



INCLINE VILLAGE + CRYSTAL BAY

LOCAL MARKET REPORT

Q²
2025

A MARKET *Focused* ON QUALITY

LAKE SHORE
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



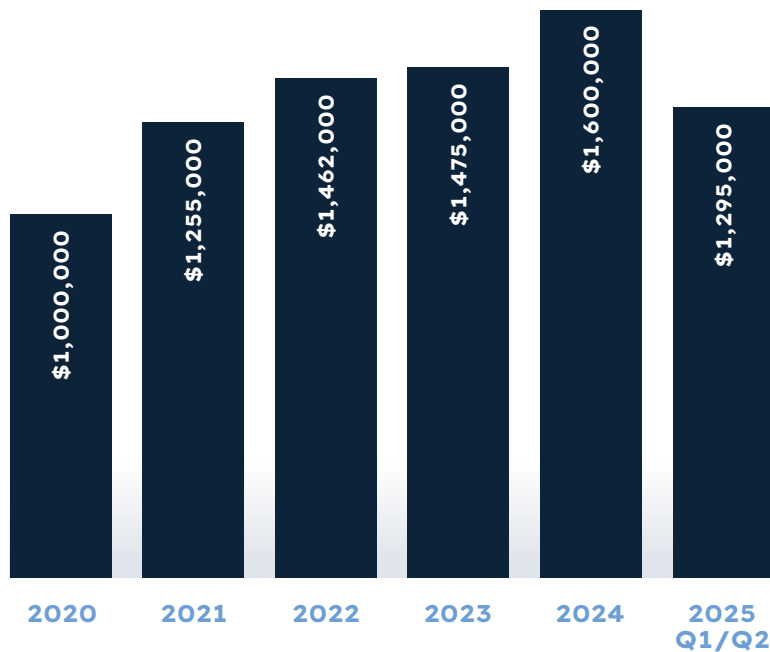
\$4,346,000
623 Tyner Way

MARKET TRENDS

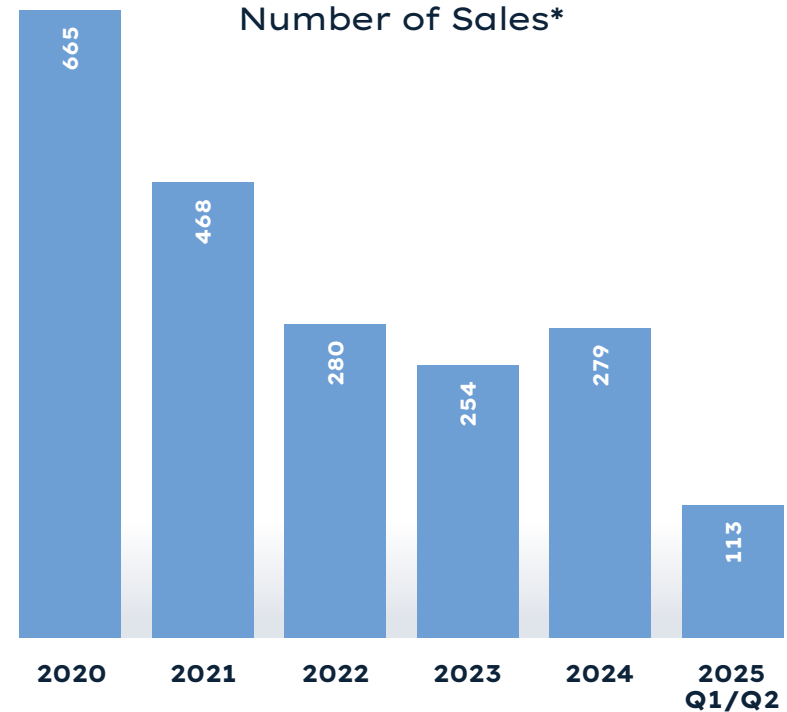
As your local experts,
we know this market
better than anyone!

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*



*Statistics from the entire market, including homes, condominiums, freestanding condos, and vacant lots.

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



2025 Q2 REVIEW

The Incline Village & Crystal Bay real estate market showed mixed results in Q2 2025, with residential homes experiencing a decline in price while condos saw positive growth. However, the overall outlook remains positive with opportunities for both buyers and sellers.

Residential Homes: Median prices for residential homes dropped 26%, from \$2,775,000 to \$2,050,000, compared to Q1-Q2 of last year. This decrease is largely due to a small sample size of only 59 sales for the first half of the year, down from a larger volume in 2024. This drop is more reflective of a smaller dataset than a market-wide trend.

Condos: Condos performed better with an 4% increase in median price, despite only 3 fewer sales than Q1-Q2 of 2024. This indicates sustained demand for luxury condos, with prices continuing to rise in this segment.

Sales Volume & Price Trends: Residential homes saw decreased sales volume and price, while condos remained stable in sales and saw price increases. This shift highlights a growing demand for more affordable luxury options, such as condos.

Market Outlook: The market outlook for our area remains positive. Sellers will benefit from setting more realistic pricing expectations, as many homes have sold below asking price due to inflated expectations. A more reasonable starting price can lead to better results and ultimately a higher sales price.

The Advantage of Experienced Realtors: Working with an experienced agent is essential in today's market. Lakeshore Realty agents have consistently sold their listings for within 2% of asking price, compared to the market's 4% average reduction. This expertise is crucial in achieving the best sale price and a quicker and smooth sales experience!

Q1/Q2 2025 STATS

	HIGHEST SOLD PRICE	PROPERTIES SOLD	AVERAGE DAYS ON MARKET
Apollo	-	-	-
Central North and South	\$4,600,000	9	119
Championship Golf Course	\$2,100,000	3	135
Crystal Bay	\$2,700,000	4	197
Eastern Slope	\$2,225,000	2	163
Jennifer	\$6,000,000	5	51
Lakefront Condos	\$3,350,000	1	24
Lakefront Single Family	\$11,800,000	1	190
Lakeview Subdivision	\$3,800,000	1	55
Lower Tyner	\$2,650,000	4	139
Non-Lakefront Condos	\$2,550,000	46	108
Non-Lakefront Single Family	\$6,000,000	58	112
Ponderosa	\$5,250,000	3	94
Millcreek	\$4,150,000	6	102
Mountain Golf Course	\$2,150,000	5	167
Ski Way	\$2,705,000	4	54
The Woods	\$4,050,000	8	93
Upper Tyner	\$6,000,000	4	89

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

OVERVIEW OF MARKET MOVEMENT

Condos

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$935,000	\$975,000	4%
Average Sold Price	\$1,191,247	\$1,070,947	-10%
Average Days On Market	94	106	13%
Average Sold Price/Sq.Ft	\$772	\$729	-6%
Highest Sold Price	\$3,200,000	\$3,350,000	5%
Lowest Sold Price	\$550,000	\$217,500	-60%
Properties Sold	50	47	-6%
% Sold Price to Average List Price	97%	96%	-1%

Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,775,000	\$2,050,000	-26%
Average Sold Price	\$3,237,829	\$2,276,248	-30%
Average Days On Market	133	113	-15%
Average Sold Price/Sq.Ft	\$989	\$879	-11%
Highest Sold Price	\$11,000,000	\$11,800,000	7%
Lowest Sold Price	\$774,250	\$510,000	-34%
Properties Sold	54	59	9%
% Sold Price to Average List Price	96%	95%	-1%

MARKET MOVEMENT

Apollo Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,850,000	-	N/A
Average Sold Price	\$2,850,000	-	N/A
Average Days On Market	86	-	N/A
Average Sold Price/Sq.Ft	\$719	-	N/A
Highest Sold Price	\$3,200,000	-	N/A
Lowest Sold Price	\$2,500,000	-	N/A
Properties Sold	2	-	N/A
% Sold Price to Avg. List Price	92%	-	N/A

Central North & South Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,012,500	\$1,850,000	-8%
Average Sold Price	\$1,972,500	\$2,008,876	2%
Average Days On Market	83	119	43%
Average Sold Price/Sq.Ft	\$915	\$781	-15%
Highest Sold Price	\$2,940,000	\$4,600,000	56%
Lowest Sold Price	\$925,000	\$510,000	-45%
Properties Sold	4	9	125%
% Sold Price to Avg. List Price	97%	96%	-1%

Championship Golf Course Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$3,695,000	\$1,095,000	-70%
Average Sold Price	\$3,867,200	\$1,351,333	-65%
Average Days On Market	212	135	-36%
Average Sold Price/Sq.Ft	\$95	\$96	1%
Highest Sold Price	\$5,500,000	\$2,100,000	-62%
Lowest Sold Price	\$2,515,000	\$859,000	-66%
Properties Sold	5	3	-40%
% Sold Price to Avg. List Price	95%	96%	1%

Crystal Bay Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,280,000	\$2,160,625	-5%
Average Sold Price	\$2,280,000	\$2,042,813	-10%
Average Days On Market	59	197	234%
Average Sold Price/Sq.Ft	\$840	\$1,019	21%
Highest Sold Price	\$2,280,000	\$2,700,000	18%
Lowest Sold Price	\$2,280,000	\$1,150,000	-50%
Properties Sold	1	4	300%
% Sold Price to Avg. List Price	99%	94%	-5%

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MARKET MOVEMENT

Eastern Slope Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$3,300,000	\$2,183,000	-34%
Average Sold Price	\$3,611,667	\$2,183,000	-40%
Average Days On Market	251	163	-35%
Average Sold Price/Sq.Ft	\$875	\$894	2%
Highest Sold Price	\$6,250,000	\$2,225,000	-64%
Lowest Sold Price	\$1,122,000	\$2,141,000	91%
Properties Sold	6	2	-67%
% Sold Price to Avg. List Price	95%	96%	1%

Jennifer Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	-	\$1,750,000	N/A
Average Sold Price	-	\$2,535,000	N/A
Average Days On Market	-	51	N/A
Average Sold Price/Sq.Ft	-	\$829	N/A
Highest Sold Price	-	\$6,000,000	N/A
Lowest Sold Price	-	\$1,400,000	N/A
Properties Sold	-	5	N/A
% Sold Price to Avg. List Price	-	98%	N/A



MARKET MOVEMENT

Lakefront Condos

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$3,175,000	\$3,350,000	6%
Average Sold Price	\$3,131,250	\$3,350,000	7%
Average Days On Market	89	24	-73%
Average Sold Price/Sq.Ft	\$2,001	\$2,481	24%
Highest Sold Price	\$3,200,000	\$3,350,000	5%
Lowest Sold Price	\$2,975,000	\$3,350,000	13%
Properties Sold	4	1	-75%
% Sold Price to Avg. List Price	98	96%	-99%

Lakefront Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$9,700,000	\$11,800,000	22%
Average Sold Price	\$9,700,000	\$11,800,000	22%
Average Days On Market	0	190	N/A
Average Sold Price/Sq.Ft	\$2,281	\$2,921	28%
Highest Sold Price	\$9,700,000	\$11,800,000	22%
Lowest Sold Price	\$9,700,000	\$11,800,000	22%
Properties Sold	1	1	0%
% Sold Price to Avg. List Price	100%	91%	-9%

Non-Lakefront Condos

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$867,500	\$972,500	12%
Average Sold Price	\$1,022,551	\$1,021,402	0%
Average Days On Market	95	108	14%
Average Sold Price/Sq.Ft	\$666	\$691	4%
Highest Sold Price	\$2,200,000	\$2,550,000	16%
Lowest Sold Price	\$550,000	\$217,500	-60%
Properties Sold	46	46	0%
% Sold Price to Avg. List Price	96%	96%	0%

Non-Lakefront Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,750,000	\$1,967,500	-28%
Average Sold Price	\$3,115,901	\$2,112,045	-32%
Average Days On Market	135	112	-17%
Average Sold Price/Sq.Ft	\$965	\$844	-13%
Highest Sold Price	\$11,000,000	\$6,000,000	-45%
Lowest Sold Price	\$774,250	\$510,000	-34%
Properties Sold	53	58	9%
% Sold Price to Avg. List Price	96%	95%	-1%

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MARKET MOVEMENT

Lakeview Subdivision Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$4,050,000	\$3,800,000	-6%
Average Sold Price	\$4,243,500	\$3,800,000	-10%
Average Days On Market	45	55	22%
Average Sold Price/Sq.Ft	\$1,262	\$1,054	-16%
Highest Sold Price	\$5,950,000	\$3,800,000	-36%
Lowest Sold Price	\$2,800,000	\$3,800,000	36%
Properties Sold	8	1	-88%
% Sold Price to Avg. List Price	99%	88%	-11%

Lower Tyner Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,750,000	\$1,937,500	-30%
Average Sold Price	\$2,975,000	\$1,975,000	-34%
Average Days On Market	190	139	-27%
Average Sold Price/Sq.Ft	\$882	\$946	7%
Highest Sold Price	\$6,500,000	\$2,650,000	-59%
Lowest Sold Price	\$1,015,000	\$1,375,000	35%
Properties Sold	5	4	-20%
% Sold Price to Avg. List Price	91%	95%	4%





MARKET MOVEMENT

Ponderosa Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,004,000	\$2,600,000	30%
Average Sold Price	\$2,004,000	\$3,300,000	65%
Average Days On Market	104	94	-10%
Average Sold Price/Sq.Ft	\$838	\$858	2%
Highest Sold Price	\$2,750,000	\$5,250,000	91%
Lowest Sold Price	\$1,258,000	\$2,050,000	63%
Properties Sold	2	3	50%
% Sold Price to Avg. List Price	98%	96%	-2%

Millcreek Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$3,200,000	\$2,412,500	-25%
Average Sold Price	\$4,998,800	\$2,762,500	-45%
Average Days On Market	140	102	-27%
Average Sold Price/Sq.Ft	\$1,293	\$1,154	-11%
Highest Sold Price	\$11,000,000	\$4,150,000	-62%
Lowest Sold Price	\$2,099,000	\$1,695,000	-19%
Properties Sold	5	6	20%
% Sold Price to Avg. List Price	99%	97%	-2%

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MARKET MOVEMENT

Mountain Golf Course Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,450,000	\$1,200,000	-51%
Average Sold Price	\$2,500,000	\$1,460,000	-42%
Average Days On Market	157	167	6%
Average Sold Price/Sq.Ft	\$876	\$686	-22%
Highest Sold Price	\$3,300,000	\$2,150,000	-35%
Lowest Sold Price	\$1,750,000	\$775,000	-56%
Properties Sold	3	5	67%
% Sold Price to Avg. List Price	94%	89%	-5%

Ski Way Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$2,675,000	\$1,014,000	-62%
Average Sold Price	\$2,300,000	\$1,353,250	-41%
Average Days On Market	104	54	-48%
Average Sold Price/Sq.Ft	\$752	\$777	3%
Highest Sold Price	\$3,225,000	\$2,705,000	-16%
Lowest Sold Price	\$1,000,000	\$680,000	-32%
Properties Sold	3	4	33%
% Sold Price to Avg. List Price	96%	97%	1%

Upper Tyner Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$1,736,250	\$2,162,500	25%
Average Sold Price	\$1,736,250	\$2,923,750	68%
Average Days On Market	293	89	-70%
Average Sold Price/Sq.Ft	\$754	\$732	-3%
Highest Sold Price	\$2,247,500	\$6,000,000	167%
Lowest Sold Price	\$1,225,000	\$1,370,000	12%
Properties Sold	2	4	100%
% Sold Price to Avg. List Price	93%	93%	0%

The Woods Single Family

January through June	Q1/Q2 2024	Q1/Q2 2025	% change
Median Sales Price	\$1,600,000	\$1,342,500	-16%
Average Sold Price	\$1,795,607	\$1,571,188	-12%
Average Days On Market	63	93	48%
Average Sold Price/Sq.Ft	\$922	\$761	-17%
Highest Sold Price	\$3,000,000	\$4,050,000	35%
Lowest Sold Price	\$774,250	\$727,000	-6%
Properties Sold	7	8	14%
% Sold Price to Avg. List Price	98%	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

LAKESHORE REALTY



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