TAHOE LUXURY PROPERTIES®

REAL ESTATE SALES & VACATION RENTALS

In July 2025, this Carnelian Bay lakefront home sold for $15,500,000.
The Dietz Group represented the seller.

LAKE TAHOE REAL ESTATE

MARKET REPORT

Q1 - Q3 2025

LAKE TAHOE REAL ESTATE

MARKET REPORT

JANUARY - SEPTEMBER 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

As the third quarter of 2025 comes to a close, the Lake Tahoe real estate market continues to demonstrate a trend of discerning buyer behavior paired with selective purchasing. Overall, homes sold have continued to increase, while median prices have also increased—underscoring the enduring appeal and limited supply of Tahoe's most desirable properties.

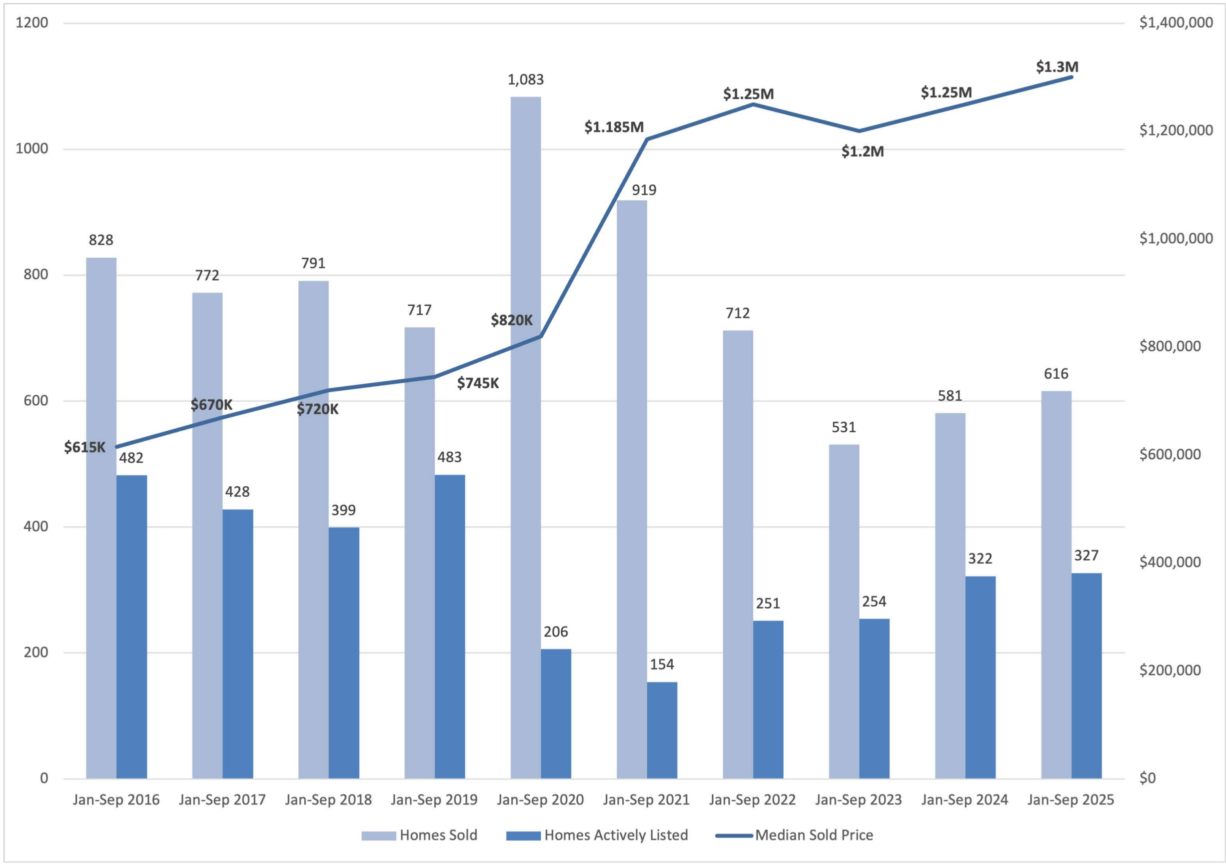
In focusing on the lakefront market, the data reveals even greater momentum. Five more lakefronts sold compared to last year, with the median price rising 31% year-over-year. Currently, 17 lakefront homes remain active on the market with 6 under contract, which is a notable improvement from Q3 2024 when there were 24 active listings and only 2 pending.

The average days on market have increased by 52% year over year, illustrating that while demand persists, buyers are taking a more measured approach in today's landscape. Even so, Tahoe's true lakefronts continue to stand apart—coveted for their rarity, natural beauty, and legacy potential. These homes remain among the most desirable assets in the region, commanding premium pricing from those seeking both a lifestyle investment and a generational retreat.

As we look ahead to the close of 2025 and into 2026, the coming quarters will reveal whether this balance of increased inventory, steady pricing, and selective demand continues to define the Tahoe 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 - September 2025

Single-family homes sold increased 6% year over year.

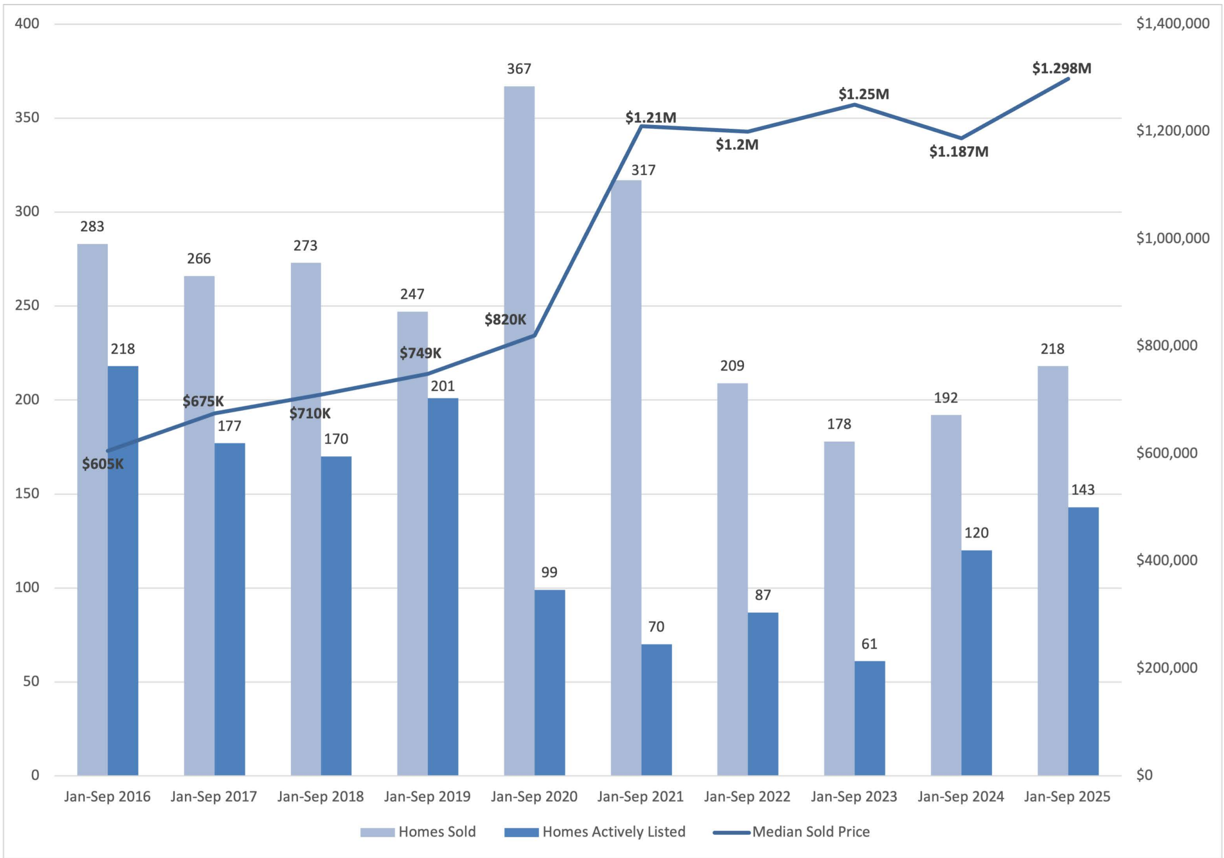
Median price increased 4% year over year.

Average Days on Market was 54 days, a 8% increase over 2024.

43 of 616 (7%) homes sold over $5 million. 174 homes (28%) 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 - September 2025

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

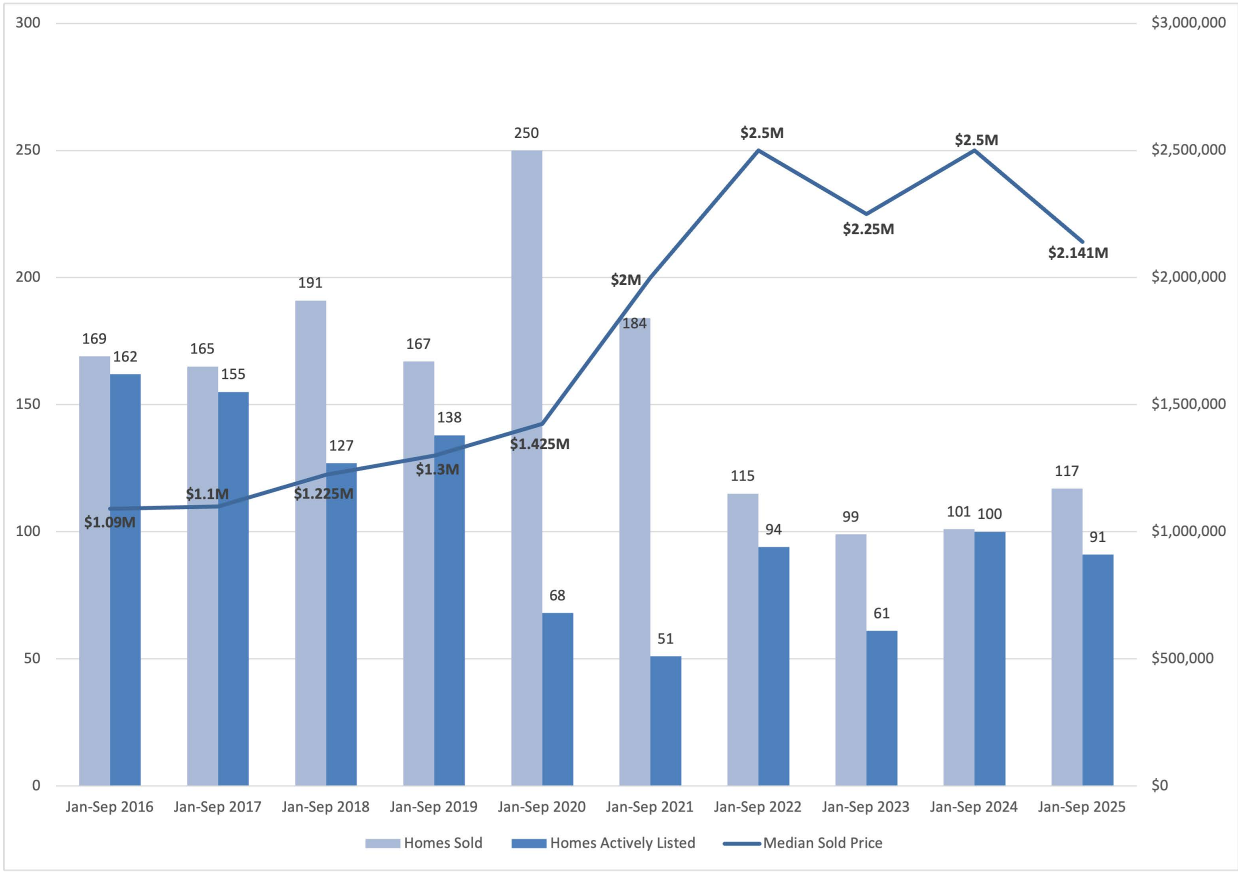
Median price increased 9% year over year.

Average Days on Market was 62 days, a 5% decrease over 2024.

14 of 218 (6%) homes sold over $5 million. 58 homes (27%) sold over $2 million.

INCLINE VILLAGE & CRYSTAL BAY

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



POINTS *of* INTEREST

January - September 2025

Single-family homes sold increased 16% year over year.

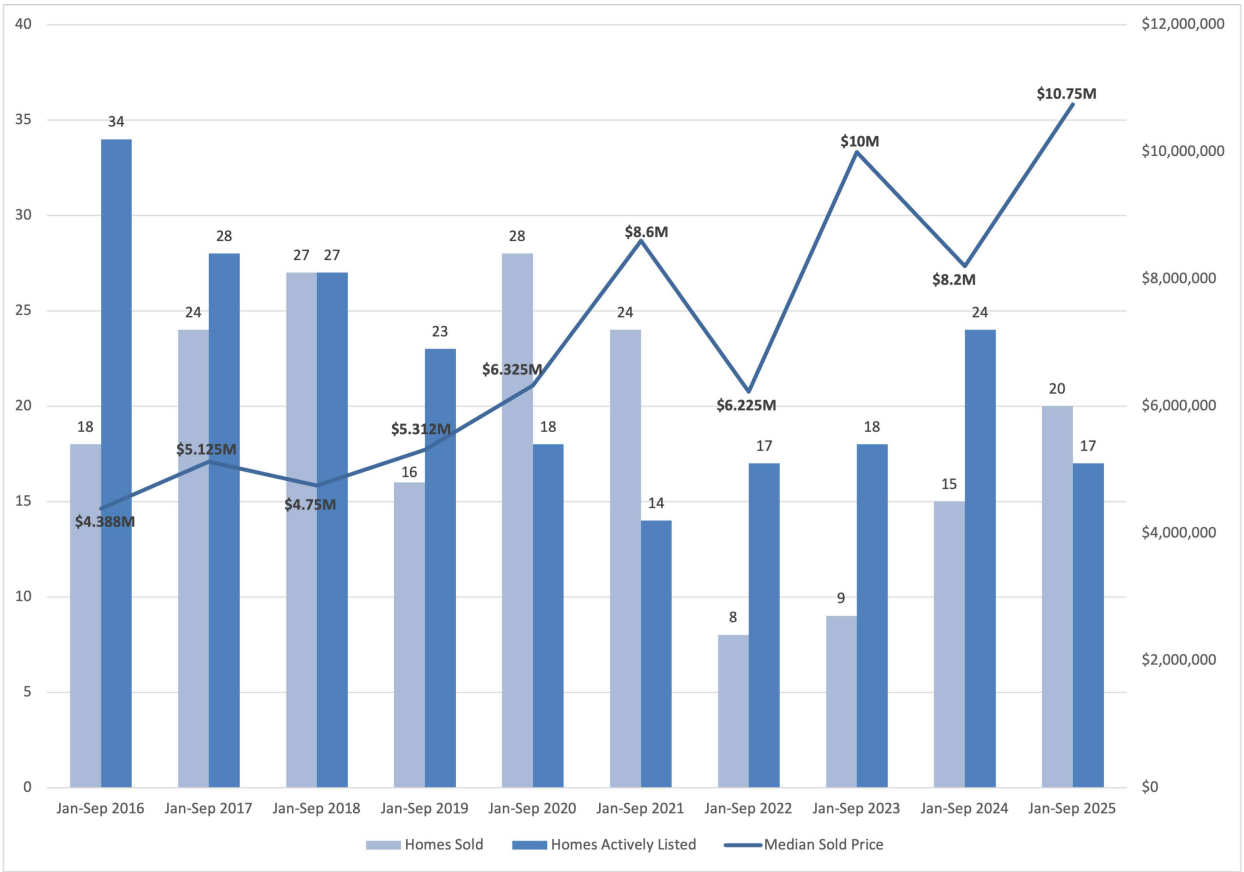
Median price decreased 14% year over year.

Average Days on Market was 104 days, a 4% decrease from 2024.

16 of 117 (14%) homes sold over $5 million. 72 homes (62%) sold over $2 million.

LAKEFRONTS

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



POINTS *of* INTEREST

January - September 2025

Single-family homes sold increased 33% year over year.

Median price increased 31% year over year.

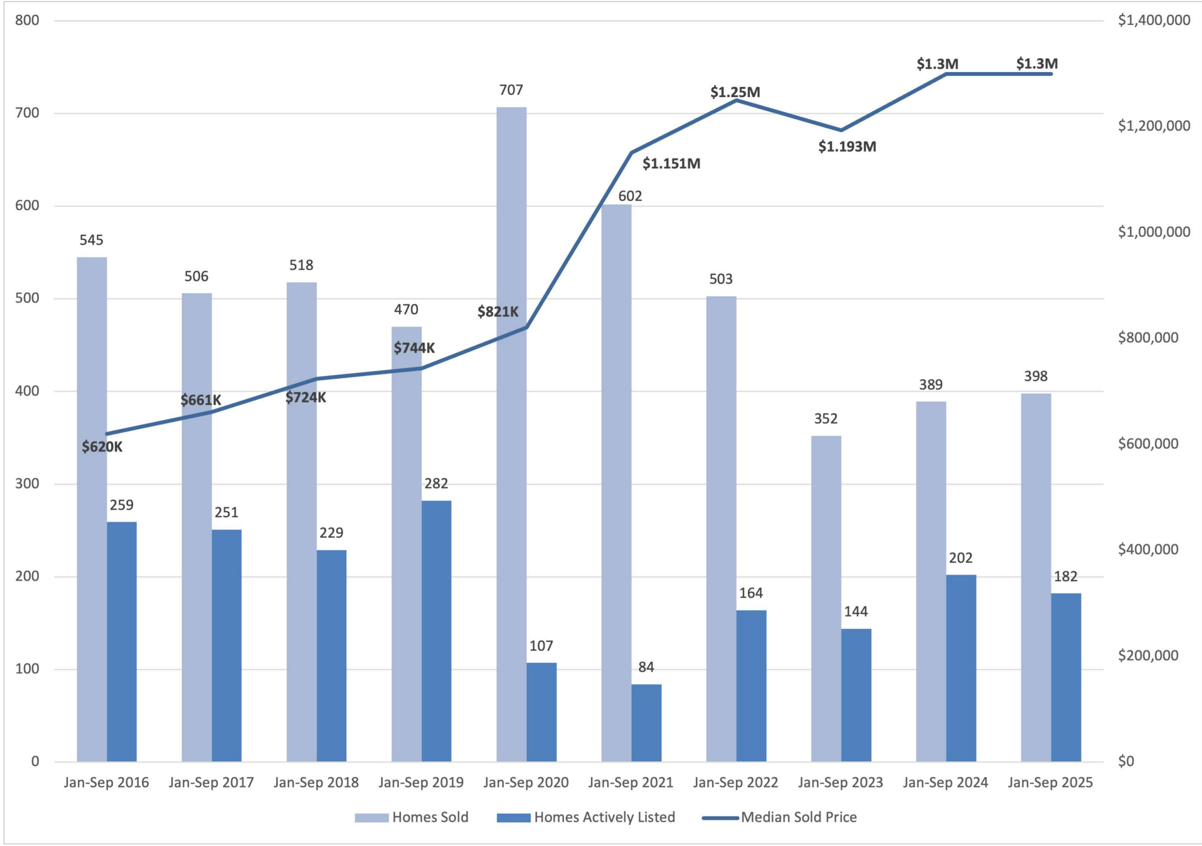
Average Days on Market was 159 days, a 53% increase from 2024.

17 of 20 (85%) homes sold over $5 million. All homes 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



POINTS *of* INTEREST

January - September 2025

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

Median price remained the same as 2024.

Average Days on Market was 50 days, a 16% increase from 2024.

29 of 398 (7%) homes sold over $5 million. 116 homes (29%) 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 $1.55 billion, including 90 lakefronts totaling over $843 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.

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