

Q<sup>4</sup>

2021

Incline Village + Crystal Bay

# Local Market Report

LAKESHORE  
REALTY

# significant sales



\$14,350,000  
1550 Debra Ln., Millcreek



\$5,985,000  
821 Carano Ct., The Woods



\$5,900,000  
745 Mays Blvd., Lakeview



\$5,300,000  
950 Lakeshore View Ct.  
Lakeview



\$4,000,000  
967 Fourth Green  
Championship Golf Course



\$3,700,000  
475 Country Club Drive  
Incline Village



\$3,250,000  
595 Putter Ct.  
Championship Golf Course

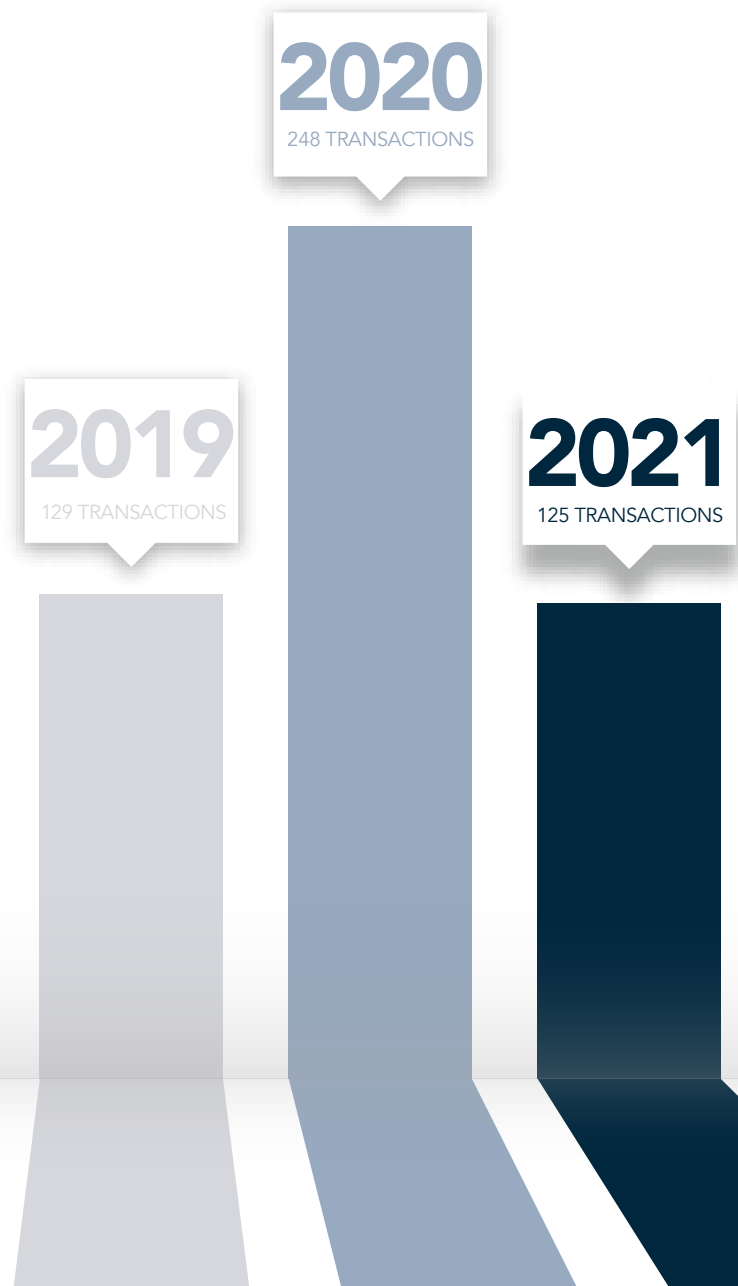
# market leaders

*we know the incline village +  
crystal bay real estate market  
better than any other brokerage*

Lakeshore Realty is Incline Village and Crystal Bay's #1 independent brokerage and we have the numbers to prove it.

With more than \$2 billion in closed sales, Lakeshore Realty has been dedicated to providing the best real estate representation for buyers and sellers since 1994.

- #1 Independent Brokerage 2019 - 2021
- #1 Overall Brokerage 2019
- #2 Overall Brokerage 2020-2021



# an insiders guide



This 40-page, glossy 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. Come by our office on Lakeshore Boulevard or give us a call at (775) 831-7000 for a complimentary copy of our luxury relocation magazine.

# 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



# number of properties sold in 2021

Apollo	5
Central North and South	477
Championship Golf Course	24
Crystal Bay	6
Eastern Slope	19
Jennifer	21
Lakefront Condos	12
Lakefront Single Family	7
Lakeview Subdivision	12
Lower Tyner	30
Non-Lakefront Condos	201
Non-Lakefront Single Family	228
Ponderosa	18
Millcreek	18
Mountain Golf Course	21
Ski Way	13
The Woods	22
Upper Tyner	14



# highest sold price in 2021

Apollo	\$2,650,000
Central North and South	\$1,795,000
Championship Golf Course	\$4,100,000
Crystal Bay	\$2,500,000
Eastern Slope	\$10,000,000
Jennifer	\$11,500,000
Lakefront Condos	\$7,100,000
Lakefront Single Family	\$47,500,000
Lakeview Subdivision	\$11,500,00
Lower Tyner	\$5,725,000
Non-Lakefront Condos	\$2,625,000
Non-Lakefront Single Family	\$14,350,000
Ponderosa	\$5,800,000
Millcreek	\$14,350,000
Mountain Golf Course	\$3,300,000
Ski Way	\$3,800,000
The Woods	\$5,985,000
Upper Tyner	\$4,000,000

# days on market in 2021

Apollo	46
Central North and South	51
Championship Golf Course	65
Crystal Bay	89
Eastern Slope	92
Jennifer	82
Lakefront Condos	79
Lakefront Single Family	465
Lakeview Subdivision	116
Lower Tyner	68
Non-Lakefront Condos	65
Non-Lakefront Single Family	80
Ponderosa	87
Millcreek	70
Mountain Golf Course	67
Ski Way	57
The Woods	58
Upper Tyner	166



# market movement

## Apollo Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,150,000	\$1,290,000	0.1
Average Sold Price	\$1,259,071	\$1,724,200	0.4
Average Days On Market	76	41	-0.5
Average Sold Price/Sq.Ft	\$489	\$684	0.4
Highest Sold Price	\$3,050,000	\$2,650,000	-0.1
Lowest Sold Price	\$704,000	\$880,000	0.3
Properties Sold	14	5	-0.6
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$17,627,000	\$8,621,000	-0.5

## Central North & South Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,412,500	\$1,595,000	13%
Average Sold Price	\$1,651,222	\$1,599,000	-3%
Average Days On Market	105	47	-55%
Average Sold Price/Sq.Ft	\$569	\$721	27%
Highest Sold Price	\$5,000,000	\$2,289,500	-54%
Lowest Sold Price	\$880,000	\$1,200,000	36%
Properties Sold	18	5	-72%
% Sold Price to Average List Price	99%	98%	-1%
Total Dollar Volume Sold	\$29,722,000	\$8,379,500	-72%

## Championship Golf Course Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,295,000	\$1,075,000	-17%
Average Sold Price	\$1,737,672	\$1,849,758	6%
Average Days On Market	135	65	-52%
Average Sold Price/Sq.Ft	\$536	\$695	30%
Highest Sold Price	\$5,300,000	\$4,100,000	-23%
Lowest Sold Price	\$485,000	\$675,000	39%
Properties Sold	32	24	-25%
% Sold Price to Average List Price	98%	99%	1%
Total Dollar Volume Sold	\$55,605,500	\$44,394,200	-20%

## Crystal Bay Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,600,000	\$1,280,000	-0.2
Average Sold Price	\$1,747,485	\$1,500,000	-0.1
Average Days On Market	217	89	-0.6
Average Sold Price/Sq.Ft	\$791	\$944	0.2
Highest Sold Price	\$2,800,000	\$2,500,000	-0.1
Lowest Sold Price	\$670,000	\$850,000	0.3
Properties Sold	10	6	-0.4
% Sold Price to Average List Price	0.96	0.99	3.1%
Total Dollar Volume Sold	\$17,474,850	\$9,000,000	-0.5

# market movement

## Eastern Slope Single Family

January through December	2020	2021	% change
Median Sales Price	\$2,065,000	\$2,250,000	9%
Average Sold Price	\$2,731,023	\$3,241,132	19%
Average Days On Market	155	92	-41%
Average Sold Price/Sq.Ft	\$626	\$913	46%
Highest Sold Price	\$6,900,000	\$10,000,000	45%
Lowest Sold Price	\$830,000	\$1,080,000	30%
Properties Sold	44	19	-57%
% Sold Price to Average List Price	96%	99%	3%
Total Dollar Volume Sold	\$120165000	\$61581500	-49%

## Jennifer Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,262,500	\$1,600,000	27%
Average Sold Price	\$1,264,658	\$2,168,286	71%
Average Days On Market	101	82	-19%
Average Sold Price/Sq.Ft	\$508	\$710	40%
Highest Sold Price	\$2,580,000	\$11,500,000	346%
Lowest Sold Price	\$645,000	\$1,100,000	71%
Properties Sold	38	21	-45%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$48,057,000	\$45,534,000	-5%



# market movement

## Lakefront Condos

January through December	2020	2021	% change
Median Sales Price	\$2,375,000	\$3,050,000	28%
Average Sold Price	\$2,929,313	\$3,541,667	21%
Average Days On Market	126	79	-37%
Average Sold Price/Sq.Ft	\$1,284	\$1,773	38%
Highest Sold Price	\$6,100,000	\$7,100,000	16%
Lowest Sold Price	\$1,175,000	\$1,800,000	53%
Properties Sold	16	12	-25%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$46,869,000	\$42,500,000	-9%

## Lakefront Single Family

January through December	2020	2021	% change
Median Sales Price	\$10,775,000	\$31,500,000	192%
Average Sold Price	\$12,940,500	\$30,310,085	134%
Average Days On Market	249	465	87%
Average Sold Price/Sq.Ft	\$2,563	\$3,871	51%
Highest Sold Price	\$27,500,000	\$47,500,000	73%
Lowest Sold Price	\$5,850,000	\$7,300,000	25%
Properties Sold	16	7	-56%
% Sold Price to Average List Price	92%	90%	-2%
Total Dollar Volume Sold	\$207,048,000	\$212,170,594	2%

## Lakeview Subdivision Single Family

January through December	2020	2021	% change
Median Sales Price	\$2,675,000	\$5,250,000	96%
Average Sold Price	\$3,273,565	\$5,390,559	65%
Average Days On Market	151	116	-23%
Average Sold Price/Sq.Ft	\$835	\$1,150	38%
Highest Sold Price	\$10,900,000	\$11,500,000	6%
Lowest Sold Price	\$998,000	\$2,650,000	166%
Properties Sold	29	12	-59%
% Sold Price to Average List Price	98%	97%	-1%
Total Dollar Volume Sold	\$94,933,376	\$64,686,709	-32%

## Lower Tyner Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,470,000	\$2,025,000	38%
Average Sold Price	\$1,911,161	\$2,294,583	20%
Average Days On Market	129	68	-47%
Average Sold Price/Sq.Ft	\$537.00	\$855.00	59%
Highest Sold Price	\$4,500,000	\$5,725,000	27%
Lowest Sold Price	\$800,000	\$878,000	10%
Properties Sold	31	30	-3%
% Sold Price to Average List Price	98%	99%	1%
Total Dollar Volume Sold	\$59,246,000	\$68,837,500	16%

# market movement

## Non-Lakefront Condos

January through December	2020	2021	% change
Median Sales Price	\$620,000	\$788,000	27%
Average Sold Price	\$720,834	\$907,110	26%
Average Days On Market	108	65	-40%
Average Sold Price/Sq.Ft	\$479	\$634	32%
Highest Sold Price	\$2,212,500	\$2,625,000	19%
Lowest Sold Price	\$265,000	\$360,000	36%
Properties Sold	236	201	-15%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$170,116,788	\$182,329,087	7%

## Non-Lakefront Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,425,000	\$1,940,000	36%
Average Sold Price	\$1,929,526	\$2,515,489	30%
Average Days On Market	137	80	-42%
Average Sold Price/Sq.Ft	\$594	\$848	43%
Highest Sold Price	\$10,900,000	\$14,350,000	32%
Lowest Sold Price	\$475,000	\$550,000	16%
Properties Sold	358	228	-36%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$690770266	\$573,531,409	-17%





# market movement

## Ponderosa Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,262,500	\$2,517,500	99%
Average Sold Price	\$1,768,318	\$2,715,694	54%
Average Days On Market	227	87	-62%
Average Sold Price/Sq.Ft	\$547	\$761	39%
Highest Sold Price	\$4,175,000	\$5,800,000	39%
Lowest Sold Price	\$665,000	\$1,155,000	74%
Properties Sold	22	18	-18%
% Sold Price to Average List Price	93%	99%	6%
Total Dollar Volume Sold	\$38,903,000	\$48,882,500	26%

## Millcreek Single Family

January through December	2020	2021	% change
Median Sales Price	\$2,775,000	\$3,550,000	28%
Average Sold Price	\$3,299,190	\$4,453,333	35%
Average Days On Market	173	70	-60%
Average Sold Price/Sq.Ft	\$837	\$1,232	47%
Highest Sold Price	\$7,140,000	\$14,350,000	101%
Lowest Sold Price	\$1,200,000	\$1,400,000	17%
Properties Sold	29	18	-38%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$95,676,500	\$80,160,000	-16%

# market movement

## Mountain Golf Course Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,425,000	\$1,550,000	9%
Average Sold Price	\$1,287,391	\$1,648,643	28%
Average Days On Market	115	67	-42%
Average Sold Price/Sq.Ft	\$528	\$723	37%
Highest Sold Price	\$1,950,000	\$3,300,000	69%
Lowest Sold Price	\$530,000	\$567,500	7%
Properties Sold	23	21	-9%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$29,610,000	\$34,621,500	17%

## Ski Way Single Family

January through December	2020	2021	% change
Median Sales Price	\$715,000	\$1,145,000	0.6
Average Sold Price	\$812,041	\$1,510,846	0.9
Average Days On Market	126	73	-0.4
Average Sold Price/Sq.Ft	\$444	\$733	0.7
Highest Sold Price	\$1,600,000	\$3,800,000	1.4
Lowest Sold Price	\$475,000	\$755,000	0.6
Properties Sold	27	13	-0.5
% Sold Price to Average List Price	98%	99%	1.0%
Total Dollar Volume Sold	\$21,925,100	\$19,641,000	-0.1

## Upper Tyner Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,322,500	\$1,925,000	46%
Average Sold Price	\$1,595,889	\$2,160,500	35%
Average Days On Market	142	166	17%
Average Sold Price/Sq.Ft	\$498	\$887	78%
Highest Sold Price	\$5,700,000	\$4,000,000	-30%
Lowest Sold Price	\$689,000	\$1,080,000	57%
Properties Sold	18	14	-22%
% Sold Price to Average List Price	\$1	\$1	2%
Total Dollar Volume Sold	\$28,726,000	\$30,247,000	5%

## The Woods Single Family

January through December	2020	2021	% change
Median Sales Price	\$1,150,000	\$1,810,000	57%
Average Sold Price	\$1,439,084	\$2,224,773	55%
Average Days On Market	92	58	-37%
Average Sold Price/Sq.Ft	\$588	\$875	49%
Highest Sold Price	\$4,350,000	\$5,985,000	38%
Lowest Sold Price	\$515,000	\$550,000	7%
Properties Sold	23	22	-4%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$33,098,940	\$48,945,000	48%

# sell your home for top dollar

## property

We carefully prepare every property for sale. We work with contractors, stagers, and designers to enhance a 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 making 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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