



# SACRAMENTO REALTOR®

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AUGUST 2018

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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HIGHER GOALS  
WITH EDUCATION



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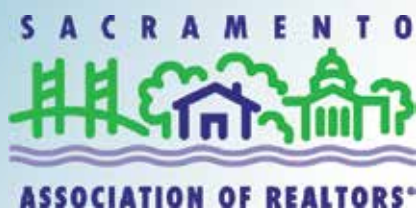
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## Don't Let the Market Pass You By – Stay Educated

We've heard it from the beginning of our childhood: "you need to go to school and get an education." You sat in class and counted the minutes until recess or maybe until your favorite subject began. Over the years we managed to get our homework in on time, get passing (or hopefully better) grades and many graduated high school. Some of us may have even attended and graduated college. No matter which level of education you may have reached, we likely were all happy to be done with it. We had reason to celebrate: no more homework, no more tests, no more instructors! That relief was short-lived because soon in our adult lives, we realized the need for education doesn't stop when you move that tassel from right to left.

*"Education is not preparation for life; education is life itself."*

~ John Dewey

We are always learning in real estate. We learn by experience and by continuing education. There have been great mentors throughout my career and the knowledge they offered was invaluable. I also believe it is my responsibility to learn as much as possible about my business. If you have chosen to make real estate your career, you owe it to yourself and to your clients to make a commitment to education. Minimal education is "required" to obtain and maintain a real estate license. I strongly recommend that agents take the next step and obtain a [Broker License](#). I believe that every agent should attend at least one Listing and RPA class every year. We have amazing opportunities for continuing education and self-improvement in this business. SAR offers amazing classes and forums. There are great books, podcasts, coaches and teachers available. Take advantage of these opportunities and be the best that you can be!

*"The roots of education are bitter, but the fruit is sweet."*

~ Aristotle

Despite the curveballs life may throw at us, continuing to learn is the best thing we can do for our careers. Remember when the market shifted and all we were hearing about was short sales? SAR held classes to help us understand how they differed from traditional transactions. As inventory shrank and the rental market took off, a property management series was developed and it covered everything from the basics of getting started to what you should do if you're being audited. When C.A.R. introduces new forms, SAR is there to help explain them. Maybe you're just getting started in the industry and are unsure where to begin – the [August 30th REALTOR® Boot Camp](#) will give you the basic training you need.

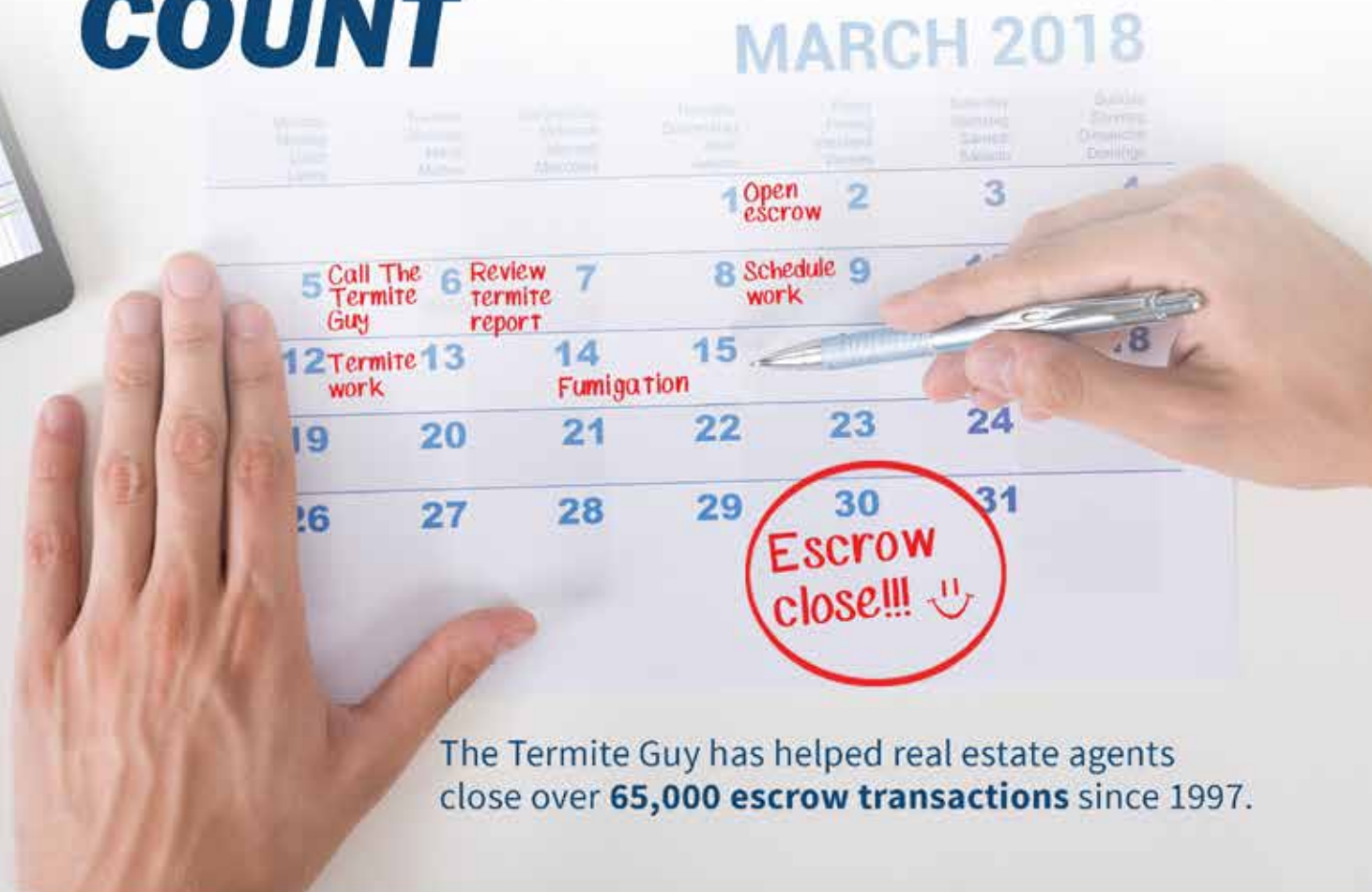
*"An investment in knowledge pays the best interest."*

~ Benjamin Franklin

This month's e-Magazine is focused on education because it is the one thing that will keep you growing and moving forward in this industry. We know all too well that the real estate market is subject to change and it is your duty – as a REALTOR® – to stay ahead of these changes. Your Association is here to help.

[View Educational Calendar Here](#)

# WHEN EXPERIENCE AND PROFESSIONALISM COUNT



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## Proper Sign Placement is Pivotal

BY: Caylyn Wright, SAR Government Affairs Director

*This article was originally published in Sacramento REALTOR® in 2013, but it is as important now as it was then. Please read and pass on the information to your colleagues to keep our sidewalks safe and out of the public right-of-way.*

It is important to be a good steward when it comes to real estate sign placement, use discretion and common sense when putting signs up. When signs begin to proliferate cities, open house signs don't come down in a timely fashion, or an extreme number of signs are put up, Councilmember's may receive calls from unhappy constituents, code enforcement will go out and remove signs, and Council may consider more restrictive sign ordinances.

Following current ordinances helps avoid restrictions on where and when signs can be placed. Many of our local ordinances have small variations between one another and it can be difficult to keep track, so we have put together a refresher course. Two good rules to always follow: keep signs out of the public right of way, this includes sidewalks, and never attach balloons to signs.

California Civil Code Section 713 sets the legal ground work for real estate signs. This section states that an owner of a property, or their agent, is allowed to advertise the sale or lease of that property on site in plain view of the public. This advertisement may include directions to the property, the owner or agent's name, address, and telephone number. Local governments are permitted to regulate the display or placement of these signs on public and private right of way.

The **City of Citrus Heights** requires that real estate signs be no more than five square feet, and set back from the public right of way ten feet. Freestanding directional signs should be limited to one per driveway, and one per service entrance. Directional signs are to be less than four square feet and thirty inches tall. These signs need to be set back at least five feet from the public right of way.

The **City of Elk Grove** requires on site real estate signs to be set back five feet from the public right of way, and out of any required vision triangle. Residential property signs cannot be more than six square feet, and are limited to three riders per sign. Directional open house signs are allowed on weekends and holidays. One sign may be placed for each change in direction, to a maximum of five signs. The open house signs may not be more than six square feet. For commercial property, one on site sign per street frontage is allowed. Commercial parcels less than one acre may have a thirty-two square foot sign, parcels larger than one acre may have a forty-eight square foot sign no more than eight feet tall. All signs must be removed no later than close of escrow.

In the **City of Folsom**, signs must be set back five feet from the public right of way, and remain out of the vision triangle. For residential property these signs need to be less than six square feet, and no more than three riders per sign. Open house signs are allowed on weekends and holidays, one sign for every change in direction, with a maximum of five signs. Open house signs may not be larger than six square feet. Commercial property is permitted to use one sign per street frontage. For property less than one acre these signs must be no more than thirty-two square feet. Parcels larger than one acre may use a forty-eight square foot sign, with an eight foot height limit.

The City of **Rancho Cordova** allows for not more than one for sale sign per property frontage. Residential signs are limited to ten square feet and must be set back at least three feet, and shall not obstruct corner visibility requirements. Nonresidential signs are limited to a maximum of 32 square feet and shall be set back at least three feet from the right-of-way. Open house directional signs are permitted on weekends and holidays when open house sales activities are ongoing. One sign may be placed for each change in direction to a maximum of five signs. Directional signs are not to exceed an overall size of nine square feet, including supports, and not exceed a height of thirty inches. Directional signs are not to be placed in the public right-of-way.

In the **City of Sacramento**, one sign per parcel is allowed, one sign may be located on the ground level, and one above balcony level, no sign shall be attached to the first floor balcony. The area of the sign will not exceed six square feet, and the design of each sign shall be black ink on white board. The sign is to be removed within seven days after the sale, rental, or lease solicited is accomplished. If the sign is not removed within this time frame, it shall be removed immediately, at no cost to the City. No signs are to be in the public right-of-way. Signs may be placed in the area between the face of the street curb and the street side edge of the sidewalk (commonly referred to as the planting strip or mowing strip).

The **City of West Sacramento** allows one sign per property, but it must remain entirely on the property it applies to, be smaller than six square feet, and cannot be directly illuminated. This sign must be removed within seven days of sale, rental, or lease of the property. Off-site directional signs are allowed for real property events that are sponsored by a real estate agent or property owner. The signs may only be displayed on event days, and will be displayed no earlier than eight am on the day of the event and removed no later than four pm the day of the event. These signs are only allowed for existing properties that are available for sale, lease, or exchange.



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**[www.creia.org](http://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.***

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**LOOK FOR THE BADGE!**

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## California is seeking to tackle housing shortage

In the midst of the housing crisis, the California legislature is determined to come up with solutions that will ease the lack of housing. Among these solutions are SB 831 and SB 827.

SB 831 is centered around relaxing rules for Accessory Dwelling Units, otherwise known as "ADUs," "granny flats," or "in-law flats." As it currently stands, tight regulations surround the construction of ADUs. SB 831, authored by Senator Bob Wieckowski of Fremont, seeks to remove some of these regulations and grant amnesty to those unpermitted ADUs. Specifically, the bill seeks to eliminate fees for parks, traffic, architectural review, among other fees. It also would eliminate a minimum size lot requirement and allow an ADU to be built anywhere residential is allowed. The amnesty program would allow those who built ADUs illegally, of which it is estimated there are 200,000 in the state currently, 10 years to become compliant. Furthermore, SB 831 speeds up the application process for ADUs to 60 days maximum. Getting rid of some of these barriers will allow more ADUs to be built across the state and would create more housing in multiple aspects.

By building more ADUs, family members might be more inclined to live on the same property and would open up housing already built. ADUs would also be cheaper to rent out, as they are relatively inexpensive to build, and would therefore allow housing for students, newlyweds, or those who were once homeless. ADUs, although not a cure-all to the housing crisis, would create a positive impact in opening more housing possibilities across the state.

SB 827 was shot down this year in April, but the ideas behind the bill were praised and Senator Wiener has already stated that efforts to renew SB 827 will occur in 2019 with even more backing. SB 827 strived to build more apartments and condominiums within a half mile of rail and ferry stops. These buildings would be four to five stories tall and would provide ample housing and encourage the use of mass transit. By locating these buildings in proximity to transit centers, it is more likely that those who lived in these locales would be more inclined to take public transportation, which would help reduce the overwhelming traffic congestion California faces. The impact of allowing more dense housing near public transportation would far outweigh any potential negatives faced. Although this bill will not be moving forward this year, even those who voted against it supported the premises. Senator Wiener has stated that he will take what he has learned this session and apply it to a more organized bill.

These changes in local zoning laws are desperately needed if California is going to get out of the housing crisis anytime soon. It is estimated that California would need to build 125,000 units a year to keep up with the demand, and these types of legislation just make common sense. Fewer regulations will mean more construction, homes, and employment. The status quo is unacceptable and affordable housing needs to be constructed.





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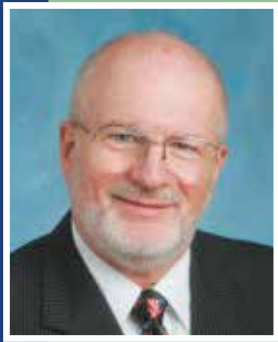
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DAVE TANNER

## Education

The two most important activities a REALTOR® can engage in to ensure success in the industry are networking and education. There are no other activities so closely aligned with long term success and survivability in the industry than fully incorporating these practices into your business routine.

At any time in our industry about 1/3 of the REALTORS® are in their first five years in the business. When you think about it that reflects a tremendous amount of turnover in the newer members. Part of that number is probably attributable to the four-year license period. If you have not found success by that time, you probably would not renew.

When I was the training manager for a local brokerage we had an in-house training program that all new licensees were strongly encouraged to attend their first year. We offered a ninety-minute class on Saturday mornings of non-holiday weekends or about 40 different classes per year. Many of our more experienced associates elected to attend the classes after the first year to continue honing their skills. The last cycle we offered was in 2006. Now, twelve years later, over ninety percent of those students are still in the industry and several of them have started their own brokerages. I attribute their continuing success to the commitment they made to education when they were just getting started.

Back when I was starting in the business 40 years ago, there was no mandatory Continuing Education (CE) for licensees. The education offered by Associations was Professional Development (PD) training which was designed to build and enhance individual skills to allow the student to pursue success in their careers.

Then the Department of Real Estate (DRE) established the CE program and everything changed. Licensees would not pay to come to classes at the Association unless they were getting CE credit. CE classes were often stale and useless because of the bureaucratic structure. Approval of a three-hour course by DRE would often take several weeks and the provider had to pay a fee of \$500 to DRE to have the course certified. With that investment the instructors had to keep offering the same courses over and over again to recover their investment without regard that the material often was becoming dated and was not reflecting current market conditions. Because they had to spend money for the CE classes, students did not want to pay additional money for PD to enhance their careers. Sometimes we are our own worst enemy.

But now it has come full circle. CE is available online for a very minimal cost. Active members of C.A.R. can currently take their entire 45 hours of CE online at no additional cost. Now the education budget for individual REALTORS® can be used for PD classes to allow you to be successful in your chosen career. Take advantage of the situation. Get educated.

If you are eligible for the CE program through C.A.R., don't wait until your license is about to expire before you take the classes. Take them now. Who knows how much more successful you could be if you learn that stuff at the beginning, rather than the end, of your four-year license period? It might be the difference between having a long career or a short and unrewarding experience in the real estate industry.



# C.A.R. LEGAL HOTLINE

The C.A.R. Legal Hotline offers members the incredible benefit of receiving free legal advice over the telephone on a vast array of real-estate related topics such as contract interpretation, arbitration, litigation, tax issues, commission disputes, disclosure requirements, fair housing issues, laws governing homeowners' associations, and so on. By contacting the C.A.R. Legal Hotline you can speak directly to one of C.A.R.'s attorneys. Since its debut in 1979, C.A.R. attorneys have answered more than 1,500,000 questions about real estate law and brokerage practice. <https://www.car.org/helplines/legal-hotline-access> (C.A.R. Log-In Required)

## HOTLINE HOURS

Calls answered on a first come first serve basis at (213) 739-8282 only. The (213) 739-8350 number is not available on Saturdays (due to limited staffing the Saturday Hotline service is only for questions regarding active transactions).

### Monday – Friday

9 a.m. - 6 p.m.

### Saturday

10 a.m. - 2 p.m.

## CONTACT INFORMATION

### All Agents

**Phone:** (213) 739-8282

**Fax:** (213) 480-0864

### Broker-Owners, Office Managers, Designated REALTORS®

**Phone:** (213) 739-8350

**Fax:** (213) 480-0864

## Additional Information:

Please read the following for information about this service:

**Legal Q&A:** [Member Legal Hotline](#)  
(C.A.R. Log-In Required)

**Legal Article:** [C.A.R.'s Legal Hotline:](#)  
Caller Responsibilities and C.A.R. Conflict Policy



WHETHER YOU SUBMIT YOUR QUESTION ONLINE, BY E-MAIL OR FAX: PLEASE KEEP YOUR DESCRIPTION OF THE ISSUE SHORT (2-3 short paragraphs--there is a 2000 character maximum computer software limit on messages relayed to attorneys). YOU'LL BE ABLE TO PROVIDE MORE DETAILS WHEN YOU TALK TO AN ATTORNEY. One of our C.A.R. attorneys will telephone you to discuss your legal question, so please be sure to indicate the name of any other licensee involved in your question/transaction as well as your telephone number.

Note: There are days when the Legal Hotline is flooded with calls, faxes, and e-mail requests. Unfortunately that may mean a delay from several hours to several days before receiving a phone call from one of the real estate attorneys on our staff. Our customer service representatives who answer the phones, process your requests, and forward them to the attorneys, greatly appreciate your understanding and patience.

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**RETI '18**

**5 DAY INTENSIVE**

**SEPTEMBER 14**

**DAY**

**1**

**Real Estate: Living the Dream and Profiting from It**

9:00 - 10:30am | Dean Rinker

**Tips to Make Your Business Life Easier**

10:45 - 12:15pm | Paula Swayne

**Being an Ethical Agent**

12:45am - 4:00pm | Dave Tanner, Esq

**SEPTEMBER 21**

**DAY**

**2**

**Understanding the Residential Purchase Agreement**

9:00 - 12noon | Dave Tanner

**Legal Aspects of Listing Agreements**

1:00 - 4:00pm | Dave Tanner

**SEPTEMBER 28**

**DAY**

**3**

**Time Mastery for REALTORS®**

9:00 - 12:30 | Michael Lee

**Lead Generation**

1:00 - 4:30pm | Michael Lee

**OCTOBER 5**

**DAY**

**4**

**Introduction to zipForm®**

9:00am - 11:00am | Elisabeth Morgan

**Get your Offer Accepted**

11:15am - 1:00pm | Lori Logan

**Essential Disclosures**

1:30 - 4:00pm | Aria Salehpour

**OCTOBER 12**

**DAY**

**5**

**Think like an Appraiser**

9:00am - 11:00pm | Ryan Lundquist

**Graduation**

11:15pm





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## REGISTRATION FORM

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You may also drop form off at SAR's Education Department

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- ☐ RETI full 5 Day Intensive for new members - \$90  
*Members who have attended new member orientation by September 2017.*

The following individual sessions at \$30/each:

- ☐ Day 1 - September 14
- ☐ Day 2 - September 21
- ☐ Day 3 - September 28
- ☐ Day 4 - October 5

The following individual session is \$20:

- ☐ Day 5 - October 12

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This educational program counts toward SAR's ACE Award.

For details, visit <https://sacrealtor.org/ace-award>

## REALTORS® Needed – Rent Control Workshop on 9/4

BY: Caylyn Wright, SAR Government Affairs Director

The Sacramento City Council will hold an informational workshop about rent control and just cause for eviction on September 4th, 5:00pm at Sacramento City Hall (915 I Street). We encourage all SAR Members attend this hearing and let your voice be heard about the negative impacts rent control and just cause for eviction would have on the market.

The Sacramento Region needs to increase new construction for rental and ownership units at all income levels to build its way out of the current housing crisis. Additional units are the only way to create a true decrease in rental housing costs. The current lack of housing supply is directly related to the foreclosure crisis ten years ago. At that time the market swung drastically in the other direction and homes

could often be purchased for less than the cost of the raw materials needed to build a home. As a result construction of new units stalled for many years.

Creating artificial price caps through rent control would temporarily limit rent increases for some units. But economists find that rent for market rate units becomes even higher, essentially subsidizing the rent controlled units. Research also clearly shows units subject to rent control face deteriorating conditions as landlords struggle to pay for repairs and maintenance.

Rent control is the biggest political fight REALTORS® may ever face, please plan on attending the hearing on September 4th. Watch the SAR Email Blast and Facebook Page for more details as we get closer to the hearing date.

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## Article 15

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

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

*(Adopted Case #23-1 November, 1992. Transferred to Article 15 November, 1994. Revised May, 2017.)*

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

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

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

At the hearing, REALTOR® Z testified he had always been truthful in his advertising and that all claims were based in fact. He produced an affidavit from the Board's MLS administrator which indicated that a programming error had resulted in miscalculations

and, after careful recomputation, REALTOR® A's market share over the past three months had been 10.9%. The administrator's statement noted that this was the first time that information related to REALTOR® A's listings or sales had been misstated on the system. "I relied on information from the MLS. It's always been accurate and I had no reason to even suspect it was wrong last month," said REALTOR® Z in his defense.

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

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

## CODE OF ETHICS TRAINING – REQUIRED BY NAR

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within two-year cycles. The two-year requirement is new, [background information on the change is available here](#). The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

**A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.**

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.

[EXISTING MEMBERS COURSE HERE](#)

[NEW MEMBERS COURSE HERE](#)

[LIVE COURSE AT SAR HERE](#) – 8/8



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916-524-4700  
NMLSR ID 4576605



Ron Farrell  
916-548-7462  
NMLSR ID 448028



Tanya Gorman  
916-678-3837  
NMLSR ID 1411072



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



Chinh Nhat Pham  
916-769-8719  
NMLSR ID 648466



Ruby Fernandez  
916-833-7935  
NMLSR ID 687961  
*Hablo Español*

1510 Arden Way, Suite 205  
Sacramento, CA 95815  
916-287-3911







# IN CASE YOU MISSED IT



BY JENNIFER LIPPI

## New Sacramento Real Estate Development

The **7/10 Downtown Regional Meeting** hosted Ben Van der Meer with the Sacramento Business Journal. Ben covers real estate, development, construction, water issues and the business of sports.

### **MIDYEAR REAL ESTATE CHECK-IN**

#### **TRENDS**

- Very limited inventory
- Builders need new labor
- Urban style is hot
- \*The new labor shortage is caused by multiple obstacles; critical shortage of labor, planning permits etc.

### **PROJECTS THAT HAVE STARTED THIS YEAR**

#### **FOLSOM PLAN AREA**

- First Homes should start appearing south of Highway 50 in Folsom this year
- 10,800 home projects
- The New Home Co. is among the builders expected to be first out of the gate

#### **PRESS BUILDING**

- Another phase of Midtown Quarters project from Sotiris Kolokotronis and Grupe Co.
- Will convert Sacramento's Bee's parking garage at 2st and Q streets into 253 apartments and nearly 6,900 square feet of retail space
- Expect major influx of new residents in that part of midtown Sacramento
- \* 100's of new residents within a few blocks
- \*Sign of a good economy in the next 1-2 years

### **COMING IN '18 OR '19**

#### **RAILYARDS RESIDENTIAL PROJECT**

- Six story mixed-use project
- 277 apartment units, plus retail space
- At the corner of Seventh Street and Railyard Boulevard

#### **SUTTER PARK**

- 125 homes on 19.3 acres in heart of East Sacramento
- Should start this year or next
- \*The completion of selling out McKinley Village may have an influence on the start time

#### **SITE 21 CONDO PROJECT**

- 86 condo's in nine-story project overlooking Capitol Park
- \*More affordable than The Kimpton
- \*High demand of condo's in Downtown and Midtown

#### **TRENDS TO WATCH**

- Housing as a political issue
- Interest rates affecting development
- \*prop 13
- \*rent control
- \*governor's race

## Container Homes in Sacramento?

The 7/31 Downtown Regional Meeting hosted TAYNR, a modular home builder that fabricates new structures out of recycled shipping containers.

### **ABOUT TAYNR**

TAYNR is a design and manufacturing group that specializes in modular structures utilizing recycled shipping containers and light gauge steel frame systems.

TAYNR is licensed and builds under the California Factory Built Housing Program (FBH) under the authority of the Department of Housing and Community Development (HCD). TAYNR was established in 2015.



## ABOUT THE HOMES

Shipping container homes are the hallmarks of architectural innovation. ISBUs (Intermodal Steel Building Units) are reused as structures for any place and for any purpose. Be it a home, office, or a palace, shipping containers are inexpensive and durable buildings for residential, commercial and even industrial use.

- Storage containers can stand superior in the face of building codes.
- Since they are originally built for transport, they can be easily moved when they need to be.
- They can withstand practically any extreme weather, such as hurricanes, tornadoes and earthquakes.

## FAQs

### What sizes are offered?

The measurements of the containers are generally categorized by their length and two options for height.

"Standard" = 8'6" or "High-cube" = 9'6"

20' Long x 8' Wide = 160 sf

40' Long x 8' Wide = 320 sf

45' Long x 8' Wide = 360 sf

53' Long x 8'6" Wide = 450 sf

\*53' units are 6" wider. We do not use 53' containers due to the logistical challenges and added costs.

### What are the additional costs to consider?

Consultation & Design (Concept plan and City/County consultation)

Engineering (Permitting plan set)

Delivery (Estimates available)

Foundation (Requirements pending local code)

Utility connections (Estimates available after site survey)

### How long does it take to build one?

The build process takes approximately 6-8 weeks for our prefab design up to 640sf with standard finish options. Custom build units can take longer. The permit process will vary upon the local code approval.

### What about codes and zoning?

Codes and zoning will differ depending on the City/County that the unit will be placed and how it will be secured. Typical building code options are Factory Built Housing (FBH), Housing & Urban Development (HUD), and Tiny Home on Wheels (THOW). We work with your respective planning office to ensure compliance before building begins.

### How are they heated/cooled?

A high efficiency mini-split heating and air conditioning system is used as a standard. Larger residential or commercial properties may call for a conventional split or pack system.

### How are they insulated?

The units are insulated using a combination of eco-BAT or closed-cell insulation and multi-ceramic thermal reflection exterior coatings (walls R-19, ceilings R-38). Our insulation practices typically meet or exceeds most building requirements.

### How are the utilities hooked up?

The utilities tie-in will vary pending the availability of pre-existing utility layout or if new utilities will be required.

### How are they delivered and installed?

Properties with an average flat grade will be delivered by tilt-bed/roll-off trailer. Properties with a sloped grade or obstacles will be delivered on a flat-bed trailer and set by crane.

For information about prices, home models and other TAYNR projects, visit the links below.

<http://www.taynr.com/>

<https://sites.google.com/taynr.com/presentation/home>

# EDUCATION RECOGNITION AWARD

## It's Time for SAR Members to Celebrate

### SAR is Introducing a New Education Recognition Award

Are you one of those REALTORS® who immerses himself in education so you can be the best resource to your clients as possible? Do you attend classes to stay current with the latest industry changes? Do you believe that being knowledgeable is the key to your success as a REALTOR®?

If you answered "Yes" to these questions, we want to reward you. You represent the standard of excellence and professionalism that we feel should be recognized. If you haven't taken many classes this year, it's not too late to start.

Stand out from the crowd by taking classes at SAR and earn an award as your do it! SAR introduces the **ACE Award**. The Academic Certificate of Excellence Award is available to all members of the Sacramento Association of REALTORS® who are committed to perfecting their knowledge and skills by taking professional development courses.

Any SAR member who attends a minimum of either 12 SAR seminars or 24 hours of SAR professional development in a calendar year (6 class minimum) and are a member in good standing are eligible to receive the ACE award.

With the ACE Award, you'll have another way to distinguish yourself from other real estate licensees.

Awardees will receive:

- A PDF certificate
- Use of the "SAR ACE Award" name and logo to place on marketing materials
- Mention at the February main meeting
- Recognition via the "SAR ACE Award" Facebook Group with a post that the award winner can share on their Facebook page or any social media
- Award winners will be mentioned in the February SAR newsletter under the "List of ACE Award Recipients."
- Plaque & Pin Options - Paid for by the award winner if they choose this option.

Apply online after your qualifications are met at <https://www.sacrealtor.org/ace-award> by January 4, 2018 after the end of the calendar year. What are you waiting for? Sign up for seminars now at [www.sacrealtor.org](http://www.sacrealtor.org)!





# REALTOR<sup>®</sup> BOOT CAMP

**Excellent Basic Training for New & Seasoned Agents**

**Thursday, August 30**

**9:00am - 3:10pm**

**SAR Mack Powell Event Center**

**\$15** (members) **\$25** (non)  
if paid by August 28

**\$25** (members) **\$35** (non)  
if paid after August 28

**Includes Breakfast & Lunch**

Fax form below to 916.779.3945 or  
call Marcus at 916.437.1210 or register  
online at <http://ims.sacrealtor.org>

**Use your Education Club Card and save  
up to 75% on the workshop.**

CANCELLATION POLICY: All registrants must cancel at least  
48 hours in advance to receive refund. (Illness, accident or  
death in the family excluded)



This class counts toward SAR's ACE Award.  
For details, visit <https://sacrealtor.org/ace-award>

## SCHEDULE

9:00am	Introduction/Breakfast	Courtesy of First American Home Buyers Corporation
9:15am	Lead Generation	Waldo Herrera
9:45am	MetroList Update	Melissa Demas
10:15am	The Role of the Lender	Rodney Rose
10:45am	Break	
11:00am	Residential Purchase Agreement	Dave Tanner
12:20pm	Lunch	Courtesy of JCP-LGS Hazard Disclosures
12:45pm	Listing Agreements	Dave Tanner
1:40pm	Title & Preliminary Reports	Heidi Maestretti
2:10pm	Pest/Home Inspection	Frank Siino
2:40pm	Appraisals and Comparables	Ryan Lundquist
3:10pm	Program ends	

## SPONSORS



**First American Home Warranty<sup>SM</sup>**

## REGISTRATION FORM

**REALTOR<sup>®</sup> Boot Camp - August 30, 2018**

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

EMAIL \_\_\_\_\_

PHONE \_\_\_\_\_

METHOD OF PAYMENT: (Please check one) ☐ VISA ☐ MASTERCARD ☐ AMEX ☐ DISCOVER ☐ CHECK (MAKE CHECK TO SAR)

AMOUNT ENCLOSED: \$ \_\_\_\_\_

ACCOUNT NAME \_\_\_\_\_

ACCOUNT NUMBER \_\_\_\_\_

SIGNATURE \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_

SECURITY CODE \_\_\_\_\_

# SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	MORE INFORMATION	INSTRUCTOR
August 8	9:30am – 12:30pm	<b>Code of Ethics – Fulfills NAR Requirement</b>	\$20	<a href="#">View Flyer Here</a>	David Compton
August 11	8:30am – 5:00pm	<b>Duane Gomer's Exam Prep</b>	\$150	<a href="#">View Flyer Here</a>	David Lovenvirth
August 14	8:30am – 3:00pm followed by exam	<b>Duane Gomer's Notary Class</b> <i>For new and renewing notaries</i>	\$99	To register: call 949-457-8930 or <a href="http://www.notariesunlimited.com">www.notariesunlimited.com</a> <a href="#">Flyer</a>	
August 16	12noon – 1:30pm	<b>Lunch &amp; Learn: No BS Tax Reform</b>	\$20	<a href="#">View Flyer Here</a>	Mike Ornelas, EA
August 22	1:00 – 4:00pm	<b>License Renewal: Home Study and Live Review</b>	\$85	<a href="#">View Flyer Here</a>	Duane Gomer Company Representative
August 24	12noon – 1:30pm	<b>Secrets to Getting Your VA Offer Accepted</b>	\$25		Melissa Arntzen
August 24	9:00 – 11:30am	<b>20 Lead Generators Under \$20 That Really Work!</b>	\$35	<a href="#">View Flyer Here</a>	Michael Lee
August 24	12:30 – 3:00pm	<b>Black Belt Negotiations</b>	\$35	<a href="#">View Flyer Here</a>	Michael Lee
August 28	12noon – 1:30pm	<b>The Offer is In:</b> <i>Sales of Real Property in Probate Proceedings</i>	\$20 (Lunch & Learn)	<a href="#">View Flyer Here</a>	Tracy Potts, Esq.
August 30	9:00am – 3:10pm	<b>REALTOR® Boot Camp</b>	\$15	<a href="#">View Flyer Here</a>	Various Instructor – See Flyer
September 5	8:30am – 5:00pm	<b>Duane Gomer MLO Class</b>	\$139	<a href="#">Register Here</a>	Duane Gomer Company Representative
September 8	8:30am – 5:00pm	<b>Duane Gomer's Exam Prep</b>	\$150	<a href="#">View Flyer Here</a>	David Lovenvirth
September 10	12noon – 1:30pm	<b>Sell more homes Offering the HECM for Purchase Program (H4P)</b>	\$10 (Lunch & Learn)	<a href="#">View Flyer Here</a>	
September 14	9:00am – 4:00pm	<b>RETI Series – Day 1</b>	\$120 – All Five Classes \$30 – Individual Class	<a href="#">View Flyer Here</a>	Various Instructors
September 17	9:00am – 12noon	<b>Think like an Appraiser Class</b>	\$25	<a href="#">View Flyer Here</a>	Ryan Lundquist
September 19	9:00am – 4:00pm	<b>REALTOR® Leadership Program</b>	\$50	<a href="#">View Details &amp; Register Here</a>	Suzanne Yost, JD, GRI
September 21	9:00am – 4:00pm	<b>RETI Series – Day 2</b>	\$120 – All Five Classes \$30 – Individual Class	<a href="#">View Flyer Here</a>	Various Instructors
September 28	9:00am – 4:30pm	<b>RETI Series – Day 3</b>	\$120 – All Five Classes \$30 – Individual Class	<a href="#">View Flyer Here</a>	Various Instructors

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit [ims.sacrealtor.org](http://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.

# SEPTEMBER CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
<b>3</b>  <b>SAR Closed</b> <b>Labor Day Holiday</b>	<b>4</b>  <b>Charity Research Committee (P)</b> 10:30 – 11:30am  <b>Volunteer Coordinating Committee (T)</b> 10:30 – 11:30am	<b>5</b>  <b>Duane Gomer's MLO Class (EC-E)</b> 8:30am – 5:00pm  <b>SAR New Member Orientation (B)</b> 9:00am – 12:30pm  <b>Asset Exchange Company (EC-W)</b> 10:00 – 11:30am	<b>6</b>  <b>Real Estate Finance &amp; Affiliate Forum (EC – W)</b> 9:00 – 10:30am  <b>Internship Committee (T)</b> 12noon – 1:30pm	<b>7</b>  <b>SAR Closed</b> 7:30 – 8:30am  <b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am  <b>CAMP Seminar (EC-E)</b> 9:00am – 12noon
<b>10</b> <b>Education Committee (B)</b> 9:00 – 10:30am  <b>Reverse Mortgage (T)</b> 12noon – 1:30pm  <b>Sell More Homes/HECM (EC-W)</b> 12noon – 1:30pm  <b>Leadership Academy (B)</b> 1:00 – 2:30pm	<b>11</b>  <b>Main Meeting (EC – Full)</b> 9:00 – 10:30am  <b>CanTree Committee (B)</b> 10:30am – 12noon	<b>12</b>  <b>SAR New Member Orientation (B)</b> 1:00 – 4:30pm  <b>Regional Coordinators Quarterly Meeting (P)</b> 1:30 – 2:30pm  <b>Intern Class (T)</b> 2:30 – 4:20pm	<b>13</b> <b>Masters Club Steering Committee (B)</b> 9:30 – 11:00am  <b>Top Producer Panel (EC – W)</b> 11:30am – 1:30pm  <b>Tax Lunch &amp; Learn (EC – E)</b> 12noon – 1:30pm	<b>14</b>  <b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am  <b>Sac Area RE Exchange Network (T)</b> 10:00am – 12:30pm  <b>RETI Series (EC – W)</b> 9:00am – 1:00pm
<b>17</b>  <b>Think Like an Appraiser (EC-W)</b> 9:00 – 12noon  <b>MetroList – Auto Prospecting with Mapping Workshop (T)</b> 9:00 – 12noon  <b>MetroList – Mobile Workshop (T)</b> 1:00 – 4:00pm	<b>18</b> <b>Regional Meetings</b> Visit <a href="http://www.sacaravans.org">www.sacaravans.org</a>  <b>Marketing/Communications Committee (B)</b> 10:30am – 12noon  <b>NARPM Luncheon</b> 10:30am – 2:00pm  <b>YPN Advisory Meeting (T)</b> 11:00am – 12:30pm	<b>19</b>  <b>NAR Courses RLP 200/300 (EC – Full)</b> 9:00am – 4:00pm  <b>IREM Meeting (B)</b> 9:00 – 10:00am  <b>SAR New Member Orientation (B)</b> 6:00 – 9:30pm	<b>20</b>  <b>Eric Lofholm Class (EC - E)</b> 10:00am – 3:00pm  <b>Grievance Committee (B)</b> 10:00 – 11:30am  <b>WCR Business Luncheon (EC – W)</b> 11:00am – 2:00pm  <b>Commercial Council Meeting (B)</b> 3:00 – 4:00pm	<b>21</b> <b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am  <b>RETI Series (EC – W)</b> 9:00am – 1:00pm  <b>Public Issues Forum (B)</b> 9:30 – 10:30am  <b>Executive Committee (P)</b> 11:00am – 1:00pm  <b>IREM – Lunch &amp; Learn (EC – E)</b> 12noon – 1:30pm  <b>Strategic Planning Committee (B)</b> 1:00 – 2:00pm
<b>24</b> <b>MetroList – Prospector Course I (T)</b> 9:00 – 12noon  <b>Selling Property from Trust Administrations and Conservatorships (EC – W)</b> 12noon – 1:30pm  <b>MetroList – Prospector Course II (T)</b> 1:00 – 4:00pm	<b>25</b> <b>Regional Meetings</b> Visit <a href="http://www.sacaravans.org">www.sacaravans.org</a> <b>MetroList (EC – Full)</b> 9:00 – 11:00am  <b>Cultural Diversity &amp; Fair Housing Committee (B)</b> 10:30am – 12noon  <b>SAR Charitable Foundation BOD (B)</b> 12:30 – 2:00pm  <b>Scholarship Fundraising Committee (T)</b> 1:00 – 2:00pm	<b>26</b>  <b>The Google Universe Boot Camp</b> 9:00am – 4:00pm  <b>SAR Closed</b> 1:30 – 2:30pm  <b>Intern Class (T)</b> 2:30 – 4:20pm	<b>27</b>  <b>No Events Scheduled</b>	<b>28</b>  <b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am  <b>SAR BOD (B)</b> 9:00 – 11:00am

## Calendar Information

\*For Regional Meeting locations and times, visit [www.sacrealtor.org/caravans](http://www.sacrealtor.org/caravans)

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

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



*Meetings subject to change.*



July 2018

Affiliates

**Justin Chappell**  
Fairway Independent Mortgage

**Jason Dewolf**  
Mortgage Solutions Financial

**Brian Dunbar**  
Mason-McDuffie Mortgage Inc

**Franco Haley**  
Big Valley Mortgage

**Julie Law**  
Stewart Title of Sacramento

**Zachary Malgieri**  
Mortgage Solutions Financial

**Anthony Munguia**  
Big Valley Mortgage

**Kathy O'Brien**  
Mortgage Solutions Financial

**James Radford**  
Dignityhome Services

**Greg Sandler**  
Fairway Independent Mortgage

**Scott Swanson**  
Elite Fireplace/Dryer Vent Srv

**Adam Terrell**  
Elite Fireplace/Dryer Vent Srv

Designated REALTORS®

**Mohammad Afzal**  
Marc Afzal Homes

**Celeste Anderson**  
Realty Executives Legacy

**Keith Bales**  
Keith Bales Real Estate

**Mary Kleinbardt**  
Mary Kleinbardt, Broker

**Steven Sharp**  
Steven Sharp

**Jaspreet Singh**  
Jaspreet Singh

New REALTOR® Members

**Kyle Adamson**  
Century 21 M & M and Assoc.

**Vaneet Aggarwal**  
Century 21 Select Real Estate

**Patricia Allen-Hunter**  
NewVision Realty Group

**Susumu Aoki**  
Lyon RE Fair Oaks

**Daniel Asare**  
Ascent Realty Group

**Robert Azzarito**  
Real Estate Source Inc

**Edgar Barajas**  
Lyon RE Natomas

**Faith Bautista**  
Collaborative Intergrated R.E.

**Rakesh Bhargava**  
Lyon RE Fair Oaks

**Matthew Bisiaux**  
eXp Realty of CA Inc

**Vanessa Bissing**  
Delta Metro Realty Srvs Inc

**Steven Borden**  
Amen Real Estate

**Laura Braden**  
Keller Williams Realty

**Stephanie Broadnax**  
McTygue Group Inc

**Janee Crump**  
BHHS Drysdale Properties

**Jeffrey Culbreath**  
Lyon RE LP

**Josiah Darby**  
Keller Williams Realty Capital

**Maria De La Rosa Soto**  
Dean Adams Residential R.E.

**Brandon Defanti**

Berkshire Hathaway HS Elite

**Michelle Delgado**  
eXp Realty of CA Inc

**Philip Dysinger**  
Keller Williams Rlty Elk Grove

**Steven Eelma**  
Coldwell Banker Residential Br

**Fred Emshoff**  
eXp Realty of CA Inc

**William English**  
Keller Williams Realty So Plac

**Siraj Gidda**  
Lyon RE Natomas

**Ashley Gilbertson**  
Thrive Real Estate

**Ramneet Gill**  
All City Homes

**Ruth Gilley**  
BHHS Drysdale Properties

**Markus Gomez**  
BHHS Drysdale Properties

**Alyssa Greenwood**  
Lyon RE Sierra Oaks

**Michelle Groft**  
Keller Williams Realty

**Brenda Harris**  
Paula Willhite & Assoc. R.E. T

**Elizabeth Hernandez**  
The Golden Team

**Brandon Hibbert**  
California Realty Partners

**Melanie Hines**  
Lyon RE Elk Grove

**Steve Holcombe**  
Redfin Corporation

**Timothy Hoon**  
Cook Realty

**Evelyn Hoyos**  
Amen Real Estate

**Daniel Jackson**  
Lyon RE LP

**Shauntel Jacob**  
Appreciation Realty Srvcs Inc

**Corinne Kramarenko**  
eXp Realty of CA Inc

**Crystal Lee**  
Keller Williams Rlty Elk Grove

**Hengrong Li**  
Tower Real Estate Brokers Inc.

**Maxwell Liffers**  
RE/MAX Gold Corporate

**Christopher Mann**  
Keller Williams Realty

**Brad Martin**  
Better Homes and Gardens RE

**Ronald Mestaz**  
Lyon RE Downtown

**Christopher Migleo**  
Century 21 M & M and Assoc.

**Alexander Miller**  
Century 21 M & M and Assoc.

**Ernesto Munoz Reyes**  
Keller Williams Realty

**Blanca Munoz Silvestre**  
Keller Williams Realty Natomas

**Brianna Murray**  
Stanley RE & Investment Inc

**Janie Nguyen**  
Real Estate EBroker Inc.

**Justin Nicks**  
Keller Williams Realty

**Robin Ohanesian**  
Amen Real Estate

**Frank Oliveira**  
Foundation Real Estate

**Michelle Plouffe**  
BHHS Drysdale Properties

**Marzieh Raj**  
Berkshire Hathaway HS Elite

**Akashni Ram**  
Keller Williams Realty Natomas

**Kelly Rhodes**  
RE/MAX Gold Elk Grove

**Dimitrios Rigopoulos**  
Neighborhood Real Estate Ser

**Karina Rivas**  
Berkshire Hathaway HS Elite

**Kelly Rochester**  
Capital West Realty, Inc.

**Leilani Rosenblatt**  
Century 21 Select Real Estate

**Jordan Russum**  
Opendoor Homes Inc

**Bertina Scales**  
The Virtual Realty Group

**Mandy Scott**  
RE/MAX Gold Sierra Oaks

**Trevor Shanklin-Bandoni**  
Opendoor Homes Inc

**Ronny Sono**  
HomeSmart Intrust Realty Group

**Patricia Sosa**  
Lyon RE Elk Grove

**Luis Sosa-Guasch**  
Carlile Realty & Lending

**Nathanial Steffen**  
Intero Real Estate Services

**William Stevens**  
Davis Berk Realty

**Kailan Straw**  
Guzman Real Estate

**Derek Terry**  
Twin Rivers Capital

**Galina Terzi**  
Lyon RE Elk Grove

**Jennifer Theis**  
Keller Williams Rlty Elk Grove

**Xuong Ton**  
RE/MAX Gold Elk Grove

**Kevin Travis**  
Real Estate Source Inc

**Taualai Vaituulala**  
Realty One Group Complete

**Rafael Vasquez**  
Berkshire Hathaway HS Elite

**Dana Vendley-Fogle**  
Berkshire Hathaway Homeservice

**Kari Vierra**  
Coldwell Banker Residential Br

**Jun Villanueva**  
Berkshire Hathaway HS Elite

**Thien Vo**  
eXp Realty of CA Inc

**Akua Warren**  
Exquisite Real Estate, Inc.

**Miriam Waterman**  
Waterman Real Estate

**Jenean Watson**  
Lyon RE Sierra Oaks

**Austin Whatley**  
Lyon RE Downtown

**John Williams**  
eXp Realty of CA Inc

**Tyrone Williams**  
Berkshire Hathaway HS Elite

**Les Willmon**  
The Daniel Realty Group

**Karen Wilson**  
Amen Real Estate

**Adrienne Winuk**  
Real Broker

**Ihor Yurchak**  
HomeSmart ICARE Realty

## Median sales price remains flat for June, pending sales dip 17%

# JUNE

The median sales price for June remained unchanged from May to June, staying at \$375,000. Compared to June 2017 (\$347,250) the current figure is up 8%. The current figure of \$375,000 remains 4.5% below the recorded high (\$392,750) of August 2005.

Pending sales for the month decreased from 1,464 to 1,208, a 17.5% drop from May.

June closed with 1,767 sales, a 2.1% increase from May's 1,730. Compared to June last year (1,824), the figure is a 3.1% decrease. Of the 1,767 sales this month, 225 (12.7%) used cash financing, 1,104 (62.5%) used conventional, 302 (17.1%) used FHA, 101 (5.7%) used VA and 35 (2%) used Other† types of financing.

Active Listing Inventory increased 6% from 2,509 to 2,660 units. The Months of Inventory, however, remained unchanged at 1.5 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory.

The Average DOM (days on market) increased from 20 to 21 from May to June and the Median DOM increased from 9 to 10. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,767 sales this month, 80.1% (1,415) were on the market for 30 days or less and 92.4% (1,632) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$242 to \$240.2 from May to June.

See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Market Snapshot - June 2018					
	Jun-18	May-18	Change	Jun-17	Change (from '18)
<b>Sales</b>	<b>1,767</b>	<b>1,730</b>	<b>2.1%</b>	<b>1,824</b>	<b>-3.1%</b>
<b>Median Sales Price</b>	<b>\$375,000</b>	<b>\$375,000</b>	<b>0.00%</b>	<b>\$347,250</b>	<b>8.0%</b>
<b>Active Inventory</b>	<b>2,660</b>	<b>2,509</b>	<b>6.0%</b>	<b>2,105</b>	<b>26.4%</b>
<b>Median DOM</b>	<b>10</b>	<b>9</b>	<b>11.1%</b>	<b>8</b>	<b>25.0%</b>
<b>Avg. Price/SqFt</b>	<b>\$240</b>	<b>\$242</b>	<b>-0.8%</b>	<b>\$227</b>	<b>5.7%</b>

The Sacramento Association of REALTORS® is a professional association representing over 6,500 real estate professionals and commercial affiliates doing business in the greater Sacramento metropolitan area. All SAR statistics reports compiled by Tony Vicari, SAR Director of Communications. Statistics are derived from the MetroList® MLS database for Sacramento County and the City of West Sacramento.

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



# MLS STATISTICS

## June 2018

### MLS STATISTICS for June 2018

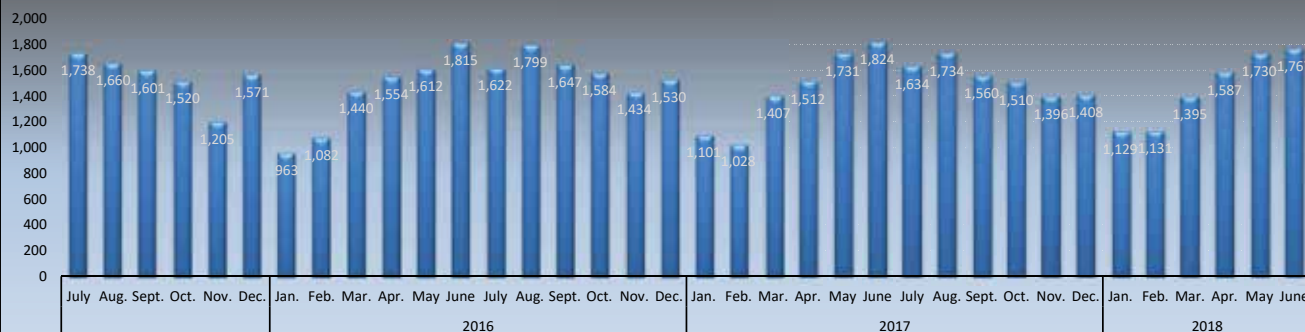
Data for Sacramento County and the City of West Sacramento



#### 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	2,341		2,630	-11.0%		2,377		-1.5%
Active Listing Inventory †	2,660		2,509	6.0%		2,105		26.4%
Active Short Sale (included above)	8		11	-27.3%		16		-50.0%
Pending Short Lender Approval	34		35	-2.9%		61		-44.3%
Pending Sales This Month	1,208		1,464	-17.5%		1,379		-12.4%
Number of REO Sales	18	1.0%	19	-5.3%	1.1%	29	1.6%	-37.9%
Number of Short Sales	14	0.8%	20	-30.0%	1.2%	30	1.6%	-53.3%
Equity Sales**	1,735	98.2%	1,691	2.6%	97.7%	1,735	95.1%	0.0%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	30	1.6%	-100.0%
Total Number of Closed Escrows	1,767	100%	1,730	2.1%	100%	1,824	100.0%	-3.1%
Months Inventory	1.5 Months		1.5 Months	1.5	0.0%	1.2 Months		25.0%
Dollar Value of Closed Escrows	\$725,167,375		\$712,111,302	1.8%		\$696,536,442		4.1%
Median	\$375,000		\$375,000	0.0%		\$347,250		8.0%
Mean	\$410,395		\$411,625	-0.3%		\$381,873		7.5%
Year-to-Date Statistics	1/01/18 to 6/30/18		1/01/18 to 6/30/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			6/30/2017		Change
Number of Closed Escrows	8,739		8,884			8,603		1.6%
Dollar Value of Closed Escrows	\$3,492,064,504		\$3,543,842,490			\$3,143,955,098		11.1%
Median	\$364,000		\$365,000			\$330,000		10.3%
Mean	\$399,595		\$398,901.68			\$365,449		9.3%

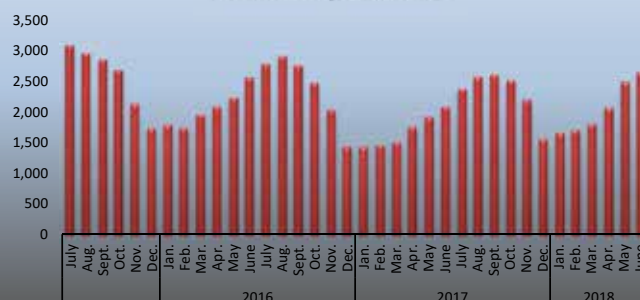
#### Sales Volume



#### 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® | 2018 SAR

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtors.org | 916.487.1205



# Data for Sacramento County and the City of West Sacramento

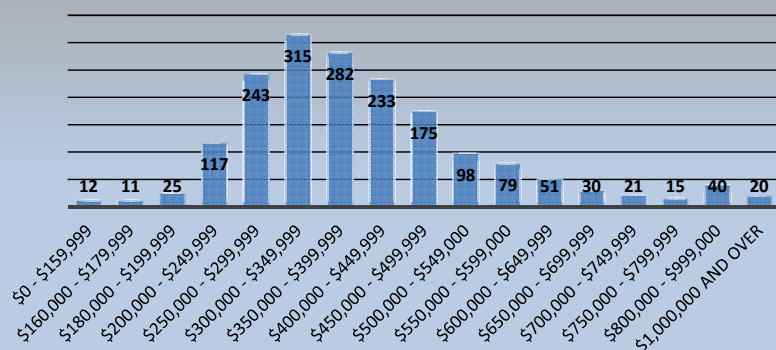
## MLS STATISTICS for June 2018

### Data for Sacramento County and the City of West Sacramento

#### BREAKDOWN OF SALES BY PRICE

##### 1 House on Lot

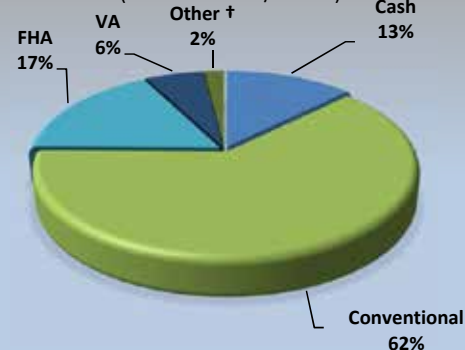
Total: 1,767



#### Type of Financing/Days on Market

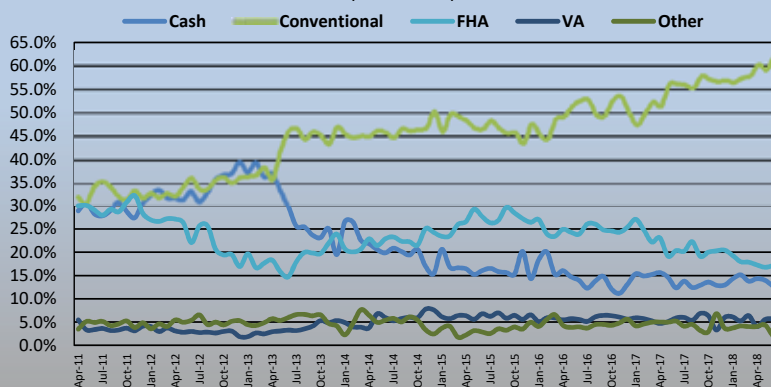
##### TYPE OF FINANCING

(1 House on Lot/Condo)



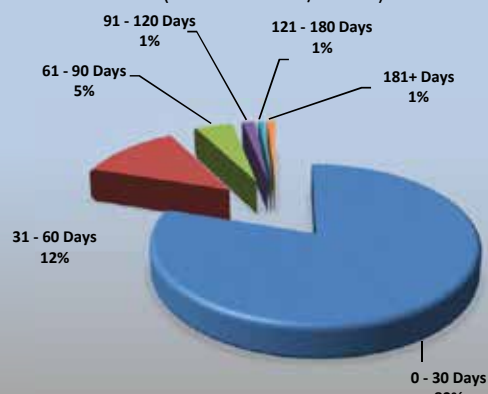
##### Types of Financing Historical

(% of Sales)



##### DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing	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		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	225	12.7%	242	14.0%	0 - 30	1,415	80.1%	78.9%	75.2%
Conventional	1104	62.5%	1026	59.3%	31 - 60	217	12.3%	12.1%	14.7%
FHA	302	17.1%	290	16.8%	61 - 90	80	4.5%	4.8%	5.6%
VA	101	5.7%	96	5.5%	91 - 120	26	1.5%	1.9%	2.4%
Other †	35	2.0%	76	4.4%	121 - 180	12	0.7%	1.6%	1.5%
<b>Total</b>	<b>1,767</b>	<b>100.0%</b>	<b>1,730</b>	<b>100.0%</b>	<b>181+</b>	<b>17</b>	<b>1.0%</b>	<b>0.7%</b>	<b>0.6%</b>
					<b>Total</b>	<b>1,767</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\* 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:	10	9
Average Price/Square Foot:	21	20
	\$240.2	\$242.0

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](http://www.sacrealtor.org/public-affairs/statistics.html).

Based on Multiple Listing Service data from MetroList® | 2018 SAR

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## Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

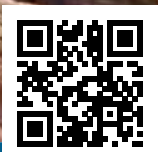
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