



SACRAMENTO REALTOR®

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

JUNE 2017

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

NATIONAL HOMEOWNERSHIP MONTH



4 President's Perspective



5 Government Watch



6 CEO Corner



21 July Calendar



22 Ethics Corner



24 MLS Statistics



8 SAR in D.C.

ADVERTISERS INDEX

Thank you for your continous support!

Mason McDuffie Mortgage	page 3	CREIA	page 15
VHT Studios	page 5	Wells Frago	page 19
Runyon Saltzman	page 7	Crestone Mortgage	page 22
Eagle Home Mortgage	page 13		



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Upcoming Events and Meetings

June

Public Issues Forum:

Date: Friday, June 16th **Time:** 9:30 – 10:30am

Location: SAR Boardroom

Speaker: Chef Patrick Mulvaney

Topic: Local Restaurant Outlook and the Future of Sacramento Food

Broker/Manager Forum:

Date: Friday, June 23rd **Time:** 9:30 – 10:30am

Location: SAR Boardroom

Speaker: Dave Tanner, SAR CEO

Topic: New C.A.R. Forms Release

July Meeting Hiatus

Each summer, many of SAR's regular meetings do not convene. This gives our Members a chance to focus on family, fun or (for many) work. Here is a list of SAR Meetings that will go on hiatus for July:

SAR Main Meeting

Real Estate Finance & Affiliate Forum

Public Issues Forum

SAR Broker/Manager Forum

Also, many committee meetings do not meet (if they can help it). Please double-check with your SAR staff contact about the committee you serve on.

August

Main Meeting:

Date: Tuesday, August 1st **Time:** 9:00 – 10:30am

Location: Mack Powell Event Center

Speaker: West Sacramento Mayor Christopher Cabaldon

Topic: New Developments in West Sacramento

ARE YOU GETTING IT?

We send out our weekly email blast every Wednesday evening - are you receiving it? If you would like to keep up to date with what's happening at SAR, send a subscription request to tvicari@sacrealtor.org.



STABILITY SINCE 1887

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Homeownership: Ask your grandparents!

Buying a home has always been a part of the American Dream. Real estate ownership has meant so much for so many throughout a family's generations that it has been passed down to each generations' mindset. It is imperative that we do not become a nation of renters.

Ownership Creates Community: Putting down roots might seem strange to some people, but as a home owner you feel a part of the neighborhood.

Homeownership is a built-in Savings Account: As Dorothy from Oz said many times, there is no place like home. When you buy a home, you enroll in a forced savings plan. No matter how tight your budget may be, you find the money to make your monthly mortgage payment.

Month by month, you pay down the mortgage and increase your equity — the amount of money you can sell the house for less than what you still owe on it. Over a lifetime, home ownership helps you build wealth.

Buying a Home Has Big Tax Advantages: The significant tax benefits of buying rather than renting may be reason enough to invest. Homeowners can deduct mortgage interest on their federal income taxes.

This is a hefty deduction for many people because interest payments are often the largest part of a mortgage payment in the early years of owning a home. You can also deduct some closing fees and your property taxes.

Paying A Fixed Mortgage Stabilizes Your Budget: As anyone who has rented a home knows, rent hikes are the norm and often out of your control. If you're in an area without rent control, the landlord can raise the rent whenever he or she likes.

Even with rent control, there are exceptions and you can't count on your rent remaining stable. If you buy a home and take out a fixed rate mortgage, your house payment stays the same for the life of the loan, whether it's 15 or 30 years.

Buying a Home Costs Less Than Renting Over Time: Buying is the cheaper alternative over the long term. While your monthly payment may initially be more than you'd pay in rent, you'll spend less over the life of the loan if you buy. Rents may rise over time, changing the equation. Also, given the tax benefits of home ownership, your true out-of-pocket costs from day one can be less than if you rent.

When you factor in the possibility that real estate values often go up over the years, home ownership looks even better. The cherry on top is that when your mortgage is paid off, you can stop making payments, but you keep the house.

After all of these reasons we, as REALTORS®, should be promoting the idea of your grandparents that they, long ago, put into motion and now are reaping the fruits of their investments....a free and clear home, equity to use, and a home that raised their families.



PACE in Washington

BY: Caylyn Wright, SAR Government Affairs Director

SAR attends the National Association of REALTORS® Midyear Meetings in Washington DC every year, where we visit with our Congressional representatives. There are a few foregone conclusions at these meetings; we will discuss the real-estate market in Sacramento, the importance of preserving the mortgage interest deduction, and we will ask about their perspective on the climate in DC.

This year REALTORS® were instructed to talk to their elected representatives about issues surrounding PACE, those "Property Assessed Clean Energy" loans homeowners put on their tax bill. I found this significant, because not only did C.A.R. request we cover this, but NAR did as well. NAR's involvement shows that problems with these loans have grown beyond California.

While some facets of these loans may be good in theory for encouraging people to upgrade to clean energy, the implementation of these loans has become almost predatory. When this program started, proponents claimed audits would be done to ensure the amount paid over the life of the loan was less than the savings achieved by the new energy efficient measures done to the home. Homeowners had to have a certain loan to value ratio to ensure they would not be underwater and the program claimed certain facets of the loan would be clearly disclosed to the homeowner.

These things are not happening.

Because PACE loans are structured as a property tax assessment, the loan attaches to the property, not the homeowner. This becomes an issue when the owner needs to sell or refinance the property. The loans have "super-priority" on the property, so the PACE lien takes repayment even over the mortgage. And for that reason some loan services will not lend on a property with PACE attached to it. This becomes a problem when the homeowner goes to sell the property, especially considering these loans have an incredibly steep prepayment penalty associated with them. Making this situation even worse, the prices qualified PACE contractors charge for work is significantly higher than what other contractors charge. Additionally, the interest rates for PACE loans are much higher than other loan products and these loans now cover nearly any home improvement project, not just green energy. And finally, what about the audits that were supposed to take place to ensure the energy savings outweighed the cost of the loan? That is not happening.

PACE loans may be ok in theory, but they need substantial reform to ensure they stop preying on innocent homeowners. It was great to see these issues get attention at the NAR level and be shared with our elected representatives in Washington DC.

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DAVE TANNER

Commitment to Volunteering

Volunteerism is an essential part of what makes an association like SAR viable. We have over 6,000 Members to provide services to and only 25 staff to try to accomplish the task. The only way that works is through the generous help of our Members that volunteer.

Our Members volunteer to serve as Officers and Directors, as Committee Chairs, as Committee Members and in many other capacities to help accomplish our mission.

The next major activity for which we need and are seeking volunteers is the American River Cleanup scheduled for Monday, July 10th. You are all encouraged to sign up to participate in this project (details below).

But there is another side to being a volunteer. That is the obligation you accept when you volunteer. Once you sign up to participate, many others are counting on you to be committed to performing the tasks which you agreed to perform. That may include the duties of being an Officer or Director, of being a Committee Chair, or being a volunteer worker on a project.

We recently participated in a Rebuilding Together project. The staff of this non-profit organization identifies homes with disabled homeowners or homeowners with limited resources and brings in materials and volunteers to help rehabilitate the home and allow them to remain in the home that they might otherwise have to vacate. Their staff matches up volunteer groups with these homes to accomplish identified tasks within the time allotted. We had about thirty Members sign up to participate in the project. Only about ten of those Members actually showed up and participated. That is not fair to the other Members that had to try to do the work scheduled for thirty. It is not fair to the homeowner that did not have all the work completed that had been scheduled.

I do not want to discourage anyone from volunteering and, in fact, my goal is to encourage more Members to commit to the volunteer efforts. But on the other hand, when you sign up it has to be a greater commitment than "I will be there if it is convenient." It must be a commitment that you will do everything you can to fulfill the obligation you created, barring some significant problem arising.

That same commitment is necessary in all the other volunteer positions as well. Once you volunteer, there are many others counting on you to satisfy that commitment. Whether it be as an Officer, Director, Committee Member or a volunteer on a project, if you don't perform your obligations someone else has to pick up the slack.

Our Association is at its best when our Members are actively engaged in these volunteer opportunities. I encourage you to both volunteer and actively participate.

Volunteer with your fellow REALTORS® at the **American River Clean-Up & BBQ**

**Help Keep "Sacramento's Jewel" clean
and enjoy a bbq lunch!**

This opportunity includes removing debris along the American River to help make this popular access spot clean and safe for all visitors. Volunteers will be rewarded with a BBQ lunch!

If you would like to participate, please contact Tony at tvicari@sacrealtor.org.



Date: Monday,
July 10th
Time:
8 — 11am: Clean-Up
11am: BBQ!
Meeting Location:
El Manto River Access
/Rossmoor Bar
(off Coloma, Racho Cordova)
For more info
contact Tony at
916-437-1205 or
tony@sacrealtor.org

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Summary of NAR Director's Meeting in Washington, DC

May 15 - 20, 2017

The SAR selected NAR Directors for 2017 are Leigh Rutledge, Judy Covington and Eva Garcia.

NAR authorized SAR to proceed with creating the Central California REALTOR® Commercial Alliance as a commercial overlay board headquartered in Sacramento and serving most of Northern California. SAR will be developing the business plan for operation of the CCRCA in the next few months.

NAR revised its Housing Finance Reform Principles to add provisions, that the mission of the GSEs must include increasing sustainable homeownership, that all future GSE loans must be assumable and to delete the provision that covered bonds be used as a method of funding loans for residential housing.

The Commitment to Excellence Advisory Board was made a full committee. The Committee submitted a financing proposal for \$500,000 for 2017 and \$1 million each in 2018 and 2019 to fund setting up and operating the program as a member benefit. The Finance Committee voted not to fund the program at this time.

NAR will support the Upstream proposal by advancing \$500,000 in 2017 and \$1 million in 2018 for administrative expenses and guarantee up to \$7.5 million for operating expenses in 2018.

NAR legal action committee will provide up to \$300,000 to C.A.R. to fund litigation against PDFfiller for allegedly taking C.A.R. forms and making them available online in violation of copyright laws.

NAR membership qualification criteria was revised to include limitations in use of criminal record history consistent with recent changes in federal law.

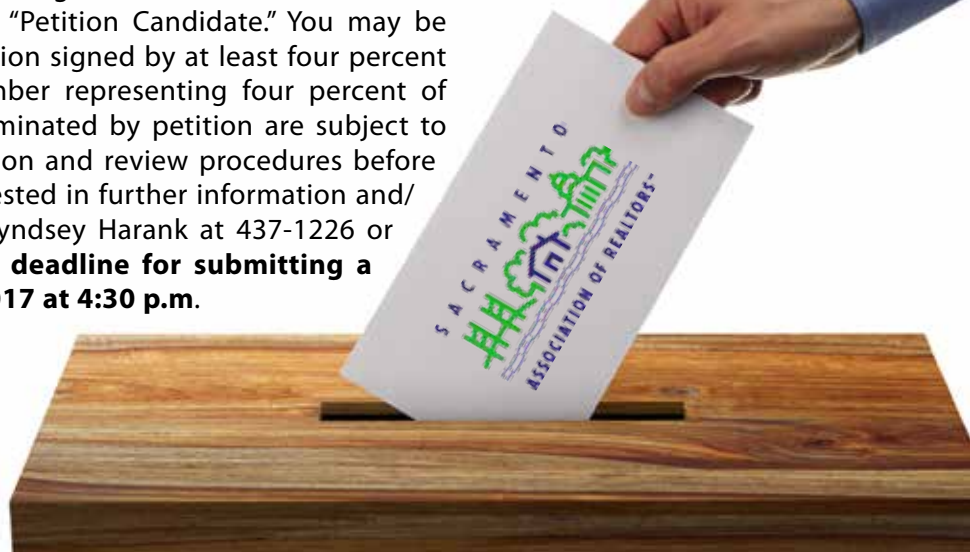
NAR supports requiring prior notification and opportunity to correct alleged violations of ADA before litigation can be filed.

NAR adopted changes to the Rent Control Policy to, among other things, oppose any moratorium of approvals of apartments and mobile home parks and to establish that there be no requirement for landlords to pay tenant relocation fees.

PETITION CANDIDATES

Our 2018 Slate has been confirmed and will be highlighted in our July issue.

In accordance with the SAR Bylaws, those Members of the Association who have not been selected by the SAR Nominating Committee, but wish to run as an Officer or Director, may do so as a "Petition Candidate." You may be placed in nomination by submitting a petition signed by at least four percent (4%) of the REALTOR® Members. The number representing four percent of REALTOR® Members is 252. Candidates nominated by petition are subject to all of the Nominating Task Force's application and review procedures before being placed on the ballot. If you are interested in further information and/or a petition application, please contact Lyndsey Harank at 437-1226 or lhharank@sacrealtor.org or [click here](#). **The deadline for submitting a petition application is Friday, June 16, 2017 at 4:30 p.m.**



Spaghetti Feed Fundraiser

Benefiting the SAR Charitable Foundation, Inc. - Tax ID #30-0691274



When: Friday, July 14th | 6p - 9p

Where: Mack Powell Event Center

Tickets: \$20 Per Person | \$12 Kids Under 12

Questions: Contact Rosanna Garcia at (916) 202-7294
or: Lyndsey Harank at (916) 437-1226

Sponsorship Opportunities

Godfather Sponsor - \$1,500

- 10 Dinner Tickets
- 20 Drink Tickets
- Company promo materials displayed on lobby table
- Premium press release

Consigliere Sponsor - \$1,000

- 10 Dinner Tickets
- 10 Drink Tickets
- Premium press release

Goodfellas Sponsor - ~~\$750~~

- 6 Dinner Tickets
- SOLD**

Musica Sponsor - ~~\$500~~

- 4 Dinner Tickets
- SOLD**

Tovalo Sponsor - \$250

- 2 Dinner Tickets

All sponsorship levels will receive recognition in social media, flyers, and screens at the event.



Panel of Housing Experts Kick Off National Homeownership Month

by Adam DeSanctis, NAR Economic Issues Media Manager | June 1, 2017

There are few financial achievements and personal accomplishments greater than owning a home. It's where memories are born and families establish their roots.

In celebration of [National Homeownership Month](#), NAR and America's 1.2 million REALTORS® will be touting the endless wealth and personal benefits of being a homeowner. The timely discussion kicked off today here in Washington at the U.S. Department of Housing and Urban Development's event, "A New era of Homeownership."

NAR Chief Economist Lawrence Yun joined HUD Secretary Ben Carson and his colleagues Kevin Kane (HUD) and Matt Ammon, Joel Kan (Mortgage Bankers Association), Jonathan Spader (Harvard Joint Center for Housing Studies) and Christie Peale (Center for NYC Neighborhoods) to discuss the aftermath of the recent housing crisis and its impact on consumer behavior.

Secretary Carson started the event by promoting the economic and financial benefits of owning a home. He remarked that the housing market is the foundation of the economy and spark for vast investment, lending and finance. It's also a place where memories are made for individuals, families and pets. "Four thousand new homeowners today will be assisted in their closing by FHA programs," he said.

Much of the panel discussion centered on the reasons why the homeownership rate is near a 50-year low and what can be done to reverse the trend. Yun discussed how the lack of homebuilding has contributed to a severe housing shortage that is driving up prices far past incomes. As a result, many would-be millennial buyers have limited selection to choose from in their price range. This unfortunate reality is helping to keep the homeownership rate subdued.

"Rising prices are hurting affordability. A four-to-one ratio in price growth vs. income growth is really squeezing potential buyers," said Yun. "Increasing housing supply will help return the homeownership rate to a safe and sustainable level."

During his remarks, Spader stressed that stability is one of the core benefits of homeownership. His research and others show that a majority of millennials do eventually want to own a home. A combination of a lack of a credit history, saving for a down payment, student debt and insufficient income are challenges that are also holding them back.

According to Kane, one significant development so far this year is that new owner households outnumbered new renter households for the first time since 2006. He said with millennials getting older and having children, it's possible we may be moving back towards a higher homeownership rate in the near future.

Moderator Diana Olick from CNBC asked Kan about the current status of GSE reform. He said there are three main things that must be guaranteed: protecting the taxpayers, private funds to keep markets running and access to credit. "There needs to be a balancing act between the three to ensure a safe housing finance system."

On the topic of access to credit, Yun said 40 million adults in the U.S. don't have credit scores. Alternative credit scoring that factors in monthly payments, such as for cellphones, should be considered to help minorities build credit and eventually get a mortgage.

Addressing some resources to help prospective buyers borrow responsibly, Peale said housing counseling is a very cost-effective way to invest in a community. She highlighted the need for clear language for homeowners seeking mortgages and how the Consumer Financial Protection Bureau has helped the process.

As Yun simply put it, with nods from the panel and crowd, "We need to promote safe and sustainable homeownership."

Source: <http://narnewsline.blogs.realtor.org/2017/06/01/panel-of-housing-experts-kick-off-national-homeownership-month/>



YPN Vendor Fair

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Friday, June 23 | 5 - 9pm
Southside Park, Sacramento
Ticket: \$20

SACRAMENTO ASSOCIATION OF REALTORS®
YPN
Young Professionals Network

SACRAMENTO

ASSOCIATION OF REALTORS®

Fundraiser for SAR's Scholarship Program

Questions or to register:

Madison at mhall@sacrealtor.org or 916.437.1211

REGISTRATION FORM

Concert in the Park/Vendor Fair - Friday, June 23

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COMPANY

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YOU COULD BE AN EXPERT WITNESS IN REAL ESTATE DISPUTES

If you've ever been involved in a real estate dispute that goes to Trial or binding Arbitration, you may be aware that testimony is often given by a person called an Expert Witness. Experts serve a very important role in litigation because, under the law, it takes an expert to provide information to a Judge and Jury on some legal subject which is beyond the common experience of most people.

For example, one of the most common issues arising in disputes involving real estate agents is proving whether that person acted "reasonably" under the circumstances of the particular case. Typically, this asks the question "did their conduct breach a 'standard of care' in their industry or breach a 'fiduciary duty' if in fact one were owed?" Because the average person (or jury) would not generally have knowledge of what is reasonable or unreasonable in a certain profession, the law provides for the use of "expert testimony" to provide an opinion.

A person is qualified to testify as an expert if he or she has special knowledge, skill, experience, training, or education sufficient to qualify them as an expert on the subject to which their testimony relates. There is no requirement that they be an attorney, although that is most common. In real estate litigation, the skills and knowledge required may often be obtained from an experienced real estate broker who is qualified to negotiate and document real estate transactions.

Whom to select as an expert in a real estate transaction involves weighing three elements:

(1) Expertise

The field of real estate is extremely broad with numerous sub specialties. For example, you may have expertise in the purchase and sale of single-family residences, but that would not qualify you to act as an expert when the dispute involves commercial real estate. Remember, the definition of an expert is one who has "special" knowledge, skill, experience, training or education in a particular subject. This broad definition allows virtually any real estate broker to testify as an expert in a dispute involving the interpretation of real estate documents or the standard of care of a broker.

(2) Credibility

The credibility of experts is greatly predicated on their professional experience. However, experience will not matter if the jury does not believe the expert's testimony. Two elements come into play when determining that credibility: the qualifications of the expert and the reasonableness of the position that he has taken. Rightly or wrongly, juries tend to view a lawyer as a more credible expert witness because of their courtroom skills, yet this bias can be overcome by emphasizing the broker's past and continuing education and real life experience.

(3) Expense

While every lawyer wants his client to retain the best expert possible, in reality the expert selected is usually the best expert that the client can afford. The choice of the expert has to be tempered by the size of the dispute and the client's ability to pay. An experienced and credible real estate broker may be more cost effective than a high-priced lawyer.

CONCLUSION:

Serving as an Expert Witness can be a valuable source of new income and contacts as well as providing a necessary resource for the resolution of real estate disputes. If you are interested in learning more, I recommend that you consider joining the California Real Estate Expert Witness forum (CREEW), a branch of C.A.R. There you will meet many fellow REALTORS® just like you who are acting as Expert Witnesses and you'll obtain a wealth of information and contacts that can make this opportunity a reality.

Steve Beede has been acting as an Expert Witness in real estate disputes for many years and he is a frequent speaker at CREEW meetings. You can reach Steve at sjbeede@bpelaw.com.

C.A.R. MEETING REPORT

May 2017

During the period May 3-6, 2017 the California Association of REALTORS® (C.A.R.) met in Sacramento, CA to conduct statewide business. This is a report of the activities of those meetings.

C.A.R. Directors Action Items:

Political Positions taken:

C.A.R. OPPOSE the elimination of HUD's affordable housing programs as proposed in the draft federal 2018 budget.

C.A.R. SUPPORT AB 217 which limits the ability of PACE providers to collect late fees that accrue on delinquent PACE assessments.

C.A.R. SUPPORT AB1350 which would penalize cities and counties for failing to comply with the housing element of their general plan.

C.A.R. SUPPORT SB35, SB540 and AB73 which would create build-by-right programs to allow for expedited approval for developments consistent with local zoning and planning requirements.

C.A.R. SUPPORT AB1598 if amended to include affordable workforce housing in a bill which would allow local governments to establish housing authorities funding by bonds or incremental tax receipts.

C.A.R. SUPPORT AB30 to prohibit courts from stopping conversion of a strip mall to affordable housing units if the development is consistent with local planning and zoning requirements.

C.A.R. SUPPORT AB943 which limits the ability of development opponents to delay or stop the approval of housing projects by increasing required voter approval to 55% when proposing local ordinances to stop growth within a city or county.

C.A.R. SUPPORT AB1165 which would allow a person with a severely and permanently disabled child to transfer their tax basis to a replacement dwelling.

C.A.R. SUPPORT AB534 which allows a mechanic's lien for work on common areas to be served on the HOA rather than each individual owner and allows an individual owner to bond around such a lien.

C.A.R. SUPPORT legislation that would require ballot measures for bonds to include an estimate of average property tax increases.

C.A.R. SUPPORT the concept of using hauled water as a permanent source of water for housing. It is not expected the Governor would sign even if passed because last year he signed a bill prohibiting such use. ►



FHA Highlights

FHA financing can often work for borrowers who wouldn't otherwise qualify for a traditional home loan or would be subject to higher interest and high mortgage insurance.

Highlights

- 3.5% down payment required – and the down payment can be from a qualified gift
- Allows a non-occupant family member to co-sign (single-family homes only)
- Flexible underwriting
- Roll in non-structural rehab work for purchase and refinances up to \$35,000
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C.A.R. MEETING REPORT

C.A.R., in conjunction with NAR, SUPPORT IF AMENDED the Comprehensive Credit Reporting Reform Act to remove prohibitions on employees pulling a credit report on potential employees in certain positions as allowed under CA law.

C.A.R., in conjunction with NAR, SUPPORT adding "increasing homeownership" to the mission of Fannie Mae and Freddie Mac.

C.A.R. OPPOSE AB717 which would require a home inspector to be a licensed contractor.

C.A.R. OPPOSE SB721 Which would require multi-family property owners with three or more units to conduct balcony inspections every five years on wood structures.

C.A.R. OPPOSE SB231 which would eliminate the Prop. 218 voter requirement for storm water management assessments.

C.A.R. OPPOSE AB1739 which would increase the fee for building permits for jurisdictions without a business license fee to fund the Certified Access Specialist Program.

C.A.R. SPONSOR legislation to require tax collectors to provide information on senior and other tax exemptions on their website and reference the website on the tax bills.

C.A.R. authorize an Advocacy Local Fund (ALF) similar to the Advocacy Support Committee (ASC) SAR has used for several years.

Charlene Singley was elected as first alternate NAR Director from C.A.R. for the period Nov 2017 – Nov 2018.

Dave Walsh, Santa Clara, was elected Treasurer for 2018-19.

Jared Martin, Fresno, was elected President-elect for 2018.

The budget for 2017 was augmented by \$45,000 to allow approximately 10,000 more students to take the free 45 hours on CE this year.

C.A.R. Directors Report Only Items:

Chris Little of SAR was elected to serve as Alternate Region 3 Chair for 2018.

Judy Covington was nominated as a Trustee for the California Real Estate Political Action Committee (CREPAC) for the period Nov 2017 – Nov 2019. Formal election shall occur at the October meetings.

C.A.R. is aggressively OPPOSING AB1059 which would prohibit dual agency in commercial transactions. It is feared to be the camel's nose under the tent.

C.A.R. is also aggressively OPPOSING AB640 which would impose a tax similar to a sales tax on all services. In a real estate transactions that would include broker commissions and all fees paid to service providers.

Issues Mobilization Political Action Committee (IMPAC) Trustees allocated up to \$10,000 to fund filing three possible ballot measures regarding tax basis portability.

Items discussed at C.A.R. meetings but not resulting in action items:

The most critical topic discussed was that housing affordability continues to be a state-wide crisis. The focus must be maintained on more supply being the only long-term solution. We have been building about 100,000 fewer units per year than needed for the past ten years. With a million unit shortage there is no other way to fix affordability than to build massive amounts of new housing.

REALTOR® membership in C.A.R. has grown to over 198,300. C.A.R. projects about 400,000 sales to occur again this year. Do the math.

71% of homeowners over 55 have not moved since 1999.

REALTOR® Action Fund contribution percentages are at goal statewide but SAR is 7% below goal of the membership participating. That is about 450 Members.

1031 tax deferred exchanges are threatened under policies proposed at the federal level.

Thanks to an additional \$500,000 being provided by the C.A.R. Housing Affordability Fund (HAF), the HOA dues grant to first-time buyers is again available to qualified applicants. Applications available in ZipForms library.

California Environmental Quality Act (CEQA) reform is becoming a top priority with C.A.R. CEQA is being used to block construction and extort fees rather than its intended purpose of protecting the environment. Watch for some bills being sponsored in the next cycle.

SB173 is still alive and would provide for BRE being restored as DRE within the same agency.

SB242 would impose several consumer protections aspects to PACE loan disclosures. C.A.R. committee viewed it as ineffective and did not chose to support.

Dual agency continues to be a topic of discussion, particularly after the Horiike decision. Brokers must be particularly diligent when entering into a dual agency transaction.

BRE numbers must be on all materials used for contact with clients by 1/1/2018.

Watch out for new business model where licensees rent the driveway across from your open house and use it to solicit potential buyers that come to your open house.

Wire fraud continues to be a hot topic. Never have wire transfer instructions transmitted by email. It is too easy to intercept and modify.

Four new and sixteen revised forms scheduled to be released by C.A.R. in Zipforms the week on June 16, 2017.



California Real Estate Inspection Association (CREIA) Greater Sacramento Chapter

Go to www.sacchapter.com for a list of CREIA Certified Inspectors in the Greater Sacramento area.



www.creia.org



When choosing a CREIA Inspector from the list on our website, you can be assured that this inspector adheres to the CREIA Standards of Practice and California's Business and Professions Code 7195-7199 when performing a home inspection.

Certified CREIA Inspectors must complete at least 30 hrs of Continuing Education each year, as well as pass the NHIE (National Home Inspector Exam), proctored at an independant test center in order to become a Certified Member. CREIA Inspectors cannot become certified over the internet!

When choosing a Home Inspector, do your own due diligence. Many inspectors claim they inspect to the CREIA Standards of Practice, but are not CREIA members.

LOOK FOR THE BADGE!

Email us at creiasacchapter@gmail.com



Greater Sacramento Chapter P.O. Box 457 Roseville, CA 95661

**CREIA Main Office 65 Enterprise Alisa Viejo, CA 92656
(949) 715-1768**



Intern Class Completion Celebrated

It's that time of year. The time when students are graduating from high school and college, and families come together to celebrate endings and new beginnings. Some will soon be starting college, others a new career.

SAR had a similar celebration for their Spring 2017 Interns. Seven interns were recognized on Wednesday, May 10 at an SAR Celebration of Completion. Beginning in January 2017, the interns attended classes at SAR twice a month with Sacramento City College professor Pat Hogarty. Each week they also worked side-by-side with an SAR mentor. Those mentors who volunteered their valuable time to help expose interns to the everyday life of a REALTOR® also were acknowledged.

This celebration was the third such event held at SAR. The first event was initiated by Intern Committee Chair Sam Yee and Victoria Millan. They felt it important to recognize this milestone in the intern's life and to thank our valued mentors. The committee hopes to see more of the graduating interns when they join our Association. Although, this is not the goal of the program. The goal is to assist students in learning if real estate is right for them. When interns decide to choose a different career, the committee deems this a success. By helping weed out those who don't feel real estate is a good fit for them, we save the student the stress and expense of learning this later on and we save SAR from having an agent who lacks passion and enthusiasm for this industry.

So far SAR has gained three new members from the class of Spring 2017. We are happy to have them among our membership. Many interns in the past have gone on to contribute significantly to the success of SAR. Rising Star Maurice Thomas, former board member Judy Covington and President-elect Linda Wood are three examples.

If you are interested in serving as an Intern Mentor, please contact Judy Shrivastava at judy@sacrealtor.org. Applications for the Fall Semester are due in early August.



SAR Awards Scholarships to Local Students

The Mack Powell Event Center was filled with students, their family/friends, and SAR Members as the annual SAR Scholarship Awards Presentation got under way. Attendees heard from previous scholarship recipient Ryan Gallagher, who was awarded the Kay Georgallis Scholarship in 2012 and has since went on to graduate Phi Beta Kappa from Dartmouth College in 2016 with a double major in Government and Environmental Studies. His moving speech offered sound advice to this year's recipients on navigating the exciting, and often times difficult, path through the college experience.

SAR Legislative Advocate Eric Rasmuson had the esteemed honor of calling out the Last Member Standing – after 99 “losers,” the final name called was Scholarship Trustee Nick LaPlaca. Nick generously donated the \$1,000 prize back to the SAR Scholarship for future awards. After all was said and done, over 50 students received scholarships this year. Stay tuned for a more thorough recap of all the scholarship recipients in your July issue of Sacramento REALTOR®.





This month's article is presented by the Real Estate Finance and Affiliate Forum 2017 Vice-Chair, Liz Andersen. Thank you for the great information, Liz!

The Evolution of Reverse Mortgages and Where We Are Now

Liz Andersen

The first Reverse Mortgage was originated in the 1960's to provide homeowners access to the equity in their home without having to sell their home. More and more banks followed suit in the 1970's, creating their own guidelines without any significant regulations in place or consumer protections.

As we got into the 1980's, based on the needs of aging Americans and how they could benefit from the program, the Federal Government got involved in the Reverse Mortgage loan business via FHA. The goal was to improve the situation where the banks/lenders could have more benefit than the consumer and to provide a safe loan program for the senior population.

With time and experience, it has become very apparent that reverse mortgages – primarily the FHA Home Equity Conversion Mortgage (HECM) – have become a very viable financial tool with huge benefits to homeowners. With this tool, homeowners can access equity for needs such as long-term or in-home care, additional monthly income or as a safety net for future use. The benefits to homeowners are provided through the FHA Mortgage Insurance, therefore the cost is not passed off to tax payers, but is borne by those who utilize the loan. In the late 80's, when FHA/HUD implemented the HECM program and began insuring these loans, the program made a turning point for the better. Not only did the program become highly regulated, but over time has added benefits and stability for the consumer.

Fast forward to 2009 when it took an actual Act of Congress to implement the Reverse for Purchase where borrowers were now able to PURCHASE a home using a reverse mortgage. This has been one of the most positive benefits since the creation of FHA Reverse Mortgages for many consumers. REALTORS® have been able to serve more clients with the HECM and help them downsize to smaller homes, or get into their dream homes, or relocate to be nearer to family.

There have been many changes to the FHA HECM in the last decade, from adjustment of the mortgage insurance premiums, to adjusting funds availability, to the most recent change of implementation of Financial Assessment (income and credit qualifying guidelines). The changes overall have been to protect the consumer and to protect the FHA Mutual Mortgage Insurance (MMI – insurance pool) to stabilize the defaults on taxes & insurance (T&I) payments, and have the HECM loan be available into the future.

All in all, reverse mortgages have changed for the better. With the ongoing changes in the aging baby boomer population, there will continue to be a need for reverse mortgages. For both lenders and REALTORS®, being aware of this powerful financial tool will allow us to serve more consumers and clients.



Liz Andersen NMLS #1263245 | Account Executive
PCAR 2014 Affiliate of the Year / SAR 2016 Affiliate of the Year

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916-524-4700
NMLSR ID 4576605



Ron Farrell
916-548-7462
NMLSR ID 448028



Josh Womack
916-417-7133
NMLSR 1023214



David Henderson
916-678-3848
NMLSR ID 1183120



Michele Kesner
916-202-1495
NMLSR ID 459504



Chinh Nhat Pham
916-769-8719
NMLSR ID 648466



Karin M. Kwong
916-834-1915
NMLSR ID 448184



Gene Oxley
916-601-4899
NMLSR ID 448046



Malyna Phan
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NMLSR ID 451113



Nathan Sibbet
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SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
June 12	9:00am – 12:15pm	Property Management Basics Series <i>The Nuts and Bolts of Your Documents</i>	\$45 (Individual Class) \$129 (full series – four classes)	<ul style="list-style-type: none"> Management & rental agreements, addendums 3- day notices, 30 -, 60 -, & 90-day notices C.A.R. forms vs. California Apartment Association vs. your own forms How to run your company from your tablet 	Robert Thomas, RMP, CRS, GRI
June 14	12noon - 1:30pm	The Power of 1031 Exchanges & Latest Tax Law	\$20	<ul style="list-style-type: none"> IRC 1031 and exceptions, including property held for sale Sale vs Exchange LLCs, partnerships and trusts, and exchange entity issues Vacation home issues and how to qualify 	Bill Angove, VP of Asset Preservation Incorporated
June 15	12noon - 1:30pm	The Probate Process for the Real Estate Professional	\$20	<ul style="list-style-type: none"> Find and sign clients with probate listings Educate your clients on the probate sales process and timelines Ensure that closings go smoothly What needs to happen before closing smoothly 	Dylan Hyatt – Attorney, The Law Office of Hassell and Hyatt
June 19	9:00am – 12:15pm	Property Management Basics Series <i>You Are Being Audited, Are You Ready</i>	\$45 (Individual Class) \$129 (full series – four classes)	<ul style="list-style-type: none"> Trust Account accounting - how to do the required triple reconciliation How to get ready for the audit Property registration and inspections Registering with the correct local authorities 	Robert Thomas, RMP, CRS, GRI
June 21	9:00am – 2:30pm	Fundamentals of Transaction Coordination	\$100 (REALTORS®) \$110 (non-REALTORS®)	<ul style="list-style-type: none"> Learn how the RPA lays the foundation for the transaction Understand how, when, and why you use the different commercials Identify what paperwork is required from each party Set timelines for contractual obligations and contingency removals 	Wendi Molina, C.A.R.
June 22	9:00am – 12:30pm	Transaction Coordination 2 – Beyond the Contract	\$90 (REALTORS®) \$100 (non-REALTORS®)	<ul style="list-style-type: none"> Become more efficient and effective in your daily work flow Discover the attributes required to be a successful Transaction Coordinator Understand how to protect yourself and your business with compliant best practices Set boundaries with agents 	Wendi Molina, C.A.R.
June 26	9:00am – 12:15pm	Property Management Basics Series <i>Let's Make Some Serious Money</i>	\$45 (Individual Class) \$129 (full series – four classes)	<ul style="list-style-type: none"> Marketing with websites and social media to generate more calls Marketing to REALTORS®, referrals, and the public Using newsletters, promotions, and special offerings Money that goes right to the bottom line 	Robert Thomas, RMP, CRS, GRI
June 29	9:00am – 1:00pm	Using the C.A.R. Residential Purchase Agreement	\$25	<ul style="list-style-type: none"> How to use the RPA without costing your clients a bundle How to use the RPA without jeopardizing the transaction How to use the RPA without jeopardizing your license 	David Tanner, Esq.
July 8	8:30am – 5:00pm	Duane Gomer RE License Exam Prep	\$150	<ul style="list-style-type: none"> Fast moving One Day Live Class Comprehensive Course Outline Text Book and Online PDF 	Duane Gomer Representative
July 12	12noon – 1:30pm	Show Me the Money <i>Seal the Deal in a Competitive Market</i>	\$20 (by 7/10) \$25 (after 7/10)	<ul style="list-style-type: none"> Watch three different role plays including agent, lender and buyer and discover the ways to approach various circumstances Learn how to write a clean offer. Includes plenty of time for Q and A 	Alita Turner, Tanya Wermund, Jai Jett
July 13	12noon - 1:30pm	Everything VA in 90 Minutes	\$20	<ul style="list-style-type: none"> Why VA: 4 questions to ask a client to know if VA will be their best bet VA Appraisers: The real story about timeliness, repairs, attitudes, setting value, etc. Condos: How to know what's approved, what's not, and then how to get them approved Qualification: How to quickly figure out how much a prospect should be buying for 	Melissa Arntzen, Military Home Loans
July 26	11:30am – 1:00pm	Secrets to Getting a VA Offer Accepted	\$45 (Individual Class) \$129 (full series – four classes)	<ul style="list-style-type: none"> Trust Account accounting - how to do the required triple reconciliation How to get ready for the audit Property registration and inspections Registering with the correct local authorities 	Robert Thomas, RMP, CRS, GRI
July 28	12noon – 1:30pm	zipForms® 101	\$20 (by 7/26) \$30 (after 7/26)	<ul style="list-style-type: none"> How to bring templates to contracts How to use templates Learn an easy way to contract How to use MLS Connect 	Tara Wells, C.A.R.

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.

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JULY CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
3 WCR Board Meeting (B) 12noon – 1:30pm	4 SAR Closed Independence Day	5 SAR New Member Orientation (B) 9:00am – 12:30pm	6 No Real Estate Finance & Affiliate Forum July Hiatus	7 SAR Closed 7:30 – 8:30am
10 MetroList Tips Workshop (T) 9:00 – 11:30am Education Committee (B) 9:00 – 10:30am Leadership Academy (B) 1:00 – 2:30pm MetroList – Cloud Workshop (T) 1:00 – 3:30pm	11 Regional Meetings Visit www.sarcaravans.org YPN Advisory Meeting (T) 10:30 – 11:30am	12 Show Me the Money (EC) 12noon – 1:30pm SAR New Member Orientation (B) 1:00 – 4:30pm	13 Pre-Licensure Course for MLO (T) 8:00am – 2:00pm Masters Club Steering Committee (B) 9:30 – 11:00am Equal Opportunity/Cultural Diversity Committee (B) 11:30am – 1:00pm Everything VA in 90 Minutes (EC) 11:30am – 1:00pm	14 Pre-Licensure Course for MLO (T) 8:00am – 5:00pm Sacramento Area RE Exchange Network (T) 10:00 – 12:30pm Spaghetti Feed Fundraiser (EC) 6:00 – 9:00pm
17 No Events Scheduled	18 Regional Meetings Visit www.sarcaravans.org Marketing/Communications Committee (B) 10:30am – 12noon NARPM Luncheon (EC) 10:30am – 2:00pm Scholarship Fundraising Committee (T) 1:00 – 2:00pm	19 IREM Board Meeting (P) 9:00 – 10:00am SAR New Member Orientation (B) 6:00 – 9:30pm	20 Grievance Committee (B) 10:00 – 11:30am WCR Business Luncheon (EC) 11:00am – 2:00pm Commercial Council Meeting (B) 3:00 – 4:00pm	21 No Public Issues Forum July Hiatus IREM Lunch & Learn (EC) 12noon – 1:30pm SPF Committee 1:00 – 2:00pm
24 MetroList – Prospector Course I (T) 9:00 – 12noon MetroList – Training (T) 1:00 – 4:00pm	25 Regional Meetings Visit www.sarcaravans.org Housing Opportunity Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:00pm	26 Secrets to Getting a VA Offer Accepted (T) 11:30am – 1:00pm SAR Closed 1:00 – 2:00pm	27 IREM Legislative Breakfast (EC) 7:00 – 10:00am SAR BOD (B) 9:00 – 11:00am	28 No Broker/Manager Forum July Hiatus
31 No Events Scheduled				

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



Article 3

REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)

Case #3-7: Time at Which Modification to Offer of Compensation is Communicated is a Determining Factor

(Revised Case #22-7 May, 1988. Transferred to Article 3 November, 1994. Cross-reference Case #2-14. Revised November, 2001.)

REALTOR® A listed Seller X's home and filed the listing with the MLS. The property data sheet indicated the compensation REALTOR® A was offering to the other Participants if they were successful in finding a buyer for Seller X's home.

During the next few weeks, REALTOR® A authorized several Participants of the Multiple Listing Service, including REALTOR® C, to show Seller X's home to potential buyers. Although several showings were made, no offers to purchase were forthcoming. REALTOR® A and Seller X, in discussing possible means of making the property more salable, agreed to reduce the listed price. REALTOR® A also agreed to lower his commission. REALTOR® A changed his compensation offer in the MLS and then called the MLS Participants who had shown Seller X's property to advise them that he was modifying his offer of compensation to cooperating brokers. Upon receiving the call, REALTOR® C responded that he was working with Prospect Z who appeared to be very interested in purchasing the property and who would probably make an offer to purchase in the next day or two. REALTOR® C indicated that he would expect to receive the compensation that had been published originally in the MLS and not the reduced amount now being offered to him, since he had already shown the property to Prospect Z and expected an offer to purchase would be made shortly. REALTOR® A responded that since Prospect Z had not signed an offer to purchase and no offer had been submitted the modified offer of compensation would be applicable.

The following day, REALTOR® C wrote an offer to purchase for Prospect Z. The offer was submitted to the Seller by REALTOR® A and was accepted. At the closing, REALTOR® A gave REALTOR® C a check for services in an amount reflecting the modified offer communicated to REALTOR® C by phone. REALTOR® C refused to

accept the check indicating that he felt REALTOR® A's actions were in violation of the Code of

Ethics. REALTOR® C filed a complaint with the Board's Grievance Committee alleging violation of Articles 2 and 3 on the part of REALTOR® A citing Standard of Practice 3-2 in support of the charge.

During the hearing, REALTOR® C stated that REALTOR® A's modification of the compensation constituted a misrepresentation through concealment of pertinent facts since he had not provided REALTOR® C with specific written notification of the modification prior to the time REALTOR® C began his efforts to interest the purchaser in the listed property. REALTOR® A defended his actions by indicating that timely notice of the modification of compensation offered had been provided to REALTOR® C by telephone prior to REALTOR® C submitting a signed offer to purchase. REALTOR® A also indicated that his modified offer of compensation had been bulletined to all Participants, including REALTOR® C, through the MLS in accordance with Standard of Practice 3-2 prior to the time that REALTOR® C had submitted the signed offer to purchase. REALTOR® A also commented that had REALTOR® C submitted the signed offer to purchase prior to REALTOR® A communicating the modified offer, then REALTOR® A would have willingly paid the amount originally offered.

Based on the evidence presented to it, the Hearing Panel concluded that REALTOR® A had acted in accordance with the obligation expressed in Standard of Practice 3-2 based on changing the offer of cooperative compensation in the MLS alone, even without the courtesy phone calls, and consequently was not in violation of Articles 2 or 3.



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Demand increases, time on market drops

APRIL

April ended with closed escrows increasing 7.5% for the month, up from 1,407 sales in March to 1,512. Compared with the previous year, this number is down 2.7% (1,554 sales). Equity sales – those that are non-REO or non-Short Sale – accounted for 92.7% of all sales for the month (1,402 units). The remainder of sales were REO/bank-owned (42 units/2.8%) and Short Sales (29/1.9%). Other types of sales (auction, probate, etc.) accounted for 2.6% or 39 sales. The types of financing used for the sales this month included 236 cash (15.6%), 780 conventional (51.6%), 349 (23.1%) FHA, 71 (4.7%) VA (Veterans Affairs) and 76 (5%) used Other* types of financing.

The median sales price increased .5% from \$328,000 to \$329,500. In roughly five years, the median sales price has more than doubled since the low of January 2012 (\$160,000). Compared to last year the figure is up 6.3% (from \$310,000).

Total Active Listing Inventory increased, showing a 16.1% jump from 1,525 to 1,771. Compared to April last year, the current inventory is down 15.7% (2,102 units). Months of Inventory increased slightly from 1.1 Months

to 1.2 Months. The Months of inventory for April 2016 was 1.4. Listings published for the month decreased 1.8% to 2,005. "Listings published" signifies all listings that came on the market for the current month. Of the 2,005 listings that came on the market for the month of April, 578 were still listed as active, 1,134 are currently pending sales, 197 were already sold and 96 are either off the market, expired or other.

The Average DOM (days on market) for homes sold this month dropped from 27 to 22 days. The Median DOM decreased from 10 to 8. This marks the third consecutive month where the DOM has dropped, signifying a surge in demand. Historically, the months from April to July have shown the least days on market during the year. "Days on market" represent the days between the initial listing of the home as "active" and the day it goes "pending." This month marks the lowest Median DOM recorded at 8, with last May holding the previous record at 9 DOM. Over 81.5% of all homes sold this month (1,232) were on the market for 30 days or less and over 91% of all homes sold in 60 days or less.

Just the Facts - April 2017				
	Apr-17	Apr-16	Change	Summary/Notes
Sales	1,512	1,554	-2.7%	Sales have increased steadily since February
Median Sales Price	\$329,500	\$310,000	6.3%	Median sales price has doubled since January 2012 (\$160,000)
Active Inventory	1,771	2,102	-15.7%	Demand for inventory remains high, limited choices for buyers
Median DOM	8	10	-20.0%	Lowest recorded median days on market
Avg. Price/SqFt	\$221	\$202	9.4%	Compare these more recent figures with April 2013: \$145/sqft

[Additional reports are available here.](#)

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



MLS STATISTICS

April 2017

MLS STATISTICS for April 2017

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	2,005		2,042	-1.8%		2,353		-14.8%
Active Listing Inventory †	1,771		1,525	16.1%		2,102		-15.7%
Active Short Sale (included above)	22		21	4.8%		35		-37.1%
Pending Short Lender Approval	57		69	-17.4%		134		-57.5%
Pending Sales This Month	1,181		1,325	-10.9%		1,539		-23.3%
Number of REO Sales	42	2.8%	45	-6.7%	3.2%	52	3.3%	-19.2%
Number of Short Sales	29	1.9%	32	-9.4%	2.3%	50	3.2%	-42.0%
Equity Sales**	1,402	92.7%	1,295	8.3%	92.0%	1,414	91.0%	-0.8%
Other (non-REO/-Short Sale/-Equity)	39	2.6%	35	11.4%	2.5%	38	2.4%	2.6%
Total Number of Closed Escrows	1,512	100%	1,407	7.5%	100%	1,554	100.0%	-2.7%
Months Inventory	1.2 Months		1.1 Months	9.1%		1.4 Months		-14.3%
Dollar Value of Closed Escrows	\$551,830,380		\$503,956,323	9.5%		\$532,675,025		3.6%
Median	\$329,500		\$328,000	0.5%		\$310,000		6.3%
Mean	\$364,967		\$358,178	1.9%		\$342,777		6.5%
Year-to-Date Statistics	4/01/17 to 4/30/17		4/01/17 to 4/30/17			4/1/2016		
	SAR monthly data, compiled		MetroList YTD data			4/30/2016		Change
Number of Closed Escrows	5,048		5,130			5,039		0.2%
Dollar Value of Closed Escrows	\$1,788,912,927		\$1,814,630,100			\$1,655,609,216		8.1%
Median	\$323,000		\$323,000			\$300,000		7.7%
Mean	\$354,381		\$353,729			\$328,193		8.0%

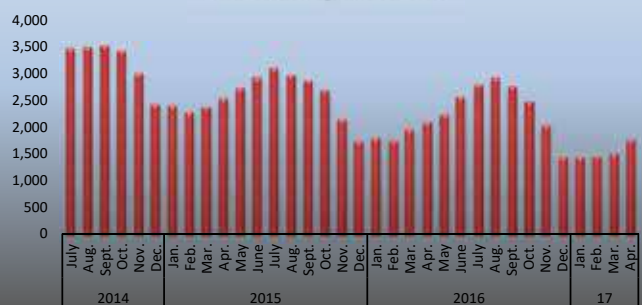
Sales Volume



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.sacrealtor.org | 916.437.1205

Data for Sacramento County and the City of West Sacramento

MLS STATISTICS for April 2017

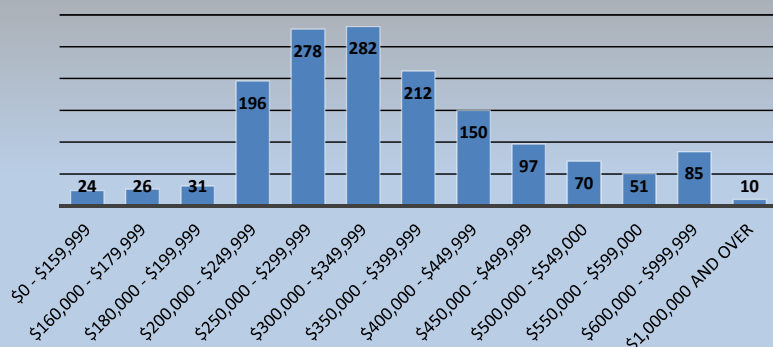
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

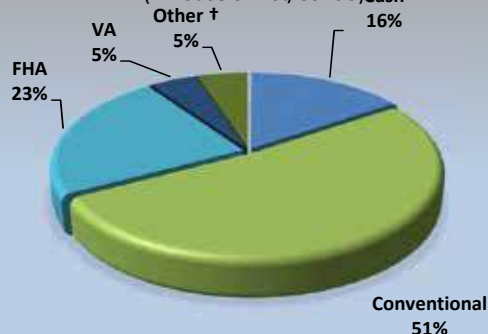
1 House on Lot

Total: 1,512



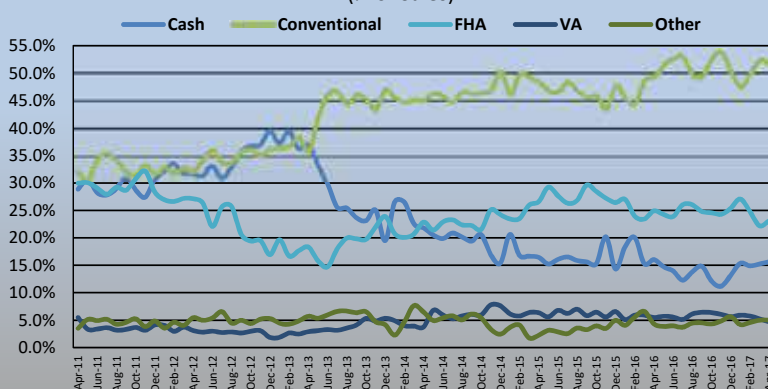
TYPE OF FINANCING

(1 House on Lot/Condo)



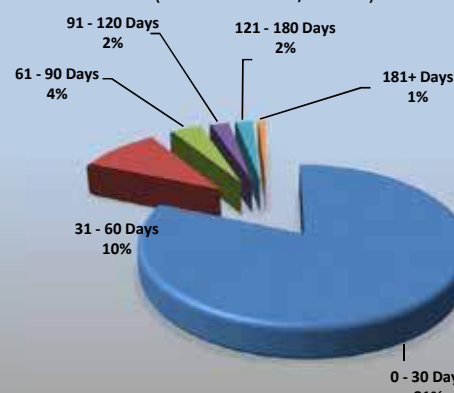
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
Cash	236	15.6%	214	15.2%	0 - 30	1,232	Current Month	Last 4 Months	Last 12 Months
Conventional	780	51.6%	737	52.4%	31 - 60	146	81.5%	72.0%	73.9%
FHA	349	23.1%	312	22.2%	61 - 90	56	9.7%	13.5%	14.6%
VA	71	4.7%	74	5.3%	91 - 120	33	3.7%	6.7%	5.7%
Other †	76	5.0%	70	5.0%	121 - 180	31	2.2%	3.6%	2.7%
Total	1,512	100.0%	1,407	100.0%	181+	14	2.1%	2.9%	2.0%
					Total	1,512	0.9%	1.3%	1.1%
							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	Last Month
Average DOM:	8	10
Average Price/Square Foot:	22	27
	\$221.4	\$215.9

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



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

Around 15 years

2. Why did you decide to join SAR?

It is a requirement of my brokerage to join an association. SAR offers a lot of classes and great events.

3. What did you do before you were in the real estate industry?

I worked at Crystal Cream and Butter for 11 years, plus I had a music video show on Channel 18 that ran from 1993 to 2005 where I interviewed local and major artists and played local and major artist's music videos.

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

Meeting new people and most of all helping sellers to sell their home for whatever reason they need to sell. I also enjoy helping buyers buy a home they just love. I really love helping first-time homebuyers, as well.

5. What SAR committees have you joined and why did you join them?

I have been on the Equal Opportunity/Cultural Diversity Committee and I am the current Chair of the Housing Opportunity Committee. The reason why I have been on The Housing Opportunity Committee for about three years is because I love what it does. I love helping educate other REALTORS® and working with the awesome committee members. We put on two "Show Me the Money" events per year that focus on different subjects that we feel REALTORS® would want to learn about. These past seminars have been so successful.

6. What's your favorite restaurant(s) in the Sacramento area?

Jack's Urban Eats and The Elephant Bar.

7. Do you have a favorite saying or expression?

"Really?" "Are you serious?"

8. What is your favorite vacation spot?

My hometown Seaside, CA in the Monterey area.

9. What would people be surprised to learn about you?

All the things I have been through in life. I have survived so much. That is why I am passionate about helping people and giving back to less fortunate communities and organizations. I love speaking to women who are going through abuse and tough times and let them know what I have overcome. When they hear my story it gives them hope. I always tell them that the person they see in front of them has not always been this way.

SAR NEW MEMBERS

May 2017



Affiliates

Lyn Christopoulos
Stewart Title of Sacramento

Angela Dunbar
Property ID

Craig Iden
Golden State Inspection Servs

Jennifer Lippi
Stewart Title of Sacramento

Designated REALTORS®

Robert S Blanton
Keller Williams Rlty Elk Grove

Preston L Diggs
NextHome American Dream

Eric G Fernandez
Eric G. Fernandez

John S Hobbs
John S. Hobbs II Real Estate

Bruce E Jones
Pacific Properties

Ehlert P Lassen
Ehlert P. Lassen

Jeffrey D Roden
Sierra Peaks Properties

Jeffery J Scharff
Intero Real Estate Services

New REALTOR® Members

Leander O Arellano
Keller Williams Realty

Diane T Brown
Keller Williams Realty Folsom

Joseph G Burger
Lyon RE Sierra Oaks

Tamara M Colden
The Virtual Realty Group

Peter J Cooper
Providence Properties

Alexis N Crump
Realty World Greater Sacto Prp

Yimin Dai
Jim Carr Real Estate

Kathy Delaney
Aver Real Estate Services

Michael C Egstad
Keller Williams Realty Natomas

Charles C Ellis
Consumer Plus Realty

Carmen Fabrizio
Carrington R E Servs CA, Inc

Kaylin M Fadel-Lee
McKiernan Realty

Tiffany M Farnham
Redfin Corporation

Ellen M Fischer
Keller Williams Realty

Richard P Gibbens
Keller Williams Realty Natomas

Nathan H Grow
Grow Properties

Christina F Gurr
HomeSmart ICARE Realty

Coriene N Harvey
Palmer Real Estate

Ann-Marie Honor
Re/Max Gold Midtown

Christina Huynh
Lyon RE Downtown

Melvin A James
Intero Real Estate Services

Cleao W Jordan
Wallace Realty

Christopher H Kim
eXp Realty of CA Inc

Lilia Kushch
HomeSmart I CARE Realty

Phuong L Le
Century 21 Select Real Estate

Minyan Liu
Realty One Group Complete

Robert Liu
Turn-Key Lending & Realty

Veronica Lugo
Century 21 M & M and Assoc.

Aleksandar Lukic
Keller Williams Realty Folsom

Garth M Lynch
Lyon RE Folsom

Erni Mededovic
Prestige Realty Advisors

Cara R Moeller
Coldwell Banker Residential Br

Brenda J Monica
NextHome Sunrise Real Estate

Hoa C Morales-Phan
Keller Williams Realty Natomas

Jacqueline L Nance
Lyon RE Downtown

Rubens R Neto
Keller Williams Realty Natomas

Preston J Pace
Keller Williams Realty

Bhinder S Palane
Lyon RE Natomas

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Intero Real Estate Services

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Intero Real Estate Services

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Real Estate Source Inc

Robert M Simpson
RE/MAX Gold Sierra Oaks

Ernestine R Siregar
Keller Williams Realty Folsom

Jordan S Su
888 Realty

Cindy L Tran
3T Homes Inc.

Natalia Tuleninova
USKO Realty

Lavinia Uruc
Platinum Realty

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Davis Berk Realty

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Lothar A Wakefield
Century 21 M & M and Assoc.

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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.

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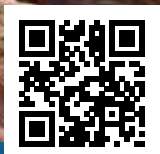
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