



# SACRAMENTO REALTOR®

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NOVEMBER 2015

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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## Upcoming SAR Meetings &amp; Forums

## December:

**Main Meeting****Date:** Tuesday, December 1st **Time:** 9:00 – 10:30am**Location:** Mack Powell Event Center**Speaker/Topic:**

This meeting will feature the Salvation Army Brass Band, a continental breakfast, the final CanTree prize drawings and the presentation of the check to the Salvation Army.

**Broker/Manager & Public Issues Forum (combined)****Date:** Friday, December 11th **Time:** 9:30 – 10:30am**Location:** SAR Boardroom (upstairs)**Speaker/Topic:** Dave Tanner, SAR CEO/New Laws Affecting Real Estate

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# PRESIDENT'S PERSPECTIVE —

## 2015 PRESIDENT

RON GREENWOOD



This morning I woke up to that crispness in the air and that feeling that the season is truly changing. Fall is here: we just celebrated Halloween and we changed our clocks back. Leaves should be changing color soon and HOPEFULLY we will see lots of rain very soon. More importantly, we hope to see a lot more snow in the mountains.

This is the time of the year that we begin to reflect a bit on our business, our friends, and certainly our family. Has 2015 been the kind of year we all hoped it would be and did we accomplish all that we had hoped? We are most likely preparing for the Holidays with the first holiday being Thanksgiving. I don't know about you, but I always have this incredible feeling of GRATITUDE for all that God and Life have given me. My very special family certainly is something that I thank God for every day – our four beautiful children (Emily, Eric, Cate, and Aly) and our four very special grand children (Madison, Sam, Avery, and Rachel). They bring a special element of joy and happiness to my wife and me. Just being with them makes us feel very fortunate and blessed and for that I always give a very special THANKS. And, of course, I feel extremely GRATEFUL for having the opportunity to have a career as a REALTOR® and getting to help so many people buy and sell homes. I don't know about you, but they all seem to become extensions of my own family as I get to help them and know them better. I also want to THANK each and every one of you for giving me the chance and honor of being your President for the year 2015. What great memories and friendships I will have forever.

Because it is that time of year, I did a little research on GRATITUDE and to reflect on what it really means. Researchers have defined gratitude as an “affirmation of goodness.” The affirmation of the good things in each of our lives which includes the gifts and benefits that we receive. But, true gratitude is driven by a desire to repay all of that we have received and to show appreciation. Robert Emmons, who is one of the foremost scientific experts on gratitude, along with Sonja Lyubomirsky, profess that showing our gratitude has proven to be “one of the most reliable methods for increasing happiness and life satisfaction.” If you are looking for both of these in your life, I encourage you to do some reflection on the GOOD THINGS in your life and then look for ways to show your appreciation by giving back. The Holidays, of course, always seem to provide the greatest number of opportunities, but don't stop with just one time of year. There are hundreds of opportunities available. You can give to or work at a food bank, be part of Christmas wish volunteer group, support Run to Feed the Hungry, work with SAR's own Christmas CanTree, the Salvation Army or the hundreds of other great and worthy charities. Over 25 years ago – when I became a member of our great Carmichael Kiwanis Club – I learned that there are so many needs in our community (and the world) where I could help. There are great opportunities to work with other fantastic people and to help raise money and provide gifts to so many families.

So, as we enter the Holiday Season, I want to (again) express my gratitude to you for a fantastic 2015, and for simply being my friend. I know and am encouraged that 2016 will be an even greater year.



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# CEO CORNER

CHIEF EXECUTIVE OFFICER



DAVE TANNER

We are entering into the annual holiday season. We have already passed the candy gorging of Halloween. We are approaching the turkey gorging of Thanksgiving followed by the gift giving bonanza of a series of end-of-year holidays. It seems that excessive consumption has become the focus rather than concentrating on the true meaning of each of the holidays.

The first holiday in the season was Halloween. It is actually a contraction of All Hallows Evening, being the night before All Saints Day in the Catholic Church. How that got to be a candy stuffing event is unclear.

Next is Diwali or Deepavali, the Hindu Festival of Lights. It lasts for five days, this year centered around November 10, with the start, Dhanteras, a major shopping day, being on November 8.

This is followed by Thanksgiving, an American tradition based upon giving thanks for surviving the early days in America. This has also developed into a major eating event followed by a major shopping event the next day.

This year the Jewish Festival of Lights, Chanukah or Hanukkah, runs from December 7 through 14. It started as a religious recognition of a reported miracle, but has also developed into a significant eating and gift giving event, particularly on the final evening.

December 24, 2015 brings the Prophet's Birthday celebration. This Muslim holiday celebrates the birth of the Prophet Muhammad. This holiday is a lunar event and this year happens to coincide with the Christian celebration of Christmas Eve. It focuses on the teachings of the Prophet and ends with communal dining. Some Muslims make a point of making charitable contributions on this day.

December 25 is the Christian holiday of Christmas. While its origin is based on celebrating the birth of Jesus Christ, it has developed into including a secular celebration of significant eating and gift giving.

Finally, we wrap up 2015 with the Kwanzaa celebration. This year it is celebrated from December 26 – January 1. This holiday originated to celebrate the origins of African-Americans, but in addition to the educational aspect, it also includes feasting and gift giving.

All of these celebrations have one theme: the sharing of food and gifts with one another. As for my family and most people reading this article, we should count ourselves among the fortunate ones in this world. We may not have everything we want, but we have everything we really need. A roof over our heads, food on the table and friends with whom we can share life experiences.

In past years in this article I have written about that for which that I am grateful. This year I want to take a different perspective. This year I want to share with you what Michelle and I are doing to demonstrate our gratitude for all that we have received.

Rather than giving gifts to adult family members that already have their needs met, we are taking that money and giving it to charities to help those less fortunate. I encourage you to think about doing the same. The world will be a much better place when we can insure that the basic needs of all human beings are met through the voluntary actions of those that are able to give. It does not require money. Giving can involve money, but it also may be the giving of time or the giving of concern for others. I am so grateful that I am in a position to give to others. Hopefully you are too.

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## BE WARY OF SALES WITH RE-SETTING INTEREST-ONLY LOANS

In my July 2015 Legal Update, I explained California's Home Equity Sales Contract Act (Civil Code 1695 et seq.) and what impact this may have on real estate sales. However, comments by agents at my recent seminars suggests that the importance of this issue has not sunk in. So today I will provide more clarity on why this is so important to you.

In 2005-2006, large numbers of home purchasers obtained loans that were "Interest-Only" for the first 10 years after which the loan payments would adjust upwards to pay off the entire principal as well during the remaining loan term. **These loans made acquiring a home much more affordable, but they also contained a ticking time bomb which is now exploding.**

Thousands of such borrowers have received or will receive notices that their loans will soon be "re-setting" to fully amortized payments. The increase can be substantial and many owners are finding the increases unaffordable. So they go through a series of actions to solve the problem:

First: They typically seek loan modification, but most lenders today are not interested in modifying and there is no law compelling them to do so. The lenders want these bad loans off their books;

Next: They seek to refinance the loan, but in a great many cases there is insufficient equity in the property to get a loan large enough to pay off this existing loan. Further, even if there was enough equity, these borrowers often could not afford the payments on the new loan;

Lastly: If they find that there is no solution that would allow them to keep their home, they decide to sell and at least have the remaining equity to move forward with. So they come to you and you list the home for sale. And this is where the Equity Sales Act may come into play.

If the loan does re-set prior to the sale, the Seller may default in payment of the increased loan and this may result in foreclosure proceedings being commenced by the recording of a Notice of Default. If the property is the Seller's personal residence and if the Buyer will NOT use the property as a personal residence, the buyer must use a home equity sales contract, such as the C.A.R. standard form "**Notice of Default Purchase Agreement**" and attachments which incorporate the many requirements of the Act.

The most critical part of the Act requires the Buyer to deliver to the Seller a Notice of the Five Day Right of Recision, and Cancellation forms. Until this Recision period ends, neither the Buyer nor agent can ask the Seller to sign any deed or other transfer document. Since this right of recision doesn't start to run until the Buyer has provided the Notice, the **Seller can cancel at any time before the expiration... even after close of escrow!** The legal penalty for violating the Act is three times the equity plus attorney fees and court costs. Plus criminal penalties may apply.

The attorneys of BPE Law Group, P.C. advise and represent property owners and real estate agents in dealing with their legal concerns and maximizing their opportunities. If you or your clients would like a consultation with us, please call our office at (916) 966-2260 or e-mail me at [sjbeede@bpelaw.com](mailto:sjbeede@bpelaw.com).



## Article 15

*REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices. (Amended 1/12)*

### Case #15-1: Knowing or Reckless False Statements About Competitors

*(Adopted Case #23-1 November, 1992. Transferred to Article 15 November, 1994.)*

REALTOR® A operated a residential brokerage firm in a highly competitive market area. He frequently used information from the MLS as the basis for comparative ads and to keep close track of his listing and sales activity as well as his competition.

One day, while reviewing MLS data and comparing it to a competitor's ad, REALTOR® A noticed that REALTOR® Z had used a diagram to demonstrate his market share, contrasting it with those of several other firms. The ad showed that REALTOR® A had listed 10% of the properties in the MLS over the past three months.

REALTOR® A thought this was low. His analysis of MLS data showed his market share was 11%. REALTOR® A filed an ethics complaint against REALTOR® Z citing Article 15 of the Code of Ethics in that REALTOR® Z's "obviously understated market share claim" was a "misleading statement about competitors." REALTOR® A's complaint was considered by the Grievance Committee which determined that an ethics hearing should be held.

At the hearing, REALTOR® Z testified he had always been truthful in his advertising and that all claims were based in fact. He produced an affidavit from the Board's MLS administrator which indicated that a programming error had resulted in miscalculations and, after careful recomputation, REALTOR® A's market share over the past three months had been 10.9%. The administrator's

statement noted that this was the first time that information related to REALTOR® A's listings or sales had been misstated on the system. "I relied on information from the MLS. It's always been accurate and I had no reason to even suspect it was wrong last month," said REALTOR® Z in his defense.

The Hearing Panel agreed with REALTOR® Z's logic, noting that a REALTOR® should be able to rely on generally accurate information from reliable sources. They reasoned that if, on the other hand, the MLS had shown REALTOR® A having, for example, 1% of the market, then REALTOR® Z's reliance on the information would have been "reckless" because REALTOR® A had generally had a 10–15% market share and a reasonable conclusion would have been that the information from the MLS was seriously flawed.

The Hearing Panel concluded that REALTOR® Z's comparison with his competitors, while slightly inaccurate, was based on usually accurate and reliable information and had been made in good faith and while technically "misleading," had not been "knowing" or "reckless". REALTOR® Z was found not to have violated Article 15.





## Water Conservation in the Sacramento Region

BY CAYLYN BROWN  
PUBLIC AFFAIRS CONSULTANT

It is hard to miss that California is entering its fourth year of severe drought. Last January, California Governor Jerry Brown declared a drought State of Emergency and directed state officials to take all necessary actions to prepare for water shortages. Soon after, local jurisdictions throughout California were given water conservation mandates. Many local jurisdictions, like the City of Sacramento and others throughout the Sacramento region, already had water conservation measures in place for some time.

And Californians are heeding the conservation mantra; we reduced water use by nearly twenty-seven percent in August, exceeding Governor Brown's twenty-five percent conservation mandate for a third straight month. Even with this good news, it's important to remember the need for conservation does not go away. We all hope that El Nino will bring much needed rain and snow to California this winter, but the drought has become so severe that it will take multiple wet winters before California is out of drought conditions.

At this time, most areas have time – day restrictions on watering outdoor landscaping. Also, many of the Sacramento Region's twenty-one water districts have rebate programs to promote water conservation.

Beginning November 1, 2015, the City of Sacramento moves to a mandatory one day per week watering schedule, either Saturday or Sunday. Water runoff is not allowed. This schedule runs through daylight savings time: November 1st through March 12th.

The City of Sacramento is also offering a variety of rebate programs to further encourage water conservation. Residents who replace grass and other water thirsty landscaping will receive up to \$1 per square foot, up to \$1,000. This program also includes \$250 to install a weather based "smart" sprinkler control. This acts like a thermostat and will turn your sprinkler system off according to weather, ensuring you don't water after it rains. By installing irrigation upgrades like high efficiency sprinklers or drip irrigation, residents can receive \$250 in rebates and up to \$150 for rain barrels.

Water efficiency inside the home is also important. In partnership with the Sacramento Regional County Sanitation District, rebates for toilets that use more than 1.6 gallons per flush are available up to \$125 per toilet.

## ◀ 10

Clothes washing machines can also use a significant amount of water in a home. Rebates are offered from the City of Sacramento in partnership with SMUD and Sacramento Regional County Sanitation District of up to \$125.

City residents interested in learning more about the water efficiency of their home can receive a free Water Wise House Call, which will review sprinkler efficiency (or inefficiency), provide a suggested watering schedule for your home's specific landscape, show you how to program your sprinkler tier and discuss rebates available to help your home use less water.

City residents can visit: [www.sparesacwater.org](http://www.sparesacwater.org) for more information on free programs and rebates. If

you are unsure of who your local water provider is, you can visit Be Water Smart through the Regional Water Authority: <http://bewatersmart.info/find-your-water-provider/>. You can also learn who your local water provider is, what your time/day watering restrictions are and find out about any rebates your water district may provide for water conservation.

Using water wisely is always important, but during the drought it has become vital. From the golden lawns to less frequent car washing, it is clear families are making necessary changes to conserve water. These voluntary changes are key to ensuring our region maintains its water supply during the drought.

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## YPN Oktoberfest Joint Mixer

The Young Professionals Network joined forces with NAHREP and Yolo County YPN to celebrate Oktoberfest with some brews and brats. This month's mixer was held at Yolo Brewing Company and was sponsored by Guaranteed Rate. These mixers provide an excellent opportunity to build relationships with like-minded professionals and stay current on the latest trends in real estate. Be sure to put YPN's future mixer dates on your calendar. Mixers are the fourth Thursday of every month, from 5:30pm-7:30pm.



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# *The Holidays are near –* it's the perfect time to volunteer

We have a few upcoming volunteer opportunities that will be a great first step towards getting involved with SAR. There is something for everyone – more details below:

## SAR Christmas CanTree Builds/Dismantles



**D** **1** Monday, November 23rd | **Time:** 7:00 – 10:00am  
**A**  
**Y** **Location:** Mel Rapton Honda ([3630 Fulton Ave. Sacramento, CA 95821](#))

**D** **2** Tuesday, November 24th  
**A** **Location 1:** Sunrise Mall ([6041 Sunrise Mall Rd, Citrus Heights, CA 95610](#))  
**Y** **Time:** 7:00 – 9:30am  
**Location 2:** California Backyard ([8457 Elk Grove Blvd. Elk Grove, CA 95758](#))  
**Time:** 11:00am – 1:00pm

**Duties:** help plan and build the actual “CanTrees” at one of these 3 locations. Duties include moving, lifting boxes of canned food and individual cans. Stacking cans to build a Christmas tree-like structure.

If interested, please contact Nichol Perez ([nperez@sacrealtor.org](mailto:nperez@sacrealtor.org) or 916-437-1220).

## REALTOR® Ring Day

**Date:** Friday, December 4th | **Time:** various 2-hour shifts to choose from (contact Tony below)

**Locations:** Raley’s Rush River Drive ([7465 Rush River Dr.](#)), Macy’s Arden Fair Mall ([1701 Arden Way.](#))

**Duties:** spread the holiday cheer while ringing the bells for donations for the Salvation Army kettles. There are various 2-hours shifts to choose from throughout the day. For inquiries on this opportunity, please contact Tony Vicari (437-1205, [tony@sacrealtor.org](mailto:tony@sacrealtor.org)). Thanks for reading and we hope to see you at one of these events soon!

For inquiries on this opportunity, please contact Tony Vicari (437-1205, [tony@sacrealtor.org](mailto:tony@sacrealtor.org)). Thanks for reading and we hope to see you at one of these events soon!



## Time to Join a 2016 Committee

As an SAR Member in good standing, you are welcome to apply to join an SAR Committee. Participation on a committee is an excellent way to acquaint yourself with the inner workings of the Association, network with your colleagues and contribute to the betterment of the Association and the community.

[Click here to view sign-up flyer and committee details.](#)



## Looking for a place to hold your company holiday party?

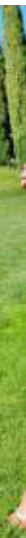
Discover an affordable alternative to overpriced restaurants and hotels. The Mack Powell Event Center at the Sacramento Association of REALTORS® is a warm, rich and inviting venue ideal for your holiday party or special event. We have full service catering available or you can bring in your favorite caterer. To check availability and pricing, please contact Fiona Ross (916) 437-1209 or [fross@sacrealtor.org](mailto:ross@sacrealtor.org).

***Don't forget – SAR Members receive a 20% discount.***

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Each year, the Masters Club hosts a golf tournament to raise funds for worthy local charities. Thank you to all of you who sponsored or swung a club out at our 2015 Golf Tournament "Superheroes on the Green" on October 12th. Due to your participation, the Masters Club will have the privilege of presenting three wonderful organizations with funds to help them grow their programs. The charities will receive their checks at the Annual Masters Club Breakfast on November 20th at Del Paso Country Club. Be sure to buy a ticket before we sell out!



KELLIE SWAYNE

### **River Oak Center for Children**

This wonderful organization helps at-risk children, teens and families by providing mental health services, social services, behavioral therapy and family counseling. They offer twelve different programs to their participants at four different locations. Eight of their programs have received national recognition for their success in producing cost-effective, stable results for children, teens and families. Check them out at: [www.riveroak.org](http://www.riveroak.org).

### **Sacramento Self Help Housing**

Sacramento Self Help Housing provides assistance to the homeless and those who are at risk of becoming homeless. The organization helps to find affordable and safe homes for those who are unable to find shelter for themselves. In addition, they reach out to homeless camps in our communities to educate the homeless about services and programs that can help them get back on their feet or provide medical or mental health services. For more information, you can visit: [www.sacselfhelp.org](http://www.sacselfhelp.org).

### **Women's Empowerment**

Working with homeless women and their families, Women's Empowerment provides classes, counseling, career mentoring and peer support to help women learn the skills and gain the confidence they need to get and keep a job and provide a healthy, safe home for herself and her children. In nearly 15 years, they have helped more than 1200 women and 2500 children. You can learn more about their organization by visiting: <http://www.womens-empowerment.org>.

The Masters Club hopes that you will come celebrate with us and these fantastic charities at our Annual Breakfast on November 20th! Please view [link to flyer here](#).



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®









## PACE Loans Can Interfere With Home Sales...

I am hearing a lot more advertising lately on the radio for the PACE (Property Assessed Clean Energy) Program. The advertisement sounds enticing and I just wonder how many homeowners really look into the details of how the program works, the potential problems that could arise, and if those that are pitching the program are fully disclosing the potential pitfalls to home owners. Well, first of all, what is PACE? It is a special program designed to make it easier and less expensive for homeowners to add energy efficient improvements to their homes. There is not an income and credit qualification. The homeowner must be current on property taxes, have no judgments, and no mortgage delinquency. A home owner borrows money for things like solar panels and energy efficient windows, then the PACE enabling legislation authorizes cities and towns to add the money needed to pay off the loan to the taxes on the property. The tax collector takes a small percentage to pay for administrative costs and sends the balance to the lender. You may ask, why does this matter and why should we as Lenders and REALTORS® care? Well, what happens is the improvement becomes a special tax assessment. Because the PACE loan is included in the taxes on the property, it has priority over the first mortgage in the event of default. Mortgage lenders don't care for that at all. In fact, according to Reuters, both the Federal Housing Administration and the Federal Housing Finance Agency, while saying they support energy efficiency, have not supported the program up to now because the first lien position of mortgages is not assured. Fannie Mae and Freddie Mac's policies prohibit the purchase of a mortgage where the property has a first lien PACE loan attached to it. This restriction has two potential implications for borrowers. First, a homeowner with a first lien PACE loan cannot refinance their existing mortgage with a Fannie Mae or Freddie Mac mortgage. Second, anyone wanting to buy a home that already has a first lien PACE loan cannot use a Fannie Mae or Freddie Mac loan for the purchase. In short, if a PACE loan borrower wants to refinance or to sell to a conventional borrower, he or she is going to have to pay off the PACE lien to get it done. This is something most homeowners had probably not counted on when they signed up for this program.

At this time, there is not a solution in place as far as Fannie Mae, Freddie Mac, and FHA are concerned. The existence of a PACE loan on a for-sale property is definitely something that both Agent and owner would need to disclose and the existence of a PACE lien should appear on a preliminary title report, as well as on a tax report. There appears to be many good things about the PACE program loans, but there are things to be wary about as well.

Please join us at SAR for the Real Estate Finance and Affiliate Forum meeting held on the first Thursday of the month beginning at 9:00am.



# Homes financed by Californians for Californians.

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EQUAL HOUSING OPPORTUNITY

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Credit Union

**Home Loans**

# SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
November 4	8:30am – 4:30pm	<b>Mortgage License Continuing Education</b>	\$139 ahead of time \$159 at the door	<ul style="list-style-type: none"> <li>8 Hour CA-DBO Safe Comprehensive</li> <li>Relevant Practices for the MLO</li> </ul>	Duane Gomer Company Representative
November 5	9:00am – 12:15pm	<b>Property Management Series – Day 2</b>	\$125 full series \$40 individual class	<ul style="list-style-type: none"> <li>Management &amp; rental agreements, addendums</li> <li>3- day notices, 30 -, 60 -, &amp; 90-day notices</li> <li>C.A.R. forms vs. California Apartment Association vs. your own forms</li> </ul>	Duane Gomer Company Representative
November 12	1:00 – 4:00pm	<b>45 Hour Duane Gomer License Renewal</b>	\$139 ahead of time \$159 at the door	<ul style="list-style-type: none"> <li>Meets BRE Requirements for 45-hour renewals</li> <li>All students receive 3 hour mandatory courses of agency, ethics, trust funds, fair housing, risk management</li> <li>Instructions for exams will be given at the seminar</li> </ul>	Duane Gomer Company Representative
November 14	8:30am – 5:00pm	<b>Duane Gomer 1-Day RE Exam Prep</b>	\$160	<ul style="list-style-type: none"> <li>Fast moving One Day Live Class</li> <li>Official State Glossary</li> <li>Comprehensive Course Outline</li> <li>Math Workbook</li> </ul>	Duane Gomer Representative
November 19	9:00am – 12:15pm	<b>Property Management Series – Day 3</b>	\$125 full series \$40 individual class	<ul style="list-style-type: none"> <li>Trust Account accounting - how to do the required triple reconciliation</li> <li>How to get ready for the audit</li> <li>Property registration and inspections</li> <li>Registering with the correct local authorities?</li> </ul>	Duane Gomer Company Representative
November 24	9:00am – 1:00pm	<b>You Guide to the RPA</b>	\$69 Members \$79 non-Members	<ul style="list-style-type: none"> <li>Get familiar with the changes to the clauses</li> <li>Learn the new approach to addressing wood destroying pests</li> <li>Learn how to write offers without depositing checks</li> <li>Complete all mandatory and recommended disclosures</li> </ul>	Gov Hutchinson
December 2	8:30am – 4:30pm	<b>Mortgage License Continuing Education</b>	\$139 ahead of time \$159 at the door	<ul style="list-style-type: none"> <li>8 Hour CA-DBO Safe Comprehensive</li> <li>Relevant Practices for the MLO</li> </ul>	Duane Gomer Company Representative
December 3	9:00am – 12:15pm	<b>Property Management Series – Day 4</b>	\$125 full series \$40 individual class	<ul style="list-style-type: none"> <li>Marketing with websites and social media to generate more calls</li> <li>Marketing to REALTORS®, referrals, and the public</li> <li>Using newsletters, promotions, and special offerings</li> <li>Money that goes right to the bottom line</li> </ul>	Property Management Series – Day 4
December 7	9:30am – 1:30pm	<b>Take Your Business to the Next Level</b>	\$25 by 12/3 \$30 after 12/3	<ul style="list-style-type: none"> <li>How to establish goals and the most effective ways to track them to exceed expectations</li> <li>Ways to calendar your success insuring your day-to-day accomplishments and met</li> <li>How to deliver the perfect listing presentation and buyer presentation</li> </ul>	Eric Orland
December 8 - 10	8:30am – 4:30pm	<b>Accredited Staging Professional – 3 Day Seminar</b>	\$295 2-Days \$1,795 3-Days	<ul style="list-style-type: none"> <li>Learn proven staging practices/concepts</li> <li>Educate sellers about the investment of home staging</li> <li>Learn how to work with items the seller already has</li> <li>Visit a staged home for hands-on staging experience</li> </ul>	Barb Schwarz
December 10	12noon – 1:30pm	<b>New C.A.R. Forms - Update</b>	\$15 by 12/7 \$20 after 12/7		Dave Tanner, SAR CEO
December 12	8:30am – 5:00pm	<b>Duane Gomer Seminars One-Day RE Exam Prep</b>	\$160	<ul style="list-style-type: none"> <li>Fast moving One Day Live Class</li> <li>Official State Glossary</li> <li>Comprehensive Course Outline</li> <li>Math Workbook</li> </ul>	Duane Gomer Representative

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit [ims.sacrealtor.org](https://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 48 hours in advance. If you cancel less than 48 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 costs listed are based on early bird SAR Member fees.**



# DECEMBER CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
	1 <b>SAR Main Meeting (EC)</b> 9:00 – 10:30am <b>Volunteer Coordinating Committee (P)</b> 10:30 – 11:30am <b>CanTree Committee (B)</b> 10:30 – 11:30am	2 <b>MLO Continuing Education (B)</b> – 8:30am – 4:00pm <b>SAR New Member Orientation (B)</b> 9:00am – 12:30pm	3 <b>Real Estate Finance &amp; Affiliate Forum (EC)</b> 9:00 – 10:30am <b>Property Management Series (EC)</b> 9:00 – 10:30am	4 <b>President's Appreciation Breakfast</b> 8:30 – 11:00am
7 <b>Take Your Business to the Next Leve (EC)</b> 9:30am – 1:30pm <b>WCR Board Meeting (B)</b> 12:00 – 1:30pm	8 <b>Accredited Staging Professional – Day 1 (EC)</b> 8:30am – 4:30pm <b>Regional Meetings (Various)</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>Intern Interviews (B)</b> 11:00am – 5:00pm	9 <b>Accredited Staging Professional – Day 2 (EC)</b> 8:30am – 4:30pm <b>SAR New Member Orientation (B)</b> 1:00 – 4:30pm	10 <b>Accredited Staging Professional – Day 3 (EC)</b> 8:30am – 4:30pm <b>Equal Opportunity/Cultural Diversity Committee (B)</b> 11:30am – 1:00pm <b>New C.A.R. Forms Seminar (EC)</b> 12:00 – 1:30pm	11 <b>Office Closed for Staff Development</b> 7:30 – 8:30am <b>Public Issues &amp; Broker/Manager Forum Combined (B)</b> 9:30 – 10:30am <b>YPN Gala (Offsite)</b> 7:00 – 11:00pm
14 <b>Education Committee (B)</b> 9:00 – 10:00am <b>MetroList – Prospector Course I (T)</b> 9:00am – 12noon <b>MetroList – Prospector Course II (T)</b> 1:00 – 4:00pm <b>SAR Leadership Academy</b> 1:00 – 2:30pm	15 <b>Regional Meetings (Various)</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a>	16 <b>New Member Orientation (B)</b> 6:00 – 9:30pm	17 <b>Marketing/Communications Committee (L)</b> 9:30am – 12noon <b>YPN Advisory Committee (T)</b> 10:00 – 11:00am <b>WCR Business Luncheon (EC)</b> 11:00am – 2:00pm	18 <b>SAR Closed – Staff Development</b> 12noon – 4:30pm
21 <b>No Events</b>	22 <b>No Regional Meetings This Week Christmas Week</b> <b>Housing Opportunity Committee (B)</b> 10:30 – 11:30am	23 <b>No Events</b>	24 <b>SAR Offices Closed Christmas</b>	25 <b>SAR Offices Closed Christmas</b>
28 <b>No Events</b>	29 <b>No Regional Meetings This Week New Year's Week</b>	30 <b>No Events</b>	31 <b>SAR Offices Closed New Year's Eve</b>	

## Calendar Information

\*For Regional Meeting locations and times, visit [www.sarcaravans.org](http://www.sarcaravans.org) or contact Tony Vicari at [tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org) or 437-1205.

(EC) Mack Powell Event Center  
(B) Board Room, 2nd Floor  
(T) Training Room, 2nd Floor  
(U) Upstairs

**\*\* closed meeting**

**\*Various locations – Call for details**

*Meetings subject to change.*

# SAR NEW MEMBERS

October 2015

## Affiliates

### Naz Batta

Union Bank

### Neal Berry

Home Warranty of America

### Sunil Bhagat

Union Bank

### Jason Bittenbender

Finley Home Services, Inc.

### Bethany Brown

Caring Transitions

### George Pascal

Honest and Fair Heating and Air

## Broker Associates

### James Blake

Lyon RE Fair Oaks

### Tamara Tran

Lyon RE Sierra Oaks

### Adam Watkins

Lyon RE Downtown

## New Designated REALTOR®

### Adele Galus

AMG Executive Realty

### Jeffrey Green

Allison James Estates & Homes

### Dylan Rowley

Dyjero Realty

### Robin Sweigart

RWS Real Estate

## New REALTORS® Members

### Alex Acosta

Re/Max Gold Midtown

### Laura Aguon

Century 21 Select Real Estate

### Angel Alvarez

Coldwell Banker-Res R E Srv

### Michael Aronson

Town and Country Real Estate

### Molly Brady

NewVision Realty Group

### Steven Brown

Stanley RE & Investment Inc

### Susan Brown

Keller Williams Realty

### Kevin Burgoon

Intero Real Estate Services

### Carol Christie

Lyon RE Downtown

### Leah Cox

Coldwell Banker-Res R E Srv

### Kevin Crisp

Berkshire Hathaway Homeservices  
Dunnigan Properties

### Corey Davis

The Funding & Lending Network

### Terrie Denis

Keller Williams Realty Natomas

### Cindy Denton

Redfin Corporation

### Richard Forster

Lyon RE Downtown

### Cicely Garnett

Lyon RE Natomas

### Jeffrey Gasper

Crown Real Estate & Mortgage

### Jimmy Gomez

McMahon Phillips Real Estate

### James Grant

Keller Williams Rlty Elk Grove

### Deborah Haase

Lyon RE Elk Grove

### Tracy Helphingstine

Elite Realty Services

### David Iniguez-Hall

Stanley RE & Investment Inc

### Daniel Irwin

Eagle Property Management

### Daniel Jenkinson

Lyon RE Downtown

### Vishal Kaura

P K Realty

### Michael Kerian

Coldwell Banker-Res R E Srv

### Olesya Kovzelyuk

Capital West Realty, Inc.

### Nicholas Lacy

Mathews & Co. Realty Group

### Amber Lintz

Lyon RE Downtown

### Manuel Luque

Keller Williams Realty Natomas

### Maria Maldonado

Elite Realty Services

### Gevorg Manukyan

Weichert REALTORS® Galster Grp

### Deborah Martinez

Keller Williams Rlty Elk Grove

### Ted McGee

Elite Realty Services

### Maureen Meehan

Dynamic Real Estate

### Zalone Mier

KTB Enterprises

### Gregory Nickless

Eagle Property Management

### Liesa Nicol

Keller Williams Realty Natomas

### Keira Norman

Elite Realty Services

### Daniel Parrella

Carlile Properties

### Cecilia Perez

Gregory Realty Group

### Frederick Perkins

Coldwell Banker-Res R E Srv

### Jolene Quinn

Lyon RE Corp. Office

### Michael Reiber

Keller Williams Rlty Fair Oaks/  
Sacramento

### Joanne Reynolds

Century 21 Select Real Estate

### Gina Roza

Keller Williams Rlty Elk Grove

### Benjamin Rupert

Intero Real Estate Services

### LaToya Renee Ryan

Dean Adams Residential R.E.

### Mark Sallette

El Dorado Hills Realty

### Philip Sarmiento

California Regency Realty

### Aleksandr Shal

Advanced Global Real Estate

### David Smith

Homeland Realty and Investments

### Jeffrey Stilz

Keller Williams Rlty Elk Grove

### Shannon Suter

Wynn Real Estate Brokerage Inc

### Keith Townsend

Coldwell Banker-Res R E Srv

### Jennifer Ubaldi

Exclusive Realty and Mortgage

### Erlinda Velarde

ERS Elk Grove

### Arturo Velez

1st Liberty Mortgage Group

### Rhonda Warner

Keller Williams Realty Folsom

### Teresa Whitehead

BHHS Drysdale Properties

### Jordan Wong

Coldwell Banker-Res R E Srv

### Jessica Yeremian

Keller Williams Realty

### Rain Young

Intero Real Estate Services





## Three-month decrease in sales, down 10% from June

# SEPTEMBER

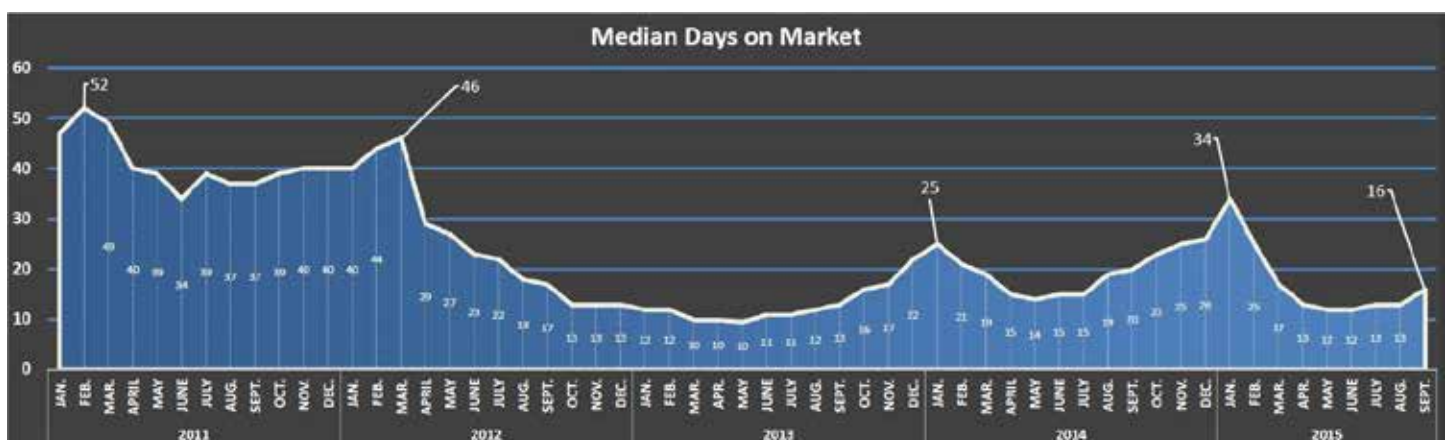
Following a three-month trend, sales volume dropped 10.2% from the 1,783 sales in June to the current 1,601. Compared with August (1,660), numbers are down 3.6%. In contrast, sales are up 14.7% from September last year (1,396 sales). Month to month, equity sales decreased 3.9%, but still accounted for 91.8% of all sales (1,470 units) for the month. The remainder of sales comprised of 66 REO sales (4.1%) and 43 Short Sales (2.7%). Other types of sales (auction, probate, etc.) accounted for 1.4% or 22 sales. REO sales increased 13.8% for the month and short sales decreased 40.3%, down from 72 units. Breaking down the financing used in sales, there were 250 cash (15.6%), 732 (45.7%) conventional (mortgage-backed), 474 (29.6%) used FHA (Federal Housing Administration), 93 (5.8%) used VA (Veterans Affairs) and 52 used (3.2%) Other\* types of financing.

Pending sales increased slightly, up .2% to 1,375. Compared with September 2014, the current number is up 25% (1,101). The month-to-month median sales price increased 1% from

\$290,000 to \$293,000. This figure is 6.5% above the \$275,000 listed for September 2014. The total dollar value of all closed transactions for the month totaled \$504,559,673. This figure is down 5.2% from August, but 17% higher than the \$431,200,800 total value of September 2014. The year-to-date sales figure is 13,282, up 10.6% from the 12,013 YTD sales of last year.

The total Active Listing Inventory decreased 3.4% from 2,976 to 2,876. The Months of Inventory stayed at 1.8 months. Year-to-year, the current number is down 18.5% (3,529 units).

The average DOM (days on market) for homes sold this month increased from 28 to 30 and the Median DOM increased from 13 to 16. These numbers represent the days between the initial listing of the home as "active" and the day it goes "pending." Breaking down the DOM, there were 1,089 listings that sold between 1 – 30 days, 294 listings between 31 – 60 days, 122 between 61 – 90 days, 45 between 91 – 120 days and 51 sales that spent over 120+ DOM. See median DOM trends since 2011 below:



Additional reports, including condominium sales and sales breakdown by zip code, are available on SAR's [statistics page](#).

*\*Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.*

## MLS STATISTICS

September 2015

## MLS STATISTICS for September 2015

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
Listings Published this Month	1,974		2,086	-5.4%		1,996		-1.1%
Active Listing Inventory †	2,876		2,976	-3.4%		3,529		-18.5%
Active Short Sale (included above)	95		119	-20.2%		168		-43.5%
Pending Short Lender Approval	243		236	3.0%		348		-30.2%
Pending Sales This Month	1,375		1,372	0.2%		1,101		24.9%
Number of REO Sales	66	4.1%	58	13.8%	3.5%	84	6.0%	-21.4%
Number of Short Sales	43	2.7%	72	-40.3%	4.3%	71	5.1%	-39.4%
Equity Sales**	1,470	91.8%	1,530	-3.9%	92.2%	1,241	88.9%	18.5%
Other (non-REO/-Short Sale/-Equity)	22	1.4%	N/A	N/A	N/A	N/A	N/A	N/A
Total Number of Closed Escrows	1,601	100%	1,660	-3.6%	100%	1,396	100.0%	14.7%
Months Inventory	1.8 Months		1.8 Months	0.0%		2.5 Months		-28.0%
Dollar Value of Closed Escrows	\$504,559,673		\$532,222,948	-5.2%		\$431,200,800		17.0%
Median	\$293,000		\$290,000	1.0%		\$275,000		6.5%
Mean	\$315,153		\$320,616	-1.7%		\$307,781		2.4%
Year-to-Date Statistics	1/01/15 to 9/30/15		1/01/15 to 9/30/15			1/1/2014		
	SAR monthly data, compiled		MetroList YTD data			9/30/2014		Change
Number of Closed Escrows	13,282		13,636			12,013		10.6%
Dollar Value of Closed Escrows	\$4,192,925,729		\$4,273,418,202			\$3,548,005,402		18.2%
Median	\$285,000		\$285,000			\$265,000		7.5%
Mean	\$315,684.82		\$313,392			\$292,661		7.9%

## Sales Volume



## Median Sales Price



## Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

Based on Multiple Listing Service data from MetroList. © 2015 SAR.

Compiled monthly by Tony Vicari, Communications Manager, Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205



# Data for Sacramento County and the City of West Sacramento

## MLS STATISTICS for September 2015

Data for Sacramento County and the City of West Sacramento



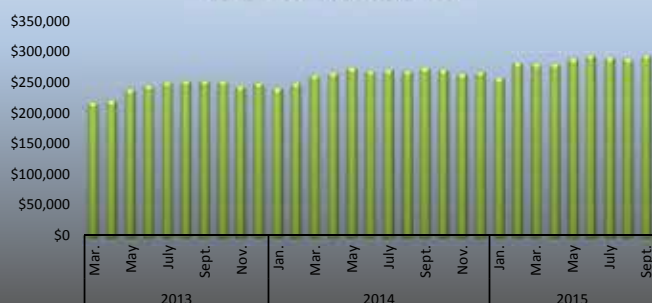
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\*\* Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

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# Serving the Sacramento Region since 1979.

**Phil Adams**, Senior Property Manager  
BRE # 00829023  
32 years with M&M  
Folsom, Granite Bay, Loomis, Orangevale  
Cell: 916-591-0124  
phil@mmproperties.com

**Ernest Alexander**  
BRE # 01447338  
7 years with M&M  
Natomas 95833, 95834, 95835  
Cell: 916-717-0232  
elalexander@sbcglobal.net

**Renee Cabral**  
BRE # 01720303  
7 years with M&M  
Sac 95829, 95828, Elk Grove 95624  
Cell: 916-281-7771  
rcabral4@msn.com

**George Dahdouh**  
BRE # 01743736  
7 years with M&M  
Sac 95832, Laguna 95757, 95758  
Cell: 916-271-3804  
grdahdouh@yahoo.com

**Cathy Galligan**, Senior Property Manager  
BRE # 01196197  
25 years with M&M  
Carmichael, Citrus Heights, Fair Oaks  
Sacramento 95628, 95842  
916-923-6181 ext.168  
cathyg@mmproperties.com

**Jim Hall**  
BRE # 01489815  
10 years with M&M  
Sac 95822, 95823, 95832  
Cell: 916-716-3660  
jim@mmproperties.com

**Eric Kramer**  
BRE # 01878520  
5 years with M&M  
Antelope, Roseville, Rocklin, Lincoln  
Cell: 916-862-4181  
E\_Kramer@comcast.net

**John Schenkenberger**  
BRE #0 1481301  
4 years with M&M  
Sacramento 95826, 95827, Rancho Cordova  
Cell: 916-708-2065  
john@mmproperties.com

**Barbara Lemaster**, Senior Property Manager  
BRE # 00984714  
25 years with M&M  
Apartments 16 units and greater  
Cell: 916-833-9252  
barbl@mmproperties.com

**Jim Eitzen**  
BRE # 01879149  
4 years with M&M  
Elk Grove and Laguna  
Cell: 916-730-7498  
jimeitzen@mmproperties.com

**Susie & Joe Caballero**  
BRE # 01744178  
BRE # 01870161  
5 years with M&M  
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# MEMBER OF THE MONTH



BETH SHERMAN

## 1. How long have you been a Member of SAR?

It will be three years in January.

## 2. What did you do before you became a REALTOR®?

I've always been an entrepreneur. I co-owned and operated a smog shop in Modesto and then an automotive smog and repair shop in Patterson, CA before moving to Sacramento.

## 3. What do you like best about being a part of the real estate industry?

Meeting new people and the constant opportunities to learn and grow from others.

## 4. How do you think the market is right now?

The market is flat right now. Inventory is low, in part due to the babyboomers staying put. Sacramento is in good shape, though, compared to other areas in CA. We are 9th in affordability for CA.

## 5. In what ways do you participate with SAR and in your community?

I attend the monthly Main Meetings and take advantage of many of the classes offered at SAR. I'm Secretary for Land Park Community Association and a volunteer at Front Street Animal Shelter.

## 6. How do you balance your personal and business lives?

I schedule personal time on my calendar as I would any other appointment, especially for gym time.

## 7. What are some qualities that you value in a person?

Integrity, compassion, altruism.

## 8. What are some of your favorite places to visit?

American River Bike Trail, Auburn State Recreation Area. Anywhere to enjoy the outdoors!

## 9. What is your favorite restaurant in Sacramento?

Tower Café for breakfast and Sushi Café for lunch or dinner.

## 10. Do you have a favorite saying or expression?

Be the change you wish to see in the world.

## 11. What would people be surprised to learn about you?

That I want to share with SAR? Ha! People might be surprised to learn that I do 100 mile bicycle races to challenge myself.

# STAFF DIRECTORY



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*Feel free to call us direct.*

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## Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

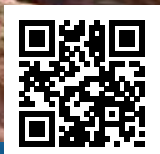
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