NEWS on the home front

From Don & Deborah

FOR IMMEDIATE RELEASE: November 13, 2009
(RESIDENTIAL RESALE STATISTICS October 2009)

Change in sales volume and median sales price small but positive
Sacramento sales volume and median sales price both increased for October, showing a continued trend of a flat local market.

Single family home sales increased 5.2% from 1,631 to 1,716 total units in October. Year-to-year, the current figure is 18.4% below the 2,103 sales of October 2008. Of the 1,716 sales this month, REO sales made up 41.6% of the total sales while short sales and conventional sales made up the remainder of sales at 20.7% and 37.7%, respectively. When compared with last month, REO sales decreased slightly while short sales and conventional sales showed slight increases.

After a month of decline, the median sales price increased 1.1% in October from $183,000 to $185,000. Compared to the previous year, the current figure is 5.2% below the $195,100 of October 2008. The Total Listing Inventory increased 2.3% from 5,273 to 5,392. The current Total Listing Inventory is 26.2% below the 7,304 listings reported in October last year. The Housing Market Supply figure changed slightly month-to-month from 3.2 months to 3.1 months. Compared with last year, this figure is down 11.4% from the 3.5 months of inventory of October 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 days on market (from the time it was listed to the time escrow was opened) and was 1,692 square feet. Of the 1,716 sales this month, 160 (9.3%) had 2 bedrooms or fewer, 956 (55.7%) had 3 bedrooms, 468 (27.2%) were 4 bedroom properties and 132 (7.6%) boasted 5+ bedrooms. A report that shows similar information for each Sacramento zip code is available at ims.sacrealtor.org, the REALTORS® only section of the SAR website.

A lackluster Sacramento market does have a positive side: market stability. In the last six months the median sales prices has remained between $180,000 and $190,000. This makes for a less volatile market than Sacramento had previously encountered. Also, the recent extension of the $8,000 tax credit for first time homebuyers has relieved many trying to close before the original November 30th deadline. The new deadline has been set for April 30th, with a 60-day extension if a binding contract is placed prior to the April deadline. A less publicized $6,500 tax credit for "move up" buyers also went into effect following the vote. For more information on the tax credit, visit the SAR Blog at www.sacrealtor.org/blog. Also available to first-time homebuyers represented by a REALTOR® is the Mortgage Protection Program (MPP). This program is offered through the C.A.R. Housing Affordability Fund and it provides involuntary unemployment protection to buyers, increasing buyer confidence and reducing the possibility of foreclosure. More information can be found www.car.org or by calling SAR.

What we do for you . . .

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- Neighborhood Information
- Home Sales Statistics
- Demographic Profiles include:
  - Average Age
  - Average Income
  - Schools
  - Housing
  - Crime
  - and more!

To get started go to www.AdvantagePointRealty.com and click on the "Neighborhoods" button for local and other area information.

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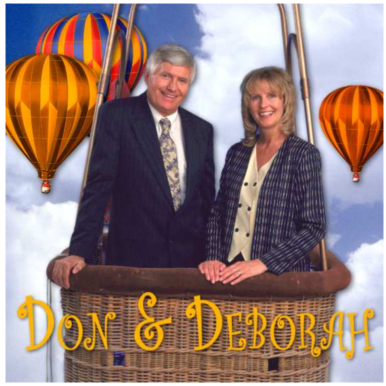

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Our Marketing Brief….

We are approaching the end of the year. The real estate market is still working out of a deep depreciation of up to a 50% loss of value. There is evidence in most all zip codes that we are experiencing a recovery of value. Multiple offers are forcing up values from the one year ago level. Agents and brokers can see this….as the same properties are selling higher than they once were. The auctioning off of homes has just about disappeared.

We still have a ways to go to return to a so called normal market. There are still bank and short sale inventories to be absorbed before a real recovery of home equities can take place.

The FEDs have indicated that interest rates will stay low for the foreseeable future. In the meantime as reported, the real estate stimulus package of the $8,000 tax credit has been extended and expanded until April 30, 2010. The move up market is now getting help with a $6,500 tax credit with some stipulations.

All these actions lend itself to a continued and brisk recovery of the Sacramento real estate market into next year and beyond.

Keep Deborah and I in mind. We know this market!

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 October 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	4	0.2%	4	3.0%	0	1	1
$30,000 - $39,999	8	0.5%	6	4.5%	0	2	0
$40,000 - $49,999	11	0.6%	**17**	**12.8%**	1	0	2
$50,000 - $59,999	17	1.0%	14	10.5%	0	0	5
$60,000 - $69,999	37	2.2%	9	6.8%	3	1	3
$70,000 - $79,999	53	3.1%	8	6.0%	1	0	2
$80,000 - $89,999	41	2.4%	5	3.8%	3	2	4
$90,000 - $99,999	54	3.1%	7	5.3%	0	0	2
$100,000 - $119,999	115	6.7%	10	7.5%	2	0	4
$120,000 - $139,999	165	9.6%	13	9.8%	**8**	1	2
$140,000 - $159,999	146	8.5%	9	6.8%	5	0	4
$160,000 - $179,999	156	9.1%	6	4.5%	6	**3**	0
$180,000 - $199,999	123	7.2%	6	4.5%	4	1	**6**
$200,000 - $249,999	**311**	**18.1%**	11	8.3%	5	0	5
$250,000 - $299,999	196	11.4%	2	1.5%	6	1	0
$300,000 - $349,999	103	6.0%	3	2.3%	3	0	0
$350,000 - $399,999	72	4.2%	1	0.8%	2	0	0
$400,000 - $449,999	39	2.3%	0	0.0%	0	0	0
$450,000 - $499,999	15	0.9%	0	0.0%	0	0	0
$500,000 - $549,000	19	1.1%	0	0.0%	0	0	0
$550,000 - $599,000	10	0.6%	2	1.5%	0	0	0
$600,000 - $999,999	20	1.2%	0	0.0%	1	1	0
$1,000,000 and over	1	0.1%	0	0.0%	0	0	0
Total	**1,716**	**100%**	**133**	**100%**	**50**	**13**	**40**

Type of Financing	Current Month		Previous Month	
(SFR, condo, PUD only) Financing Method	# of Units	% of Total	# of Units	% of Total
Cash	455	24.6%	440	25.2%
Conventional	725	39.2%	673	38.5%
FHA	534	28.9%	482	27.6%
VA	39	2.1%	35	2.0%
Other †	96	5.2%	116	6.6%
Total	1,849	100.0%	1,746	100.0%

LENGTH OF TIME ON MARKET		
(SFR, condo, PUD only) Days on Market (DOM)	# of Units	% of Total
0 - 30	1,135	61.4%
31 - 60	246	13.3%
61 - 90	142	7.7%
91 - 120	98	5.3%
121 - 180	117	6.3%
181+	111	6.0%
Total	1,849	100.0%

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

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

Median DOM: **19**
Average DOM: **49**
Average DOM 1 - 180 Days: **35**
Average DOM 181+ Days: **253**

Median Price for Single-Family Detached Homes

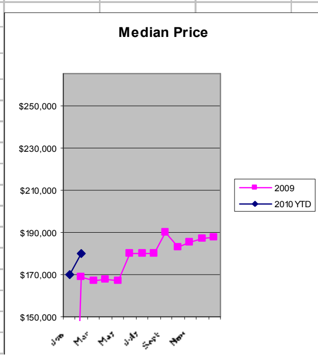
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	$335,500	$350,000	$350,000	$369,900	$376,000	$380,000	$389,000	$392,750	$385,000	$380,000	$379,000	$375,000
2006	$367,900	$373,000	$374,500	$365,000	$379,000	$380,000	$374,000	$371,000	$363,000	$360,000	$357,000	$355,000
2007	$355,000	$367,500	$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										

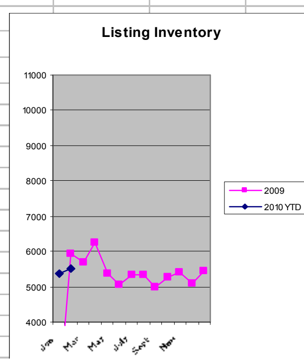
Listing Inventory for Detached Single Family Homes

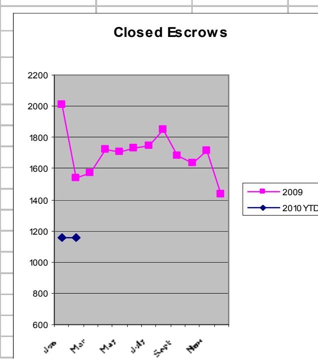
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	3721	3939	5160	5342	5677	6503	6510	7135	6650	6325	5244	4567
2006	5174	4966	5899	5549	6507	6874	5832	6293	5829	5194	4663	4133
2007	4926	4672	5405	5313	5565	5494	5592	10,260	10,043	10088	9967	8965
2008	8963	8731	8861	8612	7902	8414	7880	7225	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										







Condominium Resale Market

Sacramento condominium sales increased 15.7% from 115 last month to 133. Compared to last year, sales are down 2.2% from the 136 units sold in October 2008. REO properties made up 57.9% (77) of all sales while short sales accounted for 16.5% (22) of the sales. Conventional sales rounded out the remainder of the total, accounting for 25.6% or 34 sales. The condominium median sales price increased 5.6% month-to-month from $90,000 to $95,000. This current price is down 17% from the $114,500 median sales price of October 2008. The total listing inventory increased 4.7% month to month from 532 listings to 557 listings. Compared with the total closed escrows, the total listing inventory represents 4.2 months of inventory in the local condominium market.