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Important Update (05/06/10): The 2010 New Home Credit and First-Time Buyer Credit begins May 1, 2010. **California State Tax Credit!**

General Information: These tax credits are available for taxpayers who purchase a qualified principal residence on or after May 1, 2010, and before January 1, 2011. Additionally, these tax credits are available for taxpayers who purchase a qualified principal residence on or after December 31, 2010, and before August 1, 2011, pursuant to an enforceable contract executed on or before December 31, 2010. The purchase date is defined as the date escrow closes. Taxpayers may apply for the tax credits if they have entered into a contract before May 1, 2010, as long as escrow closes on or after May 1, 2010. However, taxpayers may not request a New Home Credit reservation if they have entered into the contract before May 1, 2010. (Updated 04/28/10)

These tax credits are limited to the lesser of 5 percent of the purchase price or \$10,000 for a qualified principal residence. Taxpayers must apply the total tax credit in equal amounts over 3 successive tax years (maximum of \$3,333 per year) beginning with the tax year in which the home is purchased. The tax credits cannot reduce regular tax below tentative minimum tax (TMT). The tax credits are nonrefundable and unused credits cannot be carried over.

The total amount of allocated tax credit for all taxpayers may not exceed \$100 million for the New Home Credit and \$100 million for the First-Time Buyer Credit. However, since many taxpayers will not be able to utilize the entire tax credit, the legislation specifies that the \$100 million cap for the New Home Credit will be reduced by 70 percent of the tax credit allocated to each buyer and the \$100 million cap for the First-Time Buyer Credit will be reduced by 57 percent of the tax credit allocated to each buyer. For example, if a taxpayer is allocated \$10,000 for the New Home Credit, the \$100 million cap for the New Home Credit will only be reduced by \$7,000. If a taxpayer is allocated \$10,000 for the First-Time Buyer Credit, the \$100 million cap for the First-Time Buyer Credit will only be reduced by \$5,700. The 70 and 57 percent reductions do not impact the amount that can be claimed by the taxpayer. Other provision apply. **Goggle "California State Tax Credit" for the complete info.**

About Don & Deborah

Don Richier, Broker
B.S. Business Administration

Deborah Richier, Broker
B.S. Business Marketing

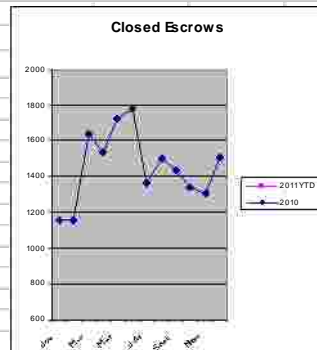
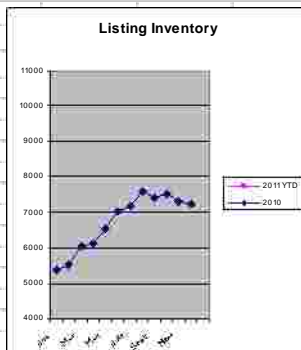
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✎ Certified Residential Specialist (CRS)
✎ Top Producers
✎ Formerly with Re/Max 15 years

Median Price for Single-Family Detached Homes												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
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												



Our Marketing Brief....

We have moved our marketing brief to this page so we could have room enough for the new California State Tax Credit provisions written on the reverse side.

The market has perked up as we get into the heart of the spring sales. There is still more of the same... lots of bank and short sales. The medium price is gradually moving upward. There are increased sales of properties in the higher price ranges. Multiple offers are still the norm. Normal listings, still with equities are more popular in compared to the bank/short sale listings. They sell for more \$\$.

Let us help you....We know this market.....Don and Deborah

MLS STATISTICS for April 2010

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	2	0.1%	2	1.6%	0	3	0
\$30,000 - \$39,999	9	0.6%	11	8.9%	0	0	0
\$40,000 - \$49,999	13	0.8%	18	14.5%	1	0	1
\$50,000 - \$59,999	18	1.2%	16	12.9%	1	2	4
\$60,000 - \$69,999	32	2.1%	11	8.9%	3	0	5
\$70,000 - \$79,999	34	2.2%	8	6.5%	2	0	3
\$80,000 - \$89,999	40	2.6%	9	7.3%	2	1	1
\$90,000 - \$99,999	52	3.4%	9	7.3%	0	2	3
\$100,000 - \$119,999	90	5.9%	5	4.0%	5	1	8
\$120,000 - \$139,999	148	9.6%	8	6.5%	7	0	4
\$140,000 - \$159,999	128	8.3%	4	3.2%	1	1	4
\$160,000 - \$179,999	171	11.1%	6	4.8%	12	0	0
\$180,000 - \$199,999	120	7.8%	3	2.4%	8	2	3
\$200,000 - \$249,999	261	17.0%	4	3.2%	11	0	3
\$250,000 - \$299,999	172	11.2%	3	2.4%	3	0	2
\$300,000 - \$349,999	106	6.9%	3	2.4%	2	0	1
\$350,000 - \$399,999	69	4.5%	2	1.6%	0	0	1
\$400,000 - \$449,999	26	1.7%	0	0.0%	0	0	0
\$450,000 - \$499,999	12	0.8%	0	0.0%	0	1	0
\$500,000 - \$549,000	11	0.7%	0	0.0%	0	0	0
\$550,000 - \$599,000	7	0.5%	2	1.6%	0	0	0
\$600,000 - \$999,999	12	0.8%	0	0.0%	0	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	1	0	0
Total	1,535	100%	124	100%	59	13	43

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	463	27.2%	478	27.1%	0 - 30	904	53.1%
Conventional	544	31.9%	620	35.2%	31 - 60	286	16.8%
FHA	527	30.9%	555	31.5%	61 - 90	159	9.3%
VA	35	2.1%	47	2.7%	91 - 120	97	5.7%
Other †	135	7.9%	62	3.5%	121 - 180	114	6.7%
Total	1,704	100.0%	1,762	100.0%	181+	144	8.5%
					Total	1,704	100.0%

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

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

Median DOM: 26
 Average DOM: 62
 Average DOM 1 - 180 Days: 39.4
 Average DOM 181+ Days: 301

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/publicaffairs/statistics

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From Don & Deborah

(RESIDENTIAL RESALE STATISTICS April 2010)

Sales volume decreases, median sales price rebounding since January

A four month rising trend brings single family home median sales price near December 2009 levels. Additionally, April continues a six month trend of increased year-to-year sales price.

After a February to March jump in units sold, April reflects a decrease. The 1,536 units sold this month is a 6.3% decrease from the 1,640, sales of March. Year to year, the current figure is 10% below the 1,707 units reported in April 2009. Conventional sales – non REO or short sales – have slowly been climbing, making up 37.8% (580 units) of all sales this month. This stands less than one percent below the 591 REO units sold (38.7%) Short sales round out the remainder of sales, accounting for 23.6%, or 362 units, of the total. accounting for 24.7% of all sales. Conventional sales have shown a steady increase, rising 15.8% from April 2009. Compare the current figures to last April, where REOs, short sales and conventional sales accounted for 65%, 13% and 22% of total sales, respectively.

The median sales price increased slightly (1.6%) from \$182,000 to \$185,000. The current figure is 10.7% higher than the \$167,100 median price last year. The \$200,000 - \$249,999 price range mode accounts for a majority (17% or 261 units) of the 1,536 total sales this month, while homes under \$100,000 totaled 200 (13%) units.

The Total Listing Inventory has recently been split up to more accurately display the current market. Active Listings numbered 3,679 properties and Active Short Sales Contingent showed 2,383. Active Short Sale Contingent properties are short sale properties on which initial offers have been made and are not entirely "active." After breaking down Total Listing Inventory, we find that the Housing Market Supply figure is more accurately reflected. Month to month the Housing Market Supply figure increased 9.1% from 2.2 to 2.4 Months. This figure represents the amount of time – in months – it would take to deplete the Active Listing Inventory (3,679) given the current number of closed escrows (1,536). According to MetroList® MLS data, the average home spent 61 days on market (from the time it was listed to the time escrow was opened) and was 1,650 square feet. Of the 1,536 sales this month, 181 (11.7%) had 2 bedrooms or fewer, 837 (54.4%) had 3 bedrooms, 421 (27.4%) were 4 bedroom properties and 97 properties (6.3%) had 5+ bedrooms.

Condominium Resale Market

Sacramento condominium sales decreased 6.1% from 132 last month to 124 this month. Compared with last year, sales are up 11.7% from the 111 units sold in April 2009. REO properties made up 42% (53) of all sales while short sales accounted for 25.8% (32) of the sales. Conventional sales rounded out the remainder of the total, accounting for 31.5% or 39 sales. The condominium median sales price decreased 17.2% month-to-month from \$87,000 to \$72,000. This current price is down 20% from the \$90,000 median sales price of April 2009. The total listing inventory decreased by a fraction (.3%) month-to-month from 641 listings to 639 listings. Of these 639 listings, 222 (34.7%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 417 units. This calculates to a Housing Market Supply of 3.3 Months, a 13.8% increase from the 2.9 Months figure last month.