

Q²

2024

Incline Village + Crystal Bay

Local Market Report

A Growing Market

LAKESHORE
REALTY

Significant Sales



\$11,400,000
457 Lakeshore Boulevard



\$9,175,000
551 Alpine View Drive



\$5,500,000
120 State Route 28, Unit #22



\$4,975,000
983 Fairway Boulevard



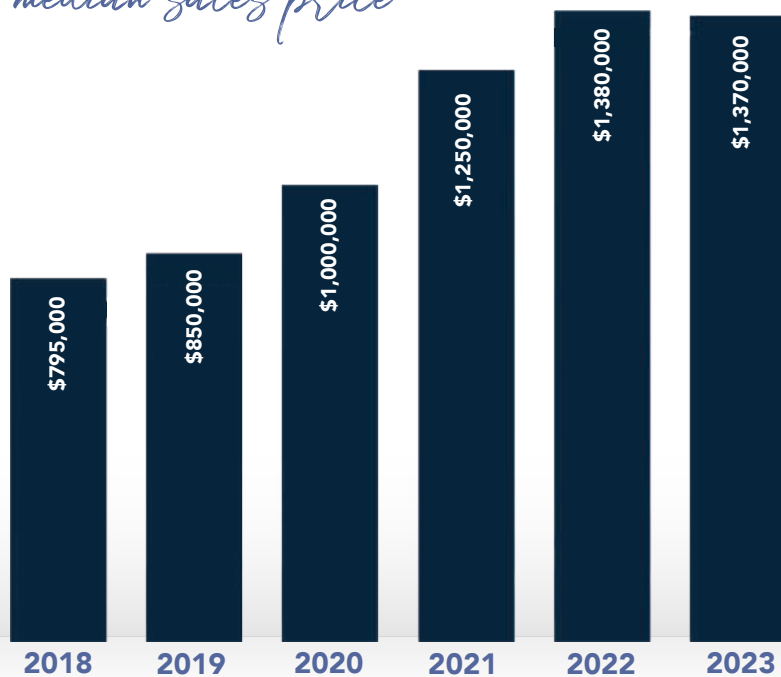
\$4,346,000
623 Tyner Way

Market Trends

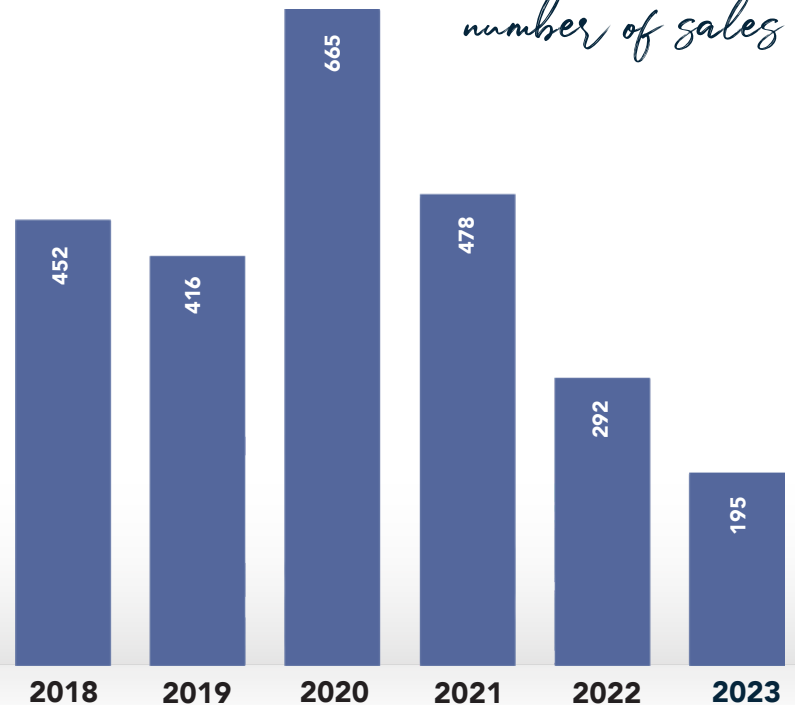
As your local experts, we know this market better than anyone!

The real estate market changes every year, but Lakeshore Realty has been here through all the highs and lows. As your local and family-owned brokerage, we know our market better than anyone else in the area. From the recession of 2008 to the dramatic spike in sales and prices in 2020, we have seen it all. For personal and insightful advice, you can do no better than one of our experienced local Realtors. Lakeshore Realty: *Your hometown experts!*

median sales price



number of sales



*Information is obtained from the Incline Village MLS. Data is considered accurate, but subject to error.

An Insider Guide



This 40-page magazine contains everything you want to know about Incline Village and Crystal Bay. Learn about the history of the area, popular amenities and attractions, local homeowner benefits, and Nevada state tax discounts. Visit the Lakeshore Realty office for a print magazine or **scan to view the digital magazine online**



Neighborhoods + Amenities

- 1 Preston Field
- 2 Mountain Golf
- 3 The Chateau & Championship Golf Course
- 4 Skatepark
- 5 Ball field
- 6 Tennis Center
- 7 Village Green
- 8 Recreation Center
- 9 Aspen Grove
- 10 Incline Beach
- 11 Ski Beach & Boat Launch
- 12 Burnt Cedar Beach
- 13 Lakeshore Realty
- 14 Hotel & Casino
- 15 Hospital
- 16 Visitor's Center
- 17 Post Office
- 18 Sheriff's Station
- 19 Beach Camera



Sales and Prices are Going UP

As we close out the first half of 2024, the real estate market in Incline Village and Crystal Bay appears to be **normalizing and moving in a positive direction**. Sales were slightly lower last year due to several factors. The interest rates were elevated and it was unsure if they would continue to increase, however the rates have leveled out or decreased slightly, providing more buyer confidence in 2024. There was also uncertainty about the overall housing market and whether prices would fall. The statistics from the first 6 months of 2024 are showing us that prices are, at worst leveling off, but appear to be increasing again as we enter a more healthy market in 2024.

From January through June, we saw 54 single family homes sell which is a 38% increase from the first 6 months of 2023. The median price of these properties increased by 17% to \$2,775,000. Condos saw a similar increase of 22% in unit sales and a 7% increase in median price to \$935,000. **As expected, sales and prices have begun to increase again, albeit at a slower rate. This is normal and healthy for our market to have slow but positive growth.** Political and economic turmoil in the coming months may have an impact on sales entering the winter season, however, sales should continue to be strong for the foreseeable future.

Now more than ever it is imperative to work with a local and experienced Realtor to accomplish your goals. Lakeshore Realty has that experience in spades and is the best choice to buy or sell property in Incline Village and Crystal Bay. Trust the local, family owned brokerage and give us a call today!

-Trevor Anderson, Realtor S.175826

Q1-Q2 2024 Stats

	Highest Sold Price	Properties Sold	Average Days on Market
Apollo	\$3,200,000	2	86
Central North and South	\$2,940,000	4	83
Championship Golf Course	\$5,500,000	5	212
Crystal Bay	\$2,280,000	1	59
Eastern Slope	\$6,250,000	6	251
Jennifer	-	0	-
Lakefront Condos	\$3,200,000	4	89
Lakefront Single Family	\$9,700,000	1	0
Lakeview Subdivision	\$5,950,000	8	45
Lower Tyner	\$6,500,000	5	190
Non-Lakefront Condos	\$2,200,000	46	95
Non-Lakefront Single Family	\$11,000,000	53	135
Ponderosa	\$2,750,000	2	104
Millcreek	\$11,000,000	5	140
Mountain Golf Course	\$3,300,000	3	157
Ski Way	\$3,225,000	3	104
The Woods	\$3,000,000	7	63
Upper Tyner	\$2,247,500	2	293

*Information is obtained from the Incline Village MLS. Data is considered accurate, but subject to error.

Overview of Market Movement

Condos

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$875,000	\$935,000	7%
Average Sold Price	\$1,152,837	\$1,191,247	3%
Average Days On Market	106	94	-11%
Average Sold Price/Sq.Ft	\$758	\$772	2%
Highest Sold Price	\$4,000,000	\$3,200,000	-20%
Lowest Sold Price	\$525,000	\$550,000	5%
Properties Sold	41	50	22%
% Sold Price to Average List Price	96%	97%	1%

Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$2,375,000	\$2,775,000	17%
Average Sold Price	\$3,647,897	\$3,237,829	-11%
Average Days On Market	135	133	-1%
Average Sold Price/Sq.Ft	\$959	\$989	3%
Highest Sold Price	\$26,000,000	\$11,000,000	-58%
Lowest Sold Price	\$700,000	\$774,250	-11%
Properties Sold	39	54	38%
% Sold Price to Average List Price	97%	96%	-1%

Market Movement

Apollo Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$1,700,000	\$2,850,000	68%
Average Sold Price	\$1,700,000	\$2,850,000	68%
Average Days On Market	76	86	13%
Average Sold Price/Sq.Ft	\$681	\$719	6%
Highest Sold Price	\$1,700,000	\$3,200,000	88%
Lowest Sold Price	\$1,700,000	\$2,500,000	47%
Properties Sold	1	2	100%
% Sold Price to Average List Price	97%	92%	-5%

Central North & South Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	-	\$2,012,500	n/a
Average Sold Price	-	\$1,972,500	n/a
Average Days On Market	-	83	n/a
Average Sold Price/Sq.Ft	-	\$915	n/a
Highest Sold Price	-	\$2,940,000	n/a
Lowest Sold Price	-	\$925,000	n/a
Properties Sold	-	4	n/a
% Sold Price to Average List Price	-	97%	n/a

Championship Golf Course Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$835,000	\$3,695,000	343%
Average Sold Price	\$1,660,000	\$3,867,200	133%
Average Days On Market	87	212	144%
Average Sold Price/Sq.Ft	\$693	\$889	28%
Highest Sold Price	\$4,975,000	\$5,500,000	11%
Lowest Sold Price	\$700,000	\$2,515,000	259%
Properties Sold	5	5	0%
% Sold Price to Average List Price	99%	95%	-4%

Crystal Bay Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	-	\$2,280,000	n/a
Average Sold Price	-	\$2,280,000	n/a
Average Days On Market	-	59	n/a
Average Sold Price/Sq.Ft	-	\$840	n/a
Highest Sold Price	-	\$2,280,000	n/a
Lowest Sold Price	-	\$2,280,000	n/a
Properties Sold	-	1	n/a
% Sold Price to Average List Price	-	99%	n/a

*Information is obtained from the Incline Village MLS. Data is considered accurate, but subject to error.

Market Movement

Eastern Slope Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$5,447,500	\$3,300,000	-39%
Average Sold Price	\$5,311,250	\$3,611,667	-32%
Average Days On Market	286	251	-12%
Average Sold Price/Sq.Ft	\$1,053	\$875	-17%
Highest Sold Price	\$9,200,000	\$6,250,000	-32%
Lowest Sold Price	\$1,150,000	\$1,122,000	-2%
Properties Sold	4	6	50%
% Sold Price to Average List Price	93%	95%	2%

Jennifer Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$1,687,500	-	n/a
Average Sold Price	\$1,687,500	-	n/a
Average Days On Market	139	-	n/a
Average Sold Price/Sq.Ft	\$579	-	n/a
Highest Sold Price	\$1,875,000	-	n/a
Lowest Sold Price	\$1,500,000	-	n/a
Properties Sold	2	-	n/a
% Sold Price to Average List Price	92%	-	n/a



Market Movement

Lakefront Condos

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$3,250,000	\$3,175,000	-2%
Average Sold Price	\$3,466,667	\$3,131,250	-10%
Average Days On Market	143	89	-38%
Average Sold Price/Sq.Ft	\$1,818	\$2,001	10%
Highest Sold Price	\$4,000,000	\$3,200,000	-20%
Lowest Sold Price	\$3,150,000	\$2,975,000	-6%
Properties Sold	3	4	33%
% Sold Price to Average List Price	93%	98%	5%

Lakefront Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$26,000,000	\$9,700,000	-63%
Average Sold Price	\$26,000,000	\$9,700,000	-63%
Average Days On Market	446	0	-100%
Average Sold Price/Sq.Ft	\$2,884	\$2,281	-21%
Highest Sold Price	\$26,000,000	\$9,700,000	-63%
Lowest Sold Price	\$26,000,000	\$9,700,000	-63%
Properties Sold	1	1	0%
% Sold Price to Average List Price	90%	100%	11%

Non-Lakefront Condos

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$865,000	\$867,500	0%
Average Sold Price	\$1,047,854	\$1,022,551	-2%
Average Days On Market	102	95	-7%
Average Sold Price/Sq.Ft	\$710	\$666	-6%
Highest Sold Price	\$4,000,000	\$2,200,000	-45%
Lowest Sold Price	\$525,000	\$550,000	5%
Properties Sold	39	46	18%
% Sold Price to Average List Price	97%	96%	-1%

Non-Lakefront Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$2,312,500	\$2,750,000	19%
Average Sold Price	\$3,059,684	\$3,115,901	2%
Average Days On Market	127	135	6%
Average Sold Price/Sq.Ft	\$908	\$965	6%
Highest Sold Price	\$9,200,000	\$11,000,000	20%
Lowest Sold Price	\$700,000	\$774,250	11%
Properties Sold	38	53	39%
% Sold Price to Average List Price	97%	96%	1%

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Market Movement

Lakeview Subdivision Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$3,512,500	\$4,050,000	15%
Average Sold Price	\$3,512,500	\$4,243,500	21%
Average Days On Market	99	45	-55%
Average Sold Price/Sq.Ft	\$1,055	\$1,262	20%
Highest Sold Price	\$4,500,000	\$5,950,000	32%
Lowest Sold Price	\$2,525,000	\$2,800,000	11%
Properties Sold	2	8	300%
% Sold Price to Average List Price	99%	99%	0%

Lower Tyner Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$3,545,500	\$2,750,000	-22%
Average Sold Price	\$4,048,875	\$2,975,000	-27%
Average Days On Market	136	190	40%
Average Sold Price/Sq.Ft	\$991	\$882	-11%
Highest Sold Price	\$8,250,000	\$6,500,000	-21%
Lowest Sold Price	\$1,600,000	\$1,015,000	-37%
Properties Sold	8	5	-38%
% Sold Price to Average List Price	97%	91%	-6%





Market Movement

Ponderosa Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$1,385,000	\$2,004,000	45%
Average Sold Price	\$1,385,000	\$2,004,000	45%
Average Days On Market	27	104	285%
Average Sold Price/Sq.Ft	\$526	\$838	59%
Highest Sold Price	\$1,385,000	\$2,750,000	99%
Lowest Sold Price	\$1,385,000	\$1,258,000	-9%
Properties Sold	1	2	100%
% Sold Price to Average List Price	99%	98%	-1%

Millcreek Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$3,750,000	\$3,200,000	-15%
Average Sold Price	\$4,460,000	\$4,998,800	12%
Average Days On Market	72	140	94%
Average Sold Price/Sq.Ft	\$1,184	\$1,293	9%
Highest Sold Price	\$7,900,000	\$11,000,000	39%
Lowest Sold Price	\$2,800,000	\$2,099,000	-25%
Properties Sold	5	5	0%
% Sold Price to Average List Price	101%	99%	-2%

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Market Movement

Mountain Golf Course Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$2,225,000	\$2,450,000	10%
Average Sold Price	\$2,193,750	\$2,500,000	14%
Average Days On Market	127	157	24%
Average Sold Price/Sq.Ft	\$830	\$876	6%
Highest Sold Price	\$2,375,000	\$3,300,000	39%
Lowest Sold Price	\$1,950,000	\$1,750,000	-10%
Properties Sold	4	3	-25%
% Sold Price to Average List Price	93%	94%	1%

Ski Way Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$1,102,500	\$2,675,000	143%
Average Sold Price	\$1,102,500	\$2,300,000	109%
Average Days On Market	74	104	41%
Average Sold Price/Sq.Ft	\$790	\$752	-5%
Highest Sold Price	\$1,130,000	\$3,225,000	185%
Lowest Sold Price	\$1,075,000	\$1,000,000	-7%
Properties Sold	2	3	50%
% Sold Price to Average List Price	98%	96%	-2%

Upper Tyner Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$2,288,500	\$1,736,250	-24%
Average Sold Price	\$2,288,500	\$1,736,250	-24%
Average Days On Market	95	293	208%
Average Sold Price/Sq.Ft	\$871	\$754	-13%
Highest Sold Price	\$3,182,000	\$2,247,500	-29%
Lowest Sold Price	\$1,395,000	\$1,225,000	-12%
Properties Sold	2	2	0%
% Sold Price to Average List Price	97%	93%	-4%

The Woods Single Family

January through June	Q1-Q2 2023	Q1-Q2 2024	% change
Median Sales Price	\$1,495,000	\$1,600,000	7%
Average Sold Price	\$1,495,000	\$1,795,607	20%
Average Days On Market	186	63	-66%
Average Sold Price/Sq.Ft	\$934	\$922	-1%
Highest Sold Price	\$1,725,000	\$3,000,000	74%
Lowest Sold Price	\$1,265,000	\$774,250	-39%
Properties Sold	2	7	250%
% Sold Price to Average List Price	97%	98%	1%

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Sell Your Home for Top Dollar

Property

We carefully prepare every property for sale. We work with contractors, stagers, and designers to enhance your home's curb appeal. Our photographers and videographers capture a home at its best, increasing engagement with buyers in a competitive market.



Market

Lakeshore Realty agents know the Incline Village market better than anyone. We understand the nuances of every neighborhood and how these subtle differences impact the lifestyle. Our hyper local experience is a huge asset when match connecting buyers and sellers.



Price

Pricing a property for sale is an art, especially in a place as unique as Incline Village. There are dozens of factors that go in to creating a value range. Our strategy is designed to elicit more offers, create competition and sell at or above asking price for a home.



Marketing

The first two weeks a home is listed for sale are critical. We start with an exceptional pre-marketing plan and hit the ground running the day a property goes on the market. We use the highest quality marketing and generate better exposure than any other real estate company.



market report provided courtesy of

LAKE SHORE REALTY

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