

## What we do for you . . .

You can always find the most up-to-date **News on the Fine East** 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](http://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:



7100 Murdock Way  
Carmichael, CA 95608  
Email: [drichier@cwnet.com](mailto:drichier@cwnet.com)  
[www.AdvantagePointRealty.com](http://www.AdvantagePointRealty.com)

Voice: 916-944-0445  
Fax: 916-944-0541  
Cell-Deb: 916-837-1220  
Cell-Don: 916-837-1225

### Our Marketing Brief . . .

I (Don) attended a recent Board of Realtors meeting and listened to a presentation by Leslie Appleton-Young, chief economist for the California Association of Realtors. She indicated; "in Sacramento County, we're through 80 percent of the subprime resets." These are the tainted loans which have primarily caused the deep depression in real estate values.

Like in the 1990's, the real estate market in Sacramento County and the valley down to Bakersfield was the first area in the country to hit the skids. It was also the first area to recover in the 90's. Several experts predict this market is about to bottom out if it hasn't already. A continued brisk market plus a falling inventory since last June would seem to support this hypothesis.

Other markets, like securities and the condition of the general economy certainly influence real estate sales. The market is hot and probably would be even better if there wasn't so many other economic distractions. Interest rates are in the 4% range.

In conclusion, the local real estate market continues to sort out and is expected to stabilize later on this year. Housing appreciation would follow at some point. -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 February 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†
Under \$100,000	385	24.4%	61	64.9%	17	1	27
\$100,000-\$139,999	231	14.7%	18	19.1%	13	0	7
\$140,000-\$159,999	128	8.1%	5	5.3%	6	1	2
\$160,000-\$179,999	100	6.3%	4	4.3%	3	1	2
\$180,000-\$199,999	110	7.0%	0	0.0%	7	0	1
\$200,000-\$249,999	253	16.1%	1	1.1%	10	1	0
\$250,000-\$299,999	144	9.1%	3	3.2%	0	0	1
\$300,000-\$349,999	82	5.2%	1	1.1%	2	0	0
\$350,000-\$399,999	52	3.3%	1	1.1%	0	0	0
\$400,000-\$449,999	36	2.3%	0	0.0%	0	0	0
\$450,000-\$499,999	19	1.2%	0	0.0%	0	0	0
\$500,000-\$549,000	13	0.8%	0	0.0%	1	0	0
\$550,000-\$599,000	10	0.6%	0	0.0%	0	0	0
\$600,000-\$649,999	4	0.3%	0	0.0%	0	0	0
\$650,000 - \$699,999	2	0.1%	0	0.0%	0	0	0
\$700,000-\$749,999	2	0.1%	0	0.0%	0	0	0
\$750,000 - \$799,999	0	0.0%	0	0.0%	0	0	0
\$800,000-\$849,999	1	0.1%	0	0.0%	0	0	0
\$850,000 - \$899,999	1	0.1%	0	0.0%	0	0	0
\$900,000-\$949,999	0	0.0%	0	0.0%	0	0	0
\$950,000-\$999,999	0	0.0%	0	0.0%	0	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	0
<b>Total</b>	<b>1,575</b>	<b>100%</b>	<b>94</b>	<b>100%</b>	<b>59</b>	<b>4</b>	<b>40</b>

### Type of Financing

### LENGTH OF TIME ON MARKET

(SFR, condo, PUD only)	# of Units	% of Total	(SFR, condo, PUD only)	# of Units	% of Total
Financing Method			Days on Market (DOM)		
Cash	431	25.8%	1-30	858	51.4%
Conventional	740	44.3%	31 - 60	313	18.8%
FHA	341	20.4%	61 - 90	190	11.4%
VA	44	2.6%	91 - 120	113	6.8%
Other †	113	6.8%	121 - 180	116	7.0%
	<b>1,669</b>	<b>100.0%</b>	181+	79	4.7%
				<b>1,669</b>	<b>100.0%</b>

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

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

Average DOM: **53 Days**  
 Average DOM 1 - 180 Days: **425 Days**  
 Average DOM 181+ Days: **250 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.sacrealbr.org](http://www.sacrealbr.org) - about us - statistics

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

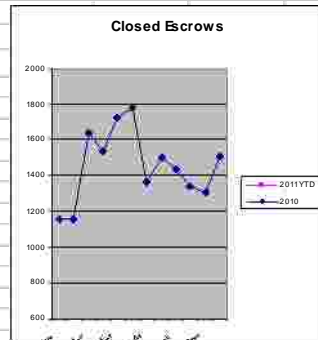
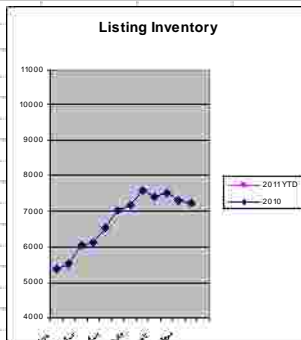
2011 YTD

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



## MLS STATISTICS

FEBRUARY 2009 – Placer County

### RESIDENTIAL ONLY (Single Family Homes)

#### Preliminary Report

	Current Month	Last Month	% Change	Last Year	% Change
New Listings Published.....	560	621	-9.8%	659	-15.0%
Listing Inventory.....	2,257	2,173	3.9%	2,334	-3.3%
Number of New Escrows.....	266	269	1.1%	301	-11.6%
Number of Closed Escrows.....	224	253	-11.5%	247	-9.3%
Dollar Volume of Closed Escrows...	\$76,516,395	\$79,659,634	-3.9%	\$98,416,507	-22.3%
Median <sup>1</sup> .....	\$289,000	\$270,000	7.0%	\$343,000	-15.7%
Mean <sup>2</sup> .....	\$341,591	\$314,860	8.5%	\$398,447	-14.3%
Mode <sup>3</sup> .....	\$250,000 to \$299,999	\$250,000 to \$299,999	NA	\$300,000 to \$349,999	NA



From Don & Deborah

## **(RESIDENTIAL RESALE STATISTICS February 2009)**

### **Single family home and condo sales increase, median price inches downward**

Following a record-breaking January, February continues a trend of high sales, reaching 1,575 closed escrows. 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. The 1,575 sales in February is a 2.1% increase over the 1,542 sales last month. Compared year-over-year, the current data marks an 81% increase over the 870 home sales of February 2008. Distressed and bank-owned properties continue to make up a majority of the Sacramento market, with 1,171 REO properties sold in February – over 74% of all sales.

The median sales price of a Sacramento home made a slight decrease month-to-month from \$169,000 to \$167,000, a 2.1% drop, and the lowest price since April 2001 when the median sales price was also \$167,000. New listings in February decreased 8.1% from 1,988 to 1,811. The Total Listing Inventory also decreased, recording a 4.1% drop from 5,935 in January to 5,692 this month. Compared year-to-year, the current figure is 38.6% below the 8,731 listings recorded in February 2008. The high rate of sales and low listing inventory results in a favorable Housing Market Supply figure, 3.6 months, but it is believed that many more vacant properties have yet to be listed, kept off the market by lenders to avoid an inflated inventory. This figure represents the amount of time – in months – it would take to deplete the total listing inventory given the current rate of sales.

Sacramento continues to see an influx of REO Properties – many of them selling below \$100,000. **The table on Page 2 breaks down and compares the price range of the 1,575 sales made this month to the 867 sales of February 2008.**

### **Condominium Resale Market**

The Sacramento condo market also saw an increase of 16% from 81 sales in January to 94 sales this month. Compared year-to-year, the current sales stand 57% over the 60 sales recorded in February 2008. The median sales price of a Sacramento condo saw a drop of 15.3% from \$95,000 in January to \$80,450 this month. Year-to-year, the current median sales is down more than half, 53%, from the \$171,000 median sales price of January 2008 – Likely an inflated median price attributed to three \$650K+ condos sold that month. REO property sales also carry the Sacramento condo market, accounting for 72 sales, or 76.6%, of all sales made this month.