

# Buyers need to ask about pocket listings

Winter season at Lake Tahoe brings mountains covered with snow for the skiers and snowboarders, traffic jams for weekend visitors and a much lower inventory of properties for sale than at any other time of the year.

In winter many properties that have been on the market through the autumn months are no longer listed on the local MLS, but that does not mean they are not for sale.

A good percentage of these property owners would still like to sell and their agent maintains an ongoing relationship with what is called a "pocket listing." There is still an active contractual listing agreement between the owner of the property and the broker and agent, but the property is not listed on the MLS and it may or may not be actively marketed in print or through other media.

The inventory of houses, condos and freestanding condos at the start of January on the Incline Village MLS is hovering right around 150. This is a very low by historical standards, even for this time of year.

As the available number of



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properties listed on the local MLS continues to shrink, buyers who cannot find what they want should ask their agent to do some scouting around and see if anyone has a pocket listing that would meet their needs.

It's very important for buyers to have an agent who actively networks with other local real estate agents in an effort to make transactions happen. In any given year you will find local real estate sales occurring that are either private transactions or sales of pocket listings due to the networking and marketing activities of professional real estate agents.

Buyers who feel they have looked

## Weekly real estate update

	Houses	Condos	PUDs
For Sale	91	43	15
Under \$1 million	17	34	10
Median Price For Sale	\$2,199,000	\$640,000	\$699,000
YTD Sales 2019	3	1	0
YTD Sales 2018	1	5	0
New Listings	9		
In Escrow	5		
Closed Escrow	7		
Range in Escrow	\$338,888 - \$1,750,000		

*These statistics are based on information from the Incline Village Board of Realtors or its Multiple Listing Service as of Jan. 6.*

at every property in their price range and cannot find something that meets their needs would do well to ask their agent to contact other local agents and see if anyone has a pocket listing that might work for them. There are also a significant number of properties rented on long-term leases where the owners would really like to sell if a willing buyer would pay a fair and reasonable price.

But many of these property owners do not want the tenants bothered on a regular basis. However, when a qualified buyer seriously interested in their specific property comes along it is usually possible

to make arrangements to view the place.

You never want to disturb tenants unnecessarily especially those who signed a lease not anticipating that the property might be getting shown to prospective buyers. So, it is always best to do your research and learn as much as possible about a place before making arrangements to visit an occupied property.

Nevada law requires that tenants be given at least 24 hours advance notice unless otherwise agreed to in the lease. And you cannot expect a tenant to keep a property that is not actively advertised for sale in perfectly staged showing condition. So,

be kind to the occupants and also bring your best visualization skills when viewing these types of places.

Incline Village and Crystal Bay are communities of custom homes and wildly diverse condos providing buyers with virtually limitless opportunities to find the property of their dreams. There is an enormous variety of locations, architectural styles, floor plans and views among the 150 or so properties currently for sale.

If you can't find what you want among the active, withdrawn or expired listings, then it's time to ask your agent to do some networking within the real estate community and see if anyone has a pocket listing that you would like to see.

It's kind of like mining for diamonds, looking persistently in the right areas just might result in finding that gem you have been seeking.

*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).*

# Benefits to open concept floor plans

## Metro Creative

The way a home is designed can say a lot of things about it. In fact, many real estate professionals and contractors can determine when a home was built based on the design of its interior.

Open concept living rooms are one trend that might one day make people nostalgic for the early 21st century. Many of today's home buyers want homes with open concept floor plans, which can give homes a more spacious

feel, perhaps even creating the illusion that a home is bigger than it really is.

Home buyers who have never before enjoyed open concept floor plans can consider these benefits to these wildly popular layouts.

## ENTERTAINMENT

Many people who live in homes with open concept floor plans cite their convenience when entertaining as one of their biggest assets. In an open concept home, guests don't have to be

corralled into a single room in the home.

Instead, hosts and their guests can roam freely from room to room because there are no walls dividing common areas. This can make gatherings feel less cramped than in homes with more traditional floor plans.

## SAFETY

The safety of open concept floor plans may be most applicable to parents of young children. Open concept floor plans allow parents to keep

an eye on their children while cooking dinner, working from home or tending to other chores around the house.

Since there are no walls to divide rooms in open concept homes, parents don't have to wonder what their curious kids are up to because they can see them at all times.

## FLEXIBILITY

Open concept floor plans give homeowners more flexibility. For example, homes



METRO CREATIVE

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with more traditional floor plans may have designated spaces for dining areas. These spaces don't leave much room to work with

and may not be valued by homeowners who don't often host dinners at home. As a result, such rooms may just be wasted square footage.



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



**REDUCED** to \$415,000; 3 Bdrms, 2 baths, heated double garage, STEPS to Meadow & River & Tahoe Keys Beach & Harbor rights.



**REDUCED** to \$539,000. 3 Bdrms, 3 Baths, Family Rm. w/its OWN ENTRANCE & yard, double garage.



**OPEN HOUSE SAT. 12 - 4 PM**  
**TAHOE KEYS 2019 GARMISH** w/Lake access dock, **UPDATED** Kitchen & Baths & More! 4 Bdrms., 3 Baths, Double Garage \$899,000



**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.



**PRIME LOCATION** @ stoplight of Al 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
- Half Acre of Prime General Commercial Land ..... \$299,000
- Near Meadow; Ready to build lot in town; includes Allocation & most fees paid ..... \$150,000



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