

TEAM  
**BLAIR**  
TAILOR

# LUXE

*Volume 3*

*Curated by Jackie Arthur*

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**#1**

*Regional  
Compass Team*

**\$1B+**

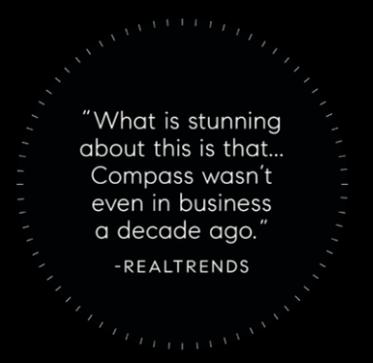
*Lifetime  
Sales*

**\$291M+**

*Sales Volume  
in 2021*

**218**

*Transactions  
Completed in 2021*



# Incline Village

2022 Q1 Stats

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<b>36</b> Single Family Home Sales Down 44%	<b>\$112,764,500</b> Dollar Volume Sold Down 47%	<b>\$3,132,347</b> Average Sale Price Down 6%	<b>\$2,495,000</b> Median Sale Price Up 17%	<b>88</b> Average Days on Market Up 34%
<b>40</b> Condos/Town Homes Sales Down 11%	<b>\$42,154,000</b> Dollar Volume Sold Up 3%	<b>\$1,053,850</b> Average Sale Price Up 16%	<b>\$852,000</b> Median Sale Price Up 11%	<b>82</b> Average Days on Market Up 6%

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Incline Village continues to see average pricing rise, with Single Family home sales topping \$3 Million and Condos topping \$1 Million. While these are super strong numbers, there are some indicators that this market may be slowing down. Dollar volume for Single Family homes dropped significantly, which is in line with record low inventory, but Days on Market is starting to increase, which is usually a key trend to watch as we move into the summer season. Incline Village is the highest valued region in the Lake Tahoe Basin, therefore usually the first place to slow down.

# South Lake Tahoe – NV

Q1 2022 Stats

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<b>60</b> Residential Sales Down 25%	<b>\$118,812,000</b> Dollar Volume Sold Down 18%	<b>\$1,980,200</b> Average Sale Price Up 10%
<b>\$1,002,500</b> Median Sale Price Down 12%	<b>125</b> Active Listings Down 21%	<b>118</b> Average Days on Market Up 17%

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South Lake Tahoe on the NV side had a solid first quarter in 2022. As with the entire lake, inventory is at record lows, so number of sales, dollar volume and active listings are all down double digits. Average sale price is up over \$1 million for the first time in several years! With averages days on market jumping 17%, we will need to keep an eye on things to see if this is a sign of a market slow down.

# South Lake Tahoe – CA

## February 2022 Stats

**143**

Residential Sales  
Down 22%

**\$122,584,841**

Dollar Volume Sold  
Down 14%

**\$857,237**

Average Sale Price  
Up 10%

**\$738,000**

Median Sale Price  
Up 13%

**52**

Average Days on Market  
Down 4%



South Lake Tahoe in CA had a strong first quarter! Average price and median price were up 10% and 13% while average days on market dropped 4% to 52 days. Total sales were down 22%, but the dollar volume was only down 14% as values continue to rise.



## COCKTAIL OR MOCKTAIL-YOU DECIDE!

### Honey Lavender Lemonade

#### Lavender Honey Simple Syrup

2 cups water  
0.5 cup lavender flowers  
1 cup honey

#### Honey Lavender Lemonade

1.5 cups fresh lemon juice  
8 cups water  
\*2 cups vodka

1.5 cups lavender honey simple syrup

#### To make lavender honey simple syrup

Bring water to a boil in a small pot. Once water is boiling, add lavender flowers and reduce heat. Allow to simmer for 5 minutes, then strain lavender flowers out and discard.

Return lavender infused water to pot and add honey. Turn heat to medium and simmer

until honey is dissolved and liquid has reduced by 1/4 cup (10-20 min). Remove from heat and allow to cool before using.

#### To make lemonade

Add lemon juice, water, vodka and 1 1/2 cups of lavender honey simple syrup to a large punch bowl. Stir well. Add ice and fresh edible flowers to garnish.

### Strawberry Basil Lemonade

#### Simple Syrup

0.5 cup water  
0.5 cup honey

#### Strawberry Puree

1 lb. fresh strawberries  
0.25 cup water

#### Other

1 cup freshly squeezed lemon juice  
0.5 cup water  
0.25 cup fresh basil  
2 tablespoons water basil for serving  
\*1.5-2 cups vodka

First, make your simple syrup by placing honey and water into a small saucepan.

Bring to a boil and then let simmer for 10 minutes, stirring consistently.

When syrup has reduced and thickened, remove from heat, pour into a jar, and place in the fridge to cool.

Next, place strawberries and water into a blender and blend until smooth. Then pour over a sieve and use a spoon to press the puree through the holes

separating the seeds from the puree. Set aside.

Place .25 cup of basil in a glass and add 2 tablespoons of water. Muddle basil using a muddler or the end of a wooden spoon. This will help release the flavor.

In a large pitcher, mix lemon juice, water, basil, and strawberry puree. Add in honey simple syrup and combine.

Place in the refrigerator for at least 30 minutes or until chilled. Serve over ice.

\*Add Vodka to make Spiked Lemonade - Omit for a refreshing non-alcoholic drink





## HEAVENLY VILLAGE SUMMER CONCERT SERIES

EVERY FRI AND SAT  
MAY 30-SEPT 5

The Shops at Heavenly Village will host free outdoor concerts every Friday and Saturday evening Memorial Day Weekend through Labor Day from 5:45 p.m to 9:15 p.m. 1001 Heavenly Village Way, South Lake Tahoe, CA 96150



# LOCAL HAPPENINGS



## TAHOE CITY FOOD & WINE CLASSIC

SATURDAY, JUNE 11  
DOWNTOWN TAHOE

Sip, Shop & Enjoy the charm of Downtown Tahoe City with its scenic, lakeside sidewalks. Taste wines from local vendors while sampling delicious morsels from local restaurants and caterers. The event proceeds benefit the non-profit Tahoe City Downtown Association.

## SUMMER CONCERT SERIES

JULY 12-SEPT 10  
LAKE TAHOE  
OUTDOOR ARENA

(18 Hwy 50)  
Stateline, NV 89449

## SPRING FEVER REVIVAL & CLASSIC CAR POKER RUN

MAY 20-22  
RENO

Hot August Nights jumpstarts the season with Spring Fever Revival at the Grand Sierra Resort. This annual festival will get the engines warmed up and ready for the main event. Three days of classic vehicles, live entertainment, a vendor village featuring art & craft vendors, memorabilia, and a variety of food vendors.

## MADE IN TAHOE FESTIVAL

MAY 28 & 29  
OLYMPIC VALLEY

Made in Tahoe celebrates all things LOCAL. The Village at Palisades Tahoe will host a wide array of offerings that are made in or inspired by the Lake Tahoe Basin and Truckee areas: local artisans, businesses, chefs, organizations, and entertainers. Discover, explore, and experience our rich community full of talented creators while enjoying a variety of local food and beer.



## Local Business Spotlight

# Cloud Nine Event Company

In 2013, Lindsay Townsend founded Cloud Nine Event Company with the goal of focusing on quality over quantity, and with the desire to form genuine and long-lasting relationships with her clients.



Since then, our team has planned hundreds of weddings and social events along the beautiful shores of Lake Tahoe, and we can't wait to start planning yours!

From intimate forest affairs to expansive lakeside celebrations, we've had the pleasure of custom-crafting incredible experiences for some seriously adventurous clients. From weddings and family reunions, to birthday parties and corporate events, Cloud Nine Event Company will design a stunning celebration your guests will never forget!

Our creative, collaborative planning style allows us to hone in on what's really important to you—carefully curating thoughtful, personal details that won't distract from the stunning

backdrop of this magical location. We pride ourselves on being ultra-responsive, endlessly adaptable, and extremely hands-on, allowing you more time to enjoy your celebration.

So go ahead and pop that champagne already... Let's get this party started!

**cloudnineeventco.com**  
**530-600-1444**



**Premier Mortgage Resources strives for a solution-driven, team atmosphere that fosters top producers, helping PMR remain at the forefront of the industry.**

### OUR MISSION

Premier Mortgage Resources was founded on a passion to help all Americans achieve the dream of homeownership.

### OUR VISION

Our philosophy is centered on acquiring top talent to achieve operational excellence, and provide our customers with an outstanding home ownership experience.



**David Greco**  
Branch Manager

NMLS 253713  
530-318-2853  
10775 Double R Blvd Suite 124  
Reno, NV 89521

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### OUR BUSINESS

Our business is not run by robotics or complex algorithms; it is run by people. There are people who care about the unique financial situation behind every every loan. Because our team understands that borrowers are counting on us, they go above and beyond to make sure that we take the best possible care of each loan, while offering a fantastic customer experience.



Premier Mortgage Resources, LLC  
Co NMLS 1169 | Equal Housing Opportunity

# *affordable, extravagant* DECORATING SECRETS



## 1 Update curtains to hit the floor

This can be done with any sheer, lightweight cotton fabric. Once purchased, take it to a tailor or dry cleaner and you'll now have elegant, billowy drapes!

## 2 Layered lighting

In a space, lighting is one of the most important factors. It's best to have a variety of light sources such as lamps, pendant lights, plug-in sconces, and natural lighting. Another trick to make the room feel more lively is to add dimmer switches to ensure that the perfect lighting is always available.



## 3 Large-scale wall art

Adding a large art piece can be an immediate attention grabber and conversation starter. This can be accomplished without breaking the bank. Secondhand shops and estate sales are some of the best places to find unique pieces with a rich backstory. Another option is to buy a canvas and paints to create your own masterpiece!

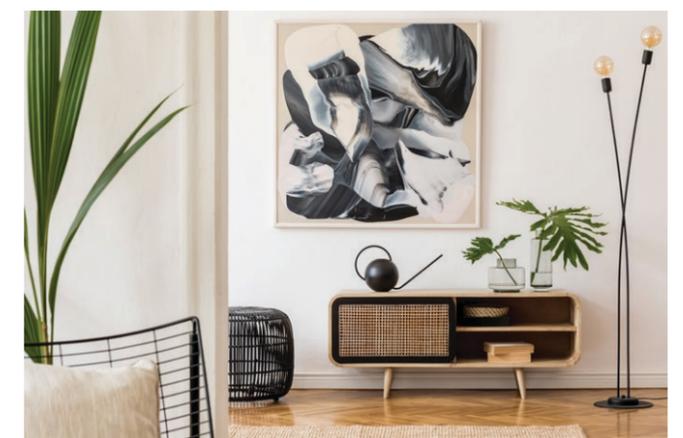
## 4 Update moldings and refresh paint

Improving your interior architecture can make your space appear to be more luxurious. Replace your current baseboards and molding to a thicker alternative to apply a fancier look. Two or Three coats of paint can revitalize your living room. Here's a tip: try using the same color when painting your walls and trim. This will help your decorative accents and accessories stand out!



## 5 Mix up the textures

A healthy mix of woods, glass, metals, and woven materials can give your living room that personal touch and give it a refined feel. These additions can be made for your furniture, throw pillows, blankets, and accent pieces. While you're adding textures, try finding a large rug that will allow your space to feel bigger and airier.





# Meet Jackie

As a Realtor licensed in California and Nevada, Jackie provides strategic marketing and transaction management services to her clients across many Lake Tahoe markets. Her core values are: Dedication, Communication, Determination & Trust. “Just as the real estate industry evolves to become more innovative and efficient, so do I.” To meet the goals of her clients, Jackie makes use of the latest advances in the industry to yield the highest returns to the owners of each property she sells.

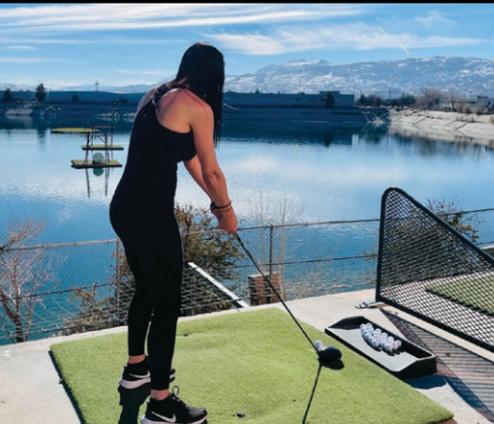
A South Lake Tahoe resident for 13 years, her hands-on knowledge of the region’s geography can assist you with all of your real estate endeavors on both sides of the state line. In addition, she provides exceptional customer service to ensure you feel confident in your decision to hire her. Her service is based on trust, performance and honesty in every aspect of each property transaction that she handles. It’s this high level of experience and her belief in the old-fashioned hustle that has allowed her to succeed in real estate. “Rest assured, I will listen to you with an understanding of your needs and wants and I will always do my best to help you achieve them. Only then do I consider it a job well done.”

Her 9 year old son, Lucas, was born in South Lake Tahoe and she feels so fortunate that he is able to grow up enjoying the mountain and lake living. He skis on weekends in the winter and kayaks in the summer. Jackie loves playing tennis in the summer and the Zephyr Cove Tennis Club has been a haven for fun tennis matches. They also have a dog, Buddy, who is 7 years old. He lives up to his name in every way as their “buddy.” He has dodged the coyotes many times and will hopefully continue to live a long life.

Want an easy conversation starter with Jackie? Here are some suggested topics: Desserts, champagne, working out, tennis, kid-friendly traveling and...real estate.

## Stay in touch!

 503-791-9244  Jackie Arthur Realtor  @tahoejackie





**THE NEIGHBORHOOD**  
CONNECTION

**Team Blair Tahoe**  
The Neighborhood Connection  
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# 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

tahoejackie.com

DRE 01929323 | NV S.0178148

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