



From Don & Deborah

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

February shows little movement, Active Inventory remains low

Sales volume remained stable, but showed a monthly increase in median price and Months Inventory.

There were 1,156 home sales this month, a .3% decrease from the 1,159 sales in January. Both of these numbers are a significant decrease (26.6%) from the record-setting 1,575 sales of January 2009. The winter months are still affecting the distribution of types of sales, with bank-owned properties making up 46.2% (or 534) of the all sales. Short sales made up 21.7% of sales (an 8% decrease) while conventional sales remained at stable, making up 32% sales. Winter months generally account for the common lull in housing market activity, prompting sellers off the market and making room for increased REO transactions.

The current \$179,900 median sales price is 5.8% higher than the \$170,000 median price of January. Year-to-year, the median price is again higher, continuing a four month trend. The current \$179,900 median is a 7.7% increase from the \$167,000 median price in 2009. The majority of homes sold were in the \$120,000 - \$179,999 price range. This mode accounts for 441 sales (38.1%).

The Total Listing Inventory has recently been split up to more accurately display the current market. Active Listings numbered 3,281 properties and Active Short Sales Contingent showed 2,234. Active Short Sale Contingent properties are short sale properties on which initial offers have been made and are not entirely "active." The Housing Market Supply figure increased slightly (3.7%) month-to-month from 2.7 to 2.8 Months. This figure is calculated by using the Active Listing Inventory (3,281) and closed escrows (1,156). This figure represents the amount of time – in months – it would take to deplete the Active Listing Inventory (3,281) given the current number of closed escrows(1,156). 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 1,674 square feet. Of the 1,156 sales this month, 119 (10.2%) had 2 bedrooms or fewer, 619 (53.5%) had 3 bedrooms, 327 (28.2%) were 4 bedroom properties and 99 properties (8.5%) had 5+ bedrooms.

Condominium Resale Market

Sacramento condominium sales increased 21.9% from 85 last month to 114 this month. Compared with last year, sales are up 14.9% from the 94 units sold in February 2009. REO properties made up 54.6% (59) of all sales while short sales accounted for 13.9% (15) of the sales. Conventional sales rounded out the remainder of the total, accounting for 31.5% or 34 sales. The condominium median sales price increased 11.2% month-to-month from \$85,000 to \$94,500. This current price is up 17.5% from the \$80,450 median sales price of January 2009. The total listing inventory increased 14% month-to-month from 519 listings to 594 listings. Of these 594 listings, 238 (40%) 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.

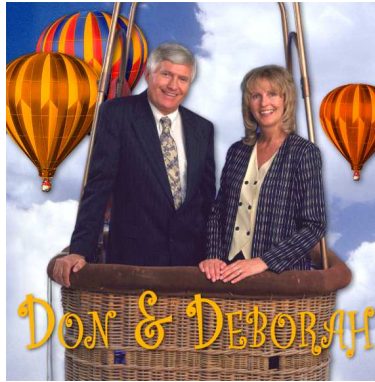
Also ...

Find the following information about your own neighborhood or any community in the USA!

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- Demographic Profiles include:
 - Average Age
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To get started go to 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:



7100 Murdock Way
Carmichael, CA 95608
Email: drichier@cwnet.com
www.AdvantagePointRealty.com

Voice: 916-944-0445
Fax: 916-944-0541
Cell-Deb: 916-837-1220
Cell-Don: 916-837-1225

Our Marketing Brief....

Not much changed for the sales statistics has occurred between that of January and February. The medium price did pop up to \$179,900. Good weather should bring out the buyers for the spring sale.

Sales would probably double if it were not for the banks slow response to offers being made on short sales. Bank REO properties do move faster.

Last year it took about 300 offers on different properties for us to close 30 sales. Transactions tend to drag out, especially for these short sales. Lending guidelines have also become stricter. It takes two appraisals for some transactions.

One has to roll up their sleeves and persist, and they will close on a home. The successful action is to track properties on a daily basis. Then....

Call us to check on availability and procedures for making an offer. All your ducks must be lined up including deposit check, lender letter, sometimes proof of funds and contract boiler plates already in place for easy emailing of each offer. —Don and Deborah

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 February 2010

Data for Sacramento County and the City of West Sacramento

SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Family Residential	% of Total	Condo/PUD	% of Total	Residential Income	Residential Lots/Land	Other Residential*
\$29,999 and under	2	0.2%	3	2.8%	0	2	0
\$30,000 - \$39,999	6	0.5%	11	10.2%	0	0	0
\$40,000 - \$49,999	11	1.0%	7	6.5%	0	0	2
\$50,000 - \$59,999	16	1.4%	8	7.4%	0	2	6
\$60,000 - \$69,999	18	1.6%	9	8.3%	0	0	6
\$70,000 - \$79,999	26	2.2%	5	4.6%	0	0	6
\$80,000 - \$89,999	37	3.2%	8	7.4%	4	0	7
\$90,000 - \$99,999	34	2.9%	7	6.5%	1	1	5
\$100,000 - \$119,999	89	7.7%	9	8.3%	5	0	8
\$120,000 - \$139,999	117	10.1%	12	11.1%	5	0	2
\$140,000 - \$159,999	102	8.8%	12	11.1%	4	0	3
\$160,000 - \$179,999	122	10.6%	5	4.6%	6	0	2
\$180,000 - \$199,999	88	7.6%	3	2.8%	2	0	0
\$200,000 - \$249,999	199	17.2%	5	4.6%	3	2	4
\$250,000 - \$299,999	117	10.1%	3	2.8%	4	0	1
\$300,000 - \$349,999	87	7.5%	1	0.9%	1	0	0
\$350,000 - \$399,999	31	2.7%	0	0.0%	1	1	0
\$400,000 - \$449,999	21	1.8%	0	0.0%	0	1	1
\$450,000 - \$499,999	14	1.2%	0	0.0%	0	0	0
\$500,000 - \$549,000	3	0.3%	0	0.0%	0	0	0
\$550,000 - \$599,000	4	0.3%	0	0.0%	0	0	0
\$600,000 - \$999,999	12	1.0%	0	0.0%	1	0	0
\$1,000,000 and over	0	0.0%	0	0.0%	0	0	0
Total	1,156	100%	108	100%	37	9	53

Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET		
	# of Units	% of Total	# of Units	% of Total	(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
(SFR, condo, PUD only) Financing Method							
Cash	388	30.7%	332	26.7%	0 - 30	706	55.9%
Conventional	409	32.4%	469	37.7%	31 - 60	198	15.7%
FHA	382	30.2%	355	28.5%	61 - 90	122	9.7%
VA	37	2.9%	23	1.8%	91 - 120	75	5.9%
Other †	48	3.8%	65	5.2%	121 - 180	84	6.6%
Total	1,264	100.0%	1,244	100.0%	181+	79	6.3%
					Total	1,264	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

Median DOM: 23
Average DOM: 54
Average DOM 1 - 180 Days: 39
Average DOM 181+ Days: 280

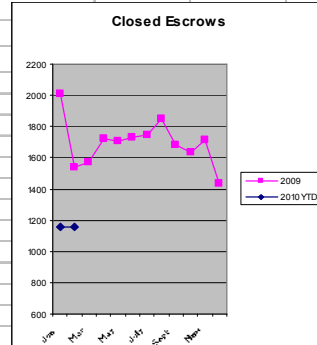
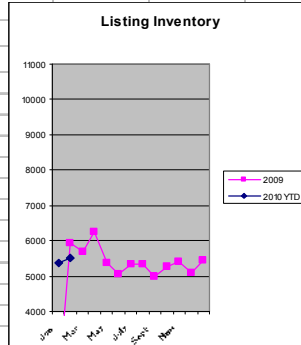
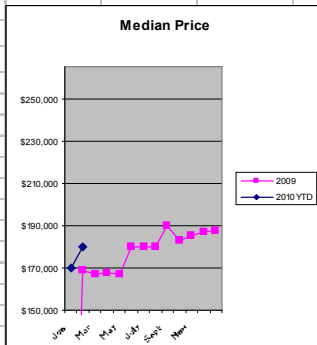
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www.sacrealtor.org/publicaffairs/statistics

	Median Price for Single-Family Detached Homes											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	\$335,500	\$350,000	\$350,000	\$369,900	\$376,000	\$380,000	\$389,000	\$392,750	\$385,000	\$380,000	\$379,000	\$375,000
2006	\$367,900	\$373,000	\$374,500	\$365,000	\$379,000	\$380,000	\$374,000	\$371,000	\$363,000	\$360,000	\$357,000	\$355,000
2007	\$355,000	\$367,500	\$350,000	\$355,000	\$350,000	\$339,950	\$340,000	\$324,500	\$320,000	\$305,893	\$299,450	\$280,000
2008	\$255,000	\$255,900	\$254,896	\$236,888	\$230,250	\$220,000	\$216,500	\$218,000	\$194,950	\$195,100	\$184,944	\$180,000
2009	\$169,000	\$167,000	\$167,500	\$167,100	\$180,000	\$180,000	\$180,000	\$190,000	\$183,000	\$185,000	\$187,000	\$187,500
2010 YTD	\$170,000	\$179,900										

	Listing Inventory for Detached Single Family Homes											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	3721	3939	5160	5342	5677	6503	6510	7135	6650	6325	5244	4567
2006	5174	4966	5899	5549	6507	6874	5832	6293	5829	5194	4663	4133
2007	4926	4672	5405	5313	5565	5494	5592	10,260	10,043	10088	9967	8965
2008	8963	8731	8861	8612	7902	8414	7880	7225	7124	7304	6643	6462
2009	5935	5692	6266	5377	5063	5339	5327	4987	5273	5392	5096	5425
2010 YTD	5379	5515										

	Closed Escrows for Single-Family Detached Homes											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	1256	1254	1908	1925	1958	2147	1971	2052	1786	1556	1283	1300
2006	895	912	1388	1191	1311	1313	1094	1186	1106	1075	968	967
2007	823	778	1022	861	940	965	867	902	707	770	814	805
2008	739	870	1069	1450	1654	1883	1979	1871	2020	2103	1716	1932
2009	1542	1575	1725	1707	1733	1744	1848	1683	1631	1716	1439	1648
2010 YTD	1159	1156										



The **Sacramento Mortgage Credit Certificate (MCC)** is designed for to provide homeownership assistance on home purchases within the cities of Sacramento, Elk Grove, Folsom, Isleton, Galt, Citrus Heights, Rancho Cordova, and the County of Sacramento.

- Program Features: A **tax credit of 20%** of the annual mortgage interest paid. It will remain effective for the life of the loan.
- Eligible Applicants: 1st time homebuyers (have not owned a property in the last 3 years).
- Eligible properties: Sales price under \$453,253.

Neighbor's Financial is one of the few Lender's offering this program!



James W Clark
Senior Loan Officer
(916) 662-2327

