

# HOME

## Make a list before listing your property



**Don Kanare & Sabrina Belleci**  
Special to the Tribune

### Weekly real estate update

	Houses	Condos	PUDs
For Sale	78	29	11
Under \$1 million	13	22	6
Median Price For Sale	\$1,995,000	\$640,000	\$988,000
YTD Sales 2019	15	25	11
YTD Sales 2018	24	23	7
New Listings	2		
In Escrow	6		
Closed Escrow	7		
Range in Escrow	\$399,000 - \$725,000		

*These statistics are based on information from the Incline Village Board of Realtors or its Multiple Listing Service as of March 3.*

With spring a few weeks away, this is the time of year when sellers began to contemplate whether or not to put their property on the market.

Due to the seasonal nature of visitor traffic at Lake Tahoe and the concomitant increase in real estate sales during the summertime, most sellers put their property up for sale sometime between the beginning of April and the end of July.

Whether you put your property up for sale this year is a purely individual decision based on your family and financial situation, the direct competition your property will be facing, the demand for properties similar to yours and whether the market supports the price you are seeking.

If you get past the first hurdle and believe that you have a reasonable chance of selling at a fair price in the next six to 12 months there are a host of other issues that have to be considered. Take a good look around your property and see if there are items that need to be repaired or anything that could create a hazard to people who are viewing your property.

Getting a physical inspection report and a pest inspection report in advance of putting your property up for sale might cost \$500 to \$1,000, but it can uncover maintenance items that you may have missed.

Most sellers are not going to repair every little item in advance of putting their property up for sale. But taking care of those "deal killers" in advance of showing your property will make it much more appealing to a greater number of buyers.

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While many sellers and agents believe they can do an adequate job, the reality is that staging is an art that requires a special talent and vision.

It can be difficult for a seller to emotionally detach themselves from the interior or flavor they have spent years or even decades creating. A professional home stager brings an objective perspective to creating a warm and inviting feeling without having an emotional attachment to the pre-existing interior design.

Many properties that have languished on the market for years sell relatively quickly after getting a visit from a professional stager and sometimes a few minor upgrades.

Creating curb appeal is very important especially since the first picture that

most people see on the internet when looking at properties is the exterior of your house or condo. While you can't easily change the architecture, there are a number of simple things a seller can do to make your property create a great first impression.

Repair any glaring deficiencies to the exterior such as loose trim, cracked steps or driveways, missing shingles or anything that is obvious.

Consider painting or staining the exterior or if there is evidence of weathering.

Remove dead branches from trees and prune vegetation as necessary.

Touch up the landscaping so it always looks well maintained.

And keep up with snow removal especially in a big year like the current one.

Working closely with your agent to put together a comprehensive marketing plan is an important piece of the puzzle. Each property should be analyzed for its special attributes and features. Then your agent will be able to create a marketing strategy and promotional materials that will help you sell your house or condo.

Buyers generally see only what is on the surface when making a first visit. Promoting attributes such as in-floor radiant heat, upgraded plumbing and electrical systems and other things not readily visible to the naked eye will help buyers appreciate the value added features of your property.

*Don Kanare is the founder and Sabrina Belleci is the owner and broker of RE/MAX North Lake in Incline Village. You can follow their blog at [www.INSideIncline.com](http://www.INSideIncline.com).*

## Home ownership as a retirement tool

**Mark Treiber**  
Special to the Tribune

Some experts promote the idea of a home being a financial investment in the same way that the stock market is an investment.

Short-term property value appreciation may be an ancillary benefit of home ownership but this shouldn't be a primary motivator when buying a home.

Home ownership will likely result in a long-term financial gain but it's more important to view home ownership as the foundation of retirement planning. A mortgage payment is by far the largest expense in the average American's life so eliminating that expense opens the door to retiring on your own terms.

Everyone remembers the collapse in property values between 2008 and 2012, but there was also a seven-year decline in values between 1989 and 1996 when values plunged 44 percent. There was also an 11-year decline between 1974 and 1985 when home values dropped 27 percent, and again in the early 1960s values dropped 17 percent.

So investing in real estate for the short term can be risky, but the overall trend for the past six-plus decades has been increasing values, according to huffpost.com.

Adjusted for inflation, home values have increased 500 percent in the past 60 years which means that it's good advice to buy a home as soon as possible rather than trying to guess the next drop in value or waiting until you've saved a big down payment.

The cost of buying a home as a percentage of income continues to climb. In 1938, the average home price was 2.25 times the average income. In 2013, the average home price is over nine times the average income, according to [www.mylbudget360.com](http://www.mylbudget360.com). On the surface one could argue that modern homes are larger and feature more amenities, but efficiencies in construction and materials have virtually offset increasing square footage and jetted bathtubs.

**RETIREMENT, 23**

### IN ESCROW



**NEW LISTING** 4 Bdrms, 3 baths, Heated oversized Double garage w/shop + 2 Storage areas **BACKING USFS** land \$690,000



**REDUCED** to \$499,500. 3 Bdrms, 3 Baths, Family Rm. w/its **OWN ENTRANCE** & yard, double garage.



**LANDMARK RESTAURANT & BAR** includes full liquor license, fixtures & Equipment \$155,000 Business & Land \$1,180,000. 6217 s.f. Commercial building on Half Acre; 5 apartments upstairs. Call Davey for details.

### INCOME & LAND LISTINGS

Well Established Alterations business, great lease \$60,000

Half Acre of Prime General Commercial Land \$299,000

Near Meadow; Ready to build lot in town; includes Allocation & most fees paid \$150,000



**PRIME LOCATION** @ stoplight of AI Tahoe Blvd. & Hwy 50; Modern Passive Solar Commercial Building w/6 suites/4 baths, 2 lobby's & storage rooms. Owners may finance qualified Buyer. Call Davey for pricing.



"Make My Experience Work For You!"

(530) 318-8660 • [daveyp@laketahoe4sale.com](mailto:daveyp@laketahoe4sale.com)  
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