



TAHOE LUXURY
PROPERTIES®

REAL ESTATE SALES & VACATION RENTALS



*This Tahoe City West Shore lakefront estate sold off-market for an undisclosed amount on 5.27.22.
The Dietz Group represented the seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

MID-YEAR 2022

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MARKET REPORT
MID-YEAR 2022

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

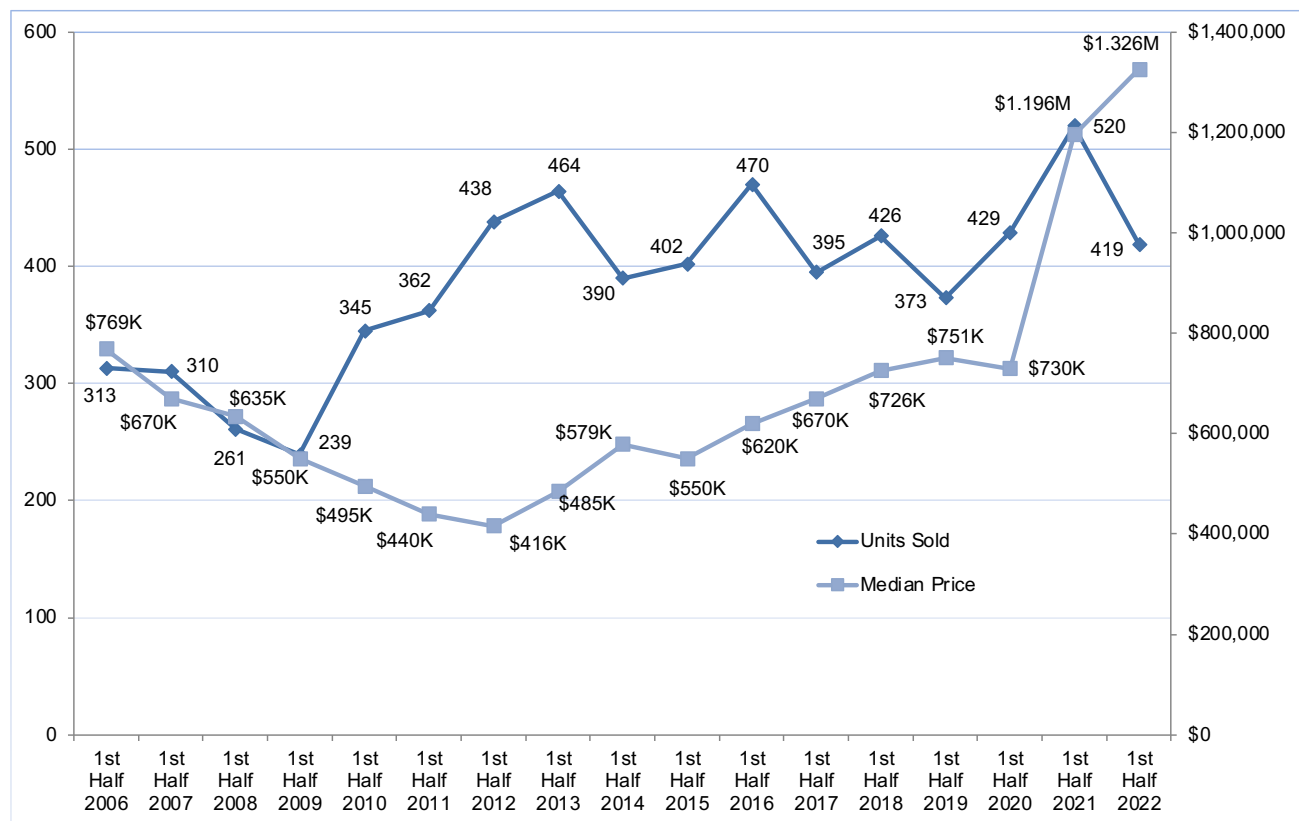
In the first half of 2022, each micro-region saw a decrease in the number of single-family homes sold. With the exception of the lakefront report (which has a very small sample size and excludes a notable off-market sale), all micro-regions saw an increase in median price. Interestingly, while median price has continued to increase, the growth rate itself has slowed. In the month of June alone, we saw the number of listings in the Tahoe Sierra MLS increase 71% year over year, indicating a shift that begins to favor buyers. Since the onset of the pandemic, we have seen high demand and sparse inventory, leaving buyers to compete for the limited homes on the market, which, in turn, drove prices up. As more inventory becomes available and sales volume decreases, buyers are no longer as motivated to pay pandemic-influenced pricing. The first half of 2022 reflects the market positioning we have seen since the beginning of COVID, with low inventory, strong demand and significant price increases. However, the frantic pace appears to be reaching a plateau. While demand remains strong, supply is increasing, which may be the first indication that the market is leveling.





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 - June 2022

Single-family homes sold decreased 19% year over year.

Median price increased 11% year over year.

Median price reached an historic high, increasing 82% in two years.

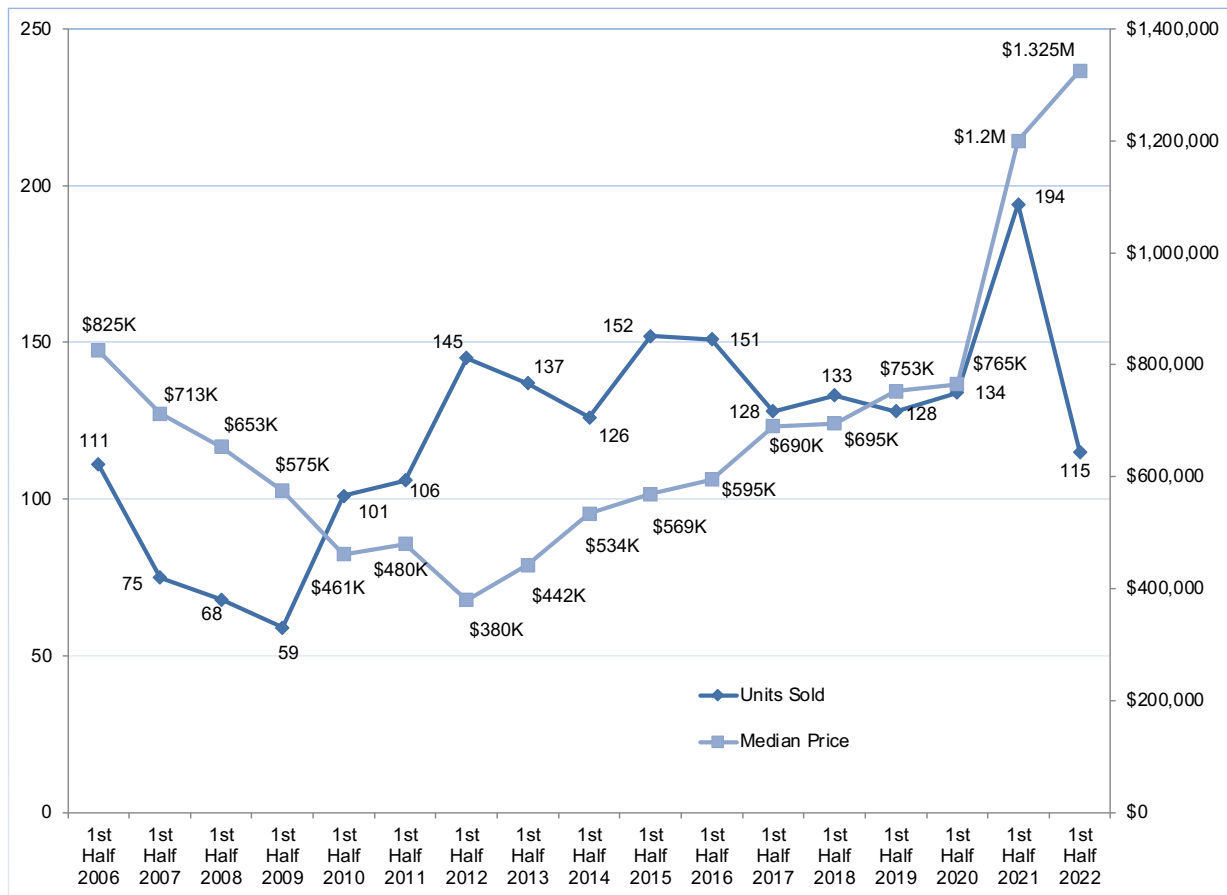
118 of 419 homes (28%) sold over \$2 million.

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 Olympic Valley



POINTS of
INTEREST

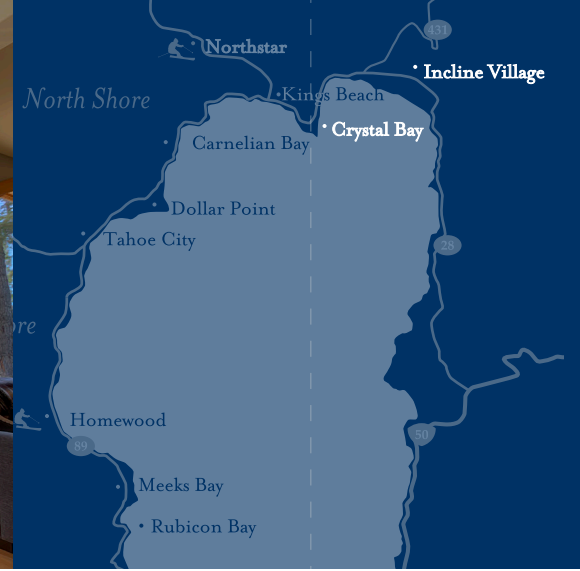
January - June 2022

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

Median price increased 10% year over year and is on a 10-year growth trend.

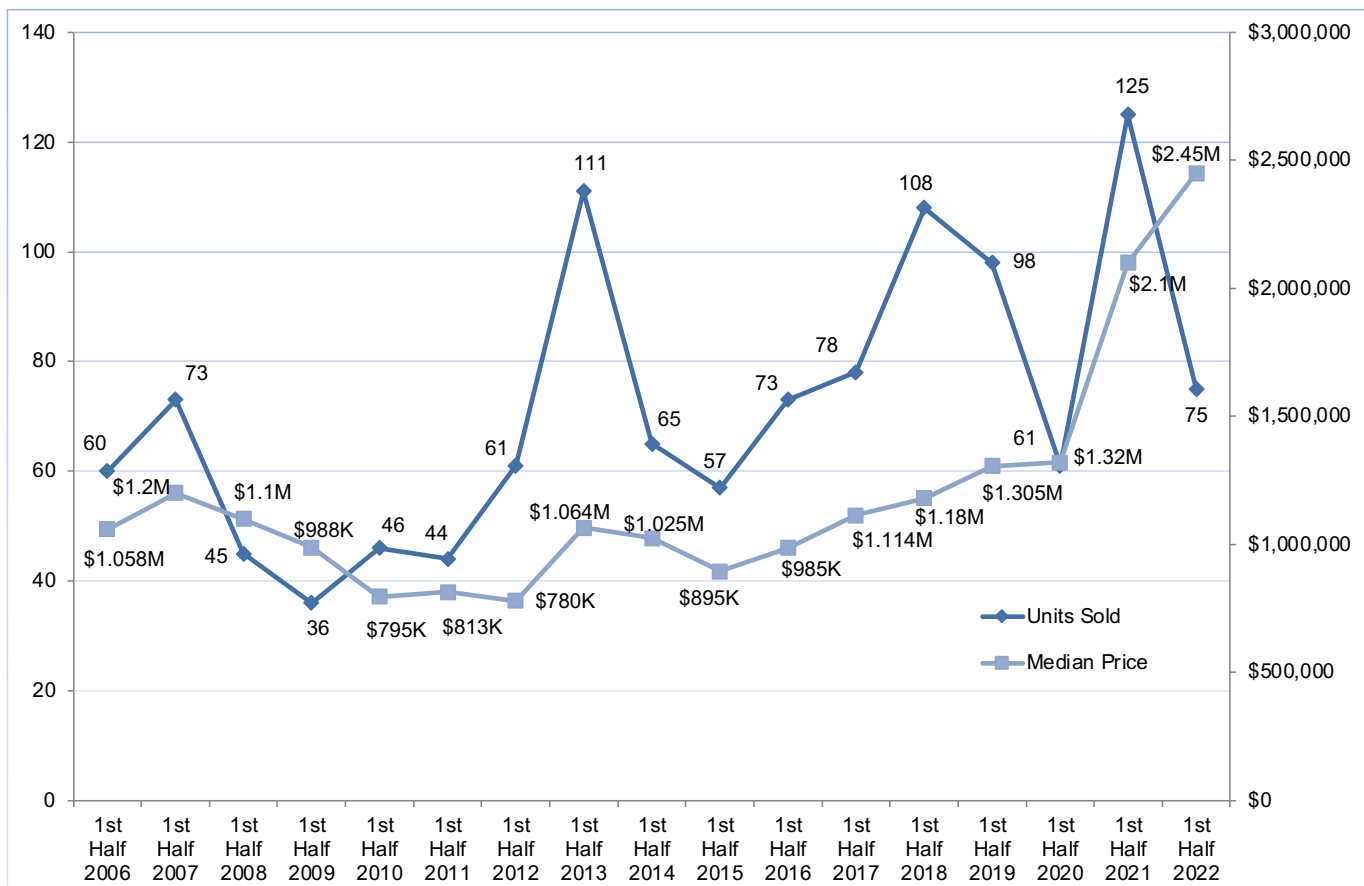
Median price reached an historic high, increasing 73% in two years.

32 of 115 homes (28%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



POINTS of INTEREST

January - June 2022

Single-family homes sold decreased 40% year over year.

Median price increased 17% year over year and is on a 7-year growth trend.

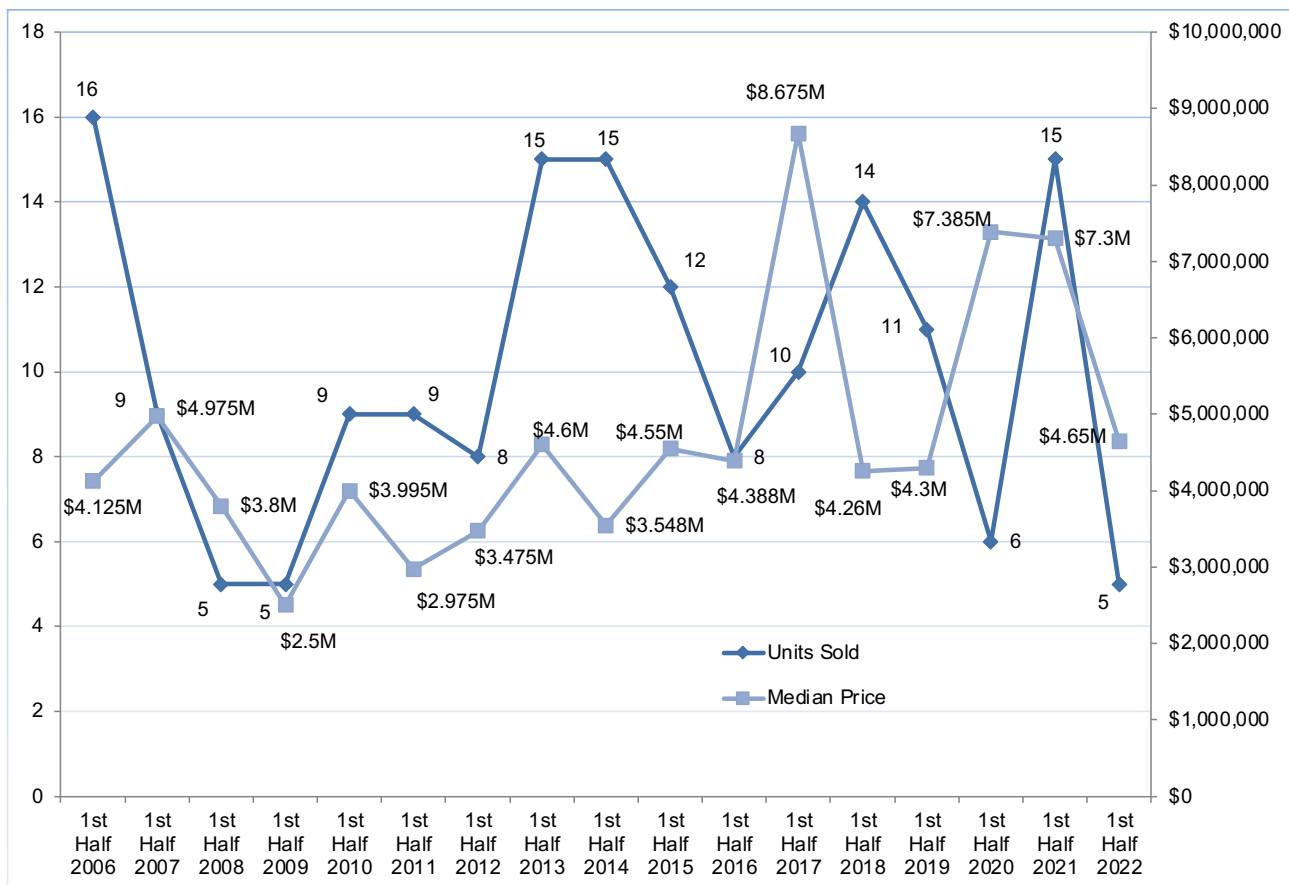
Median price reached an historic high, increasing 86% in two years.

48 of 75 homes (64%) sold for over \$2 million.



LAKEFRONTS

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



POINTS of
INTEREST

January - June 2022

Single-family homes sold decreased 67% year over year.

Median price decreased 36% year over year.

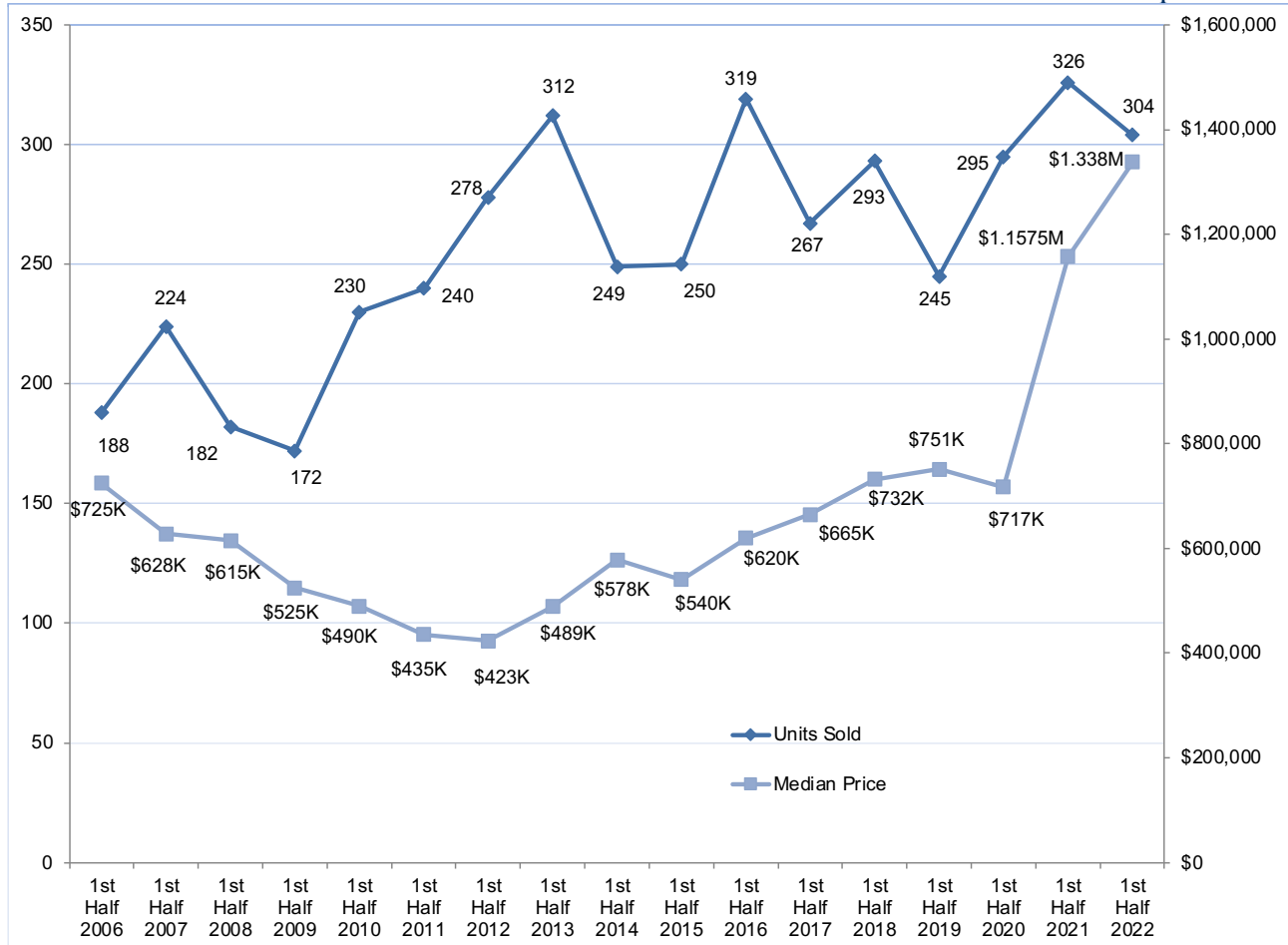
5 of 5 homes (100%) sold for over \$2 million.

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



TRUCKEE

Single-family homes in Truckee including Downtown Truckee, Glenshire, Prosser, Tahoe Donner, Donner Lake, Donner Summit, Sierra Meadows, Old Greenwood, Northstar, Martis Camp & Lahotan



POINTS of INTEREST

January - June 2022

Single-family homes sold decreased by 7% year over year.

Median price increased by 16% year over year.

Median price reached an historic high, increasing 87% in two years.

86 of 304 homes (28%) 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 and the Dietz Group have sold over \$1.23 billion, including 79 lakefronts totaling over \$698 million in lakefront sales in both California and Nevada.

The Dietz Group closed 2021 with \$222,254,000 in real estate sales, including eight lakefront homes (representing 11 sides), totaling \$146,987,500 in lakefront sales, in a single year. In the first half of 2022, the Dietz Group has sold \$92,591,200 in real estate.

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.

