



SACRAMENTO REALTOR®

Making Sacramento a Better Place to Call Home for Over 100 Years

DECEMBER 2011

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

2011 - Year in Review

Installation

Long time REALTOR® Doug Covill was installed as the SAR 2011 President. He encouraged REALTORS® to take the "SAR Bridge to Success" and get more involved with their Association. Some of the goals for the year included more outreach to Member offices via the Office Liaison Report, promoting "Green" issues by working with the Sacramento Tree Foundation and SMUD and promoting more eco-sensitive products in the SAR Retail Center. This theme will remain a valuable word of advice to REALTORS®. Now at the year's end, Mr. Covill can look back and reflect on a job well done.



Masters Club Roundtables

The Masters Club Roundtables offer some of the best information – provided by the best REALTORS® in the area. This year focused on "Building Your Foundation for 2011 & Beyond" and featured Roundtable sessions by Leigh Rutledge, Dunnigan, REALTORS®, Gina Borges-Valdez, Lyon Real Estate, Steve Ostrom, Coldwell Banker, and Elizabeth Axelgard, Lyon Real Estate. Topics included "Short Sales: From Qualifying to Closing" to "Smart Phone Applications for REALTORS®." A panel discussion on "Building a Strong Foundation to Create Success" rounded out the informational seminar.



CrabFEST!

This was the 2nd annual CanTree Crab Fest and more than 450 people attended – what a success! Master of Ceremonies Dave Bender (CBS 13 News) kept the evening flowing and volunteers from AmeriCorps, Salvation Army, Casa Robles High School and the SAR YPC all pitched in to help the CanTree Committee make this a night to remember. The swinging sounds of Haley O'Ryan and the All Stars packed the dance floor and those in attendance danced the night away. This is surely turning into a highly-anticipated event!



NorCal RE Expo – April 6th

A complete overhaul of the Technology Fair in 2011 yielded the SAR NorCal Real Estate Expo. This huge event was held at the Sacramento Convention Center and drew more than 1,100 attendees. 34 REALTOR® Associations participated as co-hosts and 53 exhibitors showcased the latest in real estate-related products and services. In addition to the networking, exhibitor booths and a great lunch, there were a number of great speakers and breakout sessions. These notable speakers included Jim Pelley, Linda Caoili-Hainsworth, Michelle Lenahan, Tamiko Broms, Keith McLane, Carole Rodoni, Frank & Brian, Kevin Nunn, Scott Short, Stephen Beede, Esq., Christopher Hanson, Rick Geha, Rick VanDermyden, Joshua Sharfman, Chris Tellez and Mike Mueller. Don't miss this next year – SAVE THE DATE – Thursday, May 24, 2012.



Multi-Chamber Mixer

Following their mission to "promote and celebrate diversity," the SAR Equal Opportunity/Cultural Diversity Committee planned this mixer that brought together a crowd of real estate professionals from all backgrounds. The first SAR Multi-Chamber mixer welcomed many local chambers including, but not limited to, the Asian/Pacific Islander, Black, Hispanic, Indus Valley, Rainbow and Vietnamese Chambers. After pouring rain all day, the skies opened up and more than 300 people attended to enjoy great food, ice-cold beverages, networking and a chance to win great prizes like a 46" LCD television. Another Multi-Chamber mixer is in the works for Thursday, April 19, 2012.



YPC BBQ/Vendor Fair – May 3rd

Following another great monthly Main Meeting, the SAR Young Professionals Council hosted the 4th annual Vendor Fair and BBQ in the back parking lot of SAR. More than 50 vendors set up booths to showcase the finest in real estate products and services and hundreds more attended. All enjoyed a YPC-prepared BBQ lunch and the sunshine as they browsed the vendor booths. After all was said and done, they raised over \$4,300 for the SAR Scholarship Fund. What a great event for a great cause!



Scholarship/June Main Meeting

The June Main Meeting is known for its SAR Scholarship Awards ceremony and this year 34 Sacramento-area students were awarded \$38,250 in scholarship money. The SAR Scholarship Trustees had the grueling task of reviewing applications and selecting the recipients. Although most students had a 4.0 (or higher) GPA, this was not the only criterion used in the selection process. Well-rounded students involved with extra-curricular activities and volunteer work made up a majority of the students and many of them had plans to pursue a career in real estate. This heartfelt ceremony certainly left attendees feeling optimistic about the future with these bright, committed and talented young people soon contributing to society!



RAF Spa Retreat

SAR had a great presence at the June Midyear C.A.R. Meetings. The newly formed REALTOR® Action Fund (RAF) Committee secured a grant from the National Association of REALTORS® to host a fundraising event for RAF, which they did in conjunction with Legislative Day. To help REALTORS® rest and relax, the RAF Committee planned a Spa Retreat. Complete with massage therapists, a shoe shine, computers with internet access and a cell phone charging station, attendees were able to recharge their batteries during the busy Legislative Day. Adding to the fun of the day was a prize drawing featuring a \$300 Southwest Airlines gift card and an Apple iPad.



Sip & Support – August 26th Courtyard D'Oro

The Christmas CanTree Committee kicked off the CanTree season on August 26 with the "Survivor" themed **Sip and Support** fund-raiser that was held at Courtyard D'Oro in Old Sacramento. This fun-filled evening included wine tasting (of course), appetizers, dancing, Survivor games as well as a silent auction and raffle. More than 300 people attended this great event and, after the last bottle of wine was finished, it raised more than \$6,300 for the Salvation Army!



September Main Meeting - Steve Sax

The SAR Meetings and Events Department strives to book the best speakers for our Monthly Main Meetings and this past September, they knocked it out of the park – literally! 1982 National League Rookie of the Year, five-time All-Star and two-time World Series Champion Steve Sax was the main attraction at this meeting and he transfixed the audience with stories of his childhood, his rise to Major League Baseball, personal struggles and losses and ultimately rising above and becoming great. Steve's skills as a motivational speaker and tales about his rise to the top are sure to captivate any audience. SAR Members left inspired as they reflected on their own struggles and how to overcome any obstacles in their way.



continued on page 7

Sacramento Association of REALTORS®

2003 Howe Avenue, Sacramento, CA 95825
(916) 922-7711
Fax (916) 922-1221 or Fax (916) 922-3904

MetroList
1164 W. National Dr. Suite 60
Sacramento, CA 95834
(916) 922-2234 or (916) 922-7584

2011 SAR Board of Directors

Doug Covill President	Patrick Lieuw President-Elect
Chris Little Secretary/Treasurer	Barbara Harsch Immediate Past President

Charlene Singley
Past President

Directors

Erin Attardi Kathy Fox Jeff Jurach Rob McQuade Ted Russert Paula Swayne Mary Willett	Judy Covington Ron Greenwood Michelle Lehman Deniece Ross-Francom Scott Short Dave Tanner Linda Wood
--	--

The mission of the Sacramento Association of REALTORS® is to enhance the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights.

Here to Serve You

SAR Staff

Feel free to call us direct.

Nelson Janes – 437.1201
Chief Executive Officer
Daniel Allen – 437.1225
Manager of Information Technology
Caylyn Brown – 437.1227
Government Affairs Director
Luis Calderon - 437-1214
Building Superintendent
Brian DeLisi – 437-1210
Education Coordinator
Janelle Fallan – 437.1208
Director of Public Affairs/Commercial
Devyn Henry – 437.1226
Administrative Project Manager
Deborah Grinnell – 437.1209
Director of Meetings & Events
Pat Lowell – 437.1206
Director of Professional Standards
Chris Ly – 437.1210
Staff Accountant
Liliya Mishchuk – 437.1212
Meetings & Events Coordinator
Vladislav Tsykosh – 437-1229
IT Assistant
Tony Vicari – 437.1205
Public Affairs Project Manager
Judy Wegener – 437.1207
Director of Education/Communications
Greg Wilson – 437.1204
Director of Finance & Operations

SAR Member Services

MetroList Administrative Center

Nancy Manly – 916.437.1217
Director of Member Services
Lyndsey Harank – 916.437.1221
Member Services
Robin Mayer – 916.437.1216
Member Services
Denise Stone – 916.437.1219
Member Services
Amelia Warrington – 916.437.1218
Member Services

SAR Retail Center

Carl Carlson – 916.437.1223
Director of Retail Operations
Doreen Lambrite - 916.437.1224
Retail Center Specialist
Kimberly Mar – 916.437.1222
Retail Center Assistant

Monday - Friday 7:30 am - 4:30 pm
Saturday 9:00 am - 2:30 pm



2011 PRESIDENT



DOUG COVILL

PRESIDENT'S PERSPECTIVE

Led by **Sandi Burden-Bradley** and **Ted Williams**, the Equal Opportunity Committee organized a highly successful Multi Chamber Mixer, with the numerous ethnic chambers of commerce in the Sacramento area. They also worked on strengthening our relationship with the Asian Real Estate Association of American, Realtists and the National Association of Hispanic Real Estate Professionals.

With **Chris Little** in charge, the Budget Committee kept us on a straight financial path.

The Grievance Committee and Pro Standards Committee help uphold the Code of Ethics that defines us as REALTORS®. Grievance was ably led this year by **Kevin Cooper** and **Alicia Guzman-Folster**. **Bruce Werking** and **Richard Kitowski** led Pro Standards.

All Members should come to at least one of our three forums, which are open to everyone. Public Issues, led by **Chris Little**; Industry Update, chaired by **Patrick Lieuw**, and Real Estate Finance, chaired by **Scott Short**, meet every month and provide you with valuable information.

The Young Professionals, led by **Heather Pearce** and **Jessica Lombardo**, put on monthly forums and three fundraising events: the Vendor Fair, the RiverCats Game and the Winter Wonderland Gala - to support several charities. Our YPC is also a model for other REALTOR® Associations in California.

The Masters Club, led by **Ted Russert**, put on many events and mixers including the golf tournament. They gave \$8,000 to St. John's Shelter Program for Women & Children and the North Roseville REC Center.

A weekly Office Liaison Report now provides a 400-words-or-less review of upcoming activities and Membership benefits, to be read at weekly office meetings. The Marketing and Communications Committee, under **Kellie Swayne's** guidance, aims to further improve communications with Members.

The Technology Advisory Committee, chaired by **Erin Attardi**, provides tech tips in the newsletter every month. They will also help analyze the demo-

continued on page 3

Happy Holidays
from your friends at

eagleHome
MORTGAGE

Celebrating 25 Years of Service
916.852.0000
2339 Gold Meadow Way, Suite 225
Gold River, CA 95670

Specializing In
FHA / VA / Conventional
CalHFA, HomePath, FHA 203K, USDA
Down Payment Assistance Programs

Licensed by the CA Dept. of Corporations under the Residential Mortgage Lending Act. Program guidelines and rates are subject to change without notice.
eagle Home Mortgage of California, Inc. All rights reserved. NMLS License #267793

Sacramento REALTOR® is published monthly by the Sacramento Association of REALTORS® for the benefit of its Membership. Advertisements and statements of fact and opinion are the responsibility of the authors alone and do not imply an opinion or endorsement on the part of SAR officers, Members or staff. All material copyright 2011, Sacramento Association of REALTORS®. All rights reserved.

Sacramento REALTOR® Newsletter

Editor: Judy Wegener
Publisher: Ned Foley,
Foley Publications
Design & Layout: Scott Arnold,
Foley Publications
To Advertise: Foley Publications -
1-800-628-6983

Editorial Policy

The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness. Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.



NELSON JANES

CEO EXCHANGE

those authorized by the owner or seller. The new Standard of Practice, which is based on the existing Standard of Practice 3.9, goes into effect January 1.

REALTOR.com President Errol Samuelson reported that the site now incorporates an international site on which U.S. property listings are made available to home buyers in other countries and automatically translated into 11 other languages. He also talked about changes to the site to bring listings and other information to consumers via mobile devices.

Delegate Body Meeting

The Delegate Body meets once a year to consider changes to the Associations Constitution or Bylaws. Each local association has one registered delegate with

votes weighted according to the size of their Membership.

They adopted language in November to implement discretionary authority for Boards and Associations to require that their Members Mediate disputes to seek resolution prior to Arbitration.

Delegates also changed the word "competitors" to "other real estate professionals" in a provision in Article 15 of the Code that prohibits the making of false or misleading statements about others.

Member Gains Since the Conference

The U.S. Congress passed an appropriations measure that includes a provision to reinstate the Federal Housing Administration (FHA) loan limit in high-

cost areas for two years. President Obama has signed the measure into law.

The higher Fannie Mae, Freddie Mac, and FHA conforming loan limits of \$729,750 expired Oct. 1, when it was reduced to \$625,500. The passage of H.R. 2112 provides for an extension of FHA-insured mortgages at the higher level through December 2013.

It also provided for a short-term extension of the National Flood Insurance Program (NFIP) through Dec. 16, 2011. C.A.R. and NAR are strongly urging Congress to work on a five-year NFIP reauthorization bill to provide certainty and avoid further disruption to real estate markets.



Home Loan Applications Quick & Simple!

Golden 1 just made your job a whole lot easier! With our **[new mortgage application process](#)**, your clients may receive their loan approval in as little as 20 minutes!

We offer a variety of low-rate home loans, including:

Fixed-Rate Mortgages:

- Loan amounts up to \$1.5 million
- No pre-payment penalties

FHA Home Loans:

- As low as 3.5% down payment¹
- Lower minimum credit scores
- No pre-payment penalties
- Previous bankruptcy or foreclosure may be accepted

Adjustable-Rate Mortgages (ARMs)²:

We offer initial fixed-rate terms of 3, 5, 7 or 10 years. The payment may increase after that period.

- Loan amounts up to \$1.5 million
- No pre-payment penalties
- No negative amortization

Get them approved—then get them moved!

Visit [golden1.com](#), any branch or call us for details!

(916) 732-2900 • 1-877-GOLDEN 1
(1-877-465-3361)



Federally insured by NCUA.

¹ Available on certain fixed terms. Some restrictions apply. Golden 1 is an FHA-approved lender. ² Rates subject to increase after consummation.



SCOTT SHORT

ABOUT THE MARKET

The Changing of the Guard

ing you in the loop on the fast-paced changes occurring in our industry.

Before I sign off from my post as Chair of the REFF, I wanted to give you some late breaking news as of this writing.

VA

On November 21, 2011, President Obama signed HR 674, Vow to Hire Heroes Act of 2011 that includes a provision to revert funding fees to their former higher level through September 30, 2016. On October 1, 2011, VA reduced their Funding Fee.

Flood Insurance

On November 18th, we were waiting to the very last minute to hear if FEMA would receive Congressional authority to continue issuing flood insurance.

After calling several Insurance agents, they confirmed FEMA's ability to issue Flood insurance was extended again until December 16th, 2011.

FHA

Great news; on November 18th, President Obama signed HR2112, renewing the expired higher loan limits for Federal Housing Administration (FHA) for an additional two years, through December 31, 2013. The higher loan limits expired on October 1, 2011, when the size of a mortgage that the FHA could buy or guarantee was reduced to \$625,000, down from \$729,750 (*for Sacramento County our numbers were \$474,950 down from \$580,000 respectively*).

VA did not reduce their loan limits when Fannie, Freddie and FHA did back on October 1, 2011.

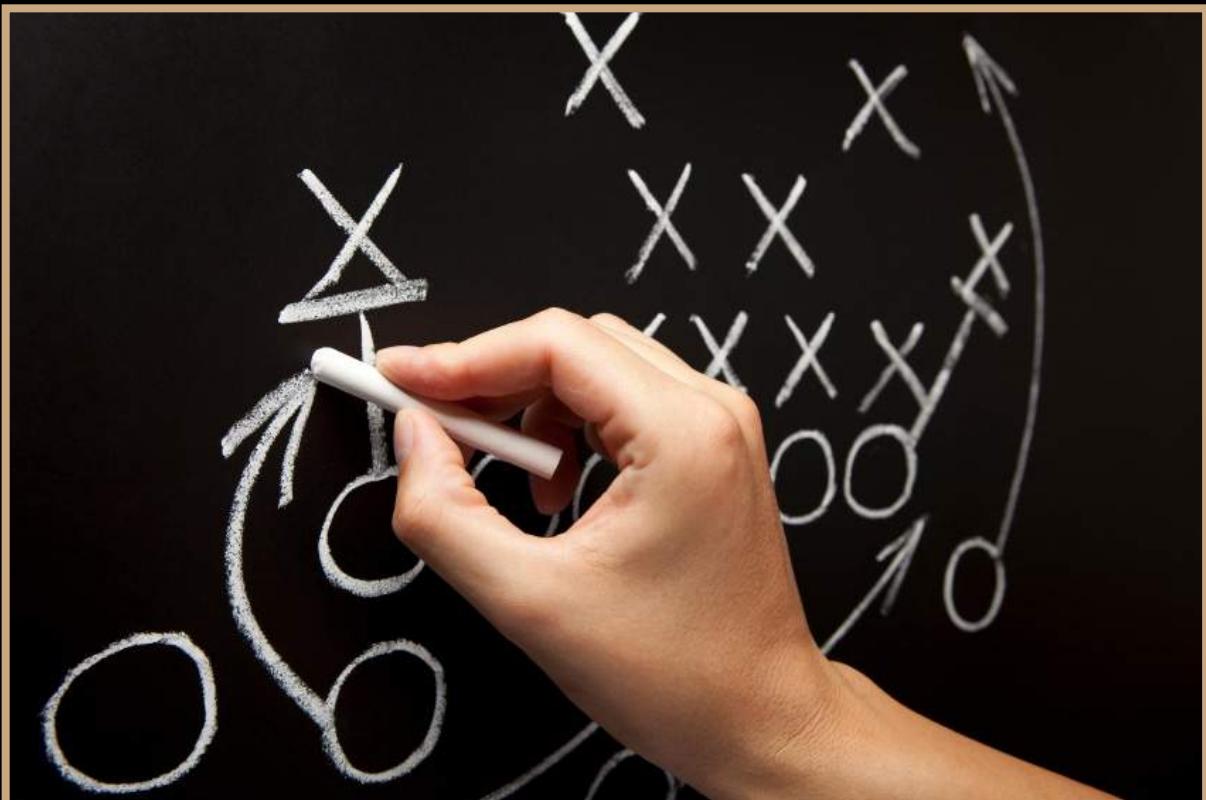
Recap: Loans up to \$417,000 (Single Family Residence) are considered the conforming loan limits.

Loans ranging from \$417,001 to the max loan limit for the loan type and the county are High Balance loans. Interest rates and underwriting guidelines are different. Consult your loan professional for additional details.

Thanks again for allowing me to inform you over the last two years. If you would like to continue receiving my comments go to www.ExperiencedEnergyFinancing.com (how to finance energy upgrades into your client's home loans) or www.shorthomeloans.com (market updates and alerts).

If you have any questions or comments, you can email me: Scott Short, Comstock Mortgage at sshort@comstockmortgage.com or call 916-977-1233.

Looking for ways to make your business more productive in 2012?



Let BVM help you develop the right strategy for success!

If part of your strategy is working with buyers who have limited funds for down payment, ask us about our FHA Access Down Payment Assistance Product.

Call us today!
916.791.3760

B | V | M
BIG VALLEY MORTGAGE

www.BigValleyMortgage.com
CA DRE #01215943 | NMLS #1850



ESTABLISHED • STRATEGIC • STRONG

You
earned it.
Use it.

Wear your
REALTOR® "R"
pin with pride.



Commercial Division Gears Up for 2012

Education will continue as the focus of the Commercial Division of SAR in 2012. Monthly classes are planned for the first Wednesday of every month. The almost infinite aspects of leasing will be a popular topic. Now, as instructors are being scheduled, is a good time to offer input. Commercial practitioners and Members who are interested in learning more about commercial real estate are encouraged to offer their suggestions

to either Janet Whitney (jwhitney@sacrealtor.org) or Janelle Fallan (jfallan@sacrealtor.org.)

A few "Lunch & Learn" sessions will be added to the calendar in 2012. The Lunch & Learn format has been overwhelmingly popular with SAR Members from all segments of the real estate profession.

A mentoring service has received rave reviews this year. This service will be expanded in 2012 for Members' convenience. Rather than coming to SAR, they can make an appointment for a telephone conference. Tony Vicari (916.437.1205) will handle the appointments. If you would like free mentoring from a long-time commercial broker, just call for an appointment.

The Commercial Division also offers Members the opportunity to promote their own businesses. On the Commercial website (www.saccommercial.org), Commercial REALTORS® list themselves by their specialty areas. When someone is looking for a Commercial REALTOR® with expertise in, say, land or industrial, it is easy to find them. If you are involved in Commercial real estate, make sure that you are listed on the website.

Sales activity for October remains flat, prices show similar trend

Sales decreased just .1% from 1,615 units sold in September to the current 1,614 units sold in October. Year-to-year, closed escrows were up 20.4% from the 1,341 units sold last October. Making up the closed escrows were 590 REOs (36.6%), 436 short sales (27%) and 588 conventional sales (36.4%). These numbers have stayed relatively level month to month with REOs down 1.8%, short sales up 3% and conventional sales down .2%.

The median home sales price barely changed month-to-month, increasing .4% to \$164,900 from the \$164,283 median sales price of September. Compared with October 2010 (\$179,500), the median sales price is down 8.1%. The \$200,000 - \$249,999 price range mode still accounts for a majority (14.7% or 237 units) of the 1,614 total sales, while homes under \$100,000 totaled 311 (19.2%) units. Closed escrows from conventional financing (550 units or 31.6% of all sales) decreased 2.1%, cash buyers decreased 7.7% (499 units or 28.7%) and FHA financing decreased 5.7% (534 or 30.7%). These numbers include the 124 condo sales in October. The average amount of days spent on the market (from list date to opening escrow) 68 days; the median DOM was 39.

The Total Listing Inventory has been split up to more accurately display the current market. Active Listings numbered 3,477 properties and Active Short Sales Contingent showed 2,162. 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. The Housing Market Supply figure for October was 2.2 Months – the same as last month. This figure represents the amount of time – in months – it would take to deplete the Active Listing Inventory (3,477) given the current number of closed escrows (1,544).

According to MetroList® MLS data, the average home was 1,717 square feet. Of the 1,614 sales this month, 148 (9.1%) had 2 bedrooms or fewer, 873 (54%) had 3 bedrooms, 471 (29.1%) were 4 bedroom properties and 118 properties (7.3%) had 5+ bedrooms.

Condominium Resale Market

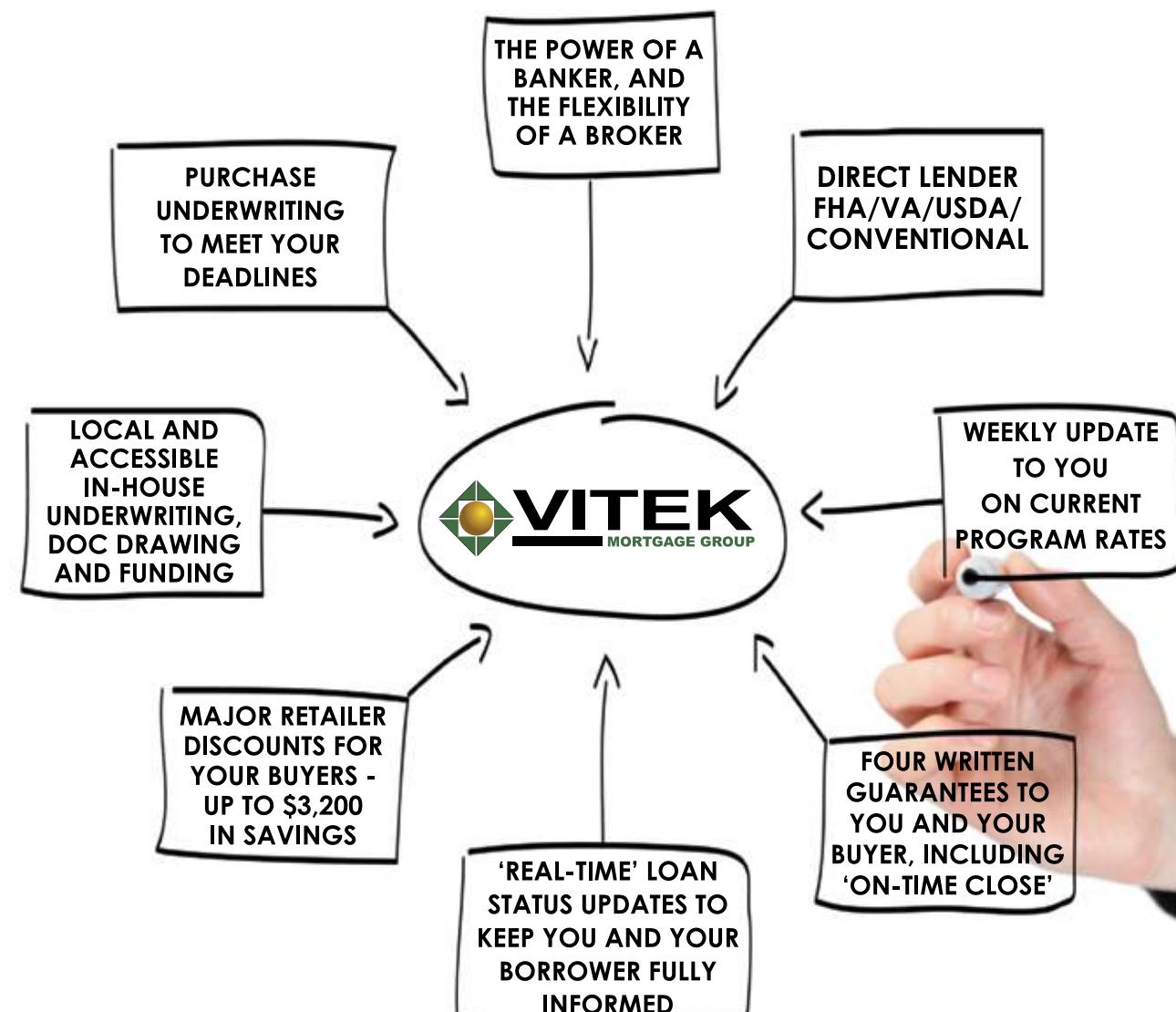
Sacramento condominium sales decreased for the month of October to 124 units. This figure is down 15.1% from the 146 units sold in September and up 10.7% from the 112 units sold last year. REO property sales accounted for 46.8% (58 units) of all units sold while short sales (24.2% or 30) and conventional

sales (29% or 36) accounted for the remainder. REO condo sales decreased 3.5%, short sales decreased 2% and conventional sales decreased 3.6%. The condominium median sales price

decreased 15.2% month-to-month, from \$82,500 to \$69,950. This current price is down 21.2% from the \$88,750 median sales price of October 2010. The total listing inventory decreased 3.1%

month-to-month. Of the 517 listings, 199 (38.4%) were listed as Active Short Sale Contingent, leaving the actual Active Listing Inventory at 318 units.

Why would your favorite lender serve YOU better at VITEK?



VITEK is the region's most respected privately owned mortgage-banking firm.

VITEK is growing and seeking outstanding people looking to maximize their capacity for success!

If you work with a top-notch lender, have them call us today!

Please contact Philip Duncan at (916) 486-6430 or pduncan@teamvitek.com



VITEK Mortgage Group is licensed by the Department of Corporations under the California Residential Mortgage Lending Act.

TECHNOLOGY TIP

CREATING A VIDEO

By: Leon C. Williams

Several months ago I heard Tom Ferry quote a very interesting NAR statistic during one of his webinars. Ferry stated that 80% of home sellers surveyed want their REALTOR® to use video to sell their home. Yet, according to Ferry, less than 3% of

REALTORS® are actually using video to sell homes. Furthermore, Mashable.com shows that 73% of homeowners say they are more likely to list with a REALTOR® who offers to do video, but only 12% of REALTORS® have a YouTube account. Of course, the obvious question is, how can there be such disparity between what sellers want

and what REALTORS® are providing? In any case, this information confirmed that I was on the right track, and learning to use video in my business would certainly put me light years ahead of the game.

In this article, I am going to talk about the tools I use, both hardware and software and the eight general steps I perform to create a video.

I use 3 types of cameras. You can get a HD Flip Camera for around \$100. Flip Cameras are very easy to use. I also have several digital cameras. Convenience and ease of use should be the most important factors in your choice of camera. I use my HD Camcorder when I am not concerned

about convenience. It is a little more hassle transferring the video to my computer so I usually opt to use my Flip Camera.

There is no need to spend hundreds of dollars on video editing software, as you can generally use the software that comes bundled with most computers, laptops and camcorders.

I generally follow eight simple steps every time I create a video in my business;

1. Plan your storyboard
2. Shoot video and photos
3. Upload video and photos to computer
4. Select video clips and photos to fit the storyboard
5. Import the video clips and photos on a timeline in the selected software
6. Trim video clips
7. Upload background music
8. Produce video (Usually just one click)

My storyboard usually consists of some boxes that I draw on notepaper showing the sequence of how I want the video to progress. This helps me to envision in my mind what I want to create as I am taking photos and video shots.

After shooting my videos and photos, I upload them to my computer. As I mentioned before, this is easy when I use my Flip Camera.

Once I have all of the media on my computer, I look through the files and pick out the video clips and photos that best fit my story line.

Next, I go into my video editing software and import the media to the software. This is when I take the opportunity to trim the video clips to just the right length.

I then upload background music to the software. Search Google and for "Royalty Free Music" or "Copyright Free Music." The non-free music is usually just a couple of dollars.

Producing the video is usually no more than 1 or 2 clicks. In most cases you can select the medium that you want the video produced to, i.e., pc, dvd, web, ipod.

Lastly, you want to think about what Online Video Platform (OVP) that you want to use to store your videos and other media files. Most important when considering an OVP is the ability to use the content that is sitting there in all of your blogs, websites, social media and email marketing campaigns.

I rarely use YouTube. I have a hard time getting around the fact that my videos are listed with other REALTORS® videos. For that reason and several others I use a paid service that prioritizes functionality and exclusivity. However YouTube is free and it would be a great place to get started. The important thing is to get started doing video. With the right tools, it is a cinch to take the videos you produce and distribute them to the world.



WELLS
FARGO

HOME
MORTGAGE

Finance Your Home Purchase With Wells Fargo Home Mortgage

Rely on the strength and stability of a well-established lender.

- Trust our commitment to helping as many customers as possible enjoy the benefits of homeownership.
- Expect us to work closely with you to explore and explain options that are right for your budget and goals.
- Know we work hard to help customers stay in their homes in times of financial difficulty.

Shop With Reassurance

Make a standout bid on the home you want. Ease uncertainty with our solid **PriorityBuyer®** preapproval, backed by our Wells Fargo Closing Guarantee™!

Contact Wells Fargo Home Mortgage today!



Eric Engstrom
Branch Manager
916-480-2220



Gloria Mirazo Gregor
Sales Manager
916-955-3911



Hiroko Bowlin
916-524-4700



Leo del Cid
916-548-7904



Ron Farrell
800-406-9999



Steve Fontenot
916-480-2216
Gary Hansra
916-743-5626



Michele Kesner
916-202-1495



Karin Kwong
916-834-1915



Ben Ludington
916-365-2209



Hilary Mendonca
916-216-6717



Anthony Nunez
916-849-7772



Gene Oxley
916-601-4899



Jessica Pantages
916-397-8967



Malyna Phan
916-799-1561



Marv Poyer
916-485-5054



Adam Schaefer
916-480-2215



Nathan Sibbet
916-320-3952



Nick Smith
916-780-2132

Capitol City Branch
591 Watt Avenue, Suite 120 Sacramento, CA 95864

Count On Us

Let Wells Fargo Home Mortgage help you find a financing solution that serves your immediate needs and sets the stage for long-term financial security.

1. Available on all qualified purchase transactions. Other terms and conditions apply. See a Home Mortgage Consultant for details. Credit is subject to approval. Some restrictions apply. This information is accurate as of date of printing and is subject to change without notice. Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2008 Wells Fargo Bank, N.A. All rights reserved. #62015 10/08-1/09



2011 - Year in Review

continued from page 1

Masters Club Golf Tournament

Following their mission to "promote and celebrate diversity," the SAR Equal Opportunity/Cultural Diversity Committee planned this mixer that brought together a diverse crowd of real estate professionals from all backgrounds. The first SAR Multi-Chamber mixer welcomed many local chambers including, but not limited to, the Asian/Pacific Islander, Black, Hispanic, Indus Valley, Rainbow and Vietnamese Chambers. After pouring rain all day, the skies opened up and more than 300 people attended to enjoy great food, ice-cold beverages, networking and a chance to win great prizes like a 46" LCD television. Another Multi-Chamber is in the works for Thursday, April 19, 2012 – you won't want to miss it!



Rebuilding Together

What do you get when you take a few dozen REALTORS®, dress them in bright green shirts and have them gather at a stranger's house on a Saturday morning? **Rebuilding Together!** SAR has been working with the Sacramento Chapter of Rebuilding Together - twice each year - to help rehabilitate owner-occupied homes of needy Sacramento Citizens. From painting to pruning, SAR Members have displayed all kinds of skills throughout the years! One trait they all have in common is the ability to lend a helping hand with a smile to better the community. The next Rebuilding day is April 28, 2012.



Leadership Academy

The Leadership Academy was created to help SAR Members understand the inner workings of their Association and to prepare them for future roles as SAR Leaders. Through monthly meetings and special assignments, these cadets learned how they could become a bigger part of SAR. Academy participants were selected through an application process with Chair Stephen T. Webb and Vice Chair Deniece Ross-Francum as their program facilitators. SAR congratulates Alyssa Lozano, Bob Thomas, Brandie Ribeiro, Carol Adams, Cynthia Burke, Franco Garcia, Hyrum Gray, Jenifer Miller, Michael D. Williams, Michelle Kaspari, Pamela Smith, Preston Collier, Sharon Noda and Tong Veu.



YPC Gala – Winter Wonderland

The Young Professionals Council annual winter gala was a great time and huge success. This year the gala, themed Winter Wonderland, attracted more than 200 attendees with great music, delicious food and beverages. With DJ Rico Rivera, attendees danced throughout the evening. Attendees also enjoyed complementary professional photographs by Tony Galeste, one of which is featured next to this article. This great party benefitted a great cause - \$4,700 was raised for the SAR Christmas CanTree.



CanTree/Builds

2011 marks the 28th year of the SAR CanTree and once again proves the dedication and generosity of SAR Members, with an outstanding \$76,000 raised for Salvation Army's Christmas Food Program. Following the CanTree tradition, these trees of cans were again on public display, constructed this year at the Secret Garden in Elk Grove and the Sunrise Mall in Citrus Heights. Kudos to the SAR CanTree Committee and all volunteers who have made this event possible time and time again.



2011

HAPPY HOLIDAYS, FROM OUR FAMILIES TO YOURS!

COMSTOCK MORTGAGE

Loan Consultants

Jeff Tarbell Broker (916) 367-7148 (916) 765-0009 (916) 367-7135	Brent Wilson Mortgage Strategist, CFP® Senior Loan Consultant (916) 977-1291 (916) 977-1227	Jeff Compton Senior Loan Consultant (916) 977-1234	Brad L'Engle Senior Mortgage Consultant (916) 977-1234	Dave Mendoza Certified Mortgage Planner (916) 977-1223	Brad Wiese Senior Mortgage Consultant (916) 977-1248	Terry Moore Mortgage Consultant (916) 977-1287	Scott Filby Senior Loan Consultant (916) 732-4333	Doug Hallstrom Certified Mortgage Planner (916) 977-1236
Geoff Black Senior Loan Consultant (916) 486-6558	Kevin Nunn Certified Mortgage Planner (916) 977-1246	Steve Germoles Certified Mortgage Planner (916) 977-1232	Troy F. Bird Mortgage Consultant (916) 977-1234	Roy Macy Mortgage Consultant (916) 977-1223	John Foderaro Mortgage Consultant (916) 295-5168	Michael Gallagher Senior Loan Consultant (916) 772-9400	Paul Anderson Senior Loan Consultant (916) 486-6580	Carolyn Smith Sacramento Branch Manager (916) 367-7100 (916) 977-1258
Valerie Dreher Loan Consultant (916) 847-3278	Pat Driver Senior Loan Consultant (916) 732-4333	Mike Sierck Senior Loan Consultant (916) 367-7120	Pete Jensen Senior Loan Consultant (916) 977-1221	Robert Grove Certified Mortgage Planner (916) 977-1229	Jennifer Gonzales Senior Loan Consultant (916) 486-6582	DJ Lenth Accredited Mortgage Professional (916) 410-8903	Paula Smart Mortgage Specialist (916) 240-0154	Jose Garcia Natomas Branch Manager (916) 575-9740
Jim Hanson Elk Grove Branch Manager (916) 226-6866 (916) 768-4298	Dana Reed El Dorado Hills Branch Manager (916) 226-6866 (916) 768-4298							

Managers

Kent Smith Roseville Branch Manager (916) 367-7123 (916) 575-9740	Jose Garcia Natomas Branch Manager (916) 575-9740
Jim Hanson Elk Grove Branch Manager (916) 226-6866 (916) 768-4298	Dana Reed El Dorado Hills Branch Manager (916) 226-6866 (916) 768-4298

THE REGION'S PREMIER MORTGAGE LENDER WITH OVER 100 PROFESSIONALS IN 8 OFFICES TO SERVE OUR LOCAL REALTORS.

3626 FAIR OAKS BLVD. #100 3001 LAVA RIDGE CT. #160 3840 EL DORADO HILLS BLVD. #101 404 SECOND STREET 2250 DEL PASO RD., STE. A 8788 ELK GROVE BLVD., BLDG 3, STE 15 4211 FREEPORT BLVD. 4133 MOHR SUITE G
SACRAMENTO, CA 95864 ROSEVILLE, CA 95661 EL DORADO HILLS, CA 95762 DAVIS, CA 95616 SACRAMENTO, CA 95834 ELK GROVE, CA 95624 SACRAMENTO, CA 95822 PLEASANTON, CA 94566

In house Underwriting, Docs & Funding = **Fast Closings**

DRE #01390474 NMLS #165193 Sac 1st Mortgage DBA Comstock Mortgage

Find Us On:
ComstockMortgage.com

SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
December 14	9:00 - 1:00pm	Residential Purchase Agreement (RPA-CA)*	\$79 SAR Members	<ul style="list-style-type: none"> Familiarize yourself with the 2010 changes to the agreement Learn how to create, modify, cancel or close a transaction Identify, explain, understand and remove contingencies Complete all mandatory and recommended disclosures Ensure all commissions are paid in full and on time Understand all the important terms of the contract 	Gov Hutchinson, C.A.R. Assistant General Counsel
December 14	1:00 – 3:30pm	45/15 Hour Duane Gomer License Renewal	\$75	Class includes a two-hour live review followed by a test on the first 15 hours of DRE credit. You will take the remaining 30 hours of credit online over the course of 3. Must pick up materials by Monday, December 12.	Duane Gomer, Inc.

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit ims.sacrealtor.org. Questions - contact Brian DeLisi or call 916.437.1210. (Please contact us for non-Member pricing.) Prices listed reflect early-bird fees.

Cancellation policy: If you cannot attend a seminar for which you have registered, you may send a substitute. You will receive a full refund when cancelling 24 hours in advance. If you cancel less than 24 hours in advance, your registration fee will be forfeited.

* This course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend 90% of the class, pass a written exam and have proof of identification to qualify for DRE Credits.

All prices listed are based on SAR's early bird fee.

Happy Holidays!

From all of us here at SAR.





ADVERTISE HERE!

Contact Foley Publications
about our monthly
advertising specials!
800.628.6983

GET FEATURED HERE!

foley Publications, Inc.

[Twitter icon](#) [Facebook icon](#) [QR code](#)



HAPPY HOLIDAYS!
\$20 OFF

NEXT PEST INSPECTION FOR THE MONTH OF DECEMBER

• Pest Inspection & Treatments
• Home Inspections
• 203k Construction
• Household Pest Treatment & Removal

"Having a contractor like Twin Termite Construction that understands the dynamics of a Real Estate transaction is crucial when I'm doing a 203k financing for our clients."
Kevin Nunn - Comstock Mortgage

SERVING SACRAMENTO, PLACER, AND EL DORADO COUNTIES
916-344-TWIN (8946)
www.twintermite.com

**Your \$400 Referral Fee
is One Phone Call Away**

Investors Choice PROPERTY MANAGEMENT

Thomas R. Martin
Broker, ICPM
DRE LIC# 01124954

Over 18 Years Experience

24-Hour Emergency Service Included

No Repair Markups & No Hidden Fees

Flexible Monthly Mgmt. Agreements

Superior Service

Investors Choice Property Management (ICPM) pays one of the highest referral fees in the area for property management accounts. More importantly, we do **NO SALES** and will gladly refer your clients back to you for any future sales activity. With one phone call, you can provide your client(s) with a vital service and earn a \$400 referral fee, while building a client base of future sales leads. Your clients will enjoy a personalized approach to property management, which values consistent quality over portfolio size. Try us out for 30 days, and find out what we mean when we say:
"Experience Property Management the way it should be."

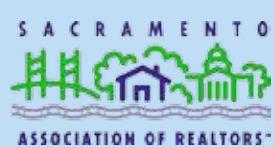
Proud Affiliate- SAR - Sacramento Association of Realtors
Member - NARPM - Nat'l Assoc. of Residential Property Managers
Member - BBB - The Better Business Bureau

P.O. Box 417667, Sacramento, CA 95841 - 3017 Douglas Bl. #300, Roseville, CA 95661

916-770-9707 www.investorschoicepm.com

JANUARY CALENDAR OF EVENTS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	Calendar Information
2	3	4 New Member Orientation (B) 8:30am – 12:30pm	5 RE Finance Forum (A) 9:00 – 10:30am	6	*For Regional Meeting locations and times, visit www.sarcaravans.org or contact Tony Vicari at tvicari@sacrealtor.org or 437-1205.
9 MetroList Training –Prospector Course 1 (T) 9:00am – 12noon MetroList Training – Prospector Course 2 (T) 1:00 – 4:00pm	10 SAR President's Installation (A) 11:00am – 2:00pm	11 Transaction Coordination (A) 9:00am – 2:30pm	12 Realist (A) 9:00 – 11:00am	13	<i>Meetings subject to change.</i>
16 New Member Orientation (B) 12:30pm – 4:30pm	17 Regional Meetings* 8:30-9:30am	18 45/15 Hour Duane Gomer License Renewal (B) 1:00pm – 4:00pm	19 Young Professionals Council (A) 9:00 – 10:00am WCR Luncheon (A) 11:00am – 2:00pm	20 Public Issues Forum (B) 9:30 – 10:30am	(A) Mack Powell Auditorium (B) Board Room, 2nd Floor (T) Training Room, 2nd Floor (U) Upstairs
23 MetroList Services (A) 9:00 – 11:30am	24 Regional Meetings* 8:30-9:30am	25 Advanced Short Sale – Bob McManus (A) 9:00am – 12noon	26 Regional Professional Standards Training (A) 11:00am – 4:30pm	27 Industry Update (B) 9:30 – 10:30am	*Various locations – Call for details
30 MetroList Training –Prospector Course 1 (T) 9:00am – 12noon MetroList Training – Prospector Course 2 (T) 1:00 – 4:00pm	31 Regional Meetings* 8:30-9:30am	<i>Wishing You a Prosperous New Year!</i> 			



Fast turn times for quicker commissions in your pocket.

- Closing home loans in as little as 15 days
- Direct lender with in-house banking operation
- Constant communication with loan updates
- Offering a variety of loan products including FHA, Conventional, Jumbo and High Balance Loans
- FHA, 203K, VA, CalSTRS, Reverse, Conventional, Jumbo, and Down Payment Assistance Programs

For quicker closing and commissions call TODAY!



Jason Mata

NMLS# 273080

916.218.7082

jmata@paramountequity.com

8781 Sierra College Boulevard | Roseville, CA 95661



Intended for real estate professionals and not a solicitation to the general public.

Licensed by the Department of Corporations under the California Residential Mortgage Lending Act - NMLS# 30336

**MORE THAN A
PROFESSIONAL GOAL**



Are You on Target?

Visit www.SARMastersClub.com to find the current Club Criteria.

MASTERS CLUB CORNER

North Roseville REC Center

This all volunteer organization was one of the beneficiaries of proceeds from this year's Master Club Golf Tournament. According to Machel Miller-Presley, Executive Director of the after school program, 90% of their participants are from low-income Latino families in the area. Children ranging in age from three to 17 attend from 3 - 6pm during the school year, and full days at a summer camp program. They come from six different nearby schools, and all are from disadvantaged homes.

An average of 50 children are served a nutritional meal every day. This has become an important part of the program. Some of the mothers assist with preparation and cooking. There is also a computer room and library. Machel says they always need tutors to help with homework.

Additional funds go to providing school supplies and clothes. They also have an awards program to reward good behavior, attendance and school performance. The goal is to create

a stable environment and a positive impact on the children's lives now and for the future.

Since everything is done with donations, Machel says they have an ongoing need for assistance and volunteers. Machel Miller-Presley can be contacted at (916) 789-7884.

Masters Club Application Time

In order to be eligible for 2011 Masters Club Membership, you must meet the 2011 qualifying amount and provide the required documentation listed below to SAR by **January 31, 2012**.

2011 Qualifying Amount

\$3 million in production AND 8 closed ends OR 25 closed ends.

Please see our website at <http://sar-mastersclub.com/> for more information and the application.

Mark your calendars for the upcoming events:

Loaves and Fishes

January 30, 2012
7:30am - 1:30pm

Education Roundtables

February 3, 2012
8:00am - 12:00pm

Awards Luncheon

March 16, 2012
11:00am Reception
12:00 noon Lunch and Program
Sheraton Grand Hotel

IT'S MASTERS CLUB APPLICATION TIME AGAIN

The application period for the Masters Club is now open. Please note the following:

1. The deadline is Tuesday, January 31, 2012. All applications must be received (not postmarked) at SAR by the end of the business day at 4:30 p.m. to be considered on time and not incur a \$100 late administrative fee.

2. The qualifying amount is a minimum of 8 transaction ends AND 3 million dollars in production OR 25 closed ends.

3. If all of your transactions have been entered into MetroList, you need only provide the Masters Club Report from MetroList (under the Standard Reports) in addition to the front and back page of the application. You will not need to provide any additional paperwork for each transaction. If the report was not totaled, you will need to attach a tape showing the total of all the transactions reported. If you have transactions that are not listed on the Masters Club Report, you will need to enter them on the Excel spreadsheet, fill out the non-MLS form and attach the requested information listed on the non-MLS form.

4. Application is individual. If you work for a team, you must each qualify. Credit for application is based upon the names entered into the MLS at either 50% or 100%.

5. If you were a previous Masters Club Member and have not paid dues for three years or more, you will start over as a new member.

6. Where do you find all forms and information? Go the <http://mc.sacrealtor.org> and click on Application Process.

If you have any questions, please check the Masters Club Standing Rules or give SAR a call.



Partner with Green Home Solutions and add value to your service

Win the long-term loyalty of your clients

You can ensure the house your clients purchase is energy efficient by ordering a Home Energy Assessment from Green Home Solutions. It's free for FHA and VA buyers, and the cost of Home Energy Upgrades can be included in the mortgage. There are no delays in closing and your clients will appreciate living in a healthier, more comfortable home with cheaper utility bills.

Smart Financing

- Energy Efficient Mortgages (EEM)
- Up to \$6K in grants and rebates

Smooth Sailing

- No re-qualifying
- No new appraisals
- No delays in closing



Contact Green Home Solutions for Home Energy Assessments and Upgrades.

(877) 984-7873

For more information visit www.GHS-Energy-Experts.com



MLS STATISTICS

OCTOBER 2011 DATA FOR SACRAMENTO COUNTY AND THE CITY OF WEST SACRAMENTO

MLS STATISTICS for October 2011 Data for Sacramento County and the City of West Sacramento

SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change %	% of Total Sales	Last Year	% of Total Sales	Change
New Listings Published	2,051		2,103	-2.5%		2,198		-6.7%
Active Listing Inventory †	3,477		3,607	-3.6%		5,319		-34.6%
Active Short Sale Contingent*	2,162		2,268	-4.7%		1,740		24.3%
Number of New Escrows	1,544		1,599	-3.4%		1,305		18.3%
Number of REO Sales	590	36.6%	602	-2.0%	37.3%	537	40.0%	9.9%
Number of Short Sales	436	27.0%	423	3.1%	26.2%	315	23.5%	38.4%
Conventional Sales	588	36.4%	590	-0.3%	36.5%	489	36.5%	20.2%
Total Number of Closed Escrows	1,614	100.0%	1,615	-0.1%	100.0%	1,341	100.0%	20.4%
Months Inventory	2.2 Months		2.2 Months	0.0%		4 Months		-45.0%
Dollar Value of Closed Escrows	\$301,906,652		\$298,843,314	1.0%		\$275,395,707		9.6%
Median	\$164,900		\$164,283	0.4%		\$179,500		-8.1%
Mean	\$187,520		\$185,387	1.2%		\$205,366		-8.7%
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999			\$200,000 - \$249,999		

Year-to-Date Statistics	01/01/11 to 10/31/11	01/01/11 to 10/31/11	1/1/2010
SAR monthly data, compiled		MetroList YTD data	10/31/2010
Number of Closed Escrows	15,617	16,195	14,621
Dollar Value of Closed Escrows	\$2,960,544,455	\$3,077,472,801	\$3,053,343,146
Median	\$165,690	\$165,690	\$184,900
Mean	\$190,026	\$190,026	\$208,833
Mode	\$200,000 - \$249,999		\$200,000 - \$249,999

CONDOMINIUM RESALES

Monthly Statistics	Current Month	% of Total	Last Month	Change %	% of Total	Last Year	Change
New Listings Published	174		177	-1.7%		198	-12.1%
Active Listing Inventory †	318		323	-1.5%		526	-1.7%
Active Short Sale Contingent *	199		211	-5.7%		176	13.1%
Number of New Escrows	89		123	-27.6%		108	-17.6%
Number of REO Sales	58	46.8%	66	-12.1%	45.2%	55	5.5%
Number of Short Sales	30	24.2%	36	-16.7%	24.7%	27	11.1%
Conventional Sales	36	29.0%	44	-18.2%	30.1%	30	20.0%
Total Closed Escrows	124	100.0%	146	-15.1%	100.0%	112	10.7%
Dollar Value of Closed Escrows	\$10,629,379		\$13,900,462	-23.5%		\$11,271,383	-5.7%
Median	\$69,950		\$82,500	-15.2%		\$88,750	-21.2%
Mean	\$85,721		\$98,608	-13.1%		\$100,637	-14.8%
Mode	\$60,000 - \$69,999		\$100,000 - \$119,999			\$50,000 - \$59,999	

Year-to-Date Statistics	01/01/11 to 10/31/11	01/01/11 to 10/31/11	1/1/2010
SAR monthly data, compiled		MetroList YTD Data	10/31/2010
Number of Closed Escrows	1,399	1,460	1,203
Dollar Value of Closed Escrows	\$137,666,279	\$143,453,793	\$120,341,272
Median	\$79,000	\$79,000	\$88,500
Mean	\$98,403	\$98,256	\$110,350
Mode	\$60,000 - \$69,999		\$50,000 - \$59,999

* includes: Active, Active Release Clause, Active Short Sale, Active Court Approval and Active Court Contingent listings
 ** Active Short Sale Contingent listings have been displayed independently to more accurately show the original Total Listing Inventory figure

The 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/

www.sacrealtor.org/ / public affairs / statistics

Based on Multiple Listing Service data from MetroList. © 2011 SAR.

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

MLS STATISTICS for October 2011 Data for Sacramento County and the City of West Sacramento

SALE PRICE BRACKET BASED ON FINAL SALES

Selling Price	Single-Fam Res.	% of Total	Condo/ PUD	% of Total	Res. Incme.	Res. Lots/Land	Other Res.*
\$29,999 and under	5	0.3%	4	3.2%	0	1	0
\$30,000 - \$39,999	17	1.1%	15	12.1%	1	0	0
\$40,000 - \$49,999	20	1.2%	13	10.5%	0	0	5
\$50,000 - \$59,999	39	2.4%	10	8.1%	1	0	1
\$60,000 - \$69,999	54	3.3%	20	16.1%	1	0	4
\$70,000 - \$79,999	61	3.8%	10	8.1%	2	0	1
\$80,000 - \$89,999	58	3.6%	10	8.1%	0	0	2
\$90,000 - \$99,999	57	3.5%	9	7.3%	1	0	1
\$100,000 - \$119,999	135	8.4%	12	9.7%	5	2	3
\$120,000 - \$139,999	162	10.0%	9	7.3%	8	0	4
\$140,000 - \$159,999	161	10.0%	3	2.4%	4	0	1
\$160,000 - \$179,999	153	9.5%	3	2.4%	3	0	2
\$180,000 - \$199,999	131	8.1%	0	0.0%	5	0	2
\$200,000 - \$249,999	237	14.7%	3	2.4%	8	0	0
\$250,000 - \$299,999	132	8.2%	1	0.8%	1	1	3
\$300,000 - \$349,999	67	4.2%	1	0.8%	6	0	1
\$350,000 - \$399,999	45	2.8%	0	0.0%	1	0	0
\$400,000 - \$449,999	30	1.9%	0	0.0%	0	0	0
\$450,000 - \$499,999	16	1.0%	0	0.0%	0	0	0
\$500,000 - \$549,000	14	0.9%	1	0.8%	1	0	1
\$550,000 - \$599,000	7	0.4%	0	0.0%	0	0	0
\$600,000 - \$999,999	11	0.7%	0	0.0%	0	0	0
\$1,000,000 and over	2	0.1%	0	0.0%	0	0	1
Total	1,614	100%	124	100%	53	4	32

Type of Financing	Current Month	Previous Month	LENGTH OF TIME ON MARKET						
			(SFR, condo, PUD only)		Days on Market		# of Units	% of Total	
(SFR, condo, PUD only)	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	499	28.7%	548	31.1%	0 - 30	749	43.1%	44.5%	42.1%
Conventional	550	31.6%	570	32.3%	31 - 60	330	19.0%	18.1%	18.5%
FHA	534	30.7%	505	28.7%	61 - 90	224	12.9%	12.5%	13.2%
VA	64	3.7%	58	3.3%	91 - 120	138	7.9%	8.6%	9.0%

Professional Standards Activity 2009 & 2010

According to CAR & NAR, Articles 1, 2, 9, 12, and 16 are the Articles of the Code of Ethics most frequently violated. Appearing to confirm this fact are the statistics for the Professional Standards Activity for Sacramento Association of REALTORS® for the years of 2009 and 2010.

	2009	2010	
Ethics Activity			
Ethics Cases Filed	12	30	
Ethics Cases Dismissed and/or withdrawn	5	17	
Ethics Hearings	7	13	
Appeal Hearings	0	3	
Total Fines Levied	\$4,500	\$18,500	
Citations Issued	30	8	
(All for Article 12 violations @ \$250 each)			
Completed Ethics Training & received a \$200 refund.	19	5	
Requested a Hearing	0	2	
Arbitration Activity			
Arbitrations Filed	8	10	
Arbitrations Withdrawn or held in Abeyance	5	3	
Arbitrations Mediated	0	3	
Arbitration Hearings	3	4	
Appeal Hearings	0	0	
Client Mediations	2	0	
Articles Violated 2009 & 2010			
#1 (10 times)	#9 (2 times)		
#2 (3 times)	#11 (4 times)		
#3 (2 times)	#12 (3 times)		
#8 (2 times)	#16 (3 times)		

Membership Violations of the SAR Bylaws: Article V, Section 5 (1 violation)

In addition to publishing statistics, the Board of Directors of the National Association of REALTORS® in 1999, approved the ability of local associations to publish the names, articles violated and discipline imposed of Members who have two (2) ethics violations within a three (3) year period, which The Sacramento Association of REALTORS®' Board of Directors adopted. Two violations within three years:

Amy M. Coleman, Articles 1, 2, 3 & 12. Letters of Reprimand in membership file for two years and three years; fines of \$500 and \$2,000.

Jeanette Champagne, Articles 1,9,11,12,16. Letters of Reprimand in membership file for three years; fines of \$2,500 and \$5,000; completion of REBS course.

PDF... It's Not Just a Format... It's the Real Estate Industry's Standard

Have you ever received a real estate document in TIFF format? What about one in Word? "PDF" ("Portable Document Format") is the format of choice for the real estate industry -- not TIFF, JPEG, Word or Excel. PDFs are compressed. PDFs cannot be edited (at least not by the majority of the population). PDFs are just plain expected. TIFF and JPEG are the traditional formats for photos. Word and Excel are used to compose and edit documents.

If you're still not convinced that sending and storing all real estate documents as PDFs is important, consider this. Equator, the online portal system used by some of the big banks for short sales and REOs, does not allow documents in TIFF format to be uploaded. If you try to upload a TIFF in Equator, the screen will refresh, but the document will not attach. Need more convincing? You receive a Word document listing lender repairs completed or a letter explaining something critical for your transaction. Isn't it a bit unnerving that this important document can be changed very easily, even accidentally? Don't leave this to chance. Take charge, exercise risk management and convert all editable documents to PDF.

What is the cost of doing this? Nothing! Go to www.cutepdf.com and click "Free Download" under CutePDF Writer (Freeware). Run the installer and follow the prompts. Cute PDF Writer will appear in your list of printers whenever you click the print button in Word, Excel or even on a web page.



"STREET TALK"

By Mark Davidson
Signing Service 494-2048

Natomas Boulevard: related to Lake Natoma? Yes! The Natomas Company started in 1853 and became a major local land developer of 90,000 acres over 150 years. Their name came from a Nisenan Indian village near Hazel and U.S. 50. They made many historical contributions to Folsom, Rancho Cordova, and Natomas. Starting with water systems for the gold miners, next came America's largest vineyard (2,000 + acres from "Zinfandel" Dr. to Prairie City Rd.), then huge gold dredge mining efforts (some rock pilings visible today), and finally land developments.



Make the Right Referral— Land Home Financial's Public Employee Mortgage Solutions (PEMS™) Program

- Competitive Interest Rates
- Reduced Administration Fee
- Lock Periods: 30, 45, 60, 90 days
- Reduced Title Fees with Approved Affiliates
- Primary, Secondary Home, and Investment
- Available with No Origination Fee
- FHLMC Relief Refinance 105%
- In-House Insurance Services
- Realtor Referral Program
- Float Down Feature for Purchases
- Agency High-Balance Conforming



Preet Kalirai,
Branch Manager
916.225.1225
preet@lhfinancial.com
NMLS/CA-DOC #281660

Announcing the opening of Land Home's Sac./Arden Park branch.

Real Estate agents call now about our exciting PEMSSM program.



Equal Housing Opportunity Lender. Rates, Program, Fees, and Guidelines are subject to change without notice. Not a commitment to lend. Land Home only conducts business in states we are approved to. Land Home Financial Services, Inc. 530 La Sierra Drive, Sacramento, California 95864. Licensed by the Department of Corporations under the California Finance Lenders law - #6073454. NMLS# 740244. CA-DRE #00988341. CA Department of Corporations - 916-324-6624. CA Dept. of Real Estate - 916-227-0931. Sacramento Association of Realtors Publication. 10-2011

ATTENTION AFFILIATES

**REALTORS® have the buyers!
You have the services!
Advertising in this publication
is the key!**

Call Foley Publications
800.628.6983



STAFF MEMBER OF THE MONTH

Brian DeLisi
Education Coordinator

How long have you been with SAR and what is your position?

I was hired as the Building Superintendent in December of 2010. In September of 2011 I was asked if I would be interested in taking Chris Ly's position as Education Coordinator. I gladly accepted the opportunity to advance in the Association and have enjoyed the transition. The position requires a lot of organization and planning skills, but it also allows me to work with the Members and offer them the opportunity to better themselves through courses and topics that they can use in their every day business.

What did you do before coming to SAR?

Before I was hired at SAR, I was freelancing and doing graphic design. I focused on corporate identity packages and logo design. However, with the economy in turmoil, I had to start looking into something more steady. I also

worked for a year in medical records for Regional Cardiology & Associates. In 2007 I obtained my California State Real Estate License.

What do you like best about working for SAR?

Without a doubt the most rewarding part of my day is helping our Members and being part of the SAR staff team. It truly is a great place to work for more reasons than I can list. I'm very happy to be part of the Association.

How long have you lived in the Sacramento area? Where have you lived before?

I was born in New England and lived there for a short time before moving to Sacramento. I've been a Sacramento resident for over 30 years now.

What do you like/dislike about Sacramento?

Sacramento has always felt like home to me, especially the Land Park area where I spent most of my days growing up. The only thing I can honestly say that I could do without is the allergy season here in the valley...

What are your hobbies or other activities?

I started playing guitar when I was 15 years old and have managed to play just about every day since then. I consider playing the guitar my little sanctuary and anyone that has played an instrument would most likely tell you the same thing ...it's very therapeutic. I definitely encourage everyone to learn to play an instrument at some point in their life.

Have you watched any good movies lately?

I haven't watched any new movies lately, but I have recently discovered my Digital Video Recorder and have been recording a lot of my favorite classic movies.

Do you have a favorite restaurant in Sacramento?

There are so many great restaurants in Sacramento. I love Mexican food and used to frequent Ernesto's Mexican Food on a regular basis.

What would people be surprised to learn about you?

One thing that might surprise people about me is that I used to be in a rock band and played around Sacramento in the 90's as a lead guitarist. I may not look the part anymore, but I can still hold my own.

Business Journal Recognizes REALTORS®

The Sacramento Association of REALTORS® was recognized in this month by The Sacramento Business Journal as one of its Partners in Philanthropy 2011 Honorees.

In the words of the *Business Journal*, "These companies have shown their dedication to the community by demonstrating that there is more to running a company than just a solid bottom line. They are true corporate citizens engaging in the community and giving back."

"The Business Journal believes in the importance of giving back to the communities we serve. It doesn't matter if you are a large or small company, you can make a difference."

SAR ranks among the most generous businesses in Sacramento in the annual listing published by *The Sacramento Business Journal*. SAR was nominated in the micro category, companies of 1-25 employees.

Jenifer Miller, vice-chair of the Community Outreach Committee, and Patrick Lieuw, SAR President-elect, represented REALTORS® at the recognition luncheon.



BROKER EXPRESS PASS STANDARD PACIFIC HOMES

At Standard Pacific Homes we know your time is valuable. That's why we created the Broker Express Pass. It's the fastest way to register your clients and start earning great commissions. Just follow three simple steps:

- 1) Contact our online sales counselor at NorCalOnline@StanPac.com or a sales center directly to receive a Broker Express Pass and our Broker Registration and Referral Fee Agreement.*
- 2) Send us your clients with the completed Broker Express Pass.*
- 3) Sign and return by fax, mail or in person the Broker Registration and Referral Fee Agreement when a contract is signed.*

Then just sit back and relax, and we'll take care of your client and you'll earn 3% commission when you sell a Standard Pacific home.**



 STANDARD PACIFIC HOMES
*Making You Right At Home**

866-815-2444

STANDARDPACIFICHOMES.COM

*To be eligible for a sales commission from Standard Pacific: (1) be an active real estate licensee of the California DRE; (2) register client with online sales counselor or sales center prior to client's first visit, or accompany client, or provide client with a completed Broker Express Pass to turn in on first visit to a participating Standard Pacific Homes Northern California community; (3) sign and return by fax, mail or in person the Broker Registration and Referral Fee Agreement at time client signs contract; and (4) client must close escrow per terms of their contract. If client visits a community with a Broker Express Pass from one licensee and is accompanied by a different licensee, the commission will be earned by the accompanying licensee. Client must agree licensee is their agent. Seller reserves the right to modify or discontinue this referral fee program at any time without notice. Not valid on existing sales. **Commission varies per community and homesite and cannot be used with any other special offers. Commission excludes the value of any incentive provided by Seller, homesite premiums, decor items, options and upgrades purchased. Other exclusions, qualifications and limitations may apply. Photos are of model homes. Hardscape, landscape and other items featured in and around the model homes are decorator suggestions and not included in the base purchase price. California Department of Corporations RMLA License Number 413-1065. California Real Estate License No. 01138346. Telephone 1-800-329-5363. November 2011. ©Standard Pacific Homes 2011.

New REALTOR® Members

Rachel E. Adams
Elite Realty Services

Richard Annigoni
Andrew E Bakos, Broker

Micah J. Baginski
BHG Mason-McDuffie Real Estate

Lori Barudoni
Lyon RE Folsom

Alonzo Brewster
Coldwell Banker-Res R E Srv

Amy Brilliante
3 Point Real Estate & Const.

Rose Cabral
Lyon RE West Sacramento

Katie T. Cao
Keller Williams Rlty Elk Grove

Edward Cheung
Lyon RE Elk Grove

Lawrence B. Davis
Paula Willhite & Assoc. R.E.

Jason M. Farr
Asset Financial Center Inc

Stephanie M. Ferre
Asset Financial Center Inc

Thomas W. Goodwin
Gatejen Real Estate

Cara A. Heagy
Keller Williams Realty

William B. Hubbard
Gonsalves R.E. Properties

Chris E. Jarosz
Professional Edge Realty

Dena Jones
Charles M. Bachelor Broker

Thomas P. Leonard
Capital West Realty, Inc.

Jeffrey D Lewis
Dunnigan, REALTORS®

Justin M. Lowney
RE/MAX Gold Sacramento

Shamaria A. McCarty
Keller Williams Realty

Eric C. Peterson
Praxis Realty

Victor A. Ramirez
ZipRealty Inc.

Jolene Regan
Intero RE Services EDH

Taja M. Ruddy-Ferrarini
Keller Williams Realty

Marybelle S. Sayson
Century 21 M & M and Assoc.

Kaylee W. Schlosser
Galster Real Estate Group

Delbert B. Stapp
Cook Realty

Linda A. Stelter
Keller Williams Realty

Marcia L. Stewart
BHG Mason-McDuffie Real Estate

Wendy Thai
Realty and Services

Shan K. Tham
Honest Realty & Mortgage

Michael T. Thick
Statewide Realty & Mortgage

Tennyson N. Troy
Redfin Corporation

Kellie S. Vogt
Coldwell Banker-Res R E Srv

New Affiliate Members

Paula Cadloni
Stewart Title of Sacramento

Robert Campbell
Stanford Mortgage

Cindy DeGennero
Old Republic Title

Erica Gibson
Old Republic Title

Jodi L. Guevara
Vacant Home Caretakers

Frank Huck
Umpqua Bank Mortgage

Denise Leath
Old Republic Title

Mark McKibben
Umpqua Bank Mortgage

Michelle O'Leary
Vacant Home Caretakers

Jim Pryde
Western Exterminator Co.

Robert A. Reich
Insights To Success

Melanie Seither
Melanie Seither

Debbie Thomas
Old Republic Title

Linda Turman
Vacant Home Caretakers

New Broker Associates

Gary E. Figueroa
Lyon RE Fair Oaks

New Designated REALTORS®

Andrew E. Bakos
Andrew E Bakos, Broker

Victor R. Benjamin
Elite Premier Properties

Lee Nguyen
Lee Realty & Mortgage

Ron Reel
Ron Reel Properties

Melody B. Royal
BHG Mason-McDuffie Real Estate

George Schader
MBK N. CA Residential, Inc.

COMMUNITY OUTREACH

SAR Supports Stanford Settlement Neighborhood Center

By Kris Anderson, REALTOR® and Member of the Community Outreach Committee

Through the years, SAR has been a friend and contributor to this valuable neighborhood resource. Stanford Settlement Neighborhood Center serves the residents of the Gardenland/Northgate, North Sacramento and Natomas communities. Their mission is to help build healthy communities through individual, family and neighborhood services.

The Children's Program provides socialization activities for children from After School Groups to Summer Day Camp. The Teen Center is a voluntary delinquency prevention program providing support and encouragement for teens to stay in school, set goals and build healthy relationships with peers, parents, school and the community.

The Senior Center recognizes seniors as a vital part of the community and helps in providing respite for families caring for older relatives and gives seniors a place to gather.

There is also an Emergency Assistance Program that helps area residents who have an immediate need or crisis. Program components include: emergency assistance with food, crisis intervention counseling and advocacy.

If it's the Christmas Season... it's Operation Cratchit. Since 1969, Stanford Settlement has been providing Christmas baskets for neighbors in need of some extra help during the holidays. If you would like more information on how you could help put merry in some folks Christmas by contributing food or toys, visit www.stanfordsettlement.org.

KEEP YOUR CARD HANDY

**Free Rent Survey**

Bob Machado
President
CPM, MPM

HomePointe
PROPERTY MANAGEMENT

We provide a quarterly survey of asking rents for the Greater Sacramento area including Sacramento, Yolo, Placer, and El Dorado Counties. You can log on to our website and click on Owner Services or email us at info@HomePointe.com in order to be put on our quarterly emailing of the Survey. Many real estate agents refer their clients to HomePointe for property management and are rewarded with generous referral fees.

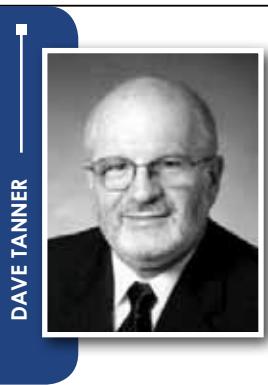
(916) 429-1205

Visit us for a list of services,
FREE information & rental listings
www.HomePointe.com

HOUSES - DUPLEXES - CONDOS - APARTMENTS

THREE CONVENIENT LOCATIONS!

5896 South Land Park Dr. Sacramento, CA 95822 (916) 429-1205	8856 Greenback Ln. Ste. B Orangevale, CA 95662 (916) 988-5300 (530) 677-7917	1220 Melody Lane, Ste. 110 Roseville, CA 95678 916-781-7075
--	---	---



DAVE TANNER

LEGAL UPDATE

What's New With CAR Forms?

by Dave Tanner, Real Estate Broker/Attorney, Hanson Law Firm

or the seller. Paragraphs 3 and 4 are designed to be used when two associates with the same broker will represent the buyer or seller. The intent of the form is to insure the parties acknowledge and agree what brokers and associates are involved in the transaction.

New form EL is entitled Extension of Lease. It is designed to be used where, at the end of the lease term, the parties want the lease to be extended for another fixed lease term rather than to convert to a month-to-month occupancy as the lease form generally otherwise provides.

New form OVS is entitled Optional Verification of Electronic Signature for Third Parties. It is designed to be used by providing one wet signature to confirm that the electronic signatures used in the transaction are authentic.

New form WHS is entitled Water Heater Statement of Compliance. It is an updated version of the former WHS and is designed to be used in a transaction where the seller, such as an REO, is exempt from providing the TDS and is also exempt from providing the smoke detector certification.

Revised form TDS is revised to include disclosure regarding the upcoming mandatory changes to water conserving plumbing fixtures. Section II.A. has been revised to add a box indicating that water conserving plumbing fixtures are included in the property. The narrative box near the middle of page 2 has been revised to disclose the mandatory requirements coming in 2014 and 2017 and advising the buyer that the current plumbing fixtures may not be in compli-

ance. The revised form is mandatory for all transactions that close escrow after January 1, 2012.

Revised form DRA is revised to satisfy new federal rules regarding disclosure to prospective tenants if they are denied occupancy based on their credit score. The new form should be used as soon as it is available.

Revised form HOA is revised to satisfy changes to California law regarding maximum fees and to include citation to current statutes. The new disclosures are required as of January 1, 2012.

If you have any questions on this article or any other aspect of real estate law please contact me at 916 447-9181 or log on to our website at www.HansonLawFirm.com.

Every year in April and November, and occasionally in between if a law changes, CAR issues new and revised forms. The November 2011 forms are scheduled to be available in association stores and online in Zipforms on November 28.

The November 2011 release includes four new forms and twenty-three revised forms. This month's article will focus on the four new forms and the three revised forms which are mandatory as of January 1, 2012. Next month we will look at the other twenty forms.

New form ABAA is entitled Additional Broker or Agent Acknowledgement. Paragraphs 1 and 2 are designed to be used to advise all parties when two brokers will represent either the buyer

REALTORS® In the community

Every month, you, as an SAR Member, are represented in the community in many ways.

Allison Couchman and **Jenifer Miller** delivered a contribution from SAR Members to the **Moral Values Program**, which provides support services to disadvantaged young people in its neighborhood. www.mvpsacramento.org. Allison and Jenifer are chair and vice-chair of the Community Outreach Committee.

Rose Stinson, a long-time member of the Community Outreach Committee, delivered a check from SAR Members to **Community Against Sexual Harm** (C.A.S.H.) located in the Oak Park neighborhood, it provides services and support to former sex workers in Sacramento.

REALTORS® Sheila Smith and Jennifer Odama represented SAR at the 10th annual **North Highlands Jubilee**, a neighborhood event hosted by County Supervisor Phil Serna. They distributed CFL bulbs and information about the importance of using a REALTOR®.

REALTORS® Jennifer Odama, Addie Reese-Miles, Tong Veu and Sandi Burden-Bradley participated in the Harvest Festival of the **Mutual Assistance Network of Del Paso Heights**. They gave out CFL bulbs to the adults and candy to the children.

At the 10th anniversary luncheon of the **Roberts Family Development Center**, SAR was represented by **Doug Covill**, President, and **Patrick Lieuw**, President-elect.

In memory of REALTOR® **Lorin Brown**, a long-time member of the Community Outreach Committee, a donation was made to the **Elk Grove Food Bank**, one of Lorin's favorite causes.

SAR was represented at the annual banquet of the **Sacramento Black Chamber of Commerce** by **Tong Veu** and **Lee Xiong**, **REALTORS®** and husband and wife.

At the **Partners In Philanthropy Luncheon** hosted by the Sacramento Business Journal, **Patrick Lieuw** and **Jenifer Miller** shared the spotlight with other companies being recognized for their outstanding contributions to the community. SAR was nominated in the micro category—companies of 1-25 employees.

locally grown mortgages



a partner for the life of your mortgage
purchase—refinance—new construction

A mortgage is something you will have for a long time, so we want to make sure that you have the right one. Umpqua Bank Mortgage has a variety of home loan programs including the following:

Conforming / Non-Conforming
Fixed-Rate / ARMS¹
First-Time Homebuyer
Jumbo Loans

Government / FHA / VA
Bond Programs²
USDA Rural Housing²
Residential Custom Construction

Investment Property
Manufactured Homes
HomePath® Mortgage³

Call us today and ask about our current money saving promotions!

Meet your dedicated local Mortgage Lending Team



Dan Starelli
VP/Area Manager
NMLS # 297718
916-803-8623



Lynn Pini Tibbets
AVP/Sales Manager
NMLS # 500711
916-677-0617



Jeffrey Stevens
Sales Manager
NMLS # 274488
916-563-1006



Michael Bettencourt
Mortgage Loan Officer
NMLS # 238181
916-337-2159



Joanne Cesar
Mortgage Loan Officer
NMLS # 474259
916-667-4627



George Castillo
Mortgage Loan Officer
NMLS # 809234
916-714-8301



Danica Halverson
Mortgage Loan Officer
NMLS # 486218
916-622-8198



Frank Huck
Mortgage Loan Officer
NMLS # 495457
916-847-4666



Vicki Fenner
Mortgage Loan Officer
NMLS # 501200
916-517-5308



Steven C. Justeson
Mortgage Loan Officer
NMLS # 191066
916-740-5371



Mark McKibben
Mortgage Loan Officer
NMLS # 243339
916-774-3929



Sam Muscarello
Mortgage Loan Officer
NMLS # 809521
530-672-4607



Justin Ozeroff
Mortgage Loan Officer
NMLS # 807865
916-508-1401



Tom Pifer
Mortgage Loan Officer
NMLS # 500655
916-300-0769



Renee Russell
Mortgage Loan Officer
NMLS # 217012
916-774-3922



Rene Young
Mortgage Loan Officer
NMLS # 486793
916-939-3002



Duane Logan
Mortgage Loan Officer
NMLS # 354313
775-284-2138



Andy McInnes
Mortgage Loan Officer
NMLS # 500780
775-284-2140



1-866-4UMPQUA (1-866-486-7782) www.umpquabank.com Member FDIC Equal Housing Lender

Loan products subject to credit approval. Other terms, conditions, restrictions & fees may apply. Full documentation, title & property insurance required. Flood insurance required if property is located in a Special Flood Hazard Area. ¹Annual Percentage Rate (APR) for Variable rate products may increase after consummation. ²Loan programs subject to agency availability and funding. ³HomePath is a registered trademark of Fannie Mae.

SACRAMENTO REALTOR®

Making Sacramento a Better Place to Call Home for Over 100 Years

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

DECEMBER 2011

GOVERNMENT WATCH

Dues Time and the REALTOR® Action Fund

By: Kellie Swayne

I received my dues bill recently via email as I am sure all of you did. And, as Chair of the REALTOR® Action Fund (RAF) I wanted to provide some quick education on why you should pay the "True Cost of Doing Business" \$667.00. The additional \$148 to RAF saves us money in the long run because this contribution is used to help preserve mortgage interest deduction, keep point-of-sale out of real estate in the Sacramento region, and avoid independent contractor withholding.

If this sounds like I am being an alarmist, please think again. Real estate, and our ability to conduct business as we currently do is under attack by national, state, and local governments. And this will only get worse as budget deficits at all levels of government increase, and as jurisdictions work to implement the newly required greening.

Many people in Washington DC would like to create a cap on the amount you can write off with the mortgage interest deduction. Still others would like to eliminate the ability to write off second homes. Research shows eliminating the deductibility of second homes would have little to no real effect on increasing revenue to the federal government. But this option is still appealing to

some politicians as a symbolic move. That would have a detrimental effect on the economy.

As the situation of California's budget further deteriorates, policy makers are considering any and every means to find new revenue. They have twice attempted to institute a three percent independent contractor withholding. If this is implemented, three percent would be taken off the top of REALTORS® commission checks, in addition to estimated tax payments you already make. At the end of the tax year, the three percent would be refunded to all independent contractors throughout the state, allowing California to earn interest on your money for a short period of time in an attempt to balance their budget. This is bad policy, as there is no evidence that independent contractors are failing to pay their fair share of taxes. Because we defeated this twice does not mean we are out of the woods on the issue. This "budget fix" has not been attempted since Governor Brown came into office, so we do not know what his stance would be on this policy.

Another large unknown in state policy is the future of a service tax, which would have an incredible impact on our business. In California everyone pays sales tax, but some believe this should be expanded to services. This would include title and escrow, pest inspections, home inspections - the list goes on and on. This would add thousands of dollars to transactions for our clients.

I know times are tight in this economy, but paying the \$148 "Trust Cost of Doing Business" is a smart investment. Money in the REALTOR® Action Fund is spent defeating issues like the ones here that would have a negative effect on our ability to do business. RAF money is also spent on getting people into office who support private property rights, and have similar views as we do on defeating point of sale, maintaining the current mortgage interest deduction, and opposing independent contractor withholding.

STABILITY SINCE 1887

Change is constantly happening all around us every day. It's nice to know that the lender you start your loan with today will be here to fund it at your closing...And be on time!



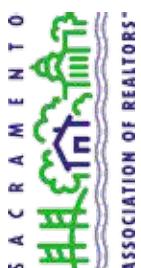
FHA, FHA 203K, VA, USDA 100% Financing, CalSTRS, CalHFA,
CONVENTIONAL and JUMBOS

916.929.22338
2033 Howe Avenue, Suite 110
Sacramento, CA 95825

Mason-McDuffie
Mortgage Corporation
Since ~ 1887

Licensed by the Department of Corporations under the
California Residential Lending Act NMLS# 1141

PRSR STD
US POSTAGE
PAID
Permit No. 538
Sacramento, CA



Sacramento Association
of REALTORS®
2003 Howe Avenue
Sacramento, California 95825

SAR WEBSITE:
www.sacrealtor.org