historic high.

24 of 24 homes (100%) sold for over \$2 million.

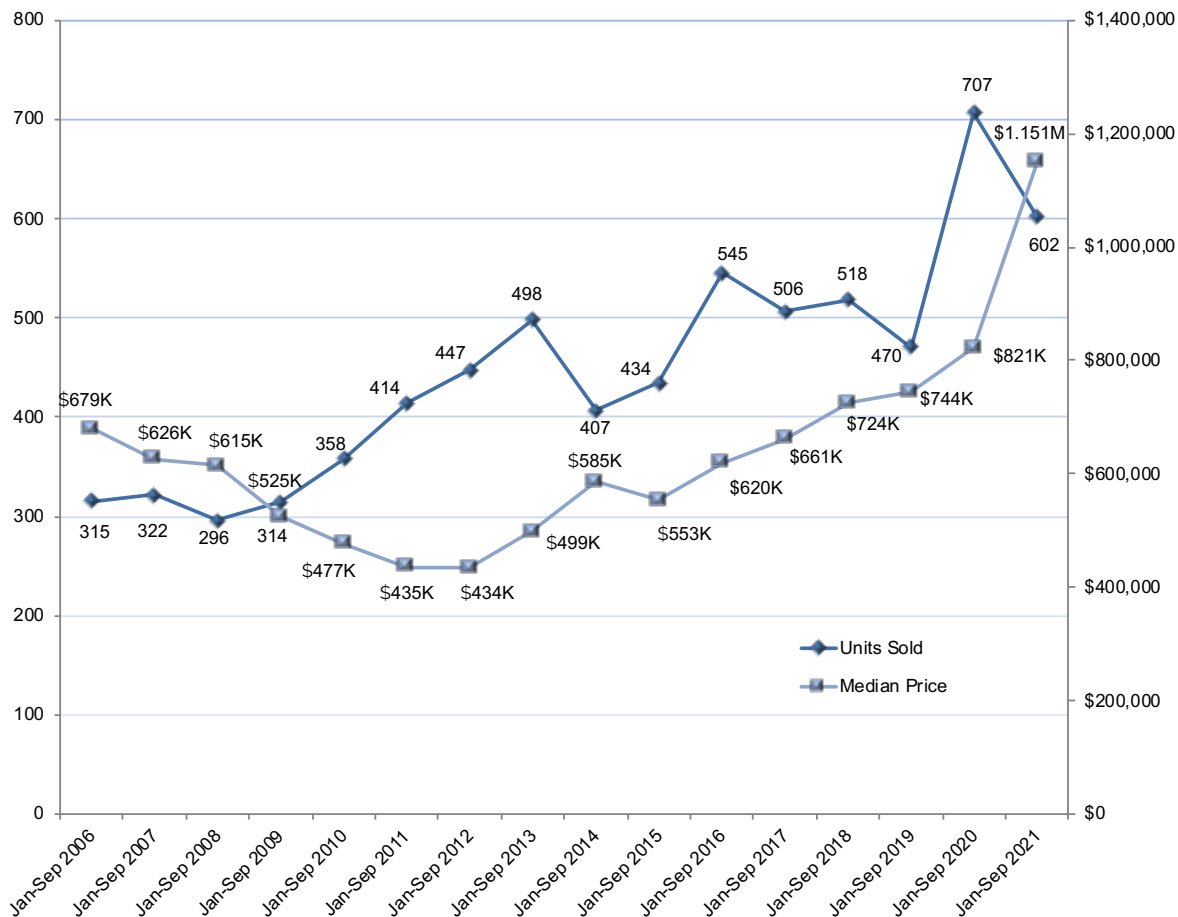
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

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 & Lahontan



January - September 2021

Single-family homes sold decreased by 15% year over year.

Median price increased by 40% year over year.

Median price reached an historic high.

117 of 602 homes (19%) 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 \$1.08 billion, including 73 lakefronts totaling over \$616.9 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.

