

January 2010

Dear Customers and Friends,

Market summary for 2009 and how it compares to 2008 in selected areas. I am frequently asked how this year compared to last year. Below is some information that in part will answer that question. Despite the drop in prices there is good news for move up buyers and first time buyers. The tax credits offered to both first time and repeat buyers are still available until April 30th as long as the closing occurs by June 30th. For move up buyers the higher priced homes have come down in price more than the lower priced homes, so moving up at this time could be very advantageous even though your present home may sell for less in this market. Remember that the repeat buyer tax credit is also available to those who are downsizing. Interest rates are predicted to rise this year so now is a very good time to make your move. When you buy in the winter it is also easier to find roof and drainage issues.

<u>Area</u>	<u>#Sold</u>	<u>Avg. Price</u>	<u>Med. Price</u>
95616, 95618 (Davis)	351 424	\$485,164 \$535,819	\$459,000 \$500,000
95695, 95776 (Woodland)	620 631	\$228,871 \$268,643	\$218,000 \$255,000
95691 (West Sacramento)	546 571	\$238,957 \$278,379	\$240,000 \$283,000
95835 (North Natomas)	968 994	\$231,662 \$281,525	\$225,000 \$269,000
95620 (Dixon)	267 217	\$255,464 \$307,323	\$260,000 \$300,000

Red=2009 data

Green=2008 data

Note: In all of the areas except Davis, the market was strongly influenced by the short sales and bank owned properties. In Davis the drop in average and median prices is more reflective of a greater number of homes in the lower price ranges selling than in the higher price ranges. This information is provided to give a general idea of the market, but if you want specifics relating to your home I will need to do a search specific to the size, price, and location of your home since property types have been affected differently. Please call or e-mail me if you would like this personalized information.

**The above information was obtained from Metrolist Services and BAREIS MLS on 1/7/2010 and may not reflect all of the real estate activity in the market. Subdivision sales, auction sales, and for sale by owner transactions are not included. The source of information provided is deemed reliable but is not guaranteed.*



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More about www.houselogic.com. In my last newsletter I introduced you to this wonderful site. It offers an opportunity to create your own binder to store on your computer the articles of interest to you so you can easily go back and refer to them. It also gives you an opportunity to make to-do lists and monitor your progress. I started my own binder this morning. Based on your type of home and location it also suggests articles that may be of interest to you. You can add or remove articles as you wish. The quality of the information in the articles I have read is very good—clear and concise information you can put to use right away to save money, keep track of home maintenance, hire a contractor, make decisions about home repairs, learn about “green” living possibilities for your home, keep up to date on tax credits available for home purchases and energy saving upgrades, and much more. If you haven’t checked it out yet, I’d encourage you to do so. It is by far the best site for home information I’ve found.

More changes in the mortgage business—and more to come As of Jan. 1st the lenders have new disclosure requirements that took effect. That sounds on the surface as if it is a good thing, but from what I have been able to understand it looks more confusing than helpful. Also, it looks like very soon FHA will be increasing their downpayment requirements from 3.5% to 5%. Mortgage insurance will most likely be a bit more expensive, and a lower limit on a seller’s contribution to closing costs may be coming as well. If you know a buyer looking at FHA financing, now is the time to buy. As long as the case number is assigned before the changes it will go under the present guidelines. A case number is assigned only when there is an accepted offer.

Know any first time buyers priced out of the Davis market? Tell them to check out my adorable new listing in North Natomas. For more information and photos go to www.CarolCoder.com.



1860 Zurlo Way
\$175,000
2bedroom/2 bath detached home
2 car garage with opener
Security system
Lovely tile floors in living room,
kitchen and hallway
Quiet street & easy freeway access
Excellent condition

Here’s a recipe I think you will want to use often. It is easy, nutritious, and very yummy. I learned this one from my daughter-in-law, Lisa.

Butternut Squash Soup

Line a cookie sheet with foil sprayed with Pam or other non-stick spray. Wash a whole butternut squash. Cut in half and scoop out seeds. Place the cut sides down on the foil. Bake until the squash is very soft. Scoop out the squash and put it in a food processor. Add salt, a little garlic salt, pepper, and a generous amount of thyme to taste. Add milk and blend in the processor until it is the consistency you like. Add the seasonings a bit at a time so you get the taste you want. Enjoy!

Thank you for your referrals!