

**FOR IMMEDIATE RELEASE: September 11, 2009
(RESIDENTIAL RESALE STATISTICS August 2009)**

August sales slow, median sales price up

Breaking a period of stagnation, the median sales price moved slightly in August, increasing 5.6% over July's median sales price. Sales volume, however, decreased month-over-month.

Single family home sales topped out at 1,683 in August, an 8.9% decrease from the 1,848 sales of July. Year-to-year, the current figure is 10% below the 1,871 sales last August. REO sales decreased 11.8% month-to-month, from 908 in July to 801 this month. REO sales made up 47.6% of the total sales with short sales (18.8%) and conventional sales (33.6%) making up the remainder of sales. Compared with last month, REO sales have decreased slightly while short sales and conventional sales showed slight increases.

The median sales price increased, for the first time since April, to \$190,000. This is a 5.6% change from the \$180,000 median price of July. Compared year-to-year, the current figure is 12.8% below the \$218,000 of August 2008. The Total Listing Inventory declined from 5,327 to 4,987, a 6.4% change. The current Total Listing Inventory is 31% below the 7,225 listing in August 2008. The Housing Market Supply figure increased slightly from 2.9 months in July to 3 months. Compared with last year, this figure is down 23% from the 3.9 months of inventory in August 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 47 days on market (from the time it was listed to the time escrow was opened) and was 1,714 square feet. Of the 1,683 sales this month, 158 (9.4%) had 2 bedrooms or fewer, 880 (52.3%) had 3 bedrooms, 506 (30.1%) were 4 bedroom properties and 136 (8.3%) boasted 5+ bedrooms.

2009 SAR President Charlene Singley stresses to on-the-fence buyers the importance of acting now. "Houses are more affordable now than they have been in many years and interest rates are at historic lows." According to SAR records, the last time the Sacramento showed a similar median price was in April 2002 (\$190,000), just before the median price skyrocketed. "First-time buyers should be aware that new regulations are resulting in longer escrows," continues Singley, "and the \$8,000 credit is scheduled to expire November 30th. Now is really the time to get going for anyone planning to buy a home."

Condominium Resale Market

Sacramento condominium sales shifted slightly with 118 units this month and 117 in July. Compared to last year, sales are down 9.2% from the 130 units sold. REO properties made up 44.9% (53) of all sales and short sales accounted for 16.1% (19) of the sales. Conventional sales represented 39% (46) of the monthly sales. The condominium median sales price decreased 11.1% month-to-month from \$104,900 to \$93,000. This current price is down 27.7% from the \$129,000 median sales price of August 2008. New condominium escrows increased 15.1% month-to-month, from 106 to 122. The total listing inventory decreased slightly for the month (2.9%) from 519 listings to 504 listings. Compared with the total closed escrows, the total listing inventory represents 4.1 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.

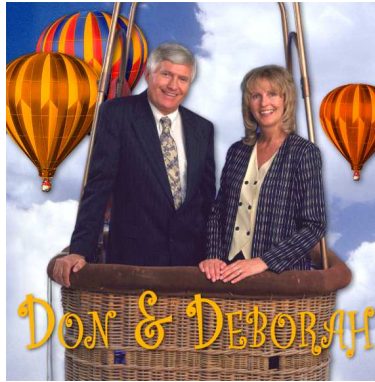
Also ...

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- Demographic Profiles include:
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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....

We are approaching the fall months with some buyers involved in getting their children back to school. Sales have dropped of some because of this as well as the reduction in the real estate inventory. It should get busier!

Some of our clients have been very aggressive and have made multiple offers on different properties. That mode will bring success and a home of your own!

Waiting for the perfect property to show doesn't work. Those properties, when they do come up have multiple offers. All cash guys usually win the bidding war,...probably paying too much.

Buyers must track properties daily, look at them and if acceptable, and then make offers right away.....and then go on to the next home. It usually takes about twelve offers to land a property. Our record is fifty one offers on fifty one different properties and a closed escrow for one client.

Today there is talk about extending the \$8,000 tax credit! That may or may not happen. The formula for success is to roll up your sleeves and start looking on a consistent basis! We will accommodate your schedule. Lets get started!

Call or Email us at the above phone number and address. We want to serve you!

—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 August 2009

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 | 6 | 0.4% | 2 | 1.7% | 1 | 3 | 0 |
| \$30,000 - \$39,999 | 13 | 0.8% | 5 | 4.2% | 0 | 0 | 1 |
| \$40,000 - \$49,999 | 25 | 1.5% | 10 | 8.5% | 2 | 0 | 2 |
| \$50,000 - \$59,999 | 32 | 1.9% | 6 | 5.1% | 0 | 1 | 7 |
| \$60,000 - \$69,999 | 43 | 2.6% | 11 | 9.3% | 1 | 2 | 3 |
| \$70,000 - \$79,999 | 41 | 2.4% | 10 | 8.5% | 2 | 0 | 3 |
| \$80,000 - \$89,999 | 47 | 2.8% | 9 | 7.6% | 1 | 0 | 3 |
| \$90,000 - \$99,999 | 55 | 3.3% | 10 | 8.5% | 3 | 2 | 1 |
| \$100,000 - \$119,999 | 93 | 5.5% | 10 | 8.5% | 7 | 1 | 5 |
| \$120,000 - \$139,999 | 141 | 8.4% | 8 | 6.8% | 9 | 0 | 6 |
| \$140,000 - \$159,999 | 131 | 7.8% | 6 | 5.1% | 13 | 2 | 3 |
| \$160,000 - \$179,999 | 138 | 8.2% | 9 | 7.6% | 1 | 0 | 3 |
| \$180,000 - \$199,999 | 127 | 7.5% | 5 | 4.2% | 4 | 1 | 4 |
| \$200,000 - \$249,999 | 314 | 18.7% | 11 | 9.3% | 6 | 1 | 1 |
| \$250,000 - \$299,999 | 198 | 11.8% | 2 | 1.7% | 1 | 0 | 1 |
| \$300,000 - \$349,999 | 120 | 7.1% | 3 | 2.5% | 1 | 0 | 1 |
| \$350,000 - \$399,999 | 77 | 4.6% | 1 | 0.8% | 2 | 0 | 0 |
| \$400,000 - \$449,999 | 37 | 2.2% | 0 | 0.0% | 0 | 0 | 1 |
| \$450,000 - \$499,999 | 17 | 1.0% | 0 | 0.0% | 2 | 0 | 0 |
| \$500,000 - \$549,000 | 8 | 0.5% | 0 | 0.0% | 0 | 0 | 0 |
| \$550,000 - \$599,000 | 8 | 0.5% | 0 | 0.0% | 1 | 0 | 0 |
| \$600,000 - \$999,999 | 9 | 0.5% | 0 | 0.0% | 0 | 0 | 0 |
| \$1,000,000 and over | 3 | 0.2% | 0 | 0.0% | 0 | 0 | 0 |
| Total | 1,683 | 100% | 118 | 100% | 57 | 13 | 45 |

| 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 | 445 | 24.7% | 524 | 26.7% | 0 - 30 | 1,116 | 62.0% |
| Conventional | 691 | 38.4% | 750 | 38.2% | 31 - 60 | 252 | 14.0% |
| FHA | 484 | 26.9% | 530 | 27.0% | 61 - 90 | 136 | 7.6% |
| VA | 39 | 2.2% | 47 | 2.4% | 91 - 120 | 88 | 4.9% |
| Other † | 142 | 7.9% | 114 | 5.8% | 121 - 180 | 104 | 5.8% |
| Total | 1,801 | 100.0% | 1,965 | 100.0% | 181+ | 105 | 5.8% |
| | | | | | Total | 1,801 | 100.0% |

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

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

Median DOM: 16
Average DOM: 47
Average DOM 1 - 180 Days: 33
Average DOM 181+ Days: 272

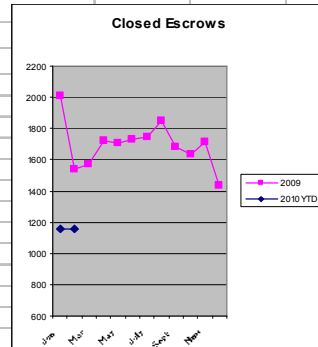
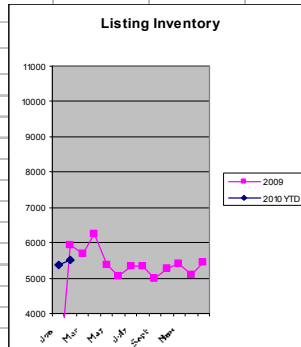
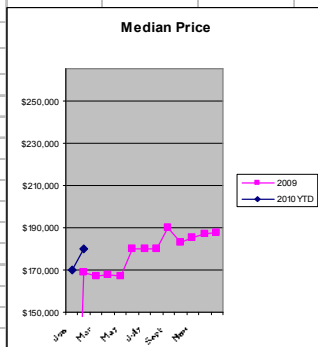
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[www.sacrealtor.org / public affairs / statistics](http://www.sacrealtor.org/publicaffairs/statistics)

| | 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 | | | | | | | | | | |



EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 1998 | 124 | 118 | 175 | 173 | 190 | 208 | 202 | 187 | 173 | 181 | 151 | 209 |
| 1999 | 129 | 128 | 184 | 201 | 196 | 265 | 237 | 230 | 243 | 206 | 200 | 220 |
| 2000 | 141 | 168 | 211 | 216 | 233 | 299 | 225 | 274 | 228 | 243 | 214 | 185 |
| 2001 | 150 | 153 | 240 | 211 | 221 | 226 | 192 | 239 | 179 | 203 | 153 | 167 |
| 2002 | 128 | 146 | 200 | 213 | 233 | 268 | 247 | 214 | 192 | 244 | 161 | 210 |
| 2003 | 146 | 133 | 197 | 209 | 227 | 242 | 242 | 270 | 251 | 236 | 213 | 207 |
| 2004 | 140 | 171 | 300 | 290 | 299 | 337 | 316 | 319 | 288 | 231 | 235 | 241 |
| 2005 | 185 | 195 | 320 | 286 | 255 | 276 | 260 | 269 | 249 | 187 | 179 | 171 |
| 2006 | 121 | 126 | 211 | 180 | 197 | 225 | 176 | 175 | 143 | 144 | 133 | 164 |
| 2007 | 137 | 120 | 187 | 175 | 151 | 174 | 160 | 167 | 118 | 127 | 110 | 111 |
| 2008 | 76 | 94 | 104 | 136 | 153 | 171 | 134 | 160 | 172 | 163 | 128 | 118 |
| 2009 | 94 | 106 | 125 | 131 | 158 | 180 | 196 | 139 | | | | |