



This Northstar home sold for \$3,100,000 on 4.17.19
Bill Dietz represented the seller.

LAKE TAHOE REAL ESTATE

MARKET REPORT

MID-YEAR 2019

LAKE TAHOE REAL ESTATE

MID-YEAR MARKET REPORT

JANUARY - JUNE 2019

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

Prepared by
Bill Dietz, Principal Broker
BillD@TLUXP.com | 530.584.3454

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

MARKET ANALYSIS

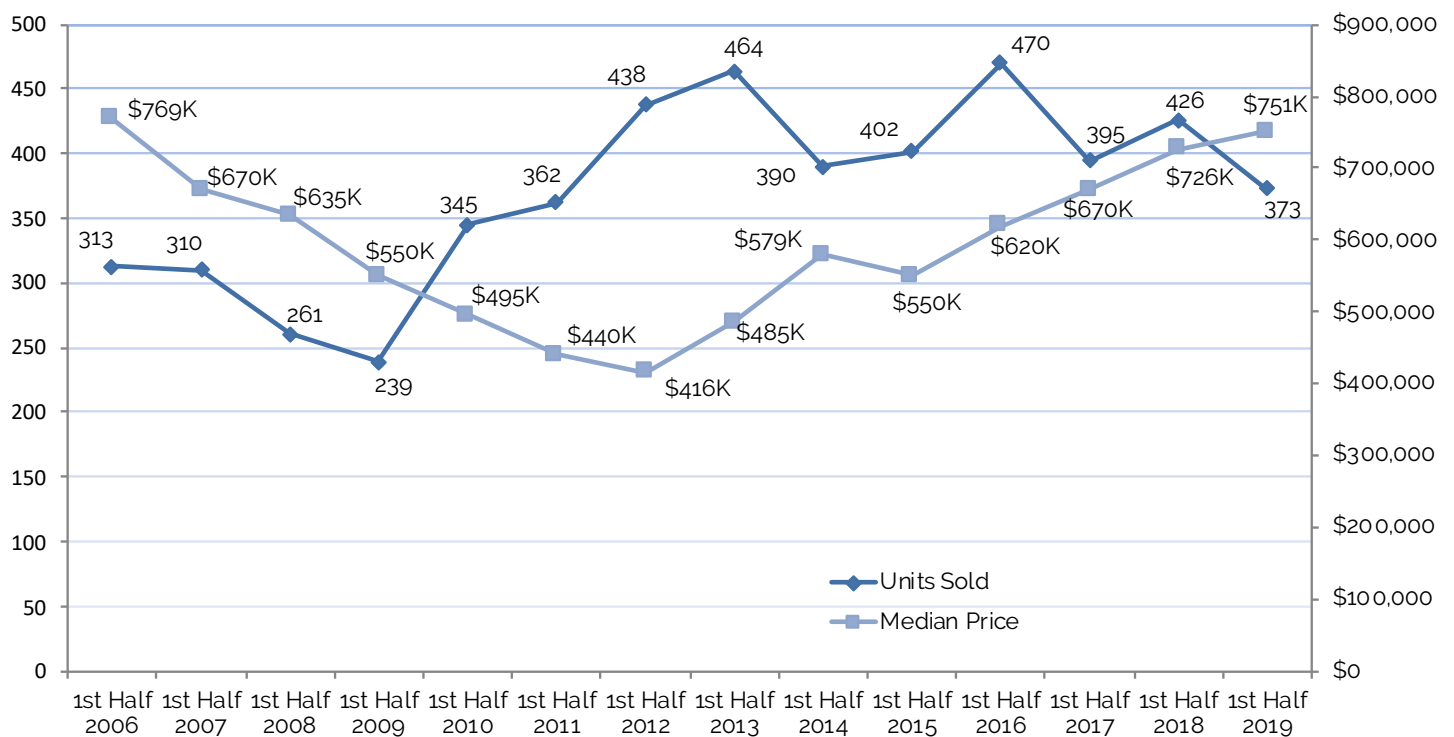
Similar to Q1 pacing, in the first half of 2019, we continue to see sales volume decrease and median price increase in all five micro-regions year over year. Interestingly, eight of the 11 lakefronts sold in Q2, picking up from only three lakefront sales in Q1 (all of which occurred in January). In Truckee and across the Tahoe Sierra MLS, 10% of homes sold over \$2M. However, in Incline Village & Crystal Bay, 21% of single-family homes sold for over \$2M in the first half of 2019. Not surprisingly, 82% of lakefront single-family homes sold over \$2M. In both Truckee and Incline Village/Crystal Bay, median price reached a 14-year high. With a limited supply of inventory keeping sales volume low, we see an increase in demand driving increases in median price. With Q3 representing the bulk of summer sales, typically the peak of real estate season in Tahoe, we will look to Q3 to determine whether the first half of 2019 represents the year's trend, or if the storyline changes with summer sales.





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 2019

POINTS *of*
INTEREST

Single-family homes sold decreased 12% year over year.

Median price increased 3% year over year.

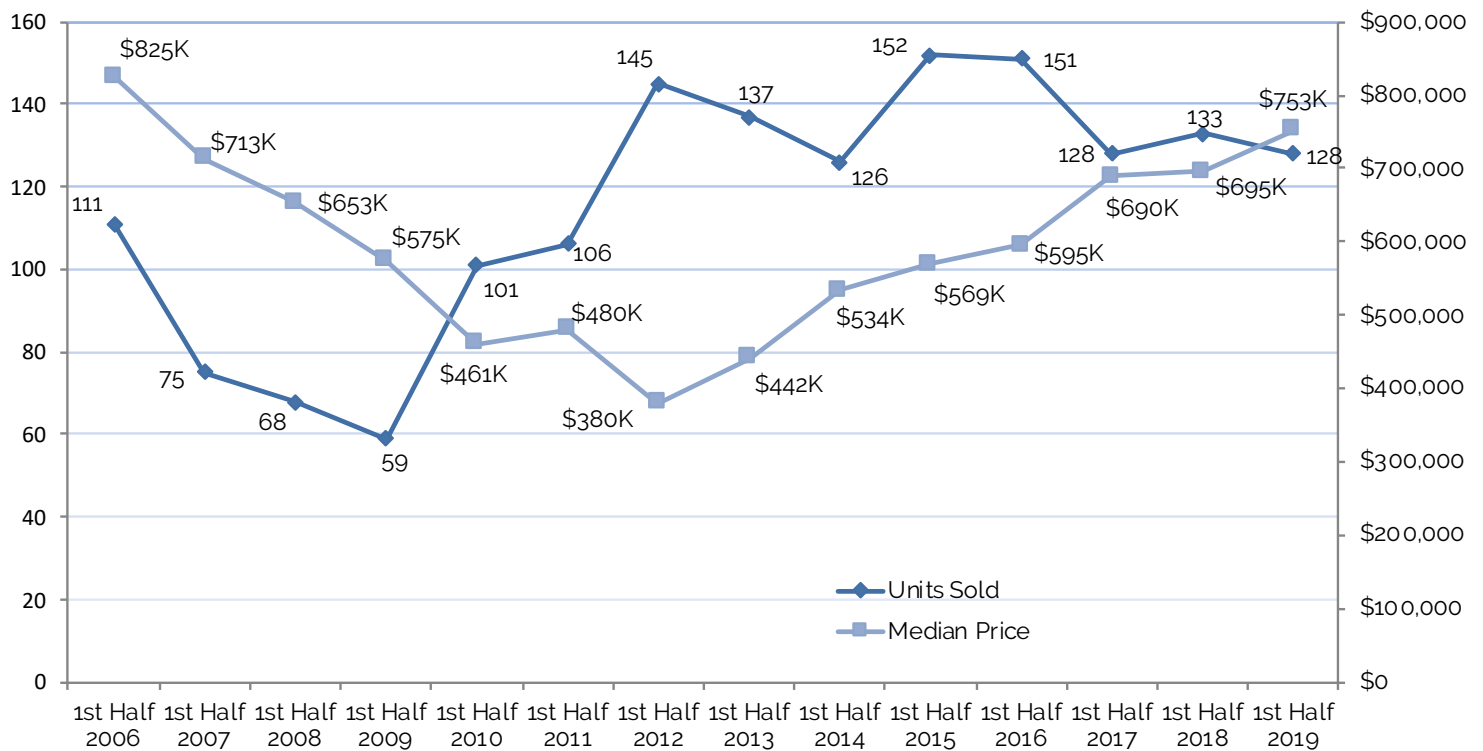
Median price is on a 4-year growth trend and is the 2nd highest in 14 years.

38 of 373 homes (10%) 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 - June 2019

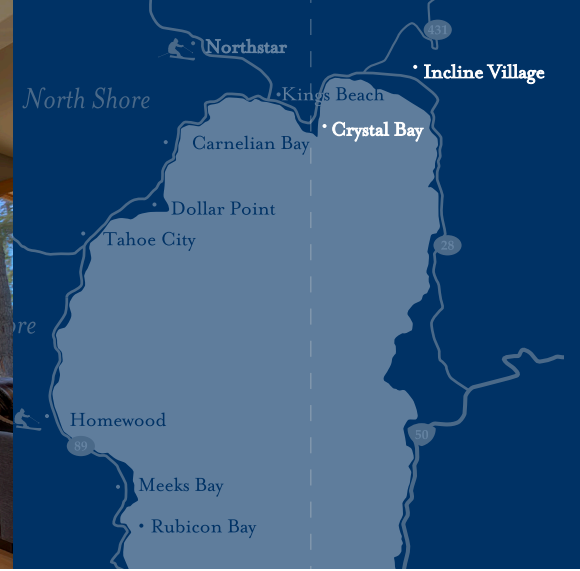
POINTS *of*
INTEREST

Single-family homes sold decreased 4% year over year.

Median price increased 8% year over year.

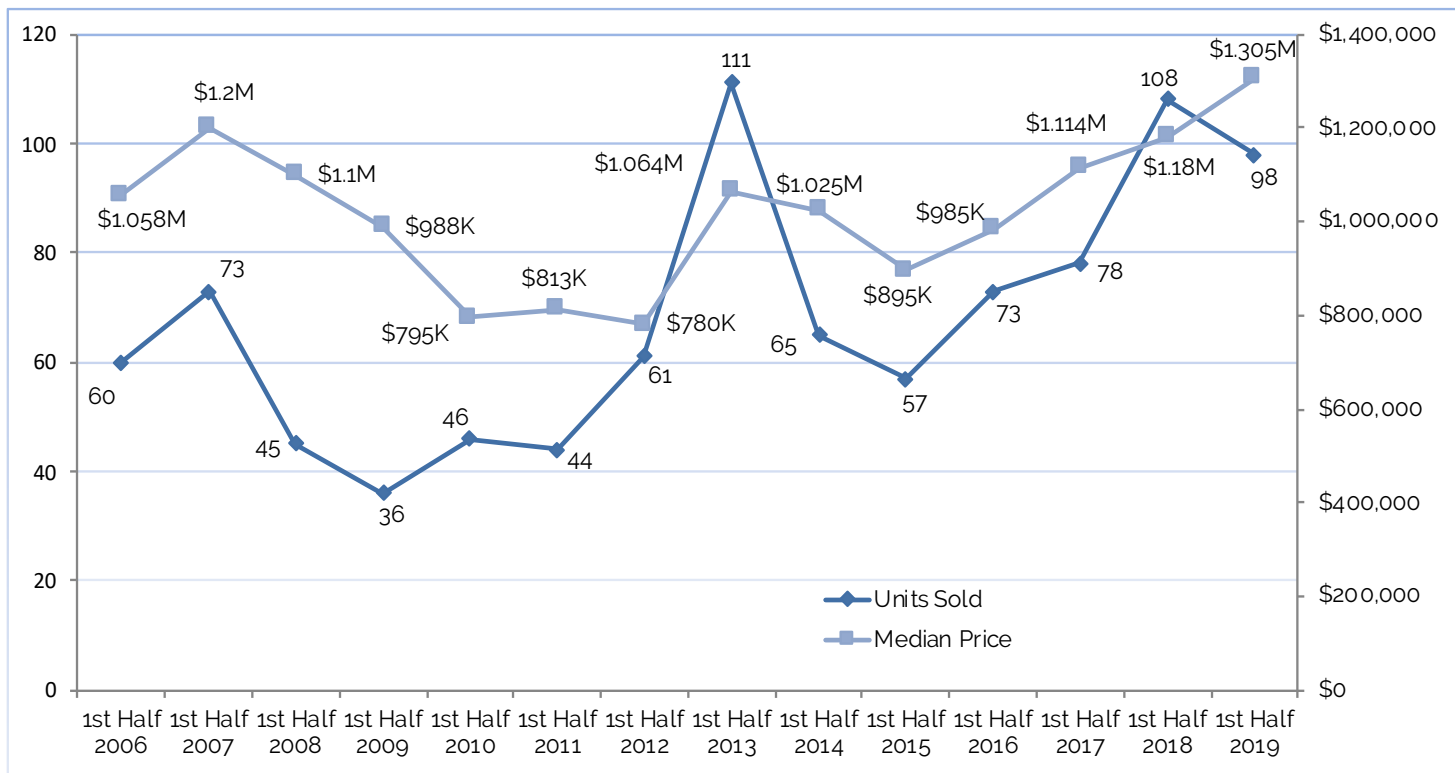
Median price is on a 7-year growth trend and is the 2nd highest in 14 years.

13 of 128 homes (10%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



January - June 2019

POINTS of INTEREST

Single-family homes sold decreased 9% year over year.

Median price increased 11% year over year, reaching a 14-year high.

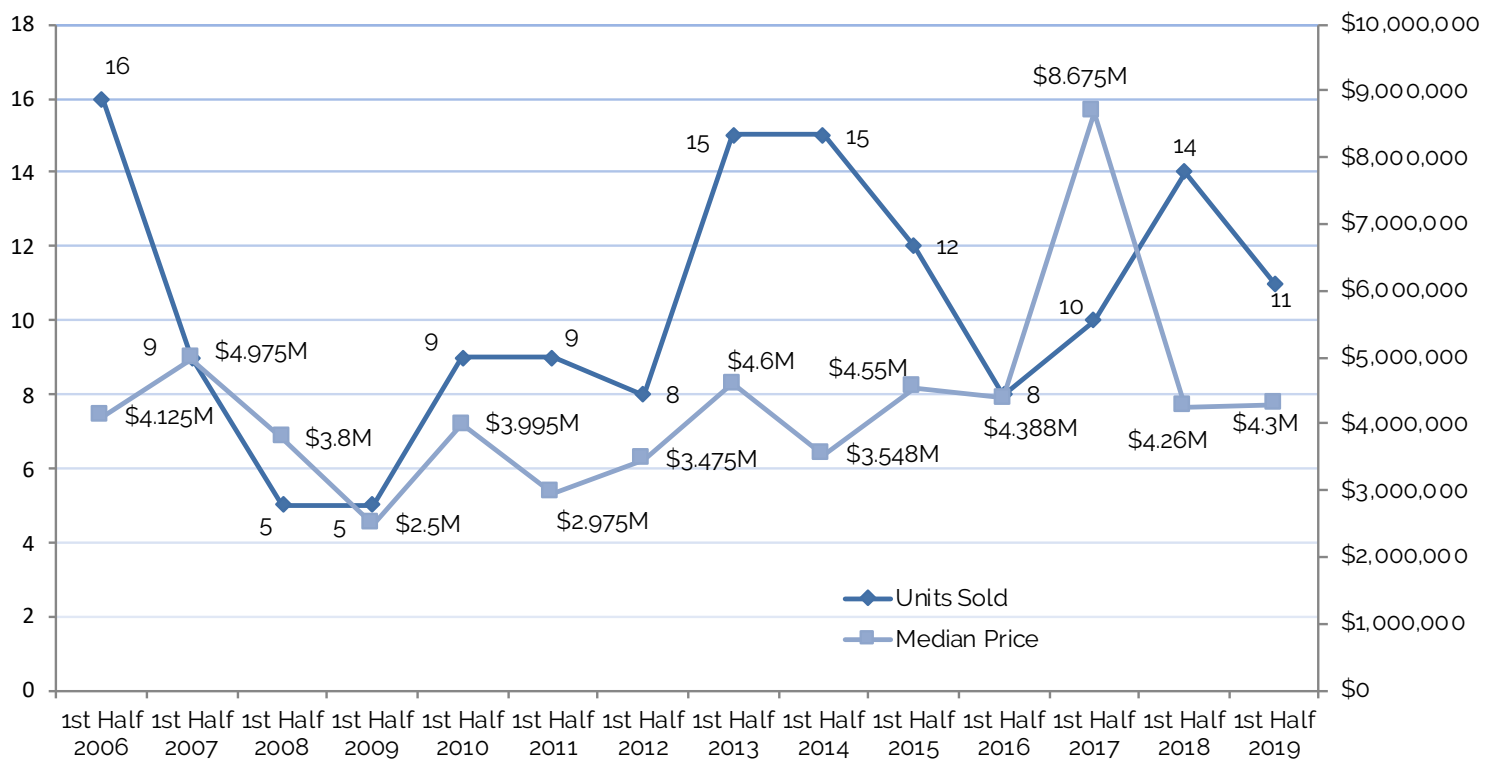
Sales volume decreased for the first time in 4 years.

21 of 98 homes (21%) sold for over \$2 million.



LAKEFRONTS

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



January - June 2019

Single-family homes sold decreased 21% year over year.

Median price increased 1% year over year.

9 of 11 homes (82%) sold for over \$2 million.

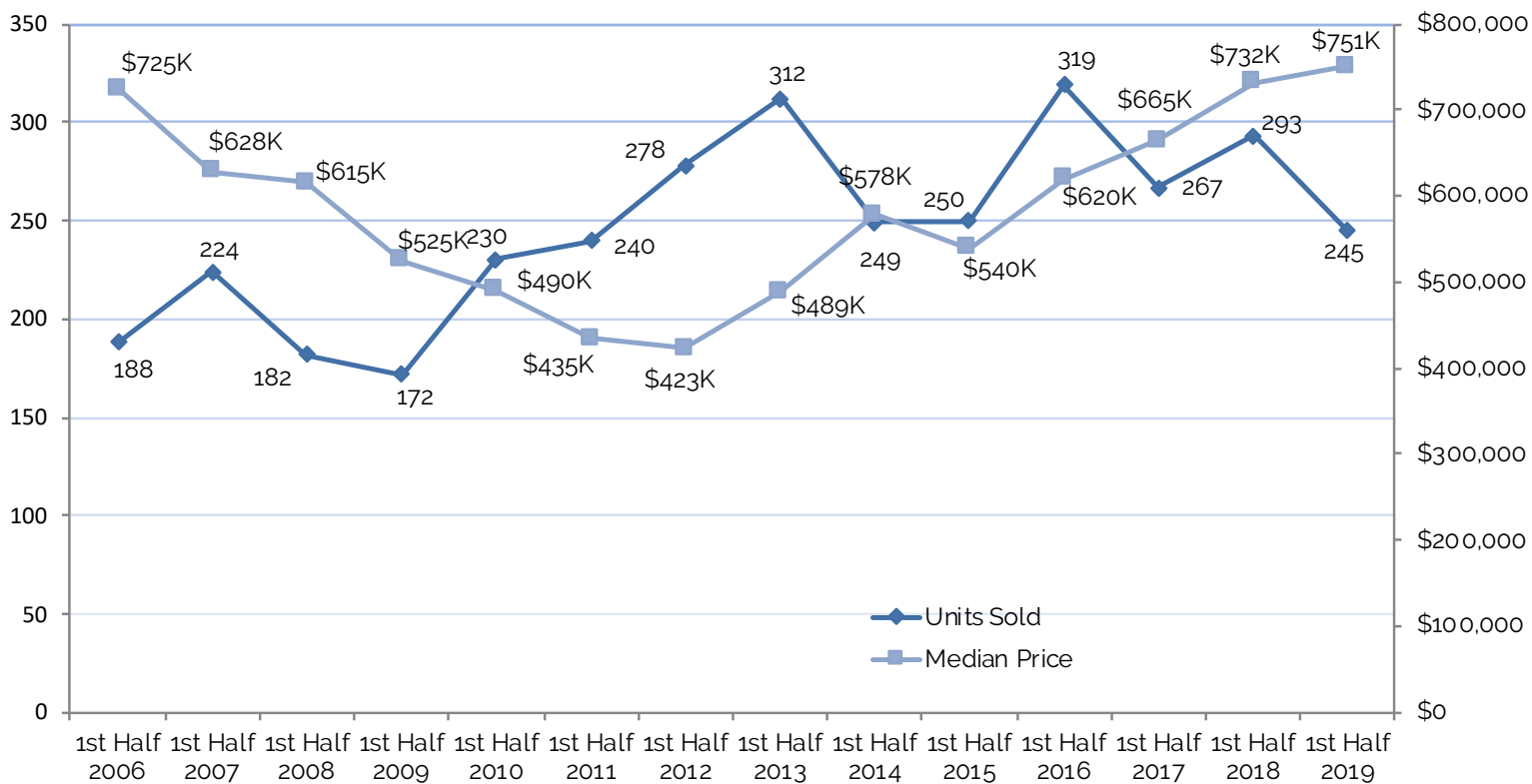
Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.

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 - June 2019

POINTS *of* INTEREST

Single-family homes sold decreased by 16% year over year.

Median price increased by 3% year over year.

Median price reaches a 14-year high.

25 of 245 homes (10%) 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. In 2018, Tahoe Luxury Properties reached record sales when Bill Dietz sold over \$145 million in residential real estate sales in both California and Nevada, including 11 lakefront homes, making him the top agent of the region.

Since 2006, Bill Dietz has sold over \$726 million, including 58 lakefronts.

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.



TAHOE LUXURY
PROPERTIES®

REAL ESTATE SALES & VACATION RENTALS