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Our Marketing Brief . . .

As you can see the medium price of homes has ticked upward by \$500 from the previous month. It has been almost flat since the beginning of the year . . . another possible indication that the market has bottomed out. We have also noticed that there are fewer bank properties for sale in the better areas compared to last year. Even the news media has tempered their negativity and have admitted we may be at the bottom.

There is still lots of competition between buyers especially for the better areas and homes. Numbers of offers on different properties must be made to get an accepted offer. A moratorium has just been lifted by lenders, releasing soon more repo properties. There has recently been a scarcity of them with only short sale properties in predominance. A new wave should appear.

Hard work, timely offers and lots of perseverance is the name of the game. One couldn't ask for better market conditions from a buyer's perspective. How long has it been since we have had both low prices, low interest rates, and government subsidies at the same time?

The government is trying to stem the tide of foreclosures and short sales by making it easier to renegotiate loans for those in financial trouble and for those who are still qualified to refinance their existing homes. We know the territory . . . Keep us in mind!

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 March 2009

Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of REOs	Last Month	Change	% of REOs	Last Year	Change
New Listings Published	2,143		1,811	18.3%		3,379	-36.6%
Total Listing Inventory	6,266		5,692	10.1%		8,861	-29.3%
Number of New Escrows	2,035		1,709	19.1%		1,778	14.5%
Number of REO Sales	1,216	70.5%	1,171	3.8%	74.3%	685	77.5%
Total Number of Closed Escrows	1,725		1,575	9.5%		1,069	61.4%
Month's Inventory	3.6 Months		3.6 Months	0.0%		8.3 Months	-56.6%
Dollar Value of Closed Escrows	\$325,794,200		\$297,806,472	9.4%		\$293,884,468	10.9%
Median	\$167,500		\$167,000	0.3%		\$254,896	-34.3%
Mean	\$188,866		\$189,083	-0.1%		\$274,915	-31.3%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,000			\$250,000 - \$299,000	

Year-to-Date Statistics	01/01/09 to 03/31/09	01/01/09 to 03/31/09	01/01/08 to 3/31/2008	Change
	SAR monthly data, compiled	MetroList YTD data		
Number of Closed Escrows	4,839	4,960	2,678	80.7%
Dollar Value of Closed Escrows	\$917,908,116	\$940,304,087	\$792,226,848	15.9%
Median	\$167,000	\$167,700	\$255,000	-34.5%
Mean	\$189,690	\$189,577	\$278,515	-31.9%

CONDOMINIUM / PUD RESALES

Monthly Statistics	Current Month	% of REOs	Last Month	Change	% of REOs	Last Year	Change
New Listings Published	168		137	22.6%		288	-4.2%
Total Listing Inventory	517		499	3.6%		721	-28%
Number of New Escrows	145		117	23.9%		119	22%
Number of REO Sales	67	61.5%	72	-6.9%	76.6%	61	
Number of Closed Escrows	109		94	16.0%		92	18%
Dollar Value of Closed Escrows	\$14,321,584		\$8,685,413	64.9%		\$14,074,190	2%
Median	\$120,000		\$80,450	49.2%		\$138,500	-13%
Mean	\$131,391		\$92,398	42.2%		\$152,980	-14%
Mode	\$120,000 - \$139,999		\$30,000 - \$39,999			\$140,000 - \$159,999	

Year-to-Date Statistics	01/01/09 to 03/31/09	01/01/09 to 03/31/09	01/01/08 to 3/31/2008	Change
	SAR monthly data, compiled	MetroList YTD Data		
Number of Closed Escrows	284	291	188	51.1%
Dollar Value of Closed Escrows	\$32,143,957	\$32,596,957	\$36,231,713	-11.3%
Median	\$90,000	\$90,000	\$146,250	-38.5%
Mean	\$113,183	\$112,017	\$179,365	-36.9%

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

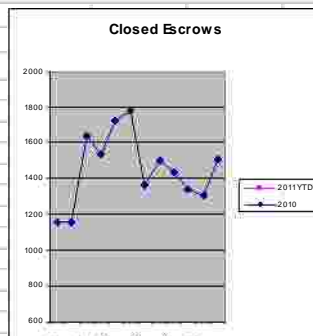
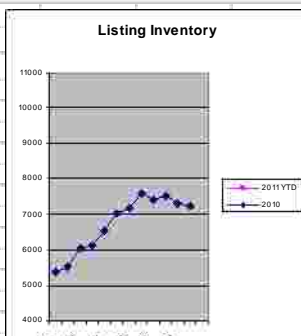
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2006	5174	4966	5899	5549	6507	6874	5832	6293	5829	5194	4663	4133
2007	4926	4672	5405	5313	5565	5494	5592	10,260	10,043	10088	9967	8965
2008	8963	8731	8861	8612	7902	8414	7880	7225	7124	7304	6643	6462
2009	5935	5692	6266	5377	5063	5339	5327	4987	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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From Don & Deborah

(RESIDENTIAL RESALE STATISTICS March 2009)

Median price stagnant, sales up nearly 10% over February

Single family home sales increase for the month while the median sales price shows a change of less than 1%. 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 1,725 sales in March is a 9.5% increase over the 1,575 sales last month. Year-over-year, this marks a 61.4% increase over the 1,069 home sales of March 2008. A high level of distressed properties – 70.5% of all sales – greatly contributes to the favorable rate of sales, but also keeps the median sales price low.

The median sales price moved slightly month-to-month from \$167,000 to \$167,500, a .3% increase. New listings increased from 1,811 to 2,143, an 18.3% change. The Total Listing Inventory increased to 6,266, up 10.1% from 5,692. Compared year-to-year, the current listing inventory is 29.3% below the 8,861 total listings recorded last March. The Housing Market Supply figure is identical to February, at 3.6 months, but is 56.6% above the 8.3 Months figure of March 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.

The lowered median sales price of Sacramento homes has increased the area's Housing Affordability Index for First-Time Buyers (HAI-FTB). The HAI-FTB, published quarterly by C.A.R., measures the percentage of households that can afford to purchase an entry-level home in a specific area. C.A.R. uses this index as the most fundamental way to measure housing well-being for first-time buyer. When calculated, the HAI-FTB shows Sacramento with one of the highest Affordability Indexes in the state. The Q4 2008 calculations rate Sacramento County with an HAI of 74 – meaning 74% of Sacramento County households are able to purchase an entry-level home in the area. Only two other counties, including Merced with a First-Time Buyer Housing Affordability Index of 79, scored higher than Sacramento County. For information on the HAI-FTB Methodology, please visit <http://www.car.org/economics/marketdata/ftbmethodology/>

Condominium Resale Market

Sacramento condo sales increased 16% from 94 sales in February to 109 sales this month. The current data also shows an 18% increase over the 92 sales reported last year. The median sales price increased to \$120,000, a 49.2% jump from the \$80,450 median price last month. This up-and-down median price is attributed to a slew of sub-\$100,000 sales in February compared to a recent bout of \$100,000+ sales in March, some selling for over \$600K. Year-to-year, the current median sales price is down 13% from the \$138,500 median sales price of February 2008. REO property sales in March – 67 total – accounted for 61.5% of all condo sales.