



Q³

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

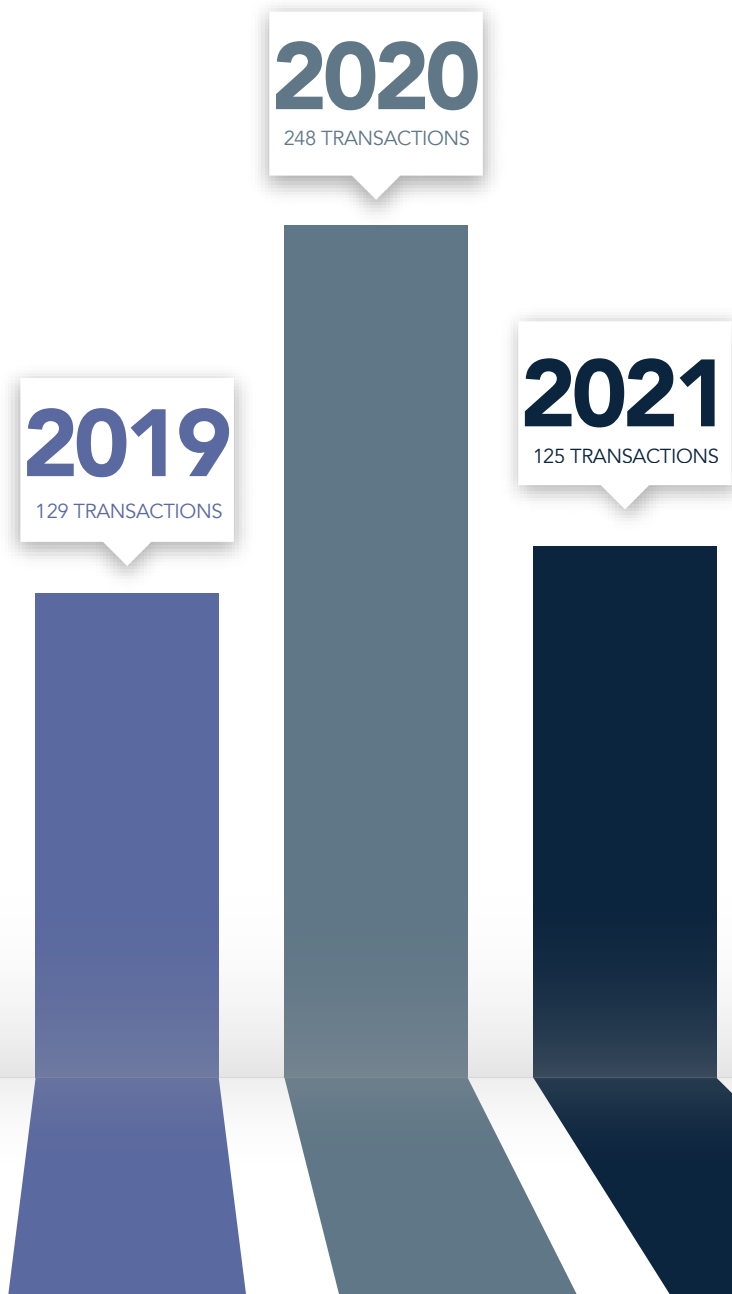
Market Leaders

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 September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$785,500	\$998,000	27%
Average Sold Price	\$1,005,598	\$1,160,122	15%
Average Days On Market	60	75	25%
Average Sold Price/Sq.Ft	\$681	\$797	17%
Highest Sold Price	\$7,100,000	\$3,690,000	-48%
Lowest Sold Price	\$360,000	\$360,000	0%
Properties Sold	159	107	-33%
% Sold Price to Average List Price	101%	99%	-2%
Total Dollar Volume Sold	\$159,890,087	\$124,133,050	-22%

Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,000,000	\$2,500,000	25%
Average Sold Price	\$3,137,208	\$3,146,243	0%
Average Days On Market	88	92	5%
Average Sold Price/Sq.Ft	\$932	\$996	7%
Highest Sold Price	\$32,500,000	\$17,500,000	-46%
Lowest Sold Price	\$550,000	\$270,000	-51%
Properties Sold	183	115	-37%
% Sold Price to Average List Price	100%	97%	-3%
Total Dollar Volume Sold	\$574,109,003	\$361,817,888	-37%

Market Movement

Apollo Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,945,500	\$1,937,500	-0%
Average Sold Price	\$1,855,250	\$1,937,500	4%
Average Days On Market	46	116	152%
Average Sold Price/Sq.Ft	\$757	\$784	4%
Highest Sold Price	\$2,650,000	\$2,450,000	-8%
Lowest Sold Price	\$880,000	\$1,425,000	62%
Properties Sold	4	2	-50%
% Sold Price to Average List Price	99%	100%	1%
Total Dollar Volume Sold	\$7,421,000	\$3,875,000	-48%

Central North & South Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,547,500	\$2,385,000	54%
Average Sold Price	\$1,522,500	\$2,961,667	95%
Average Days On Market	51	34	-33%
Average Sold Price/Sq.Ft	\$655	\$926	41%
Highest Sold Price	\$1,795,000	\$4,400,000	145%
Lowest Sold Price	\$1,200,000	\$2,100,000	75%
Properties Sold	4	3	-25%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$6,090,000	\$8,885,000	46%

Championship Golf Course Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,075,000	\$935,000	-13%
Average Sold Price	\$1,866,210	\$1,660,045	-11%
Average Days On Market	67	112	67%
Average Sold Price/Sq.Ft	\$673	\$696	3%
Highest Sold Price	\$4,100,000	\$3,450,000	-16%
Lowest Sold Price	\$675,000	\$270,000	-60%
Properties Sold	20	11	-45%
% Sold Price to Average List Price	100%	94%	-6%
Total Dollar Volume Sold	\$37,324,200	\$18,260,500	-51%

Crystal Bay Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,680,000	\$5,000,000	198%
Average Sold Price	\$1,737,500	\$3,866,667	123%
Average Days On Market	46	36	-22%
Average Sold Price/Sq.Ft	\$1,095	\$1,182	8%
Highest Sold Price	\$2,500,000	\$5,900,000	136%
Lowest Sold Price	\$1,090,000	\$700,000	-36%
Properties Sold	4	3	-25%
% Sold Price to Average List Price	103%	100%	-3%
Total Dollar Volume Sold	\$6,950,000	\$11,600,000	67%

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

Market Movement

Eastern Slope Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,650,000	\$4,190,000	58%
Average Sold Price	\$3,698,286	\$5,406,000	46%
Average Days On Market	112	93	-17%
Average Sold Price/Sq.Ft	\$981	\$1,121	14%
Highest Sold Price	\$10,000,000	\$17,500,000	75%
Lowest Sold Price	\$1,080,000	\$1,575,000	46%
Properties Sold	14	14	0%
% Sold Price to Average List Price	101%	99%	-2%
Total Dollar Volume Sold	\$51,776,000	\$75,684,000	46%

Jennifer Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,600,000	\$1,875,000	17%
Average Sold Price	\$2,316,412	\$2,070,000	-11%
Average Days On Market	80	67	-16%
Average Sold Price/Sq.Ft	\$710	\$960	35%
Highest Sold Price	\$11,500,000	\$3,500,000	-70%
Lowest Sold Price	\$1,100,000	\$1,350,000	23%
Properties Sold	17	10	-41%
% Sold Price to Average List Price	99%	98%	-1%
Total Dollar Volume Sold	\$39,379,000	\$20,704,000	-47%



Market Movement

Lakefront Condos

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,975,000	\$3,087,500	4%
Average Sold Price	\$3,195,444	\$3,144,167	-2%
Average Days On Market	71	54	-24%
Average Sold Price/Sq.Ft	\$1,678	\$1,855	11%
Highest Sold Price	\$7,100,000	\$3,690,000	-48%
Lowest Sold Price	\$1,800,000	\$2,700,000	50%
Properties Sold	9	6	-33%
% Sold Price to Average List Price	97%	95%	-2%
Total Dollar Volume Sold	\$28,750,000	\$18,865,000	-34%

Lakefront Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$25,370,594	\$11,400,000	-55%
Average Sold Price	\$23,734,119	\$11,400,000	-52%
Average Days On Market	607	276	-55%
Average Sold Price/Sq.Ft	\$3,892	\$2,953	-24%
Highest Sold Price	\$32,500,000	\$11,400,000	-65%
Lowest Sold Price	\$7,300,000	\$11,400,000	56%
Properties Sold	5	1	-80%
% Sold Price to Average List Price	94%	88%	-6%
Total Dollar Volume Sold	\$118,670,594	\$11,400,000	-90%

Non-Lakefront Condos

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$767,500	\$950,000	24%
Average Sold Price	\$874,267	\$1,042,258	19%
Average Days On Market	60	76	27%
Average Sold Price/Sq.Ft	\$621	\$734	18%
Highest Sold Price	\$2,625,000	\$2,950,000	12%
Lowest Sold Price	\$360,000	\$360,000	0%
Properties Sold	150	101	-33%
% Sold Price to Average List Price	101%	100%	-1%
Total Dollar Volume Sold	\$131,140,087	\$105,268,050	-20%

Non-Lakefront Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,000,000	\$2,475,000	24%
Average Sold Price	\$2,558,643	\$3,073,841	20%
Average Days On Market	71	90	27%
Average Sold Price/Sq.Ft	\$849	\$979	15%
Highest Sold Price	\$14,350,000	\$17,500,000	22%
Lowest Sold Price	\$550,000	\$270,000	-51%
Properties Sold	178	114	-36%
% Sold Price to Average List Price	100%	97%	-3%
Total Dollar Volume Sold	\$455,438,409	\$350,417,888	-23%

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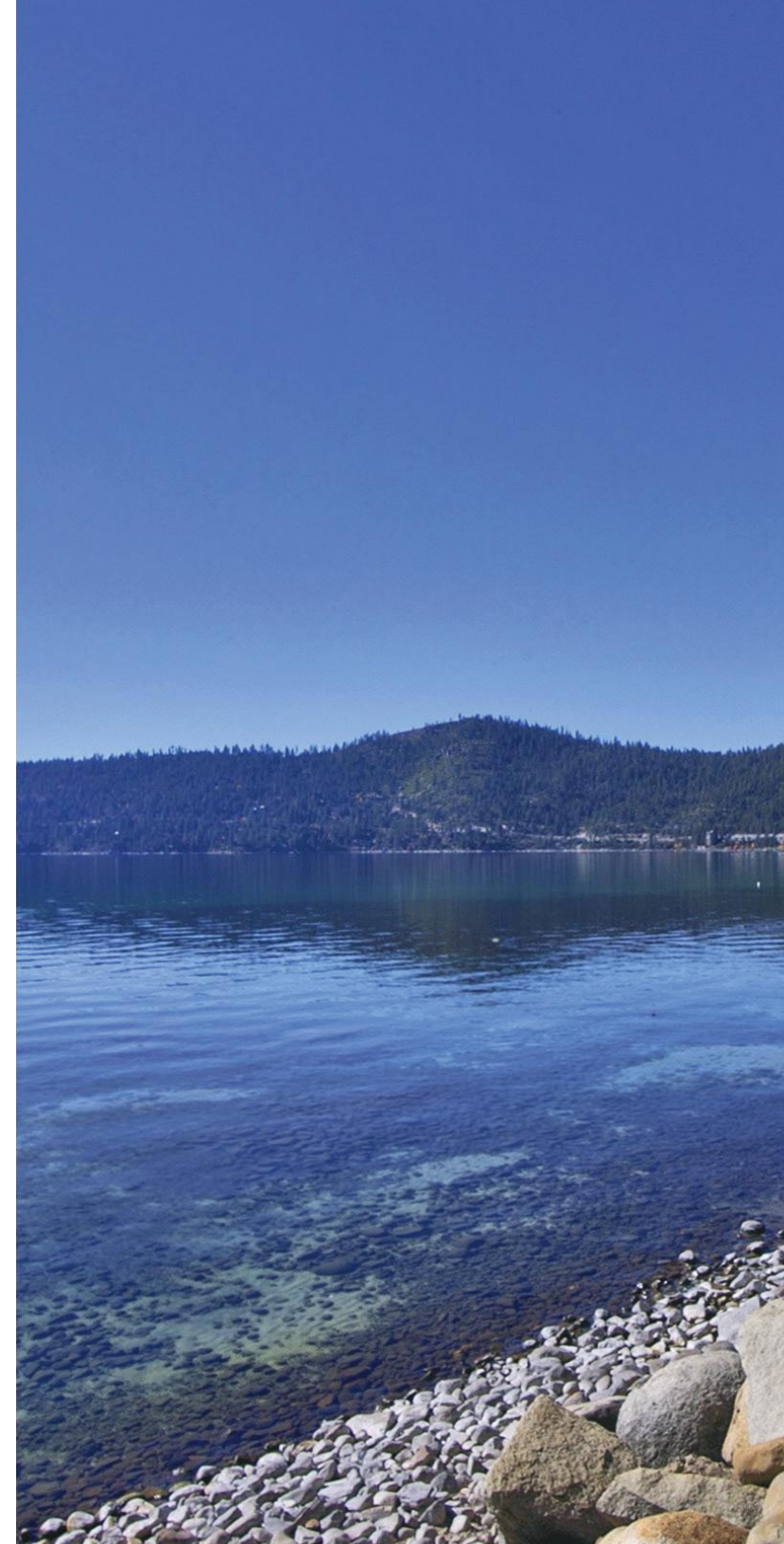
Market Movement

Lakeview Subdivision Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$5,543,855	\$3,050,000	-45%
Average Sold Price	\$5,698,671	\$3,946,052	-31%
Average Days On Market	118	152	29%
Average Sold Price/Sq.Ft	\$1,153	\$995	-14%
Highest Sold Price	11,500,000	\$7,497,366	-35%
Lowest Sold Price	\$2,650,000	\$2,607,000	-2%
Properties Sold	10	7	-30%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$56,986,709	\$27,622,366	-52%

Lower Tyner Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,050,000	\$2,775,000	35%
Average Sold Price	\$2,307,500	\$2,936,000	27%
Average Days On Market	66	98	48%
Average Sold Price/Sq.Ft	\$842	\$992	18%
Highest Sold Price	\$5,725,000	\$5,975,000	4%
Lowest Sold Price	\$878,000	\$1,350,000	54%
Properties Sold	25	10	-60%
% Sold Price to Average List Price	100%	96%	-4%
Total Dollar Volume Sold	\$57,687,500	\$29,360,000	-49%





Market Movement

Ponderosa Single Family

January through September	Q1-Q3 2021	Q1-Q3 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 September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$2,600,000	\$2,850,000	10%
Average Sold Price	\$4,000,667	\$3,950,727	-1%
Average Days On Market	67	63	-6%
Average Sold Price/Sq.Ft	\$1,196	\$1,386	16%
Highest Sold Price	\$14,350,000	\$6,900,000	-52%
Lowest Sold Price	\$1,400,000	\$2,000,000	43%
Properties Sold	15	11	-27%
% Sold Price to Average List Price	97%	96%	-1%
Total Dollar Volume Sold	\$60,010,000	\$43,458,000	-28%

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Market Movement

Mountain Golf Course Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,475,000	\$2,875,000	95%
Average Sold Price	\$1,687,179	\$2,817,143	67%
Average Days On Market	60	131	118%
Average Sold Price/Sq.Ft	\$726	\$952	31%
Highest Sold Price	\$3,300,000	\$3,300,000	0%
Lowest Sold Price	\$567,500	\$2,400,000	323%
Properties Sold	14	7	-50%
% Sold Price to Average List Price	100%	97%	-3%
Total Dollar Volume Sold	\$23,620,500	\$19,720,000	-17%

Ski Way Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,071,500	\$1,337,500	25%
Average Sold Price	\$1,213,000	\$1,481,250	22%
Average Days On Market	57	78	37%
Average Sold Price/Sq.Ft	\$659	\$725	10%
Highest Sold Price	\$2,100,000	\$2,600,000	24%
Lowest Sold Price	\$755,000	\$650,000	-14%
Properties Sold	8	4	-50%
% Sold Price to Average List Price	105%	95%	-10%
Total Dollar Volume Sold	\$9,704,000	\$5,925,000	-39%

Upper Tyner Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,899,750	\$1,950,000	3%
Average Sold Price	\$2,061,500	\$2,932,273	42%
Average Days On Market	59	50	-15%
Average Sold Price/Sq.Ft	\$973	\$934	-4%
Highest Sold Price	\$4,000,000	\$8,625,000	116%
Lowest Sold Price	\$1,080,000	\$1,200,000	11%
Properties Sold	8	11	38%
% Sold Price to Average List Price	104%	98%	-6%
Total Dollar Volume Sold	\$16,492,000	\$32,255,000	96%

The Woods Single Family

January through September	Q1-Q3 2021	Q1-Q3 2022	% change
Median Sales Price	\$1,920,000	\$1,641,011	-15%
Average Sold Price	\$2,249,762	\$1,762,073	-22%
Average Days On Market	58	86	48%
Average Sold Price/Sq.Ft	\$859	\$806	-6%
Highest Sold Price	\$5,985,000	\$4,500,000	-25%
Lowest Sold Price	\$550,000	\$750,000	36%
Properties Sold	21	14	-33%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$47,245,000	\$24,669,022	-48%

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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

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(775) 831-7000

954 Lakeshore Blvd., Incline Village, NV 89451