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2024

Incline Village + Crystal Bay

Local Market Report

A Market Focused on Quality

LAKE SHORE
REALTY

market report provided courtesy of

LAKESHORE REALTY



LakeshoreRealty.com

(775) 831-7000

954 Lakeshore Blvd., Incline Village, NV 89451

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



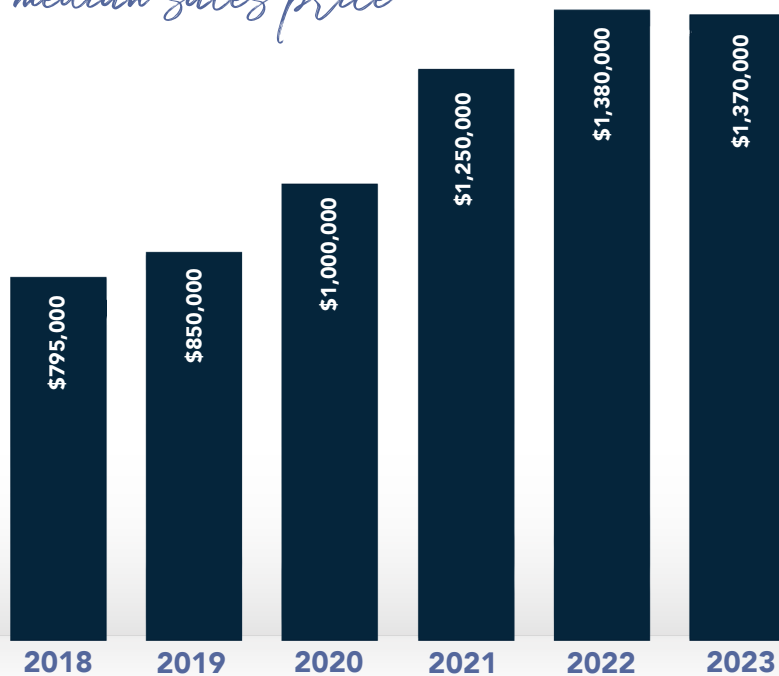
\$4,346,000
623 Tyner Way

Market Trends

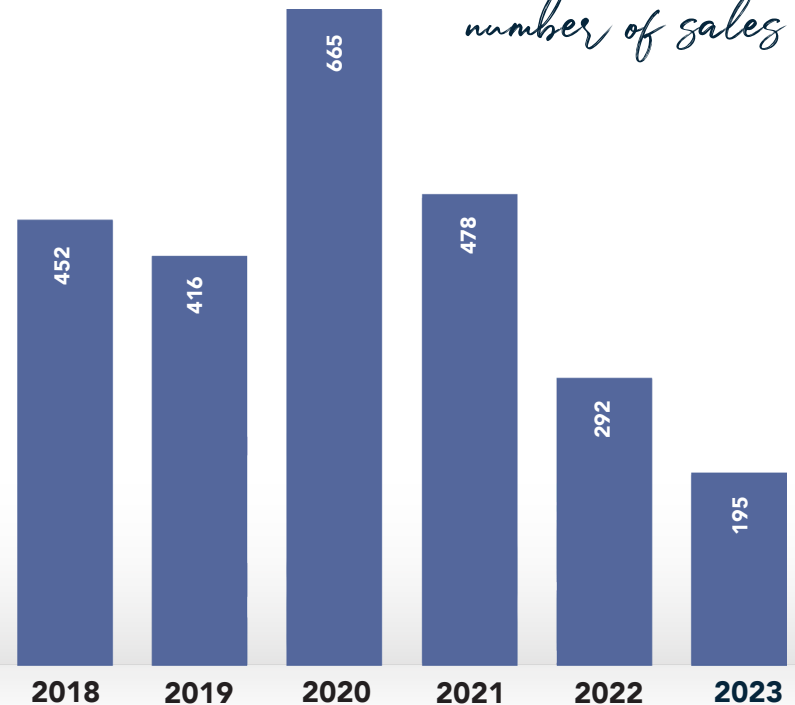
As your local experts, we know this market better than anyone!

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



Celebrating a discretionary market

The real estate market in Incline Village and Crystal Bay is showcasing a promising return to balance and health in 2024, signaling positive trends for both buyers and sellers. Known as a discretionary market, this picturesque area has embraced a more normalized rhythm, driven by discerning buyers and savvy sellers who recognize the market's enduring value.

Across the entire market, 2024 has delivered impressive results. Total sales volume rose from \$602,600,768 in 2023 to \$712,938,162, reflecting **heightened confidence among buyers and sellers alike**. The number of transactions also climbed, from 254 last year to 279, underscoring a **renewed sense of vibrancy and activity within the market**.

Single-family homes demonstrated steady growth, with the median price increasing by 2%, rising from \$2,250,000 in 2023 to \$2,299,000 this year. While the number of single-family home sales experienced a modest 14% decline, this reflects a more **deliberate and thoughtful pace among buyers**. Homes in this segment took an average of 117 days to sell, emphasizing the importance of strategic pricing and marketing in **a market focused on quality**.

Condos, meanwhile, have emerged as a bright spot in 2024. The median sales price for condominiums also climbed by 2%, moving from \$900,000 to \$915,000. Even more encouraging, the number of condo sales increased by 7%, with units spending an average of 100 days on the market before finding their next owners. This uptick highlights the **growing demand for properties that offer both convenience and access to the area's unparalleled lifestyle**.

These trends paint an encouraging picture as we look ahead to the spring selling season. With price stability, increasing sales volume, and heightened buyer interest, Incline Village and Crystal Bay are well-positioned for sustained growth.

-Trevor Anderson, Realtor S.175826

2024 Stats

	Highest Sold Price	Properties Sold	Average Days on Market
Apollo	\$3,200,000	5	103
Central North and South	\$2,940,000	6	146
Championship Golf Course	\$5,500,000	15	142
Crystal Bay	\$2,950,000	3	229
Eastern Slope	\$12,500,000	15	165
Jennifer	\$2,123,000	6	79
Lakefront Condos	\$5,250,000	8	90
Lakefront Single Family	\$62,000,000	4	187
Lakeview Subdivision	\$6,650,000	13	58
Lower Tyner	\$6,500,000	15	122
Non-Lakefront Condos	\$2,200,000	109	101
Non-Lakefront Single Family	\$12,500,000	152	115
Ponderosa	\$5,900,000	12	126
Millcreek	\$11,000,000	13	121
Mountain Golf Course	\$3,300,000	11	101
Ski Way	\$3,225,000	10	106
The Woods	\$3,000,000	19	67
Upper Tyner	\$3,825,000	8	143

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

Overview of Market Movement

Condos

January through December	2023	2024	% change
Median Sales Price	\$900,000	\$915,000	2%
Average Sold Price	\$1,254,607	\$1,123,160	-10%
Average Days On Market	85	100	18%
Average Sold Price/Sq.Ft	\$798	\$762	-5%
Highest Sold Price	\$5,500,000	\$5,250,000	-5%
Lowest Sold Price	\$380,000	\$273,300	-28%
Properties Sold	109	117	7%
% Sold Price to Average List Price	97%	96%	-99%

Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,250,000	\$2,299,000	2%
Average Sold Price	\$3,209,254	\$3,692,266	15%
Average Days On Market	116	117	1%
Average Sold Price/Sq.Ft	\$1010	\$997	-1%
Highest Sold Price	\$26,000,000	\$62,000,000	138%
Lowest Sold Price	\$700,000	\$745,000	6%
Properties Sold	136	117	-14%
% Sold Price to Average List Price	96%	95%	-1%

Market Movement

Apollo Single Family

January through December	2023	2024	% change
Median Sales Price	\$1,882,500	\$2,325,000	24%
Average Sold Price	\$2,046,250	\$2,387,000	17%
Average Days On Market	67	103	54%
Average Sold Price/Sq.Ft	\$820	\$780	-5%
Highest Sold Price	\$3,050,000	\$3,200,000	5%
Lowest Sold Price	\$1,370,000	\$1,950,000	42%
Properties Sold	4	5	25%
% Sold Price to Average List Price	97%	95%	-2%

Central North & South Single Family

January through December	2023	2024	% change
Median Sales Price	\$1,675,000	\$2,062,500	23%
Average Sold Price	\$1,826,667	\$2,031,667	11%
Average Days On Market	162	146	-10%
Average Sold Price/Sq.Ft	\$99	\$95	-4%
Highest Sold Price	\$2,250,000	\$2,940,000	31%
Lowest Sold Price	\$1,826,667	\$925,000	-41%
Properties Sold	3	6	100%
% Sold Price to Average List Price	99%	95%	-4%

Championship Golf Course Single Family

January through December	2023	2024	% change
Median Sales Price	\$995,000	\$2,515,000	153%
Average Sold Price	\$1,707,308	\$2,663,467	56%
Average Days On Market	71	142	100%
Average Sold Price/Sq.Ft	\$805	\$887	10%
Highest Sold Price	\$4,975,000	\$5,500,000	11%
Lowest Sold Price	\$700,000	\$747,500	7%
Properties Sold	13	15	15%
% Sold Price to Average List Price	97%	97%	0%

Crystal Bay Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,490,000	\$2,280,000	-8%
Average Sold Price	\$2,490,000	\$2,476,667	-1%
Average Days On Market	80	229	186%
Average Sold Price/Sq.Ft	\$1,031	\$824	-20%
Highest Sold Price	\$2,490,000	\$2,950,000	18%
Lowest Sold Price	\$2,490,000	\$2,200,000	-12%
Properties Sold	1	3	200%
% Sold Price to Average List Price	96%	97%	1%

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Market Movement

Eastern Slope Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,000,000	\$3,510,000	76%
Average Sold Price	\$3,440,208	\$4,190,933	22%
Average Days On Market	222	165	-26%
Average Sold Price/Sq.Ft	\$951	\$1,023	8%
Highest Sold Price	\$9,200,000	\$12,500,000	36%
Lowest Sold Price	\$1,092,500	\$1,122,000	3%
Properties Sold	12	15	25%
% Sold Price to Average List Price	95%	96%	1%

Jennifer Single Family

January through December	2023	2024	% change
Median Sales Price	\$1,612,500	\$1,432,500	-11%
Average Sold Price	\$1,687,500	\$1,533,833	-9%
Average Days On Market	105	79	-25%
Average Sold Price/Sq.Ft	\$656	\$808	23%
Highest Sold Price	\$2,450,000	\$2,123,000	-13%
Lowest Sold Price	\$1,225,000	\$1,165,000	-5%
Properties Sold	8	6	-25%
% Sold Price to Average List Price	95%	99%	4%



Market Movement

Lakefront Condos

January through December	2023	2024	% change
Median Sales Price	\$3,500,000	\$3,175,000	-5%
Average Sold Price	\$3,622,222	\$3,440,625	-5%
Average Days On Market	149	90	-40%
Average Sold Price/Sq.Ft	\$1,822	\$1,967	8%
Highest Sold Price	\$5,500,000	\$5,250,000	-5%
Lowest Sold Price	\$2,300,000	\$2,500,000	9%
Properties Sold	9	8	-11%
% Sold Price to Average List Price	95%	97%	2%

Lakefront Single Family

January through December	2023	2024	% change
Median Sales Price	\$22,873,000	\$40,500,000	77%
Average Sold Price	\$21,291,000	\$38,175,000	79%
Average Days On Market	231	187	-19%
Average Sold Price/Sq.Ft	\$5,257	\$3,519	-33%
Highest Sold Price	\$26,000,000	\$62,000,000	138%
Lowest Sold Price	\$15,000,000	\$9,700,000	-35%
Properties Sold	3	4	33%
% Sold Price to Average List Price	94%	90%	-4%

Non-Lakefront Condos

January through December	2023	2024	% change
Median Sales Price	\$885,000	\$865,000	-2%
Average Sold Price	\$1,041,522	\$953,070	-8%
Average Days On Market	79	101	28%
Average Sold Price/Sq.Ft	\$706	\$673	-5%
Highest Sold Price	\$3,500,000	\$2,200,000	-37%
Lowest Sold Price	\$380,000	\$273,300	-28%
Properties Sold	100	109	9%
% Sold Price to Average List Price	97%	96%	-1%

Non-Lakefront Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,250,000	\$2,265,000	1%
Average Sold Price	\$2,801,395	\$2,784,826	-1%
Average Days On Market	113	115	2%
Average Sold Price/Sq.Ft	\$914	\$931	2%
Highest Sold Price	\$11,500,000	\$12,500,000	9%
Lowest Sold Price	\$700,000	\$745,000	6%
Properties Sold	133	152	14%
% Sold Price to Average List Price	96%	96%	0%

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Market Movement

Lakeview Subdivision Single Family

January through December	2023	2024	% change
Median Sales Price	\$3,839,500	\$4,200,000	9%
Average Sold Price	\$4,265,200	\$4,276,000	0%
Average Days On Market	98	58	-41%
Average Sold Price/Sq.Ft	\$1,246	\$1,221	-2%
Highest Sold Price	\$7,200,000	\$6,650,000	-8%
Lowest Sold Price	\$2,223,000	\$1,800,000	-19%
Properties Sold	10	13	30%
% Sold Price to Average List Price	96%	99%	3%

Lower Tyner Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,445,000	\$2,000,000	-18%
Average Sold Price	\$3,599,733	\$2,372,200	-34%
Average Days On Market	134	122	-9%
Average Sold Price/Sq.Ft	\$949	\$866	-9%
Highest Sold Price	\$8,250,000	\$6,500,000	-21%
Lowest Sold Price	\$1,250,000	\$1,015,000	-19%
Properties Sold	15	15	0%
% Sold Price to Average List Price	96%	94%	-2%





Market Movement

Ponderosa Single Family

January through December	2023	2024	% change
Median Sales Price	\$1,925,000	\$3,325,000	73%
Average Sold Price	\$2,368,500	\$3,402,354	44%
Average Days On Market	62	126	103%
Average Sold Price/Sq.Ft	\$888	\$935	5%
Highest Sold Price	\$6,350,000	\$5,900,000	-7%
Lowest Sold Price	\$1,240,000	\$1,258,000	1%
Properties Sold	10	12	20%
% Sold Price to Average List Price	97%	94%	-99%

Millcreek Single Family

January through December	2023	2024	% change
Median Sales Price	\$3,315,000	\$3,200,000	-3%
Average Sold Price	\$4,453,214	\$4,321,077	-3%
Average Days On Market	83	121	46%
Average Sold Price/Sq.Ft	\$1,233	\$1,312	6%
Highest Sold Price	\$11,500,000	\$11,000,000	-4%
Lowest Sold Price	\$1,525,000	\$2,099,000	38%
Properties Sold	14	13	-7%
% Sold Price to Average List Price	96%	97%	1%

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Market Movement

Mountain Golf Course Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,275,000	\$2,150,000	-5%
Average Sold Price	\$2,204,625	\$2,160,000	-2%
Average Days On Market	116	101	-13%
Average Sold Price/Sq.Ft	\$826	\$824	0%
Highest Sold Price	\$3,100,000	\$3,300,000	6%
Lowest Sold Price	\$879,000	\$775,000	-12%
Properties Sold	16	11	-31%
% Sold Price to Average List Price	96%	95%	-1%

Ski Way Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,275,000	\$2,150,000	-5%
Average Sold Price	\$2,204,625	\$2,160,000	-2%
Average Days On Market	116	101	-13%
Average Sold Price/Sq.Ft	\$826	\$824	0%
Highest Sold Price	\$3,100,000	\$3,300,000	6%
Lowest Sold Price	\$879,000	\$775,000	-12%
Properties Sold	16	11	-31%
% Sold Price to Average List Price	96%	95%	-1%

Upper Tyner Single Family

January through December	2023	2024	% change
Median Sales Price	\$2,473,529	\$1,905,000	-23%
Average Sold Price	\$3,132,206	\$2,238,438	-29%
Average Days On Market	113	143	27%
Average Sold Price/Sq.Ft	\$851	\$837	-2%
Highest Sold Price	\$9,000,000	\$3,825,000	-58%
Lowest Sold Price	\$1,205,000	\$1,225,000	2%
Properties Sold	10	8	-20%
% Sold Price to Average List Price	99%	94%	-5%

The Woods Single Family

January through December	2023	2024	% change
Median Sales Price	\$1,529,500	\$1,800,000	18%
Average Sold Price	\$2,239,900	\$1,748,934	-22%
Average Days On Market	123	67	-46%
Average Sold Price/Sq.Ft	\$847	\$827	-2%
Highest Sold Price	\$5,495,000	\$3,000,000	-45%
Lowest Sold Price	\$720,000	\$745,000	3%
Properties Sold	10	19	90%
% Sold Price to Average List Price	94%	96%	2%

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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.

