



SACRAMENTO REALTOR®

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

JANUARY 2017

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



4 President's Perspective



6 CEO Corner



8 Legal Update



11 February Calendar



12 Government Watch



14 MLS Statistics



5 CanTree Crabfest

ADVERTISERS INDEX

Thank you for your continous support!

Mason McDuffie Mortgage

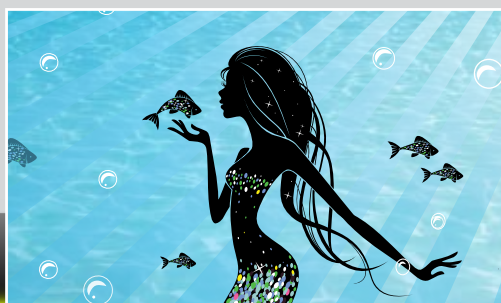
page 3

M&M Properties

page 12

Umpqua Bank

page 7



Foley Publications, Inc.

For advertising informaion, please contact Craig Foley or Ned Foley at 800-628-6983 or visit our website at: www.foleypub.com.

Upcoming Events and Meetings

Volunteer Opportunities

March For the Dream:
Annual MLK, Jr. March**Date:** Monday, January 16th**Meeting Time:** 8:30am**Meeting Location:** Sac City College

Duties: SAR Members will meet at Sac City College and join in with the march when it arrives from the Oak Park Community Center (see route map above). From Sac City College, the march will make its way downtown, past the State Capitol, and arrive at the Sac Convention Center where there will be the [Diversity Expo](#). Free shuttle buses will be available to take marchers back to Sac City College. [See website for details](#) or contact Judy (judy@sacrealtor.org) | 916-437-1207).

Home & Landscape Expo**Date:** Friday – Sunday, January 27th – 29th
2 & 3 Hr Shifts

Location: Cal Expo Duties: help out at the SAR Booth where SAR Retail Director Carl Carlson will be selling a variety of our incredible LEDs. Talk to passersby about LEDs, the local real estate market or just the weather – you're there to be visible to the public as experienced real estate professionals!

Upcoming Meetings/Forums

Public Issues Forum**Date:** Friday, January 13th

9:30 – 10:30am

Location: SAR Boardroom

Speaker: Carla Meyer, Food Critic at the Sacramento Bee Carla will be talking about the Sacramento Restaurant Scene and her philosophy towards restaurant critiques.

Broker/Manager Forum

Date: Friday, January 20th

9:30 – 10:30am

Location: SAR Boardroom

Speaker: Caylyn Wright, SAR Government Affairs
Director Topic: Upcoming political issues SAR will contend with in 2017



Upcoming Events

6th Annual CanTree Crabfest**Date:** Saturday, February 18th | 5:30 – 10:30pm**Location:** Citrus Heights Community Center**Tickets:** \$50 (nearly sold out!)

Proceeds benefit the SAR Charitable Foundation for the benefit of Christmas CanTree for Salvation Army. Contact Nichol (nperez@sacrealtor.org) 916-437-1220) or purchase tickets online.



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!



David Heard
NMLS# 244146
Branch Manager
530.902.3725



Thomas Engwer
NMLS# 240643
Branch Manager
916.532.8263



Scott Short
NMLS#225998
Loan Officer
916.997.4828



David Whiteside
NMLS# 247866
Loan Officer
916.730.8282



Ray Gin
NMLS# 246802
Loan Officer
916.207.6332



Marc Thompson
NMLS# 282260
Loan Officer - Davis
530.753.8800



Jerry Hernandez
NMLS# 545489
Hablo Espanol
Loan Officer
916.549.2694



Matt Miller
NMLS# 332535
Loan Officer - Sacramento
916-548-9278

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

We have over 124 Years of combined lending experience



Mason-McDuffie
Mortgage Corporation
Since ~ 1887

916.929.2333

**2033 Howe Avenue, Suite 110
Sacramento, CA 95825**



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

PRESIDENT'S PERSPECTIVE —

2017 PRESIDENT

FRANCO GARCIA



As we enter a new year, there is always a sense of a new beginning, a new start, a chance to reset your goals, your vision, and your business. This start of the new year fills some with excitement, some with a challenge, others with fear. We should embrace our feelings and move forward with confidence and face the new year head on with anticipation.

My theme of "Better Together" gives all of our members a chance to be a part of something bigger, to associate with like-minded people, to promote themselves, and to share their vast knowledge of their businesses with each other. We value everyone's perspective and look to be inclusive in our ideas, promotions, and action. The Sacramento Association of REALTORS® is a very strong organization that values the education of our members, the giving back to our community, and the promotion of the term REALTOR®. The members of SAR are some of the best volunteers, giving their time and money to a variety of causes for the greater good of the Association and the real estate industry. Let's take this to another level by collaborating with each other to create larger events and greater gains.

Our business is based on relationships and by being a part of a larger association you are advancing your business strictly on the basis of the "more people you know" factor. The more people that you meet, the greater chance of a referral, the chance to create more business for yourself. The doors to opportunities open wider and wider solely based on the amount of people you meet in our industry. By joining the Sacramento Association of REALTORS®, you become one of 6,700+ members that are practicing real estate or are affiliated with the industry in some way. Think about it: if you only met 10% of the members you would have met over 670 people who are involved with real estate as their livelihood. Not a bad start to kick off the new year and create business for yourself. Every voice has reason and is a valuable resource. So get involved with us! We need you.

The Sacramento of REALTORS® and its amazing staff are here to help and promote you and your business. Their expertise and reliability are a perfect balance to our hectic industry.

For those who are members, I look forward to challenge everyone to come together to promote the Association and all it has to offer. To our REALTOR® members: make sure that you discover the advantage of what it means to be a REALTOR®, make it known to your clients, friends, and family. Take classes to enhance your educational goals; get a designation! To our Affiliates: we as REALTORS® appreciate your support and we are grateful that you support us and we reciprocate with the support of you and your businesses. Each one of you is an integral part of the Sacramento Association of REALTORS® and we appreciate your membership and support. WE are Better Together!



Sponsored by



A Division of American Pacific Mortgage Corporation

CANTREE CRABFEST 2017

EVENT DETAILS

Saturday, February 18, 2017

5:30 - 10:30pm

Citrus Heights Community Center

6300 Fountain Square Dr., Citrus Heights

Tickets: \$50/person

For registration or questions:

Contact Nichol at 916.437.1220 or
nperez@sacrealtor.org or visit

www.sacrealtor.org/crabfeed

**Registration deadline: February 10, 2017
or when sold out.**

Supporting the SAR Charitable Foundation for the benefit of Christmas CanTree - Tax ID #30-0691274

EVENT SCHEDULE

5:30 - 6:30pm Cocktails, entertainment

6:30 - 8:00pm Dinner, entertainment

7:45pm Dessert Auction

8:00pm Live Auction

8:45pm \$500 Prize drawing

9:00 - 10:30pm Dancing

EVENT HIGHLIGHTS

- Gourmet Crab Dinner
- No Host Cocktails
- Live Auction
- Raffle
- Silent Auction
- Dancing
- Prizes



REGISTRATION FORM

DEADLINE: FEB. 10, 2017

NAME _____

COMPANY _____

ADDRESS _____

CITY/ZIP _____

PHONE _____

FAX _____

EMAIL _____

METHOD OF PAYMENT: (Please check one)

☐ I HAVE ENCLOSED A CHECK FOR \$ _____ (MAKE CHECK TO SAR CHARITABLE FOUNDATION)

☐ VISA ☐ MASTERCARD ☐ AMEX ☐ DISCOVER

ACCOUNT NAME _____

ACCOUNT NUMBER _____

EXPIRATION DATE _____

SECURITY CODE _____

SIGNATURE _____

OFFICE USE ONLY TICKET NUMBER _____ DATE PAYMENT RECEIVED _____

CEO CORNER

CHIEF EXECUTIVE OFFICER



DAVE TANNER

We tend to look ahead in anticipation as we enter a new year. This year we have more than the usual turnover in elected positions, including a new United States President and a new Sacramento Mayor in addition to our usual new President of the Sacramento Association of REALTORS®.

SAR President Franco Garcia's focus is on bringing us together, particularly developing greater cooperation with other organizations of real estate professionals in our area. This is an important venture as it is true that we are *Better Together*.

Mayor Steinberg promises to focus on finding long terms solutions to the problems of chronic homelessness and resources to assist the housing challenged. This is an issue consistent with the focus that NAR has prescribed for local associations to aid in these challenges. Look for opportunities for you to get involved in finding long-term solutions to these housing issues.

It has been predicted that mortgage interest rates will rise over the next year. I have seen predictions as high as 6%, but it seems the consensus is that we will probably see an increase to about 4.6%. If your history in this industry is limited to the times when interest rates were under 3%, this may seem disastrous to you. I can assure you it is not. When I entered the industry in 1978, interest rates were in the 7.5 – 8% range and home sales were healthy. Since that time I have seen mortgage interest rates as high as 16%. It required a lot more innovation, but we were still able to sell homes. This increase in interest rates will be a reflection of a healthy economy and, while challenging for the industry in the short-term, should lead to a healthy long-term environment.

Another projected impact will be a decrease in housing affordability rates. But keep in mind what that means. Housing affordability rates reflect what percentage of the population of the area can afford to buy the median priced home in that area. Median price is determined by arranging all home prices in order of value and then determining what value is attached to the middle home in the sequence. That means, by definition, fully half of the homes are priced at less than the median. It is a useful number for gauging overall economic trends, but it does not necessarily limit the option of an individual buyer to locate a home within their ability to buy. It may limit the number or range of homes available, but it does not mean there is no home for them to buy.

It is the dream of most people, not just Americans, to own their own home. It is the business of our industry to help make those dreams come true. As we move into the new year, do so with confidence that a healthy and sustainable housing market should be within our future. Go forth and make that happen.



BETTER TOGETHER

home lending

GOOD NEIGHBORS MAKE GREAT LENDERS



Umpqua's home lenders are local experts equipped with an array of options for your purchase, refinance or new construction. Plus, we'll stick with you every step of the way—because that's what good neighbors do.

Contact your friendly, greater Sacramento area home loan officer today.



Dan Starelli
SVP Area Manager
NMLS 297718
CALL 916-774-3924



Jeff Stevens
VP Sr. Branch Manager
NMLS 274488
CALL 916-563-1763



Frank Huck
AVP Branch Manager
NMLS 459457
CALL 916-774-3922



Jim Everhart
Branch Manager
NMLS 489035
CALL 530-889-3721



Lynn Pini
Sr. Loan Officer
NMLS 500711
CALL 916-774-3952



Tom Pifer
Home Loan Officer
NMLS 500655
CALL 916-300-0769



Vicki Fenner
Home Loan Officer
NMLS 501200
CALL 916-774-3603



Manjit Dhillon
Home Loan Officer
NMLS 700483
CALL 530-790-2174



Joe Gomez
Home Loan Officer
NMLS 1023111
CALL 916-745-7107



Matt Schimmel
Home Loan Officer
NMLS 502301
CALL 530-332-2898



Valerie Dreher
Home Loan Officer
NMLS 252974
CALL 916-563-1762



Kevin Nunn
Home Loan Officer
NMLS 305826
CALL 916-563-1028



David Osborn
Home Loan Officer
NMLS 708652
CALL 916-563-1756



Adam Cone
Home Loan Officer
NMLS 1023160
CALL 916-677-1134



Sasha Tkacheff
Home Loan Officer
NMLS 876673
CALL 916-862-0195



Dana Krause
Home Loan Officer
NMLS 915966
CALL 916-563-1766



Kathy Pendergraft
Home Loan Officer
NMLS 502234
CALL 530-889-3726



Ruth C Probasco-Hearth
Home Loan Officer
NMLS 502228
CALL 530-889-3724



Kelly Green
Home Loan Officer
NMLS 916687
CALL 916-984-2489



Jill Schmidt
Home Loan Officer
NMLS 884037
CALL 916-774-3953

Loan products subject to credit approval.

FLY-TEAM -NP20 HLD1501.196 5/15

1-866-4UMPQUA (1-866-486-7782) umpquabank.com Member FDIC Equal Housing Lender  NMLS # 401867



BETTER TOGETHER... WHEN TO GET AN ATTORNEY INVOLVED

This month's theme for the SAR Newsletter is "Better Together" and, indeed, we generally will have a better and more-satisfying life and career when we are involved with others. That is why your involvement in SAR, C.A.R., and their committees is so important for your success. It is also what has made LinkedIn, Facebook, and Twitter multi-billion dollar companies. But sometimes there are those relationships in which people just aren't better together... and I'm not just talking about divorce. At these times, getting an attorney involved can prove very valuable.

At BPE Law, we typically handle an average of 900 cases each year, most of which concern real estate or business. While about 20% involve "Better Together" matters such as real estate and business formation and transactions, the rest - nearly 80% - involve broken relationships leading to legal disputes, mediation, arbitration, and protracted litigation. Obviously no-one (well almost no-one) goes into a relationship looking for a war, but there are relatively easy, low-cost steps that you can take at the beginning of a relationship to possibly avoid later disputes and to ease the resolution of those that do arise. Here are a few of the most-common issues we see:

Failure to Document - People often go into business relationships "trusting" that the goodwill of each will lead to a happy and productive result. Yet the failure to reasonably document what is expected from each party can be a killer: Who is going to do what? What if more money is needed? How will the profits be distributed? What happens if a partner dies or wants out of the deal? Getting an attorney involved in the beginning can provide the documentation to answer these questions and more. Further, the attorney, as a third party, may bring to the surface any unstated concerns that one partner doesn't say because they don't want to offend the other.

Copying "documents" off the Internet - We all love the internet as an information resource. A simple Google search can often bring us answers from others who it appears have asked the same questions. But that doesn't mean that their answers or their documents specifically address your situation. For most legal documents, 90% or more may be boiler-plate... it's the same language in most documents. But disputes don't arise over the 90%, they arise over the remaining 10% which are generally the terms which differentiate your deal from anyone else's. Getting an attorney involved can fill in this 10% and clean up the rest.

Documenting that which shouldn't be documented - e-mail has now become pervasive in our lives. In addition to providing a fast and easy communication medium, it also provides a "paper trail" in ways that cannot be matched by a phone call or text message. It is natural that we all seek to defuse a dispute early, but often the early back-and-forth communications include admissions of wrong-doing that can be used against the sender in later litigation. Getting an attorney involved early can provide a safety screening of proposed communications before they get sent out.

Bottom Line: Getting your attorney involved early can enable your journey to your goals to flow more smoothly and, if they can't fully eliminate the bumps in the road, they can at least make the bumps more manageable and save you the time, trouble, money, and stress which you might otherwise face. And, in my wholly-biased opinion, most attorneys are likeable human beings that are sincere in looking out for your well-being.

For over 20 years, the attorneys of BPE Law Group, P.C. have been advising and representing business and property owners, investors, and agents in dealing with their legal needs. Check us out on the Web at: www.bpelaw.com. If you would like a consultation with us, please call our office at (916) 966-2260 or e-mail Steve Beede at sjbeede@bpelaw.com.

New Laws for 2017

Each year, new laws pass that may directly or indirectly affect the real estate industry. REALTOR® and Affiliate Members should try to familiarize themselves with these laws as they develop their 2017 business plan. Below are two links that list some of these laws, one focusing on real estate and the other on changes for the entire state.

New Laws Affecting Real Estate

From landlord bed bug disclosure to increasing the maximum fee charged by a notary public for proof of deed, there are many new changes you will want to familiarize yourself with. Luckily, C.A.R. compiled all these laws into one helpful document. [Download the PDF file here.](#)

New Laws Affecting Californians

You better put away or dock that smartphone before you start driving. Beginning 1/1/17, you cannot hold your smartphone while behind the wheel. On the other hand, you can now legally take a selfie with your filled-out ballot and post it wherever you like...but certainly not while driving. These and more 2017 laws affecting California were summarized by the Sacramento Bee. [View website here.](#)

SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
January 13	11:30am – 1:30pm	Paid Social Media & Paid Search (Lunch & Learn)	\$20	<ul style="list-style-type: none"> Why you should use paid social media options Strategy and tips How to set up ads on Facebook How to target the right people on social media 	Peter Delle
January 18	11:30am – 1:30pm	Video 101	\$15	<ul style="list-style-type: none"> Learn the power of video and be the local expert Make videos in less than 15 minutes Leverage your videos and promote them on Facebook Ads Make your first video in class 	Marc Thompson, Mason-McDuffie
January 19	9:00 – 11:00am	Effective Real Estate Blogging	\$20	<ul style="list-style-type: none"> How to write posts How to effectively share content online Where to find content/post ideas How to build trust with the public and many other practical tips 	Ryan Lundquist, Appraiser
February 8	12noon – 1:30pm	Buying & Selling Old Homes in Downtown/ Midtown (lunch & learn format)	\$15	<ul style="list-style-type: none"> Cesspools & Septic Tanks What is "Knob & Tube Safe" What to address in a contract & with your buyer Additions without permits - the NEW rule 	Barbara Harsch
February 9	12noon – 1:30pm	Estate Planning: The Basics and Beyond (lunch & learn format)	\$15	<ul style="list-style-type: none"> Advanced Healthcare Directive Durable Power of Attorney for Property Management Revocable Living Trust Beneficiary Designations 	Tracy Potts, Esq., Founder and Principal, Legacy Law Group
February 11	8:30am – 5:00pm	Duane Gomer – RE License Exam Prep	\$150	<ul style="list-style-type: none"> Live Exam Prep Class Practice Exams Exclusive Online Flashcards Study Guide/Final Briefing 	Duane Gomer Company Representative
February 14	1:00 – 5:00pm	License Renewal Home Study & Live Review <i>For Brokers & Sales Agents</i>	\$85	View Flyer for Details	Duane Gomer Company Representative
February 22	9:00am – 12noon	How to Think Like an Appraiser	\$25	<ul style="list-style-type: none"> What to say and not say to appraisers What type of information to share with appraisers How to see properties like an appraiser does How to pull comps like an appraiser 	Ryan Lundquist, Appraiser
February 23	12noon – 1:30pm	Protect Your Real Estate Business by Implementing Your Own Buyer Broker System (lunch & learn format)	\$20	<ul style="list-style-type: none"> Convert more prospects and "suspects" into exclusive buyer broker agreements Save time and gain buyer cooperation Don't be tied to your buyers day and night Stop losing buyers to your competition 	Aria Salehpour
February 28	10:00am – 12noon	zipForm® Training – Learn to Access your C.A.R. Member Benefits (lunch & learn format)	\$10	<ul style="list-style-type: none"> Online document storage Import MLS data using MLS-Connect Templates and automation zipTMS™ - NEW 2016 NAR and C.A.R. Member Benefit 	C.A.R. Representative

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit ims.sacrealtor.org. Questions - contact **Patricia Ano** 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 Bureau 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 BRE Credits.

Upcoming Holiday Closures

*SAR will be closed in observance of these upcoming holidays.
Please mark your calendars accordingly.*

Closed for Martin Luther King, Jr. Day:

Monday, January 16th

Interested in participating with SAR Members at the MLK March for the Dream? Contact judy@sacrealtor.org or visit <http://marchforthedream.org/> for more details.

Closed for Presidents Day:

Monday, February 20th

FEBRUARY CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
		1 Re/Max Gold (EC) 9:30am – 12noon Intern Class (B) 2:30 – 4:30pm	2 Real Estate Finance/Affiliate Forum 9:00 – 10:30am Internship Committee (B) 12noon – 1:30pm	3 Masters Club Roundtables 9:00am – 1:00pm
6 MetroList Update (EC) 9:00 – 11:00am WCR Board Meeting (B) 12noon – 1:30pm	7 SAR Main Meeting 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon SAR Charity Research Committee (P) 12:30 – 2:00pm Volunteer Coordinating Committee (T) 10:30 – 11:30am	8 Buying/Selling Old Homes in Downtown/Midtown (EC) 12noon – 1:30pm SAR New Member Orientation (B) 1:00 – 4:30pm "How to Find the Right Broker" Class (B) 6:00 – 8:00pm	9 Masters Club Steering Committee (B) 9:30 – 11:00am Equal Opportunity/Cultural Diversity Committee (B) 11:30am – 1:00pm Estate Planning (EC) 12noon – 1:30pm	10 SAR Closed 7:30 – 8:30am Sacramento Area RE Exchange Network (T) 10:00 – 12:30pm
13 MetroList – Auto-Prospecting (T) 9:00 – 11:30am Education Committee (B) 9:00 – 10:30am MetroList – Tips Workshop (T) 1:00 – 3:30pm Leadership Academy (B) 1:00 – 2:30pm	14 Regional Meetings (Various) Visit www.sarcaravans.org Duane Gomer License Renewal Class (EC) 1:00 – 4:00pm	15 IREM (P) 9:00 – 10:00am Regional Professional Standards Training (EC) 1:00 – 4:30pm Intern Class (B) 2:30 – 4:30pm SAR New Member Orientation (B) 6:00 – 9:30pm	16 YPN Advisory Committee (T) 10:00 – 11:00am WCR Luncheon (EC) 11:00am – 2:00pm Commercial Council Meeting (B) 3:00 – 4:00pm	17 Public Issues Forum (B) 9:30 – 10:30am
20 SAR Closed – Presidents Day	21 Regional Meetings Visit www.sarcaravans.org SAR Charitable Foundation BOD (B) 12:30 – 2:00pm Scholarship Fundraising Committee (P) 10:30am – 12noon	22 How to Think like an Appraiser (EC) 9:00am – 12noon SAR Closed 1:00 – 2:00pm	23 SAR BOD (B) 9:00 – 11:00am Buyer Broker Agreement & Buyer Representation (EC) 12noon – 1:30pm	24 SAR Broker/Manager Forum (B) 9:30 – 10:30am IREM Lunch & Learn (EC) 12noon – 1:30pm
27 MetroList – Prospector Course I (T) 9:00am – 12noon MetroList – Prospector Course II (T) 1:00 – 4:00pm	28 Regional Meetings Visit www.sarcaravans.org Housing Opportunity Committee (B) 10:30am – 12noon			

Calendar Information

*For Regional Meeting locations and times, visit www.sarcaravans.org or contact Tony Vicari at tvicari@sacrealtor.org or 437-1205.

*Various locations – Call for details

** closed meeting

Meetings subject to change.

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



Sue Frost – Sacramento's Newest County Supervisor

BY: Caylyn Wright

2016 was a successful year for the Sacramento Association of REALTORS®. We were successful on a number of fronts, including negotiating a compromise on a tree ordinance in the City of Sacramento. SAR was involved in the successful effort to pass an assessment to finish levee repairs that are needed to keep the Sacramento regional economy and housing market moving forward, ensuring we will not end up with another building moratorium. And we were involved in helping elect Darrell Steinberg to serve as Mayor of Sacramento.

Our biggest success by far was the Association's involvement in helping SAR Member Sue Frost win a seat on the County Board of Supervisors. When Roberta MacGlashan announced she planned to retire, Sue (who served on the Citrus Heights City Council) came to SAR and indicated she would like to run for the County Supervisor seat. SAR was the first organization to endorse Sue when she ran for Citrus Heights City Council and she proved herself to be an extremely hard worker. She represented the City of Citrus Heights very well and made a name for herself regionally with some innovative approaches she took to governance.

SAR came out early as one of Sue's strongest supporters for County Supervisor. We assisted her campaign in numerous ways and we even got some significant assistance from the National Association of REALTORS®. Sue won a resounding victory on election night, a near 10 point victory. Sue is an extremely hard worker and took nothing in this campaign for granted. She and a team of volunteers walked precincts, phone banked, and worked hard through Election Day. SAR's efforts supplemented their hard work. And because of this we made a very strong and positive statement throughout the Sacramento political community.

Sue Frost will make an excellent County Supervisor; she is a hard worker who really cares about the people she represents. We are excited to continue working with her as she takes the oath of office this month.



Sue Frost



Serving the Sacramento Region since 1979.

Let our 25 licensed property managers reduce your stress & increase your cash flow!



**Contact the Property Manager
who lives closest today!**

www.mmproperties.com
916-923-6183
1401 El Camino Ave., Ste. 200
Sacramento, CA 95815

**Associated Management Concepts
AMC, Inc.**

Brad Higgins, President
1401 El Camino Avenue #200
Sacramento, CA 95815
916 565-8080
800-464-4446
www.assocmc.com

BRUCE MILLS

BRE # 01100901
916-923-6183 ext. 110
Direct: 916-548-7712
bruce@bmrealtor.com

www.mmproperties.com



Sales, inventory, listings published drop for November

Closed escrows decreased 9.5% from 1,584 to 1,434 for the month. Compared with last year, the current number is up 19% (1,205 sales). Equity sales – those that are non-REO or non-Short Sale – accounted for 93.4% (1,340 units) of sales for the month. The remainder of sales were REO/bank-owned (34 units/2.4%) and Short Sales (37/2.6%). Other types of sales (auction, probate, etc.) accounted for 1.6% or 23 sales. The types of financing used for the sales this month included 160 cash (11.2%), 770 conventional (53.7%), 348 (24.3%)

NOVEMBER

FHA, 87 (6.1%) VA (Veterans Affairs) and 69 (4.8%) used Other* types of financing.

Total Active Listing Inventory decreased 17.9% from October to November (2,492 to 2,047). Compared to November last year, the current number is down 4.8% (2,150 units). The Months of Inventory decreased, dropping from 1.6 Months to 1.4 Months. The Months of inventory for November 2015 was 1.8. Below is a chart showing total listing inventory fluctuation since March 2014. Notice the downward trend.



One of the largest month-to-month decreases was the amount of listings published for the month. This signifies all listings that came on the market for the current month. November had 1,331 listings published for the month, down 25.6% from the 1,788 listings published for October. Of the 1,331 listings that came on the market in November, 592 were still listed as active, 631 are pending sales, 30 were already sold and 78 are either off the market, expired or other.

The median sales price increased, inching up 1.2% from \$321,000 to \$325,000. Compared with November 2015, the current price is up 11.7% (\$290,885). The total dollar value of all closed transactions for the

month totaled \$500,723,908. This figure is down 10.4% from the \$558,823,398 total last month, but 28.3% higher than the total value of November 2015.

The average DOM (days on market) for homes sold this month increased from 28 to 29 days. The median DOM increased once again, rising from 15 to 17. The Median DOM has risen steadily every month from the low in May (9 DOM). These numbers represent the days between the initial listing of the home as "active" and the day it goes "pending." Over 66% of all homes sold this month (952) were on the market for 30 days or less.

Additional reports are available [here](#). For questions regarding this data, please email [Tony Vicari](#).

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



November 2016

MLS STATISTICS for November 2016

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	1,331		1,788	-25.6%		1,276		4.3%
Active Listing Inventory †	2,047		2,492	-17.9%		2,150		-4.8%
Active Short Sale (included above)	26		58	-55.2%		74		-64.9%
Pending Short Lender Approval	100		101	-1.0%		232		-56.9%
Pending Sales This Month	1,246		1,207	3.2%		1,237		0.7%
Number of REO Sales	34	2.4%	31	9.7%	2.0%	44	3.7%	-22.7%
Number of Short Sales	37	2.6%	38	-2.6%	2.4%	55	4.6%	-32.7%
Equity Sales**	1,340	93.4%	1,475	-9.2%	93.1%	1,090	90.5%	22.9%
Other (non-REO/-Short Sale/-Equity)	23	1.6%	40	-42.5%	2.5%	16	1.3%	43.8%
Total Number of Closed Escrows	1,434	100%	1,584	-9.5%	100%	1,205	98.7%	19.0%
Months Inventory	1.4 Months		1.6 Months	-12.5%		1.8 Months		-22.2%
Dollar Value of Closed Escrows	\$500,723,908		\$558,823,398	-10.4%		\$390,353,522		28.3%
Median	\$325,000		\$321,000	1.2%		\$290,885		11.7%
Mean	\$349,180		\$352,793	-1.0%		\$324,096		7.7%
Year-to-Date Statistics	1/01/16 to 11/30/16		1/01/16 to 11/30/16			1/1/2015		
	SAR monthly data, compiled		MetroList YTD data			11/30/2015		Change
Number of Closed Escrows	16,552		16,937			16,007		3.4%
Dollar Value of Closed Escrows	\$5,700,763,331		\$5,827,911,844			\$5,076,514,848		12.3%
Median	\$315,000		\$315,000			\$285,000		10.5%
Mean	\$344,415		\$344,094			\$317,143.43		8.6%

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. © 2016 SAR.

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

Data for Sacramento County and the City of West Sacramento

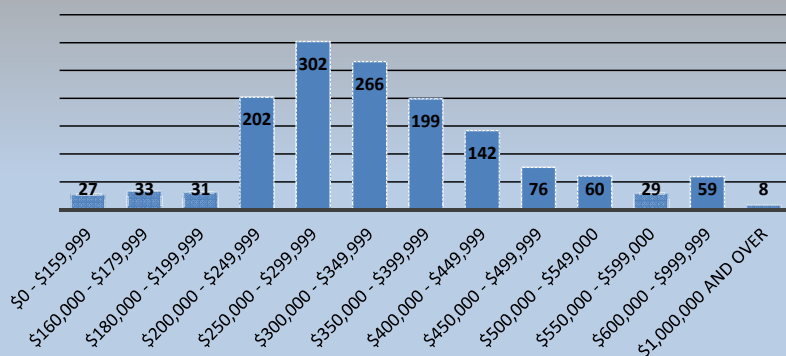
MLS STATISTICS for November 2016

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

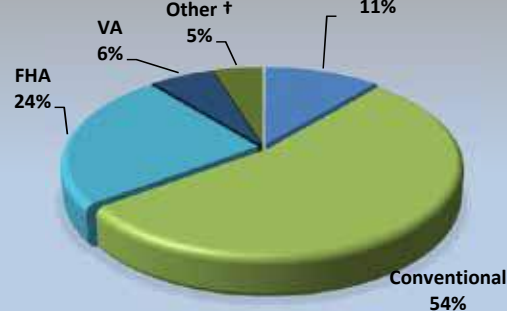
1 House on Lot

Total: 1,434

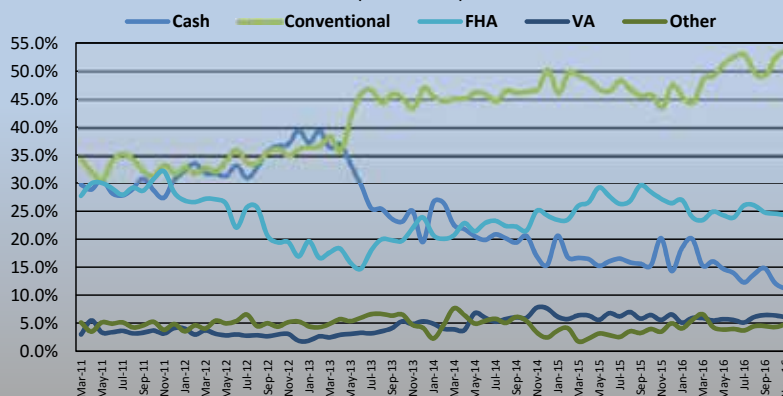


Type of Financing/Days on Market

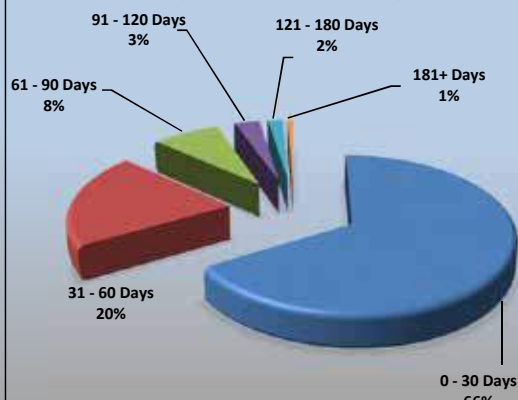
TYPE OF FINANCING (1 House on Lot/Condo) Other †



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Single Family Home only)	# of Units	% of Total	# of Units	% of Total	% of Total				
Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	160	11.2%	192	12.1%	0 - 30	952	66.4%	72.7%	72.9%
Conventional	770	53.7%	834	52.7%	31 - 60	292	20.4%	16.7%	15.0%
FHA	348	24.3%	389	24.6%	61 - 90	113	7.9%	5.9%	6.0%
VA	87	6.1%	101	6.4%	91 - 120	42	2.9%	2.5%	2.9%
Other †	69	4.8%	68	4.3%	121 - 180	26	1.8%	1.5%	2.1%
Total	1,434	100.0%	1,584	100.0%	181+	9	0.6%	0.7%	1.1%
					Total	1,434	100.0%	100.0%	100.0%

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

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

Median DOM:	Current 17	Last Month 15
Average DOM:	29	28
Average Price/Square Foot:	\$207.2	\$206.9

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit www.sacrealtor.org/public-affairs/statistics.html.

Based on Multiple Listing Service data from MetroList. © 2016 SAR.

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

ABOUT THE MARKET

2017 REAL ESTATE & AFFILIATE FINANCE FORUM CHAIR

ANTHONY NUNEZ



Happy New Year! I am back for a third term! I am both honored and excited to be the Chair of this year's Real Estate Finance and Affiliate Forum! I want to thank Franco Garcia for this wonderful opportunity and appointing me to this position. My Vice-Chair this year will be Liz Andersen of American Pacific Reverse Mortgage Group and together we look forward to bringing timely and informational presentations to the SAR membership.

For those that may not know me or that I have not had the pleasure of meeting yet, I am the Business Development Manager for the greater Sacramento region at Land Home Financial Services. After 15 years of originating home loans, I have ventured into business development where working with REALTORS®, working with community members, and connecting people are my passion. My wife Andi, our 14 year old Son Nico and I have lived in Folsom since 2007. Andi owns a full service salon in Folsom called Aqua fx (now going on 13 years) and Nico is a great little Midget Football player, having played for the Folsom Vista Junior Eagles since he was 6 years old. Nico's team made their second appearance in a row at the Division I Championship Game this past season.

With the New Year upon us, many of you may be wondering what will happen in 2017 in the world of finance. Will credit continue to get tighter or will we seem some easing on underwriting guidelines? Now that the Fed has made its second rate hike in 10 years, what will our mortgage interest rates do since the Fed is planning to continue raising rates gradually in 2017? How will a Donald Trump Presidency affect mortgage interest rates? Will there be any new products to help serve minorities, young buyers, and low-and-moderate-income earners? These are just some of the topics we will be discussing this year at the Real Estate Finance Forum meetings. Along with current topics and trends from our monthly presenters, we will have a different main speaker at each meeting, both from within our Forum, as well as from resources outside of our Forum to help keep us informed and on top of our field.

Please join us at 9am on February 2nd for the first 2017 Real Estate Finance and Affiliate Forum meeting where I look forward to seeing old friends, making new acquaintances, and staying current on all things finance in this ever-changing industry. This year we will be serving breakfast at the meetings, so please plan on arriving before 9am for a wonderful breakfast and networking

INTERESTED IN ADVERTISING?

TARGETED & COST EFFECTIVE

Foley Publications, Inc. is proud to partner with the **Sacramento Association of REALTORS®**.

Together we produce a professional, monthly e-magazine for the Association's membership.

AFFILIATES:

Don't miss this opportunity to improve your position and exposure to the Sacramento Area REALTORS®.



Foley Publications, Inc.

Call | 800.628.6983

Surf | www.foleypub.com

Email | ned@foleypub.com



2017 CANTREE LIST OF DONORS



Diamond

Lyon Real Estate
MetroList®

Platinum

Century 21 Select
Umpqua
Young Professionals Network

Gold

American Pacific Reverse
Mortgage
BHHS Drysdale Properties

Coastal Pacific Mortgage
Dave Tanner
Dunnigan, REALTORS®

Keller Williams Elk Grove
Manny Toledo
Prudential Realty

Silver

Barbara Harsch
Chris Little

Judy Schoer
Luci Htain

Women's Council of REALTORS®

Bronze

Alice Eng
Annette Davidson
Del Barbray
Josh Tindel

Mary Lawrence
North American Home Services
Paula Swayne
Rico Rivera

Rosanna Garcia
Stephen T Webb
Tonya Gibson

In-Kind & Event Sponsors

AA Music & Events
American Pacific Mortgage
American Pacific Reverse Mortgage
Annette Davidson
Anthony Nunez
AP Reverse
Barbara Harsch
Big Valley Mortgage
Bill McKnight
Buca Di Beppo Sacramento
Carvalho Winery
Chris Clark
Chris Little
Constellation Brewing Company
Cooper Vineyards
Craig Dunnigan Berkshire Hathaway
Cynthia Woods
Dan Morasci
Danny Camarena
David Boliard
Dick Hill
Dunnigan, REALTORS®
Fair Oaks Brewery
Farmers - Steve Larson
First American Home Buyers
Frank Cook
Fusion RE

Garage Door Specialist
Gary Kee
Glenda Hill
Glenn Harada
Good Life Construction
Hybrid Brokers Realty
Impac Mortgage Co.
InterWest Insurance
Iron Point Mortgage
Jeff Wood
Jodi Ash
Josh Tindel
Justin Vineyards
Kathie Bell
Keller Williams Natomas
Land Home Financial
Matthew Hom
Mayflower
Mel Rapton Honda
MetroList®
Michelle Kloss
Moniz Family Wines
Morgan Stanley
North American Home Services
Oak Park Brewing Company
Orange Coast Title
Paramount Partners Group

Paula Swayne
Randall Hom
Rodney Rose
Ron Greenwood
Sandy King
Satch Nguyen
Sierra Oak Insurance
Sierra Pacific Mortgage
Socotra Capital
Sues Fine Wine
Sunrise Mall
Taste of Tuscany
Tim Weisbeck
Tonya Gibson
Track 7 Brewing
Umpqua Home Loans
United Relocations
Vitek
Weichert, REALTORS® - Galster Group



Article 1

When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly. (Amended 1/01)

Case #1-1: Fidelity to Client

(Originally Case #7-1. Revised May, 1988. Transferred to Article 1 November, 1994.)

Client A complained to a Board of REALTORS® that two of its members, REALTORS® B and his sales associate, REALTOR-ASSOCIATE® C, had failed to represent the client's interests faithfully by proposing to various prospective buyers that a price less than the listed price of a house be offered. His complaint specified that REALTOR® B, in consultation with him, had agreed that \$137,900 would be a fair price for the house, and it had been listed at that figure. The complaint also named three different prospective buyers who had told Client A that while looking at the property, REALTOR-ASSOCIATE® C, representing REALTOR® B, when asked the price had said, "It's listed at \$137,900, but I'm pretty sure that an offer of \$130,000 will be accepted."

REALTOR® B and REALTOR-ASSOCIATE® C were notified of the complaint and requested to be present at a hearing on the matter scheduled before a Hearing Panel of the Board's Professional Standards Committee.

During the hearing, REALTOR® B confirmed that he had agreed with Client A that \$137,900 was a fair price for the house, and that it was listed at that figure. He added that he had asked for a 90 day listing contract as some time might be required in securing the full market value. Client A had agreed to do this but had indicated that he was interested in selling within a month even if it meant making some concession on the price. The discussion concluded with an agreement on listing at \$137,900 and with REALTOR® B agreeing to make every effort to get that price for Client A.

REALTOR-ASSOCIATE® C said in the hearing that REALTOR® B had repeated these comments of Client A and he, REALTOR-ASSOCIATE® C, had interpreted them as meaning that an early offer of about 10 percent less than the listed price would be acceptable to the seller, Client A. Questioning by the Hearing Panel established that neither REALTOR® B nor REALTOR-ASSOCIATE® C had been authorized to quote a price other than \$137,900.

It was the Hearing Panel's conclusion that REALTOR® B was not in violation of Article 1 since he had no reason to know of REALTOR-ASSOCIATE® C's actions. The panel did find REALTOR-ASSOCIATE® C in violation of Article 1 for divulging his knowledge that the client was desirous of a rapid sale even if it meant accepting less than the asking price. The panel noted that such a disclosure was not in the client's best interest and should never be made without the client's knowledge and consent.



December 2016



Affiliates

Lynda Adamson

Lynda Adamson

Melvin Barney

Melvin Barney

Diane Dettling

Dettling Development/Construction

John McCue

Junk King Sacramento

Sarah Nguyen

Neighbors Financial Corporation

Designated REALTORS®

JD Esajian

Realty National, Inc.

Cara Richey

NextHome Millennium

Brett Swarts

Brett Swarts

New REALTOR® Members

Mark Achziger

Keller Williams Rlty Fair Oaks/
Sacramento

Craig Buntin

Coldwell Banker-Res R E Srv

Catherine Cook

Exquisite Real Estate, Inc.

Abigail Crowther-Saldivar

Grow Properties

Elias Dominguez

Delta Metro Realty Srvs Inc

Jason Hall

NextHome Premier Properties

Jeffrey Hoag

Intero Real Estate Services

Pete Hoffman

Intero Real Estate Services

Yurika Jimenez

Money Tree Realty

Nicholas Matison

Coldwell Banker-Res R E Srv

Jayne Moore

BHG Mason-McDuffie Real Estate

Saloumeh Nasri

Keller Williams Realty

Eric Noel

Intero Real Estate Services

Ryan Proctor

Lyon RE Elk Grove

Dejshaii Saksii

Keller Williams Rlty Elk Grove

Jatinder Singh

Intero Real Estate Services

Mark Smith

Lyon RE Folsom

Hemantkumar Tandel

Keller Williams Realty Natomas

James Villa

Coldwell Banker-Res R E Srv

Libertine Wilson

Elite Realty Services

WELCOME

STAFF DIRECTORY



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

2017 SAR Board of Directors

Franco Garcia
President

Linda Wood
President-Elect

Deniece Ross-Francom
Secretary/Treasurer

Ed Anderson
Immediate Past President

Directors

Jodi Ash
Del Barbray
Judy Black
Tom Digiacomio
Doug Dransfield
Sue Galster
Rosanna Garcia
Cherie Hunt
Barbara Lebrecht
Anthony Nunez
Chip O'Neill
Erin Stumpf
Luis Sumpter
Kellie Swayne

SAR Member Services MetroList Administrative Center

Nancy Manly – 916.437.1217
Director of Member Services

Kelly Brandt – 916.437.1218
Member Services Specialist

Robin Mayer – 916.437.1216
Member Services Specialist

Denise Stone – 916.437.1219
Member Services Specialist

Henry Lorenzo – 916.437-1218
Member Services Specialist

SAR Staff

Feel free to call us direct.

Dave Tanner – 916.216.1941

Chief Executive Officer

Brian DeLisi – 916.437-1209

Director of Meetings & Events

Lyndsey Harank – 916.437.1226

Director of Professional Standards & Administration

Caylyn Wright – 916-437-1227

Government Affairs Director

Kayla Chew – 916.437.1202

Association Services Coordinator

Chris Ly – 916.437.1204

Chief Operating Officer

Jaclyn Mamuzich – 916-437-1229

Web Designer & Developer

Liliya Mishchuk – 916.437.1212

Meetings Manager

Nichol Perez – 916.437.1220

Events Manager

Irene Ruan – 916.437.1203

Staff Accountant

Tony Vicari – 916.437.1205

Director of Communications

Judy Shrivastava – 916.437.1207

Director of Education & Graphic Services

Spencer Williams – 916 437-1225

IT Manager

Patricia Ano – 916-437-1210

Education Services Manager

SAR Retail Center

Carl Carlson – 916.437.1223

Director of Facilities and Retail Operations

Marcus Arroyo – 916.437.1222

Retail Services Specialist

Elizabeth Scambler – 916.437.1222

Retail Services Specialist

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 2017, Sacramento Association of REALTORS®. All rights reserved.

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.

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.

Sacramento REALTOR® Newsletter

Editor: Tony Vicari

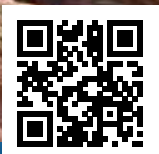
Publisher: Ned Foley, Foley Publications

Design & Layout: Scott Arnold, Foley Publications

To Advertise: Foley Publications - 1-800-628-6983

Foley Publications, Inc. is proud to partner with the **Sacramento Association of REALTORS®**. Together we provide a professional, monthly e-magazine for the Association's membership.

For advertising information, please contact Craig Foley or Ned Foley at 800-628-6983 or visit our website at www.foleypub.com.



30+ Years of Real Estate Publishing Excellence!

