



TAHOE LUXURY  
PROPERTIES<sup>®</sup>  
REAL ESTATE SALES & VACATION RENTALS



*This Carnelian Bay home sold for \$2,052,000 on 11.5.19.  
Bill Dietz represented both buyer and seller.*

LAKE TAHOE REAL ESTATE

# MARKET REPORT

YEAR END 2019

LAKE TAHOE REAL ESTATE  
MARKET REPORT  
YEAR END 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

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## MARKET ANALYSIS

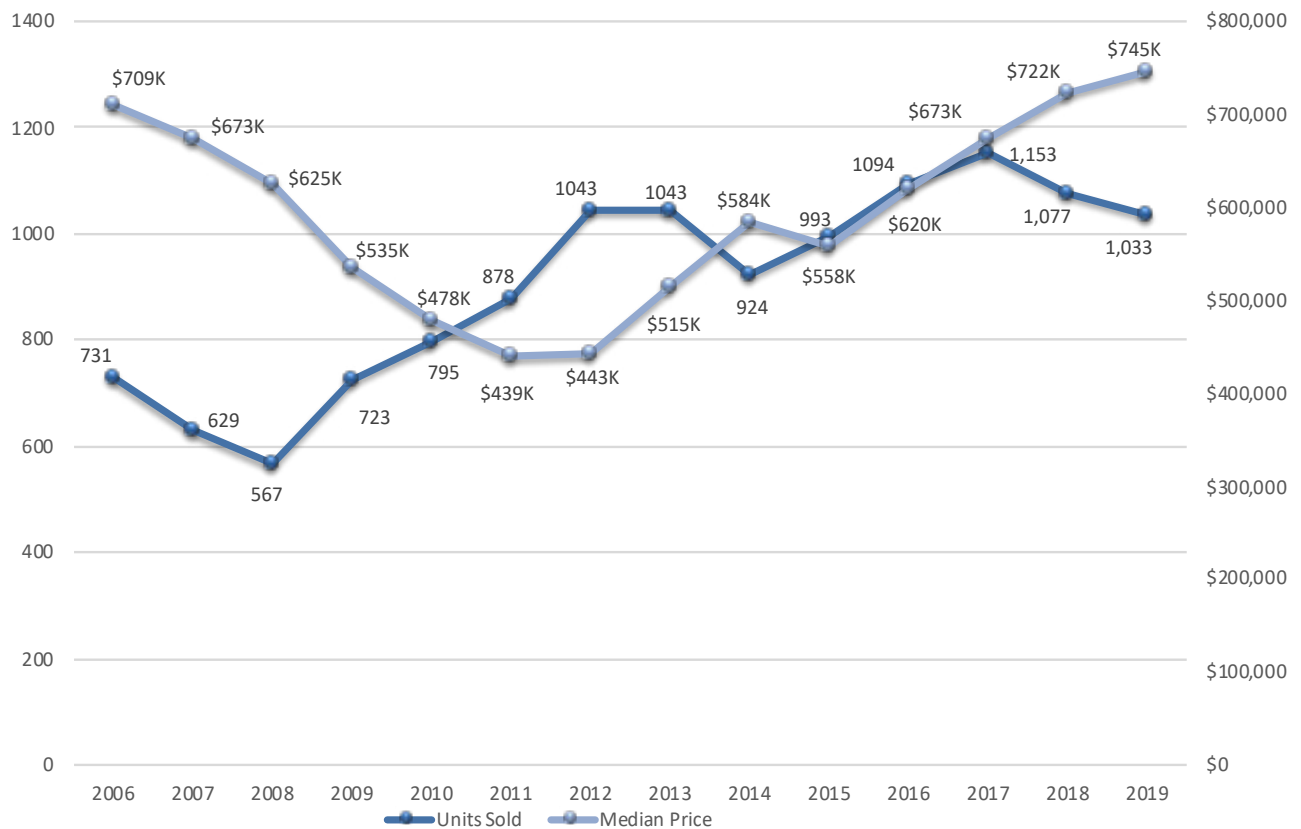
As we have seen in each quarter of 2019, year end data continues to show a decrease in sales volume and an increase in median price across all five micro-regions year over year. The median price reached a 14-year high in four micro-regions, with the California side of the Lake Tahoe Basin median price landing only 4% less than the high-water mark of 2006. The number of single-family homes sold dipped across all regions, suggesting that the market is showing signs of weakening. A lack of quality inventory and/or buyers sensing an overheated market can factor into a lower sales volume. Many analysts predict the real estate market will continue to slow in 2020. The election year, coupled with the consistent growth trend alongside concerns about affordability may ring those predictions true. However, last year at this time, many analysts predicted 2019 would bring a correction in the equity markets, and we saw the opposite effect with the S&P surging nearly 30%. While some leveling of prices may occur in 2020, there is little data to suggest fundamental weakness or a large scale price correction.





## 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 - December 2019

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

Median price increased 3% year over year.

Median price is on a 4-year growth trend, reaching a 14-year high.

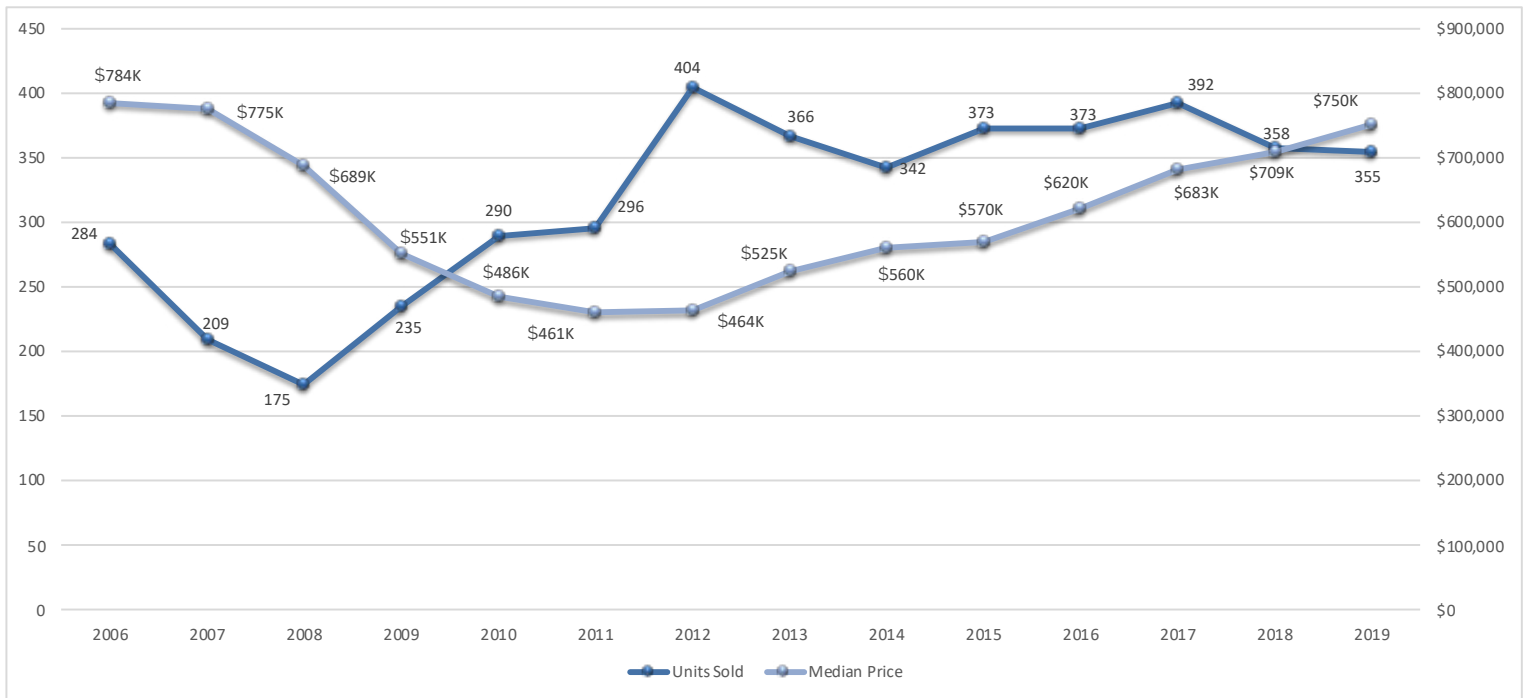
84 of 1,033 homes (8%) sold over \$2 million.

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 Squaw Valley



### January - December 2019

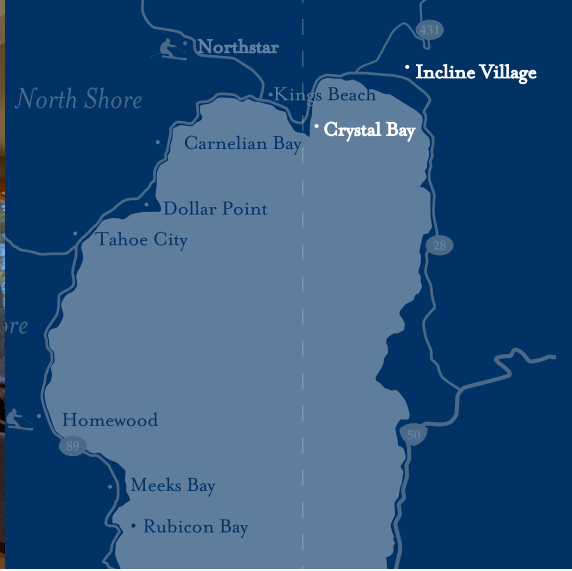
Single-family homes sold decreased 1% year over year.

Median price increased 6% year over year.

Median price is on a 8-year growth trend and is the 3rd highest in 14 years.

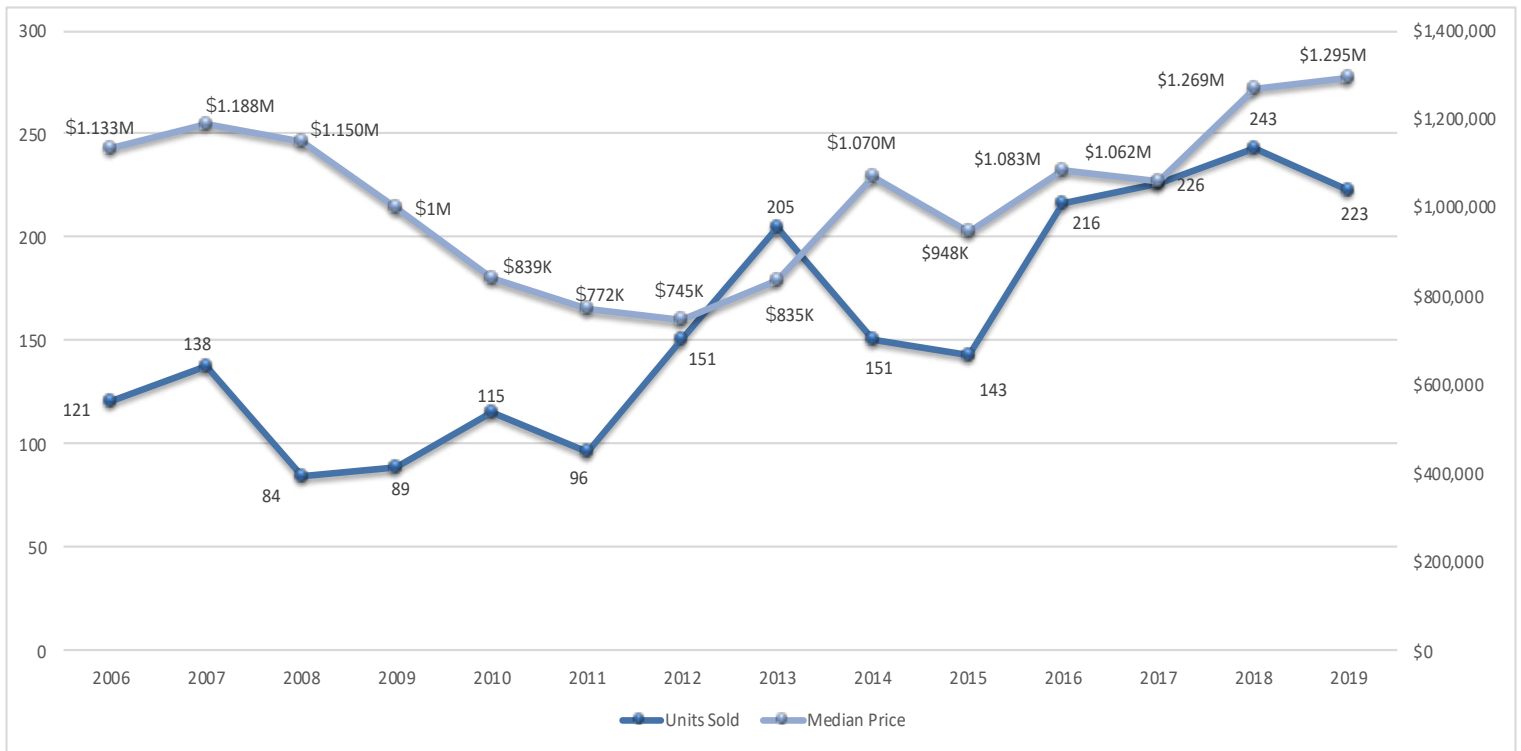
23 of 355 homes (6%) sold for over \$2 million.

POINTS of  
INTEREST



## INCLINE VILLAGE & CRYSTAL BAY

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



### January - December 2019

#### POINTS of INTEREST

Single-family homes sold decreased 8% year over year.

Sales volume decreased for the first time in 4 years.

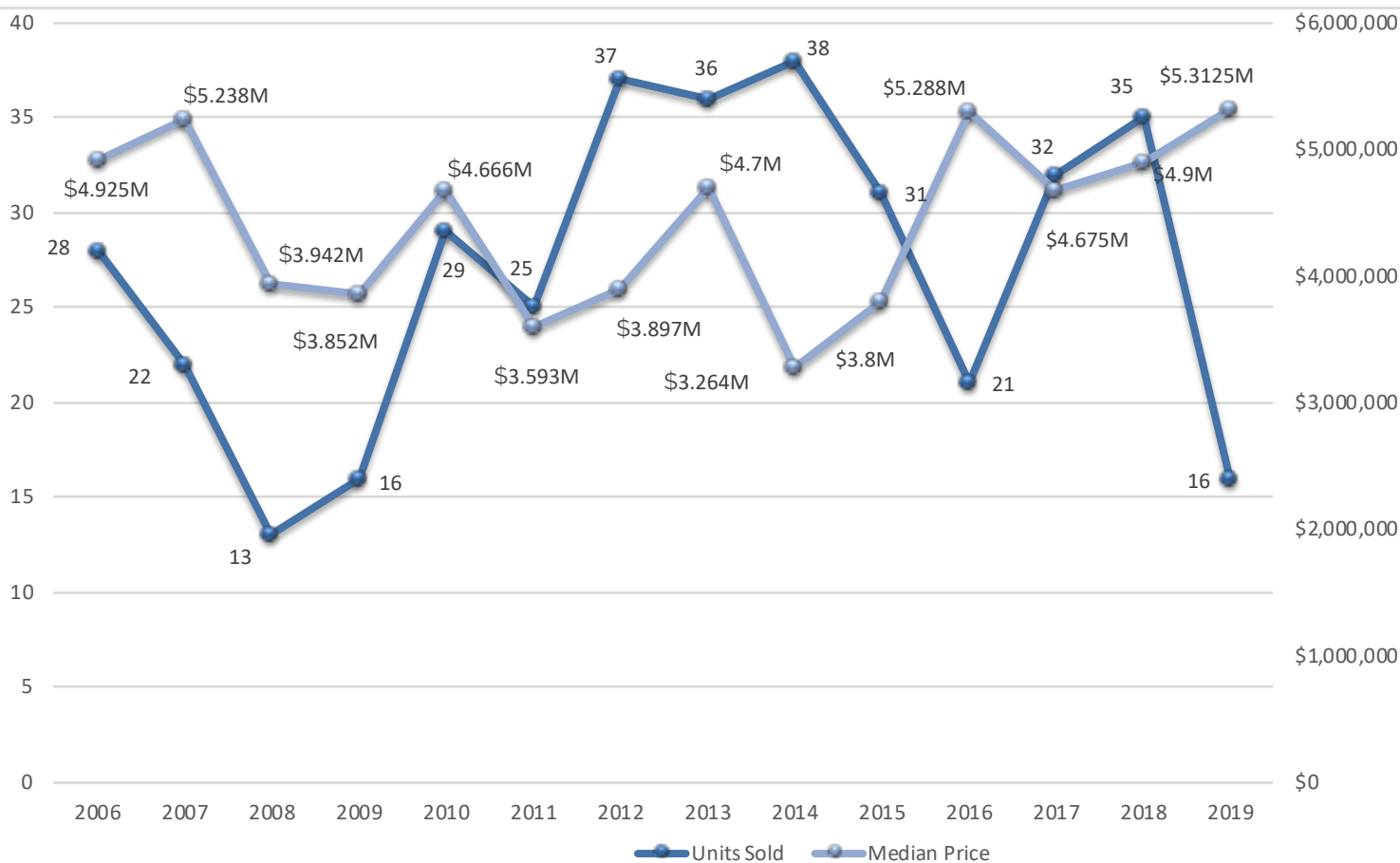
Median price increased 2% year over year, reaching a 14-year high.

50 of 223 homes (22%) sold for over \$2 million.



## LAKEFRONTS

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



### January - December 2019

Single-family homes sold decreased 54% year over year.

Median price increased 8% year over year, reaching a 14-year high.

16 of 16 homes (100%) sold for over \$2 million.

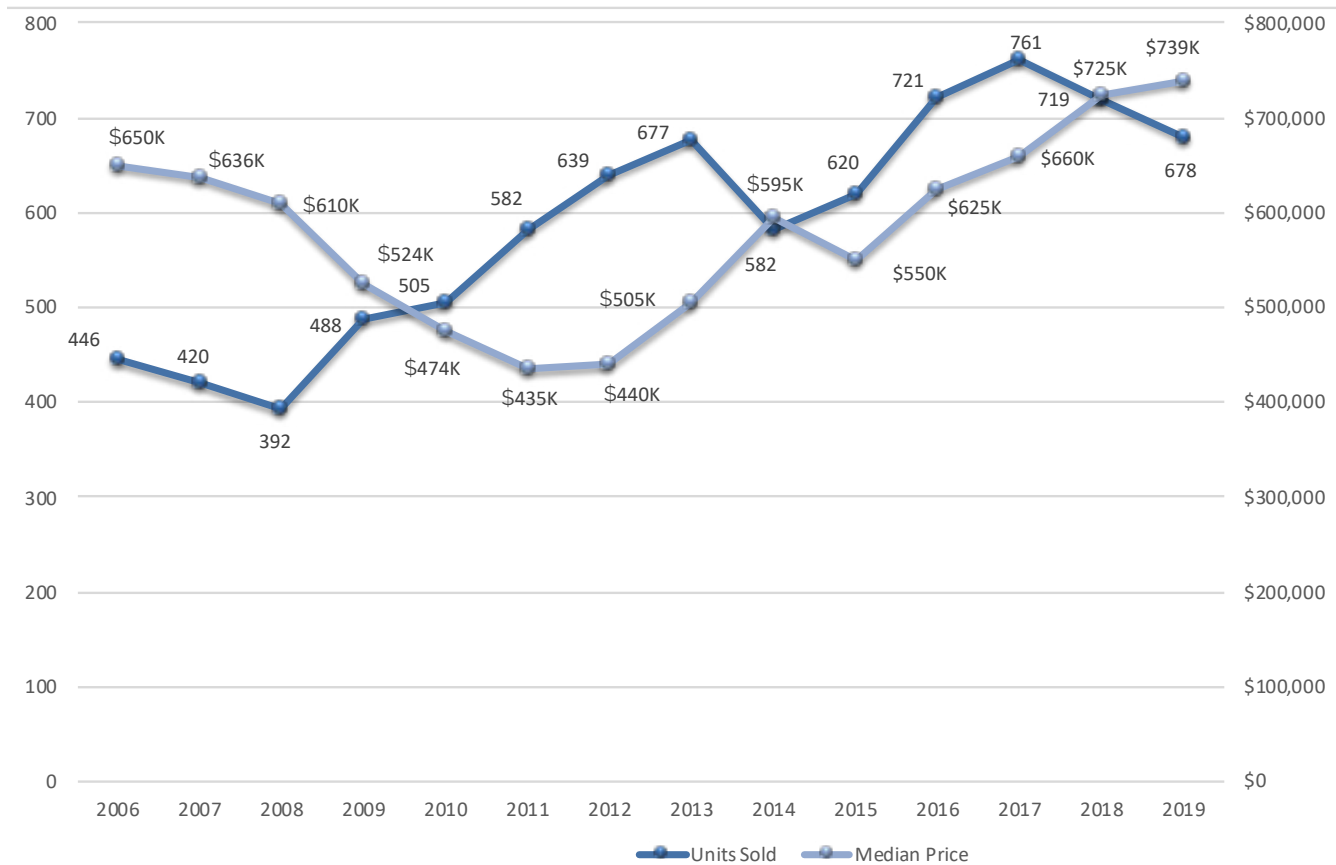
*Note: Small sample size can heavily influence data. Median price does not directly correlate to market appreciation/depreciation.*

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 - December 2019

Single-family homes sold decreased by 6% year over year.

Median price increased by 2% year over year.

Median price is on a 4-year growth trend, reaching a 14-year high.

44 of 470 homes (9%) sold for over \$2 million.

POINTS of INTEREST



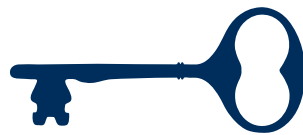
## ABOUT TAHOE LUXURY PROPERTIES

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 2019 alone, Bill Dietz sold over \$90.8 million in residential real estate sales in both California and Nevada, making him a top agent in the region. Since 2006, Bill Dietz has sold over \$769 million, including 59 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](http://TLUXP.com).



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