



TAHOE LUXURY
PROPERTIES®
REAL ESTATE SALES & VACATION RENTALS



3540 West Lake Boulevard sold in July for \$10,500,000, after going into contract less than one week after being listed.
The Dietz Group represented the seller.

LAKE TAHOE REAL ESTATE
MARKET REPORT
THIRD QUARTER 2026

JANUARY - SEPTEMBER 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 MLS, 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

As we close out the third quarter of 2026, the Lake Tahoe real estate market saw modest growth in overall sales activity while pricing remained relatively stable. Nevada and lakefront properties continued to stand out, with rising median sale prices reflecting sustained demand for some of the area's most desirable real estate.

Overall sales volume in the Tahoe Sierra MLS increased 2% year over year, while median home prices remained flat. Looking specifically at the Lake Tahoe Basin in California, sales volume increased 5%, despite a 4% decline in median price. Nevada remained the market's strongest performer, with sales volume increasing 11% and the median home price climbing 17% year over year, reinforcing its continued appeal among Lake Tahoe buyers.

Lakefront activity presented a more nuanced picture. While sales volume decreased 30% year over year, the median sale price increased 11% and average days on market declined an impressive 47%. With limited inventory and the unique nature of Lake Tahoe's lakefront market, higher median prices along with significantly shorter time on market point to continued buyer demand and the enduring value of Lake Tahoe's most coveted lakefront properties.

Supply remains a defining factor across the region, with the overall average number of homes actively listed down 21% year over year. This tighter inventory has helped sustain pricing and kept competition strong for well-presented properties, particularly in the Nevada and lakefront segments.

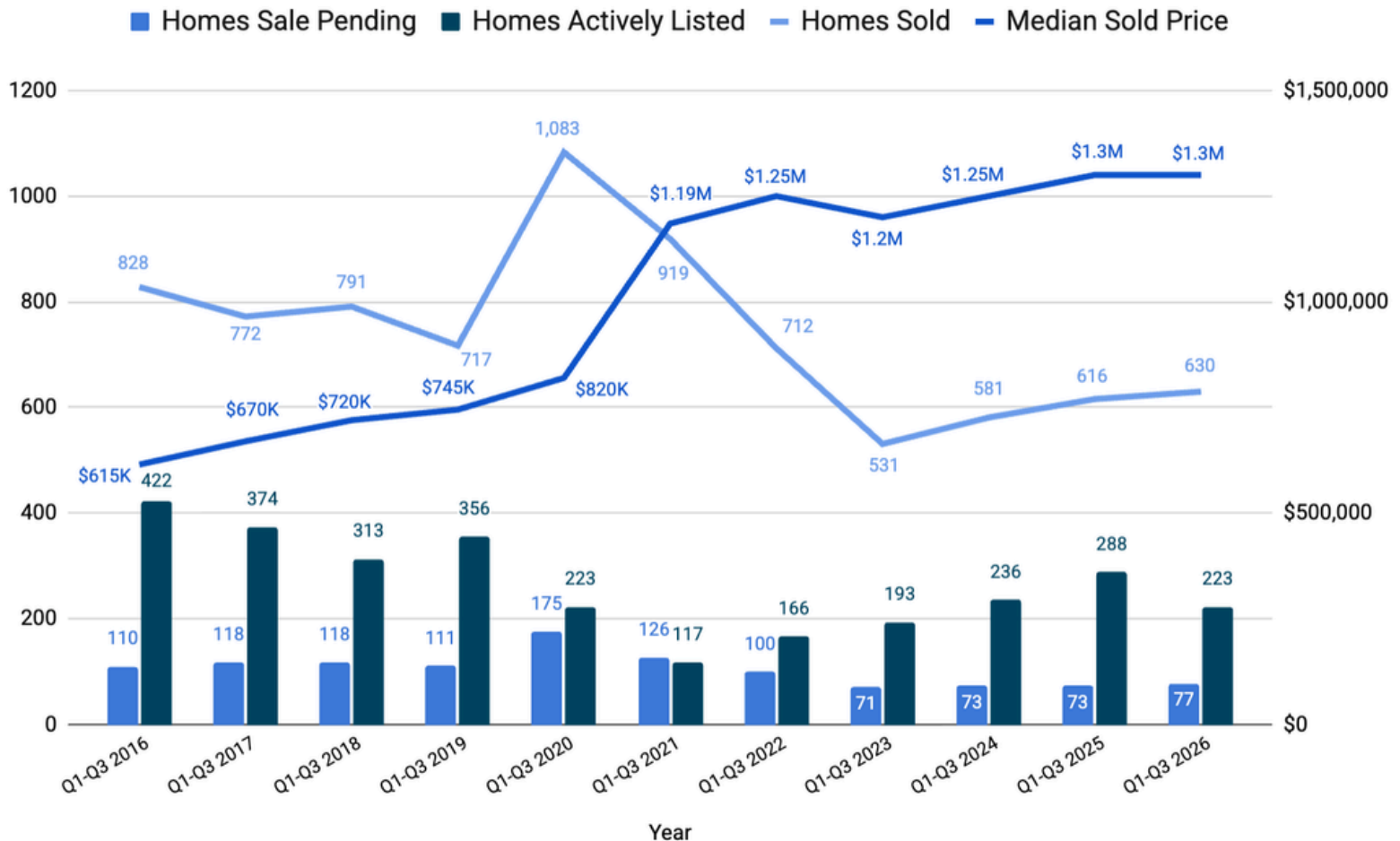
Looking toward the end of the year, we expect the Nevada and lakefront markets to continue to command premium values and attract discerning buyers. The market isn't slowing down, but rather becoming increasingly selective, with well-positioned properties continuing to generate meaningful interest and activity.



TAHOE SIERRA MLS

– CALIFORNIA –

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 2% year over year.

Median price remained the same year over year.

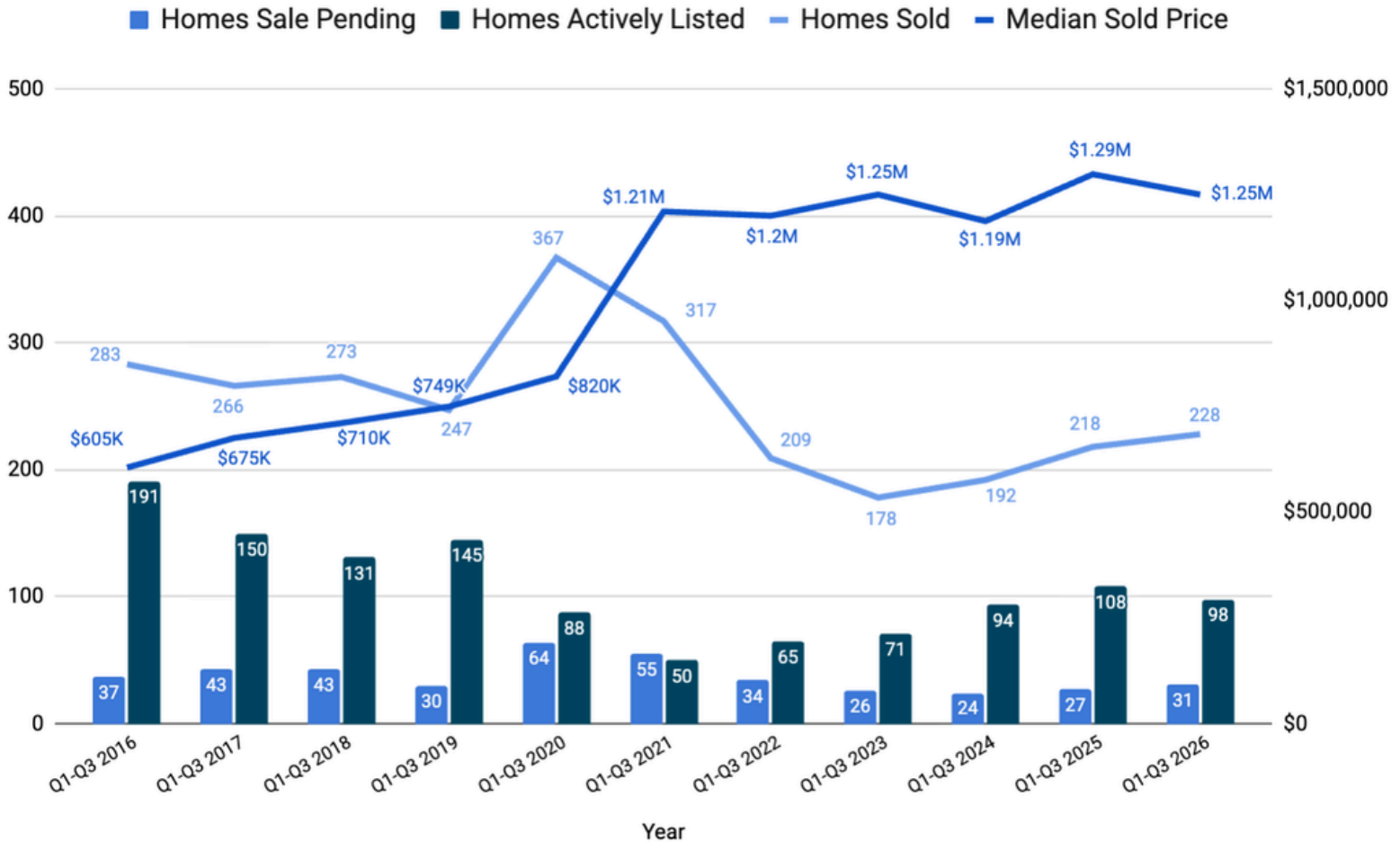
Average Active Listings decreased 23% year over year.

Average Days on Market was 47 days, a 13% decrease from 2025.

48 of 630 (8%) homes sold over \$5 million. 175 homes (28%) sold over \$2 million.

NORTH & WEST SHORES – CALIFORNIA –

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 5% year over year.

Median price decreased 4% year over year.

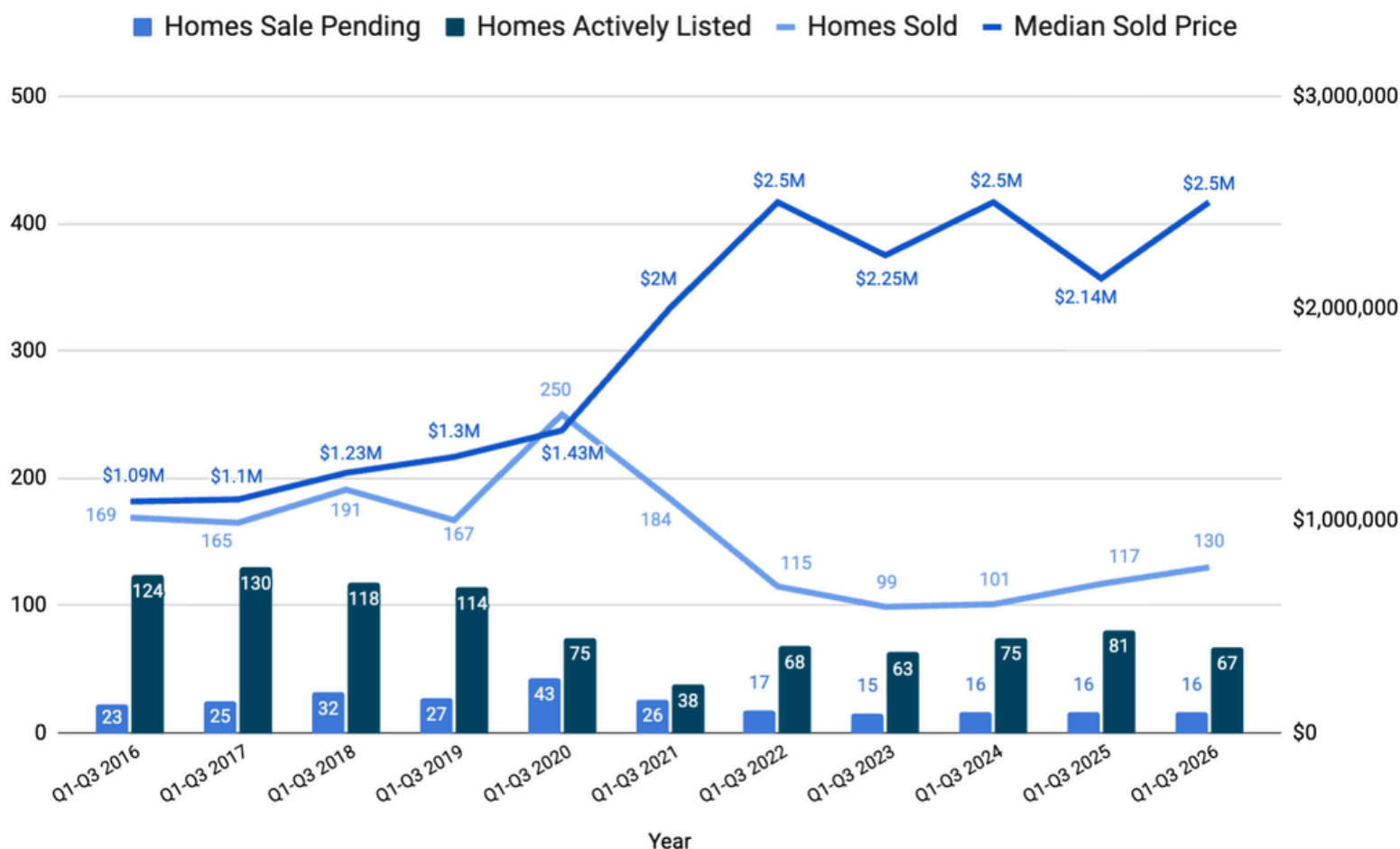
Average Active Listings decreased 9% year over year.

Average Days on Market was 57 days, an 8% decrease from 2025.

10 of 228 (4%) homes sold over \$5 million. 47 homes (21%) sold over \$2 million.

INCLINE VILLAGE & CRYSTAL BAY – NEVADA –

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 11% year over year.

Median price increased 17% year over year.

Average Active Listings decreased 17% year over year.

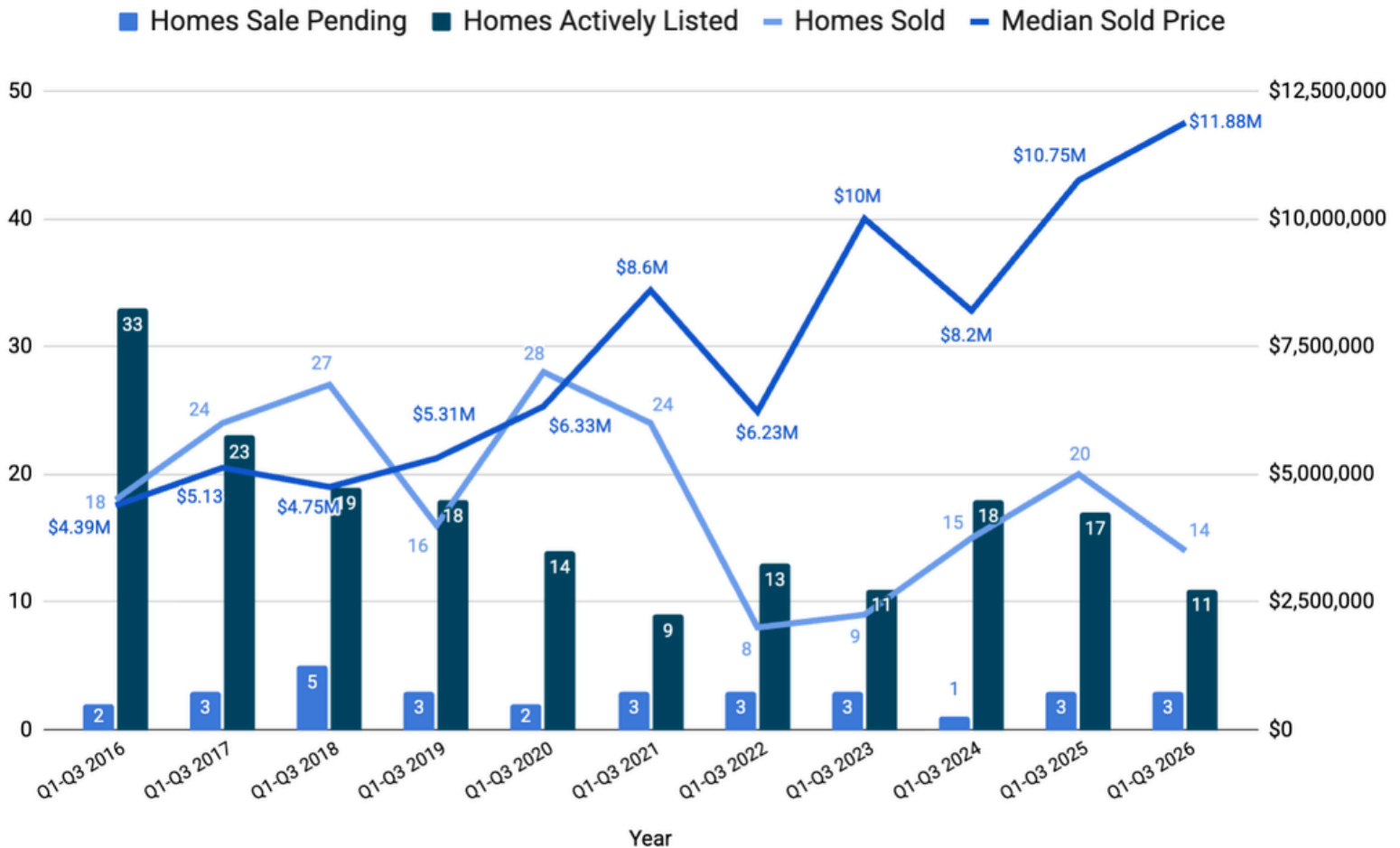
Average Days on Market was 104 days, remaining the same as 2025.

28 of 130 (22%) homes sold over \$5 million. 82 homes (63%) sold over \$2 million.

LAKEFRONTS

– CALIFORNIA & NEVADA –

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 decreased 30% year over year.

Median price increased 11% year over year.

Average Active Listings decreased 35% year over year.

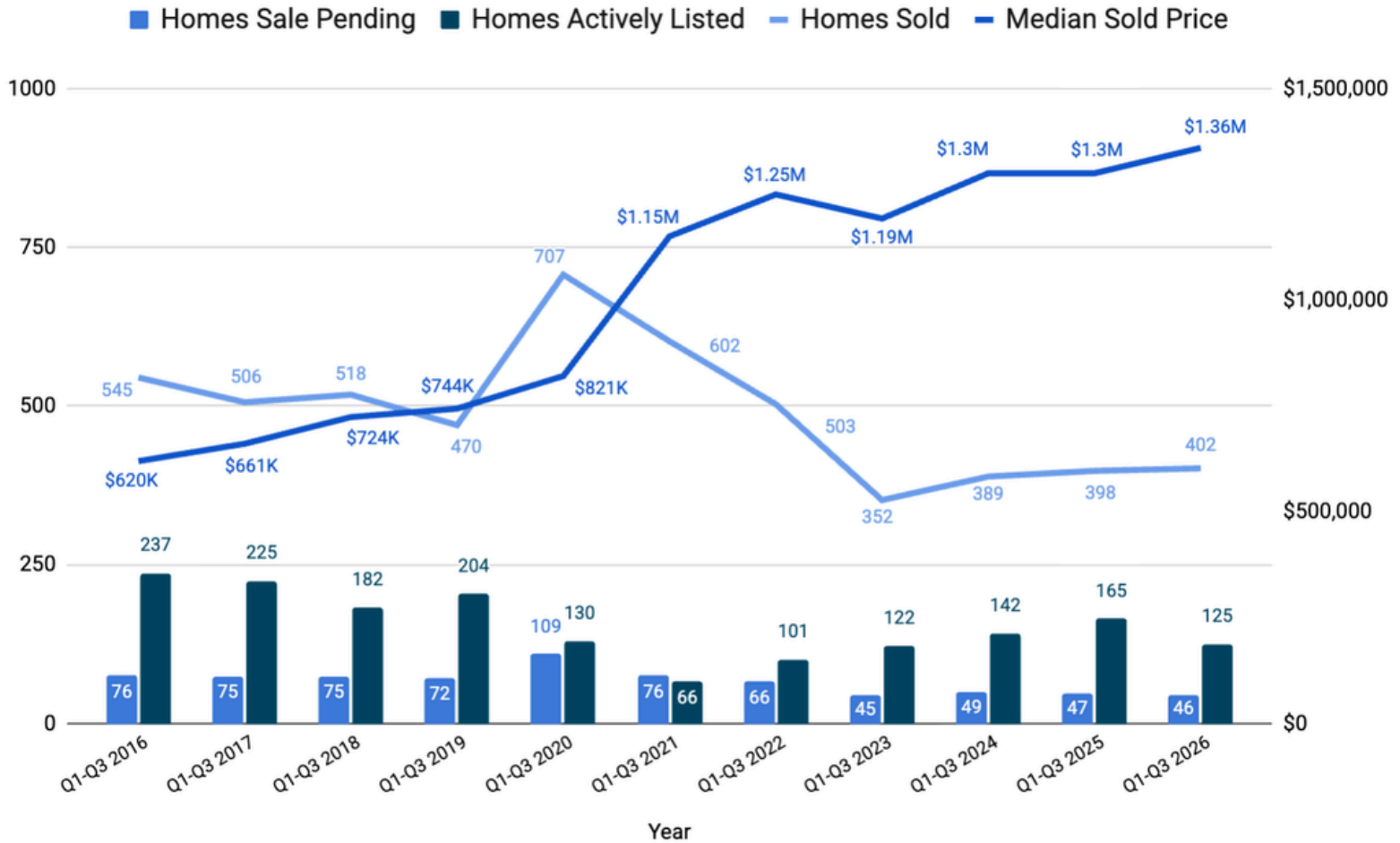
Average Days on Market was 84 days, a 47% decrease from 2025.

13 of 14 (93%) homes sold over \$5 million. All homes sold over \$2 million.

TRUCKEE

– CALIFORNIA –

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 1% year over year.

Median price increased 5% year over year.

Average Active Listings decreased 24% year over year.

Average Days on Market was 41 days, a 18% decrease from 2025.

38 of 402 (9%) homes sold over \$5 million. 128 homes (32%) sold over \$2 million.

ABOUT THE DIETZ GROUP AT TAHOE LUXURY PROPERTIES



\$1.76B+

IN SALES
SINCE 2004

98

LAKEFRONT
HOMES SOLD

\$1B+

IN LAKEFRONT
SALES

9

SALES
OVER \$20M

30

SALES
OVER \$10M

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. Experts in Tahoe real estate in both California and Nevada, the Dietz Group offers deep insight into local market dynamics and a proven command of strategic, professional negotiation, ensuring our clients' interests 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.

Our unique position at the intersection of luxury real estate and vacation rentals provides a perspective few others can offer. From legacy family retreats to high-performing investment properties, our team understands the many ways people experience, own, and invest in Lake Tahoe. Whether you're buying, selling, or simply exploring the possibilities, we bring the market knowledge, relationships, and resources to help you make informed decisions with confidence.



For more information, please contact us

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