

Single family home sales remain the standout, as they have consistently for the last year plus. We are going to surpass the number of homes sold in 2007 by year-end - at least in Tahoe Donner - while the same cannot be said of our languishing local community sub-markets. Inventory peaked significantly earlier than normal this year in Tahoe Donner with 181 unsold homes at the end of August, due to the lack of "spec" home construction, the bulk of which typically comes online in the Autumn. Thankfully, home inventory has remained historically low throughout the year, and we have not seen an increase in unsold condominium or lot inventory, but sales in these categories remain stubbornly soft, as anticipated, and are likely to remain so for the foreseeable future...

Some fortunate Sellers simultaneously became Buyers by taking advantage of current market conditions, and leveraging up to better located or larger properties. There are definitely more Buyers out there, but many will likely remain on the sidelines until they have greater confidence in the future of the economy, and the imminent election is concluded.



David Hipkins

Once again this is proving to be a year where realistic Sellers have been successful, especially those who agreed to anticipate market trends, rather than just follow them. These times more than ever call for looking ahead, rather than in the rear view mirror. Unsurprisingly, everything has had to be "right" to entice our sophisticated Buyers to get off the fence - the successful Sellers were those who were priced accurately "out the gate", and were wise enough to have bought well located properties with reasonable driveways, and to have kept their properties well maintained and up-to-date. This will not change for a while to come. "Wish" and "need" based pricing will continue to go unrewarded.

I have 24 years experience in the Tahoe-Truckee market. Call me for customized data and reports, if you have questions about how to successfully buy or sell up here, or about construction in the High Sierra.

Property Owners - A reminder that it's **time to close crawlspace and foundation vents** if it's part of your Winterizing routine, and even **more important** to remember to open them by late Spring...

The data below can be viewed in graph format on the next page - for clarification of local market trends, call me. I am generally available seven days a week, and my licensed assistant, Jessica DeClercq, can be contacted at 530-550 5152.

TAHOE DONNER (bellwether for Greater Truckee) Year-End & 2008 3rd Quarter Activity Snapshots & Trends

SINGLE FAMILY HOMES

Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	30	23	378	\$624.3k	\$589.0k
2005	79	13	258	\$811.9k ▲ 30% from prior year	\$765.0k ▲ 30%
2006	84	12	179	\$817.9k ▲ 1%	\$710.0k ▼ 7%
2007	117	7	177	\$740.6k ▼ 9%	\$675.0k ▼ 5%
Q3 08	155	39	YTD▶ 141	\$757.9k ▲ 2%YTD	\$664.5k ▼ 2%
(Q307)	167	25	127	\$715.0k	\$670.0k

CONDOMINIUMS

Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	1	5	75	\$352.2k	\$360.0k
2005	14	3	61	\$413.7k ▲ 18% from prior year	\$445.0k ▲ 24%
2006	34	1	30	\$432.5k ▲ 5%	\$419.9k ▼ 6%
2007	31	0	32	\$372.8k ▼ 14%	\$414.5k ▼ 1%
Q3 08	27	4	YTD▶ 14	\$368.0k ▼ 1% YTD	\$382.0k ▼ 1%
(Q307)	40	2	21	\$408.3k	\$450.0k

LOTS

Year End	Unsold▶	In Escrow▶	Sold▶	AvgSoldPrice	Median
2004	8	8	127	\$203.8k	\$198.5k
2005	36	3	68	\$341.3k ▲ 68% from prior year	\$327.0k ▲ 65%
2006	46	3	38	\$353.3k ▲ 4%	\$335.0k ▲ 2%
2007	44	2	23	\$282.8k ▼ 20%	\$285.0k ▼ 15%
Q3 08	71	0	YTD▶ 13	\$267.9k ▼ 5% YTD	\$300.0k ▲ 5%
(Q307)	71	1	22	\$279.8k	\$284.0k

DATA SOURCE: Tahoe Sierra Board of Realtors MLS - Data is deemed reliable but not guaranteed.

All of the latest Greater Truckee/Donner/Tahoe MLS Listings are available to you at www.davidhipkins.com

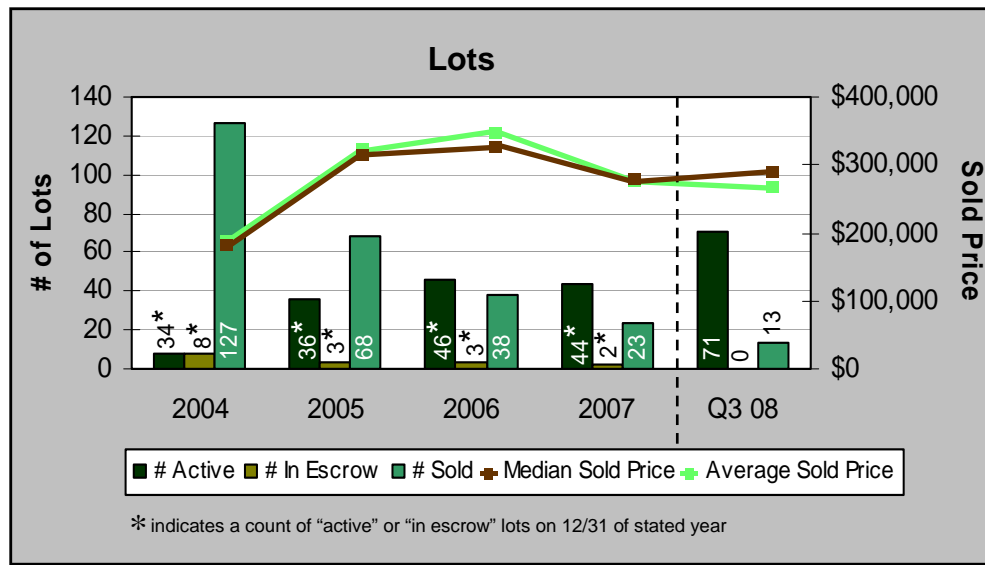
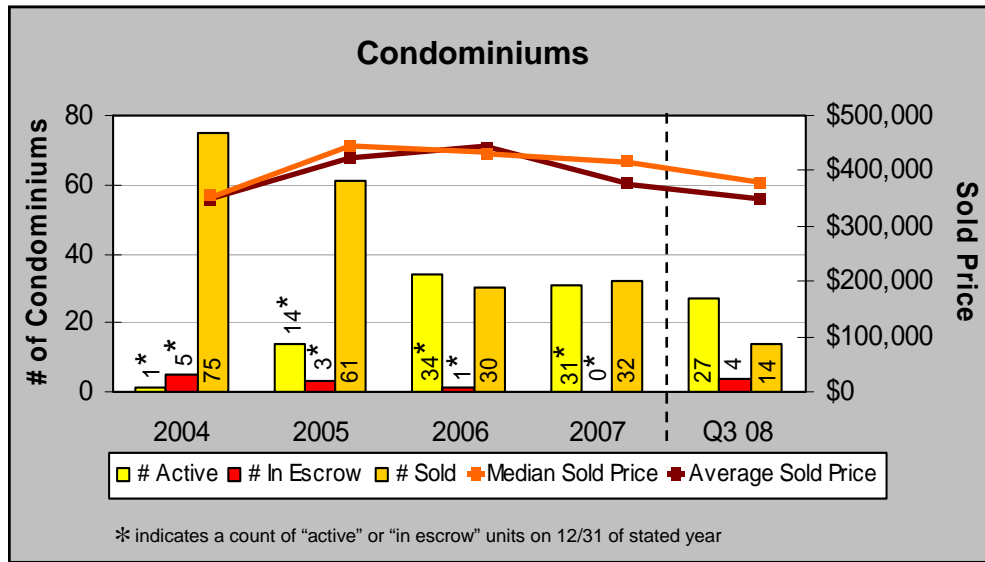
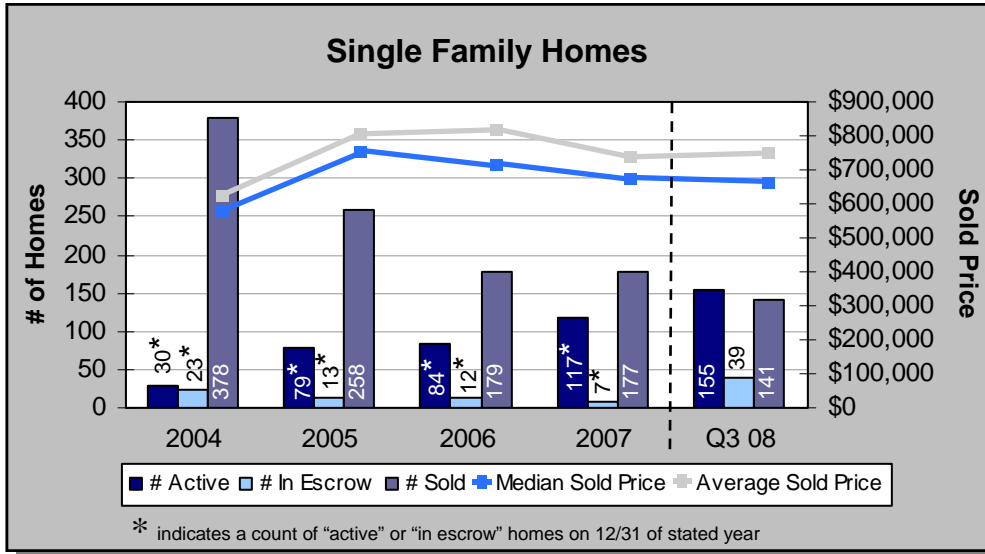
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Tahoe Donner® Year-End & 2008 3rd Quarter Activity Snapshots & Trends*

*Tahoe Donner, consisting of about 6,000 properties, is chosen as an indicator for the Greater Truckee market as it historically generates over 50% of dollar volume and over 50% of unit sales annually. Note that in a community of about 5,000 homes, the percentage of available properties is remarkably low.



DATA SOURCE: Tahoe Sierra Board of Realtors MLS—Data is deemed reliable but not guaranteed. All of the latest Greater Truckee/Donner MLS Listings are available to you at www.MountainRealtors.com