



**TAHOE LUXURY
PROPERTIES®**
REAL ESTATE SALES & VACATION RENTALS



*This West Shore lakefront home sold for \$27,500,000 on 1.31.25.
The Dietz Group represented the seller.*

LAKE TAHOE REAL ESTATE
MARKET REPORT
QUARTER ONE 2025

LAKE TAHOE REAL ESTATE MARKET REPORT

JANUARY - MARCH 2025

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



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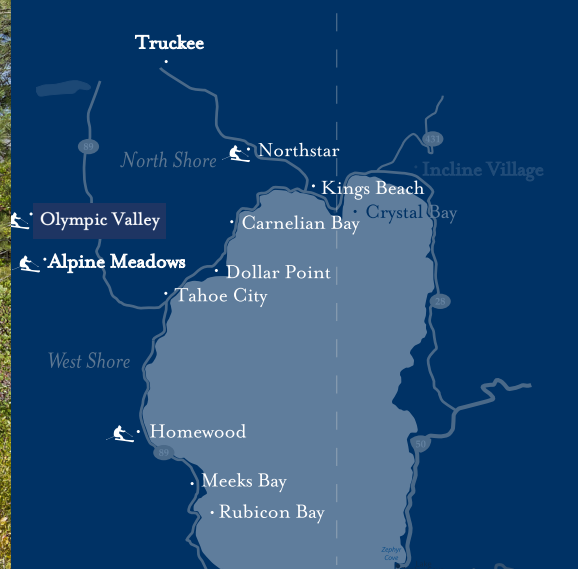
CA DRE #01431063 | NV RED #B0027100

Source: Tahoe Sierra MLS and Incline Village MLS

MARKET ANALYSIS

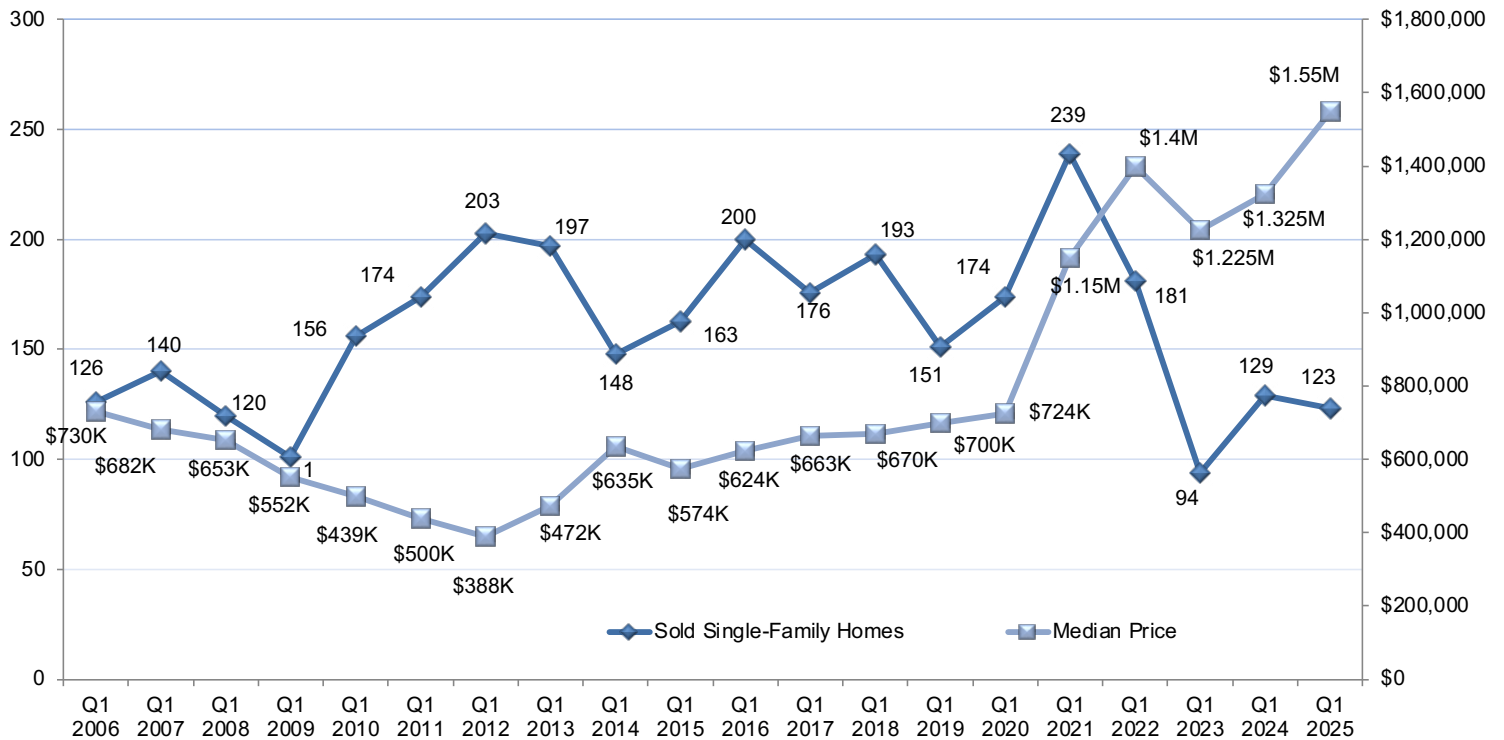
In the first quarter of 2025, three micro-regions of the Tahoe Sierra MLS (CA side) saw sales volume dip an average of 4% with the median price reaching record highs. Lakefront sales volume increased, while median price decreased. However, with only three lakefronts sold in Q1, the small sample size impacts numbers greatly. Incline Village & Crystal Bay saw both sales volume and median price dip year over year. Arguably, the Incline Village median price (\$1.775M) may be normalizing down from the previous record high of \$2.508M, but again this may be influenced by the relatively small sample size of 21 single-family homes sales in Q1. Overall, the Tahoe Sierra MLS saw a 25% increase in inventory year over year, indicating that the dip in sales volume is unrelated to supply. Buyers who may have been waiting for prices to come down, instead saw a 15% increase in median price and may wait longer. The turmoil in the broader economy may present opportunities in the stability of real estate.





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



POINTS of INTEREST

January - March 2025

Single-family homes sold decreased 5% year over year.

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

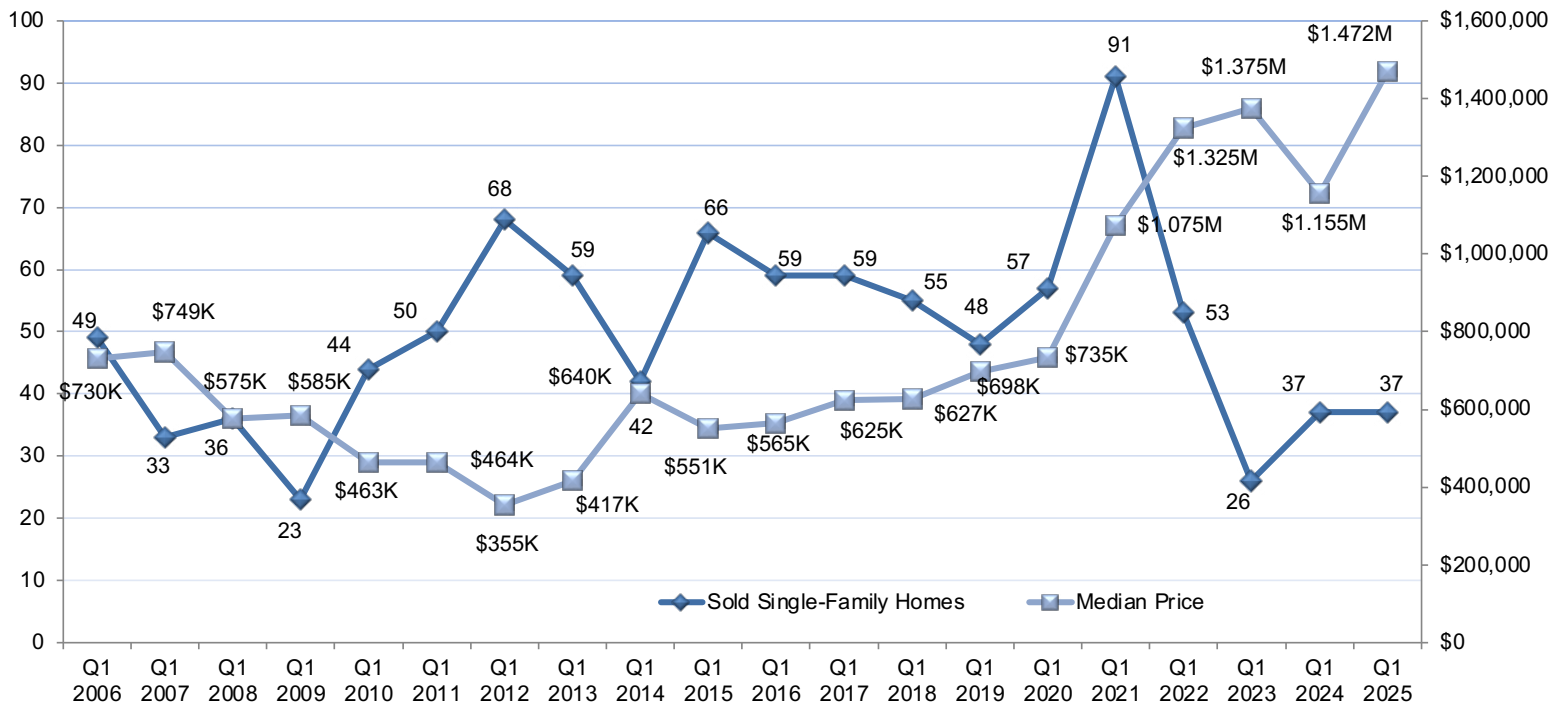
Average Days on Market was 69 days, a 9% decrease year over year.

10 of 123 (8%) homes sold over \$5 million. 40 homes (33%) 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



POINTS of INTEREST

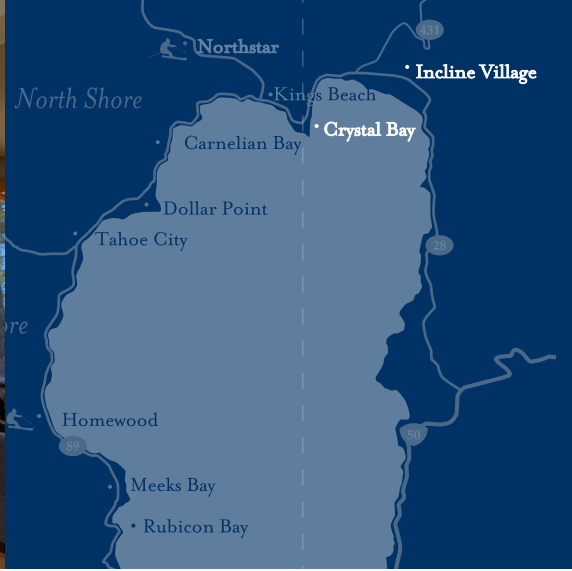
January - March 2025

Single-family homes sold remained flat year over year.

Median price increased 22% year over year, reaching a record high.

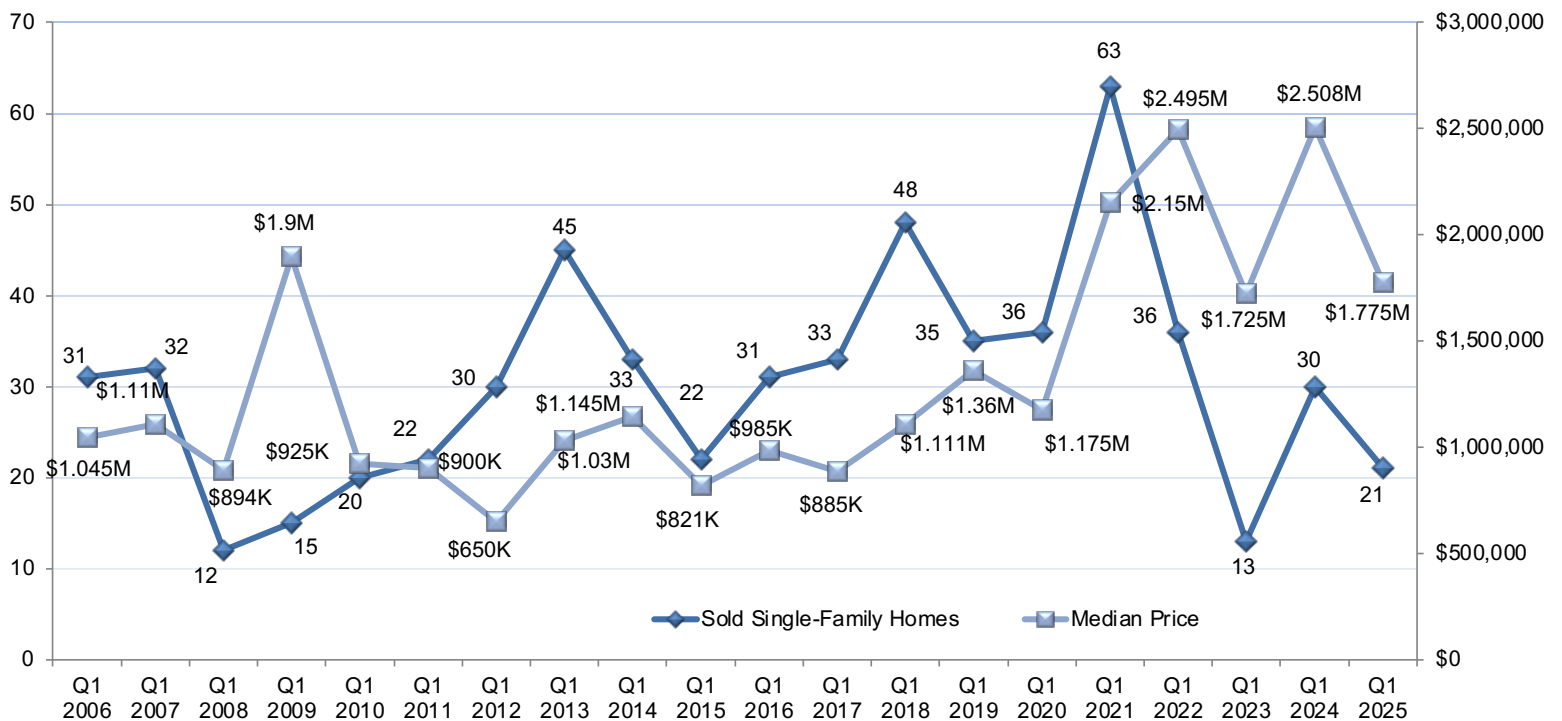
Average Days on Market was 84 days, a 19% decrease year over year

3 of 37 (8%) homes sold over \$5 million. 12 homes (32%) sold over \$2 million.



INCLINE VILLAGE & CRYSTAL BAY

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



POINTS of INTEREST

January - March 2025

Single-family homes sold decreased 43% year over year.

Median price decreased 41% year over year.

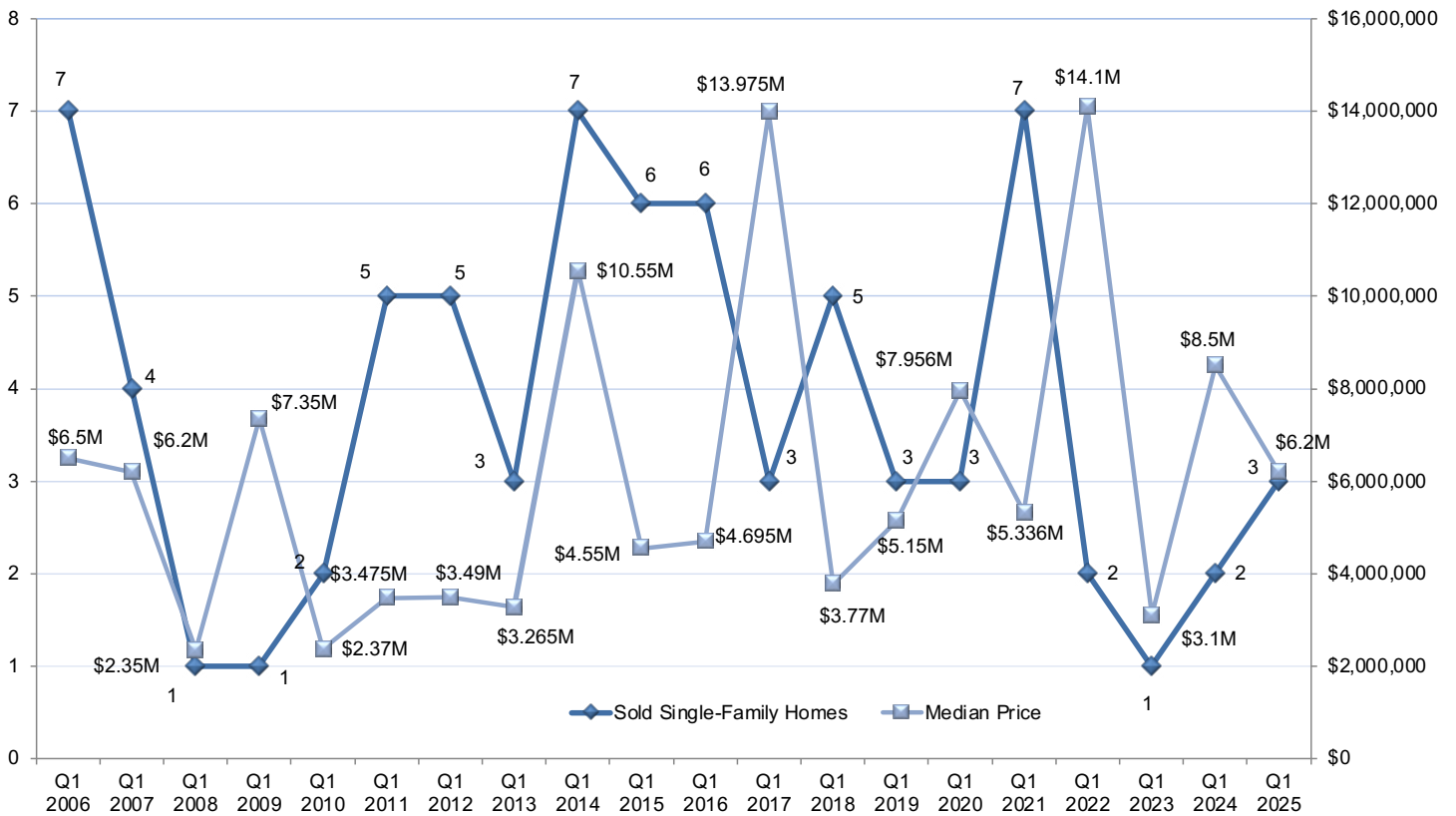
Average Days on Market was 113 days, a 32% decrease year over year.

1 of 21 (5%) homes sold over \$5 million. 8 homes (38%) sold over \$2 million.



LAKEFRONTS

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



POINTS of INTEREST

January - March 2025

Single-family homes sold increased 33% year over year.

Median price decreased 37% year over year.

Average Days on Market was 157 days, a 99% increase year over year.

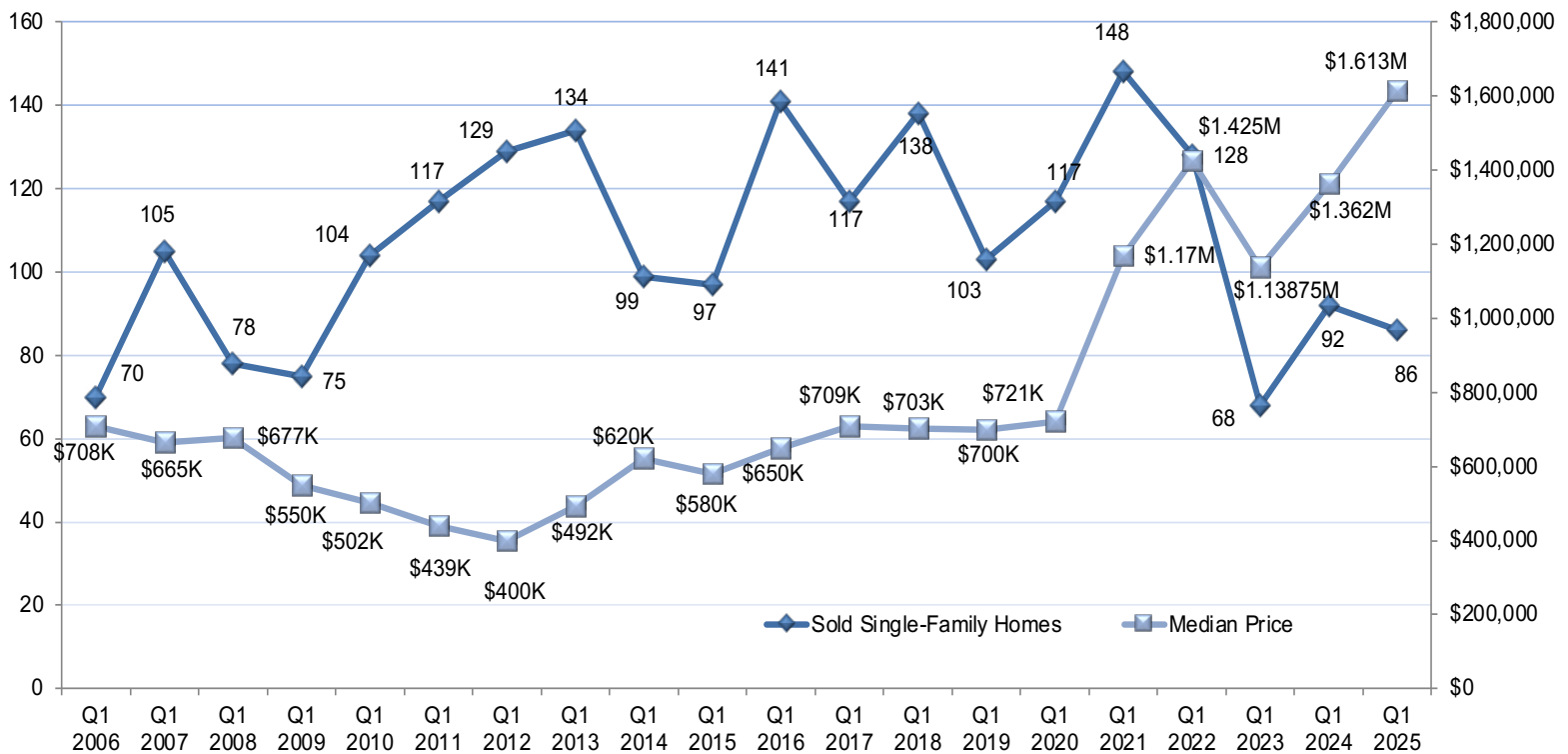
All 3 homes (100%) sold for over \$5 million.

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



POINTS of INTEREST

January - March 2025

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

Median price increased 16% year over year, reaching a record high.

Average Days on Market was 62 days, a 6% decrease year over year.

7 of 86 (8%) homes sold over \$5 million. 28 homes (33%) sold over \$2 million.

ABOUT THE DIETZ GROUP

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 2004, Bill Dietz and the Dietz Group have sold over \$1.4 billion, including 88 lakefronts totaling over \$817 million in lakefront sales in both California and Nevada. 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, the Tahoe Luxury Properties team will help you comprehensively understand the real estate dynamic in the region. Whether you are ready to buy, sell or are simply exploring the options in Lake Tahoe real estate, let us show you Tahoe Luxury Properties.

For more information, please contact us at 530.584.3444 or visit TLUXP.com.

