



*This West Shore lakefront estate sold for \$17,010,000 on March 30.
The Dietz Group at Tahoe Luxury Properties represented both the buyer and seller.*

LAKE TAHOE REAL ESTATE MARKET REPORT FIRST QUARTER 2026

JANUARY - MARCH 2026

MARKET REPORT

Prepared by The Dietz Group at Tahoe Luxury Properties



Analysis includes Median Home Prices, Units Sold Data,
Year-Over-Year Trends, and Reporting by MLS Regions:

TAHOE SIERRA, CALIFORNIA

NORTH & WEST SHORES, CALIFORNIA

INCLINE VILLAGE & CRYSTAL BAY, NEVADA

LAKEFRONTS, CALIFORNIA & NEVADA

TRUCKEE, CALIFORNIA



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Source: Tahoe Sierra MLS and Incline Village MLS

MARKET ANALYSIS

Like our winter temperatures, this past first quarter's real estate market was notably warmer than last year. Sales volume increased across all markets in the Lake Tahoe and Truckee regions, with lakefront transactions doubling year over year. Incline Village and Crystal Bay saw a 48% increase in sales volume, reflecting the continued trend of buyers gravitating toward Nevada.

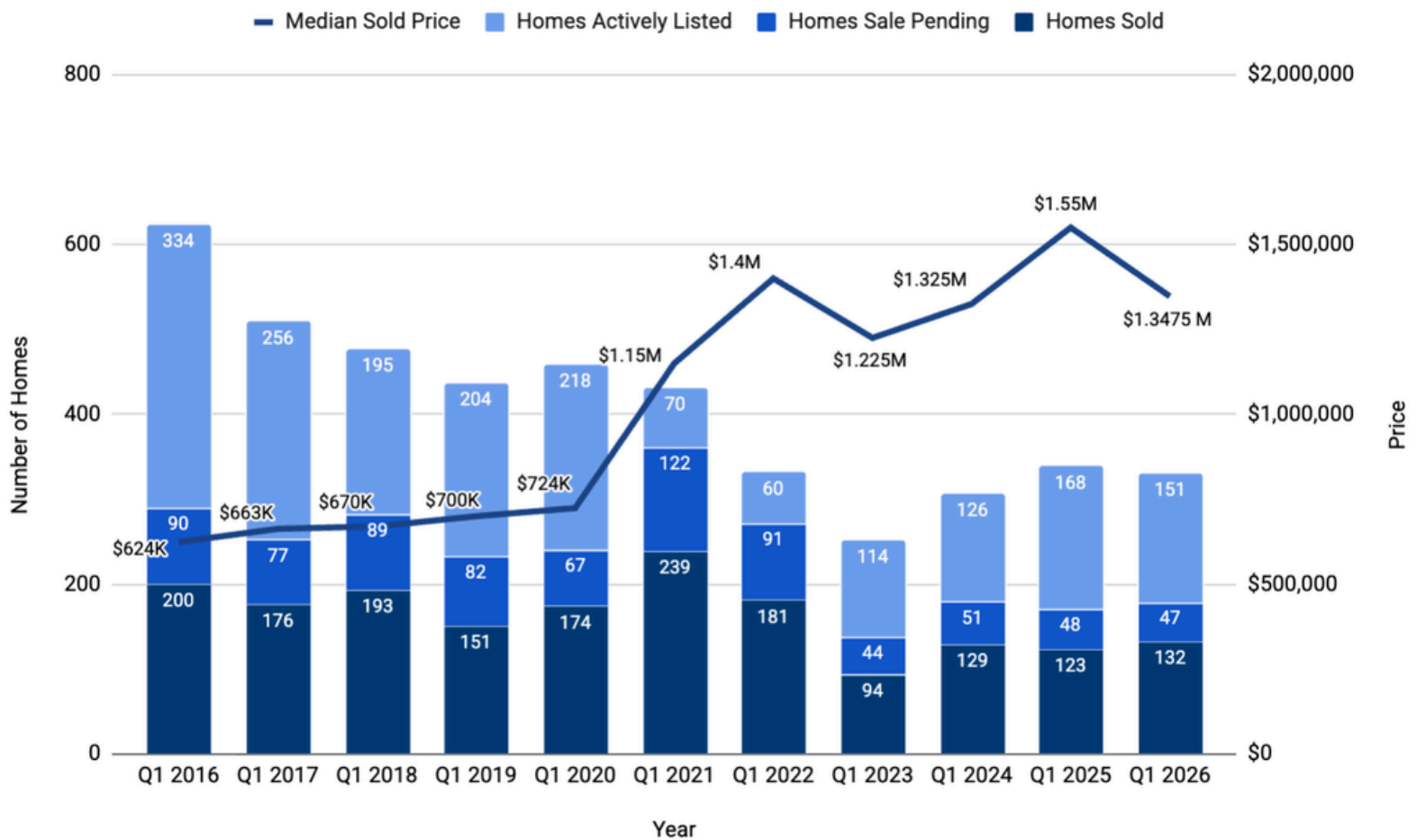
Across the Tahoe Sierra MLS, overall sales volume rose 7% year over year, while the median price declined 13%. This drop in median price does not reflect a broad decline in the market, but rather a shift in where the activity is happening, with more sales occurring at lower price points. Notably, 38% of homes sold were over \$2 million, while only 10% exceeded \$5 million.

In contrast, the lakefront segment demonstrated exceptional strength. With sales volume doubling and median price surging 124% compared to last year's first quarter, this segment continues to show strong demand and upward price pressure. A 20% decrease in average days on market further reinforces the depth of buyer demand. These indicators suggest positive momentum heading into the summer season, particularly within the luxury lakefront market.



TAHOE SIERRA

Single-family homes in California on Lake Tahoe's North and West Shores,
as well as Truckee, Northstar, Olympic Valley, and Alpine Meadows



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

AT A GLANCE

Single-family homes sold increased 7% year over year.

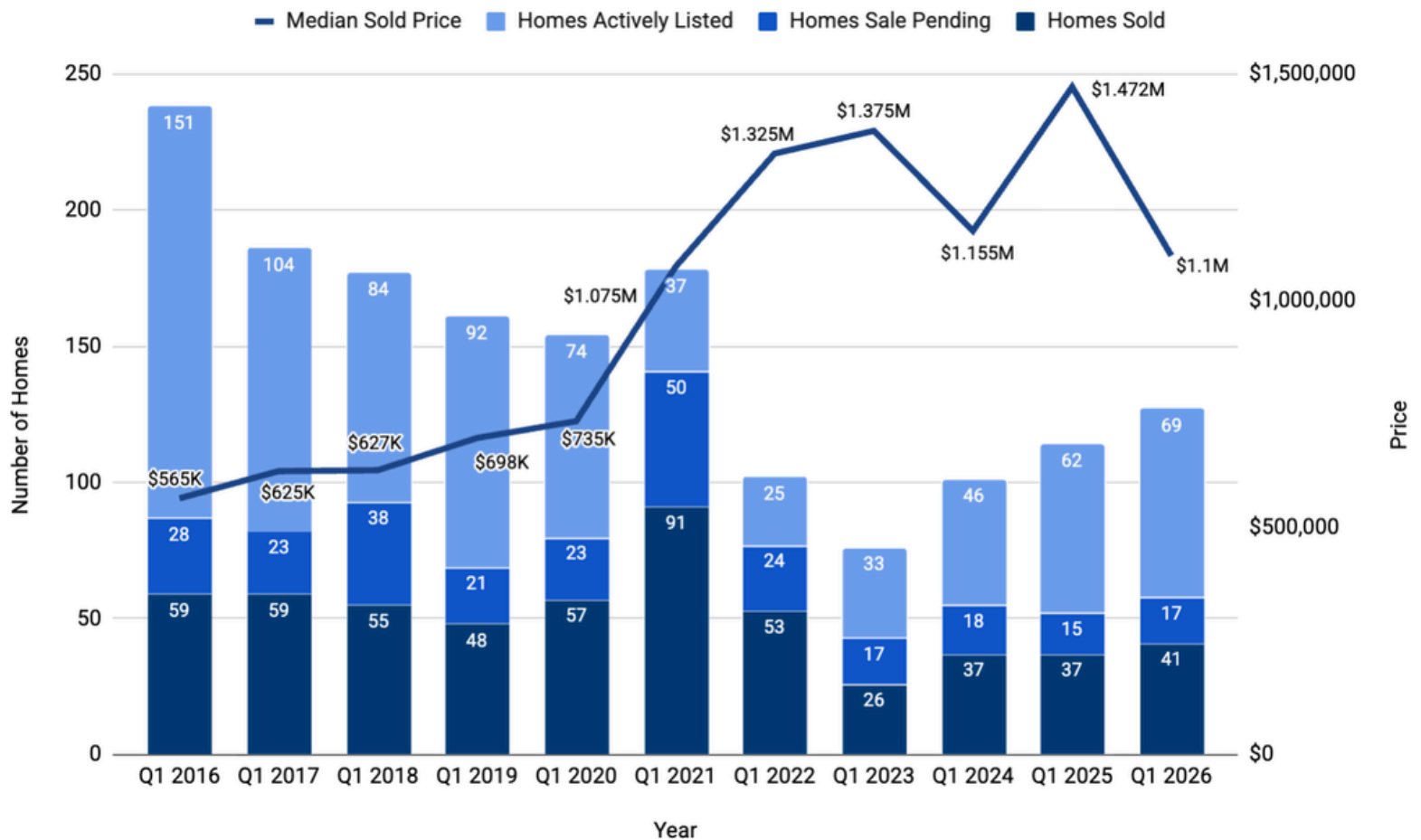
Median price decreased 13% year over year.

Average Days on Market was 71 days, a 3% increase from 2025.

13 of 132 (10%) homes sold over \$5 million. 50 homes (38%) 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: Homes Actively Listed and Sale Pending are calculated on a monthly average

AT A GLANCE

Single-family homes sold increased 11% year over year.

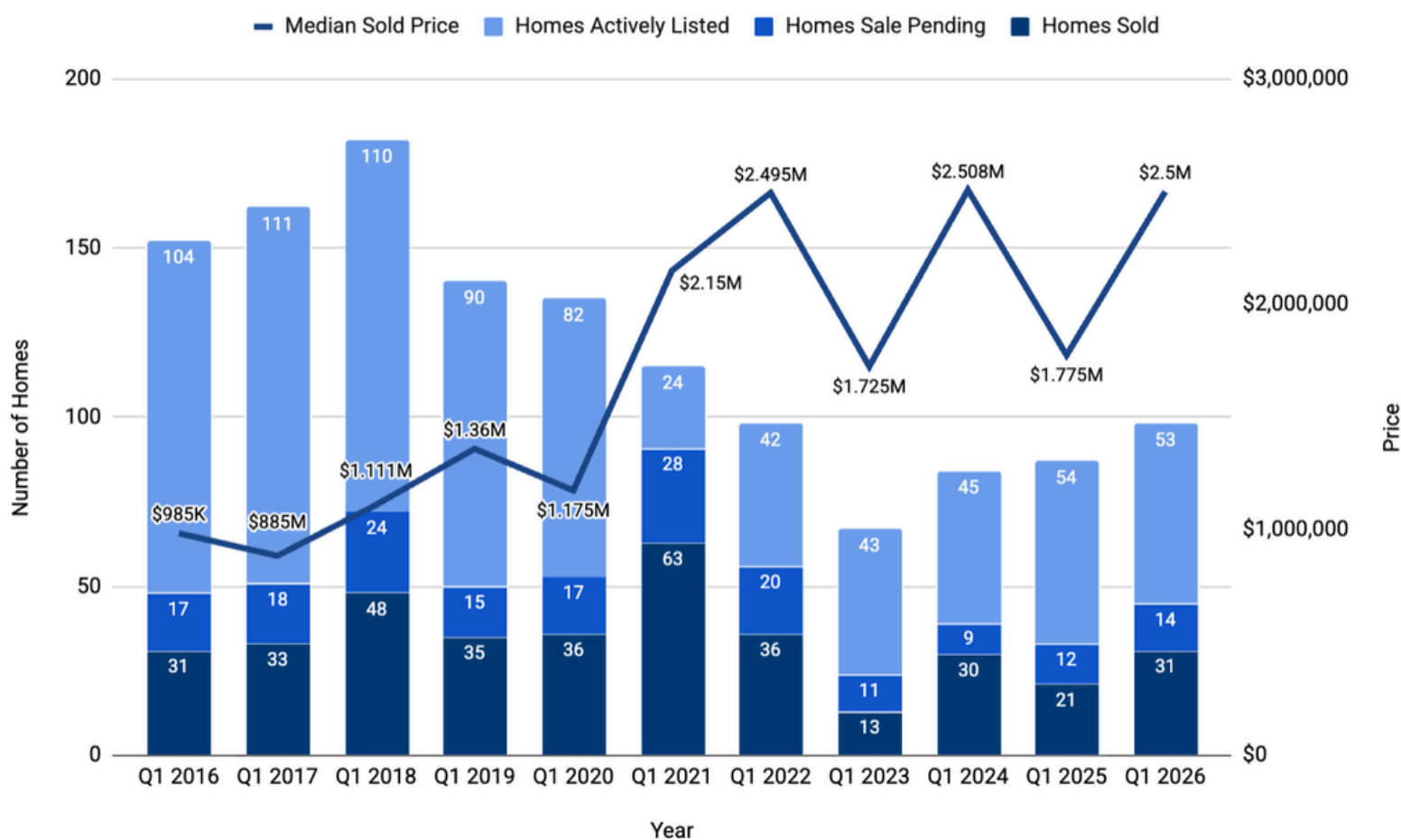
Median price decreased 25% year over year.

Average Days on Market was 93 days, a 11% increase from 2025.

3 of 41 (7%) homes sold over \$5 million. 5 homes (12%) sold over \$2 million.

INCLINE VILLAGE & CRYSTAL BAY

Single-family homes throughout Incline Village and Crystal Bay in Nevada



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

AT A GLANCE

Single-family homes sold increased 48% year over year.

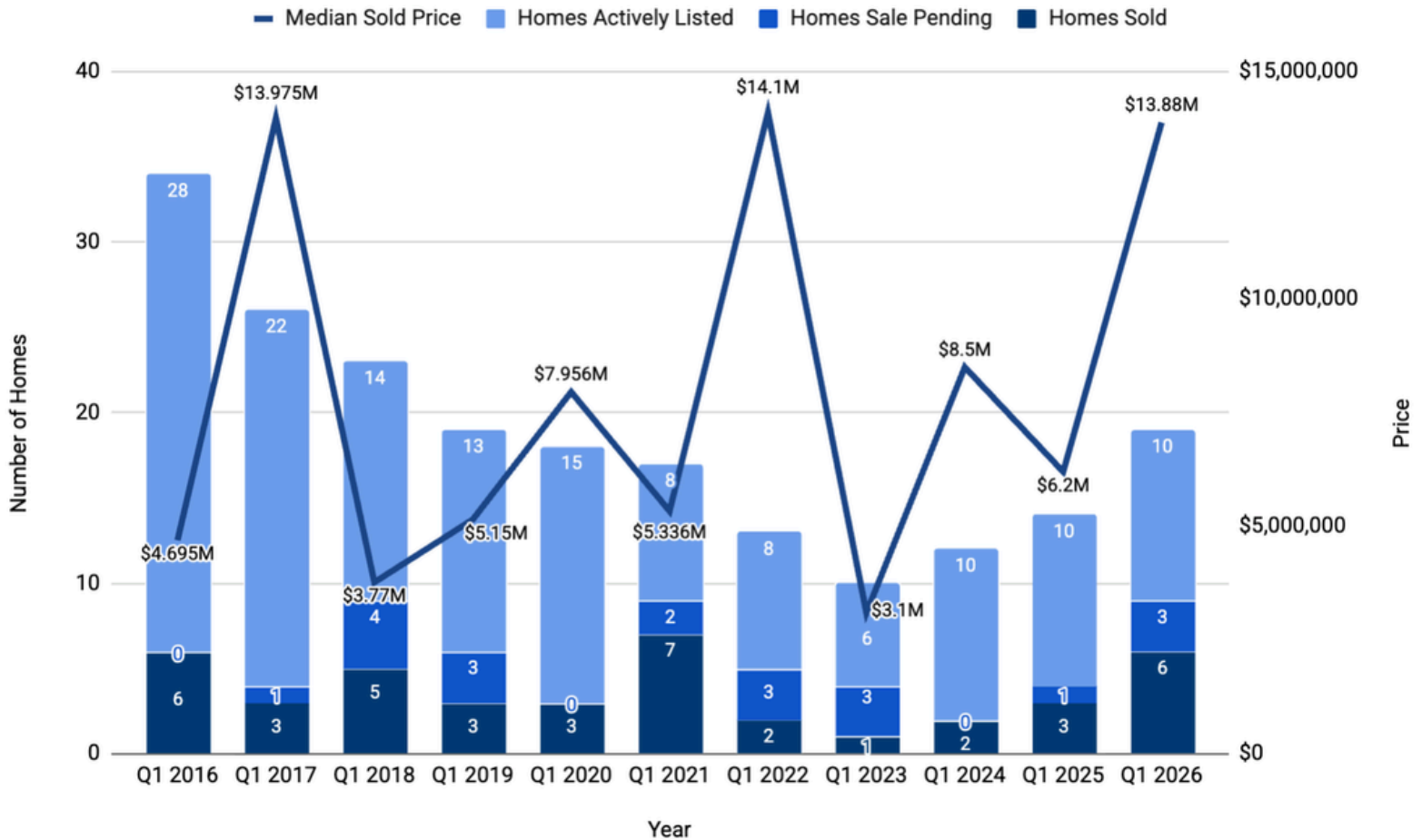
Median price increased 41% year over year.

Average Days on Market was 124 days, a 10% increase from 2025.

8 of 31 (26%) homes sold over \$5 million. 20 homes (65%) sold over \$2 million.

LAKEFRONTS

Single-family lakefront homes located between
Rubicon Bay, California and Incline Village, Nevada



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

AT A GLANCE

Single-family homes sold increased 100% year over year.

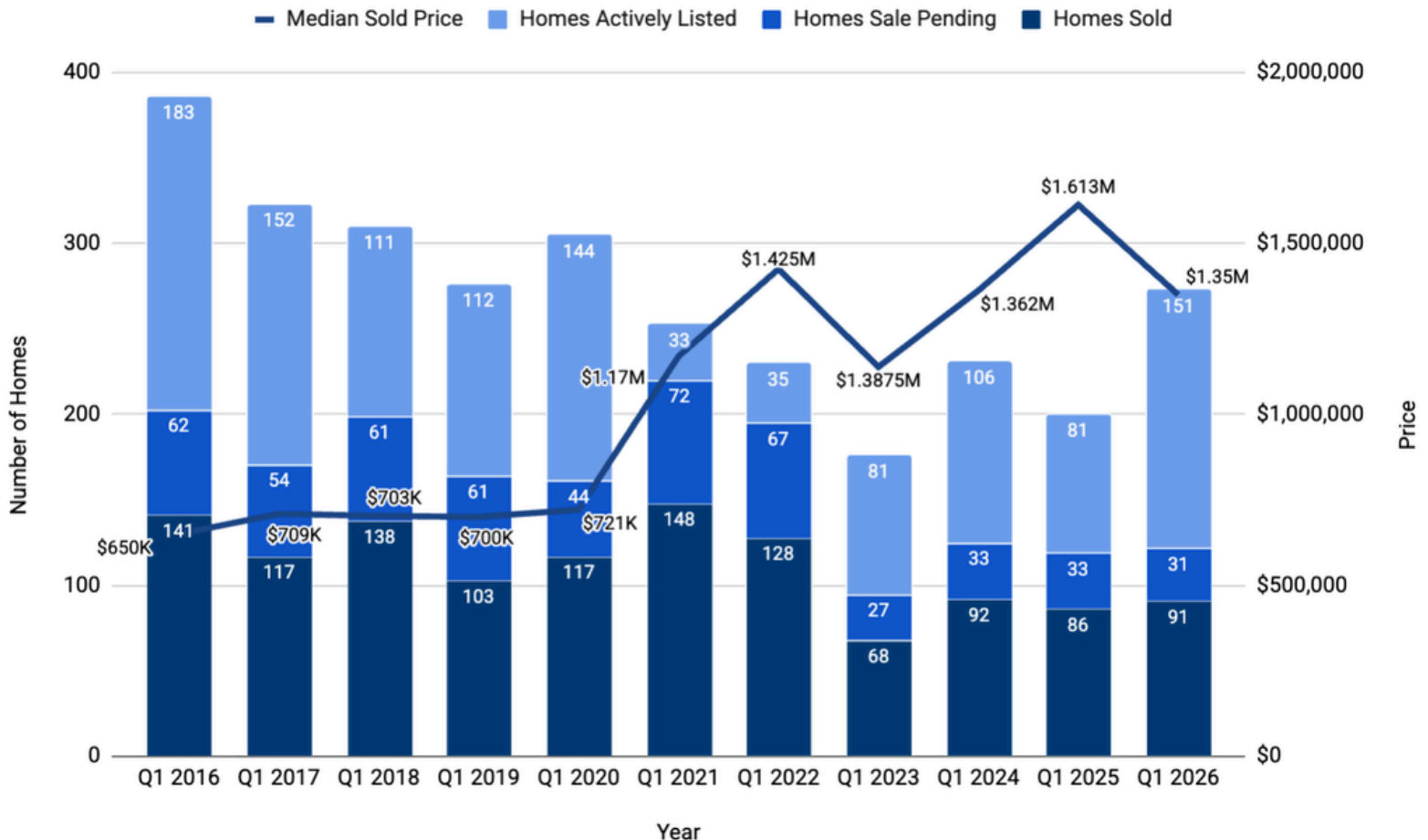
Median price increased 124% year over year.

Average Days on Market was 126 days, a 20% decrease from 2025.

All 6 homes sold over \$5 million.

TRUCKEE

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



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

AT A GLANCE

Single-family homes sold increased 6% year over year.

Median price decreased 16% year over year.

Average Days on Market was 61 days, a 2% decrease from 2025.

10 of 91 (11%) homes sold over \$5 million. 32 homes (35%) sold over \$2 million.

ABOUT THE DIETZ GROUP AT TAHOE LUXURY PROPERTIES



Tahoe Luxury Properties is a full-service real estate and vacation rental company specializing in luxury home sales and premier vacation experiences throughout the Lake Tahoe region. Since 2004, Bill Dietz and the Dietz Group have sold over \$1.6 billion, including 94 lakefronts totaling over \$961 million in lakefront sales. Experts in Tahoe real estate in both California and Nevada, the Dietz Group offers deep insights into local market dynamics and has proven command of strategic, professional negotiation, ensuring our clients' interest are well represented. Committed to a high-touch, service-focused approach, we are focused on you 100%, our dedication is not just a promise—it's our key differentiator.

Best positioned to market and sell premier real estate throughout the Lake Tahoe region, our team offers a comprehensive perspective that extends beyond the transaction. From legacy family retreats to high-performing investment properties, Tahoe Luxury Properties provides the insight and expertise to help you navigate the Lake Tahoe real estate market with confidence. Whether you're buying, selling, or simply exploring the possibilities, we are here to guide you every step of the way.

\$1.66B+

IN SALES
SINCE 2004

93

LAKEFRONT
HOMES SOLD

\$961M+

IN LAKEFRONT
SALES

8

SALES
OVER \$20M

26

SALES
OVER \$10M



For more information, please contact us

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