



LakeTahoeCommunities.com

2019 REAL ESTATE REPORT

NORTH SHORE

-6%

VOLUME
\$407,089,338

-9%

UNITS
223

EAST SHORE

-11%

VOLUME
\$179,638,075

6%

UNITS
136

WEST SHORE

-26%

VOLUME
\$351,443,798

-7%

UNITS
310

SOUTH SHORE

13%

VOLUME
\$389,376,182

1%

UNITS
625

2019 Statistics through Year End

January 1st - December 31st % +/- 2019 vs 2018 units and volume.

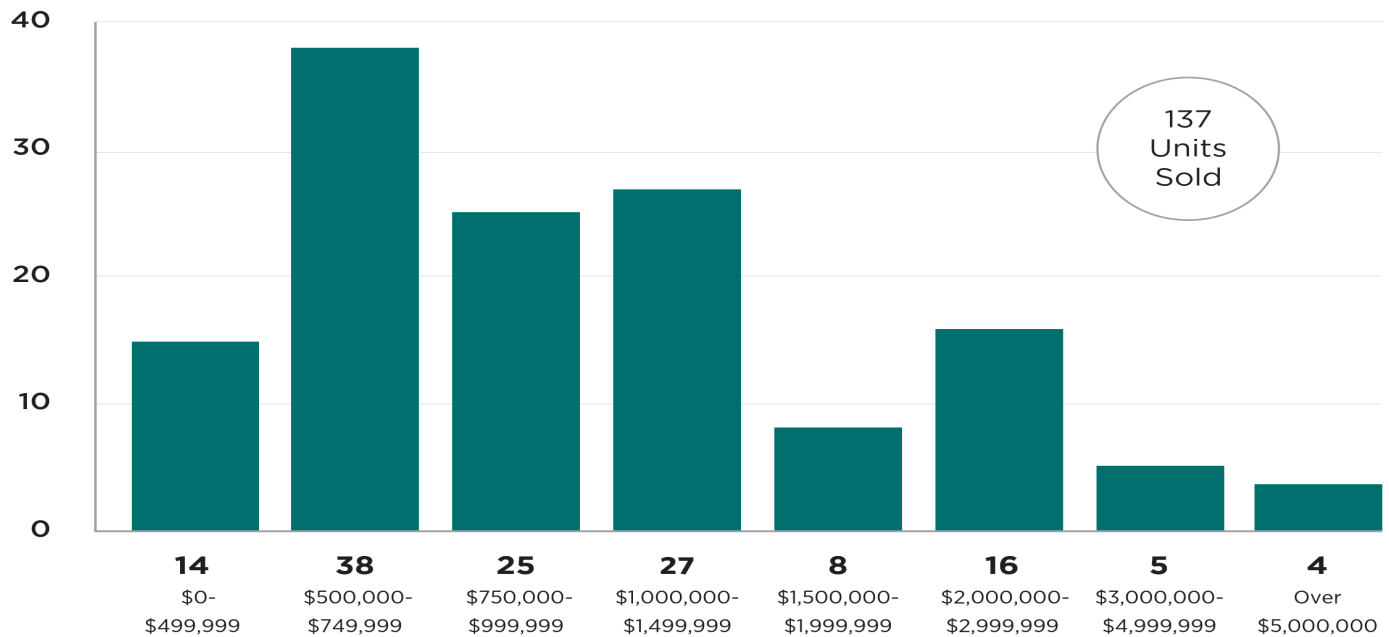
Information gathered from Incline Village, Tahoe Sierra, Sierra Nevada, NNMLS and South Lake Tahoe Board of Realtors MLS 12/31/2019.

If your property is currently listed, please do not consider this a solicitation.

CHASE
INTERNATIONAL
REAL ESTATE

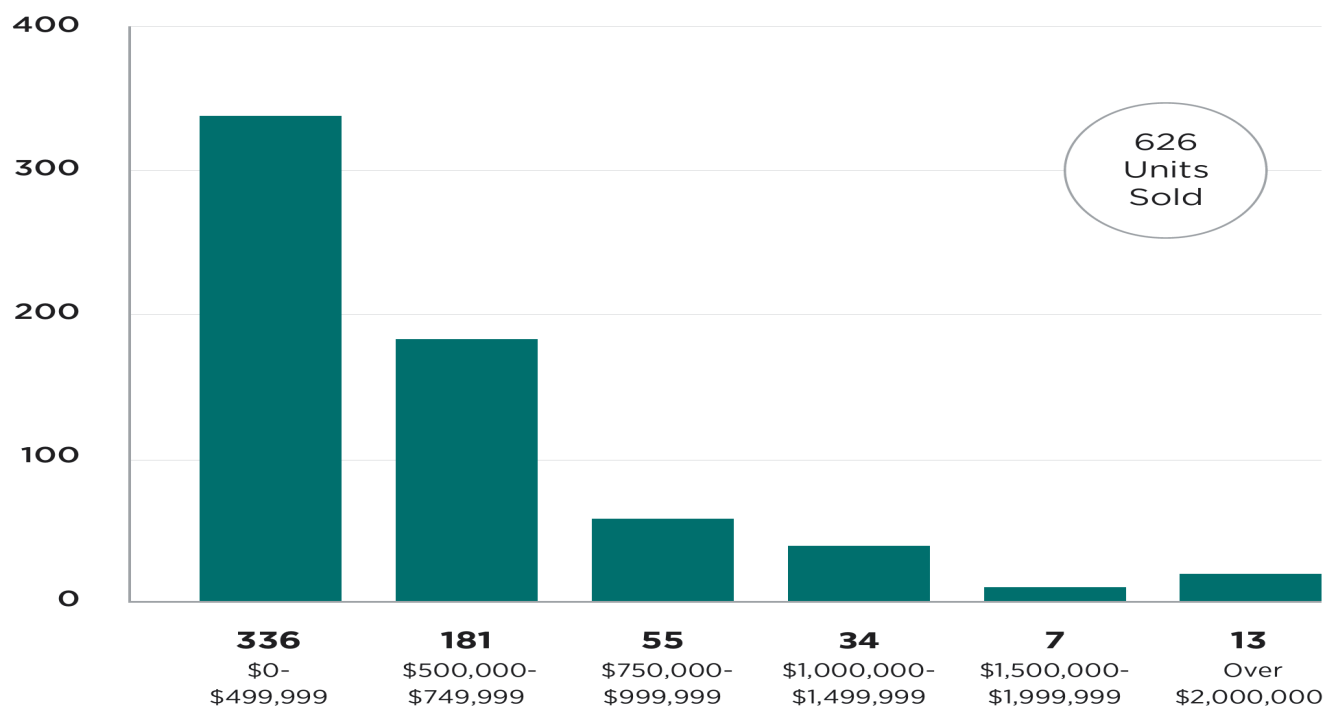
East Shore

2019 Year-End Statistics | January 1st - December 31st



South Shore

2019 Year-End Statistics | January 1st - December 31st





LakeTahoeCommunities.com

**“The Bednar and Young—Lake Tahoe Communities Team
has record breaking sales.”**

— Tahoe Daily Tribune

Dear Neighbor,

There is more to selling a home than putting it in the MLS and putting a sign in the yard...
in any type of market. There has to be a strategic and precise multi marketing plan in place.

Here are 8 Reasons to choose the Bednar-Young Team!

1. We help clients stage their homes and give recommendations to make it show off it's best features.
2. We hire a professional photographer for listing photos including a Property Aerial and Custom Aerial Cinematography Video of your home including an interaction 3D video. All of these are placed on the MLS, National Real Estate sites like [zillow.com](https://www.zillow.com) and [realtor.com](https://www.realtor.com).
3. We feature your home on our [LakeTahoeCommunities.com](https://www.LakeTahoeCommunities.com) web site and 17 Community web sites which have over 100 visits per day.
4. We will feature your home on the **Tahoe TV Real Estate show** that runs the entire month every day three times a day using our creative video showcasing your home and the area.
5. We run a weekly **Tahoe Tribune** ad on the backside cover page 2. The **Tribune** and **Tahoe TV** are our featured supporters for **LTC**.
6. We will feature your property on our 33 community **Facebook** pages with over 18K followers and reach an average of 200K people per month. Visit our main page at <https://www.facebook.com/LakeTahoeCommunities/>
7. We will feature your home once a quarter with our Direct Mail newsletter and postcards.
8. We collaborate with other Realtors both local and in areas where buyers are moving from, to find the right buyer for your home using our data base management program that targets markets outside of Tahoe.

NO other agents in Lake Tahoe does all of this to sell their clients home. Choose the Bednar-Young Team for results! For our latest testimonial please go to [LakeTahoeCommunities.com/testimonials/](https://www.LakeTahoeCommunities.com/testimonials/) to see why our clients have chosen our team.

Thank you for your business,

**Ken, Jana and Elliot
Bednar-Young LTC Team**



\$1 BILLION+

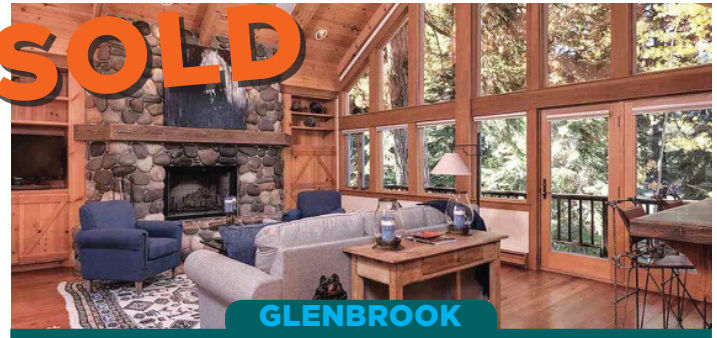
2019 LTC RESULTS



KINGSBURY

346 Barrett Drive \$690,000 SOLD January 2019

SOLD IN 8 DAYS! SELLER REPRESENTED



GLENBROOK

2187 Slaughter House Rd \$2,350,000 SOLD January 2019

BUYER REPRESENTED



KINGSBURY

164 Palisades \$1,600,000 SOLD May 2019

CONTRACTED IN 29 DAYS! SELLER REPRESENTED



LOGAN CREEK

1663 Logan Creek Drive \$1,450,000 SOLD June 2019

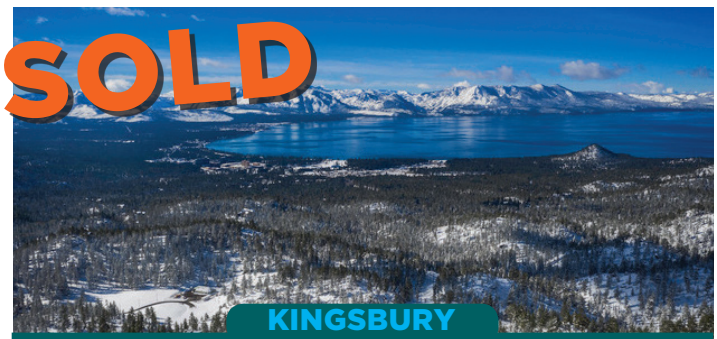
SELLER REPRESENTED



GENOA

2746 Eagle Ridge \$1,450,000 SOLD August 2019

CONTRACTED IN 2 DAYS! BUYER REPRESENTED



KINGSBURY

776 Bigler Court \$465,000 SOLD Sept 2019

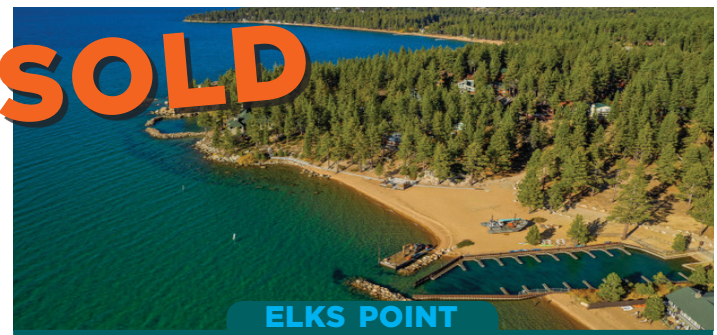
CLOSED IN 7 DAYS! BUYER REPRESENTED



ZEPHYR HEIGHTS

631 Don Drive \$800,000 SOLD September 2019

SELLER REPRESENTED



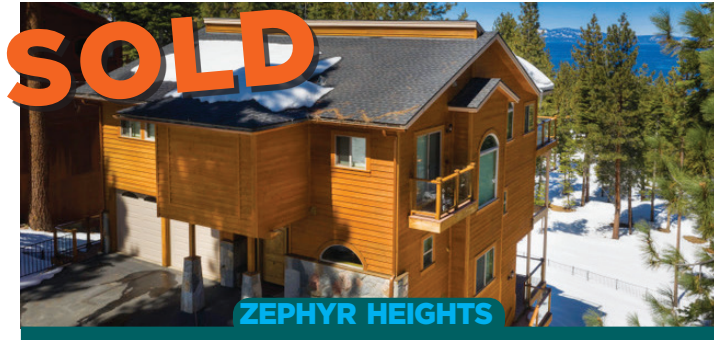
ELKS POINT

443 Lakeview Ave \$1,425,000 SOLD October 2019

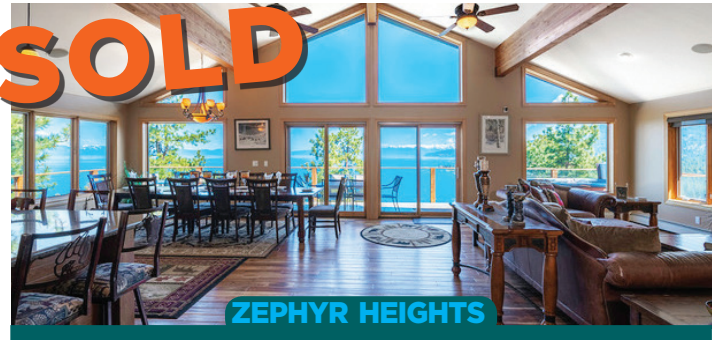
CLOSED IN 17 DAYS! BUYER REPRESENTED

National Sales and Marketing Experience

\$17,211,000 CLOSED VOLUME



220 Sleepy Hollow \$2,050,000 SOLD April 2019
BUYER REPRESENTED



634 Zephyr Heights \$2,115,000 SOLD May 2019
BUYER REPRESENTED



769 North Bowl \$599,000 SOLD June 2019
BUYER REPRESENTED



464 Lakeland Village \$749,000 SOLD July 2019
CONTRACTED IN 16 DAYS! BUYER REPRESENTED



738 Tina Court \$441,000 SOLD Sept 2019
CONTRACTED IN 31 DAYS! SELLER REPRESENTED



421 Maryanne \$500,000 SOLD September 2019
SELLER REPRESENTED



200 Ponderosa \$135,000 SOLD November 2019
BUYER & SELLER REPRESENTED



720 Tina Court \$257,000 SOLD Dec 2019
CLOSED IN 30 DAYS! SELLER REPRESENTED

LakeTahoeCommunities.com

FEATURED LISTINGS

List your home with a
NATIONAL EXPERIENCED REAL ESTATE TEAM AND GET RESULTS!
List your home with a friend and get a sign in your YARD.



GRANITE SPRINGS

122 Desni Court | Offered for \$2,700,000

THE ULTIMATE TAHOE MOUNTAIN CRAFTSMAN HOME

This 6,500 square foot lodge home is the ultimate family compound and vacation rental with proven nightly rates over \$1,500 per night. With details from a Manchester two-story grand water feature entry to the ultimate 6-car garage to the perfect location.



KINGSBURY



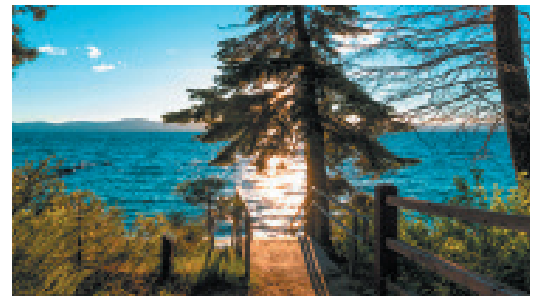
396 Sherwood Drive | Offered for \$1,549,900

SUNSET SHOWS DAILY FROM THIS TAHOE CEDAR LODGE

Spacious, classic mountain home with magnificent views of Lake Tahoe would make for the perfect family compound or vacation rental. Updated kitchen with granite countertops, walk-in pantry and new appliances throughout and a 1,800 square foot entertainer's deck.



GLENBROOK



1280 Lincoln Park | Offered for \$1,499,000

PROVEN NEVADA VACATION RENTAL OR SECOND HOME

2018 Gross Income \$69K - 2019 Gross Income over \$80K with owner use of 223 days! Only steps to the beach and 2010 newer construction Glenbrook, Nevada vacation rental is sold turn key with established rental income.

**COMING
THIS SPRING**



SOUTH LAKE TAHOE



3535 Lake Tahoe Boulevard | Offered for \$995,000

PROVEN CALIFORNIA VACATION RENTAL AND SECOND HOME

MEASURE T APPROVED Lake view Vacation Rental on the beach in South Lake Tahoe located only steps from the beach and pier. Desirable Lakeland Village boasts a magical sandy private beach. Also steps to shopping and restaurants.

PENDING



KINGSBURY



337 Barton Court | Offered for \$849,000

MOUNTAIN VIEWS IN ALL DIRECTIONS

This Nevada home has what most are looking for in a Tahoe vacation home. Endless views from three expansive decks, level access to the main floor open living area and one of the premium cul-de-sac homesites on the mountain. Complete with middle level master, entertainment room with full bar, gym and a dry sauna on the bottom floor.



ZEPHYR COVE



15 Graystone Way | Offered for \$1,090,000

LOOKING FOR PRIVACY?

Enter the beautifully landscaped private road to this updated cottage in Zephyr Cove, Nevada. One of only a handful of properties on the East Shore located on such a coveted setting. Spacious formal living room with river rock fireplace.

**COMING
THIS SPRING**



SNUG HARBOR



179 Mason Court | Offered for \$1,490,000

PRIVATE BEACH

This East Shore, Nevada home is in the exclusive area of Snug Harbor. Direct walking deeded access to a private beach shared by only 3 homes. Beautiful lake views and sunsets that allows for breathtaking memories you will cherish for a lifetime.

LTC Seller Testimonial



As a realtor in California for nearly 20 years, I am a tough critic. Rarely, if ever, have I come across professionals like the LTC Team who truly go beyond the extra mile for their clients. I was introduced to them by a client here in the Bay Area, and knew the moment I met them they were the agents to represent me in the sale of our long time family home in Stateline, an emotional journey to say the least. Their assistance in preparing our home for sale was invaluable, and their marketing plan and extensive relationships in the Tahoe community was very impressive. **The LTC Team embraced the challenge and delivered an outcome that exceeded my somewhat outrageous expectations, delivering the perfect cash buyer after only 8 days on the market.** If you are looking for stellar representation in Lake Tahoe, there isn't a better choice."

Karen Gartz, Kingsbury

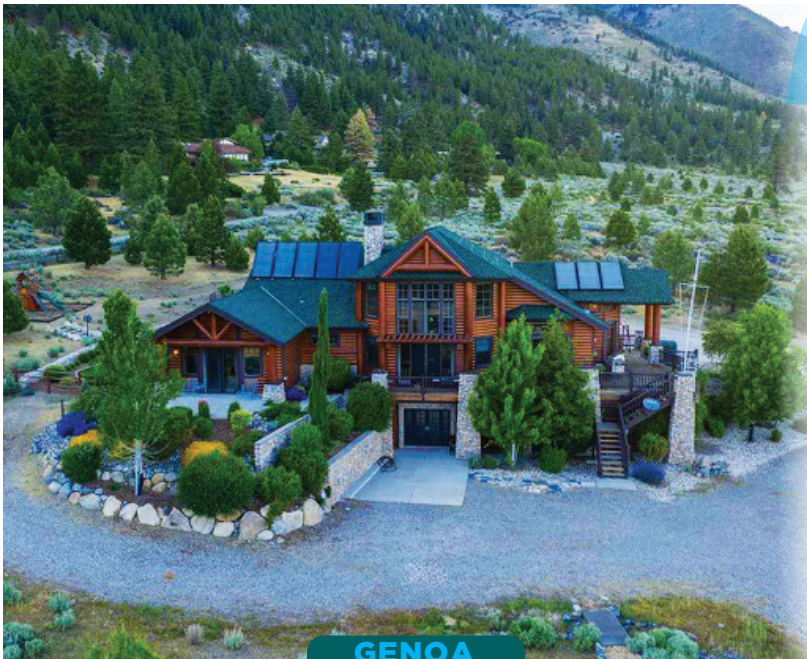
Realtor, Compass SF Bay Area

SOLD IN 8 DAYS

KINGSBURY

346 Barrett | Sold for \$690,000
PROUDLY REPRESENTED THE SELLER

LTC Buyer Testimonial



Ken, Jana and the LTC team truly went above and beyond for us in our 15 month search for a home near the lake, during which we changed our minds several times about what we wanted and where. Unfailingly cheerful, professional and patient during this extended search, they found us not one but two rentals to live in while we looked. When we finally found our dream home, they were thorough, always responsive, and inspired us with confidence that we had covered all our bases getting us to a close of escrow.

They are deeply knowledgeable about the Tahoe area and their clients benefit from this not only in their real estate search but also from their contacts in helping get established in a new place. We could not have wished for a better experience."

— Piers and Eleanor Whitehead

CONTRACTED IN 2 DAYS

GENOA

2476 Eagle Ridge | Sold for \$1,450,000
PROUDLY REPRESENTED THE BUYER

Tahoe's Nationally Experienced Real Estate Team with Over \$1 Billion in sales!

Here are just a few of the 2019 examples of our record success:

- **Elks Point, Zephyr Cove Nevada 443 Lakeview**-The highest priced off-water home sold per square foot on the East Shore for 2019. \$1,401 per sq/ft. Buyer represented.
- **Zephyr Heights, Zephyr Cove, Nevada 634 Zephyr Heights Drive**-The 2nd most expensive Zephyr Heights home sold in 2019. \$2,115,000. Buyer represented.
- **Zephyr Heights, Zephyr Cove, Nevada 220 Sleppy Hollow Drive**-The 3rd most expensive Zephyr Heights home sold in 2019. \$2,050,000. Buyer represented.
- **Zephyr Heights, Zephyr Cove, Nevada 631 Don Drive**-The highest priced off-water home sold per square foot in Zephyr Heights for 2019. \$522 per sq/ft. Seller represented.
- **Logan Creek, Glenbrook Nevada 1663 Logan Creek Drive**-The second highest priced home sold in Logan Creek per square foot in 2019. \$610 per sq/ft. Seller represented.
- **Mid-Kingsbury, Stateline Nevada 164 Palisades Drive**-The second highest priced Mid-Kingsbury home in 2019. \$1,600,000. Seller represented.

“people are talking. . .

Lake Tahoe Communities has created a 1st in Lake Tahoe real estate. A community based information source that is perfect for the real estate industry. This complimentary resource will provide buyers and sellers better market insight and help them better understand the Tahoe market and individual communities. A listing with Lake Tahoe Communities gives your property or search a big advantage over other more traditional approaches via cutting edge metrics, visuals and market insight that will deliver results to both buyers and sellers.”

Peter Loughlin

GENERAL MANAGER
LAKE TAHOE TV & OUTSIDE TV LAKE TAHOE



Lake Tahoe Communities
P.O. Box 313
Zephyr Cove, Nevada 89448



2019 Results \$32,001,900 *in closed/pending, current and pocket listings.*

Marketing and Teamwork Makes the Difference.

If you are considering listing your home let our National Real Estate Marketing Experience work for you! This is our Marketing outline for EVERY listing we feature.

- *Tahoe Daily Tribune*
- *Digital Tribune*
- *The Tahoe Real Estate Show* DAILY
- *Tahoe Outdoor TV* COMMERCIALS DAILY
- *Facebook* WEEKLY REACH OVER 40K WITH 18K FOLLOWERS
- *Google*
- *YouTube*
- *Direct Mail*
- *Zillow.com and Realtor.com*
- *Mont Bleu Hotel Check-In Packet*
- *17 Lake Tahoe Communities Websites*
- *MayfairInternationalRealty.com*

Let our team design a professional marketing campaign around your home TODAY!

Call us if you want a different approach to selling your Tahoe home.



KEN & JANA

ELLIOT

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CHASE
INTERNATIONAL
LUXURY LEADER

List your home and get RESULTS! LakeTahoeCommunities.com

18,000+
FOLLOWERS ON

