

Out of area agents should partner with a local

With sales in the North Lake Tahoe real estate market continuing at a steady pace, buyers are flocking to the Lake Tahoe Basin.

Our strong market has not only attracted more buyers to Incline Village and Crystal Bay, but also out of area agents who are lured by the higher prices when compared with the market in which they regularly work.

Anyone with a Nevada real estate license can represent buyers and sellers anywhere in the state. But there are significant benefits to working with an agent who focuses on the Incline Village real estate market and develops the knowledge and expertise that only comes with years of experience.

All real estate is local and there are nuances to each market that an agent needs to understand if they are going to adequately represent their clients. While Lake Tahoe and Reno are not far apart on the map, the mountain range that separates them also creates a world of difference when it comes to buying and selling real estate.

You have different real estate



Don Kanare & Sabrina Belleci
Special to the Tribune

boards with different MLS systems, different rules and regulations and even a different form of government.

Incline Village and Crystal Bay are unique in that we do not have any tract housing — it's all custom homes. The different subdivisions each present their advantages and disadvantages, which can only be properly understood after spending a great deal of time learning about the vast array of properties in our community.

Even on the same street homes of the same square footage and lot size can have wildly different values based on the floor plan, slope, driveway, interior finishes, view, etc.

WEEKLY REAL ESTATE UPDATE

	Houses	Condos	PUDs
For Sale	118	73	19
Under \$1 million	11	47	11
Median Price For Sale	\$1,999,500	\$699,000	\$975,000
YTD Sales 2019	84	81	33
YTD Sales 2018	105	110	35
New Listings	4		
In Escrow	19		
Closed Escrow	14		
Range in Escrow	\$279,000 - \$16,000,000		

These statistics are based on information from the Incline Village Board of Realtors or its Multiple Listing Service as of Aug. 4.

There are also a number of environmental factors to take into account that can dramatically impact the price and desirability of any given property.

What type of sun exposure does the property receive? Is the location prone to afternoon winds or is it sheltered? How much snow accumulates in relation to other parts of the Village? Are the trees on the property an asset or liability based on their health, location and impact on sun and wind? Is there a stream nearby and what effect does that have on the value and use of the property?

The form of local government in Incline Village and Crystal Bay

is not a town or city but rather a General Improvement District under Nevada law. Real estate agents need to be familiar with this type of governmental entity so they can provide accurate information when buyers ask questions about our community and how it is managed.

It's important for buyers to understand the services that IVGID provides and what the limitations are so they can make an informed decision. Having knowledge about all of the different recreational venues, who gets access to the beaches plus the benefits of the recreational passes that come with each property can help

buyers understand the value added amenities that we are fortunate to have.

The Tahoe Regional Planning Agency (TRPA) rules and regulations are so complex and ever-changing that having a basic understanding of how the TRPA as a separate governing agency impacts property owners is fundamental to being an effective real estate agent at Lake Tahoe.

Buying and selling property in the Tahoe Basin requires knowledge of how the coverage rules work, what a stream zone environment is, BMPs and that's just scraping the surface. An entire consulting industry has grown up around the need to understand the complexity of TRPA rules and regulations.

Having a local agent who is knowledgeable about the TRPA, IVGID, BMPs and a host of other topics is critical when doing real estate transactions at Lake Tahoe.

Don Kanare is the founder and Sabrina Belleci is the owner and broker of RE/MAX North Lake Incline Village. You can follow their blog at www.INSIDEINCLINE.COM.

Why you need a hammock or hanging chair

Metro Creative

Sunny days and warm weather beckon us to the great outdoors.

A day spent in the pool or lounging around the patio is a great way to embrace the relaxing spirit of summer. But those who want to go the extra relaxing miles should consider adding a hammock or swinging chair to their backyard oasis.

Hammocks and swinging

chairs make great investments. Outdoor enthusiasts can take them on camping trips, and they're equally at home right in the backyard.

People on the fence about these symbols of relaxation can consider these benefits of hammocks or swinging chairs.

NAP COMFORTABLY OUTDOORS

Who needs an excuse to catch up on missing sleep?

If the time presents itself, the sun and the fresh air can induce a deep sense of relaxation. Lying on a hammock or floating in a hanging chair provides that additional soothing rocking motion that can make a cat nap even more enticing.

USE IT INDOORS OR OUTDOORS

Create a retreat in any corner of your yard or home. A hanging chair can

be hung in the corner of a bedroom to provide a spot to curl up with a good book or rock a baby to sleep. The same chair can be brought to a covered deck or patio so people can swing with the breeze when the weather allows.

SUPER STARGAZING RETREAT

Hammocks and swinging chairs can make it easier and more comfortable to

stargaze at night. With a double hammock or chair, bring a romantic partner along to snuggle and watch the cosmos. Or teach children about the constellations in the night sky.

BE INCONSPICUOUS AMONG NATURE

Lying on the ground disturbs the lawn and other outdoor components. Being suspended several inches above the ground

in a chair or a hammock can help a person blend in with the natural environment. Birds, small animals and insects may not even know you're there, and that can make them easier to observe.

Everyone can appreciate the opportunity to sit back and relax. Hammocks and swinging chairs can help a person feel lighter than air and recharge in the warm summer air.



TAHOE ISLAND PARK#4 Steps to School Bus Stop, Meadow & River., Access to Tahoe Keys Beach & Pier. Remodel started & Buyers can finish to their taste. Two good sized bedrooms & large Master Bedroom/Bath; & Guest Bath. Roof is good; newer double pane windows, Heated Double Garage w/Auto opener.
NOW \$399,000



PENDING SALE
NEW LISTING! Highland Woods Contemporary 3 Bdrm. plus large Family room & Foyer. Large kitchen., 2.5 Baths, double garage, decks & hot tub & large fenced yard. Walk to the Meadow & River; a little longer walk to the Lake! \$573,000 By appointment only.



PENDING SALE
Three large bedrooms, 2 large living/family rooms (one with its own entrance), & a Den and large double garage! Fenced & landscaped. Quiet family neighborhood with longtime Locals in it! Short distance to Heavenly Ski Area, Farmers Market, Restaurants & Schools.

FEATURED LISTING
Ready to Build Lot
Building permit included and most fees paid for, including Architect's floorplans & additional coverage paid for. Near meadow & the college.
Listing \$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.

INCOME & LAND LISTINGS
Well Established Alterations business, great lease \$60,000
\$289,000 HALF ACRE COMMERCIAL/MIXED USE parcel. SITE ASSESSMENT & CITY BLDG DEPT DETAILS IN FILE. Flat, with not many trees. Depending on your planned use, City may have floor area available.
Near Meadow; Ready to build lot in town; includes Allocation & most fees paid \$150,000



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