

TAHOE LUXURY
PROPERTIES®
REAL ESTATE SALES & VACATION RENTALS



*A standout start to 2025:
This West Shore lakefront estate closed in January, with the Dietz Group proudly representing the sellers.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

YEAR END 2025

LAKE TAHOE REAL ESTATE

MARKET REPORT

JANUARY - DECEMBER 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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CA DRE #01403242 | NV RED #B0027100

Source: Tahoe Sierra MLS and Incline Village MLS

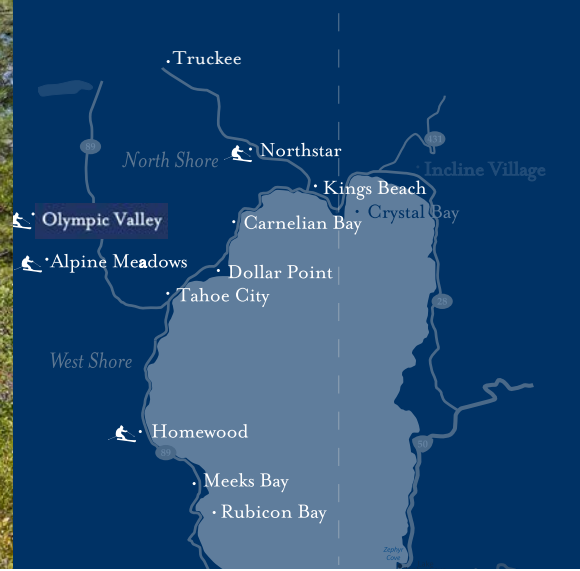
MARKET ANALYSIS

As overall sales volume increased by 10% year over year, the 2025 Lake Tahoe real estate market reflected sustained buyer interest and steady momentum. Median home prices and average days on market rose only slightly compared to 2024, signaling a market that remained active. Homes that were priced competitively and presented well continued to sell efficiently, while properties requiring updates or aggressive pricing adjustments experienced longer marketing periods, reinforcing the importance of strategic positioning.

Lakefront properties remained a defining strength of the 2025 market. Demand in this segment stayed strong, with performance outpacing broader regional trends. Notably, while median prices and average days on market declined compared to 2024, sales volume increased by 35% year over year, indicating renewed transactional activity at the highest level of the market. An impressive 89% of lakefront sales closed above \$5 million, underscoring the depth of demand among luxury buyers seeking premier Tahoe properties.

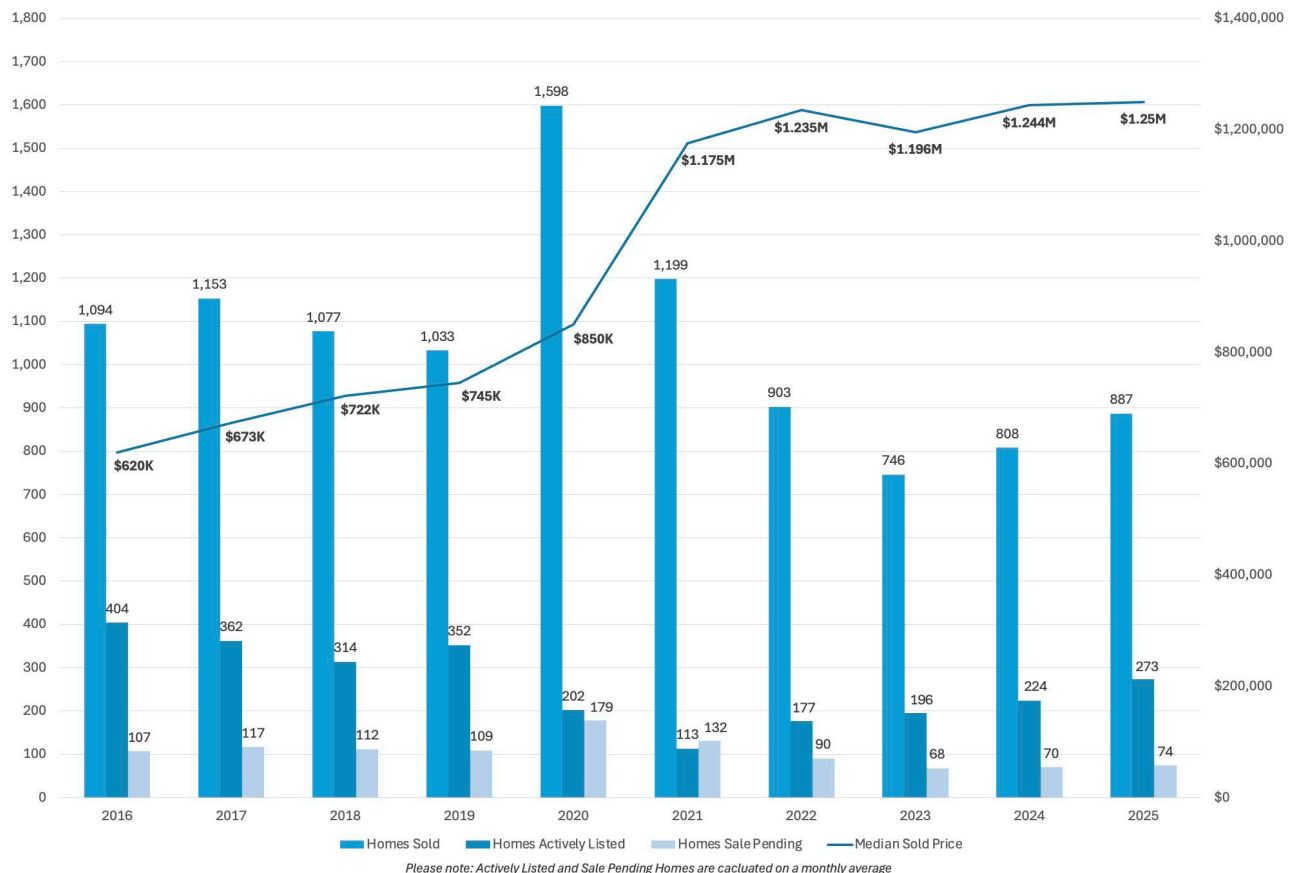
Looking toward 2026, market fundamentals point to continued stability with opportunities for both buyers and sellers. Increased inventory and a more discerning buyer pool suggest a balanced environment, where thoughtful pricing, quality presentation, and expert market guidance will remain key drivers of success particularly in Lake Tahoe's most desirable neighborhoods and luxury segments.





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



Please note: Actively Listed and Sale Pending Homes are calculated on a monthly average

POINTS of INTEREST

January - December 2025

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

Median price increased .5% year over year.

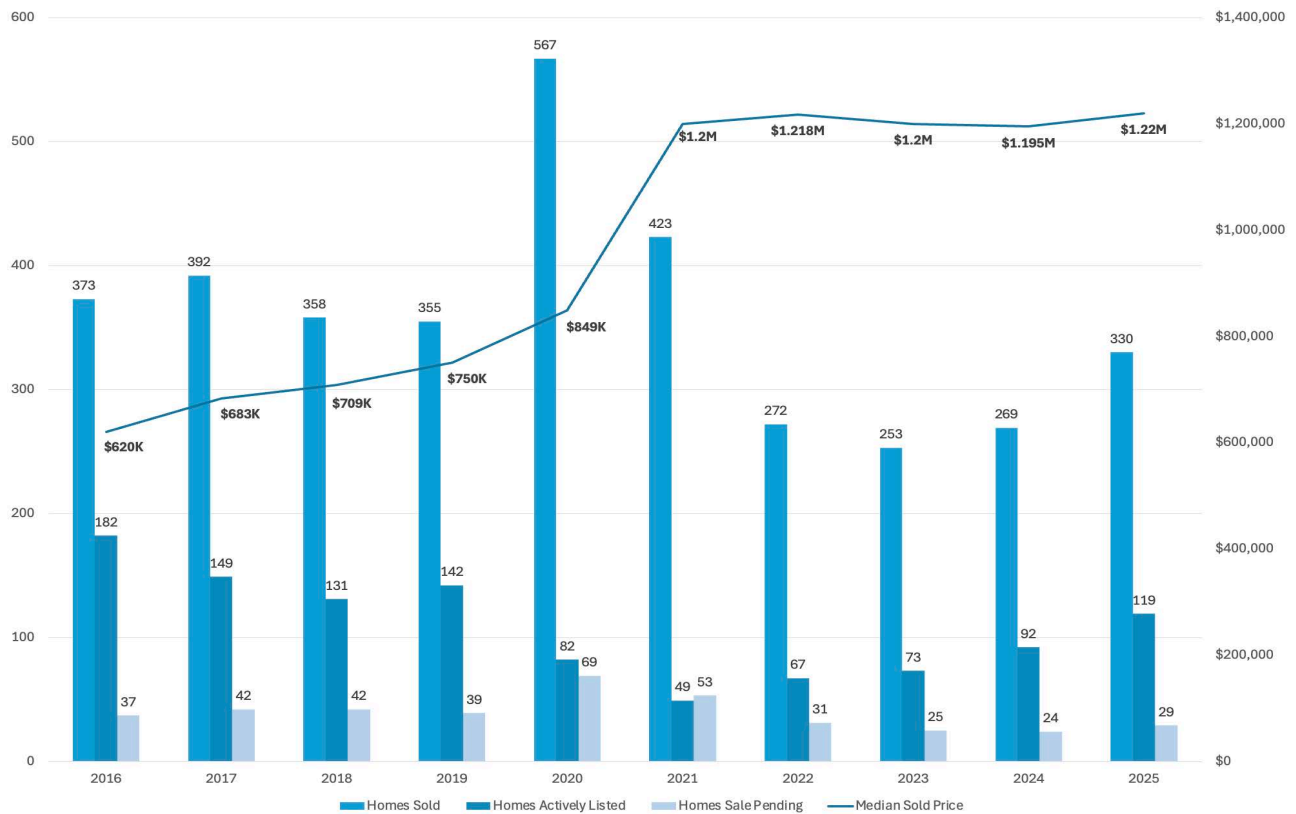
Average Days on Market was 58 days, a 4% increase over 2024.

59 of 887 (7%) homes sold over \$5 million. 234 homes (26%) 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



Please note: Actively Listed and Sale Pending Homes are calculated on a monthly average

POINTS of INTEREST

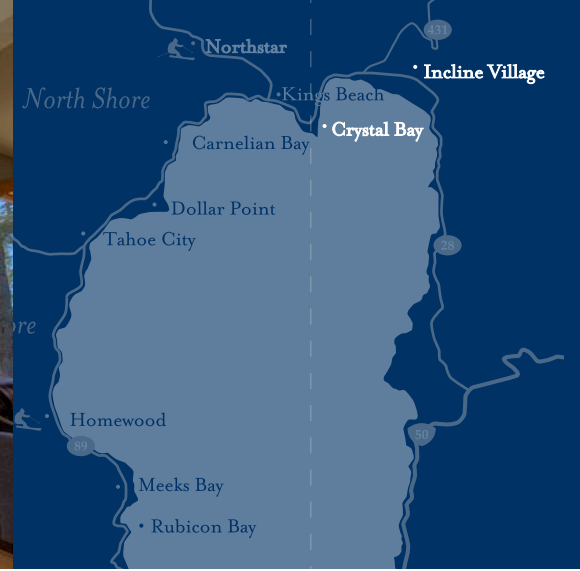
January - December 2025

Single-family homes sold increased 23% year over year.

Median price increased 2% year over year.

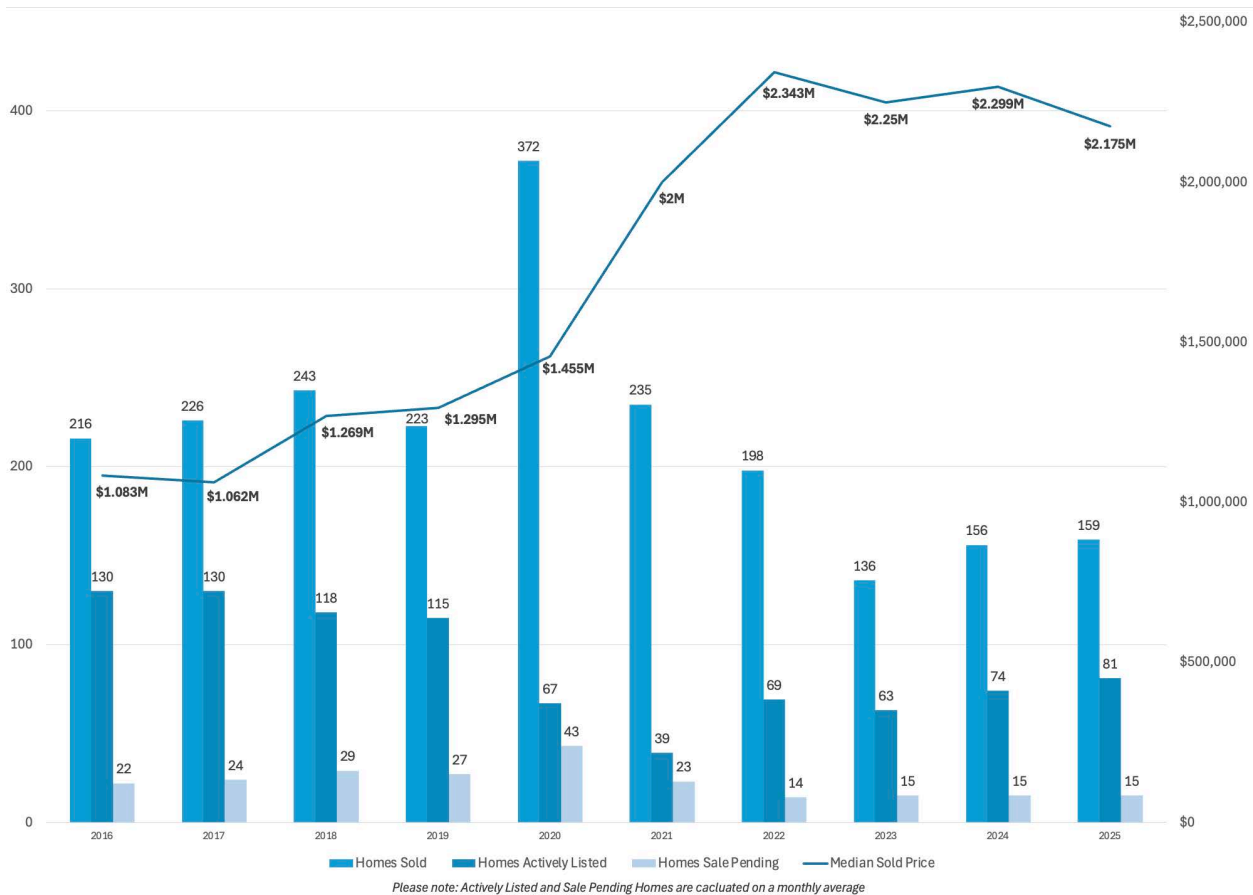
Average Days on Market was 71 days, a 1% increase over 2024.

21 of 330 (6%) homes sold over \$5 million. 79 homes (24%) sold over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



POINTS of INTEREST

January - December 2025

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

Median price decreased 5% year over year.

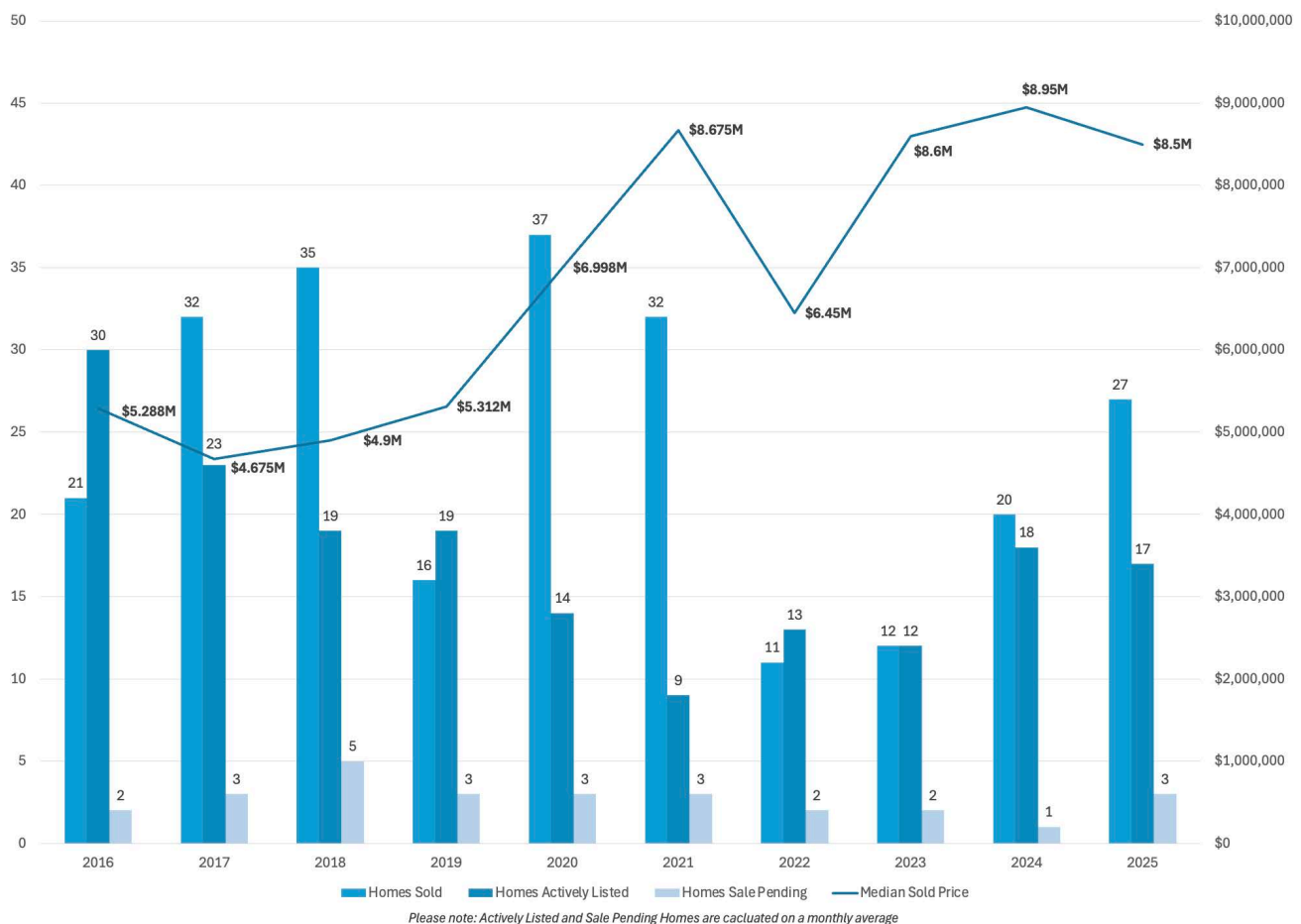
Average Days on Market was 107 days, a 9% decrease from 2024.

21 of 159 (13%) homes sold over \$5 million. 101 homes (64%) sold over \$2 million.



LAKEFRONTS

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



POINTS of INTEREST

January - December 2025

Single-family homes sold increased 35% year over year.

Median price decreased 5% year over year.

Average Days on Market was 134 days, a 8% decrease from 2024.

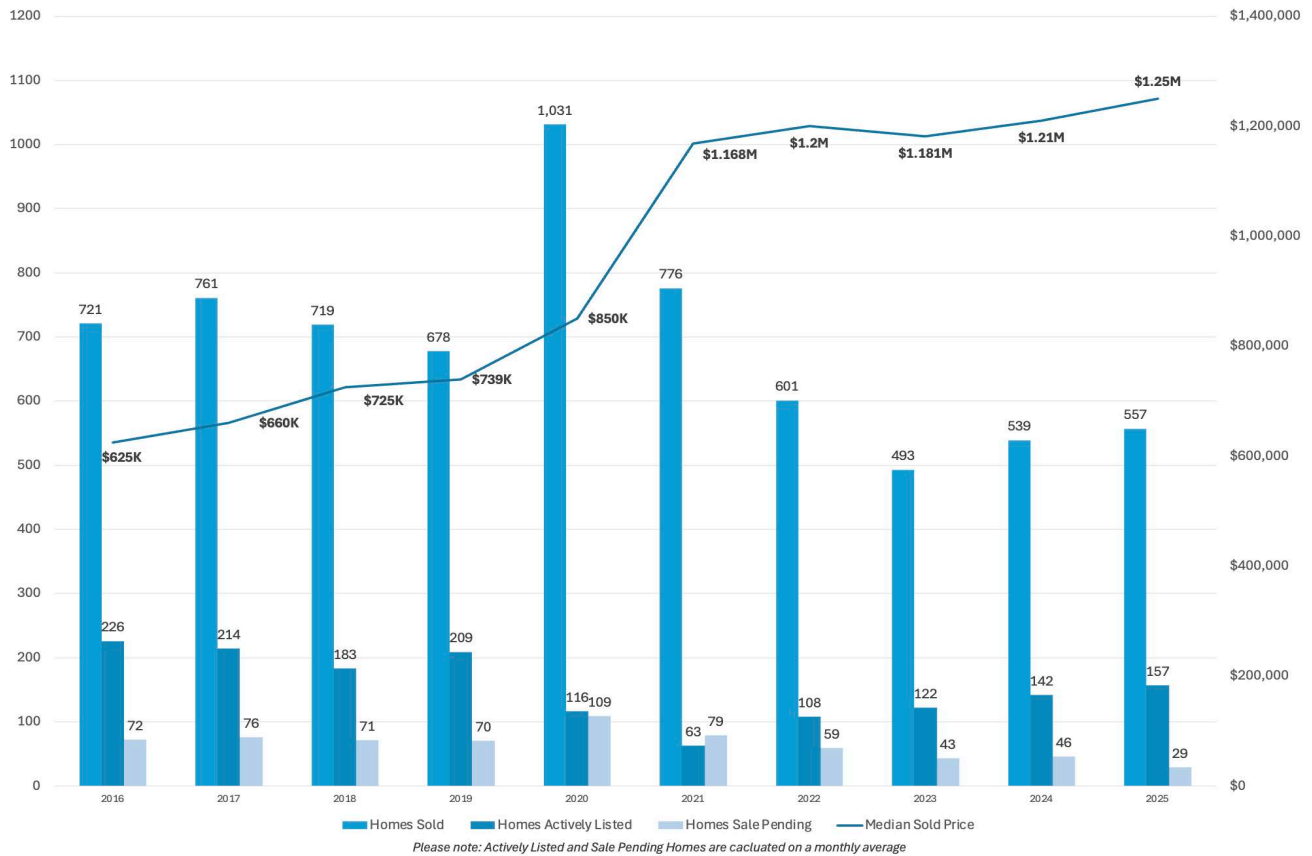
24 of 27 (89%) homes sold over \$5 million. All homes sold for over \$2 million.

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 - December 2025

Single-family homes sold increased 3% year over year.

Median price increased 3% year over year.

Average Days on Market was 51 days, a 4% increase from 2024.

38 of 557 (7%) homes sold over \$5 million. 155 homes (28%) 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 \$1.6 billion, including 92 lakefronts totaling over \$927 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.

