

Mountain Views

A Boice Countryside, Realtors Quarterly

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Snowshoeing In Tahoe Donner

Have you ever been snowshoeing?

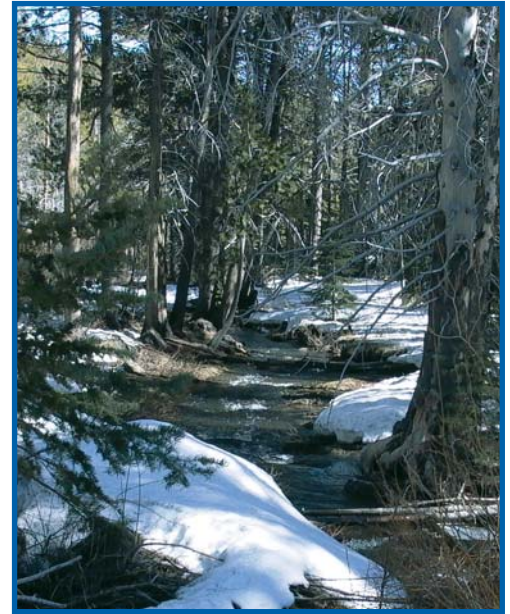
If you haven't, you should get yourself a pair, strap 'em on, and go.

Snowshoeing is as easy as it gets. If you can walk, you can snowshoe. It's a little more of a workout, as you have to lift your feet a little higher, but wow! What an exhilarating feeling!

As a means of recreation, it's a sport that is less expensive than most other winter sports, such as snowboarding, downhill/cross-country skiing, and snowmobiling. You can get shoes and poles for under \$100 at most sporting-goods stores like REI, Sierra Trading Post, and Copeland's Sports, and you can use regular snow boots, like Sorels or Columbias, for walking gear. In addition, it's not a dangerous sporting activity that requires helmets or other protective gear. Just dress warm, bring water and a granola bar for energy, and you're all set.

Another great benefit of snowshoeing is that you can grab your dog and enjoy the peaceful serenity of the mountains with friends and family, without the crowds or intrusions. You can make your own trails and discover secret spots that you wouldn't find on a groomed ski hill. It really is a fantastic way to take advantage of the pristine beauty of the Sierras, right out your back door. And you don't even realize that you're exercising because you're so distracted by the beautiful surroundings and views.

Living in Tahoe Donner, access to terrain is limitless. If you want to stay in the subdivision, the cross-country ski area offers two trails dedicated solely to snowshoeing. One trail is 1.5 km long and the other is 2.5 km, so you won't be lacking for space to roam. Tahoe Donner also has a great trail system throughout the community, winding around within the Northwoods circle.



The Tahoe Donner Trout Creek

If getting out into the thick of it is your goal, there are several places nearby:

- Carpenter Valley Road - take Alder Creek Rd. towards Hwy 89N, out of Tahoe Donner, just ½ mile or so past Tahoe Donner campground, the road is on the left.
- Martis Valley - take 267 heading to Northstar, take a right ½ mile from Airport.
- Castle Peak - head West on I-80, take Boreal exit, take right at stop sign, park.
- Donner Lake Park - enter park entrance at East end of Donner Lake, park in lot.

Snowshoeing is an amazingly enjoyable sport that offers decent exercise and access to the endless beauty of nature. Living in Tahoe Donner, there is no reason you shouldn't get out there and enjoy this form of recreation that is great fun for the whole group.

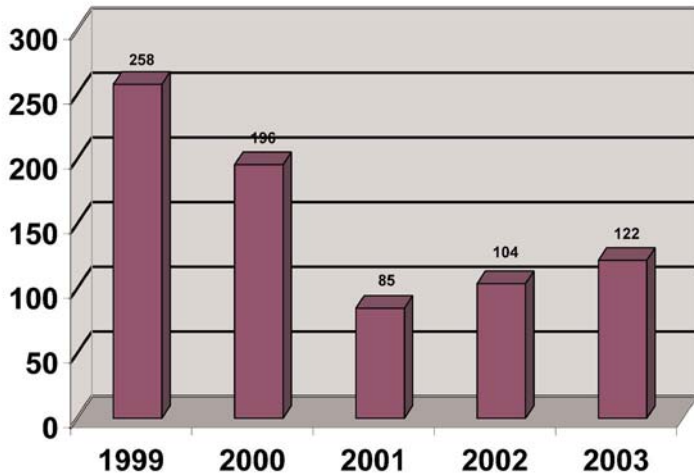


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Market Overview 4Q2003

New Home Construction in Tahoe Donner



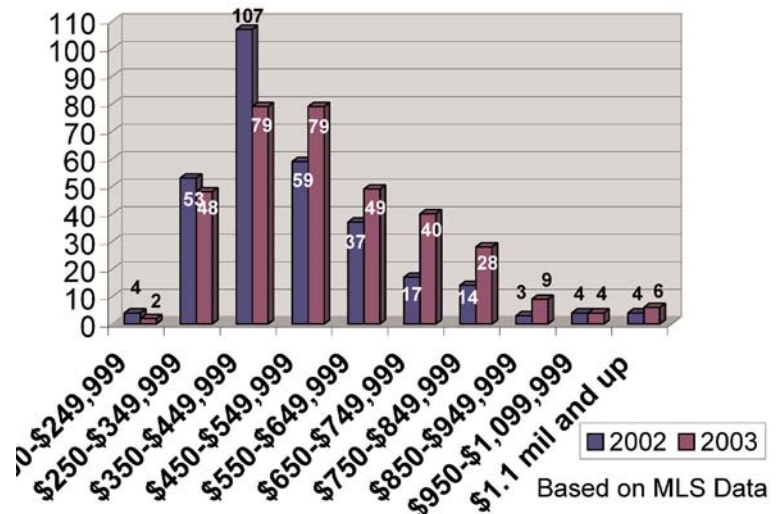
Figures represent number of single family home plan submittals to Tahoe Donner Architectural Standards Office

When we look back at Tahoe Donner's continued growth over the past few years, it is hard to find a development that can challenge its track record. The amenities it offers, combined with its close proximity to top recreational areas, continue to reflect increased property values, and it doesn't look to slow down any time soon.

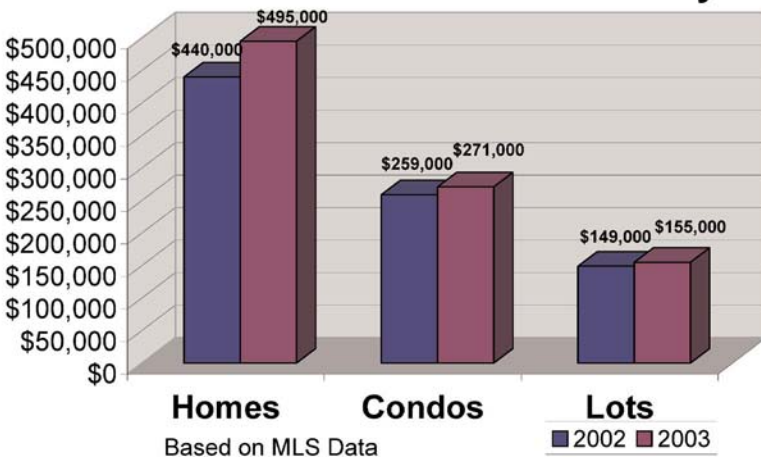
The increase in new construction submittals for single family residences - an increase of 17% from 2002 - is a positive sign that Tahoe Donner is still in big demand for builders and new homeowners.

Over the past year, the number of single family home sales has taken a positive turn as well - up 14% from last year. An important aspect to note is that while sales of homes in the lower \$200,000-\$449,000 price range accounted for the majority of the sales in 2002 (54%), the middle to higher ranges - from \$450,000- \$950,000 - accounted for 60% of sales this past year!!

Home Sales by Price Range



Tahoe Donner Sales Summary



This continued increase in median sales prices was true for all property types. Single family residences saw an impressive 12.5% increase in median price, up from \$440,000 to \$495,000. The median sales price for condos reflects a 4.5% increase in 2003, up from \$259,000 to \$271,000, and there has been an almost 4% increase in the median sales price of lots, up to \$155,000 in 2003. One thing's for certain, Tahoe Donner property owners can feel confident of their investment in this solid real estate market.

Whether you're looking to quickly sell your cabin for top dollar or to purchase the mountain home of your dreams, Boice Countryside, Realtors is Tahoe Donner's most experienced and trusted real estate source. Call us and discover for yourself what Tahoe Donner has to offer.

Selling Strategy

Arm Yourself With The Right Agent

Now that you've listed your home and you're going through the escrow process, there are some important items to take care of before the close of escrow to make things easier for all parties.



Repair Requests and Contingencies

If you've had a pre-inspection on the house and taken care of any obvious "fix-it" items as we recommended in our article, there shouldn't be any surprise repair requests. Buyers are usually willing to take monetary compensation for most minor repairs, but be sure both parties are being fair in the process. Heed the advice of your Realtor. They know the true value of any repair items and can help you stay on track.

Coordinate Your Dates

Now that the close of escrow is drawing near, it would be wise to notify your utility companies of any name or address changes, as well as the last

date of service. Some companies require copies of pertinent documentation or request that the new owner personally call and set up the new account, and these requirements can take a couple of days to satisfy. In addition, depending on the time of year, some moving and cleaning companies may be several days out on their schedules, so it is always good to call as soon as possible to schedule those appointments.

Minimize Before the Move

Moving can be a stressful time, but it can also be a great opportunity to do a little "spring" cleaning. Weed out those rarely used items and consider donating them to charities or other non-profit organizations in your area. If you aren't able to donate everything, think about holding a moving sale. This is a great way to get rid of unwanted items and make a little money as well.

Once you know what will be going with you, take an inventory of all of your big-ticket items. If you have expensive artwork or a delicate furniture piece, you should take photos of these pieces as

documentation in case anything gets damaged in the move. Also, we recommend you check your homeowner's policy to see if possessions will be covered in the move process. Your moving company may have a form of insurance that you can purchase as well.



A knowledgeable Realtor is crucial to all aspects of selling a home, especially the final stages. Be sure to rely on the advice and assistance your Realtor can provide you - that's what they're there for! Give us a call - we're Realtors you can count on.



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New Developments in Truckee

Spotlight on The Village at Northstar



Promising to be a destination for generations, the latest development to set its sights on Truckee is the Village at Northstar. Located at the base of the popular ski resort, Phase 1 of the project is slated to kick off in May 2004, with completion estimated for Christmas 2005. The project plans for approximately 213 luxury residences, ranging from 1 BR/1 BA, 800 sq. ft. condominiums to 4 BR/4BA + den condominiums that offer 2100+ square feet of living space, with prices starting from the mid-\$500,000's.

Created by East West Partners, one of the visionaries behind Beaver Creek resort in Colorado, The Village at Northstar will be THE place to stay and play, featuring shops, restaurants, cafes, a brew pub, and a year-round, outdoor skating rink in the middle of all the action. With its convenient ski-in/ski-out design, owning a piece of the Village will allow you more time on the mountain with less hassle to get there. In addition, underground parking is planned beneath the Village so you won't have to worry about congestion or traffic within the resort.

The design and construction of the project will feature environmentally-friendly materials throughout the luxurious, world-class resort. All condominiums offer a one-of-a-kind location with easy access to the adjacent ski lifts and village activities. Thoughtfully laid out floor plans take full advantage of the location and provide maximum comfort, with rich finishes, gourmet appliances, stone

fireplaces and oversized windows designed to bring the outside in.

The Village at Northstar promises to be like no other project in the Tahoe Basin. Owners will have the opportunity to join the Tahoe Mountain Club, which provides additional access to a club lounge and ski valet service in the new Village, priority access to Schaffer's Camp, a new ski-in/ski-out restaurant to be built up on the mountain, access to three championship golf courses in Truckee, and priority reservations at Wild Goose, a restaurant on Lake Tahoe.

The Village at Northstar is certain to become the family destination that offers something for all ages. Priority reservations are now being offered which provides early selection and preferred pricing at a grand opening Sales Event scheduled for late March. Give us a call to learn more.

For more information on this and other new developments, be sure to contact us at (800) 545-7955 or at www.boice.com.

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Please contact me:

- I'm thinking of selling my Truckee area property and I'd like a Free Market Analysis
- I'm not interested in selling now, but I'd like to get periodic sales information sent to me.
- I'm interested in purchasing a home in the Truckee area, and I would like a list of available properties.
- I'd like a package sent to me about the Tahoe Mountain Club Developments.

Email: _____

Phone Number: _____