



*This riverfront home sold for \$4,600,000 on 12.17.20.
Bill Dietz represented both buyer and seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

YEAR END 2020

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YEAR END 2020

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

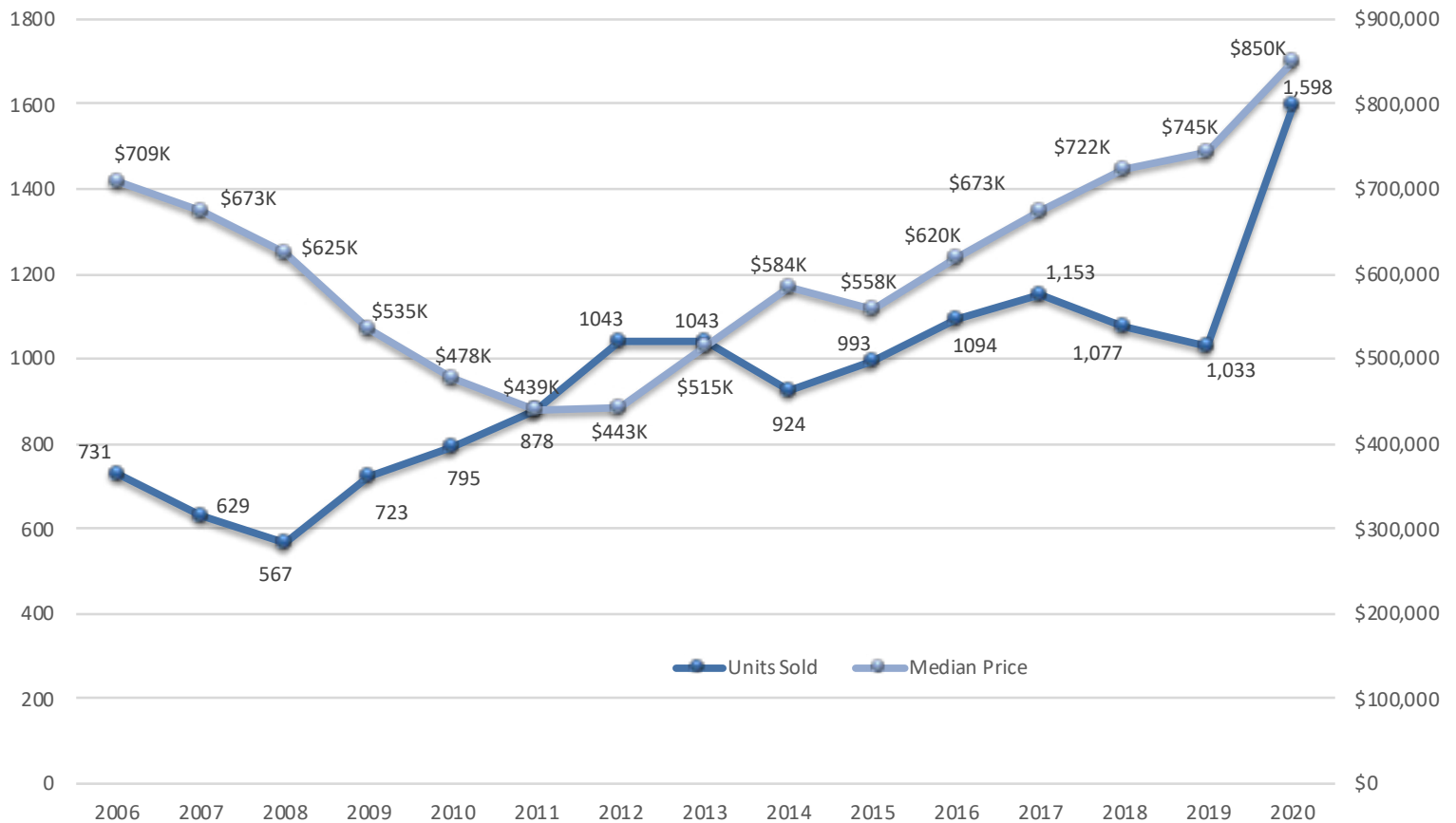
As a result of the pandemic and Lake Tahoe's prime location as an escape from nearby urban centers, 2020 saw dramatic and unprecedented sales activity. The number of homes sold increased by over 50% year over year in all micro-regions, and demand consistently exceeded supply. This, in turn, stirred a frenzy of buying, which affected prices. We saw over 10% increases in the median price of homes sold in each micro-region. Ultimately, we reached historic highs of both median price and sales volume across the board, with the minor exception of lakefront sales reaching the second highest sales volume in history (but still a 131% increase in homes sold over last year). While the Tahoe Sierra MLS saw 14% of home sales over \$2 million, Incline Village & Crystal Bay showed 33% of sales over \$2 million. With the end of the pandemic nowhere in sight and California continuing to be plagued by Stay at Home Orders, Tahoe remains desirable and demand continues into 2021. Fundamental shifts in behavioral and work patterns driven by COVID should keep Tahoe in the sights of buyers for at least the next 12-18 months. The 2020 run up in sales volume and pricing should temper some in 2021, but low inventory and strong buyer demand will keep appreciation rates in the high single digits through the upcoming year. Expect prices to continue to rise and multiple offer scenarios to remain commonplace. Buyers prepared with competitive and aggressive offers will be the ones to secure their piece of the Tahoe real estate pie.





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 - December 2020

POINTS of INTEREST

Single-family homes sold increased 55% year over year.

Median price increased 14% year over year and is on a 5-year growth trend.

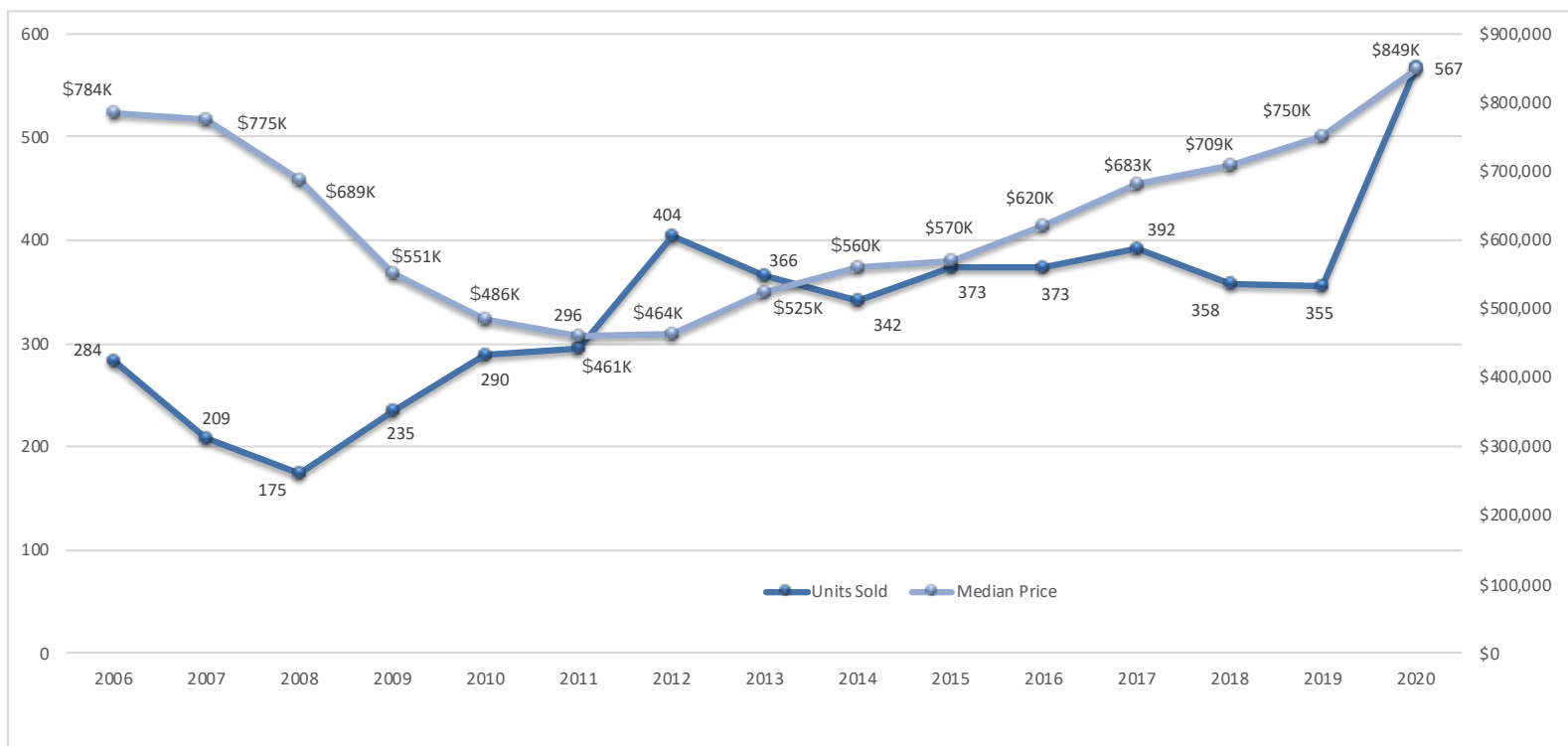
Median price and sales volume reached 15-year highs.

225 of 1,598 homes (14%) 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 - December 2020

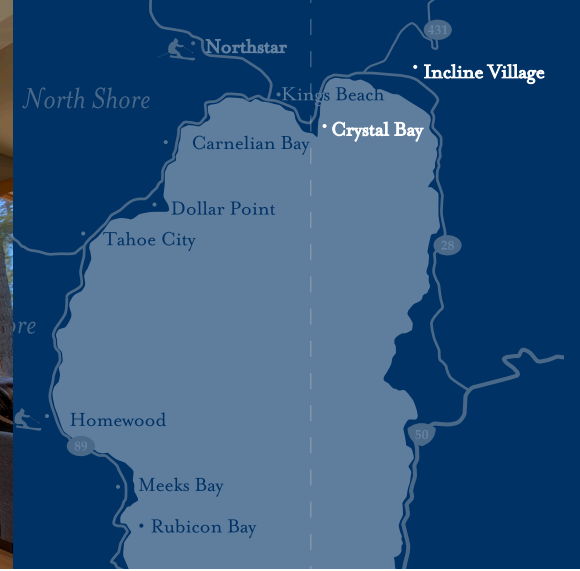
POINTS of INTEREST

Single-family homes sold increased 60% year over year.

Median price increased 13% year over year and is on a 9-year growth trend.

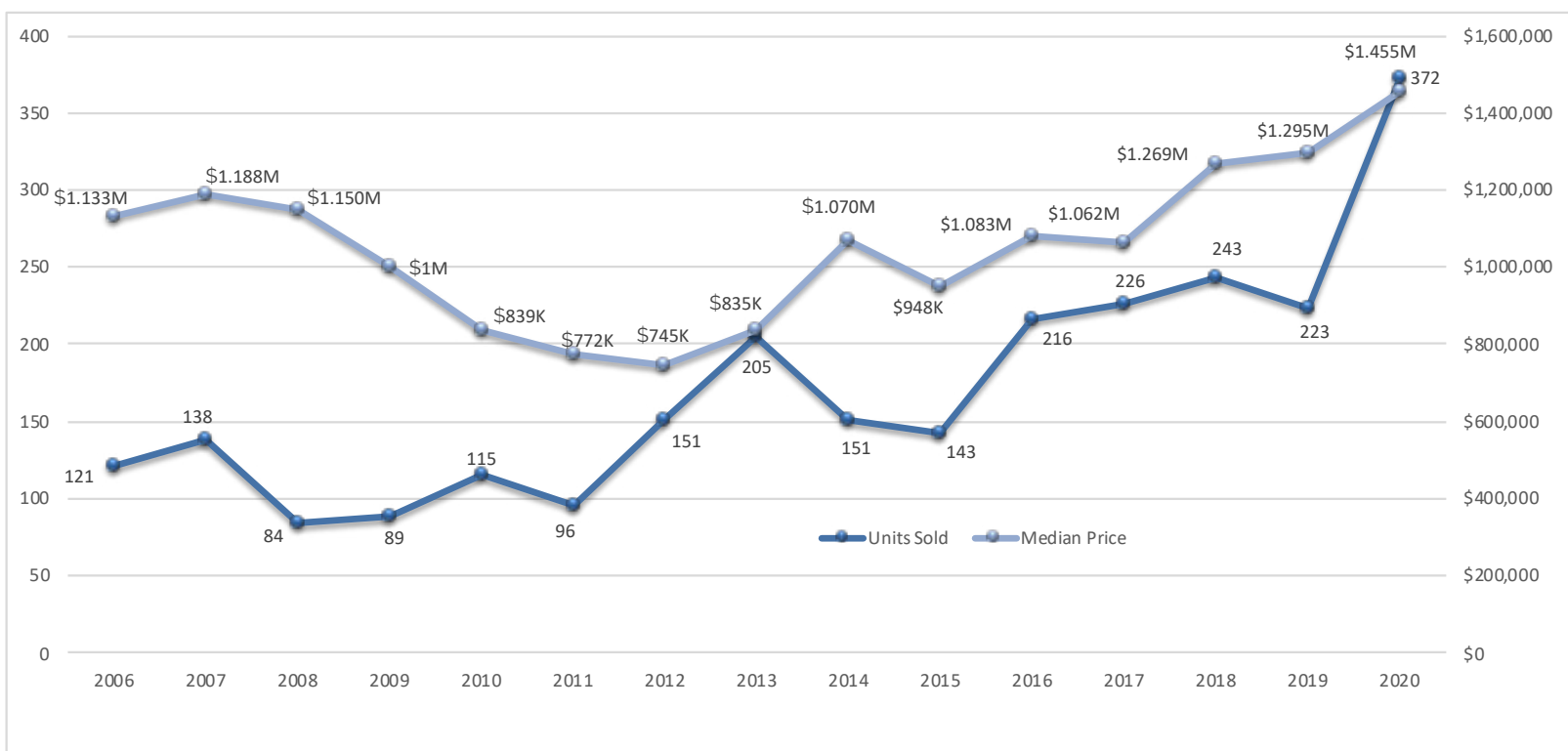
Median price and sales volume reached 15-year highs.

67 of 567 homes (12%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



January - December 2020

POINTS of INTEREST

Single-family homes sold increased 66% year over year.

Median price increased 12% year over year.

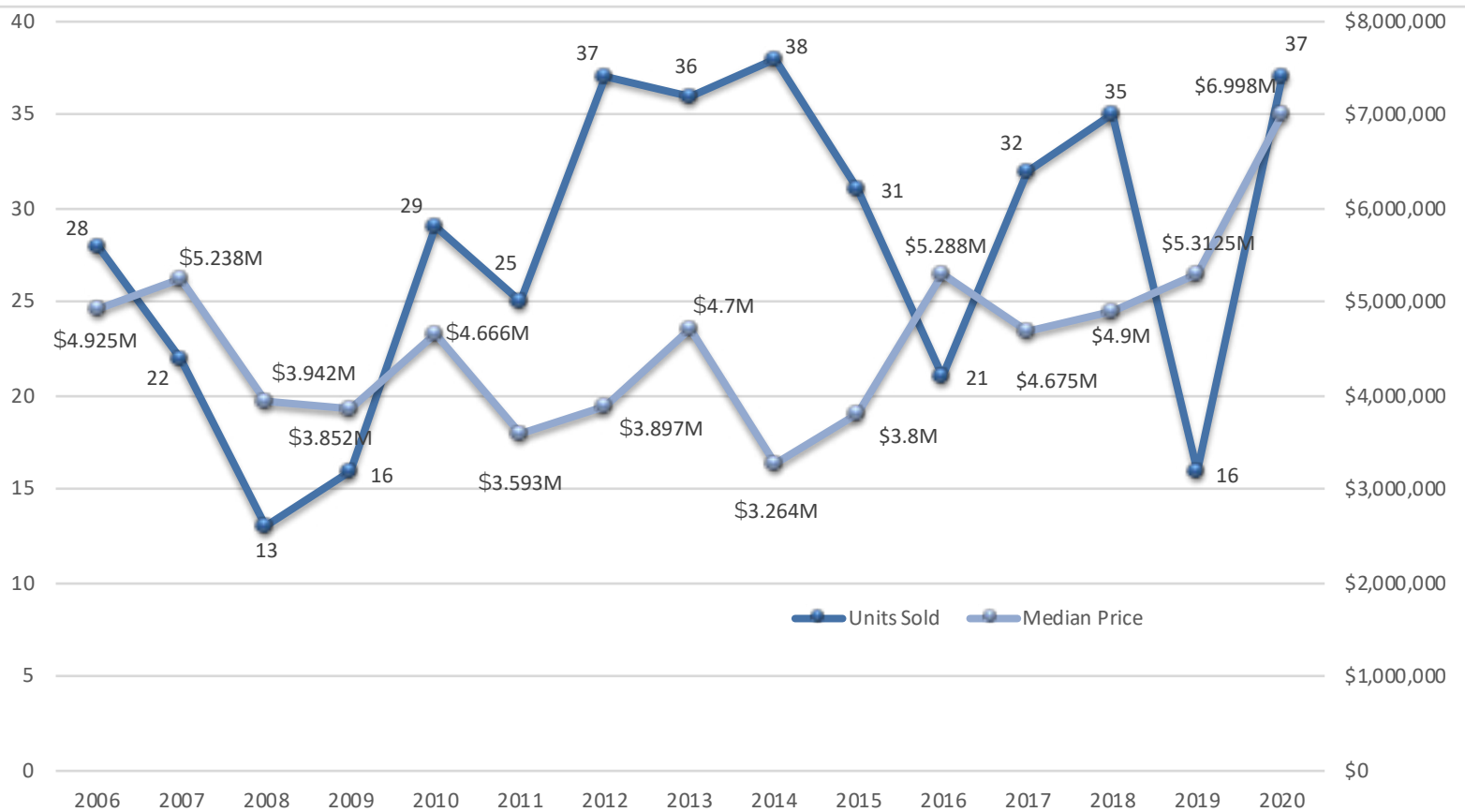
Median price and sales volume reached 15-year highs.

123 of 372 homes (33%) sold for over \$2 million.



LAKEFRONTS

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



January - December 2020

Single-family homes sold increased 131% year over year.

Median price increased 32% year over year, reaching a 15-year high.

37 of 37 homes (100%) sold for over \$2 million.

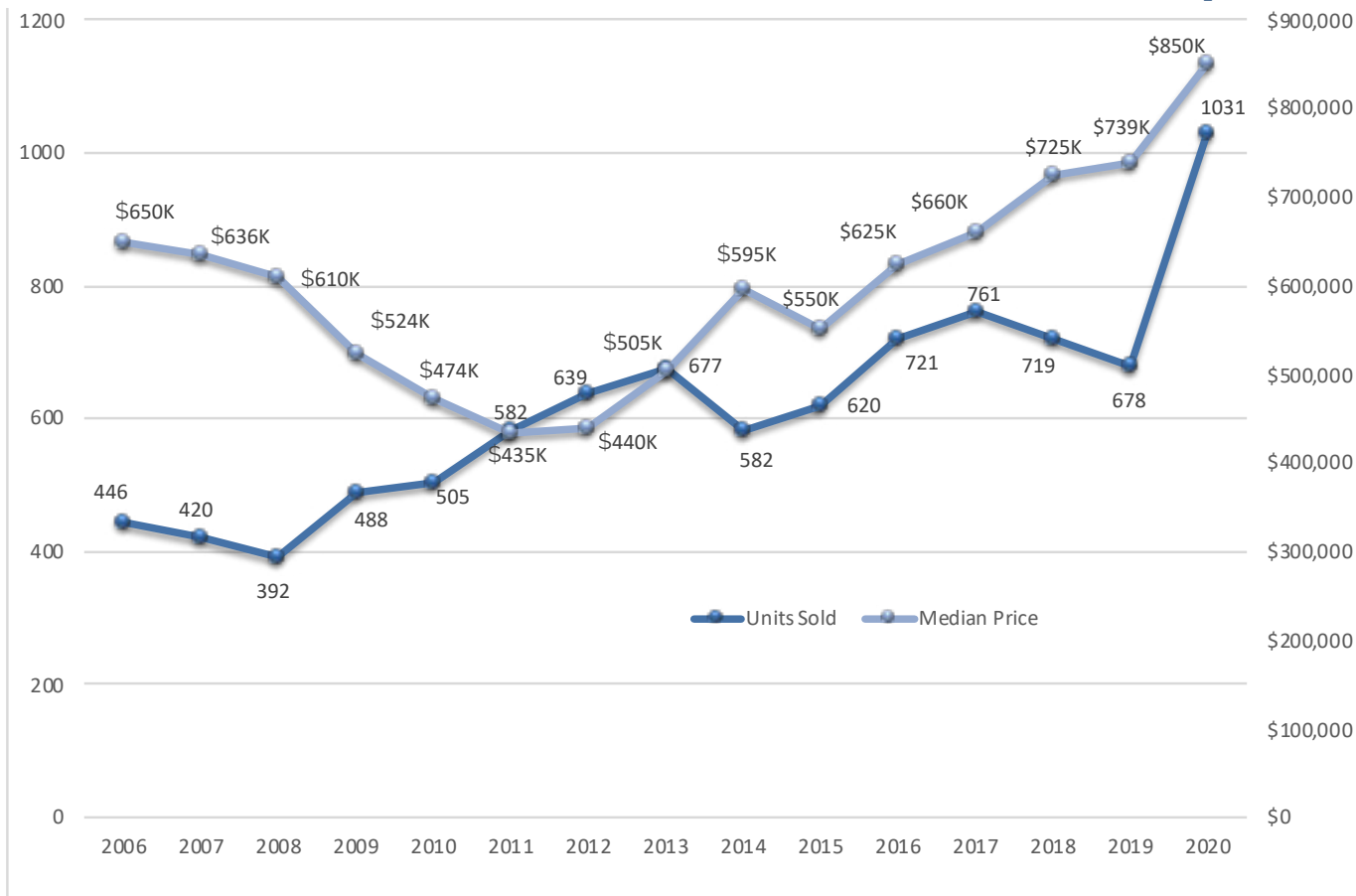
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

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 - December 2020

POINTS *of*
INTEREST

Single-family homes sold increased by 52% year over year.

Median price increased by 15% year over year and is on a 5-year growth trend.

Median price and sales volume reached 15-year highs.

158 of 1031 homes (15%) sold for over \$2 million.

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 \$911 million, including 67 lakefronts totaling over \$498 million.

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.

