

What we do for you . . .

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

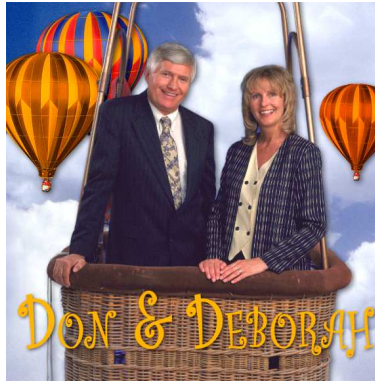
Also ...

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

- 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.

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....

I (Don) was gone during the first three weeks of December while Deborah held down the fort. She indicated that business never slowed. When I came back just before Christmas, both of us were showing properties....even between Christmas and News Years eve. As of the 11th of January, the real estate market has taken off and 2010 promises to be a busy market.

The Sacramento area will produce more bank and short sales until the so called shadow bank inventory is expended. Values have been creeping upward, a little at a time. The percentage of bank and short sales has dropped off as more and more normal sales take place.

Any improvement in the economy should support a continued activity in the real estate market. Where a few years ago, monies were primarily in securities, now a great deal of those assets are now being moved over to real estate.

2010 has started out with a BANG! Let us help you find the right 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

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

Listing Inventory for Detached Single Family Homes

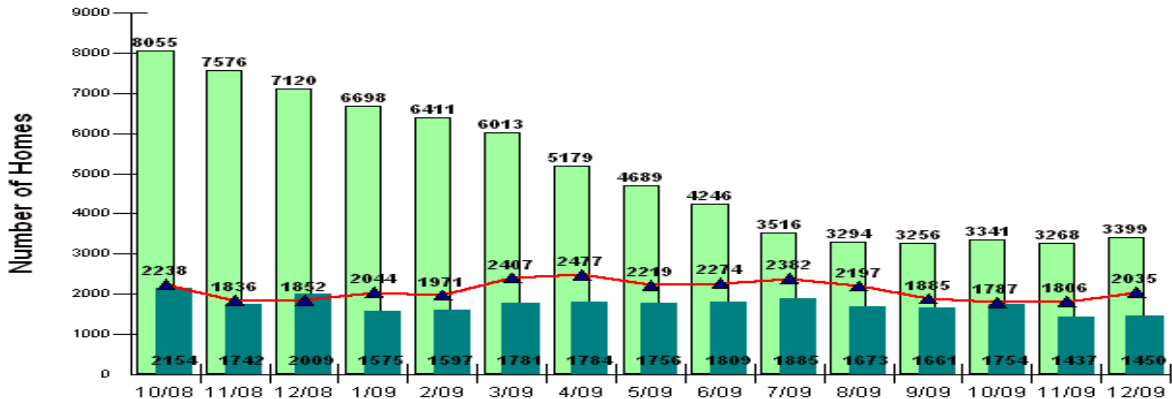
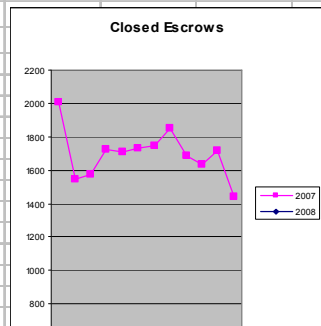
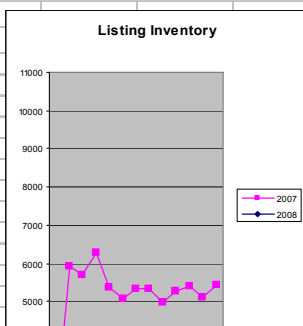
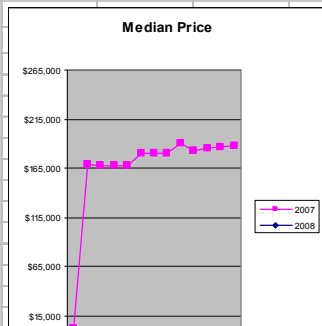
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2005	3721	3939	5160	5342	5677	6503	6510	7135	6650	6325	5244	4567
2006	5174	4966	5899	5549	6507	6874	5832	6293	5829	5194	4663	4133
2007	4926	4672	5405	5313	5565	5494	5592	10,260	10,043	10088	9967	8965
2008	8963	8731	8861	8612	7902	8414	7880	7225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

2010 YTD

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



FOR IMMEDIATE RELEASE: January 11, 2009
(RESIDENTIAL RESALE STATISTICS December 2009)

Sales rise for the year's end, stability in sales prices

An increase in home sales marks an end to Sacramento's 2009 real estate market activity.

After a month-to-month decrease, sales rebounded in December, increasing 14.5% with 1,648 units sold – 209 more than November. Year-to-year, however, the current figure is 14.7% below the 1,932 sales of December 2008. Bank-owned properties continue to make up a majority of home sales, with 671 units – or 40.7% of the total sales attributed to REO units. The remainder of the sales was comprised of short sales (24.5% or 403 units) and conventional sales (34.8% or 574 units). When compared with November, REO sales remained stable, while short sales showed an increase. Conventional sales showed a decrease, most likely attributed to homeowners taking their homes off the market.

December's median sales price increased slightly month-to-month, from \$187,000 to \$187,500, a .3% change. The current median price is 4.5% above the \$180,000 median price of December 2008, the second month in a row there have year-to-year increase in median sales price. Total listing inventory increased month-to-month (5,096 to 5,425), but decreased 16% from the 6,462 Total Listing Inventory of December 2008. The Housing Market Supply figure decreased slightly from 3.5 months November to 3.3 months this month. This figure is even with the Housing Market Supply figure of December 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 52 days on market (from the time it was listed to the time escrow was opened) and was 1,728 square feet. Of the 1,648 sales this month, 177 (10.7%) had 2 bedrooms or fewer, 842 (51.1%) had 3 bedrooms, 495 (30%) were 4 bedroom properties and 130 (7.8%) 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.

Condominium Resale Market

Sacramento condominium sales decreased 2.6% from 117 last month to 114. Compared to last year, sales are down 8.1% from the 124 units sold in December 2008. REO properties made up 45.6% (52) of all sales while short sales accounted for 28.1% (32) of the sales. Conventional sales rounded out the remainder of the total, accounting for 26.3% or 30 sales. The condominium median sales price increased remained static month-to-month from at \$100,000. This current price is up 7.5% from the \$93,000 median sales price of December 2008. The total listing inventory increased 3.6% month-to-month from 495 listings to 513 listings. Compared with the total closed escrows, the total listing inventory represents 4.5 months of inventory in the local condominium market.

MLS STATISTICS for December 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	1	0.1%	1	0.9%	0	0	1
\$30,000 - \$39,999	4	0.2%	5	4.4%	0	1	0
\$40,000 - \$49,999	18	1.1%	12	10.5%	1	1	3
\$50,000 - \$59,999	26	1.6%	7	6.1%	0	0	2
\$60,000 - \$69,999	34	2.1%	6	5.3%	2	0	2
\$70,000 - \$79,999	42	2.5%	8	7.0%	3	0	4
\$80,000 - \$89,999	40	2.4%	9	7.9%	1	2	2
\$90,000 - \$99,999	42	2.5%	8	7.0%	1	2	4
\$100,000 - \$119,999	115	7.0%	9	7.9%	2	1	2
\$120,000 - \$139,999	147	8.9%	14	12.3%	4	1	5
\$140,000 - \$159,999	140	8.5%	9	7.9%	3	0	2
\$160,000 - \$179,999	161	9.8%	4	3.5%	4	0	5
\$180,000 - \$199,999	117	7.1%	6	5.3%	3	1	0
\$200,000 - \$249,999	291	17.7%	8	7.0%	11	0	2
\$250,000 - \$299,999	182	11.0%	2	1.8%	2	0	1
\$300,000 - \$349,999	101	6.1%	4	3.5%	3	1	2
\$350,000 - \$399,999	76	4.6%	0	0.0%	3	0	0
\$400,000 - \$449,999	33	2.0%	1	0.9%	2	0	0
\$450,000 - \$499,999	29	1.8%	0	0.0%	1	0	0
\$500,000 - \$549,000	19	1.2%	0	0.0%	1	0	0
\$550,000 - \$599,000	6	0.4%	1	0.9%	1	0	0
\$600,000 - \$999,999	22	1.3%	0	0.0%	1	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	0
Total	1,648	100%	114	100%	49	10	37

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	434	24.6%	410	26.4%	0 - 30	1,057	60.0%
Conventional	684	38.8%	559	35.9%	31 - 60	243	13.8%
FHA	485	27.5%	488	31.4%	61 - 90	127	7.2%
VA	51	2.9%	44	2.8%	91 - 120	96	5.4%
Other †	108	6.1%	54	3.5%	121 - 180	121	6.9%
Total	1,762	100.0%	1,555	100.0%	181+	118	6.7%
					Total	1,762	100.0%

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

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

Median DOM: 21
Average DOM: 53
Average DOM 1 - 180 Days: 37
Average DOM 181+ Days: 268

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