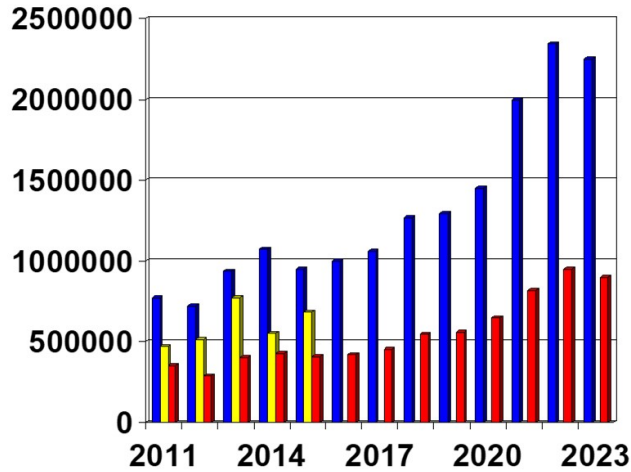


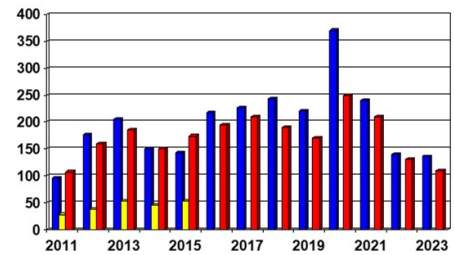
NV Lake Tahoe Sales Data 2011 to 2023

North Shore - Incline Village and Crystal Bay

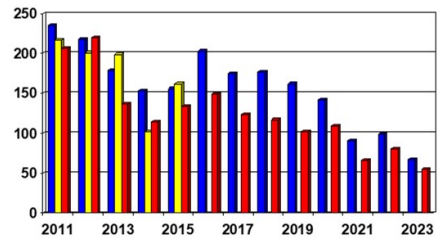
Median Selling Price



Number of Units Sold



Days on Market



Information provided by

John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
775.832.TAHO (8246) 800.341.TAHO (8246)

JohnEppolito.com - Jtahoe.com

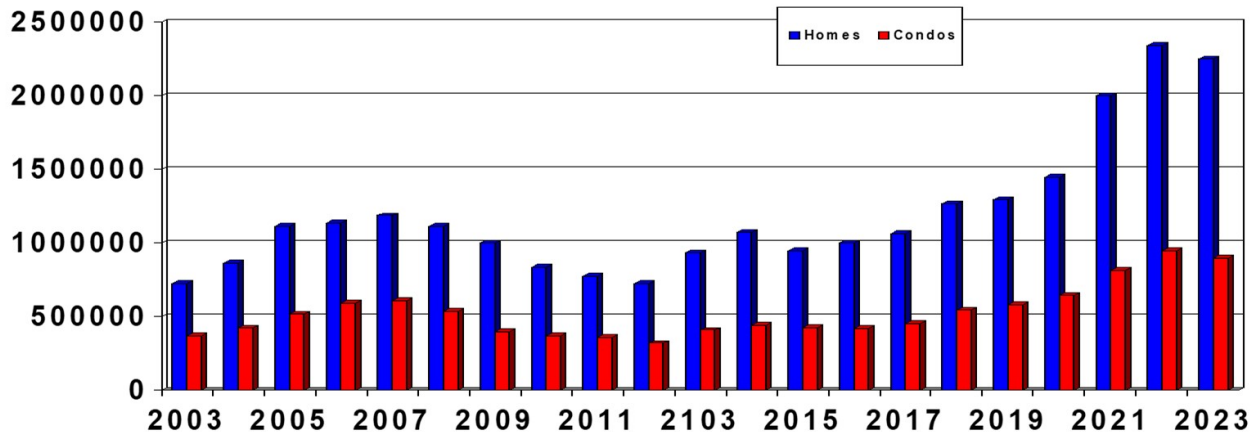
Note—starting in mid 2016 PUD's are now included in Homes
All data taken from the Incline Village MLS through 2/2/24 and is deemed reliable but not guaranteed



Nevada Lake Tahoe Sales Data 2003 to 2023

Incline Village and Crystal Bay

Median Selling Price



Information provided by

John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Incline Village Realty
775.832.TAHO (8246) 800.341.TAHO (8246)

JohnEppolito.com - Jtahoe.com

All data taken from the Incline Village MLS through 02-2-24 and is deemed reliable but not guaranteed

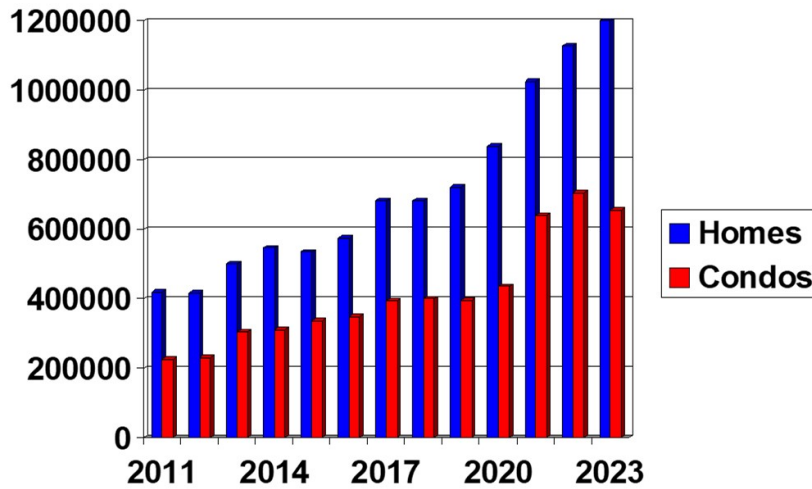


Note - Through mid 2001 Freestanding Condos (PUD's) were classified as Condos. From mid 2001 to Spring 2004, PUD's were classified as either Condo or Home. Starting in Spring 2004 PUD's have their own category. In the chart above from 1999 to 2004 PUD's are represented in the Homes category, starting in 2005 PUD's are in the Condos category. Starting in mid 2016 there is no longer a PUD category; PUD's are now included with Homes.

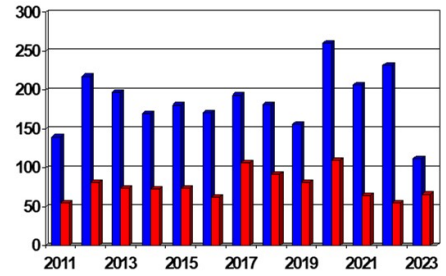
CA Lake Tahoe Sales Data 2011 to 2023

North Shore - Brockway to Tahoe City

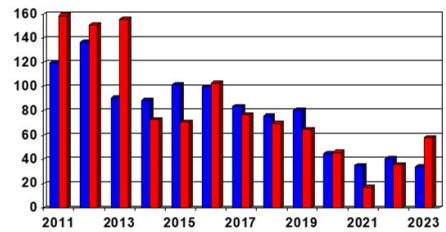
Median Selling Price



Number of Units Sold



Days on Market



Information provided by

John Eppolito CA Broker Associate, NV Broker/Salesman

Coldwell Banker Select Real Estate

775.832.TAHO (8246) 800.341.TAHO (8246)

JohnEppolito.com — Tahoe.com

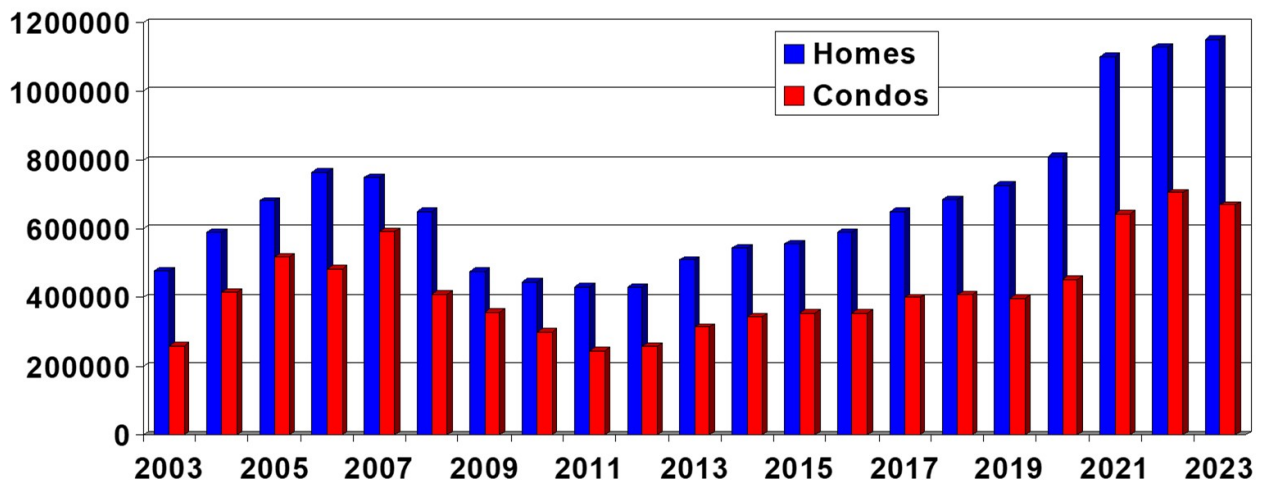
All data taken from the Tahoe Sierra MLS through 2-2-24 and is deemed reliable but not guaranteed



California Lake Tahoe Sales Data 2003 to 2023

North and West Shore - Brockway to Rubicon

Median Selling Price



Information provided by

John Eppolito Broker Associate CA, Broker/Salesman NV

Coldwell Banker Select Real Estate

775.832.TAHO (8246) 800.341.TAHO (8246)

JohnEppolito.com — Tahoe.com

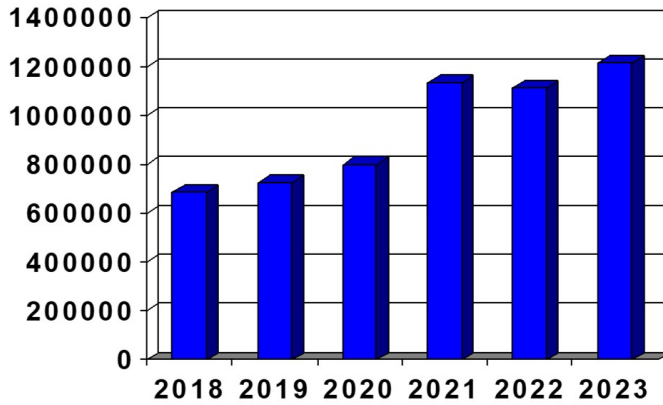
All data taken from the Tahoe Sierra MLS through 2-2-24 and is deemed reliable but not guaranteed



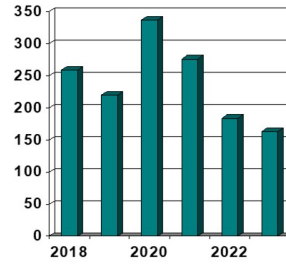
California Lake Tahoe Homes Sold First Three Quarters 2018 to 2023 North and West Shore - Brockway to Rubicon

For more Tahoe real estate sales data go to: www.SalesDataLakeTahoe.com

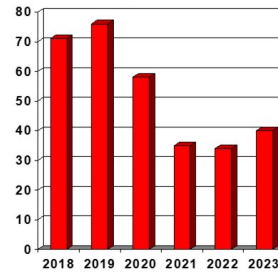
Median Selling Price Homes Through Third Quarter



Number of Homes Sold



Days on Market



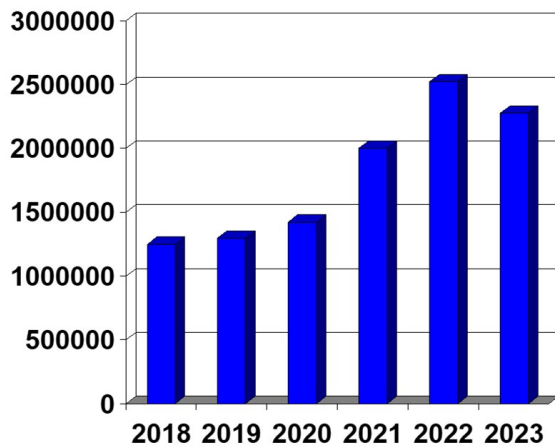
Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
Data taken from TSMLS



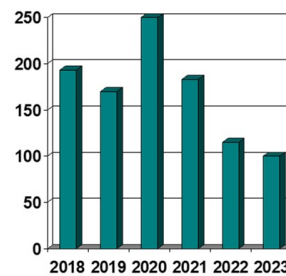
NV Lake Tahoe Homes Sold First Three Quarters 2018 to 2023 Incline Village and Crystal Bay

For more Tahoe real estate sales data go to: www.SalesDataLakeTahoe.com

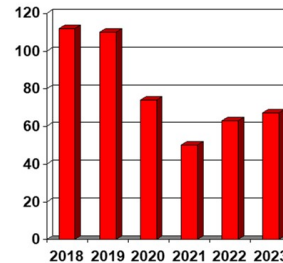
Median Selling Price Homes Through Third Quarter



Number of Homes Sold



Days on Market



Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
Data taken from IVMLS

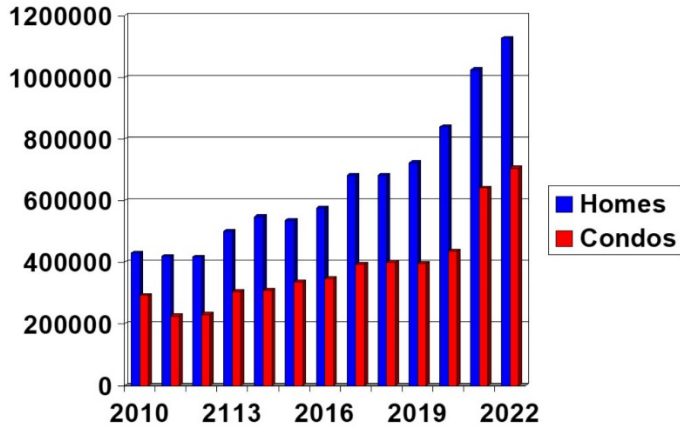


“It’s interesting that median sales prices for homes, through the first three quarters of the year, on the Nevada side peaked last year but on the California side peaked this year. Probably because the median home price was so high last year on the Nevada side. Plus it seemed like during the “COVID years” more people than ever were trying to become Nevada residents.”

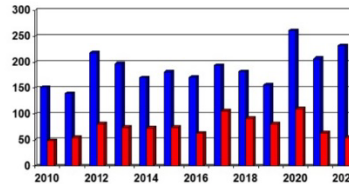
CA Lake Tahoe Sales Data 2010 to 2022

North Shore - Brockway to Tahoe City

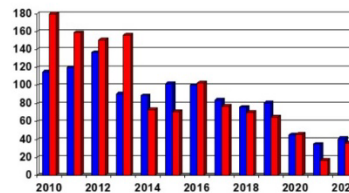
Median Selling Price



Number of Units Sold



Days on Market



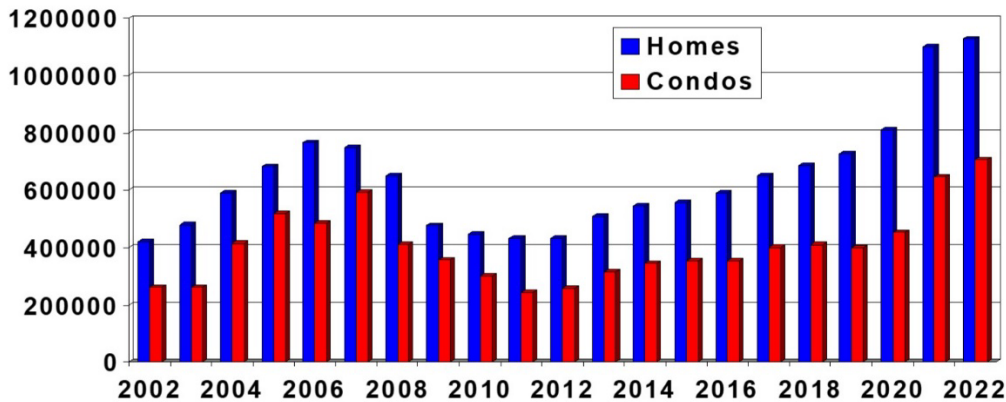
Information provided by
John Eppolito CA Broker Associate, NV Broker/Salesman
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com — Jtahoe.com
All data taken from the Tahoe Sierra MLS through 1-28-23 and is deemed reliable but not guaranteed



California Lake Tahoe Sales Data 2002 to 2022

North and West Shore - Brockway to Rubicon

Median Selling Price



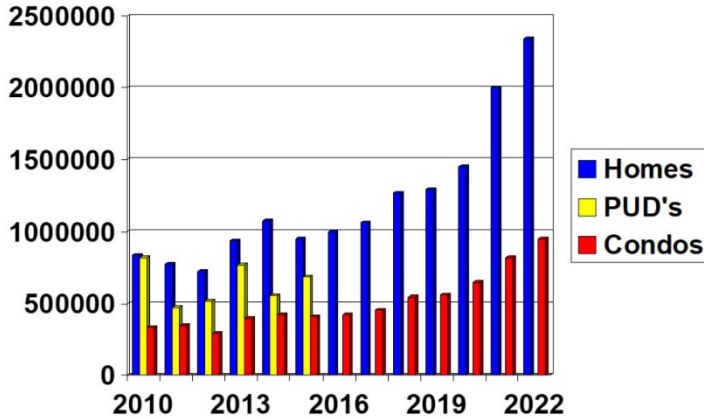
Information provided by
John Eppolito Broker Associate CA, Broker/Salesman NV
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com — Jtahoe.com
All data taken from the Tahoe Sierra MLS through 01-28-23 and is deemed reliable but not guaranteed



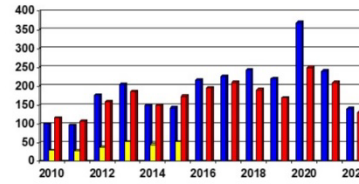
NV Lake Tahoe Sales Data 2010 to 2022

North Shore - Incline Village and Crystal Bay

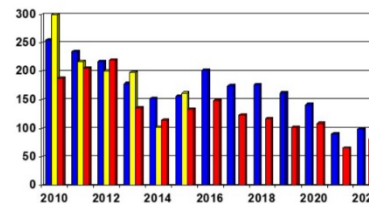
Median Selling Price



Number of Units Sold



Days on Market



Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com - Jtahoe.com

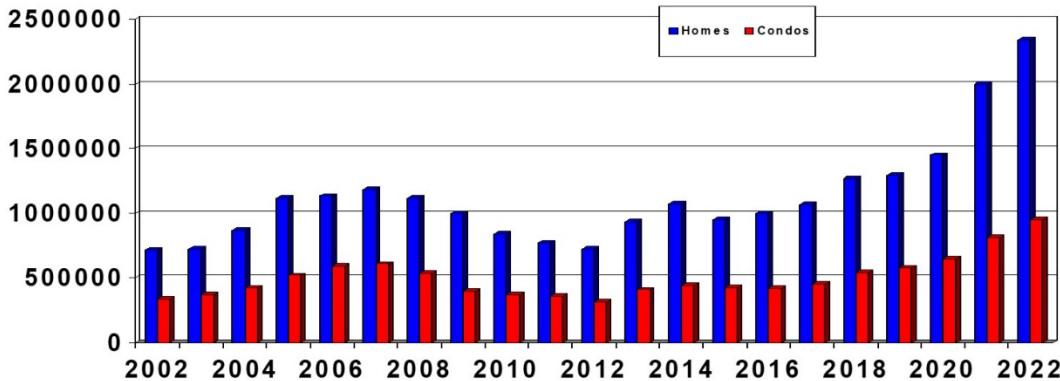


Note—starting in mid 2016 PUD's are now included in Homes
 All data taken from the Incline Village MLS through 1/25/23 and is deemed reliable but not guaranteed

Nevada Lake Tahoe Sales Data 2002 to 2022

Incline Village and Crystal Bay

Median Selling Price



Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
 Coldwell Banker Incline Village Realty
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com - Jtahoe.com



Note - Through mid 2001 Freestanding Condos (PUD's) were classified as Condos. From mid 2001 to Spring 2004, PUD's were classified as either Condo or Home. Starting in Spring 2004 PUD's have their own category. In the chart above from 1999 to 2004 PUD's are represented in the Homes category, starting in 2005 PUD's are in the Condos category. Starting in mid 2016 there is no longer a PUD category; PUD's are now included with Homes.

Update 11/07/22 - The North Lake Tahoe real estate market is "Interesting"

Our real estate market has changed dramatically since the Spring. Currently, buyers are still looking, but many of them are not making offers.

Nevada - Incline Village and Crystal Bay

There are 86 homes for sale, only 5 of them are in escrow.

There are 46 condos for sale, 5 of them are in escrow.

Data taken from IVMLS on 11/07/22.

California - North and West Shore - Stateline (Brockway) through Rubicon

There are 75 homes for sale, 20 of them are in escrow.

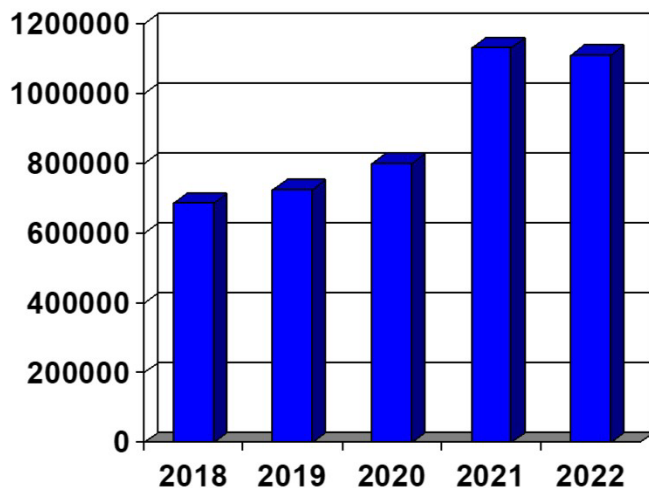
There are 29 condos for sale, 7 of them are in escrow.

Data taken from TSMLS on 11/07/22.

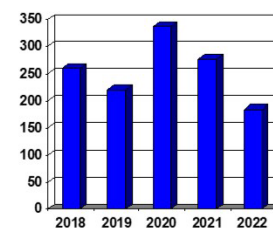
It seems like the California market is doing better because prices are lower.

California Lake Tahoe Homes Sold First Three Quarters 2018 to 2022 North and West Shore - Brockway to Rubicon

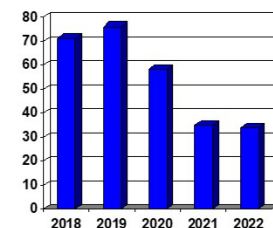
Median Selling Price Homes Through Third Quarter



Number of Homes Sold



Days on Market

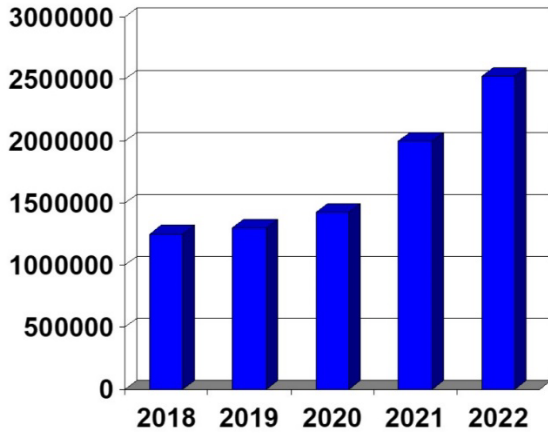


Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
Data taken from TSMLS on 10-15-22

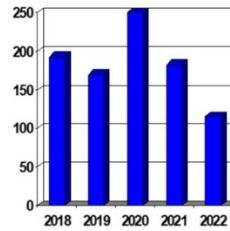


NV Lake Tahoe Homes Sold First Three Quarters 2018 to 2022 Incline Village and Crystal Bay

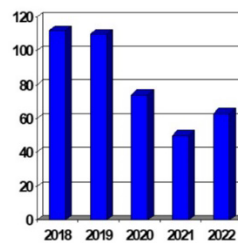
Median Selling Price Homes Through Third Quarter



Number of Homes Sold



Days on Market

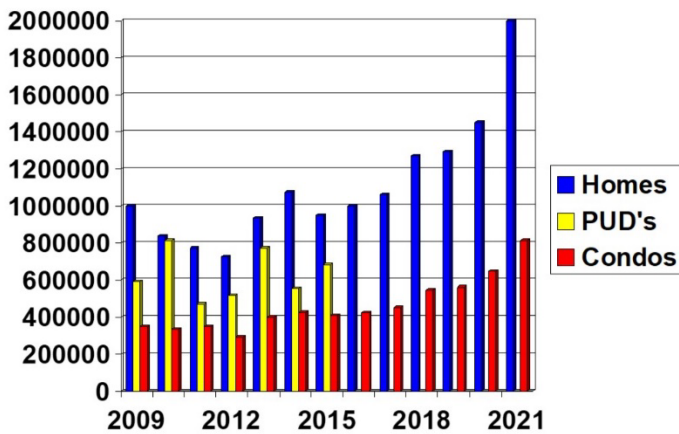


Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
Data taken from IVMLS on 10-15-22

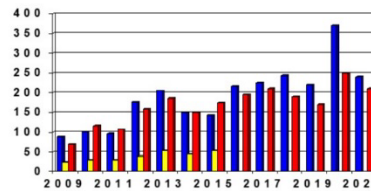


NV Lake Tahoe Sales Data 2009 to 2021 North Shore - Incline Village and Crystal Bay

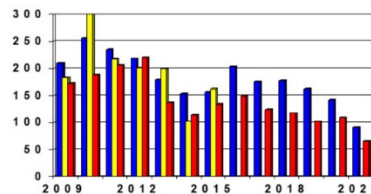
Median Selling Price



Number of Units Sold



Days on Market



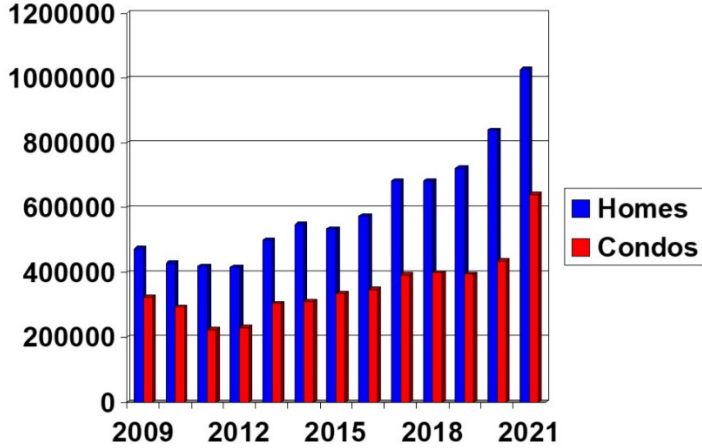
Information provided by
John Eppolito Broker/Salesman NV, Broker Associate CA
Coldwell Banker Select Real Estate
775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com - Jtahoe.com
Note—starting in mid 2016 PUD's are now included in Homes
All data taken from the Incline Village MLS through 2/13/22 and is deemed reliable but not guaranteed



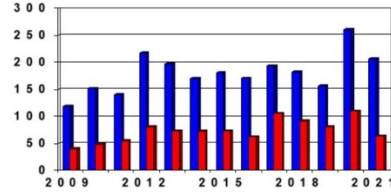
CA Lake Tahoe Sales Data 2009 to 2021

North Shore - Brockway to Tahoe City

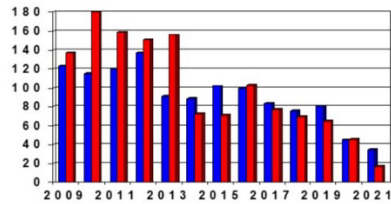
Median Selling Price



Number of Units Sold



Days on Market



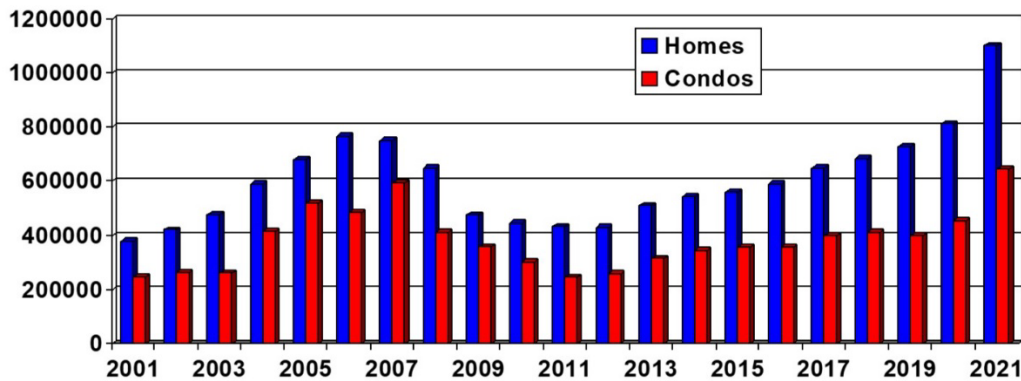
Information provided by
John Eppolito CA Broker Associate, NV Broker/Salesman
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com — Jtahoe.com
All data taken from the Tahoe Sierra MLS through 2-13-22 and is deemed reliable but not guaranteed



California Lake Tahoe Sales Data 2001 to 2021

North and West Shore - Brockway to Rubicon

Median Selling Price



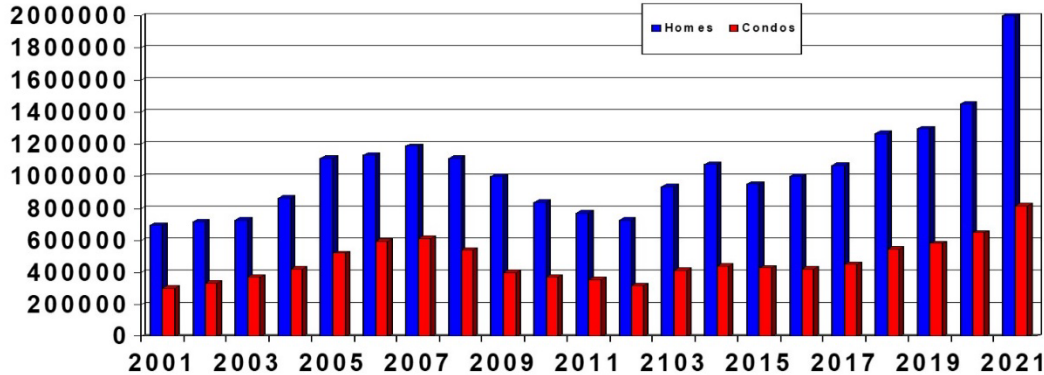
Information provided by
John Eppolito Broker Associate CA, Broker/Salesman NV
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
JohnEppolito.com — Jtahoe.com
All data taken from the Tahoe Sierra MLS through 02-13-22 and is deemed reliable but not guaranteed



Nevada Lake Tahoe Sales Data 2001 to 2021

Incline Village and Crystal Bay

Median Selling Price



Information provided by

John Eppolito Broker/Salesman NV, Broker Associate CA

Coldwell Banker Incline Village Realty

775.832.TAHO (8246) 800.341.TAHO (8246)

JohnEppolito.com - Jtahoe.com

All data taken from the Incline Village MLS through 02-13-22 and is deemed reliable but not guaranteed



Note - Through mid 2001 Freestanding Condos (PUD's) were classified as Condos. From mid 2001 to Spring 2004, PUD's were classified as either Condo or Home. Starting in Spring 2004 PUD's have their own category. In the chart above from 1999 to 2004 PUD's are represented in the Homes category, starting in 2005 PUD's are in the Condos category. Starting in mid 2016 there is no longer a PUD category; PUD's are now included with Homes.

January 8, 2022 Update

NEVADA - Incline Village and Crystal Bay

Homes - [Click here to view the 38 homes available](#), down from 45 homes on November 7, 2021.

Condos - [Click here to view the 16 condos available](#), down from 30 in November.

CALIFORNIA North Shore - Brockway to Tahoe City

Homes - [Click here to view the 11 homes available](#), down from 23 on November 7, 2021.

Condos - [Click here to view the 2 condos currently available](#), down from 5 in November.

November 6, 2021 Update

CALIFORNIA North Shore - Brockway to Tahoe City

Homes - Currently there are [23 homes available](#), listed from \$699,000 to \$13,995,000.

Condos - Currently there are [5 condos available](#), listed from \$290,000 to \$1,625,000.

NEVADA - Incline Village and Crystal Bay

Homes - Currently there are [45 homes available](#), listed from \$785,000 to \$60,000,000

Condos - Currently there are [30 condos available](#), listed from \$375,000 to \$3,750,000

September 9, 2021 Update

NEVADA - Incline Village and Crystal Bay

Homes

55 homes are available for sale

20 homes are in escrow

Condos

36 condos available for sale

20 condos are in escrow

New Escrows

In the last seven days 9 properties (homes plus condos) went into escrow.

CALIFORNIA North Shore - Brockway to Tahoe City

Homes

30 homes are available for sale

19 homes are in escrow

Condos

3 condos are available for sale

7 condos are in escrow

New Escrows

In the last seven days 5 properties (homes plus condos) went into escrow.

All data above taken from the Incline Village and Tahoe Sierra MLS's and is deemed reliable but not guaranteed.

July 17 2021 Update

SALES DATA

CALIFORNIA North Shore - Brockway to Tahoe City

Homes Sold - First half of 2020 vs. First half of 2021

2020 63 Sold - Median Price \$739,000

2021 96 Sold - Median Price \$1,075,000 **A 45% increase**

Condos Sold - First half of 2020 vs. First half of 2021

2020 26 Sold - Median Price \$392,000

2021 36 Sold - Median Price \$632,500 **A 61% increase**

NEVADA - Incline Village and Crystal Bay

Homes Sold - First half of 2020 vs. First half of 2021

2020 82 Sold - Median Price \$1,322,500

2021 125 Sold - Median Price \$2,100,000 **A 59% increase**

Condos Sold - First half of 2020 vs. First half of 2021

2020 77 Sold - Median Price \$599,000

2021 107 Sold - Median Price \$785,000 **An 31% increase**

Has the Lake Tahoe real estate market seen the short term top?

The number of listings has increased.

The buyer frenzy has subsided.

Prices are at an all time high.

On the Nevada side (Incline Village and Crystal Bay), we've seen 23 price reductions and only 5 price increases.

Most realtor's I've spoken to think we've seen the high prices, for now, especially at the bottom of the market. It appears the middle and upper segments of the market have leveled off, the bottom of the market has probably drop slightly. None of the realtors I've spoken to think prices will plummet. If you want to get a piece of Tahoe, this may be a good time to buy!

On July 12th CNBC ran this story titled: [The housing boom is changing - Supply is up and rates head lower.](#)

Number of Listings - Available as of 7/16/21 vs. last month (6/19/21)

CALIFORNIA - North Shore (Brockway to Tahoe City)

Homes Available

24 Available - Down from 29 on June 19th

Condos Available

3 Available - Down from 5 on June 19th

NEVADA - Incline Village and Crystal Bay

Homes Available

56 Available - Up from 36 on June 19th

Condos

26 Available - Up from 21 on June 19th

All data above taken from the Tahoe Sierra and Incline MLS's and is deemed reliable but not guaranteed.

May 2021 Update

SALES DATA

The inventory is still very tight and desirable listings that are priced correctly are typically getting multiple offers. Please contact me - if you would consider selling your Tahoe property; or if you would like my suggestions and assistance buying in this unprecedented seller's market. The Wall Street Journal published this article last month titled: [The Housing Market Is Crazy Than It's Been Since 2006](#)

Number of Listings - Available and In Escrow

CALIFORNIA - North Shore (Brockway to Tahoe City)

Homes

[19 Active \(click to view\)](#)

17 In Escrow

Condos

[3 Active \(click to view\)](#)

16 In Escrow

NEVADA - Incline Village and Crystal Bay

Homes

[23 Active \(click to view\)](#)

21 In Escrow

Condos

[23 Active \(click to view\)](#)

24 In Escrow

All data above taken from the Incline and Tahoe Sierra MLS's and is deemed reliable but not guaranteed.

Sales Data through 4/09/21

NEVADA - Incline Village and Crystal Bay

Homes

First Quarter 2021 - 64 Homes Sold - Median Sold Price \$2,125,000

First Quarter 2020 - 36 Homes Sold - Median Sold Price \$1,175,000

an 81% Increase

Condos

First Quarter 2021 - 45 Condos Sold - Median Sold Price \$765,000

First Quarter 2020 - 39 Condos Sold - Median Sold Price \$492,000

a 55% Increase

California - Brockway to Rubicon (north and west shore)

Homes

First Quarter 2021 - 80 Homes Sold - Median Sold Price \$999,500

First Quarter 2020 - 48 Homes Sold - Median Sold Price \$675,000

a 48% Increase

Condos

First Quarter 2021 - 12 Condos Sold - Median Sold Price \$577,000

First Quarter 2020 - 21 Condos Sold - Median Sold Price \$384,000

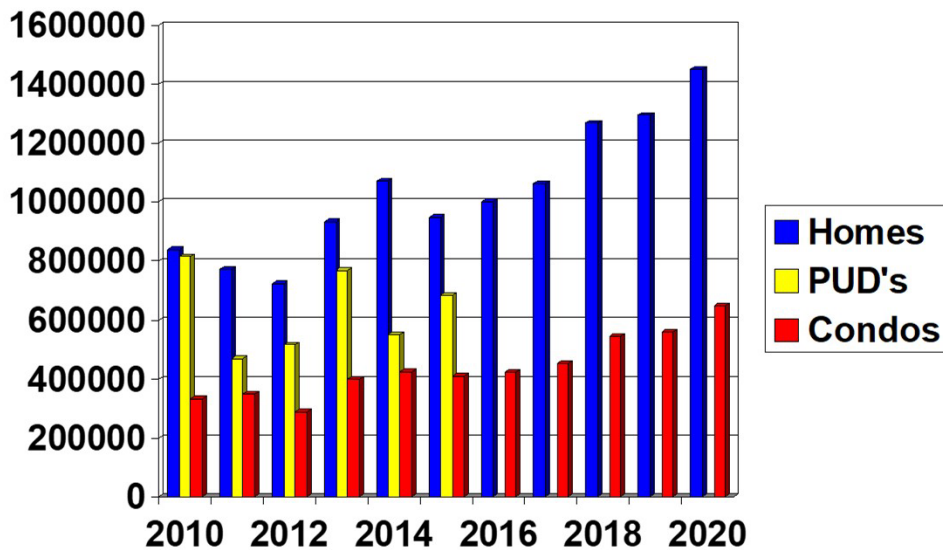
a 50% Increase

All sales data above taken from the Incline and Tahoe Sierra MLS's and is deemed reliable but not guaranteed.

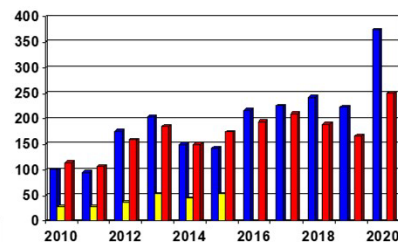
NV Lake Tahoe Sales Data 2010 to 2020

Incline Village and Crystal Bay

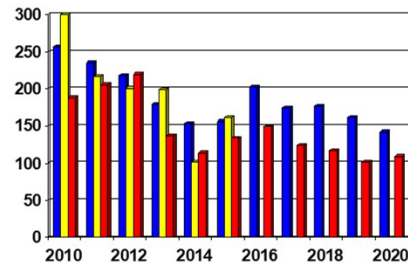
Median Selling Price



Number of Units Sold



Days on Market



Information provided by

John Eppolito Broker/Salesman NV, Broker Associate CA

Coldwell Banker Select Real Estate

775.832.TAHO (8246) 800.341.TAHO (8246)

To search the entire CA & NV MLS go to www.Jtahoe.com

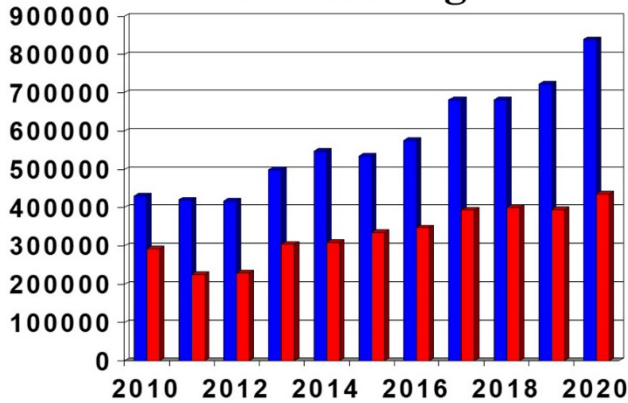
All data taken from the Incline Village MLS through 02-06-21 and is deemed reliable but not guaranteed



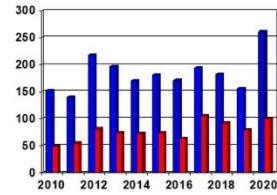
CA Lake Tahoe Sales Data 2010 to 2020

North Shore - Brockway to Tahoe City

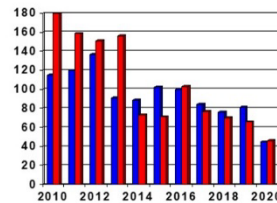
Median Selling Price



Number of Units Sold



Days on Market



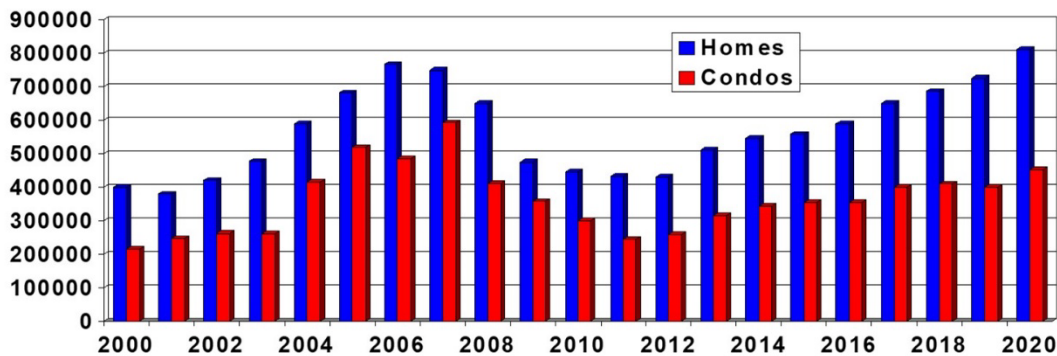
Information provided by
John Eppolito CA Broker Associate, NV Broker/Salesman
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
All data taken from the Tahoe Sierra MLS through 02-06-21 and is deemed reliable but not guaranteed.



California Lake Tahoe Sales Data 2000 to 2020

North and West Shore - Brockway to Rubicon

Median Selling Price



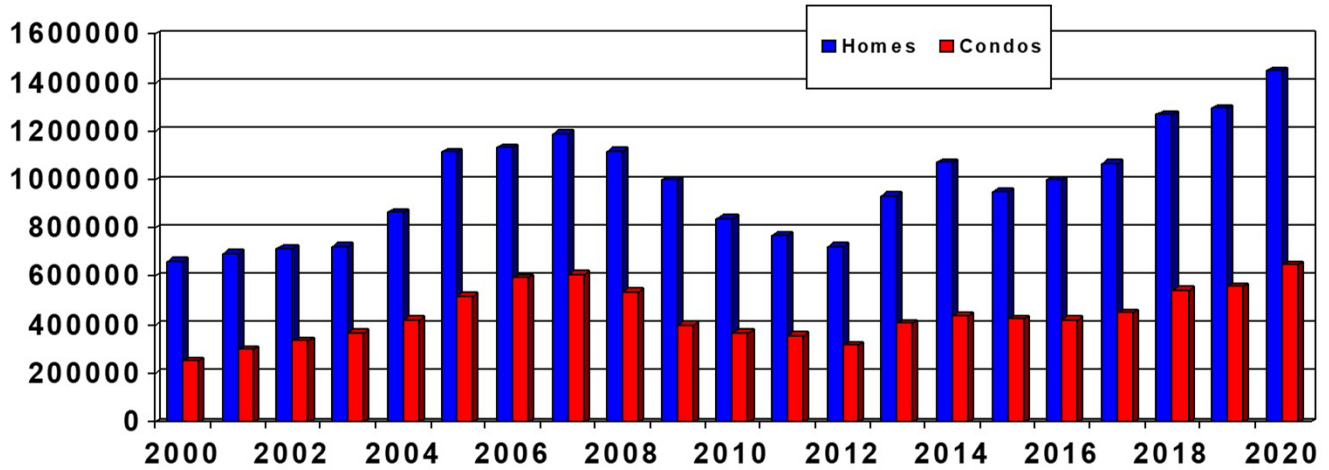
Information provided by
John Eppolito Broker Associate CA, Broker/Salesman NV
 Coldwell Banker Select Real Estate
 775.832.TAHO (8246) 800.341.TAHO (8246)
 To search the entire CA & NV MLS go to www.Jtaho.com
All data taken from the Tahoe Sierra MLS through 02-06-21 and is deemed reliable but not guaranteed.



Nevada Lake Tahoe Sales Data 2000 to 2020

Incline Village and Crystal Bay

Median Selling Price



Information provided by

John Eppolito Broker/Salesman NV, Broker Associate CA

Coldwell Banker Incline Village Realty

775.832.TAHO (8246) 800.341.TAHO (8246)

To search the entire CA & NV MLS go to www.Jtahoe.com

All data taken from the Incline Village MLS through 02-06-21 and is deemed reliable but not guaranteed



Note - Through mid 2001 Freestanding Condos (PUD's) were classified as Condos in the MLS. From mid 2001 to Spring 2004, PUD's were classified as either Condo or Home. Starting in Spring 2004 PUD's have their own category. In the chart above from 1999 to 2004 PUD's are represented in the Homes category, starting in 2005 PUD's are in the Condos category. Starting in mid 2016 there is no longer a PUD category; PUD's are now included with Homes in the MLS.