



Q<sup>1</sup>

2022

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

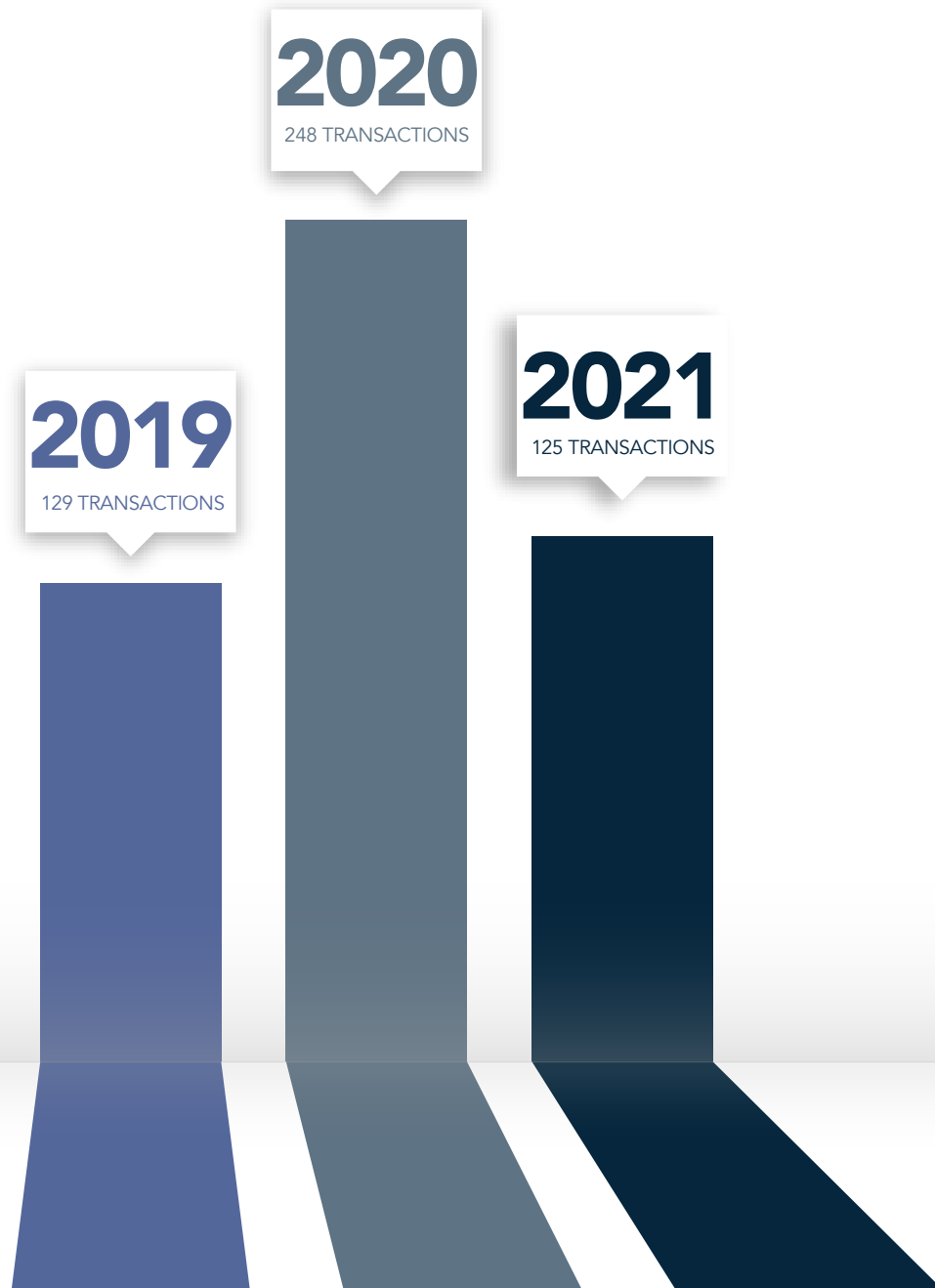
# Market Leaders

*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 \$2.5 billion in closed sales, Lakeshore Realty has been dedicated to providing the best real estate representation for buyers and sellers since 1994.

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



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

# An Insider 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

# Days on Market in 2021

Apollo	5	41
Central North and South	110	56
Championship Golf Course	46	84
Crystal Bay	16	151
Eastern Slope	27	90
Jennifer	21	103
Lakefront Condos	12	79
Lakefront Single Family	7	763
Lakeview Subdivision	20	103
Lower Tyner	36	68
Non-Lakefront Condos	201	66
Non-Lakefront Single Family	229	85
Ponderosa	18	87
Millcreek	21	69
Mountain Golf Course	40	73
Ski Way	60	75
The Woods	24	57
Upper Tyner	16	179

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

# 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

# Q1 Overview of Market Movement

## Condos

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$762,500	\$852,000	11.7%
Average Sold Price	\$861,166	\$1,053,850	22.4%
Average Days On Market	77	82	6.5%
Average Sold Price/Sq.Ft	\$556	\$785	41.2%
Highest Sold Price	\$2,425,000	\$3,500,000	44.3%
Lowest Sold Price	\$390,000	\$445,000	14.1%
Properties Sold	44	40	-9.1%
% Sold Price to Average List Price	101%	101%	0.0%
Total Dollar Volume Sold	\$37,891,300	\$35,779,000	-5.6%

## Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$2,100,000	\$2,495,000	18.8%
Average Sold Price	\$2,793,511	\$3,132,347	12.1%
Average Days On Market	91	88	-3.3%
Average Sold Price/Sq.Ft	\$808	\$970.00	20.0%
Highest Sold Price	\$14,350,000	\$17,500,000	22.0%
Lowest Sold Price	\$675,000	\$785,000	16.3%
Properties Sold	62	36	-41.9%
% Sold Price to Average List Price	99%	98%	-1.0%
Total Dollar Volume Sold	\$173,197,700	\$112,764,500	-34.9%



# Market Movement

## Apollo Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,290,000	\$2,450,000	89.9%
Average Sold Price	\$1,606,667	\$2,450,000	52.5%
Average Days On Market	40	69	72.5%
Average Sold Price/Sq.Ft	\$658	\$1,034	57.1%
Highest Sold Price	\$2,650,000	\$2,450,000	-7.5%
Lowest Sold Price	\$880,000	\$2,450,000	178.4%
Properties Sold	3	1	-66.7%
% Sold Price to Average List Price	100%	98%	-2.0%
Total Dollar Volume Sold	\$4,820,000	\$2,450,000	-49.2%

## Central North & South Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,200,000	\$3,392,500	182.7%
Average Sold Price	\$1,200,000	\$3,392,500	182.7%
Average Days On Market	63	20	-68.3%
Average Sold Price/Sq.Ft	\$503	\$936	86.1%
Highest Sold Price	\$1,200,000	\$4,400,000	266.7%
Lowest Sold Price	\$1,200,000	\$2,385,000	98.8%
Properties Sold	1	2	100.0%
% Sold Price to Average List Price	93%	95%	2.2%
Total Dollar Volume Sold	\$1,200,000	\$8,485,000	607.1%

## Championship Golf Course Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$802,100	\$839,000	4.6%
Average Sold Price	\$1,577,920	\$1,542,167	-2.3%
Average Days On Market	82	156	90.2%
Average Sold Price/Sq.Ft	\$607	\$659	8.6%
Highest Sold Price	\$3,250,000	\$2,995,000	-7.8%
Lowest Sold Price	\$675,000	\$792,500	17.4%
Properties Sold	10	3	-70.0%
% Sold Price to Average List Price	99%	98%	-1.0%
Total Dollar Volume Sold	\$15,779,200	\$4,626,500	-70.7%

## Crystal Bay Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,090,000	-	-
Average Sold Price	\$1,090,000	-	-
Average Days On Market	75	-	-
Average Sold Price/Sq.Ft	\$1,436	-	-
Highest Sold Price	\$1,090,000	-	-
Lowest Sold Price	\$1,090,000	-	-
Properties Sold	1	-	-
% Sold Price to Average List Price	99%	-	-
Total Dollar Volume Sold	\$1,090,000	-	-

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

# Market Movement

## Eastern Slope Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$3,094,000	\$5,525,000	78.6%
Average Sold Price	\$3,622,000	\$8,241,667	127.5%
Average Days On Market	212	108	-49.1%
Average Sold Price/Sq.Ft	\$880	\$1,267	44.0%
Highest Sold Price	\$6,800,000	\$17,500,000	157.4%
Lowest Sold Price	\$1,500,000	\$1,700,000	13.3%
Properties Sold	4	3	-25.0%
% Sold Price to Average List Price	98%	99%	1.0%
Total Dollar Volume Sold	\$14,488,000	\$24,725,000	70.7%

## Jennifer Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,667,500	\$2,120,000	27.1%
Average Sold Price	\$3,181,125	\$2,263,333	-28.9%
Average Days On Market	100	78	-22.0%
Average Sold Price/Sq.Ft	\$755	\$928	22.9%
Highest Sold Price	\$11,500,000	\$3,500,000	-69.6%
Lowest Sold Price	\$1,100,000	\$1,350,000	22.7%
Properties Sold	8	6	-25.0%
% Sold Price to Average List Price	98%	98%	0.0%
Total Dollar Volume Sold	\$25,449,000	\$13,580,000	-46.6%



# Market Movement

## Lakefront Condos

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$3,100,000	\$3,187,500	2.8%
Average Sold Price	\$3,100,000	\$3,187,500	2.8%
Average Days On Market	58	43	-25.9%
Average Sold Price/Sq.Ft	\$1,476	\$1,811	22.7%
Highest Sold Price	\$3,100,000	\$3,500,000	12.9%
Lowest Sold Price	\$3,100,000	\$2,875,000	-7.3%
Properties Sold	1	2	100.0%
% Sold Price to Average List Price	98%	99%	1.0%
Total Dollar Volume Sold	\$3,100,000	\$6,375,000	105.6%

## Lakefront Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$19,400,000	-	-
Average Sold Price	\$19,400,000	-	-
Average Days On Market	1465	-	-
Average Sold Price/Sq.Ft	\$2,673	-	-
Highest Sold Price	\$31,500,000	-	-
Lowest Sold Price	\$7,300,000	-	-
Properties Sold	2	-	-
% Sold Price to Average List Price	94%	-	-
Total Dollar Volume Sold	\$38,800,000	-	-

## Non-Lakefront Condos

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$762,500	\$832,000	9.1%
Average Sold Price	\$861,166	\$941,553	9.3%
Average Days On Market	77	84	9.1%
Average Sold Price/Sq.Ft	\$556	\$731	31.5%
Highest Sold Price	\$2,425,000	\$2,500,000	3.1%
Lowest Sold Price	\$390,000	\$445,000	14.1%
Properties Sold	44	38	-13.6%
% Sold Price to Average List Price	101%	101%	0.0%
Total Dollar Volume Sold	\$37,891,300	\$35,779,000	-5.6%

## Non-Lakefront Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$2,100,000	\$2,495,000	18.8%
Average Sold Price	\$2,793,511	\$3,132,347	12.1%
Average Days On Market	91	88	-3.3%
Average Sold Price/Sq.Ft	\$808	\$970.00	20.0%
Highest Sold Price	\$14,350,000	\$17,500,000	22.0%
Lowest Sold Price	\$675,000	\$785,000	16.3%
Properties Sold	62	36	-41.9%
% Sold Price to Average List Price	99%	98%	-1.0%
Total Dollar Volume Sold	\$173,197,700	\$112,764,500	-34.9%

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# Market Movement

## Lakeview Subdivision Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$4,949,500	\$3,900,000	-21.2%
Average Sold Price	\$5,137,250	\$3,900,000	-24.1%
Average Days On Market	160	167	4.4%
Average Sold Price/Sq.Ft	\$933	\$805	-13.7%
Highest Sold Price	\$8,000,000	\$3,900,000	-51.2%
Lowest Sold Price	\$2,650,000	\$3,900,000	47.2%
Properties Sold	4	1	-75.0%
% Sold Price to Average List Price	96%	92%	-4.2%
Total Dollar Volume Sold	\$20,549,000	\$3,900,000	-81.0%

## Lower Tyner Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$2,450,000	\$3,500,000	42.9%
Average Sold Price	\$2,794,500	\$3,500,000	25.2%
Average Days On Market	76	75	-1.3%
Average Sold Price/Sq.Ft	\$880	\$1,298	47.5%
Highest Sold Price	\$4,825,000	\$3,500,000	-27.5%
Lowest Sold Price	\$1,728,000	\$3,500,000	102.5%
Properties Sold	7	1	-85.7%
% Sold Price to Average List Price	99%	97%	-2.0%
Total Dollar Volume Sold	\$19,561,500	\$3,500,000	-82.1%





# Market Movement

## Ponderosa Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,590,000	\$2,575,000	61.9%
Average Sold Price	\$2,205,714	\$2,575,000	16.7%
Average Days On Market	86	125	45.3%
Average Sold Price/Sq.Ft	\$685	\$959	40.0%
Highest Sold Price	\$5,200,000	\$3,350,000	-35.6%
Lowest Sold Price	\$1,155,000	\$1,800,000	55.8%
Properties Sold	7	2	-71.4%
% Sold Price to Average List Price	101%	96%	-5.0%
Total Dollar Volume Sold	\$15,440,000	\$5,150,000	-66.6%

## Millcreek Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$3,400,000	\$4,114,000	21.0%
Average Sold Price	\$4,912,500	\$4,318,250	-12.1%
Average Days On Market	56	36	-35.7%
Average Sold Price/Sq.Ft	\$1,160	\$1,485	28.0%
Highest Sold Price	\$14,350,000	\$6,800,000	-52.6%
Lowest Sold Price	\$1,650,000	\$2,245,000	36.1%
Properties Sold	8	4	-50.0%
% Sold Price to Average List Price	96%	100%	4.2%
Total Dollar Volume Sold	\$39,300,000	\$17,273,000	-56.0%

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# Market Movement

## Mountain Golf Course Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,400,000	\$2,875,000	105.4%
Average Sold Price	\$1,550,000	\$2,775,000	79.0%
Average Days On Market	79	99	25.3%
Average Sold Price/Sq.Ft	\$606	\$970	60.1%
Highest Sold Price	\$2,100,000	\$3,050,000	45.2%
Lowest Sold Price	\$1,150,000	\$2,400,000	108.7%
Properties Sold	3	3	0.0%
% Sold Price to Average List Price	96%	101%	5.2%
Total Dollar Volume Sold	\$4,650,000	\$8,325,000	79.0%

## Ski Way Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,485,500	-	-
Average Sold Price	\$1,485,500	-	-
Average Days On Market	88	-	-
Average Sold Price/Sq.Ft	\$608	-	-
Highest Sold Price	\$2,100,000	-	-
Lowest Sold Price	\$871,000	-	-
Properties Sold	2	-	-
% Sold Price to Average List Price	105%	-	-
Total Dollar Volume Sold	\$2,971,000	-	-

## Upper Tyner Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$1,915,000	\$3,150,000	271.3%
Average Sold Price	\$1,915,000	\$2,937,500	53.4%
Average Days On Market	55	38	-30.9%
Average Sold Price/Sq.Ft	\$922	\$941	2.1%
Highest Sold Price	\$2,750,000	\$3,950,000	43.6%
Lowest Sold Price	\$1,080,000	\$1,500,000	38.9%
Properties Sold	2	4	100.0%
% Sold Price to Average List Price	101%	97%	-4.0%
Total Dollar Volume Sold	\$3,830,000	\$11,750,000	206.8%

## The Woods Single Family

January through March	Q1 2021	Q1 2022	% change
Median Sales Price	\$2,035,000	\$1,850,000	-9.1%
Average Sold Price	\$2,035,000	\$1,783,333	-12.4%
Average Days On Market	89	122	37.1%
Average Sold Price/Sq.Ft	\$862	\$673	-21.9%
Highest Sold Price	\$2,575,000	\$2,850,000	10.7%
Lowest Sold Price	\$1,495,000	\$785,000	-47.5%
Properties Sold	2	6	200.0%
% Sold Price to Average List Price	99%	99%	0.0%
Total Dollar Volume Sold	\$4,070,000	\$9,000,000	121.1%

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

# 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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