



Q³

2024

Incline Village + Crystal Bay

Local Market Report

Comfortable Conditions

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



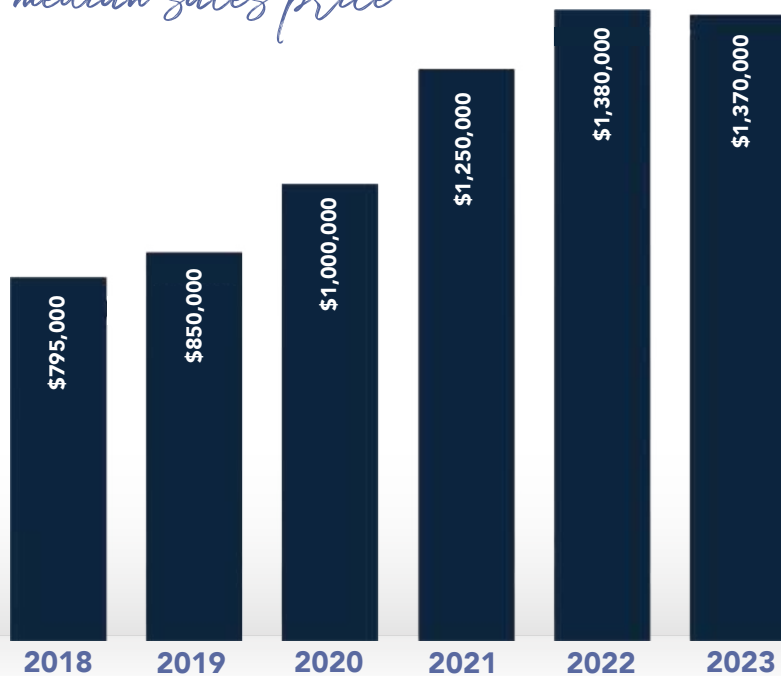
\$4,346,000
623 Tyner Way

Market Trends

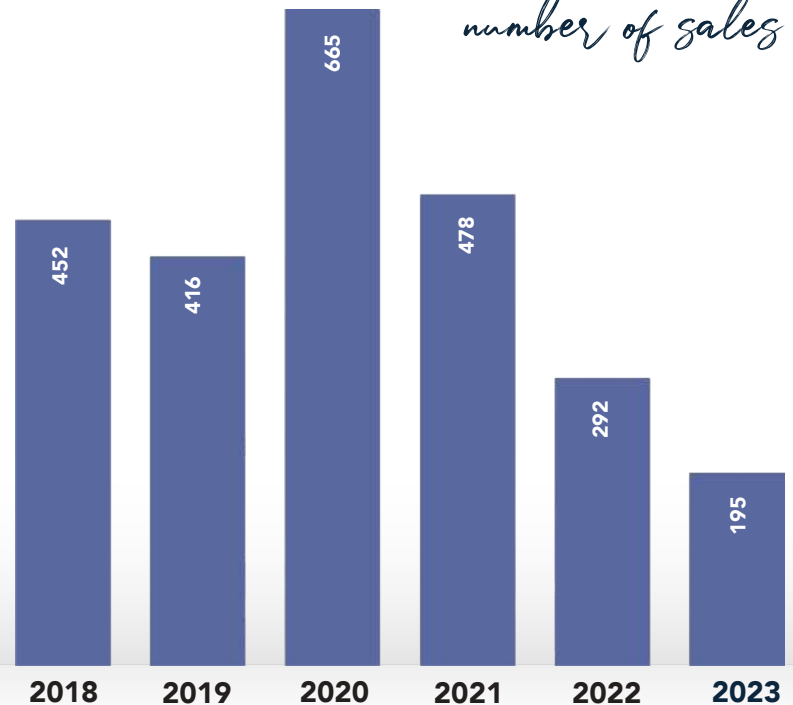
As your local experts, we know this market better than anyone!

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



A Stable and Valuable Real Estate Market

From January through September, we saw 101 single family homes sell which is just one more than the first three quarters of 2023. The median price of these homes increased by 10% to \$2,500,000 from \$2,275,000 for the same time period in 2023. Condos similarly saw just one unit less in sales and an 8% increase in median price to \$972,500 from \$900,000 in 2023. As we close out our summer selling season, we now have nine months worth of local housing data to compare to last year. Most were looking to the last three months to tell us the state of the market and whether prices were going to fall, normalize, or start to increase again. **By most regards, our market has normalized from the extreme sales period of 2019-2021.** Median prices have returned to a normal 8-10% annual growth rate in most categories and the number of sales (albeit slightly lower than normal) have stabilized to pre-covid levels.

Our area harbors discerning buyers and sellers alike, which leads to a stable and valuable real estate market. **The natural push and pull between buyers and sellers seems to be returning despite concerns over inflation and the upcoming election.** Interest rates have decreased slightly providing a bit more of confidence to buyers which may result in a busier fall season as they consider a purchase before the end of the year.

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-Q3 2024 Stats

	<i>Highest Sold Price</i>	<i>Properties Sold</i>	<i>Average Days on Market</i>
Apollo	\$3,200,000	3	89
Central North and South	\$2,940,000	5	91
Championship Golf Course	\$5,500,000	10	143
Crystal Bay	\$2,280,000	1	59
Eastern Slope	\$6,250,000	11	162
Jennifer	\$2,123,000	3	68
Lakefront Condos	\$3,200,000	6	69
Lakefront Single Family	\$9,700,000	1	0
Lakeview Subdivision	\$6,300,000	11	52
Lower Tyner	\$6,500,000	11	116
Non-Lakefront Condos	\$2,200,000	76	94
Non-Lakefront Single Family	\$11,000,000	100	109
Ponderosa	\$5,000,000	5	151
Millcreek	\$11,000,000	8	124
Mountain Golf Course	\$3,300,000	7	107
Ski Way	\$3,225,000	7	87
The Woods	\$3,000,000	11	59
Upper Tyner	\$3,825,000	7	152

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

Overview of Market Movement

Condos

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$900,000	\$972,500	8%
Average Sold Price	\$1,240,412	\$1,133,697	-9%
Average Days On Market	95	92	-3%
Average Sold Price/Sq.Ft	\$792	\$765	-3%
Highest Sold Price	\$5,500,000	\$3,200,000	-42%
Lowest Sold Price	\$525,000	\$415,000	-21%
Properties Sold	83	82	-1%
% Sold Price to Average List Price	97%	97%	0%

Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,275,000	\$2,500,000	10%
Average Sold Price	\$3,324,030	\$2,917,082	-12%
Average Days On Market	119	108	-9%
Average Sold Price/Sq.Ft	\$1045	\$979	-6%
Highest Sold Price	\$26,000,000	\$11,000,000	-58%
Lowest Sold Price	\$700,000	\$745,000	6%
Properties Sold	100	101	1%
% Sold Price to Average List Price	97%	96%	-1%

Market Movement

Apollo Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,375,000	\$2,500,000	5%
Average Sold Price	\$2,375,000	\$2,675,000	13%
Average Days On Market	68	89	31%
Average Sold Price/Sq.Ft	\$784	\$824	5%
Highest Sold Price	\$3,050,000	\$3,200,000	5%
Lowest Sold Price	\$1,700,000	\$2,325,000	37%
Properties Sold	2	3	50%
% Sold Price to Average List Price	98%	95%	-3%

Central North & South Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$1,962,500	\$2,325,000	18%
Average Sold Price	\$1,962,500	\$2,078,000	6%
Average Days On Market	219	91	-58%
Average Sold Price/Sq.Ft	\$804	\$921	15%
Highest Sold Price	\$2,250,000	\$2,940,000	31%
Lowest Sold Price	\$1,675,000	\$925,000	-45%
Properties Sold	2	5	150%
% Sold Price to Average List Price	97%	96%	-1%

Championship Golf Course Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$995,000	\$3,272,500	229%
Average Sold Price	\$1,796,818	\$3,402,350	89%
Average Days On Market	75	143	91%
Average Sold Price/Sq.Ft	\$803	\$943	17%
Highest Sold Price	\$4,975,000	\$5,500,000	11%
Lowest Sold Price	\$700,000	\$747,500	7%
Properties Sold	11	10	-9%
% Sold Price to Average List Price	97%	97%	0%

Crystal Bay Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,490,000	\$2,280,000	-8%
Average Sold Price	\$2,490,000	\$2,280,000	-8%
Average Days On Market	80	59	-26%
Average Sold Price/Sq.Ft	\$1,031	\$840	-19%
Highest Sold Price	\$2,490,000	\$2,280,000	-8%
Lowest Sold Price	\$2,490,000	\$2,280,000	-8%
Properties Sold	1	1	0%
% Sold Price to Average List Price	96%	99%	3%

*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 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,595,000	\$3,475,000	-34%
Average Sold Price	\$4,126,667	\$3,450,364	-16%
Average Days On Market	240	162	-33%
Average Sold Price/Sq.Ft	\$1,058	\$954	-10%
Highest Sold Price	\$9,200,000	\$6,250,000	-32%
Lowest Sold Price	\$1,150,000	\$1,122,000	-2%
Properties Sold	9	11	22%
% Sold Price to Average List Price	96%	96%	0%

Jennifer Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$1,775,500	\$1,800,000	1%
Average Sold Price	\$1,795,833	\$1,821,000	1%
Average Days On Market	86	68	-21%
Average Sold Price/Sq.Ft	\$638	\$885	39%
Highest Sold Price	\$2,450,000	\$2,123,000	-13%
Lowest Sold Price	\$1,400,000	\$1,540,000	10%
Properties Sold	6	3	-50%
% Sold Price to Average List Price	95%	98%	3%



Market Movement

Lakefront Condos

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$3,500,000	\$3,062,500	-13%
Average Sold Price	\$3,725,000	\$2,987,500	-20%
Average Days On Market	144	69	-52%
Average Sold Price/Sq.Ft	\$1,851	\$1,943	5%
Highest Sold Price	\$5,500,000	\$3,200,000	-42%
Lowest Sold Price	\$2,300,000	\$2,500,000	9%
Properties Sold	8	6	-25%
% Sold Price to Average List Price	96%	98%	2%

Lakefront Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$22,873,000	\$9,700,000	-58%
Average Sold Price	\$21,291,000	\$9,700,000	-54%
Average Days On Market	231	0	-100%
Average Sold Price/Sq.Ft	\$5,257	\$2,281	-57%
Highest Sold Price	\$26,000,000	\$9,700,000	-63%
Lowest Sold Price	\$15,000,000	\$9,700,000	-35%
Properties Sold	3	1	-67%
% Sold Price to Average List Price	94%	100%	6%

Non-Lakefront Condos

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$885,000	\$872,500	-1%
Average Sold Price	\$975,389	\$987,344	1%
Average Days On Market	89	94	6%
Average Sold Price/Sq.Ft	\$680	\$672	-1%
Highest Sold Price	\$3,500,000	\$2,200,000	-37%
Lowest Sold Price	\$525,000	\$415,000	-21%
Properties Sold	75	76	1%
% Sold Price to Average List Price	97%	97%	0%

Non-Lakefront Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,250,000	\$2,500,000	11%
Average Sold Price	\$2,768,351	\$2,849,253	3%
Average Days On Market	115	109	-5%
Average Sold Price/Sq.Ft	\$915	\$966	6%
Highest Sold Price	\$11,500,000	\$11,000,000	-4%
Lowest Sold Price	\$700,000	\$745,000	6%
Properties Sold	97	100	3%
% Sold Price to Average List Price	97%	96%	-1%

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Market Movement

Lakeview Subdivision Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$4,050,000	\$4,200,000	4%
Average Sold Price	\$4,158,000	\$4,285,273	3%
Average Days On Market	63	52	-17%
Average Sold Price/Sq.Ft	\$1,186	\$1,244	5%
Highest Sold Price	\$6,600,000	\$6,300,000	-5%
Lowest Sold Price	\$2,223,000	\$2,390,000	8%
Properties Sold	62	11	83%
% Sold Price to Average List Price	97%	98%	1%

Lower Tyner Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,440,000	\$1,700,000	-30%
Average Sold Price	\$3,203,538	\$2,413,909	-25%
Average Days On Market	106	116	9%
Average Sold Price/Sq.Ft	\$894	\$891	0%
Highest Sold Price	\$8,250,000	\$6,500,000	-21%
Lowest Sold Price	\$1,250,000	\$1,015,000	-19%
Properties Sold	13	11	-15%
% Sold Price to Average List Price	97%	94%	-3%





Market Movement

Ponderosa Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,350,000	\$3,000,000	28%
Average Sold Price	\$2,615,000	\$3,124,600	19%
Average Days On Market	61	151	148%
Average Sold Price/Sq.Ft	\$940	\$907	-4%
Highest Sold Price	\$6,350,000	\$5,000,000	-21%
Lowest Sold Price	\$1,240,000	\$1,258,000	1%
Properties Sold	7	5	-29%
% Sold Price to Average List Price	99%	94%	-5%

Millcreek Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$3,600,000	\$3,100,000	-14%
Average Sold Price	\$4,440,455	\$4,305,500	-3%
Average Days On Market	88	124	41%
Average Sold Price/Sq.Ft	\$1,281	\$1,400	9%
Highest Sold Price	\$11,500,000	\$11,000,000	-4%
Lowest Sold Price	\$1,525,000	\$2,099,000	38%
Properties Sold	11	8	-27%
% Sold Price to Average List Price	98%	98%	0%

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Market Movement

Mountain Golf Course Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$2,250,000	\$2,160,000	-4%
Average Sold Price	\$2,249,545	\$2,155,000	-4%
Average Days On Market	126	107	-15%
Average Sold Price/Sq.Ft	\$818	\$843	3%
Highest Sold Price	\$3,050,000	\$3,300,000	8%
Lowest Sold Price	\$1,785,000	\$775,000	-57%
Properties Sold	11	7	-36%
% Sold Price to Average List Price	96%	94%	-2%

Ski Way Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$1,102,500	\$1,705,000	55%
Average Sold Price	\$1,134,167	\$1,865,714	65%
Average Days On Market	108	87	-19%
Average Sold Price/Sq.Ft	\$669	\$743	11%
Highest Sold Price	\$1,450,000	\$3,225,000	122%
Lowest Sold Price	\$800,000	\$1,000,000	25%
Properties Sold	6	7	17%
% Sold Price to Average List Price	96%	96%	0%

Upper Tyner Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$1,387,500	\$2,200,000	59%
Average Sold Price	\$2,062,000	\$2,329,643	13%
Average Days On Market	131	152	16%
Average Sold Price/Sq.Ft	\$767	\$891	16%
Highest Sold Price	\$3,960,000	\$3,825,000	-3%
Lowest Sold Price	\$1,205,000	\$1,225,000	2%
Properties Sold	6	7	17%
% Sold Price to Average List Price	100%	94%	-6%

The Woods Single Family

January through September	Q1-Q3 2023	Q1-Q3 2024	% change
Median Sales Price	\$1,529,500	\$1,600,000	5%
Average Sold Price	\$2,003,167	\$1,689,023	-16%
Average Days On Market	177	59	-67%
Average Sold Price/Sq.Ft	\$889	\$872	-2%
Highest Sold Price	\$4,575,000	\$3,000,000	-34%
Lowest Sold Price	\$1,265,000	\$745,000	-41%
Properties Sold	6	11	83%
% Sold Price to Average List Price	96%	97%	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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