

Q<sup>3</sup>

2021

incline village + crystal bay

# local market report



LAKESHORE  
REALTY

# an insider guide



This 40-page, glossy 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. Come by our office on Lakeshore Boulevard or give us a call at (775) 831-7000 for a complimentary copy of our luxury relocation magazine.

# 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



# significant sales



\$14,350,000  
1550 Debra Ln., Millcreek



\$5,985,000  
821 Carano Ct., The Woods



\$5,900,000  
745 Mays Blvd., Lakeview



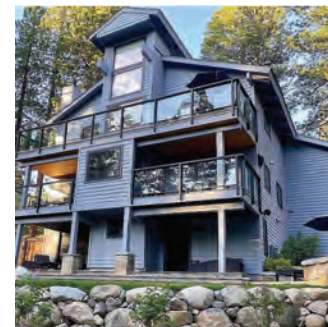
\$5,300,000  
950 Lakeshore View Ct.  
Lakeview



\$4,000,000  
967 Fourth Green  
Championship Golf Course



\$3,250,000  
595 Putter Ct.  
Championship Golf Course



\$2,750,000  
435 First Green Dr.  
Eastern Slope



\$2,560,000  
500 Ponderosa Ave.  
Ponderosa

*market leaders*

*we know the incline village +  
crystal bay real estate market  
better than any other brokerage*

Lakeshore Realty is Incline Village and Crystal Bay's #1 independent brokerage and we have the numbers to prove it.

With more than \$2 billion in closed sales, Lakeshore Realty has been dedicated to providing the best real estate representation for buyers and sellers since 1994.

- #1 Independent Brokerage 2018 - 2020
- #1 Overall Brokerage 2018 - 2019
- #2 Overall Brokerage 2020



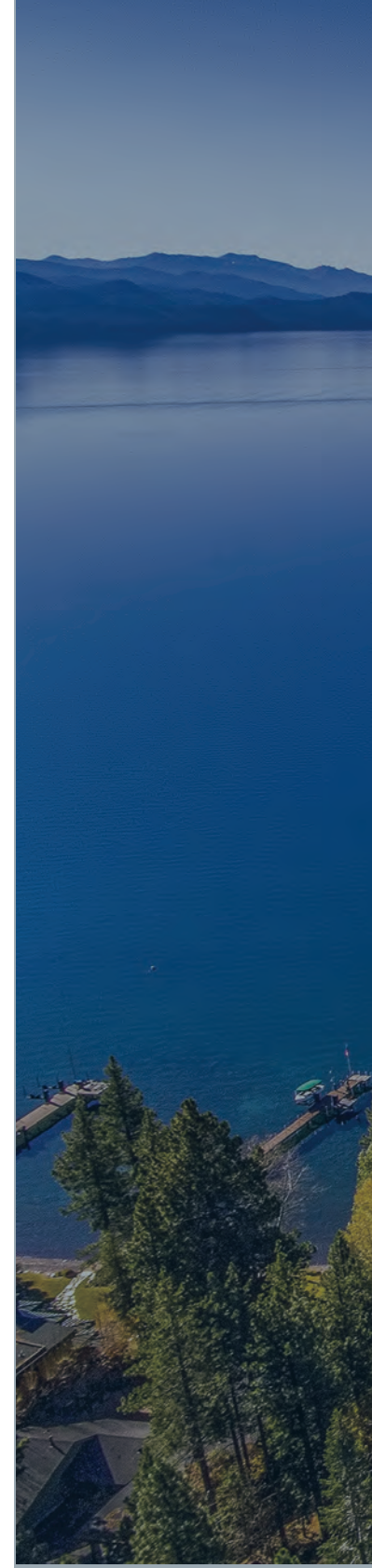
# market movement

## lakefront single family

January through September	2020	2021	% change
Median Sales Price	\$9,100,000	\$25,370,594	179%
Average Sold Price	\$11,599,818	\$23,734,119	105%
Average Days On Market	318	607	91%
Average Sold Price/Sq.Ft	\$2,598	\$4,122	59%
Highest Sold Price	\$27,500,000	\$32,500,000	18%
Lowest Sold Price	\$5,850,000	\$7,300,000	25%
Properties Sold	11	5	-55%
% Sold Price to Average List Price	97%	95%	-2%
Total Dollar Volume Sold	\$127,598,000	\$118,670,594	-7%

## lakefront condos

January through September	2020	2021	% change
Median Sales Price	\$2,000,000	\$2,975,000	49%
Average Sold Price	\$2,234,091	\$3,194,444	43%
Average Days On Market	150	71	-53%
Average Sold Price/Sq.Ft	\$1,159	\$1,734	50%
Highest Sold Price	\$4,425,000	\$7,100,000	60%
Lowest Sold Price	\$950,000	\$1,800,000	89%
Properties Sold	11	9	-18%
% Sold Price to Average List Price	97%	95%	-2%
Total Dollar Volume Sold	\$24,575,000	\$28,750,000	17%



# days on market in 2021

<i>Lowest</i>	Apollo	46
	Central North and South	51
	Championship Golf Course	67
	Crystal Bay	46
	Eastern Slope	112
	Jennifer	80
	Lakefront Condos	71
<i>Highest</i>	Lakefront Single Family	607
	Lakeview Subdivision	118
	Lower Tyner	66
	Non-Lakefront Condos	60
	Non-Lakefront Single Family	71
	Ponderosa	74
	Millcreek	67
	Mountain Golf Course	60
	Ski Way	57
	The Woods	58
	Upper Tyner	59

# market movement

## non-lakefront single family

January through September	2020	2021	% change
Median Sales Price	\$1,420,000	\$2,000,000	41%
Average Sold Price	\$1,841,730	\$2,558,643	39%
Average Days On Market	158	71	-55%
Average Sold Price/Sq.Ft	\$581	\$854	47%
Highest Sold Price	\$7,140,000	\$14,350,000	101%
Lowest Sold Price	\$475,000	\$550,000	16%
Properties Sold	239	178	-26%
% Sold Price to Average List Price	96%	98%	2%
Total Dollar Volume Sold	\$440,173,416	\$455,438,409	3%

## millcreek

January through September	2020	2021	% change
Median Sales Price	\$2,775,000	\$2,600,000	-6%
Average Sold Price	\$3,202,643	\$4,000,667	25%
Average Days On Market	207	67	-68%
Average Sold Price/Sq.Ft	\$843	\$1,229	46%
Highest Sold Price	\$7,140,000	\$14,350,000	101%
Lowest Sold Price	\$1,200,000	\$1,400,000	17%
Properties Sold	21	15	-29%
% Sold Price to Average List Price	97%	98%	1%
Total Dollar Volume Sold	\$67,255,500	\$60,010,000	-11%

## non-lakefront condos

January through September	2020	2021	% change
Median Sales Price	\$600,000	\$767,500	28%
Average Sold Price	\$701,668	\$874,267	25%
Average Days On Market	112	60	-46%
Average Sold Price/Sq.Ft	\$474	\$614	30%
Highest Sold Price	\$2,212,500	\$2,625,000	19%
Lowest Sold Price	\$265,000	\$360,000	36%
Properties Sold	168	150	-11%
% Sold Price to Average List Price	98%	101%	3%
Total Dollar Volume Sold	\$117,880,188	\$131,140,087	11%

## ponderosa

January through September	2020	2021	% change
Median Sales Price	\$1,235,000	\$2,362,500	91%
Average Sold Price	\$1,587,375	\$2,482,321	56%
Average Days On Market	292	74	-75%
Average Sold Price/Sq.Ft	\$550	\$721	31%
Highest Sold Price	\$4,175,000	\$5,200,000	25%
Lowest Sold Price	\$665,000	\$1,155,000	74%
Properties Sold	16	14	-13%
% Sold Price to Average List Price	90%	97%	8%
Total Dollar Volume Sold	\$35,398,000	\$34,752,500	-2%



# market movement

## jennifer

January through September	2020	2021	% change
Median Sales Price	\$1,300,000	\$1,600,000	23%
Average Sold Price	\$1,270,940	\$2,316,412	82%
Average Days On Market	109	80	-27%
Average Sold Price/Sq.Ft	\$508	\$711	40%
Highest Sold Price	\$2,580,000	\$11,500,000	346%
Lowest Sold Price	\$648,000	\$1,100,000	70%
Properties Sold	25	17	-32%
% Sold Price to Average List Price	98%	98%	0%
Total Dollar Volume Sold	\$31,773,500	\$39,379,000	24%

## championship golf course

January through September	2020	2021	% change
Median Sales Price	\$1,860,000	\$1,075,000	-42%
Average Sold Price	\$1,924,786	\$1,007,500	-48%
Average Days On Market	177	67	-62%
Average Sold Price/Sq.Ft	\$534	\$674	26%
Highest Sold Price	\$5,300,000	\$4,100,000	-23%
Lowest Sold Price	\$485,000	\$675,000	39%
Properties Sold	21	20	-5%
% Sold Price to Average List Price	96%	99%	3%
Total Dollar Volume Sold	\$40,420,500	\$37,324,200	-8%

## lakeview subdivision

January through September	2020	2021	% change
Median Sales Price	\$2,620,000	\$5,543,854	112%
Average Sold Price	\$2,599,000	\$5,698,671	119%
Average Days On Market	180	118	-34%
Average Sold Price/Sq.Ft	\$754	\$1,196	59%
Highest Sold Price	\$5,250,000	\$11,500,000	119%
Lowest Sold Price	\$998,000	\$2,650,000	166%
Properties Sold	21	10	-52%
% Sold Price to Average List Price	96%	96%	0%
Total Dollar Volume Sold	\$55,698,376	\$56,986,709	2%

## mountain golf course

January through September	2020	2021	% change
Median Sales Price	\$1,525,000	\$1,475,000	-3%
Average Sold Price	\$1,384,286	\$1,687,179	22%
Average Days On Market	160	60	-63%
Average Sold Price/Sq.Ft	\$517	\$728	41%
Highest Sold Price	\$1,950,000	\$3,300,000	69%
Lowest Sold Price	\$540,000	\$567,500	5%
Properties Sold	14	14	0%
% Sold Price to Average List Price	98%	99%	1%
Total Dollar Volume Sold	\$19,380,000	\$23,620,500	22%

# market movement

## ski way

January through September	2020	2021	% change
Median Sales Price	\$687,500	\$1,071,500	56%
Average Sold Price	\$792,355	\$1,213,000	53%
Average Days On Market	127	57	-55%
Average Sold Price/Sq.Ft	\$441	\$633	44%
Highest Sold Price	\$1,600,000	\$2,100,000	31%
Lowest Sold Price	\$475,000	\$755,000	59%
Properties Sold	20	8	-60%
% Sold Price to Average List Price	97%	105%	8%
Total Dollar Volume Sold	\$15,847,100	\$9,704,000	-39%

## eastern slope

January through September	2020	2021	% change
Median Sales Price	\$1,380,000	\$2,650,000	92%
Average Sold Price	\$2,469,111	\$3,698,286	50%
Average Days On Market	154	112	-27%
Average Sold Price/Sq.Ft	\$593	\$988	67%
Highest Sold Price	\$6,900,000	\$10,000,000	45%
Lowest Sold Price	\$830,000	\$1,080,000	30%
Properties Sold	27	14	-48%
% Sold Price to Average List Price	95%	99%	4%
Total Dollar Volume Sold	\$66,666,000	\$51,776,000	-22%



# number of properties sold in 2021

<i>Lowest</i>	Apollo	4
<i>Lowest</i>	Central North and South	4
	Championship Golf Course	20
<i>Lowest</i>	Crystal Bay	4
	Eastern Slope	14
	Jennifer	17
	Lakefront Condos	9
	Lakefront Single Family	5
	Lakeview Subdivision	10
	Lower Tyner	25
	Non-Lakefront Condos	150
<i>Highest</i>	Non-Lakefront Single Family	178
	Ponderosa	14
	Millcreek	15
	Mountain Golf Course	14
	Ski Way	8
	The Woods	21
	Upper Tyner	25

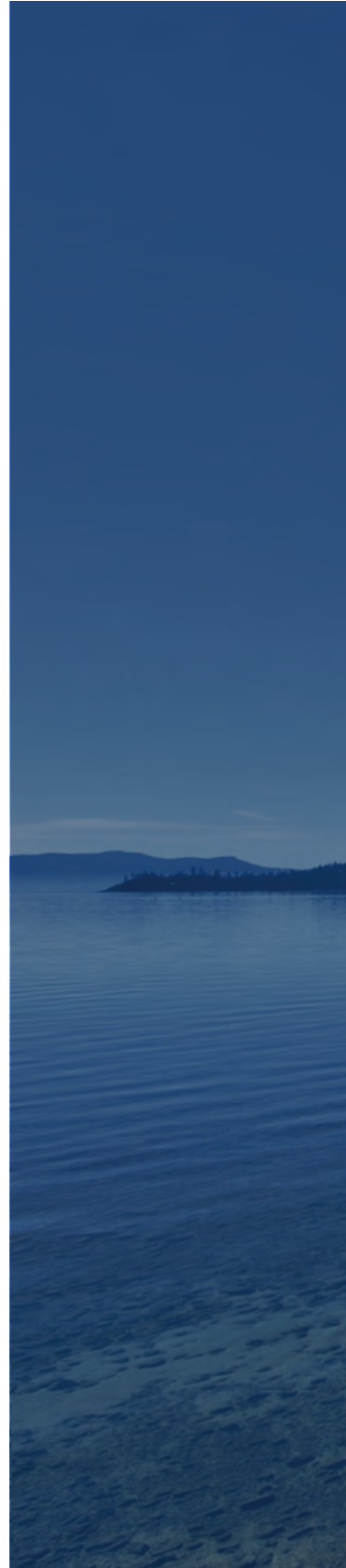
# market movement

## upper tyner

January through September	2020	2021	% change
Median Sales Price	\$1,185,000	\$1,899,750	60%
Average Sold Price	\$1,668,500	\$2,061,500	24%
Average Days On Market	164	59	-64%
Average Sold Price/Sq.Ft	\$519	\$931	79%
Highest Sold Price	\$5,700,000	\$4,000,000	-30%
Lowest Sold Price	\$689,000	\$1,080,000	57%
Properties Sold	12	8	-33%
% Sold Price to Average List Price	97%	103%	6%
Total Dollar Volume Sold	\$20,022,000	\$16,492,000	-18%

## lower tyner

January through September	2020	2021	% change
Median Sales Price	\$1,470,000	\$2,050,000	39%
Average Sold Price	\$1,883,105	\$2,307,500	23%
Average Days On Market	157	66	-58%
Average Sold Price/Sq.Ft	\$494	\$844	71%
Highest Sold Price	\$3,900,000	\$5,725,000	47%
Lowest Sold Price	\$830,000	\$878,000	6%
Properties Sold	19	25	32%
% Sold Price to Average List Price	97%	99%	2%
Total Dollar Volume Sold	\$35,779,000	\$57,687,500	61%



# highest sold price in 2021

	Apollo	\$2,650,000
	Central North and South	\$1,795,000
	Championship Golf Course	\$4,100,000
	Crystal Bay	\$2,500,000
	Eastern Slope	\$10,000,000
	Jennifer	\$11,500,000
	Lakefront Condos	\$7,100,000
<i>Highest</i>	Lakefront Single Family	\$32,500,000
	Lakeview Subdivision	\$11,500,00
	Lower Tyner	\$5,725,000
	Non-Lakefront Condos	\$2,625,000
<i>Lowest</i>	Non-Lakefront Single Family	\$550,000
	Ponderosa	\$5,200,000
	Millcreek	\$14,350,000
	Mountain Golf Course	\$3,300,000
	Ski Way	\$2,100,000
	The Woods	\$5,985,000
	Upper Tyner	\$4,000,000

# market movement

## central north and south

January through September	2020	2021	% change
Median Sales Price	\$1,400,000	\$1,547,500	11%
Average Sold Price	\$1,749,154	\$1,522,500	-13%
Average Days On Market	75	51	-32%
Average Sold Price/Sq.Ft	\$572	\$676	18%
Highest Sold Price	\$5,000,000	\$1,795,000	-64%
Lowest Sold Price	\$880,000	\$1,200,000	36%
Properties Sold	13	4	-69%
% Sold Price to Average List Price	98%	96%	-2%
Total Dollar Volume Sold	\$22,739,000	\$6,090,000	-73%

## apollo

January through September	2020	2021	% change
Median Sales Price	\$1,085,000	\$1,945,500	79%
Average Sold Price	\$1,016,143	\$1,855,250	83%
Average Days On Market	67	46	-31%
Average Sold Price/Sq.Ft	\$469	\$771	64%
Highest Sold Price	\$1,425,000	\$2,650,000	86%
Lowest Sold Price	\$704,000	\$880,000	25%
Properties Sold	7	4	-43%
% Sold Price to Average List Price	97%	97%	0%
Total Dollar Volume Sold	\$7,113,000	\$7,421,000	4%

## the woods

January through September	2020	2021	% change
Median Sales Price	\$895,000	\$1,920,000	115%
Average Sold Price	\$1,236,114	\$2,249,762	82%
Average Days On Market	97	58	-40%
Average Sold Price/Sq.Ft	\$560	\$872	56%
Highest Sold Price	\$2,950,000	\$5,985,000	103%
Lowest Sold Price	\$515,000	\$550,000	7%
Properties Sold	17	21	24%
% Sold Price to Average List Price	99%	99%	0%
Total Dollar Volume Sold	\$21,013,940	\$47,245,000	125%

## crystal bay

January through September	2020	2021	% change
Median Sales Price	\$1,975,000	\$1,680,000	-15%
Average Sold Price	\$1,844,583	\$1,737,500	-6%
Average Days On Market	264	46	-83%
Average Sold Price/Sq.Ft	\$768	\$1,066	39%
Highest Sold Price	\$2,800,000	\$2,500,000	-11%
Lowest Sold Price	\$670,000	\$1,090,000	63%
Properties Sold	6	4	-33%
% Sold Price to Average List Price	94%	104%	11%
Total Dollar Volume Sold	\$11,067,500	\$6,950,000	-37%

# sell your home for top dollar

## property

We carefully prepare every property for sale. We work with contractors, stagers, and designers to enhance a 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 making 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

(775) 831-7000

954 Lakeshore Blvd., Incline Village, NV 89451