



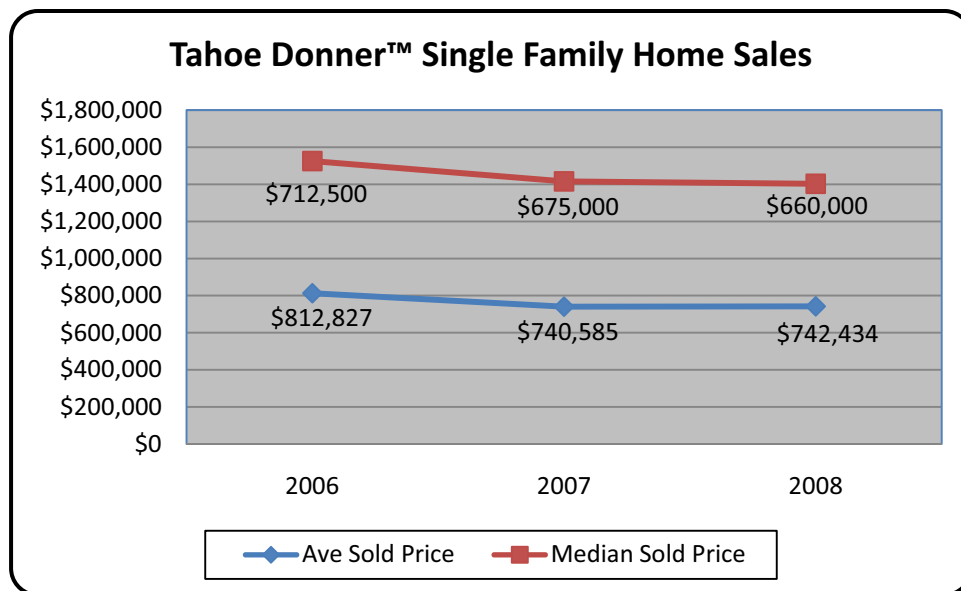
TAHOE DONNER™ – TRUCKEE UPDATE, YEAR 2008 IN REVIEW

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Tahoe Donner™ Single Family Home Sales for 2008

All data from Tahoe Sierra Board of Realtors MLS - Data is deemed reliable but not guaranteed.

Single family homes	Quantity	Average sold price	Median sold price	Price range	Ave Days on market
2007	177	\$740,584	\$699,500	\$330,000 - \$2,465,000	101
2008	193	\$742,434	\$660,000	\$249,000 - \$1,850,000	105



Tahoe Donner™ Single Family Home Sales

Compared too many National markets we read about the 2008 Tahoe Donner™ single family home market has performed well this past year with savvy buyers taking advantage of significant price reductions in the higher priced home market and the lower priced homes pretty much holding their own.

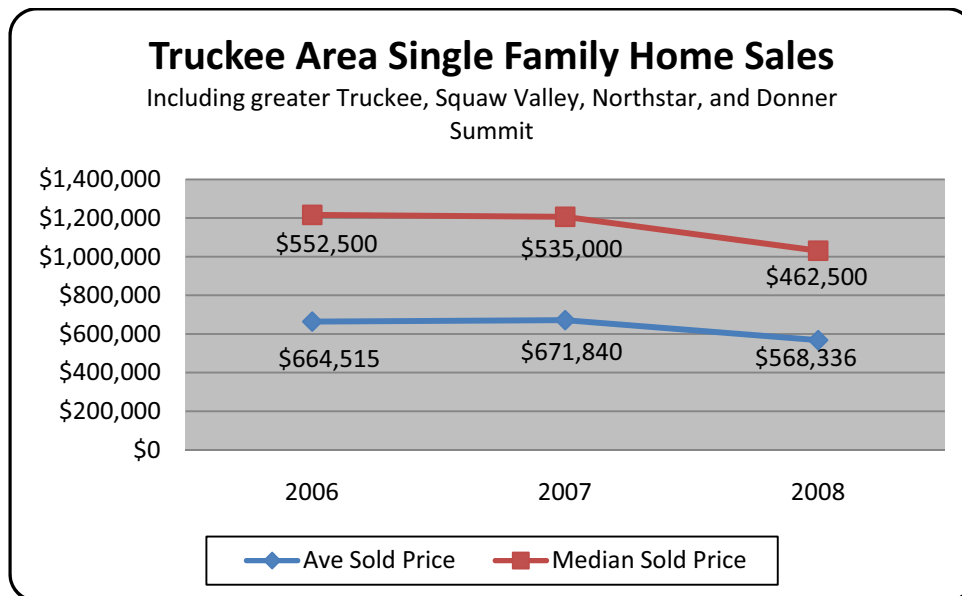
As of today (1/13/2009) there are 120 homes available which, based upon 193 total sales in 2008, represents a comparatively healthy absorption rate of approximately 7.5 months. Cash buyers have a good selection of homes at most price points and sellers are conditioned to the changing market as demonstrated by 65 of last year's homes selling between 70% - 89% of the original asking price, 106 homes selling at 90% - 99% of that price. 15 sold at asking and 7 sold above original asking price. The overall average sold price was 91% of asking price.

Buyers who wish to finance have a unique opportunity in that mortgage rates continue to be at historically low levels coupled with the seller's willingness to negotiate. While requirements have tightened loans are available.

Truckee Area* Single Family Home Sales for 2008

Single family homes	Quantity	Average sold price	Median sold price	Price range	Ave Days on market
2007	241	\$805,197	\$595,000	\$199,000 - \$5,050,000	130
2008	198	\$758,254	\$497,500	\$220,000 - \$5,500,000	131

*Tahoe Donner excluded.



The Greater Truckee area appears to not have fared as well as Tahoe Donner™ as seen by the 15% decline in the average home price in Truckee vs. the 2.5% increase within the confines of Tahoe Donner.

We can see a more definitive answer to this when detailed sales data is broken down by area. This data will be available on the web site in approximately 2 weeks.

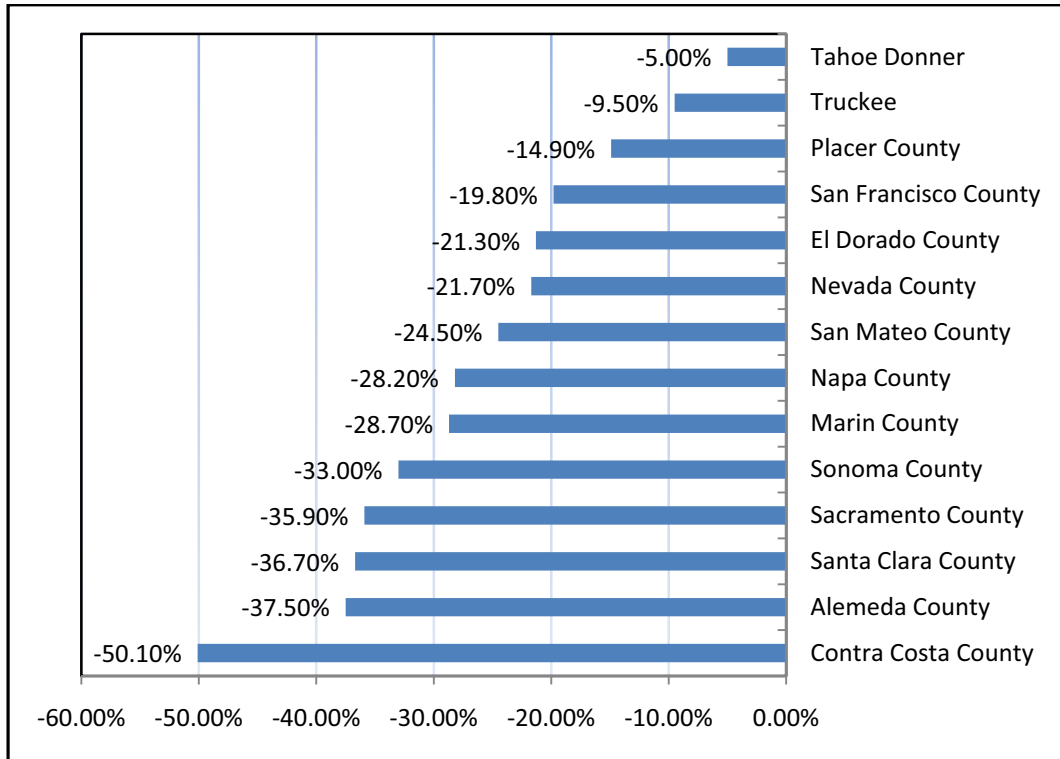
Sales data for other neighborhoods and for condos or lots is available by request. Send an email to pete@tdhomes.com stating the neighborhood(s) and types of real estate of interest.

How Do the Tahoe Donner and Truckee Markets Compare With Other Areas of the State? (See the chart on next page)

The California Association of Realtors (CAR) compiled year 2007 vs. year 2008 data listing the *median sold price of homes and condos* for all counties and many towns within California. I have compiled a chart using this data to show the percentage gain or loss in median home sales price for the major counties where our client base resides. I have included the Town of Truckee from that same data base. The Tahoe Donner data was compiled from the Tahoe Sierra Board of Realtors MLS using the same criteria used by CAR.

Except for the Tahoe Donner data, median home price comparisons contained in the following

chart were generated from DataQuick Information Systems. The statistics are derived from all types of home sales -- new and existing, condos and single-family. Movements in sales prices should not be interpreted as changes in the cost of a standard home. Median prices can be influenced by changes in cost, as well as changes in the characteristics and size of homes sold.



**Percentage change in the median sold price of homes and condos
- November 2007 vs. November 2008 -**

What's New on WWW.TDHomes.com?
(AKA www.TahoeDonnerHomes.com)

We are continuing our work to bring you the most useful web site featuring Tahoe Donner™ real estate.

Links to the following recent additions may be found on the home page of www.tdhomes.com.

North Woods Group partner David Wright's newsletter in which he discusses his view of current market conditions with Tahoe Donner™.

Weekly postings of new listings that will be featured on the Realtor's Tour.

Tahoe Donner™ 2008 Sold Price Analysis.

A posting of weekly events sponsored by Tahoe Donner™.

Links to multiple weather cams and weather reports.

And we continue to bring you changing information such as:

The monthly Market Snapshot – previous month's market data from the Tahoe Donner MLS.

Weekly mortgage rates from O'Dette Mortgage Group.

And our Featured Home – Listings of The North Woods Group.

These links may change weekly or monthly dependent upon the availability of information. New links may always be found in the right and left field of the home page at www.tdhomes.com.

We welcome any suggestions you may have that will make www.tdhomes.com of greater value to you the user. Please send suggestions or comments to pete@tdhomes.com.

**Think of The North Woods Group when you are ready to plan
the purchase of your vacation home**

We want to hear from you – we can help you plan to buy your vacation home this week, next month, or next year

We want you to enjoy your new home - We can help you plan your purchase so you select the best home for your family.

We believe in service after the sale - whether you require our service 6 weeks, 6 months, or 6 years after the close of escrow, we're here for you.

We are real estate professionals that have lived and worked in the Truckee/ Lake Tahoe area for decades.

We work together as a team to best serve our clients. By supporting one another we ensure that our clients will never be without the local support of a competent and professional Realtor.

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