

INCLINE VILLAGE + CRYSTAL BAY

LOCAL MARKET REPORT



Q¹
2026

A MARKET *Focused* ON QUALITY

LAKE SHORE
REALTY

SIGNIFICANT SALES



\$11,800,000
410 Gonowabie Road



\$9,175,000
551 Alpine View Drive



\$5,500,000
120 State Route 28, Unit #22



\$4,975,000
983 Fairway Boulevard



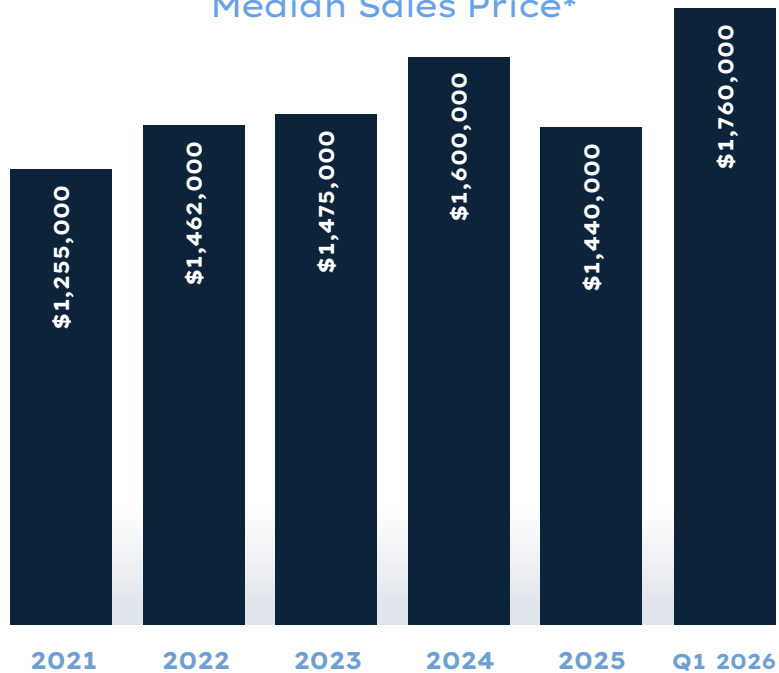
\$5,250,000
529 Ponderosa Avenue

MARKET TRENDS

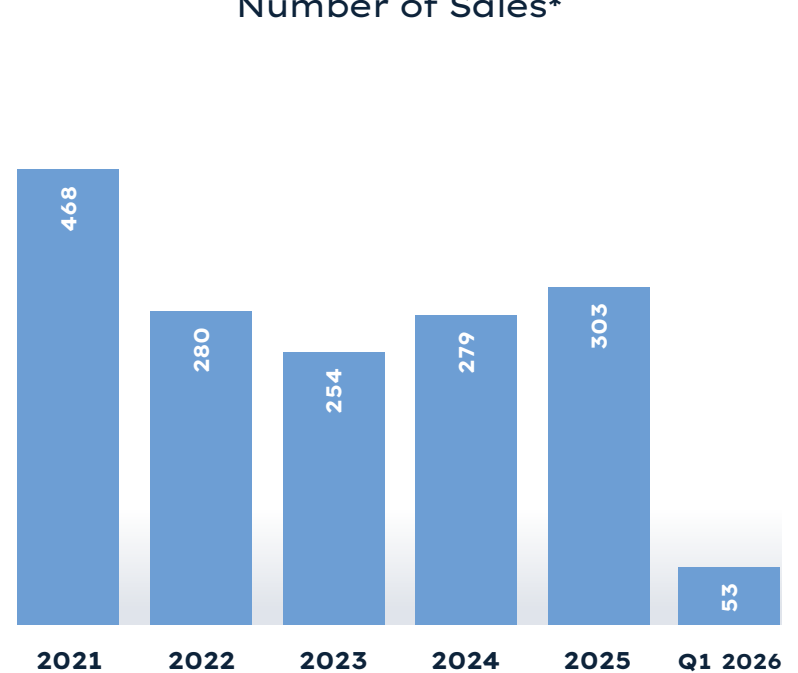
As your local experts,
we know this market
better than anyone!

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*

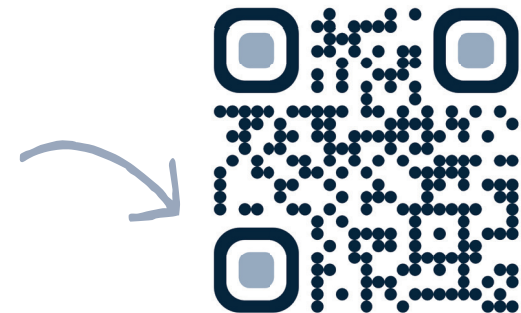


*Statistics from the entire market, including homes, condominiums, freestanding condos, and vacant lots.

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



INCLINE VILLAGE & CRYSTAL BAY REAL ESTATE MARKET REPORT – Q1 2026

The Incline Village and Crystal Bay real estate market kicked off 2026 with impressive momentum, showing strength across multiple segments—even during what is typically the slowest time of year. This early activity is a strong signal as we head toward the busy spring and summer seasons.

Market Overview: A Strong Start

The first quarter delivered notable gains across the board:

- Total unit sales increased 26%, from 42 to 53 properties
- Median price surged 54%, from \$1.14M to \$1.76M
- Sales volume rose 237%, from \$63M to \$211M

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 55%, from 20 to 31 homes
- Median price rose 38%, from \$1.81M to \$2.5M
- Average days on market came in at 124 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 relatively flat but offers opportunity:

- 18 sales in both Q1 2025 and Q1 2026
- Median price decreased 6%, from \$962K to \$902K
- Days on market increased 28%

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 Q1 activity points to healthy buyer demand
- Luxury properties continue to drive overall market performance
- Inventory remains limited, helping support pricing
- Buyers are acting early ahead of peak season

Looking Ahead: Spring & Summer 2026

With a strong start to the year, the outlook remains positive:

- Expect a busy and competitive spring and summer 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.

Q1 2026 STATS

HIGHEST
SOLD PRICE

PROPERTIES
SOLD

AVERAGE DAYS
ON MARKET

Apollo	\$4,100,000	2	781
Central North and South	\$12,900,000	6	125
Championship Golf Course	-	-	-
Crystal Bay	\$3,200,000	1	232
Eastern Slope	\$12,900,000	5	133
Jennifer	\$1,760,000	4	85
Lakefront Condos	\$5,900,000	2	212
Lakefront Single Family	\$46,000,000	3	157
Lakeview Subdivision	\$10,200,000	2	122
Lower Tyner	\$5,850,000	4	162
Non-Lakefront Condos	\$1,455,000	16	159
Non-Lakefront Single Family	\$12,900,000	28	121
Ponderosa	\$2,100,000	1	0
Millcreek	-	-	-
Mountain Golf Course	\$2,760,000	2	75
Ski Way	\$1,540,000	1	90
The Woods	\$4,225,000	1	101
Upper Tyner	\$1,330,000	1	38

*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 2025	Q1 2026	% change
Median Sales Price	\$962,500	\$902,500	-6%
Average Sold Price	\$1,031,611	\$1,400,833	36%
Average Days On Market	128	164	28%
Average Sold Price/Sq.Ft	\$684	\$793	16%
Highest Sold Price	\$2,550,000	\$5,900,000	131%
Lowest Sold Price	\$536,500	\$360,000	-33%
Properties Sold	18	18	0%
% Sold Price to Average List Price	96%	95%	-1%

Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$1,812,500	\$2,500,000	38%
Average Sold Price	\$1,919,350	\$5,786,903	202%
Average Days On Market	129	124	-76%
Average Sold Price/Sq.Ft	\$825	\$1,299	57%
Highest Sold Price	\$6,000,000	\$46,000,000	667%
Lowest Sold Price	\$727,000	\$1,300,000	79%
Properties Sold	20	31	55%
% Sold Price to Average List Price	95%	95%	0%

MARKET MOVEMENT

Apollo Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	\$3,009,500	n/a
Average Sold Price	-	\$3,009,500	n/a
Average Days On Market	-	781	n/a
Average Sold Price/Sq.Ft	-	\$781	n/a
Highest Sold Price	-	\$4,100,000	n/a
Lowest Sold Price	-	\$1,919,000	n/a
Properties Sold	-	2	n/a
% Sold Price to Avg. List Price	-	90.0%	n/a

Central North & South Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$1,995,500	\$6,400,000	221%
Average Sold Price	\$2,012,750	\$6,995,833	248%
Average Days On Market	96	125	30%
Average Sold Price/Sq.Ft	\$856	\$1,114	30%
Highest Sold Price	\$2,325,000	\$12,900,000	455%
Lowest Sold Price	\$1,735,000	\$1,400,000	-19%
Properties Sold	4	6	50%
% Sold Price to Avg. List Price	97%	95%	-2%

Championship Golf Course Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$977,000	-	n/a
Average Sold Price	\$977,000	-	n/a
Average Days On Market	174	-	n/a
Average Sold Price/Sq.Ft	\$655	-	n/a
Highest Sold Price	\$1,095,000	-	n/a
Lowest Sold Price	\$859,000	-	n/a
Properties Sold	2	-	n/a
% Sold Price to Avg. List Price	95%	-	n/a

Crystal Bay Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$2,050,000	\$3,200,000	56%
Average Sold Price	\$1,966,667	\$3,200,000	63%
Average Days On Market	210	232	10%
Average Sold Price/Sq.Ft	\$1,024	\$994	-3%
Highest Sold Price	\$2,700,000	\$3,200,000	19%
Lowest Sold Price	\$1,150,000	\$3,200,000	178%
Properties Sold	3	1	-67%
% Sold Price to Avg. List Price	92%	89%	-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 June	Q1 2025	Q1 2026	% change
Median Sales Price	\$2,141,000	\$8,000,000	274%
Average Sold Price	\$2,141,000	\$7,955,000	272%
Average Days On Market	47	133	183%
Average Sold Price/Sq.Ft	\$904	\$1,170	29%
Highest Sold Price	\$2,141,000	\$12,900,000	503%
Lowest Sold Price	\$2,141,000	\$1,400,000	-35%
Properties Sold	1	5	400%
% Sold Price to Avg. List Price	97%	95%	-2%

Jennifer Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$6,000,000	\$1,530,000	-75%
Average Sold Price	\$6,000,000	\$1,537,500	-74%
Average Days On Market	0	85	#DIV/0!
Average Sold Price/Sq.Ft	\$1,216	\$731	-40%
Highest Sold Price	\$6,000,000	\$1,760,000	-71%
Lowest Sold Price	\$6,000,000	\$1,330,000	-78%
Properties Sold	1	4	300%
% Sold Price to Avg. List Price	100%	95%	-5%



MARKET MOVEMENT

Lakefront Condos

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	\$5,842,500	n/a
Average Sold Price	-	\$5,842,500	n/a
Average Days On Market	-	212	n/a
Average Sold Price/Sq.Ft	-	\$1,883	n/a
Highest Sold Price	-	\$5,900,000	n/a
Lowest Sold Price	-	\$5,785,000	n/a
Properties Sold	-	2	n/a
% Sold Price to Avg. List Price	-	96%	n/a

Lakefront Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	\$25,500,000	n/a
Average Sold Price	-	\$25,700,000	n/a
Average Days On Market	-	157	n/a
Average Sold Price/Sq.Ft	-	\$3,992	n/a
Highest Sold Price	-	\$46,000,000	n/a
Lowest Sold Price	-	\$5,600,000	n/a
Properties Sold	-	3	n/a
% Sold Price to Avg. List Price	-	96%	n/a

Non-Lakefront Condos

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$962,500	\$815,000	-15%
Average Sold Price	\$1,031,611	\$845,625	-18%
Average Days On Market	128	159	24%
Average Sold Price/Sq.Ft	\$684	\$657	-4%
Highest Sold Price	\$2,550,000	\$1,455,000	-43%
Lowest Sold Price	\$536,500	\$360,000	-33%
Properties Sold	18	16	-11%
% Sold Price to Avg. List Price	96%	94%	-2%

Non-Lakefront Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$1,812,500	\$2,200,000	21%
Average Sold Price	\$1,919,350	\$3,653,357	90%
Average Days On Market	129	121	-6%
Average Sold Price/Sq.Ft	\$825	\$1,010	22%
Highest Sold Price	\$6,000,000	\$12,900,000	115%
Lowest Sold Price	\$727,000	\$1,300,000	79%
Properties Sold	20	28	40%
% Sold Price to Avg. List Price	95%	94%	-1%

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MARKET MOVEMENT

Lakeview Subdivision Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	\$6,200,000	n/a
Average Sold Price	-	\$6,200,000	n/a
Average Days On Market	-	122	n/a
Average Sold Price/Sq.Ft	-	\$1,889	n/a
Highest Sold Price	-	\$10,200,000	n/a
Lowest Sold Price	-	\$2,200,000	n/a
Properties Sold	-	2	n/a
% Sold Price to Avg. List Price	-	92%	n/a

Lower Tyner Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$2,650,000	\$2,765,000	4%
Average Sold Price	\$2,650,000	\$3,295,000	24%
Average Days On Market	223	162	-27%
Average Sold Price/Sq.Ft	\$1,147	\$1,089	-5%
Highest Sold Price	\$2,650,000	\$5,850,000	121%
Lowest Sold Price	\$2,650,000	\$1,800,000	-32%
Properties Sold	1	4	300%
% Sold Price to Avg. List Price	92%	95%	3%





MARKET MOVEMENT

Ponderosa Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	\$2,100,000	n/a
Average Sold Price	-	\$2,100,000	n/a
Average Days On Market	-	0	n/a
Average Sold Price/Sq.Ft	-	\$884	n/a
Highest Sold Price	-	\$2,100,000	n/a
Lowest Sold Price	-	\$2,100,000	n/a
Properties Sold	-	1	n/a
% Sold Price to Avg. List Price	-	100%	n/a

Millcreek Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	-	-	n/a
Average Sold Price	-	-	n/a
Average Days On Market	-	-	n/a
Average Sold Price/Sq.Ft	-	-	n/a
Highest Sold Price	-	-	n/a
Lowest Sold Price	-	-	n/a
Properties Sold	-	-	n/a
% Sold Price to Avg. List Price	-	-	n/a

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MARKET MOVEMENT

Mountain Golf Course Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$775,000	\$2,630,000	239%
Average Sold Price	\$775,000	\$2,630,000	239%
Average Days On Market	98	75	-23%
Average Sold Price/Sq.Ft	\$515	\$950	84%
Highest Sold Price	\$775,000	\$2,760,000	256%
Lowest Sold Price	\$775,000	\$2,500,000	223%
Properties Sold	1	2	100%
% Sold Price to Avg. List Price	91%	96%	5%

Ski Way Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$2,705,000	\$1,540,000	-43%
Average Sold Price	\$2,705,000	\$1,540,000	-43%
Average Days On Market	0	90	n/a
Average Sold Price/Sq.Ft	\$906	\$688	-24%
Highest Sold Price	\$2,705,000	\$1,540,000	-43%
Lowest Sold Price	\$2,705,000	\$1,540,000	-43%
Properties Sold	1	1	0%
% Sold Price to Avg. List Price	98%	92%	-6%

Upper Tyner Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$1,775,000	\$1,330,000	-25%
Average Sold Price	\$1,898,333	\$1,330,000	-30%
Average Days On Market	84	38	-55%
Average Sold Price/Sq.Ft	\$700	\$866	24%
Highest Sold Price	\$2,550,000	\$1,330,000	-48%
Lowest Sold Price	\$1,370,000	\$1,330,000	-3%
Properties Sold	3	1	-67%
% Sold Price to Avg. List Price	94%	97%	3%

The Woods Single Family

January through June	Q1 2025	Q1 2026	% change
Median Sales Price	\$1,022,500	\$1,807,500	77%
Average Sold Price	\$1,164,250	\$2,285,000	96%
Average Days On Market	160	101	-37%
Average Sold Price/Sq.Ft	\$704	\$910	29%
Highest Sold Price	\$1,885,000	\$4,225,000	124%
Lowest Sold Price	\$727,000	\$1,300,000	79%
Properties Sold	4	4	0%
% Sold Price to Avg. List Price	95%	95%	0%

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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



LakeshoreRealty.com

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