



Q<sup>2</sup>

2022

Incline Village + Crystal Bay

# Local Market Report

LAKESHORE  
REALTY

# Significant Sales



\$9,175,000  
551 Alpine View Dr., Eastern Slope



\$4,400,000  
265 Glen Way #4, Central South



\$3,350,000  
300 Second Creek Dr, Ponderosa



\$2,675,000  
650 Martis Peak, Lakeview Subdivision



\$1,535,000  
562 Chiquita Court, Lower Tyner

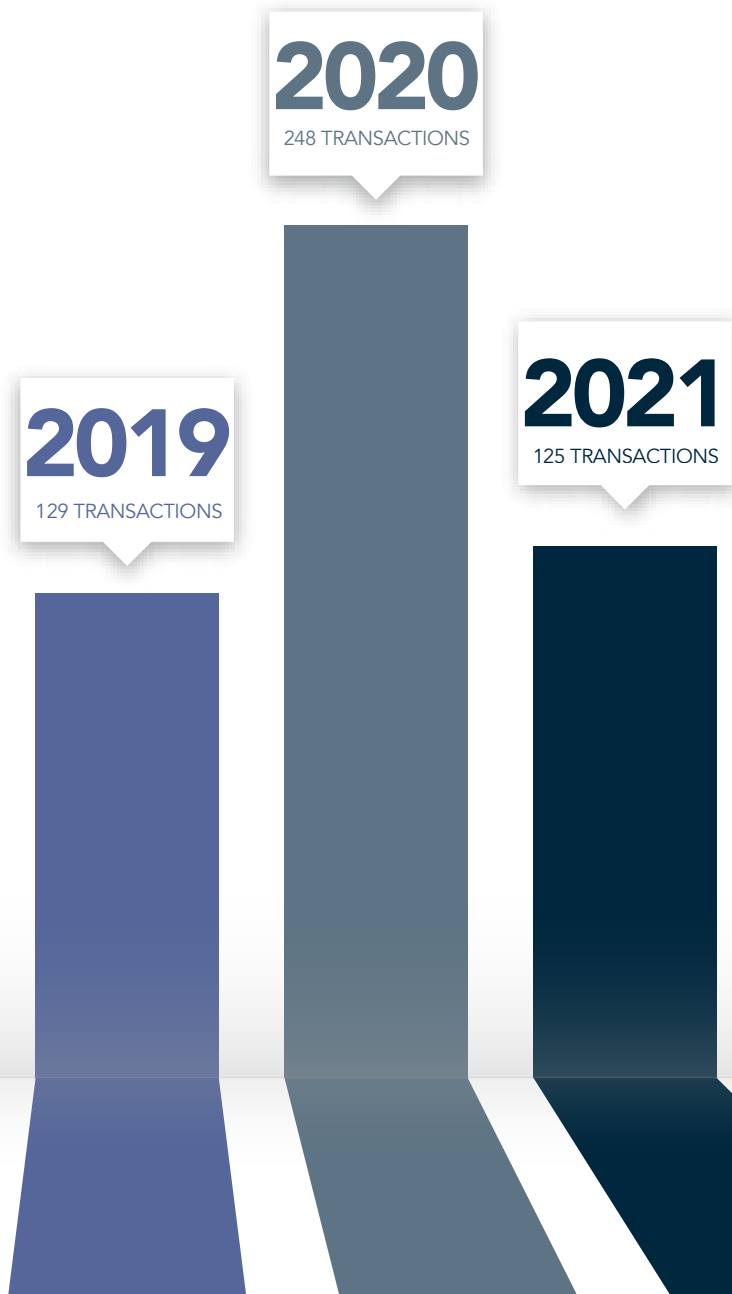
# Market Leaders

*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

# 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 June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,290,000	\$2,450,000	90%
Average Sold Price	\$1,606,667	\$2,450,000	52%
Average Days On Market	40	69	73%
Average Sold Price/Sq.Ft	\$658	\$1,034	57%
Highest Sold Price	\$2,650,000	\$2,450,000	-8%
Lowest Sold Price	\$880,000	\$2,450,000	178%
Properties Sold	3	1	-67%
% Sold Price to Average List Price	100%	98%	-2%
Total Dollar Volume Sold	\$4,820,000	\$2,450,000	-49%

## Central North & South Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,200,000	\$3,392,500	183%
Average Sold Price	\$1,200,000	\$3,392,500	183%
Average Days On Market	63	20	-68%
Average Sold Price/Sq.Ft	\$503	\$936	86%
Highest Sold Price	\$1,200,000	\$4,400,000	267%
Lowest Sold Price	\$1,200,000	\$2,385,000	99%
Properties Sold	1	2	100%
% Sold Price to Average List Price	93%	99%	6%
Total Dollar Volume Sold	\$1,200,000	\$6,785,000	465%

## Championship Golf Course Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,075,000	\$935,000	-13%
Average Sold Price	\$1,801,825	\$1,708,786	-5%
Average Days On Market	71	93	31%
Average Sold Price/Sq.Ft	\$673	\$748	11%
Highest Sold Price	\$4,000,000	\$3,100,000	-23%
Lowest Sold Price	\$675,000	\$792,500	17%
Properties Sold	16	7	-56%
% Sold Price to Average List Price	100%	95%	-5%
Total Dollar Volume Sold	\$28,829,200	\$11,961,500.00	-59%

## Crystal Bay Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,680,000	\$2,850,000	70%
Average Sold Price	\$1,737,500	\$2,850,000	64%
Average Days On Market	46	40	-13%
Average Sold Price/Sq.Ft	\$1,095	\$998	-9%
Highest Sold Price	\$2,500,000	\$5,000,000	100%
Lowest Sold Price	\$1,090,000	\$700,000	-36%
Properties Sold	4	2	-50%
% Sold Price to Average List Price	103%	100%	-3%
Total Dollar Volume Sold	\$6,950,000	\$5,700,000.00	-18%

\*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 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,188,000	\$3,565,000	63%
Average Sold Price	\$4,094,714	\$5,383,400	31%
Average Days On Market	157	97	-38%
Average Sold Price/Sq.Ft	\$940	\$1,076	14%
Highest Sold Price	\$10,000,000	\$17,500,000	75%
Lowest Sold Price	\$1,500,000	\$1,634,000	9%
Properties Sold	7	10	43%
% Sold Price to Average List Price	98%	101%	3%
Total Dollar Volume Sold	\$28,663,000	\$53,834,000	88%

## Jennifer Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,600,000	\$1,700,000	6%
Average Sold Price	\$2,400,267	\$2,140,000	-11%
Average Days On Market	88	68	-23%
Average Sold Price/Sq.Ft	\$717	\$918	28%
Highest Sold Price	\$11,500,000	\$3,500,000	-70%
Lowest Sold Price	\$1,100,000	\$1,350,000	23%
Properties Sold	15	7	-53%
% Sold Price to Average List Price	99%	98%	-1%
Total Dollar Volume Sold	\$36,004,000	\$14,980,000	-58%



# Market Movement

## Lakefront Condos

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,675,000	\$3,400,000	27%
Average Sold Price	\$3,279,167	\$3,341,250	2%
Average Days On Market	70	30	-57%
Average Sold Price/Sq.Ft	\$1,703	\$1,928	13%
Highest Sold Price	\$7,100,000	\$3,690,000	-48%
Lowest Sold Price	\$1,800,000	\$2,875,000	60%
Properties Sold	6	4	-33%
% Sold Price to Average List Price	95%	98%	3%
Total Dollar Volume Sold	\$19,675,000	\$13,365,000	-32%

## Lakefront Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$23,685,297	-	-
Average Sold Price	\$21,542,649	-	-
Average Days On Market	749	-	-
Average Sold Price/Sq.Ft	\$3,349	-	-
Highest Sold Price	\$31,500,000	-	-
Lowest Sold Price	\$7,300,000	-	-
Properties Sold	4	-	-
% Sold Price to Average List Price	93%	-	-
Total Dollar Volume Sold	\$86,170,594.00	-	-

## Non-Lakefront Condos

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$765,000	\$947,500	24%
Average Sold Price	\$857,868	\$1,045,074	22%
Average Days On Market	59	75	27%
Average Sold Price/Sq.Ft	\$600	\$750	25%
Highest Sold Price	\$2,625,000	\$2,950,000	12%
Lowest Sold Price	\$360,000	\$370,000	3%
Properties Sold	101	72	-29%
% Sold Price to Average List Price	102%	101%	-1%
Total Dollar Volume Sold	\$86,644,687	\$75,245,300	-13%

## Non-Lakefront Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,050,000	\$2,439,000	19%
Average Sold Price	\$2,712,884	\$3,163,406	17%
Average Days On Market	76	82	8%
Average Sold Price/Sq.Ft	\$832	\$1,003	21%
Highest Sold Price	\$14,350,000	\$17,500,000	22%
Lowest Sold Price	\$675,000	\$700,000	4%
Properties Sold	121	76	-37%
% Sold Price to Average List Price	100%	98%	-2%
Total Dollar Volume Sold	\$328,258,909	\$240,418,866	-27%

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# Market Movement

## Lakeview Subdivision Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$5,493,855	\$4,381,500	-20%
Average Sold Price	\$5,723,339	\$4,733,842	-17%
Average Days On Market	105	153	46%
Average Sold Price/Sq.Ft	\$1,115	\$1,002	-10%
Highest Sold Price	11,500,000	\$7,497,366	-35%
Lowest Sold Price	\$2,650,000	\$2,675,000	1%
Properties Sold	8	4	-50%
% Sold Price to Average List Price	96%	97%	1%
Total Dollar Volume Sold	\$45,786,709	\$18,935,366	-59%

## Lower Tyner Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,306,250	\$1,975,000	-14%
Average Sold Price	\$2,634,139	\$2,867,000	9%
Average Days On Market	69	77	12%
Average Sold Price/Sq.Ft	\$850	\$1,051	24%
Highest Sold Price	\$5,725,000	\$5,975,000	4%
Lowest Sold Price	\$878,000	\$1,350,000	54%
Properties Sold	18	5	-72%
% Sold Price to Average List Price	100%	101%	1%
Total Dollar Volume Sold	\$47,414,500	\$14,335,000	-70%





# Market Movement

## Ponderosa Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,362,500	\$3,000,000	27%
Average Sold Price	\$2,482,321	\$4,057,143	63%
Average Days On Market	74	130	76%
Average Sold Price/Sq.Ft	\$714	\$1,073	50%
Highest Sold Price	\$5,200,000	\$11,500,000	121%
Lowest Sold Price	\$1,155,000	\$1,800,000	56%
Properties Sold	14	7	-50%
% Sold Price to Average List Price	99%	96%	-3%
Total Dollar Volume Sold	\$34,752,500.00	\$28,400,000.00	-18%

## Millcreek Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,500,000	\$2,850,000	14%
Average Sold Price	\$4,250,000	\$4,012,000	-6%
Average Days On Market	58	51	-12%
Average Sold Price/Sq.Ft	\$1,126	\$1,463	30%
Highest Sold Price	\$14,350,000	\$6,900,000	-52%
Lowest Sold Price	\$1,400,000	\$2,000,000	43%
Properties Sold	10	9	-10%
% Sold Price to Average List Price	96%	98%	2%
Total Dollar Volume Sold	\$42,500,000.00	\$36,108,000.00	-15%

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# Market Movement

## Mountain Golf Course Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,400,000	\$2,877,500	106%
Average Sold Price	\$1,533,286	\$2,801,250	83%
Average Days On Market	51	85	67%
Average Sold Price/Sq.Ft	\$627	\$995	59%
Highest Sold Price	\$2,600,000	\$3,050,000	17%
Lowest Sold Price	\$858,000	\$2,400,000	180%
Properties Sold	7	4	-43%
% Sold Price to Average List Price	103%	101%	-2%
Total Dollar Volume Sold	\$10,733,000	\$11,205,000	4%

## Ski Way Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$1,145,000	-	-
Average Sold Price	\$1,240,200	-	-
Average Days On Market	60	-	-
Average Sold Price/Sq.Ft	\$640	-	-
Highest Sold Price	\$2,100,000	-	-
Lowest Sold Price	\$835,000	-	-
Properties Sold	5	-	-
% Sold Price to Average List Price	106%	-	-
Total Dollar Volume Sold	\$6,201,000	-	-

## Upper Tyner Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,050,000	\$1,500,000	-27%
Average Sold Price	\$2,376,000	\$2,254,286	-5%
Average Days On Market	61	43	-30%
Average Sold Price/Sq.Ft	\$1,080	\$937	-13%
Highest Sold Price	\$4,000,000	\$3,950,000	-1%
Lowest Sold Price	\$1,080,000	\$1,200,000	11%
Properties Sold	5	7	40%
% Sold Price to Average List Price	106%	97%	-8%
Total Dollar Volume Sold	\$11,880,000	\$15,780,000	33%

## The Woods Single Family

January through June	Q1-Q2 2021	Q1-Q2 2022	% change
Median Sales Price	\$2,247,500	\$1,690,000	-25%
Average Sold Price	\$2,815,625	\$1,813,182	-36%
Average Days On Market	75	88	17%
Average Sold Price/Sq.Ft	\$902	\$766	-15%
Highest Sold Price	\$5,985,000	\$4,500,000	-25%
Lowest Sold Price	\$1,050,000	\$750,000	-29%
Properties Sold	8	11	38%
% Sold Price to Average List Price	98%	99%	1%
Total Dollar Volume Sold	\$22,525,000	\$19,945,000.00	-11%

\*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

LakeshoreRealty.com

(775) 831-7000

954 Lakeshore Blvd., Incline Village, NV 89451