

TEAM  
**BLAIR**  
TAHOE

# LUXE

*Volume 2.*

*Curated by Jackie Arthur*



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**#1**

***Regional  
Compass Team***

**\$1B+**

***Lifetime  
Sales***

**\$291M+**

***Sales Volume  
in 2021***

**218**

***Transactions  
Completed in 2021***



"What is stunning about this is that... Compass wasn't even in business a decade ago."

-REALTRENDS



# Incline Village

February 2022 Stats

14	\$36,650,000	\$2,617,857	\$2,417,500	79
Single Family Home Sales Down 42%	Dollar Volume Sold Down 48%	Average Sale Price Down 10%	Median Sale Price Up 10%	Average Days on Market Up 4%
12	\$12,733,000	\$1,061,083	\$800,000	69
Condos/Town Homes Sales Down 8%	Dollar Volume Sold Down 1%	Average Sale Price Up 7%	Median Sale Price Up 10%	Average Days on Market Down 33%



A solid month of sales in Incline Village for February 2022. Single Family Home pricing remains high with average and median pricing in the mid \$2 Million price range. The condo market got more competitive with Average price pushing above \$1 Million and average Days on Market dropped 33% year over year. Sales Volume and Dollar Volume are both down, but this is typical this time of year and the market has a significantly low number of inventory.

# South Lake Tahoe – NV

February 2022 Stats

21	\$29,403,000	\$1,400,142
Residential Sales Down 19%	Dollar Volume Sold Down 23%	Average Sale Price Down 5%
\$780,000	87	139
Median Sale Price Down 21%	Active Listings Down 8%	Average Days on Market Up 43%



South Lake Tahoe on the Nevada side is the outlier in the greater Lake Tahoe market. While inventory and dollar volume are down because of lack of inventory, Average and Median Prices are also down. There was also a 43% jump in Days on Market. This will be a trend to watch as the sales season ramps up into spring and summer.



# South Lake Tahoe – CA

February 2022 Stats

44

Residential Sales  
Down 7%

\$38,747,555

Dollar Volume Sold  
Up 4%

\$880,626

Average Sale Price  
Up 11%

\$800,000

Median Sale Price  
Up 23%

65

Average Days on Market  
Down 40%



South Lake Tahoe in California had a solid month of February 2022. Values continue to rise with limited inventory while the average Days on Market number was cut by 40%.

REALM™  
I'VE JOINED



The future of luxury real estate has arrived,  
and as a founding member, I am now part of it.  
My membership in REALM has opened up  
a world of opportunities for you.

ASK ME WHY





REALM is a collection of the most accomplished real estate professionals ever assembled. REALM members have exclusive access to real estate professionals who represent 100+ different brands around the globe.



A TRUE GLOBAL NETWORK

NEW YORK	HOUSTON
PALM BEACH	JACKSON HOLE
LOS ANGELES	LONDON
CHICAGO	NAPA VALLEY
MIAMI	PHOENIX
DALLAS	LAKE TAHOE
BOSTON	THE HAMPTONS
SAN FRANCISCO	PARK CITY
WASHINGTON DC	TORONTO
SEATTLE	MAUI
SAN DIEGO	THE CARIBBEAN
ASPEN	BEVERLY HILLS
PHILADELPHIA	AUSTIN
MINNEAPOLIS	COSTA RICA

... AND MORE

A NEW WAY OF MAPPING WEALTH  
Strategic Wealth Partnerships

REALM™ has partnered with the leading members of wealth management, advisory and reporting in order to provide the most up to date and accurate data on HNWI and UHNWI available.

Our members have extraordinary access to the latest wealth reports, as well as exclusive access to wealth managers who oversee the largest family offices and assets of wealthiest individuals in the world.

REALM members also have access to dossiers which provide necessary answers for accurate wealth mapping such as: Who are HNWI / UHNWI working with? What markets do they live in? What philanthropic activities are they involved in? What securities are they invested in? How do they communicate?

Our data access and marketing intelligence profiles are designed to position each property at the apex for its release in order to maximize exposure to qualified buyers, and minimize the time spent on market.



THE MEMBERSHIP  
One Half of One Percent

REALM™ members are individually selected by world-class real estate professionals with over 50 years of experience in the luxury industry. Each member is formally consulted and personally vetted through our executive team to confirm ethical standards, sales history, current inventory and other relevant membership requirements. Many REALM members are recognized year after year as having closed the largest volume of annual domestic luxury transactions in their markets, as well as many of the most significant estate sales worldwide. The level of membership REALM professionals represent equates to one half of one percent of all licensed real estate associates worldwide. Our goal in holding ourselves and our agents to these lofty standards, is to ensure your property receives the highest level of service and exposure to the proper channels around the globe.

THE TECHNOLOGY

The REALM™ experience leverages the power of the global network to match qualified clients or buyers to services based on lifestyle and passion rather than criteria. A curated luxury lifestyle digital content platform exclusive and encrypted database fueled by, private, professional, and advisory data records.

REALM collects, secures, and repositions data feeds with best-in-class, highly secure solutions, improving the overall experience and showcasing your property globally to qualified buyers. Properties are introduced through another REALM-member agent ensuring that the confidentiality is never compromised and the integrity of the trusted advisor is maintained.



238,900

Clients represented by the members of the REALM network

\$28.9 Million

Average net worth of prospects in the Wealth-X database.

\$6.5 Billion

Amount of listings represented by REALM professionals.

\$2.5 Million

Average closed transaction of active REALM members.

\*data provided by REALM and Wealth-X as of May 2021  
www.REALM-GLOBAL.com



Local Business  
Spotlight

Reverie  
Picnics +  
Events

A boutique picnic experience where intentionally designed décor meets gourmet charcuterie. We provide the set-up, the style, the food and drink, and all of the clean-up and tear-down. Your



We Recommend  
Pacific Wholesale Mortgage

Pacific Wholesale Mortgage is one of the markets most proficient direct Mortgage Brokers. We work diligently to help our clients achieve their goals through four key elements: Transparency, Communication, Accountability, and Outworking the Competition.

As a Mortgage Broker, our company works with multiple Lenders which benefits you, our clients, by giving you access to the best service, rates and loan programs on the market. We promise Elite Client Service and Communication. Brandon was Awarded Fastest Purchase Closer in the Nation by the largest Wholesale Lender, UWM Self Employed and Jumbo Financing Specialist 1031 Exchanges We offer Non-QM financing including Bank Statement, Interest Only, and DSCR Loans.

only job is to show up and enjoy! We supply everything you need to make stunning memories on the shores of Lake Tahoe that are guaranteed to last a lifetime. We carefully curate each picnic so your event will be perfect no matter the occasion. Bring your daydream to life with a Reverie Picnic or Event.

Please see the attached photos! The names of the photographers are provided on each attachment. Let us know if you need any additional photos.

Also, if you decided to work with us moving forward as a closing gift, etc, we would give you our Tahoe Picnic for 2 for \$400 (we usually charge \$450).

This package lasts up to 2 hours and includes all set up and tear down, low picnic style table with pillows, fresh flowers for the client to keep, gourmet charcuterie cones, an umbrella

(weather permitting), sparkling water, and all thematic Boho or Romantic decor.

We are able to set up on specific beaches (Round Hill Pines, Commons Beach, Lake Forest Beach, Incline beaches if the owner has a punch card and meets us there to allow access, etc.) or at the client's residence.

**Reverie Picnics + Events**  
[www.reveriepicnics.com](http://www.reveriepicnics.com)  
[Reveriepicncis@gmail.com](mailto:Reveriepicncis@gmail.com)  
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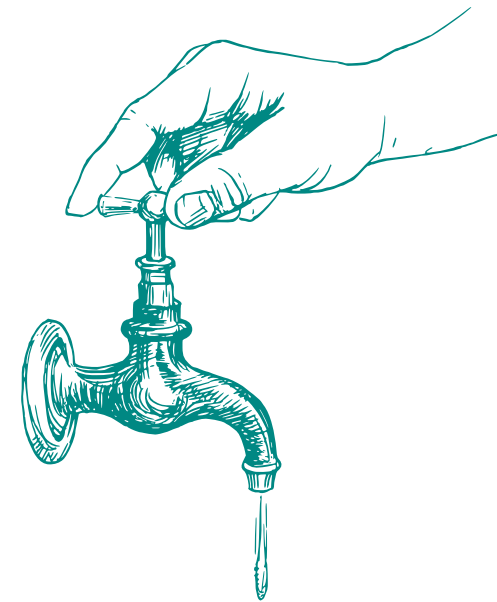
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WAYS TO HELP MOTHER EARTH FOR

# EARTH DAY



## CONSERVE WATER WHEN POSSIBLE

The less water you use, the less runoff and wastewater will eventually end up in our oceans.



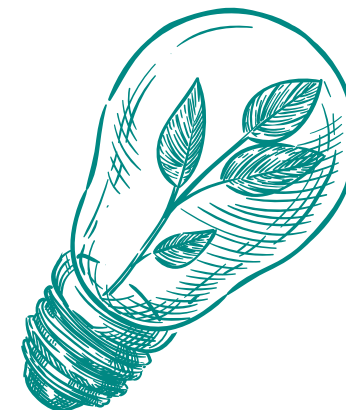
## BIKE SOMEWHERE AT LEAST ONCE A WEEK

As the weather gets warmer it becomes the perfect time for a bike ride. Replace one of your shorter (or longer) drives with a bike ride to help reduce emissions.



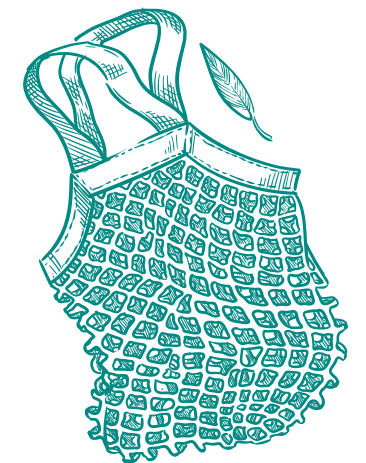
## RECYCLE!

The easiest way to help our Earth is to recycle and limit single use plastic. Always carry a refillable water bottle with you. This saves a massive amount of plastic and landfill space.



## USE LONG LASTING LIGHT BULBS

Energy efficiency light bulbs will not only last longer in your home but will also help reduce greenhouse emissions over time.



## SHOP SUSTAINABLY

Whether this means eating a little less meat, using reusable shopping bags (an easy one) or shopping from companies that produce sustainably made products, (food, clothing, home goods etc.) there is always a way to help reduce your carbon footprint.





# Meet Jackie

For Jackie, selling Lake Tahoe real estate isn't merely a job, it's a way to connect with people. What's most important to her is making a difference in someone's life.

Whether her clients are first-time home buyers, second home sellers or looking for an investment property, Jackie applies the same hands-on approach to ensure they have everything they need to make the best real estate decisions. Licensed in both California and Nevada, Jackie's expertise spans negotiating everything from boat docks to multi-unit income properties. It's this high level of experience and her belief in the old-fashioned hustle that has allowed her to succeed in real estate.

An entrepreneur from an early age, Jackie has always focused on providing services to solve problems and improve lives. Her first business, started in Montana when she was still a teen, turned into a successful home cleaning business, which she later expanded into Oregon. There, she attended massage school, eventually opening her own massage therapy studio. But real estate is Jackie's true passion. She relishes the ever-changing environment of the market, and the opportunity it affords her to make a positive impact in the lives of clients, the community, and her family.

## Stay in touch!



503-791-9244



Jackie Arthur Realtor



@tahoejackie







**THE NEIGHBORHOOD**  
CONNECTION

**Team Blair Tahoe**  
The Neighborhood Connection  
PO Box 28115  
San Diego, CA 92198

PRSR STD  
US Postage  
PAID  
**TNC**

# COMPASS

COMPASS

# #1

**BROKERAGE IN THE U.S.**

AS OF 2021, CLOSED SALES VOLUME.  
SOURCE: REALTRENDS 3/16/22

"What is stunning  
about this is that...  
Compass wasn't  
even in business  
a decade ago."

-REALTRENDS



**Call today to see how I can help you  
reach your real estate goals!**

**Jackie Arthur | 503-791-9244**

[jackie.arthur@compass.com](mailto:jackie.arthur@compass.com)

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

DRE 01929323 | NV S.0178148

TEAM  
**BLAIR**  
TAHOE

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