INCLINE VILLAGE + CRYSTAL BAY

LOCAL MARKET REPORT

Q2

2026

A MARKET *Focused* ON QUALITY

LAKESHORE REALTY

SIGNIFICANT SALES

$46,000,000

Lakeshore Boulevard

Tahoe Mtn Realty

$37,500,000

Lakeshore Blvd

Tahoe Luxury Properties

$12,900,000

Eastern Slope

Compass

$11,800,000

410 Gonowabie

Lakeshore realty

$12,500,000

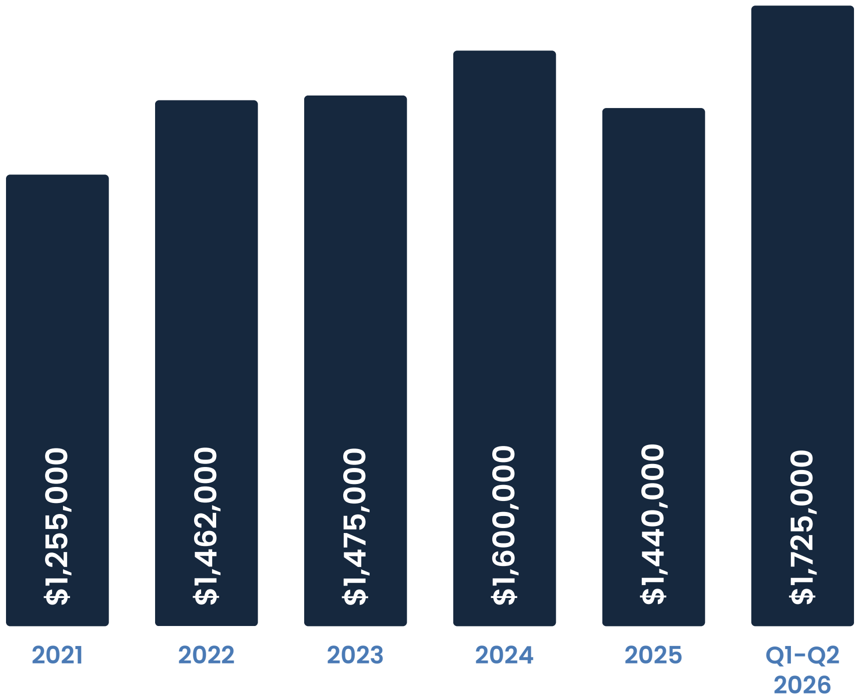
Eastern Slope

Chase International

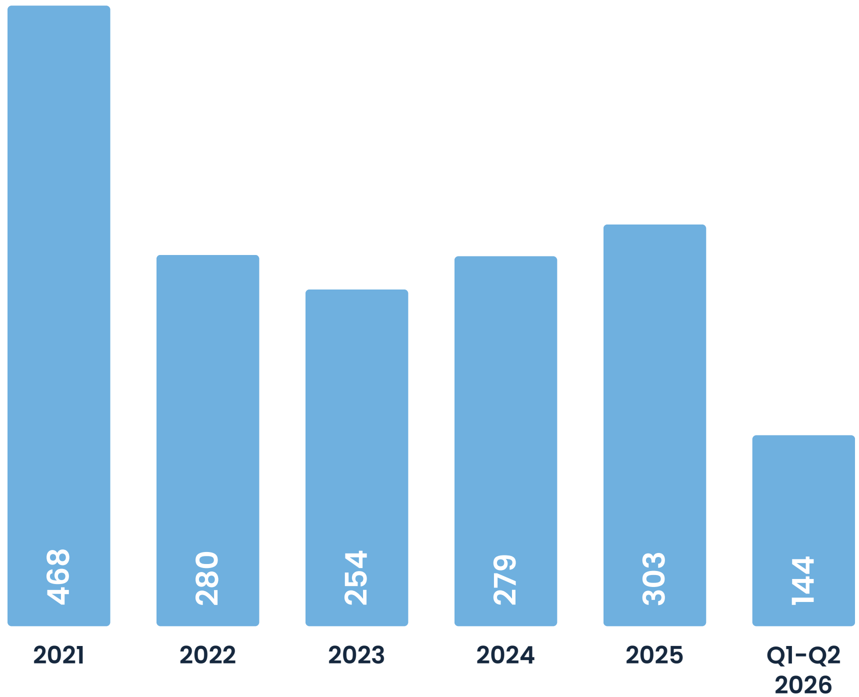
As your local experts, we know this market *better than anyone!*

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. 2021–2025 are full years; 2026 reflects January–June.

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

INCLINE VILLAGE & CRYSTAL BAY
REAL ESTATE MARKET REPORT – MID-YEAR 2026

The Incline Village and Crystal Bay real estate market carried impressive momentum through the first half of 2026, showing strength across multiple segments. This sustained activity is a strong signal as we head through the busy summer season and into fall.

Market Overview: A Strong First Half

The first six months delivered notable gains across the board:

- 144 properties closed January through June
- Median price reached $1.73M — a five-year high, up 20% vs. 2025
- Sales volume totaled $456M, led by the $46M Lakeshore Blvd. sale

A key driver behind these numbers was a handful of ultra-luxury transactions, including the $46M sale on Lakeshore Blvd. While these sales elevate overall metrics, they also highlight the continued strength and desirability of the luxury segment in the Lake Tahoe market.

Single-Family Homes: Continued Demand

The single-family home segment—one of the most sought-after in Incline Village—saw meaningful growth:

- Sales increased 47%, from 58 to 85 homes
- Median price rose 22%, from $2.05M to $2.5M
- Average days on market came in at 105 days

Demand remains steady, especially for well-priced and well-presented homes. Buyers continue to prioritize quality, location, and move-in-ready properties, particularly in desirable neighborhoods.

Condo Market: Stability with Opportunity

The condominium market remained steady and offers opportunity:

- 52 sales, up 6% from the first half of 2025
- Median price decreased 11%, from $970K to $860K
- Lakefront condos set a five-year-high median of $4.68M

For buyers, this could be a window to enter the market at a more accessible price point. As seasonal demand picks up, condos may see increased activity moving into the warmer months.

Key Market Insights

Several themes are shaping the Incline Village and Crystal Bay market:

- Strong first-half activity points to healthy buyer demand
- Luxury properties continue to drive overall market performance
- Inventory remains limited, helping support pricing
- Well-priced, move-in-ready homes are selling at 96% of list

Looking Ahead: Summer & Fall 2026

With a strong first half behind us, the outlook remains positive:

- Expect a busy and competitive summer and fall market
- Continued demand for Incline Village homes for sale
- Potential upward pressure on pricing, especially in the luxury segment

Whether you're buying or selling, timing and strategy will be critical in navigating this evolving market.

WORK WITH A LOCAL EXPERT

Success in this market comes down to working with a knowledgeable local expert. At Lakeshore Realty, we specialize in Incline Village and Crystal Bay real estate, offering deep market insight and a tailored approach for every client.

Thinking about buying or selling? Reach out today for a personalized strategy or a complimentary home valuation.

MID-YEAR 2026 STATS

	HIGHEST SOLD PRICE	PROPERTIES SOLD	AVERAGE DAYS ON MARKET
Apollo	$4,100,000	4	182
Central North and South	$2,200,000	1	86
Championship Golf Course	$5,700,000	5	88
Crystal Bay	$3,200,000	1	232
Eastern Slope	$12,900,000	13	115
Jennifer	$4,300,000	7	133
Lakefront Condos	$5,900,000	5	128
Lakefront Single Family	$46,000,000	5	110
Lakeview Subdivision	$20,000,000	6	104
Lower Tyner	$6,499,000	12	122
Non-Lakefront Condos	$3,100,000	47	127
Non-Lakefront Single Family	$20,000,000	80	105
Ponderosa	$2,950,000	4	9
Millcreek	$5,900,000	4	41
Mountain Golf Course	$3,150,000	6	97
Ski Way	$3,900,000	4	60
The Woods	$4,225,000	9	104
Upper Tyner	$1,825,000	4	114

*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 2025	Q1-Q2 2026	% change
Median Sales Price	$970,000	$860,450	-11%
Average Sold Price	$1,057,031	$1,305,421	23%
Average Days On Market	111	127	14%
Average Sold Price/Sq.Ft	$721	$833	16%
Highest Sold Price	$3,350,000	$5,900,000	76%
Lowest Sold Price	$217,500	$360,000	66%
Properties Sold	49	52	6%
% Sold Price to Avg. List Price	96%	96%	0%

Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,050,000	$2,500,000	22%
Average Sold Price	$2,306,701	$4,425,571	92%
Average Days On Market	114	105	-8%
Average Sold Price/Sq.Ft	$886	$1,158	31%
Highest Sold Price	$11,800,000	$46,000,000	290%
Lowest Sold Price	$680,000	$675,000	-1%
Properties Sold	58	85	47%
% Sold Price to Avg. List Price	95%	96%	1%

MARKET MOVEMENT

Apollo Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	-	$2,009,500	n/a
Average Sold Price	-	$2,492,250	n/a
Average Days On Market	-	182	n/a
Average Sold Price/Sq.Ft	-	$773	n/a
Highest Sold Price	-	$4,100,000	n/a
Lowest Sold Price	-	$1,850,000	n/a
Properties Sold	-	4	n/a
% Sold Price to Avg. List Price	-	94%	n/a

Central North & South Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,957,500	$2,200,000	12%
Average Sold Price	$2,196,236	$2,200,000	0%
Average Days On Market	126	86	-32%
Average Sold Price/Sq.Ft	$818	$835	2%
Highest Sold Price	$4,600,000	$2,200,000	-52%
Lowest Sold Price	$1,385,000	$2,200,000	59%
Properties Sold	8	1	-87%
% Sold Price to Avg. List Price	96%	98%	2%

Championship Golf Course Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,095,000	$2,025,000	85%
Average Sold Price	$1,351,333	$2,543,800	88%
Average Days On Market	135	88	-35%
Average Sold Price/Sq.Ft	$669	$922	38%
Highest Sold Price	$2,100,000	$5,700,000	171%
Lowest Sold Price	$859,000	$944,000	10%
Properties Sold	3	5	67%
% Sold Price to Avg. List Price	96%	97%	1%

Crystal Bay Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,160,625	$3,200,000	48%
Average Sold Price	$2,042,812	$3,200,000	57%
Average Days On Market	197	232	18%
Average Sold Price/Sq.Ft	$1,019	$994	-2%
Highest Sold Price	$2,700,000	$3,200,000	19%
Lowest Sold Price	$1,150,000	$3,200,000	178%
Properties Sold	4	1	-75%
% Sold Price to Avg. List Price	94%	89%	-5%

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MARKET MOVEMENT

Eastern Slope Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,183,000	$4,550,000	108%
Average Sold Price	$2,183,000	$6,114,154	180%
Average Days On Market	162	115	-29%
Average Sold Price/Sq.Ft	$894	$1,149	29%
Highest Sold Price	$2,225,000	$12,900,000	480%
Lowest Sold Price	$2,141,000	$1,150,000	-46%
Properties Sold	2	13	550%
% Sold Price to Avg. List Price	96%	95%	-1%

Jennifer Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,750,000	$1,760,000	1%
Average Sold Price	$2,535,000	$2,100,811	-17%
Average Days On Market	51	133	161%
Average Sold Price/Sq.Ft	$829	$870	5%
Highest Sold Price	$6,000,000	$4,300,000	-28%
Lowest Sold Price	$1,400,000	$1,330,000	-5%
Properties Sold	5	7	40%
% Sold Price to Avg. List Price	98%	94%	-4%

MARKET MOVEMENT

Lakefront Condos

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$3,350,000	$4,675,000	40%
Average Sold Price	$3,350,000	$5,022,000	50%
Average Days On Market	24	128	433%
Average Sold Price/Sq.Ft	$2,481	$2,255	-9%
Highest Sold Price	$3,350,000	$5,900,000	76%
Lowest Sold Price	$3,350,000	$4,200,000	25%
Properties Sold	1	5	400%
% Sold Price to Avg. List Price	96%	96%	0%

Non-Lakefront Condos

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$960,000	$775,000	-19%
Average Sold Price	$1,009,260	$910,040	-10%
Average Days On Market	112	127	13%
Average Sold Price/Sq.Ft	$684	$682	0%
Highest Sold Price	$2,550,000	$3,100,000	22%
Lowest Sold Price	$217,500	$360,000	66%
Properties Sold	48	47	-2%
% Sold Price to Avg. List Price	96%	96%	0%

Lakefront Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$11,800,000	$13,800,000	17%
Average Sold Price	$11,800,000	$19,780,000	68%
Average Days On Market	190	110	-42%
Average Sold Price/Sq.Ft	$2,921	$3,636	24%
Highest Sold Price	$11,800,000	$46,000,000	290%
Lowest Sold Price	$11,800,000	$5,600,000	-53%
Properties Sold	1	5	400%
% Sold Price to Avg. List Price	91%	95%	4%

Non-Lakefront Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,050,000	$2,362,500	15%
Average Sold Price	$2,140,152	$3,465,919	62%
Average Days On Market	113	105	-7%
Average Sold Price/Sq.Ft	$850	$1,003	18%
Highest Sold Price	$6,000,000	$20,000,000	233%
Lowest Sold Price	$680,000	$675,000	-1%
Properties Sold	57	80	40%
% Sold Price to Avg. List Price	95%	96%	1%

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MARKET MOVEMENT

Lakeview Subdivision Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$3,800,000	$6,612,500	74%
Average Sold Price	$3,800,000	$8,052,500	112%
Average Days On Market	55	104	89%
Average Sold Price/Sq.Ft	$1,054	$1,646	56%
Highest Sold Price	$3,800,000	$20,000,000	426%
Lowest Sold Price	$3,800,000	$2,200,000	-42%
Properties Sold	1	6	500%
% Sold Price to Avg. List Price	88%	94%	6%

Lower Tyner Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,937,500	$2,765,000	43%
Average Sold Price	$1,975,000	$3,031,740	54%
Average Days On Market	139	122	-12%
Average Sold Price/Sq.Ft	$946	$976	3%
Highest Sold Price	$2,650,000	$6,499,000	145%
Lowest Sold Price	$1,375,000	$1,410,000	3%
Properties Sold	4	12	200%
% Sold Price to Avg. List Price	95%	96%	1%

MARKET MOVEMENT

Ponderosa Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,600,000	$2,652,500	2%
Average Sold Price	$3,300,000	$2,588,750	-22%
Average Days On Market	94	9	-90%
Average Sold Price/Sq.Ft	$858	$949	11%
Highest Sold Price	$5,250,000	$2,950,000	-44%
Lowest Sold Price	$2,050,000	$2,100,000	2%
Properties Sold	3	4	33%
% Sold Price to Avg. List Price	92%	100%	8%

Millcreek Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,412,500	$3,422,500	42%
Average Sold Price	$2,762,500	$3,886,250	41%
Average Days On Market	102	41	-60%
Average Sold Price/Sq.Ft	$1,154	$1,237	7%
Highest Sold Price	$4,150,000	$5,900,000	42%
Lowest Sold Price	$1,695,000	$2,800,000	65%
Properties Sold	6	4	-33%
% Sold Price to Avg. List Price	97%	98%	1%

MARKET MOVEMENT

Mountain Golf Course Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,200,000	$2,000,000	67%
Average Sold Price	$1,460,000	$1,899,167	30%
Average Days On Market	167	97	-42%
Average Sold Price/Sq.Ft	$686	$859	25%
Highest Sold Price	$2,150,000	$3,150,000	47%
Lowest Sold Price	$775,000	$725,000	-6%
Properties Sold	5	6	20%
% Sold Price to Avg. List Price	89%	98%	9%

Upper Tyner Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$2,162,500	$1,565,000	-28%
Average Sold Price	$2,923,750	$1,571,250	-46%
Average Days On Market	88	114	30%
Average Sold Price/Sq.Ft	$732	$775	6%
Highest Sold Price	$6,000,000	$1,825,000	-70%
Lowest Sold Price	$1,370,000	$1,330,000	-3%
Properties Sold	4	4	0%
% Sold Price to Avg. List Price	93%	96%	3%

Ski Way Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,014,000	$1,495,000	47%
Average Sold Price	$1,353,250	$2,060,000	52%
Average Days On Market	54	60	11%
Average Sold Price/Sq.Ft	$777	$913	18%
Highest Sold Price	$2,705,000	$3,900,000	44%
Lowest Sold Price	$680,000	$1,350,000	99%
Properties Sold	4	4	0%
% Sold Price to Avg. List Price	97%	94%	-3%

The Woods Single Family

January through June	Q1-Q2 2025	Q1-Q2 2026	% change
Median Sales Price	$1,342,500	$2,040,000	52%
Average Sold Price	$1,571,188	$2,053,333	31%
Average Days On Market	93	104	12%
Average Sold Price/Sq.Ft	$761	$825	8%
Highest Sold Price	$4,050,000	$4,225,000	4%
Lowest Sold Price	$727,000	$675,000	-7%
Properties Sold	8	9	13%
% Sold Price to Avg. List Price	97%	97%	0%

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

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 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.

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