

# North Lake Tahoe & Truckee Market Update: Opportunities for Buyers and Sellers

*Key insights for buyers and sellers navigating today's Tahoe market*

TAHOE CITY, CA, UNITED STATES, June 30, 2025 /EINPresswire.com/ -- The Rankin Richey Real Estate Team announces market updates for June 2025. Nationally, real estate inventory is growing, and that gives buyers more options. But the level of growth is going to vary based on where you live. And that's why you need an agent's local market expertise.



Lake Tahoe Real Estate Insights for Buyers and Sellers

According to the Rankin Richey Real Estate Team, [real estate agents in Tahoe City, California](#), North Lake Tahoe currently has 589 active listings, offering buyers more choices compared to a year ago, while the number of closed deals remains steady at around 90 per month. Average prices have softened to approximately \$1.5 million, with market activity becoming more balanced, especially in the price ranges below \$2 million. In Truckee, the median price remains tight at about \$1.05 million, and homes are selling quickly, with an average of around 40 days on the market, indicating strong buyer interest. Sellers should price their homes carefully based on current comparable sales, particularly for properties priced below \$2 million. Meanwhile, buyers are benefiting from

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*Greg Rankin*

increased options and greater negotiating power.

Nationally, the number of homes for sale is rising, as shown in data from Realtor.com. Inventory is up at least 19% compared to the same time last year. In the West, it's actually up almost 41% year-over-year. The reason for this shift? More sellers are listing homes as many who waited for mortgage rates to drop are now deciding to move. May saw the highest number of new listings in three years. Homes are taking longer to sell, with the typical time rising to 51 days, increasing

overall inventory. This growing supply is balancing the market, shifting some power from sellers to buyers. While it's not fully a buyer's market yet, increased inventory is giving shoppers more choices and moving the market toward healthier conditions. The pace of this shift varies by location, so let's discuss how it impacts your next move locally.

According to Greg Rankin, a [trusted real estate agent in Tahoe City, California](#), "It is currently better for buyers because inventory is high, with around 589 active listings—the most since 2018—giving buyers more choices and negotiating power." Prices have softened, with average sales around \$1.5 million and median prices in Truckee and Incline Village down 9–13% year-over-year. Homes are selling faster, in about 39 to 40 days, but without bidding wars, allowing buyers time to decide. Sellers are more flexible, often accepting offers below asking price, offering credits or repairs, and accommodating timelines. For sellers, success depends on smart pricing and presentation; homes under \$2 million that are move-in ready still sell quickly, luxury properties remain desirable but face more selective buyers, and overpricing risks longer market time.

In summary, the North Lake Tahoe and Truckee real estate markets are gradually shifting toward a more balanced environment that favors informed buyers while still rewarding sellers who price strategically and present well. With inventory levels rising and homes staying on the market longer, buyers have more options and negotiating power than they've had in years. Whether you're buying or selling, partnering with a knowledgeable [local real estate agent in Tahoe City, Ca.](#) like Greg Rankin and the Rankin Richey Team can help you navigate these changes and make the best decisions for your unique situation.

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