

INCLINE VILLAGE + CRYSTAL BAY

# LOCAL MARKET REPORT

Q3

2026

A MARKET *Focused* ON QUALITY

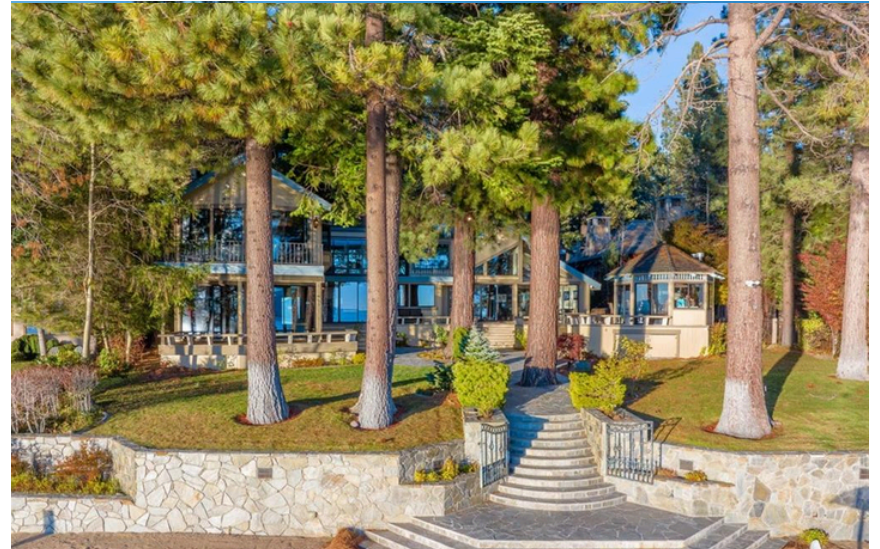
LAKE SHORE  
REALTY

# SIGNIFICANT SALES



\$46,000,000

**Lakeshore Boulevard**  
Tahoe Mtn Realty



\$37,500,000

**Lakeshore Boulevard**  
Tahoe Luxury Properties



\$12,900,000

**Eastern Slope**  
Compass



\$11,800,000

**410 Gonowabie**  
Lakeshore Realty



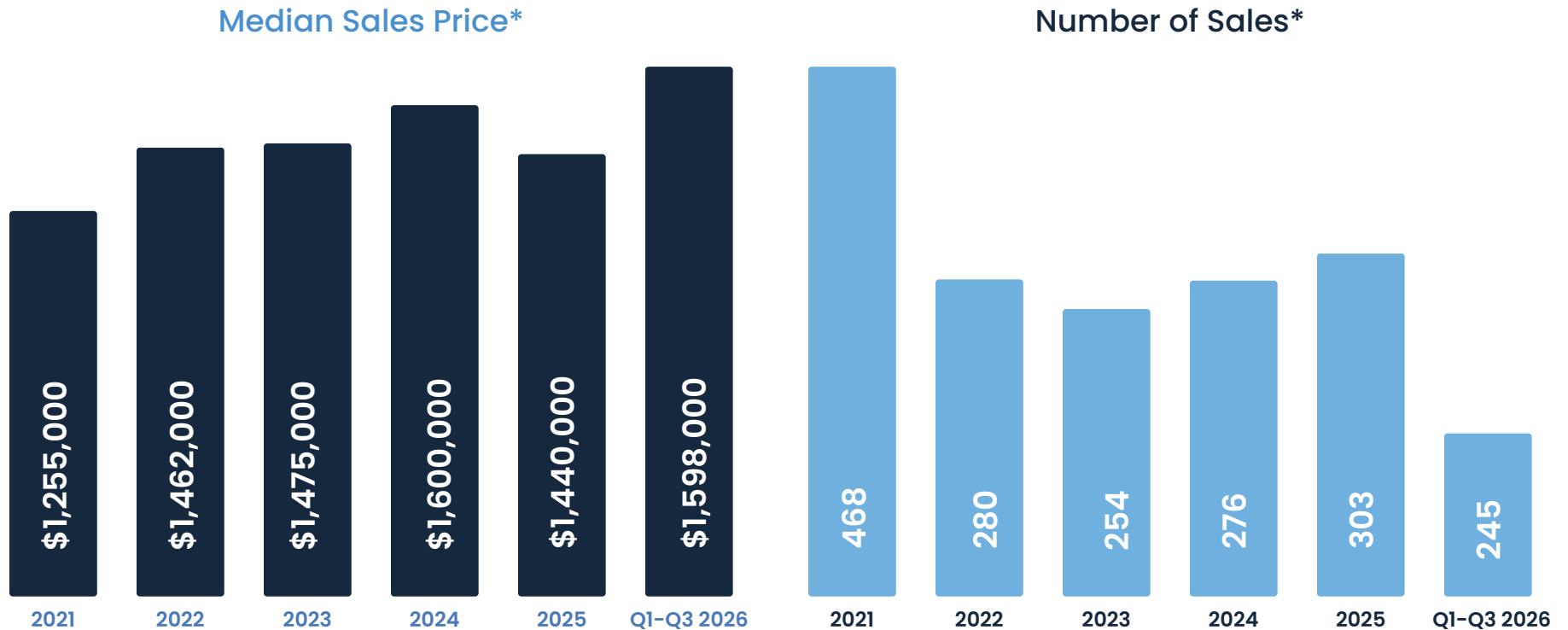
\$12,500,000

**Eastern Slope**  
Chase International

## 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!**



\*Statistics from the entire market, including homes, condominiums, freestanding condos, and vacant lots. 2021–2025 are full years; 2026 reflects January–September.

# 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
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# INCLINE VILLAGE & CRYSTAL BAY REAL ESTATE MARKET REPORT – Q1-Q3 2026

The Incline Village and Crystal Bay real estate market stayed strong through the first three quarters of 2026, with gains across single-family homes, condos and the luxury segment. That momentum carries us into the fall season and the year-end stretch.

## Market Overview: Three Quarters of Strength

The first nine months delivered notable gains:

- 245 properties closed January through September
- Median price reached \$1.6M, on par with the five-year high and up 11% vs. 2025
- Sales volume totaled \$700M, already above all of 2025 (\$695M), led by the \$46M Lakeshore Blvd. sale

A handful of ultra-luxury transactions, including the \$46M sale on Lakeshore Blvd., helped drive these numbers. They also show the continued strength and desirability of the luxury segment in the Lake Tahoe market.

## Single-Family Homes: Continued Demand

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

- Sales increased 12%, from 116 to 130 homes
- Median price rose 17%, from \$2.15M to \$2.5M
- Average days on market held steady at 104 days

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

## Condo Market: Stability with Opportunity

The condominium market remained steady and offers opportunity:

- 109 sales, up 10% from the first nine months of 2025
- Median price increased 2%, from \$935K to \$950K
- Lakefront condos set a five-year-high median of \$4.55M

For buyers, condos remain a more accessible way into the market. With 109 sales already, the segment has built real momentum.

## Key Market Insights

- Single-family and condo sales combined are up 11% over the same period last year (239 vs. 215)
- Luxury properties continue to drive overall market performance
- Inventory remains limited, helping support pricing
- Homes are selling at 96% of list (single-family) and 97% (condos)

## Looking Ahead: Fall & Winter 2026

With three strong quarters behind us, the outlook remains positive:

- Expect continued demand for Incline Village homes into the end of the year
- Potential upward pressure on pricing, especially in the luxury segment
- Winter buyers and sellers often face less competition, so timing and strategy matter

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<br>SOLD PRICE | PROPERTIES<br>SOLD | AVERAGE DAYS<br>ON MARKET |
|-----------------------------|-----------------------|--------------------|---------------------------|
| Apollo                      | \$4,100,000           | 4                  | 182                       |
| Central North and South     | \$2,200,000           | 2                  | 92                        |
| Championship Golf Course    | \$9,500,000           | 7                  | 70                        |
| Crystal Bay                 | \$3,200,000           | 1                  | 232                       |
| Eastern Slope               | \$12,900,000          | 16                 | 102                       |
| Jennifer                    | \$9,850,000           | 14                 | 171                       |
| Lakefront Condos            | \$10,650,000          | 9                  | 95                        |
| Lakefront Single Family     | \$46,000,000          | 5                  | 110                       |
| Lakeview Subdivision        | \$20,000,000          | 10                 | 69                        |
| Lower Tyner                 | \$9,600,000           | 20                 | 99                        |
| Non-Lakefront Condos        | \$3,100,000           | 100                | 117                       |
| Non-Lakefront Single Family | \$20,000,000          | 125                | 103                       |
| Ponderosa                   | \$8,500,000           | 9                  | 79                        |
| Millcreek                   | \$6,500,000           | 7                  | 59                        |
| Mountain Golf Course        | \$6,750,000           | 10                 | 118                       |
| Ski Way                     | \$3,900,000           | 6                  | 67                        |
| The Woods                   | \$4,225,000           | 12                 | 100                       |
| Upper Tyner                 | \$4,900,000           | 7                  | 95                        |

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

# OVERVIEW OF MARKET MOVEMENT

## Condos

| January through September       | Q1-Q3 2025  | Q1-Q3 2026   | % change |
|---------------------------------|-------------|--------------|----------|
| Median Sales Price              | \$935,000   | \$950,000    | 2%       |
| Average Sold Price              | \$1,062,177 | \$1,344,624  | 27%      |
| Average Days On Market          | 101         | 115          | 14%      |
| Average Sold Price/Sq.Ft        | \$704       | \$818        | 16%      |
| Highest Sold Price              | \$6,075,000 | \$10,650,000 | 75%      |
| Lowest Sold Price               | \$217,500   | \$360,000    | 66%      |
| Properties Sold                 | 99          | 109          | 10%      |
| % Sold Price to Avg. List Price | 96%         | 97%          | 1%       |

## Single Family

| January through September       | Q1-Q3 2025   | Q1-Q3 2026   | % change |
|---------------------------------|--------------|--------------|----------|
| Median Sales Price              | \$2,145,500  | \$2,500,000  | 17%      |
| Average Sold Price              | \$3,213,988  | \$4,174,207  | 30%      |
| Average Days On Market          | 104          | 104          | 0%       |
| Average Sold Price/Sq.Ft        | \$1,030      | \$1,103      | 7%       |
| Highest Sold Price              | \$37,500,000 | \$46,000,000 | 23%      |
| Lowest Sold Price               | \$650,000    | \$575,000    | -12%     |
| Properties Sold                 | 116          | 130          | 12%      |
| % Sold Price to Avg. List Price | 95%          | 96%          | 1%       |

# MARKET MOVEMENT

## Apollo Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,380,000 | \$2,009,500 | -16%     |
| Average Sold Price              | \$2,380,000 | \$2,492,250 | 5%       |
| Average Days On Market          | 37          | 182         | 39       |
| Average Sold Price/Sq.Ft        | \$1,004     | \$773       | -23%     |
| Highest Sold Price              | \$2,380,000 | \$4,100,000 | 72%      |
| Lowest Sold Price               | \$2,380,000 | \$1,850,000 | -22%     |
| Properties Sold                 | 1           | 4           | 30       |
| % Sold Price to Avg. List Price | 88%         | 94%         | 6%       |

## Central North & South Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,983,750 | \$1,387,500 | -3       |
| Average Sold Price              | \$2,197,699 | \$1,387,500 | -3       |
| Average Days On Market          | 102         | 92          | -10%     |
| Average Sold Price/Sq.Ft        | \$838       | \$637       | -24%     |
| Highest Sold Price              | \$4,600,000 | \$2,200,000 | -52%     |
| Lowest Sold Price               | \$1,375,000 | \$575,000   | -58%     |
| Properties Sold                 | 12          | 2           | -83%     |
| % Sold Price to Avg. List Price | 97%         | 95%         | -2%      |

## Championship Golf Course Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,095,000 | \$2,350,000 | 115%     |
| Average Sold Price              | \$1,655,800 | \$3,874,143 | 134%     |
| Average Days On Market          | 106         | 70          | -34%     |
| Average Sold Price/Sq.Ft        | \$731       | \$1,109     | 52%      |
| Highest Sold Price              | \$3,175,000 | \$9,500,000 | 199%     |
| Lowest Sold Price               | \$859,000   | \$944,000   | 10%      |
| Properties Sold                 | 5           | 7           | 40%      |
| % Sold Price to Avg. List Price | 96%         | 98%         | 2%       |

## Crystal Bay Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,271,250 | \$3,200,000 | 41%      |
| Average Sold Price              | \$3,234,250 | \$3,200,000 | -1%      |
| Average Days On Market          | 163         | 232         | 42%      |
| Average Sold Price/Sq.Ft        | \$1,279     | \$994       | -22%     |
| Highest Sold Price              | \$8,000,000 | \$3,200,000 | -6       |
| Lowest Sold Price               | \$1,150,000 | \$3,200,000 | 178%     |
| Properties Sold                 | 5           | 1           | -80%     |
| % Sold Price to Avg. List Price | 95%         | 89%         | -6%      |

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

# MARKET MOVEMENT

## Eastern Slope Single Family

| January through September       | Q1-Q3 2025   | Q1-Q3 2026   | % change |
|---------------------------------|--------------|--------------|----------|
| Median Sales Price              | \$2,141,000  | \$4,125,000  | 93%      |
| Average Sold Price              | \$4,171,200  | \$5,934,313  | 42%      |
| Average Days On Market          | 99           | 102          | 3%       |
| Average Sold Price/Sq.Ft        | \$1,204      | \$1,119      | -7%      |
| Highest Sold Price              | \$12,500,000 | \$12,900,000 | 3%       |
| Lowest Sold Price               | \$1,900,000  | \$1,150,000  | -39%     |
| Properties Sold                 | 5            | 16           | 220%     |
| % Sold Price to Avg. List Price | 98%          | 96%          | -2%      |

## Jennifer Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,937,500 | \$1,697,500 | -12%     |
| Average Sold Price              | \$2,283,000 | \$2,380,191 | 4%       |
| Average Days On Market          | 66          | 171         | 159%     |
| Average Sold Price/Sq.Ft        | \$872       | \$806       | -8%      |
| Highest Sold Price              | \$6,000,000 | \$9,850,000 | 64%      |
| Lowest Sold Price               | \$1,250,000 | \$912,000   | -27%     |
| Properties Sold                 | 10          | 14          | 40%      |
| % Sold Price to Avg. List Price | 97%         | 93%         | -4%      |



# MARKET MOVEMENT

## Lakefront Condos

| January through September       | Q1-Q3 2025  | Q1-Q3 2026   | % change |
|---------------------------------|-------------|--------------|----------|
| Median Sales Price              | \$3,350,000 | \$4,550,000  | 36%      |
| Average Sold Price              | \$3,950,000 | \$5,231,111  | 32%      |
| Average Days On Market          | 93          | 95           | 2%       |
| Average Sold Price/Sq.Ft        | \$2,192     | \$2,250      | 3%       |
| Highest Sold Price              | \$6,075,000 | \$10,650,000 | 75%      |
| Lowest Sold Price               | \$2,425,000 | \$3,525,000  | 45%      |
| Properties Sold                 | 3           | 9            | 200%     |
| % Sold Price to Avg. List Price | 95%         | 97%          | 2%       |

## Non-Lakefront Condos

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$917,500   | \$912,500   | -1%      |
| Average Sold Price              | \$971,932   | \$994,840   | 2%       |
| Average Days On Market          | 102         | 117         | 15%      |
| Average Sold Price/Sq.Ft        | \$657       | \$689       | 5%       |
| Highest Sold Price              | \$2,550,000 | \$3,100,000 | 22%      |
| Lowest Sold Price               | \$217,500   | \$360,000   | 66%      |
| Properties Sold                 | 96          | 100         | 4%       |
| % Sold Price to Avg. List Price | 96%         | 96%         | 0%       |

## Lakefront Single Family

| January through September       | Q1-Q3 2025   | Q1-Q3 2026   | % change |
|---------------------------------|--------------|--------------|----------|
| Median Sales Price              | \$18,150,000 | \$13,800,000 | -24%     |
| Average Sold Price              | \$20,950,000 | \$19,780,000 | -6%      |
| Average Days On Market          | 189          | 110          | -42%     |
| Average Sold Price/Sq.Ft        | \$4,171      | \$3,636      | -13%     |
| Highest Sold Price              | \$37,500,000 | \$46,000,000 | 23%      |
| Lowest Sold Price               | \$10,000,000 | \$5,600,000  | -44%     |
| Properties Sold                 | 4            | 5            | 25%      |
| % Sold Price to Avg. List Price | 88%          | 95%          | 7%       |

## Non-Lakefront Single Family

| January through September       | Q1-Q3 2025   | Q1-Q3 2026   | % change |
|---------------------------------|--------------|--------------|----------|
| Median Sales Price              | \$2,127,500  | \$2,375,000  | 12%      |
| Average Sold Price              | \$2,580,559  | \$3,549,975  | 38%      |
| Average Days On Market          | 101          | 103          | 2%       |
| Average Sold Price/Sq.Ft        | \$918        | \$1,002      | 9%       |
| Highest Sold Price              | \$12,500,000 | \$20,000,000 | 60%      |
| Lowest Sold Price               | \$650,000    | \$575,000    | -12%     |
| Properties Sold                 | 112          | 125          | 12%      |
| % Sold Price to Avg. List Price | 95%          | 96%          | 1%       |

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

# MARKET MOVEMENT

## Lakeview Subdivision Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026   | % change |
|---------------------------------|-------------|--------------|----------|
| Median Sales Price              | \$3,800,000 | \$4,412,500  | 16%      |
| Average Sold Price              | \$3,814,500 | \$6,721,500  | 76%      |
| Average Days On Market          | 86          | 69           | -20%     |
| Average Sold Price/Sq.Ft        | \$1,146     | \$1,555      | 36%      |
| Highest Sold Price              | \$5,220,000 | \$20,000,000 | 283%     |
| Lowest Sold Price               | \$2,675,000 | \$2,200,000  | -18%     |
| Properties Sold                 | 5           | 10           | 100%     |
| % Sold Price to Avg. List Price | 92%         | 96%          | 4%       |

## Lower Tyner Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,482,500 | \$2,687,500 | 8%       |
| Average Sold Price              | \$3,401,500 | \$3,439,410 | 1%       |
| Average Days On Market          | 123         | 99          | -20%     |
| Average Sold Price/Sq.Ft        | \$1,013     | \$1,033     | 2%       |
| Highest Sold Price              | \$9,000,000 | \$9,600,000 | 7%       |
| Lowest Sold Price               | \$1,070,000 | \$1,410,000 | 32%      |
| Properties Sold                 | 12          | 20          | 67%      |
| % Sold Price to Avg. List Price | 96%         | 97%         | 1%       |





# MARKET MOVEMENT

## Ponderosa Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,335,000 | \$2,950,000 | 26%      |
| Average Sold Price              | \$2,848,333 | \$3,708,889 | 30%      |
| Average Days On Market          | 119         | 79          | -34%     |
| Average Sold Price/Sq.Ft        | \$883       | \$1,006     | 14%      |
| Highest Sold Price              | \$5,350,000 | \$8,500,000 | 59%      |
| Lowest Sold Price               | \$1,700,000 | \$1,875,000 | 10%      |
| Properties Sold                 | 9           | 9           | 0%       |
| % Sold Price to Avg. List Price | 92%         | 97%         | 5%       |

## Millcreek Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,700,000 | \$3,350,000 | 24%      |
| Average Sold Price              | \$3,282,000 | \$3,949,286 | 20%      |
| Average Days On Market          | 91          | 59          | -35%     |
| Average Sold Price/Sq.Ft        | \$1,169     | \$1,229     | 5%       |
| Highest Sold Price              | \$5,895,000 | \$6,500,000 | 10%      |
| Lowest Sold Price               | \$1,695,000 | \$2,250,000 | 33%      |
| Properties Sold                 | 10          | 7           | -30%     |
| % Sold Price to Avg. List Price | 97%         | 98%         | 1%       |

# MARKET MOVEMENT

## Mountain Golf Course Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$2,050,000 | \$2,630,000 | 28%      |
| Average Sold Price              | \$2,019,455 | \$2,675,750 | 32%      |
| Average Days On Market          | 142         | 118         | -17%     |
| Average Sold Price/Sq.Ft        | \$847       | \$836       | -1%      |
| Highest Sold Price              | \$3,150,000 | \$6,750,000 | 114%     |
| Lowest Sold Price               | \$775,000   | \$725,000   | -6%      |
| Properties Sold                 | 11          | 10          | -9%      |
| % Sold Price to Avg. List Price | 93%         | 97%         | 4%       |

## Upper Tyner Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,775,000 | \$1,825,000 | 3%       |
| Average Sold Price              | \$2,627,000 | \$2,122,929 | -19%     |
| Average Days On Market          | 76          | 95          | 25%      |
| Average Sold Price/Sq.Ft        | \$721       | \$836       | 16%      |
| Highest Sold Price              | \$6,000,000 | \$4,900,000 | -18%     |
| Lowest Sold Price               | \$1,370,000 | \$1,330,000 | -3%      |
| Properties Sold                 | 5           | 7           | 40%      |
| % Sold Price to Avg. List Price | 94%         | 96%         | 2%       |

## Ski Way Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,062,500 | \$1,400,000 | 32%      |
| Average Sold Price              | \$1,593,833 | \$1,649,167 | 3%       |
| Average Days On Market          | 66          | 67          | 2%       |
| Average Sold Price/Sq.Ft        | \$803       | \$801       | 0%       |
| Highest Sold Price              | \$3,225,000 | \$3,900,000 | 21%      |
| Lowest Sold Price               | \$680,000   | \$625,000   | -8%      |
| Properties Sold                 | 6           | 6           | 0%       |
| % Sold Price to Avg. List Price | 97%         | 94%         | -3%      |

## The Woods Single Family

| January through September       | Q1-Q3 2025  | Q1-Q3 2026  | % change |
|---------------------------------|-------------|-------------|----------|
| Median Sales Price              | \$1,625,000 | \$1,960,500 | 21%      |
| Average Sold Price              | \$1,804,781 | \$1,989,250 | 10%      |
| Average Days On Market          | 82          | 100         | 22%      |
| Average Sold Price/Sq.Ft        | \$730       | \$839       | 15%      |
| Highest Sold Price              | \$4,050,000 | \$4,225,000 | 4%       |
| Lowest Sold Price               | \$650,000   | \$675,000   | 4%       |
| Properties Sold                 | 16          | 12          | -25%     |
| % 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.



MARKET REPORT PROVIDED COURTESY OF

# LAKE SHORE REALTY



[LakeshoreRealty.com](http://LakeshoreRealty.com)

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