



From Don & Deborah

**FOR IMMEDIATE RELEASE: February 12, 2010  
(RESIDENTIAL RESALE STATISTICS January 2010)**

January shows decreased activity, median price remains higher than year ago, a seasonally normal decrease in home sales signaled the open of the 2010 Sacramento real estate market.

The 1,159 home sales in January are a 29.7% decrease from the 1,648 sales of December. The trend continued year-to-year, showing a 24.8% decrease from the 1,542 sales of January 2009. The winter months affected the distribution of types of sales, with bank-owned properties making up 44.4% of the 1,159 sales. This is up 3.7% from the previous month. Short sales decreased by .9% (to 23.6% of sales) and conventional sales dropped by 3.4% (32% of sales). Many homeowners take their properties off the market during slow winter months while bank-owned and short sale properties remain to maximize activity.

The current median sales price of \$170,000 is .6% higher than the \$169,000 median price of January 2009. Month-to-month, the median price dropped 9.3% from \$187,500, likely reflective of the many REO and short sale properties remaining on the market. According to the January MLS summary, nearly 31% of all homes sold were between \$120,000 - \$179,999, while 26.8% sold for \$200,000 - \$249,999.

“Inventory for buyers is lower than the numbers indicate, because homes listed as active short sale contingent aren’t really available,” Barbara Harsch, SAR President, commented. Active Short Sale Contingent properties are short sale properties on which initial offers have been made. SAR is now breaking out “Active Short Sale Contingent” in the listing inventory. When split from the total number, these properties number 2,224, making up 41.3% of all “active” listings. The total listing inventory decreased slightly (.8%) month-to-month from 5,425 to 5,379. This is a 9.4% decrease from the 5,935 listing inventory of January 2009.

The Housing Market Supply figure increased 39.4% month from 3.3 to 4.6 Months. This figure is 21.8% below the Housing Market Supply figure of January 2009. This figure represents the amount of time – in months – it would take to deplete the total listing inventory given the current rate of sales. According to MetroList® MLS data, the average home spent 54 days on market (from the time it was listed to the time escrow was opened) and was 1,657 square feet. Of the 1,159 sales this month, 125 (10.7%) had 2 bedrooms or fewer, 601 (51.8%) had 3 bedrooms, 335 (28.9%) were 4 bedroom properties and 98 properties (8.4%) had 5+ bedrooms.

### **Condominium Resale Market**

Sacramento condominium sales decreased 25.4% from 114 last month to 85 this month. Compared with last year, sales are up 4.9% from the 81 units sold in January 2009. REO properties made up 54.1% (46) of all sales while short sales accounted for 24.7% (21) of the sales. Conventional sales rounded out the remainder of the total, accounting for 21.2% or 18 sales. The condominium median sales price decreased 15% month-to-month from \$100,000 to \$85,000. This current price is down 10.5% from the \$95,000 median sales price of January 2009. The total listing inventory increased 1.2% month-to-month from 513 listings to 519 listings. Of these 519 listings, 214 (41.2%) were listed as Active Short Sale Contingent.

## What we do for you . . .

You can always find the most up-to-date **News on the Home Front** newsletter on our website.

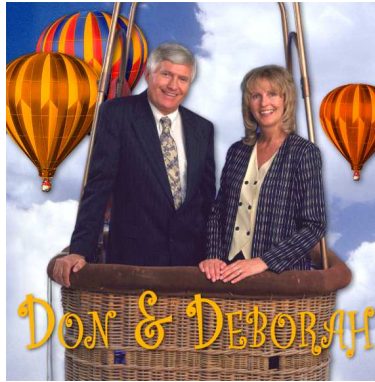
## Also ...

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**To get started** go to [www.AdvantagePointRealty.com](http://www.AdvantagePointRealty.com) and click on the "Neighborhoods" button for local and other area information.

If you would like a free no-obligation bi-monthly newsletter, featuring home sale alerts for any neighborhood of your choice, call **916-944-0445** or email us at:



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## Our Marketing Brief...

Here we are into year 2010. It is difficult to predict the real estate market, but all indications are that the scenario will be similar to that of 2009. The market seems to have bottomed out in some price ranges. Some say we have another eighteen months to go before the inventory of bank and short sale properties is used up. There has been little movement in the higher priced properties.

Most first time home buyers know about the Federal \$8,000 tax credit benefit with their purchase. Most don't know about an additional program through the Sacramento Housing and Redevelopment Agency called the Sacramento Mortgage Credit Certificate or MCC for short. This program allows a 20% tax credit of the mortgage interest paid each year for the life of the loan.

So combine both programs and were talking about some decent savings with buying a home. Observe the ad on the back side of this newsletter to find out more about the MCC program. Call Don or Deborah for service!

## About Don & Deborah

**Don Richier, Broker**  
B.S. Business Administration  
**Deborah Richier, Broker**  
B.S. Business Marketing

Award-Winning Agents  
*Experience that counts...*  
Over 40 combined years!

- Outstanding Lifetime Masters Club
- Certified Residential Specialist (CRS)
- Top Producers
- Formerly with Re/Max 15 years

# MLS STATISTICS for January 2010

## Data for Sacramento County and the City of West Sacramento

### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total	Total Listing Inventory	Last Month	Change	% of Total	Last Year	Change
New Listings Published	1,929			1,741	10.8%		1,988	-3.0%
Active Listing Inventory †	3,155		5,379	5,425	-0.8%		5,935	-9.4%
Active Short Sale Contingent *	2,224							
Number of New Escrows	1,288			1,228	4.9%		1,832	-29.7%
Number of REO Sales	515	44.4%		671	-23.2%	40.7%	1,168	-55.9%
Number of Short Sales	273	23.6%		403	-32.3%	24.5%	n/a	n/a
Conventional Sales	371	32.0%		574	-35.4%	34.8%	n/a	n/a
Total Number of Closed Escrows	1,159	100.0%		1,648	-29.7%	100.0%	1,542	-24.8%
Months Inventory	4.6 Months			3.3 Months	39.4%		3.8 Months	21.1%
Dollar Value of Closed Escrows	\$229,079,257			\$351,202,489	-34.8%		\$294,307,444	-22.2%
Median	\$170,000			\$187,500	-9.3%		\$169,000	0.6%
Mean	\$197,653			\$214,017	-7.6%		\$190,861	3.6%
Mode	\$200,000 - \$249,999			\$200,000 - \$249,999			\$200,000 - \$249,999	

Year-to-Date Statistics	01/01/10 to 01/31/10 SAR monthly data, compiled	01/01/10 to 01/31/10 MetroList YTD data	1/1/2009 1/31/2009	Change
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### CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Total Listing Inventory	Last Month	Change	% of Total	Last Year	Change
New Listings Published	190			143	32.9%		172	10.5%
Active Listing Inventory †	305		519	513	1.2%		520	-0.2%
Active Short Sale Contingent *	214							
Number of New Escrows	105			78	34.6%		108	-2.8%
Number of REO Sales	46	54.1%		52	-11.5%	45.6%	65	-29.2%
Number of Short Sales	21	24.7%		32	-34.4%	28.1%	n/a	n/a
Conventional Sales	18	21.2%		30	-40.0%	26.3%	n/a	n/a
Total Closed Escrows	85	100.0%		114	-25.4%	100.0%	81	4.9%
Dollar Value of Closed Escrows	\$9,460,738			\$13,917,988	-32.0%		\$9,136,960	3.5%
Median	\$100,001			\$100,001	0.0%		\$95,000	5.3%
Mean	\$111,303			\$125,387	-11.2%		\$112,802	-1.3%
Mode	\$80,000 - \$89,999			\$120,000 - \$139,999			\$100,000 - \$119,999	
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† includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings

\*Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

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