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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
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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 . . .

Inventory continues a downward trend, and the medium price of a home has been flat for the past four months. In some areas such as Carmichael and Citrus Heights, the medium price has risen. Homes in the south area which were for sale in the \$90K range now seem to be priced over \$100K. These could be indicators of the market stabilizing and reaching the bottom.

We are told that a new wave of bank foreclosures will soon be hitting the market. Again until the bank and short sale properties decrease or disappear, we will have depressed values.

Now is the time to buy a home and take advantage of the \$8,000 tax credit for first time home buyers. A first time home buyer is defined as having not owned a home for the past three years. There are some income limitations. The tax credit benefit expires on December 1, 2009.

This market is very competitive, and numbers of offers on different properties may be necessary to land a property. And perhaps sixty days might be necessary to close escrow.

Deborah and I know this market and what it takes to buy a property. Our lenders, Ken Clark or Shelly Haines of Neighbors Financial can do the lending. They have successfully closed hundreds of loans for our clients. Their lending information is on the reverse side of this newsletter—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 April 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	16	0.9%	7	6.3%	0	4	2
\$30,000 - \$39,999	32	1.9%	10	9.0%	1	0	4
\$40,000 - \$49,999	31	1.8%	11	9.9%	1	0	3
\$50,000 - \$59,999	48	2.8%	7	6.3%	2	0	3
\$60,000 - \$69,999	63	3.7%	3	2.7%	4	0	9
\$70,000 - \$79,999	87	5.1%	8	7.2%	3	0	9
\$80,000 - \$89,999	67	3.9%	8	7.2%	0	0	2
\$90,000 - \$99,999	58	3.4%	7	6.3%	6	0	2
\$100,000 - \$119,999	138	8.1%	16	14.4%	3	1	6
\$120,000 - \$139,999	150	8.8%	11	9.9%	6	0	3
\$140,000 - \$159,999	122	7.1%	5	4.5%	5	0	3
\$160,000 - \$179,999	113	6.6%	6	5.4%	7	0	0
\$180,000 - \$199,999	123	7.2%	3	2.7%	6	0	3
\$200,000 - \$249,999	243	14.2%	5	4.5%	10	1	4
\$250,000 - \$299,999	168	9.8%	2	1.8%	2	0	1
\$300,000 - \$349,999	85	5.0%	0	0.0%	1	0	2
\$350,000 - \$399,999	69	4.0%	0	0.0%	1	0	1
\$400,000 - \$449,999	32	1.9%	0	0.0%	1	0	1
\$450,000 - \$499,999	22	1.3%	0	0.0%	0	0	1
\$500,000 - \$549,000	12	0.7%	0	0.0%	0	0	1
\$550,000 - \$599,000	6	0.4%	1	0.9%	0	0	0
\$600,000 - \$999,999	20	1.2%	1	0.9%	1	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	1	0	0
Total	1,707	100%	111	100%	61	6	60

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
Cash	503	27.7%	450	24.5%	1-30	931	51.2%
Conventional	738	40.6%	836	45.5%	31 - 60	309	17.0%
FHA	405	22.3%	431	23.5%	61 - 90	210	11.6%
VA	42	2.3%	39	2.1%	91 - 120	118	6.5%
Other †	130	7.2%	81	4.4%	121 - 180	132	7.3%
	1,818	100.0%	1,837	100.0%	181+	118	6.5%
						1,818	100.0%

† includes: contract of sale, creative, Owner Financing.

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

Average DOM: **57 Days**
 Average DOM 1 - 180 Days: **41.8 Days**
 Average DOM 181+ Days: **275 Days**

This representation 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/public_affairs/statistics

Based on Multiple Listing Service data from MetroList. © 2009 SAR.

Compiled monthly by Sacramento Association of REALTORS® www.sacrealtor.org (916) 437-1205

Median Price for Single-Family Detached Homes

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
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	\$170,000	\$179,900	\$182,000	\$185,000	\$190,000	\$194,000	\$185,000	\$186,000	\$180,000	\$179,500	\$180,000	\$179,000

2011 YTD

Listing Inventory for Detached Single Family Homes

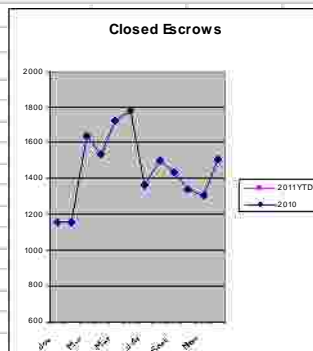
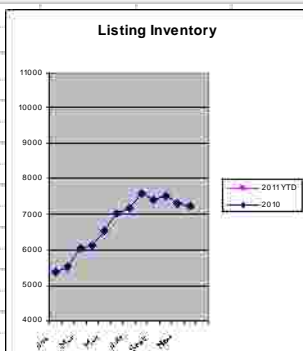
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2006	5174	4966	5899	5549	6507	6874	5832	6293	5829	5194	4663	4133
2007	4926	4672	5405	5313	5565	5494	5592	10,260	10,043	10088	9967	8965
2008	8963	8731	8861	8612	7902	8414	7880	7225	7124	7304	6643	6462
2009	5935	5692	6266	5377	5063	5339	5327	4987	5273	5392	5096	5425
2010	5379	5515	6027	6096	6525	7019	7155	7588	7400	7517	7316	7221

2011 YTD

Closed Escrows for Single-Family Detached Homes

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
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	1159	1156	1640	1536	1720	1777	1363	1496	1433	1341	1302	1504

2011 YTD



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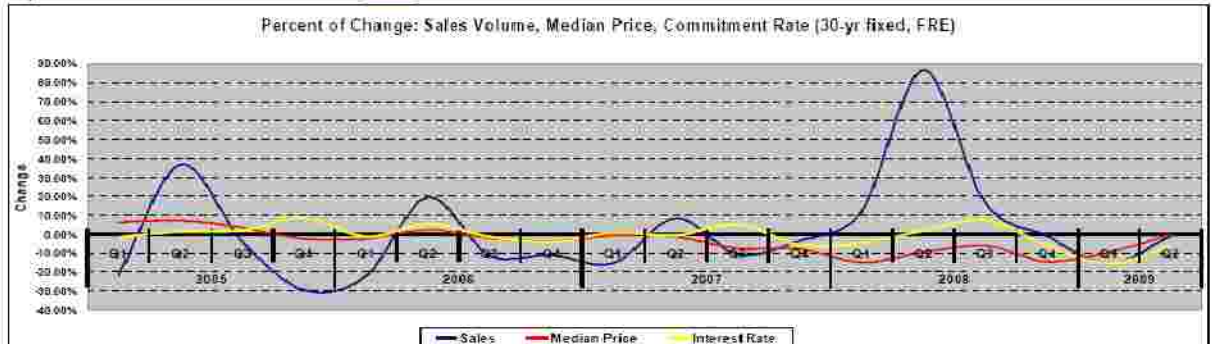
(RESIDENTIAL RESALE STATISTICS April 2009)

Single family home sales, median price showing little movement

April showed little fluctuation in median sales price and sales volume. This data, compiled by the Sacramento Association of REALTORS®, is collected from the MetroList® multiple listing services and covers Sacramento County and the City of West Sacramento. There were 1,707 sales in April, a 1% decrease from the 1,725 sales last month, but a 17% increase over last year's 1,450 sales. REO properties continue to be a defining factor in the inflated rate of sales, this month attributing for over 65% of all sales. This percentage, however, has made small declines each month since January, where distressed properties accounted for over 75% of sales.

The median sales price moved slightly, decreasing .2% from \$167,500 to \$167,100 this month. The current median price is down 29.5% from the \$236,888 median price recorded last year. The Total Listing Inventory is also down, showing a 14.2% decrease from 6,266 to 5,377 this month. Compared to last year, April shows a 37.6% decrease from the 8,612 listings recorded. The Housing Market Supply has decreased 13.9% to 3.1 months from last month and 47.5% from last year. 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 MLS Data, the average home spent 56 days on market before selling and measured just over 1,660 square feet.

The recent and dramatic fluctuations in the market make for great headlines, but the “bottom” of the market cannot be accurately predicted. Experienced REALTORS® have learned that the bottom of the market is only evident after it has passed and trends have already turned positive. The graph below represents the change in single family home sales, median sales price and FreddieMac 30-year loan commitment rates. The merging of all three near the X-axis suggests a shift in the market. The 2nd Quarter numbers for 2009 are based seasonal trends and the April data. A complete table of the values represented below is available [here](#).



Condominium Resale Market

Sacramento condo sales made a 1.8% increase from 109 to 111 units. Compared with April 2008, sales are up 8% from the 103 units sold. This small number of sales has seen a varying median price in the last few months. A month-to-month comparison shows a 25% decrease from \$120,000 to the current median price of \$90,000. This marks a 35% from the \$138,500 median price last year. Distressed property sales in April – 70 total – accounted for 63.1% of all condo sales.