SPONSORED CONTENT

Amie Quirarte is leading the way for SERHANT. in Lake Tahoe

With landmark luxury transactions, national industry recognition, and a business built on lasting client relationships, Amie Quirarte brings established local expertise to Tahoe's evolving real estate market.

Lake Tahoe real estate is rarely just about the property. It requires an understanding of the community, a feel for the market, and the ability to recognize when a home will benefit from broad exposure or a more discreet approach. For Amie Quirarte, those distinctions are central to how she serves her clients.

As Founder of The Q Group and the founding agent for SERHANT. in Lake Tahoe, Quirarte brings years of regional experience to her work, combining deep local knowledge with the reach of a nationally recognized real estate brand. Her approach is rooted in understanding each property, identifying its place in the market, and developing a strategy tailored to the client's goals.

Her career has earned national recognition. In 2026, Quirarte was named among the top 1,000 agents nationwide in the RealTrends rankings and ranked No. 10 in Nevada by sales volume, following more than $55 million in sales in 2025. Yet her continued

Continues on J16



VISTA ESTATE VISUALS

9902 Lake St. in Kings Beach, CA, is currently listed for $12.95 million.



571 NOE STREET

ALLURING URBAN RETREAT IN DOLORES HEIGHTS | 571NOE.COM

DRE#01486075

HOT PROPERTY

SPONSORED CONTENT

» **"Everything she said that she and her team would do to sell the house was executed to perfection. She created buzz with this new listing and we had a great offer in 1 week."**

Seller review, October 2026, Zillow

From page J15

success is perhaps best reflected in the clients who return to her and the relationships that generate new business. More than 50% of her business this year has come from past clients and their referrals.

Quirarte's recent sales reflect the range of expertise required in Tahoe's luxury market, from developing targeted strategies for individual properties to building lasting client relationships and navigating complex transactions.

At 113 Marlette Dr. in Tahoe City, which sold for $2.05 million, Quirarte pursued a targeted off-market strategy, introducing the property to a select group of qualified buyers and their agents. The approach generated multiple offers and gave the seller meaningful leverage. The transaction demonstrates how a carefully considered marketing strategy can create opportunity without relying solely on a public listing.

At 39 Observation Dr. in Tahoe City, which sold for $2.785 million, Quirarte represented the seller in a transaction that became part of a longer story for a Tahoe family. She later helped the family purchase another home as their needs evolved. The relationship illustrates how real estate representation can extend beyond a single sale, with local knowledge and an understanding of changing priorities helping guide decisions over time.

Her work at 7708 N. Lake Blvd. in Tahoe Vista, which sold for $4.175 million, illustrates another side of her expertise. The lakefront transaction required coordination among multiple parties and planning agencies, along with adjustments to the strategy as the process unfolded. Finding the right buyer called for persistence, flexibility, and careful management of the details.



TALBOT PHOTOGRAPHY

The five-bedroom luxury home at 3305 Dardanelles Ave. in Tahoe City is priced at $3.95 million.

Each sale presented different circumstances, reinforcing Quirarte's belief that effective representation begins with understanding the client's goals and tailoring the strategy accordingly.

For one recent seller, the experience came down to preparation, follow-through, and results. The client, a Bay Area real estate professional with more than 30 years of experience, praised Quirarte and her team for their marketing strategy and execution.

Quirarte's experience in Lake Tahoe's luxury market is reflected in a portfolio of significant transactions across the region. Among the notable sales associated with her career are a $21.715 million sale in Homewood and a $14.5 million sale in Kings Beach. Her experience also includes two $11.5 million transactions in Incline Village, as well as representing the buyer in a $10 million lakefront purchase in Dollar Point.

These transactions reflect the range of opportunities and complexities within Tahoe's upper-tier market, where location, property characteristics, buyer priorities, and a nuanced understanding of value can shape the outcome. As the founding agent for SERHANT. in Lake Tahoe, Quirarte brings that experience to her work today, combining an established understanding of the region with the reach of a nationally recognized real estate brand.

Her more recent results reflect that same adaptability. In the third quarter of 2026, she recorded more than $29 million in sales across lakefront and residential properties, on-market and off-market transactions, and relationships with both new and returning clients. Four of her eight summer sales were in Dollar Point, further reflecting her established presence in the neighborhood.

Quirarte's current listings reflect the diversity of Lake Tahoe real estate, from coveted lakefront ownership to custom homes with panoramic views and resort properties designed around mountain living. Each represents a different opportunity, and each calls for an understanding of its location, likely buyer, and place within Tahoe's broader market.

At 9902 Lake St. in Kings Beach, Quirarte presents a rare lakefront offering priced at $12.95 million. Once part of the Hills Brothers Estate, the five-bedroom, three-and-a-half-bathroom property spans 3,363 square feet and features 72 feet of private lake frontage, expansive backyard access to a sandy beach, and a shared pier scheduled for completion in spring 2027. Lakefront properties remain one of Tahoe's

HOT PROPERTY

SPONSORED CONTENT



PHOTO-TECTURE

Above: 7001 Northstar Dr., Unit 411 in Truckee features a stone fireplace in the living room and a balcony. Below: The kitchen of 7001 Northstar Dr., Unit 411 in Truckee features a slate tile floor, stone counters and stainless steel appliances.

most sought-after and specialized real estate segments, making this an opportunity to own along the shores of Lake Tahoe.

In Dollar Point, a community Quirarte knows particularly well, 3305 Dardanelles Ave. is offered at $3.95 million. This custom-built, five-bedroom, five-and-a-half-bathroom residence encompasses 3,794 square feet, with sweeping views of Lake Tahoe and the Sierra Nevada. Thoughtful design and high-end finishes complement the setting, while space for a future elevator offers an additional consideration for the next owner.

At Northstar Village, 7001 Northstar Dr., Unit 411, in Truckee, offers a different lifestyle of Tahoe living, centered on mountain recreation, village convenience, and four-season appeal. Priced at $1.24 million, the two-bedroom, two-bathroom residence offers 1,231 square feet and is steps from the gondola and resort amenities. With convenient access to the Northstar experience, the property presents an appealing option for buyers seeking either an investment property or a vacation retreat.

To learn more about these properties or explore opportunities across Lake Tahoe, contact Amie Quirarte.



SERHANT.

Amie Quirarte

Founder, The Q Group | Founding Agent, SERHANT. Lake Tahoe

ABOUT

Amie Quirarte is a Bay Area native and licensed Realtor in both California and Nevada. Her ability to find opportunities is grounded in her relationships across Tahoe, from property owners and attorneys to local connections that often reveal what's coming to market before a sign goes up. Her Bay Area network is equally valuable. She understands who is considering Tahoe, when their interest becomes serious, and how to connect the right buyer with the right property, often before it becomes publicly available.

BY THE NUMBERS

- $360M + Total career volume
- $21.715 million, Top sale
- 217 Clients served
- 12 + Years across California and Nevada

CONTACT

650-290-3008,
amie@realestatenorthtahoe.com,
realestatenorthtahoe.com,
CA DRE#01949978,
NV BS.0146794.