



FOR IMMEDIATE RELEASE: August 12, 2009
(RESIDENTIAL RESALE STATISTICS July 2009)

County continues steady sales, constant median sales price since May

For the third straight month, Sacramento County records a Single-Family home median sales price of \$180,000. After a jump from April to May (7.7%) the figure has remained unchanged. Unlike past years, the current summer season has not shown much of a surge in summer sales.

There were 1,848 single family home sales in July, a 6% increase from the 1,744 sales of June. Year-to-year, the current figure is 6.6% below the 1,979 sales recorded last July. REO sales decreased 3.5% month-to-month, from 940 in June to 908 this month. REO Sales made up 49% of the total sales while short sales (16.8%) and equity sales (34%) rounded out the remainder of the total sales. Compared with last month, the amount of REO sales has declined (3.5%), while short sales and equity sales have increased (6.9% and 22.8%, respectively).

The median sales price remains unchanged month-to-month, keeping the \$180,000 figure from both May and June. Compared year-to-year, the current figure is 16.9% below the \$216,500 of July 2008. The Total Listing Inventory decreased from 5,339 to 5,327, a .6% change. Compared with last year, the Total Listing Inventory has also decreased (32.4%) from 7,880 to the current 5,327 listings. The Housing Market Supply figure dipped 6.5% from 3.1 months in June to the current 2.9 months. Compared with last year, this figure is down 27% from the 3.9 months of inventory in July 2008. 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 49.5 days on market before selling and was 1,674 square feet. Of the 1,848 sales this month, 184 (9.9%) had 2 bedrooms or less, 990 (53.5%) contained 3 bedrooms, 529 (28.6%) were 4 bedroom properties and 145 (7.8%) boasted 5+ bedrooms

Trends in types of financing show increasing Cash and FHA transactions, but a decrease in Conventional financing. July closed with 524 Cash transactions (26.7%), 750 Conventional (38.2%), 530 FHA (27%), 47 VA (2.4%) and 114 Other (5.8%) which includes Cal Vet, Contract of Sale, Creative, Farm Home Loan and Owner Financing. The numbers above include both Single Family Home and Condominium sales.

Condominium Resale Market

Sacramento condominium sales increased – barely – from 116 units last month to 117, a .9% change. Compared with last year, sales are down 13.3% from the 135 units sold then. REO properties made up 60.7% (71) of all sales and short sales accounted for 27.4% (32) of the sales. Equity sales represented 12% (14) of the monthly sales. The condominium median sales price decreased 5.3% month to month from \$110,750 to \$104,900. This current price is still down 16.1% from the \$125,000 median sales price of July 2008. New condominium escrows stood at 106 for July, down 24.3% from June's 140 new escrows. The total listing inventory increased for the month, up 5.5% to 519 from the 492 listings in June. When compared with the total closed escrows, the total listing inventory makes for 4.4 months of inventory in the local condominium market.

What we do for you . . .

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

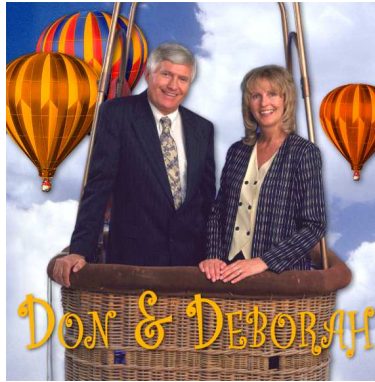
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- Neighborhood Information
- Home Sales Statistics
- Demographic Profiles include:
 - Average Age
 - Average Income
 - Schools
 - Housing
 - Crime
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To get started go to www.AdvantagePointRealty.com 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:



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Our Marketing Brief...

Real estate sales continue to be brisk, if not confusing at times. It will take years for the finance market to straighten out. The chaos in the real estate market reflects on the confusion in the banking industry. They are the source of all money problems.

Bank and short sale properties continue to dominate our local market. There is so much demand now that Deborah and I are having trouble with appraisals coming in at the sales price.

We don't see a let up in sales until after it would be too late to take advantage of the \$8,000 tax credit for first time home buyers. As of this date, there are only 80 days left to close on a home sale to qualify. The rest of the country is lagging in recovery, so the government may extend the time period.

To reiterate, it is taking lots of offers for each of our clients to get an offer accepted for closing. This means our clients must look daily at available homes and make numbers of offers on properties which would work for them. The competition is stiff!!

There are a few tricks of the trade which are working for Deborah and I as we have been successful in putting most of our clients into homes so far. We have only lost three escrows; one from a bank changing their mind, one from a buyer losing her job and one from a buyer's fear of a neighborhood.

Let us help you sell or buy a property! Don & 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 July 2009

Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Sales	Last Month	Change	% of Sales	Last Year	Change
New Listings Published	1,911		1,933	-1.1%		2,421	-21.1%
Total Listing Inventory	5,327		5,339	-0.2%		7,880	-32.4%
Number of New Escrows	1,788		1,782	0.3%		2,271	-21.3%
Number of REO Sales	908	49.1%	941	-3.5%	54.0%	1,371	-33.8%
Number of Short Sales	310	16.8%	290	6.9%	16.6%	n/a	n/a
Equity Sales	630	34.1%	513	22.8%	29.4%	n/a	n/a
Total Number of Closed Escrows	1,848	100.0%	1,744	6.0%	100.0%	1,979	-6.6%
Months Inventory	2.9 Months		3.1 Months	-6.5%		4 Months	-27.5%
Dollar Value of Closed Escrows	\$376,335,738		\$354,079,876	6.3%		\$470,970,215	-20.1%
Median	\$180,000		\$180,000	0.0%		\$216,500	-16.9%
Mean	\$203,645		\$203,027	0.3%		\$237,984	-14.4%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$250,000	
Year-to-Date Statistics	01/01/09 to 07/31/09		01/01/09 to 07/31/09			01/01/08 to 7/31/2008	Change
	SAR monthly data, compiled		MetroList YTD data				
Number of Closed Escrows	11,871		12,388			9,644	23.1%
Dollar Value of Closed Escrows	\$2,321,797,729		\$2,420,508,565			\$2,488,900,897	-6.7%
Median	\$173,000		\$175,000			\$235,000	-26.4%
Mean	\$195,586		\$195,391			\$258,078	-24.2%

CONDOMINIUM / PUD RESALES

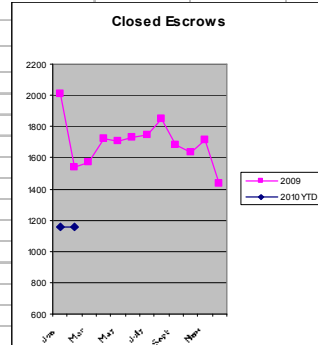
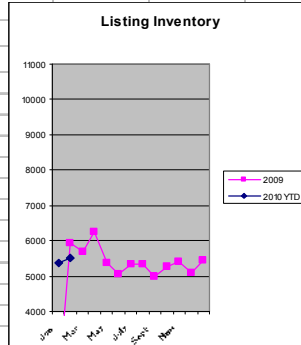
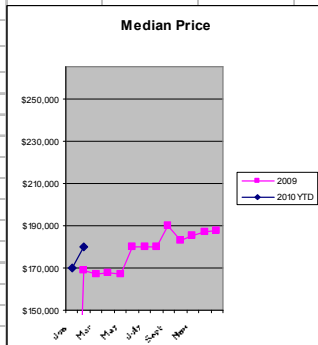
Monthly Statistics	Current Month	% of REOs	Last Month	Change	% of REOs	Last Year	Change
New Listings Published	192		160	20.0%		173	11.0%
Total Listing Inventory	519		492	5.5%		594	-12.6%
Number of New Escrows	106		140	-24.3%		142	-25.4%
Number of REO Sales	71	60.7%	51	39.2%	44.0%	86	-17.4%
Number of Short Sales	32	27.4%	21	52.4%	18.1%	n/a	n/a
Equity Sales	14	12.0%	44	-68.2%	37.9%	n/a	n/a
Total Closed Escrows	117	100.0%	116	0.9%	100.0%	135	-13.3%
Dollar Value of Closed Escrows	\$14,866,191		\$15,018,335	-1.0%		\$19,257,019	-22.8%
Median	\$127,061		\$110,750	14.7%		\$125,000	1.6%
Mean	\$127,061		\$129,468	-1.9%		\$142,645	-10.9%
Mode	\$100,000 - \$119,999		\$120,000 - \$139,999			\$120,000 - \$139,999	
Year-to-Date Statistics	01/01/09 to 07/31/09		01/01/09 to 07/31/09			01/01/08 to 7/31/2008	Change
	SAR monthly data, compiled		MetroList YTD Data				
Number of Closed Escrows	758		810			644	17.7%
Dollar Value of Closed Escrows	\$90,394,616		\$96,794,581			\$103,462,627	-12.6%
Median	\$99,000		\$100,000			\$140,000	-29.3%
Mean	\$119,254		\$119,499			\$160,656	-25.8%

This report is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit 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										



MLS STATISTICS

JULY 2009 – Placer County

RESIDENTIAL ONLY (Single Family Homes)

Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published.....	660	613	7.7%	717	-7.9%
Listing Inventory.....	2,306	2,281	1.1%	2,575	-10.4%
Number of New Escrows.....	332	330	0.6%	340	-2.4%
Number of Closed Escrows.....	424	407	4.2%	419	1.2%
Dollar Volume of Closed Escrows...	\$147,271,752	\$140,704,554	4.7%	\$162,786,544	-9.5%
Median ¹	\$283,950	\$277,000	2.5%	\$325,000	-12.6%
Mean ²	\$347,339	\$345,711	0.5%	\$388,512	-10.6%
Mode ³	\$250,000 to \$299,999	\$250,000 to \$299,999	NA	\$300,000 TO \$349,999	NA