



*This North Shore lakefront home sold for \$6,495,000 on 9.9.20.
Bill Dietz represented both buyer and seller.*

LAKE TAHOE REAL ESTATE

MARKET REPORT

Q1-Q3 2020

LAKE TAHOE REAL ESTATE

MARKET REPORT

JANUARY – SEPTEMBER 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

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

MARKET ANALYSIS

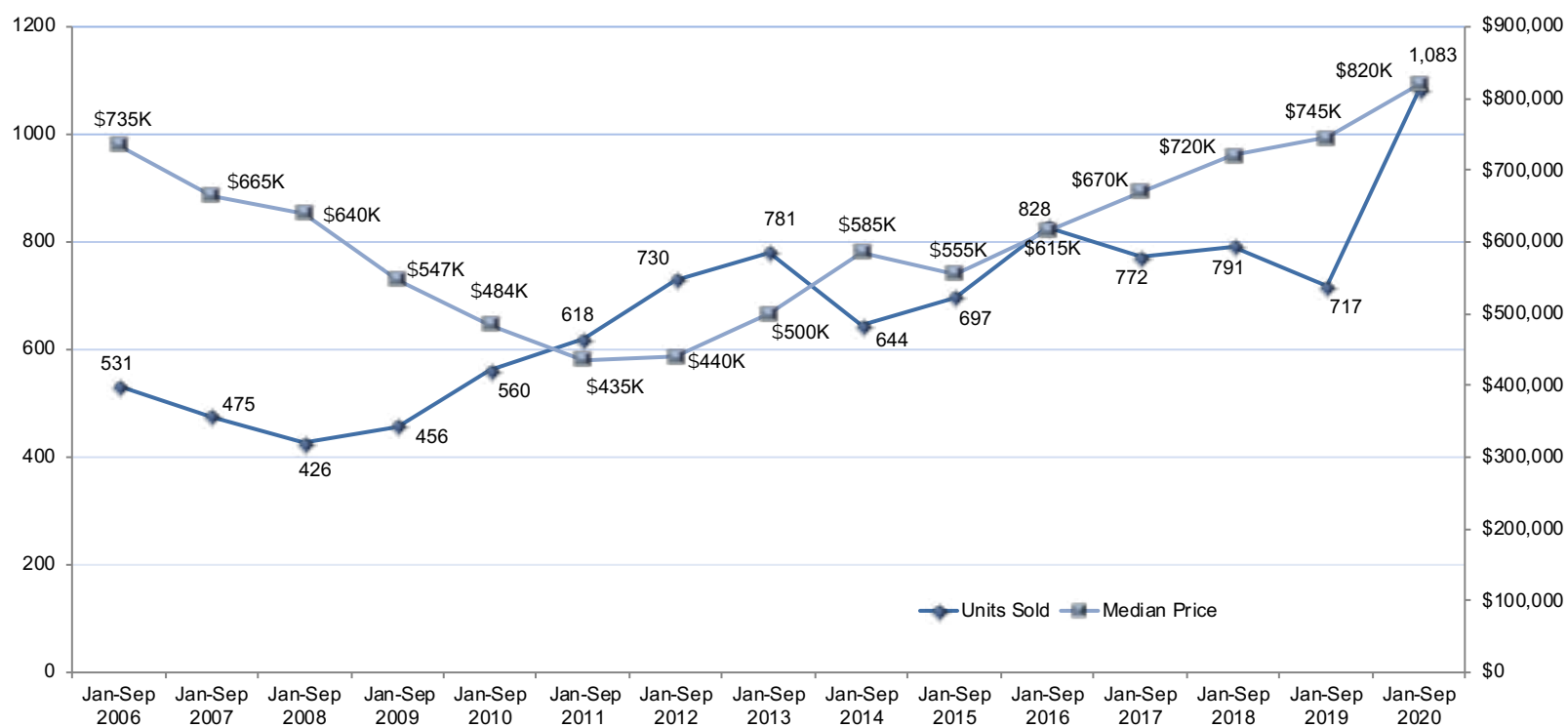
The first quarter of 2020 started strong, with median price and sales volume on the rise. In the second quarter, a global pandemic brought real estate showings to a brief halt as the world determined how to navigate sheltering in place. In Q3, we saw a strong recovery, with Lake Tahoe being a sought after location for those choosing to escape nearby urban areas. The recovery was, in fact, the sharpest growth rate seen in our market in over 15 years. In all micro-regions, sales volume of single-family homes increased over 49% year over year, representing a staggering surge of interest in Lake Tahoe. Median price followed suit, increasing by over 9% in each micro-region. In all regions except lakefronts (affected by a small sample size), median price is on a 5-year growth trend, leaving many to wonder where the ceiling may lie. Tahoe's natural beauty appeals as a safe haven, however the upcoming months will determine if demand continues through seasonality and winter weather, when we typically see the market slow.





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 - September 2020

POINTS of INTEREST

Single-family homes sold increased 51% year over year.

Median price increased 10% year over year and is on a 5-year growth trend.

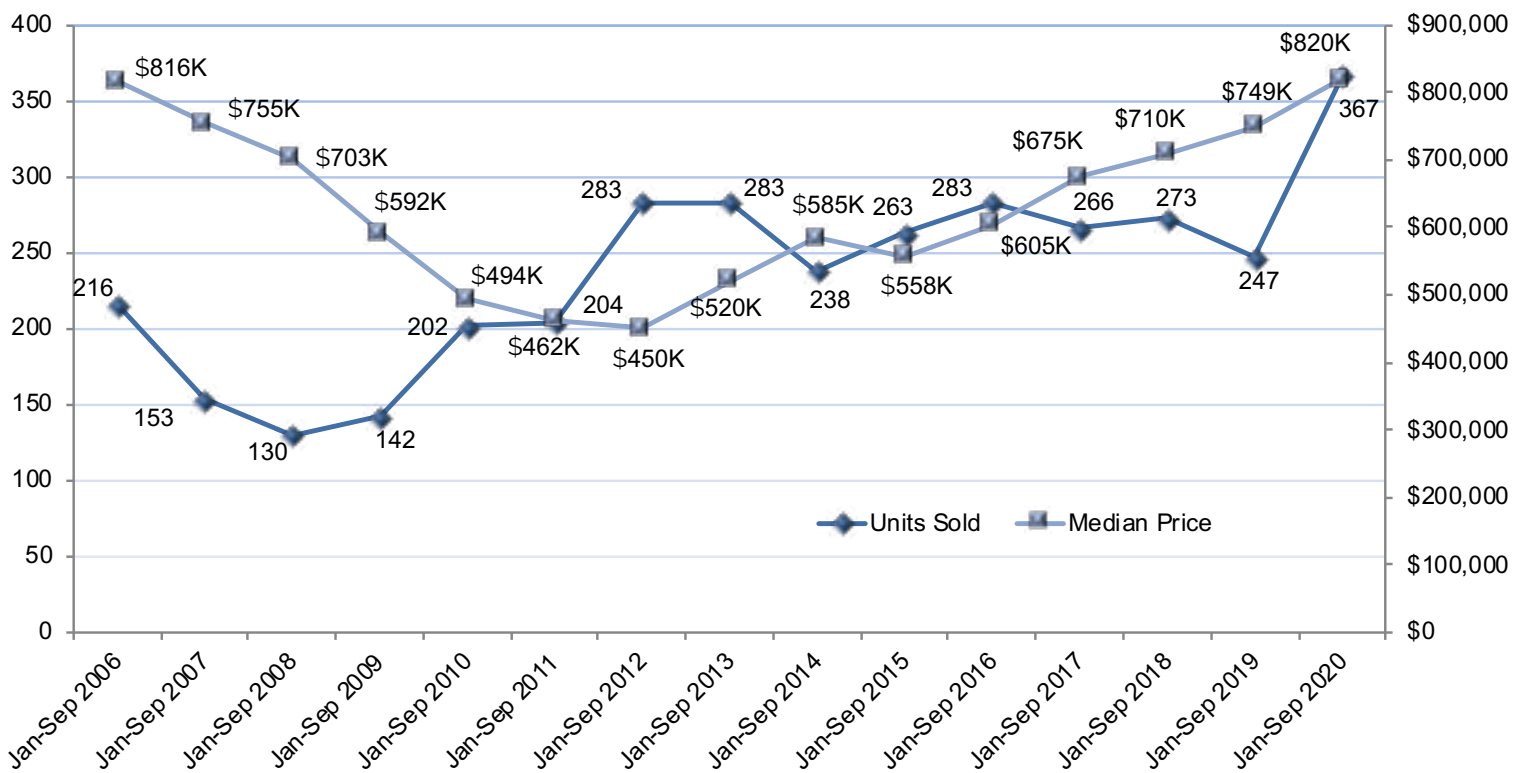
Median price and sales volume reached 15-year highs.

105 of 1083 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 - September 2020

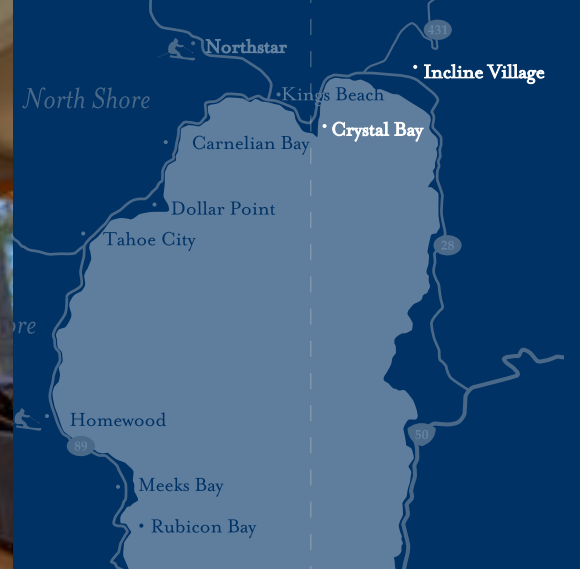
POINTS of INTEREST

Single-family homes sold increased 49% year over year.

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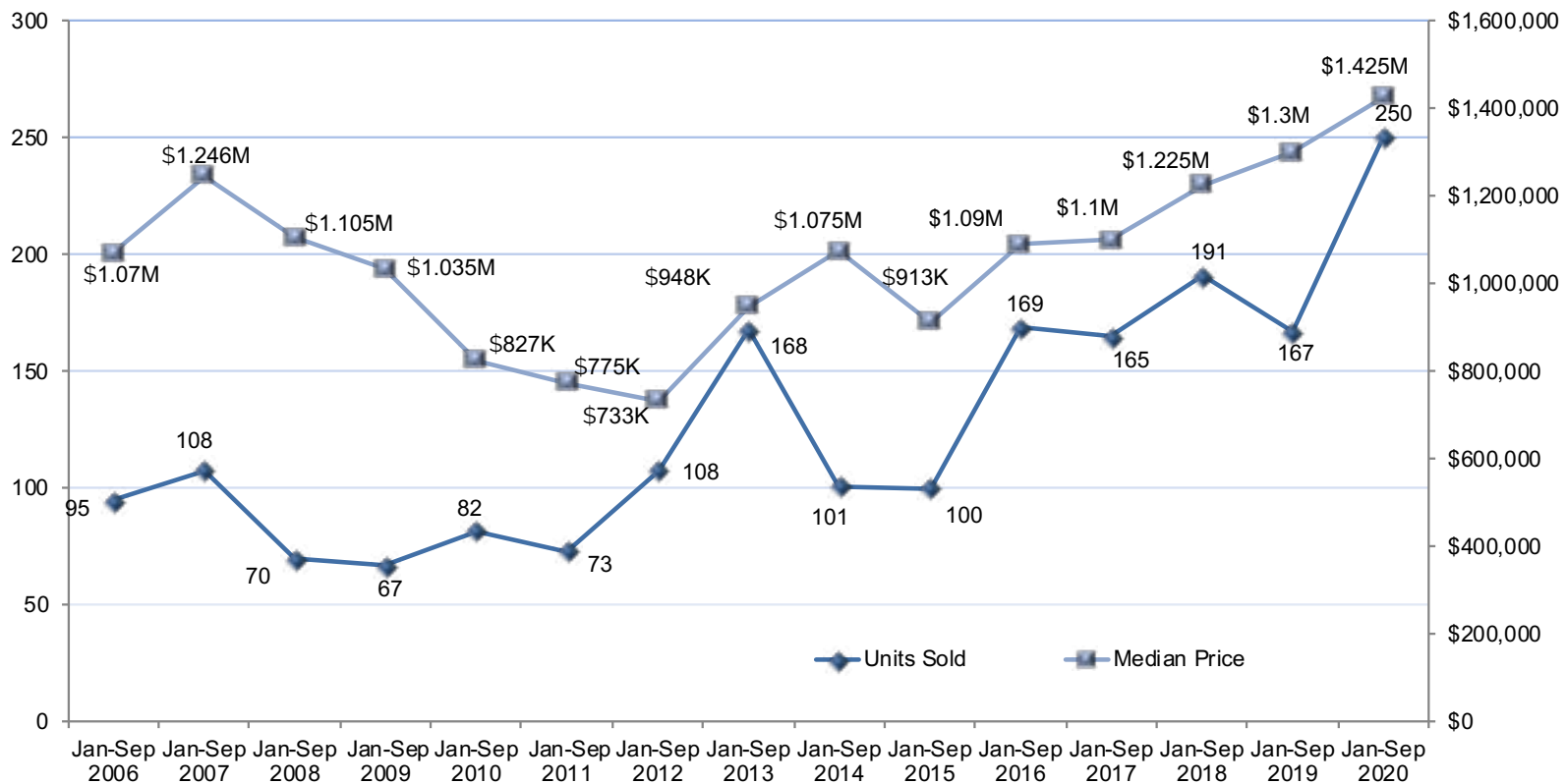
Median price and sales volume reached 15-year highs.

42 of 367 homes (11%) sold for over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



January - September 2020

POINTS of INTEREST

Single-family homes sold increased 50% year over year.

Median price increased 10% year over year and is on a 5-year growth trend.

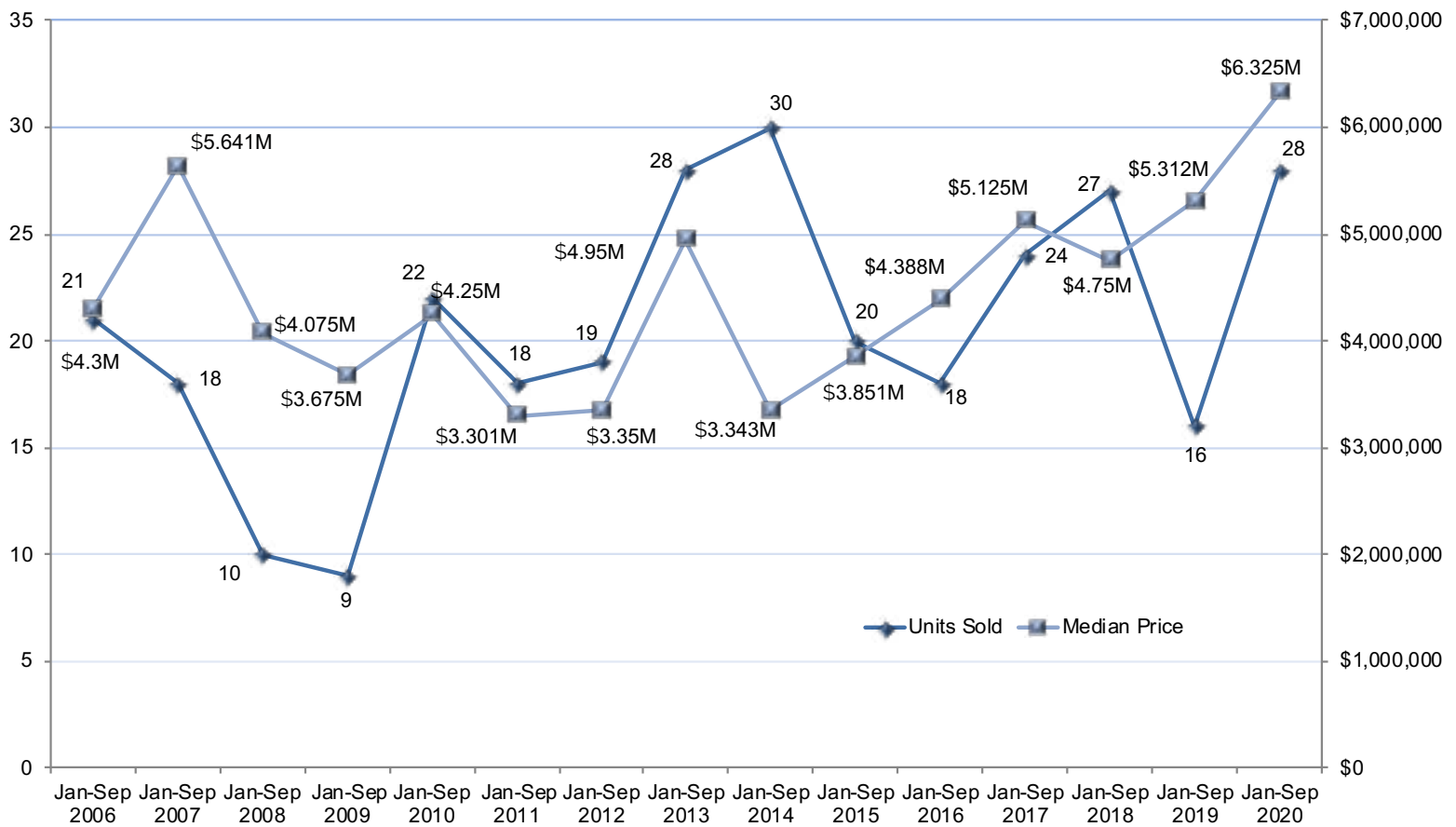
Median price and sales volume reached 15-year highs.

79 of 250 homes (32%) sold for over \$2 million.



LAKEFRONTS

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



January - September

POINTS of
INTEREST

Single-family homes sold increased 75% year over year.

Median price increased 19% year over year, reaching a 15-year high.

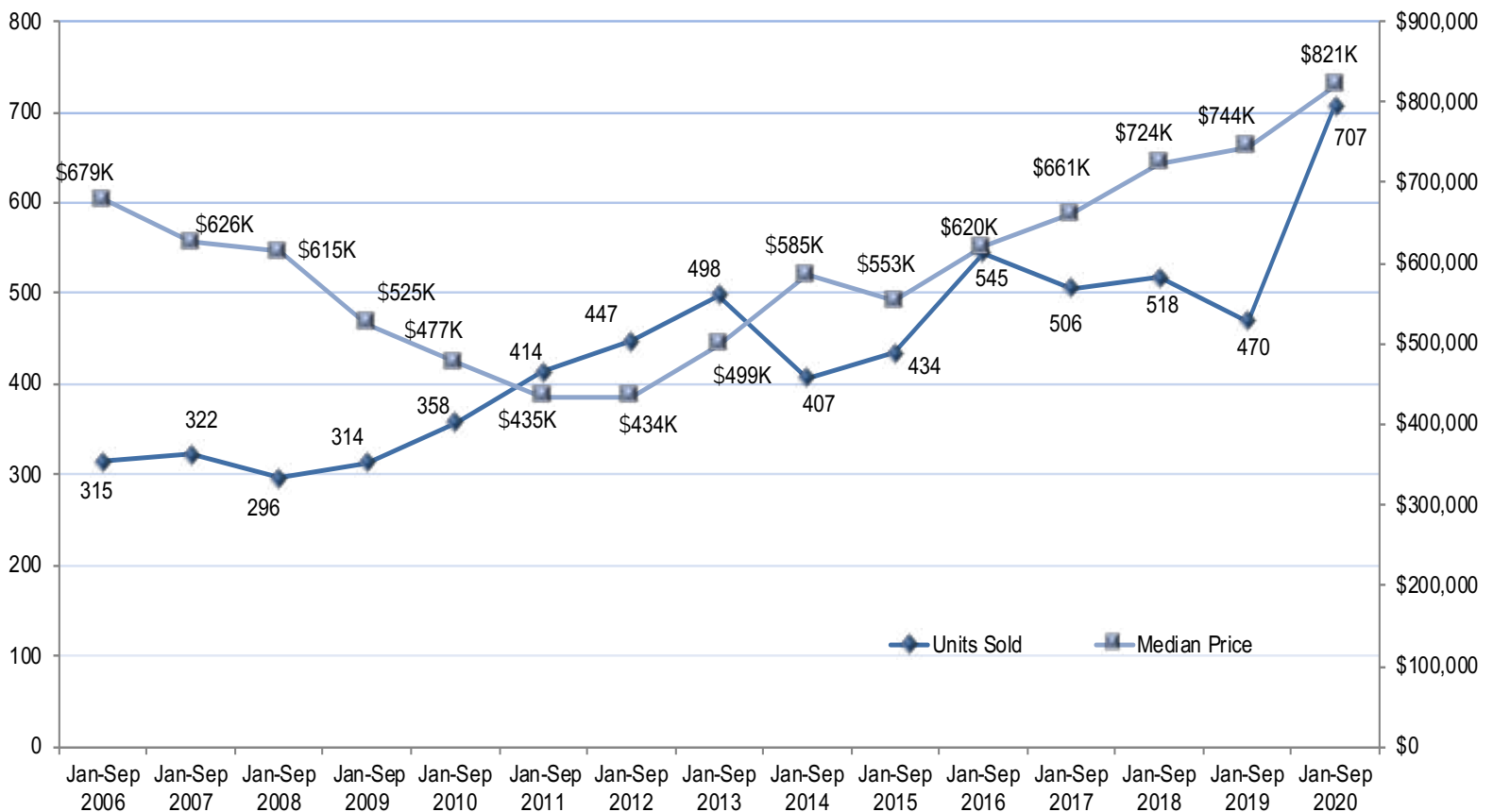
28 of 28 homes (100%) sold for over \$2 million.

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 & Lahontan



January - September 2020

POINTS of INTEREST

Single-family homes sold increased by 50% year over year.

Median price increased by 10% year over year and is on a 5-year growth trend.

Median price and sales volume reached 15-year highs.

108 of 707 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 \$887 million, including 66 lakefronts totaling over \$497 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.

