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JUNE 2018

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



**RENT CONTROL IS
NOT A SOLUTION**

RENT CONTROL:

- DISCOURAGES NEW CONSTRUCTION
- ENCOURAGES DEFERRED MAINTENANCE
- CREATES A COSTLY NEW CITY BUREAUCRACY

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Rent Control: a High Cost for Sacramento to Pay

You hear it time and time again in real estate: supply and demand. Are home prices creeping up higher? There is more demand. If people weren't buying the homes, they wouldn't be priced as high. This seems like a simple and quite logical concept.

There is another component of real estate that follows this concept: the rental housing market. When there is more demand than there are available rental units, it results in increased rental prices. Following the "supply and demand" logic, the simple answer to alleviate this strain is to construct more units. A current proposal led by a local union organization, however, is threatening to disrupt this simple economic structure. **Rent control is not a viable option for long-term stabilization of rental prices.** If passed, rent control will discourage developers from initiating new construction – further depleting the area of much needed housing. That is just the beginning of the detrimental effects of rent control.

SAR is currently battling this proposed rent control initiative. An advocate organization of this initiative is making efforts to have this proposal passed and make its way onto the November ballot.

This edition of your monthly e-Magazine, Sacramento REALTOR®, is dedicated to explaining why rent control IS NOT the right option for alleviating current housing costs. The information in this publication, including articles by SAR CEO Dave Tanner, Attorney Keith B. Dunnagan, and SAR Government Affairs Director Caylyn Wright, is to provide you with the knowledge and power to help the fight against rent control. As local leaders in the real estate industry, I urge REALTORS® to use this information and spread the knowledge to your colleagues, neighbors, family, friends, etc. Your support will strengthen your industry, your livelihood, and your community.



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What is Rent Control and Just Cause for Eviction?

BY: Caylyn Wright, SAR Government Affairs Director

You may have heard there is a group circulating an initiative that will likely appear on the November 2018 ballot in the City of Sacramento to enact rent control and just cause for eviction. Are you new to the topic and have questions about how this works and what it entails? We have the answers for you!

Rent Control

Rent Control is a limit on how much a landlord can raise rent in any given period of time and is implemented and set by a local government entity or through voters in a ballot initiative. The exact parameters of this rent control limit are set by the ordinance (law) establishing rent control.

The proposal being circulated in the City of Sacramento limits rent increases each year between 2% and 5% per year, based on the Consumer Price Index.

Just Cause for Eviction

Just cause for eviction limits the reasons a landlord can evict a tenant to a specified set of reasons outlined in the ordinance. The specific reasons can vary slightly from ordinance to ordinance. If a landlord needs to evict a tenant, they have to first serve a notice to the tenant detailing what action needs to be corrected, then they have to wait a period of time before they can evict. This creates a situation in which tenants who are creating problems for their neighbors, or even doing illegal activity, cannot be immediately evicted. This can put the neighborhood at risk.

Current California Law allows for vacancy decontrol, meaning when a tenant leaves the landlord can increase rent to current market rate for the next tenant. Under current law, a landlord is not required to offer a tenant an extension to their lease.

In local jurisdictions that have just cause for eviction, it is standard that a landlord must offer tenants an extension to their lease unless they can show "cause" – one of the stated reasons for getting rid of a tenant. And unless a tenant decides to leave on their own accord, it is standard under just cause for eviction that "vacancy control" would apply, meaning a landlord cannot increase rent to market rate on the next tenant.

The proposal being circulated in the City of Sacramento would limit a landlord's ability to evict a tenant to these reasons:

- Failure to Pay Rent
- Breach of Rental Housing Agreement
- Nuisance
- Illegal Use
- Failure to Give Access
- Necessary Repairs Requiring Vacancy
- Owner Move In
- Withdrawal of the Unit from the Rental Market
- Demolition

In the instances when a landlord needs to remove a tenant from a unit for:

- Necessary Repairs Requiring Vacancy
- Owner Move In
- Withdrawal of the Unit from the Rental Market
- Demolition

The landlord will be required to pay relocation fees to the tenant, these fees begin at \$5,500 and can exceed \$8,500.

Elected Rent Board

Government intervention, such as rent caps, take staff to oversee and implement. Cities with rent control and just cause for eviction typically have a rent board and local government staff that oversee rental housing. These individuals make the determination as to exactly how much landlords are allowed to raise rent each year.

The Measure being circulated in the City of Sacramento would establish an elected rent board that has no limit on the amount of money those elected can earn by serving on the rent board. There are also no limits in the campaign contributions they can accept in their campaign for the rent board. The only other local jurisdiction that has an elected rent board throughout California is Berkeley, other cities appoint members to serve on the rent board.

The first rent board will set unlimited fees on landlords to fund needed operating expenses of the rent board.

It is anticipated an elected rent board in the City of Sacramento would require at least 20 new city employees, in addition to the elected board members. Considering the costs of administering rent boards in other cities, we anticipate a rent board in the City of Sacramento would likely cost \$5 million per year.

The rent board will determine how much landlords are allowed to raise rent between the 2% and 5% limit set in the ordinance. The rent board has the power to lower rent for specific tenants if they deem it necessary.

The rent board will oversee disputes between landlords and tenants, and will have the power to subpoena personal information and emails as they determine necessary.

In the event a landlord must pay a tenant relocation fees, the rent board will determine the exact amount of relocation owed from the landlord to the tenant, and can increase those costs outlined above as the rent board deems necessary.

California Real Estate Inspection Association (**CREIA**)
Greater Sacramento Chapter
For a Complete list of Greater Sacramento **CREIA Inspectors**
and **Affiliates please go to our new website at**
www.sacchapter.com



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

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(949) 715-1768**

High Housing Costs in Sacramento? Increase Supply

BY: Caylyn Wright, SAR Government Affairs Director

This column spent the last four months detailing the shortfalls and policy issues surrounding the rent control and just cause for eviction ballot measure being circulated in the City of Sacramento. If proponents collect 36,000 valid signatures (which requires about 50,000 total signatures) by mid-June, the measure will appear on the November 2018 ballot in the City of Sacramento.

Unfortunately, there is no overnight solution to the housing crisis in Sacramento, and throughout California, but things are improving. Enacting rent control and just cause for eviction would only impair that progress. Laws that allowed NIMBY (Not In My Backyard) lawsuits to be filed have been improved by the California State Legislature. NIMBY lawsuits are often filed by a neighborhood resident who is afraid of change and/or wants to derail a new housing development. The City of Sacramento has significantly improved permitting for new home construction. We see new housing starts for both single family and multifamily throughout the City. And a draconian rent control and just cause for eviction ordinance would stop this progress.

Additional units are the only way to create a true decrease in rental housing costs. Setting an artificial rent ceiling through rent control would temporarily limit rent increases for some units. Those rent controlled units, however, would be offset by even higher increases in housing units not subject to rent control, essentially subsidizing the rent controlled units. And research clearly shows the units subject to rent control would face deteriorating conditions as landlords struggle to pay for repairs and maintenance.

As we outlined last month, with a repeal of Costa Hawkins also appearing on the November statewide ballot, single family units could be subject to rent control if the City of Sacramento measure passes, and the Costa Hawkins repeal passes. This could have unintended consequences on landlords throughout the City of Sacramento that would further decrease the supply of available rentals.

Consider this: 30% of landlords are losing money on their rental and 45% of people have a mortgage on their rental property. If rent increases are artificially capped to increase no more than 2% to 5% per year, set by an elected rent board, and indexed with the Consumer Price Index, this number is likely too low to keep up with basic increasing costs, not even taking profit into account. Property taxes increase each year, City of Sacramento utilities are increasing, and there are basic repair and maintenance costs to ensure a safe habitable living space for tenants. If rents cannot keep up with basic increase in costs of doing business, the landlords described above – who are already losing money on rental properties and/or have mortgages on their properties – likely will decide to sell, either

investing that money in real estate outside of the City of Sacramento or not in real estate at all. Both outcomes would negatively impact the number of available rental units.

With the recent increases in rent rates throughout the Sacramento Region, there has been price gouging and unscrupulous landlords. We need targeted measures to go after those specific individuals and properties to protect tenants. But the ballot measure being circulated is a shotgun approach that would harm both landlords and tenants and hinder our ability to truly solve the housing crisis by increasing supply.

You can help the fight to defeat rent control in the City of Sacramento – if you are a registered voter in the City of Sacramento, be sure to vote “no” on this measure come November 2018. You can also donate to the campaign to ensure we are able to get our message out, educating voters on the ills of this ballot initiative. For more information and to donate, contact Caylyn Wright at 916-437-1227.





Rent Control Is Not a Solution to a Housing Shortage

In 1995, the Costa-Hawkins Rental Housing Act was enacted in California to constrain the rent control ordinances major cities like Los Angeles and San Francisco were implementing. Within this Act, single-family homes, condominiums, and duplexes are largely exempt from the rent control policies. Costa-Hawkins also covers any buildings constructed after 1995. This means that as soon as a tenant moves out of exempted property, the landlord may raise the price to current market value; these exemptions were intended to promote small property owners to continue renting out their properties without losing potential profit that supplemented their income. However, opponents to Costa-Hawkins have stated that this has caused an artificial inflation of rent prices. The claim is that small landlords are not in fact the majority; rather, the exempted properties are being bought up by large corporations that continuously raise the prices for higher profit margins.

The Sacramento region felt major impacts stemming from the housing crisis. From 2016-2017, there was roughly a 10% increase in rent costs and it is estimated that this year will end in another 10% increase from 2017. Due to the pressure of the housing crisis at hand, Sacramento has been considering implementing various rent regulations as a tactic to combat the rising rental prices. Mayor Steinberg is considering several options, such as requiring landlords to give increased notice when they are raising the rent above a certain percentage and raising the local sales tax to fund more affordable housing and infrastructure.

However, these rent regulations do not fully model the rent control ordinances that cities like San Francisco and Los Angeles have. Rent control, when not barred by Costa-Hawkins, restricts landlords from raising prices on current and incoming tenants. Typically, these ordinances include a cap of raising rent 1-5% per year and have built in tenant rights, such as preventing eviction except under certain circumstances like failure to pay rent. The current initiative buzzing around Sacramento would be a rent cap between 2% and 5% and tenant "just cause" protections, which limit the landlord's abilities to evict tenants.

Despite the theory behind rent control regulations, when implemented the policies actually stifle the market and scare the owners of single-family rentals away. Mayor Steinberg, homeowners, and developers believe that the real solution to the housing crisis Sacramento is facing is to build more infrastructure and housing to support the growing population. This is a supply and demand solution: a larger supply will have the effect of reducing competitive demand. It will open up the market to more opportunities for home ownership and bring competitive balance to the rental market. California is currently the worst state in terms of housing; currently, 3.4 million units need to be built in the state to keep up with the current population demand.

Economists across all political spectrums agree that rent control regulations may help in the short term, but the damage caused by these regulations in the long run far outweigh any menial decrease in rent that would occur. For example, the two most expensive rental areas in the state, the Bay Area and Los Angeles region, also happen to house every city that has enacted rent control policies and economists agree that this is not a coincidence.

The real solution to the problem is more housing needs to be built, which Mayor Steinberg has addressed by committing to building 1,000 small homes for the homeless population in Sacramento. This is a step in the right direction. But the reality is that rent control will not solve a problem created by a shortage of available housing units.



The Economics of Price Regulation

This month's topic is rent control. It is a hot topic in Sacramento, around California, and several other areas of the country. We must remember that the cost of rent, like almost everything else, is based on supply and demand.

Over the last ten years, the State of California has seen the creation of over 100,000 more households per year than the addition of housing units. That comes up to an increase in shortfall of housing stock of over 1 million units in addition to the shortfall that already existed at that time. The only true solution to rent increases is to have another million housing units immediately available.

Until we see significant increases in housing starts we cannot expect to see a stabilization in rents. The establishment of rent control by the government, while seemingly an attractive short fix, is actually counterproductive to achieving an acceptable long-term solution.

Proponents are suggesting a cap on rental increases of as low as 2% with a maximum of 5% per year based on increases in CPI. For the rest of this article I will assume an average of 2.5% per year. This chooses to ignore the fact that landlord's costs are accelerating by more than that each year. Stepping away from housing issues for a minute, let's apply these same proposals to other consumer items.

When I was young McDonald's was just getting started. Hamburgers were 19 cents each. If the government had placed a cap of increases on hamburger prices at 2.5% per year, a hamburger would now only be able to sell for 65 cents. How many hamburger outlets do you think there would be if they could only sell for 65 cents? I do not think any of the major hamburger franchises that are such a vibrant part of our economy and are such great entry level job creators would exist with that type of artificial cap.

About that same time, a typical new family car sold for around \$2,500. If that same 2.5% annual cap in car prices had been imposed, a new car now would have to sell for \$8600 or less. How many cars would be manufactured if they had to be sold for that price?

That same concept applies to housing. If you impose a cap on rents who is going to invest in building those million units we need? Especially when they can take that same money and build those units in a location where they can achieve a reasonable return.

Rent control only sounds good if you put blinders on and ignore the real impact on the economy going forward for years and years. Only a massive increase in housing units can fix the price increases caused by supply and demand. Rent control exacerbates rather than solves the root cause of higher rents. It is better to have higher rents for the shortfall while construction catches up than to have no place to rent at all.

Meet the 2019 Slate:

SAR Officer and Director Election

President-Elect automatically becomes President the following year:

Deniece Ross-Francom

President-Elect:

Judy Covington

Secretary/Treasurer:

Kellie Swayne

Six (6) Director Positions for 2019-2020:

Judy Black

Rosanna Garcia

Waldo Herrera

Cherie Hunt

Barbara Lebrecht

Victoria Millan

Luis Sumpter

Samantha Tov-Weissensee

Petition Candidates

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 260. 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 harank@sacrealtor.org or [click here](#).

The deadline for submitting a petition application is Friday, June 15, 2018 at 4:30 p.m.

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For additional information, contact our team today!



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Daniel Posehn
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Hiroko Bowlin
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C.A.R. MEETING REPORT

During the period May 1-5, 2018 the California Association of REALTORS® (C.A.R.) met in Sacramento, CA to conduct the business of C.A.R. This is a report of the activities of those meetings.

C.A.R. Directors Action Items:

Political Positions taken:

C.A.R. SPONSOR legislation to place a bond on the state ballot to fund the financing of the construction of Accessory Dwelling Units.

C.A.R. SPONSOR a legislative alternative to C.A.R.s Tax Portability Initiative that would include C.A.R.s proposal plus:

- a. allow homeowners 45-54 years of age a one-time property tax base transfer if they downsize to an attached dwelling,
- b. eliminate the exclusion from property tax reassessment for parent/child and grandparent/grandchild transfer where
 1. the primary residence use is not continued by the recipient,
 2. \$1 million or more in other real property is transferred

C.A.R. continue to proceed with the Tax Portability Proposition while pursuing the legislative alternative and make a decision by June 27 as to how to proceed with the ballot measure..

C.A.R. SUPPORT AB 1797 which requires insurers to provide information on the replacement value for the insured property for every new or renewed policy after a loss.

C.A.R. SUPPORT AB 1799 which eases the process for obtaining an electronic copy of a policy.

C.A.R. SUPPORT AB 1875 as recently amended which requires an insurer who does not offer extended replacement cost coverage in an amount no less than 50% to disclose policies from other insurers may be available and enacts a California Home Insurance Finder to help homeowners find insurance.

C.A.R. SUPPORT AB 2132 which authorizes cities and counties to waive or reduce building permit fees to improve a home's disability access for a "qualifying disability".

C.A.R. SUPPORT AB 2229 which requires insurers to provide information on fire-safety related discounts.

C.A.R. SUPPORT AB 2999 which permits employers to take a "net state tax" credit equal to 50% of the amount of cash paid or incurred, or the equivalent value of the land or property donated, for either construction of "affordable housing" or the investment in an employer-assisted housing program.

C.A.R. SUPPORT AB 3166 which requires insurers who do not renew or offer to renew a property insurance policy to provide information on alternatives.

C.A.R. SUPPORT SB 828 which increases state tax oversight for local and regional housing planning obligations, requires local governments to plan for their ongoing unmet housing need and mandates that local housing elements zone for 125% of their housing need on a go forward basis.

C.A.R. in conjunction with NAR SUPPORT the FHA charging a temporary one-time fee of \$25 to FHA homebuyers to upgrade their technology.

C.A.R. in conjunction with NAR SUPPORT, HR 5287 which allows the seller to seller-finance up to five, rather than three, transactions in a twelve month period and not be considered a "mortgage originator" under the Truth In Lending Act.

C.A.R. WATCH SB 818 which seeks to re-enact California's Homeowner's Bill of Rights.

C.A.R. WATCH SB 988 which requires home inspectors to note the presence of yellow corrugated stainless-steel tubing, and if noted, to place warning in the inspection report.

C.A.R. OPPOSE UNLESS AMENDED AB 1792 to only allow the expanded use of "affordable workforce housing" funds for infrastructure within the housing development. Last year C.A.R. SUPPORTED AB 1598 which established affordable housing authorities and required 95% of tax incremental funds collected in the district to fund affordable housing. C.A.R. opposes this bill because it would allow use of those funds to fund infrastructure up to ¼ mile outside the district.

C.A.R. OPPOSE UNLESS AMENDED SB 721 to limit the time that inspection and repair records must be maintained on exterior of structures to seven years.

C.A.R. OPPOSE UNLESS AMENDED SB 894 to remove provisions which permit policy limits for different insurance policy provisions to be combined.

C.A.R. OPPOSE AB 2021 which seeks to create a "do not mail" standard like the existing "do not call" list.

C.A.R. OPPOSE AB 2371 which requires home inspectors inspecting properties with in-ground landscaping irrigation system to conduct a thorough inspection of the system and identify and material defects.

Positions on Propositions:

C.A.R. took a FOR position on an as yet unnumbered proposition entitled Veterans and Affordable Housing Bond Act of 2018.

C.A.R. took a NEUTRAL position on Proposition 68.



C.A.R. took an AGAINST position on an as yet unnumbered proposition entitled Local Government's Authority to Enact Rent Control on Residential Property which would repeal Costa-Hawkins.

C.A.R. took a NOT REAL ESTATE RELATED position on Propositions 69, 70, 71 and 72.

Other action items:

C.A.R. approved a pre-development expense budget for the Pathway to Homeownership Affordable Housing Project Proposal in an amount not to exceed \$750,000.

Upon final approval by NAR, C.A.R. Model MLS Rules be revised in four areas. These changes do not apply to MetroList as we are not subject to the Model Rules.

REALTOR® Jared Martin will automatically advance from President-elect to President for 2019.

REALTOR® Jeanne Radsick of Bakersfield was elected as President-Elect for 2019.

REALTOR® David Walsh of the Silicon Valley AOR will serve the second year of his two year term as Treasurer for 2019.

Joel Singer will continue as CEO for C.A.R.

C.A.R. will request NAR revise the NAR Code of Ethics and Arbitration Manual to allow associations discretion not to hold an ethics complaint in abeyance while criminal litigation is pending. NAR Manual currently makes it mandatory to hold the ethics complaint in abeyance.

C.A.R. will revise the C.A.R. Code of Ethics and Arbitration Manual to require that any letter of warning or reprimand be placed in Respondents file for three years.

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

DRE has appointed a Task Force to look into all aspects of the use of team names.

DRE will also be cracking down on non-complying for sale signs and also on property management trust fund violators.

The only solution to housing affordability and high rents is massive construction of new units to cut into the million unit shortfall that exists statewide.

C.A.R. will demolish the existing headquarters building in downtown Los Angeles and replace it with two new buildings that will provide underground parking, replacement office space, affordable housing rental units and affordable housing condos.

Three new forms and eight revised forms will be released in June 2018.

There are many local initiatives across the state that would impact the real estate industry:

1. Rent Control in Sacramento, Santa Cruz and being talked about in other.
2. Ban on vacation rentals in South Lake Tahoe and El Dorado County.
3. Lead paint abatement at point-of-sale in San Diego.

The potential repeal of Costa-Hawkins will likely bring out rent control ordinances in many local jurisdictions.

SAVE THE DATE



FACT SHEET: **Flawed Rent Control Initiative**

The **Wrong Solution** to Sacramento's Serious Housing Problem



A Sacramento charter amendment proposed for November does nothing to tackle the heart of the problem – the need to build more housing for working and middle-class families. Unfortunately, it is so flawed and poorly written that it will only make the problem worse.

The measure's **flaws**
and unintended
consequences:

- 1 **Will not create one new unit of housing** for the working or middle class
- 2 **Makes it virtually impossible to remove problem tenants**, even those who put the safety and security of their neighbors at risk
- 3 **Creates a new city bureaucracy** with an elected Rent Board
 - A potential operating cost of more than \$5 million per year
 - Could add approximately 20 new city employees

Flaws of the Rent Board include:

- Those elected to the Rent Board **can set their own pay, benefits, and pensions**
- These newly elected politicians will **not be subject to a code of ethics or transparency**
- **Special interests could spend millions** of dollars to help elect these new politicians

What is Citizens for Affordable Housing?

We are a coalition of renters, homeowners, community groups, local builders and small business owners, and others who are united in our commitment to create more affordable housing in Sacramento.

PAID FOR BY CITIZENS FOR AFFORDABLE HOUSING, A COALITION OF NONPROFIT ADVOCACY ORGANIZATIONS
committee major funding from
California Association of Realtors
Region Business
California Apartment Association

MORE INFORMATION on the **Deeply Flawed Initiative** to Create an Elected Rental Housing Board in Sacramento

A proposed ballot initiative on rent control is being circulated for the November election. This new rent board will likely cost over \$5 million per year and employ over 20 new Sacramento city employees.

COST OF RENT BOARDS TO OTHER CITIES





City	Cost*
Richmond	\$ 2.8M
Mountain View	\$ 2.6M
Alameda	\$ 1.8M
Oakland	\$ 2.7M
Berkeley	\$ 5.2M
Santa Monica	\$ 5.1M
Los Angeles	\$ 25.2M
West Hollywood	\$ 4.0M

Above are the cost and new city employee staffing impacts of similar measures throughout the state when implemented.

UNINTENDED CONSEQUENCES

In addition to the costly new bureaucracy, the newly elected rent board will inject special interest politics into housing.

Elected Board Members will have:

-  **unchecked power** to determine their own pay, benefits, and pensions
-  **are not subject to a code of ethics or transparency ordinances**
-  **unchecked authority to hire staff at taxpayer expense**
-  **the ability to write their own rules and regulations**



People want answers to Sacramento's housing problems. But we need to reject this deeply flawed measure and get to work right away on real solutions that will make housing more affordable, easier to find, and better for homeowners and renters alike.

Article 11

The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage; specifically, residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate.

REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10)

Case #11-10: REALTOR®'s Obligation to Disclose Present or Contemplated Interests

(Adopted May, 1997. Revised November, 2000 and May, 2017.)

Client A, an owner, needed to sell a property. She approached REALTOR® B to list the property. They agreed to the terms of the listing and the property was listed.

An offer was made and was accepted by Client A. After the prospective purchaser completed the loan application, REALTOR® B was contacted to appraise the property. When the lender was preparing the closing statement, the lender became aware that the listing broker was also the appraiser and filed a complaint with the Association of REALTORS® alleging that REALTOR® B had failed to disclose in the appraisal that he had an interest in the property, specifically seeing that the sale closed. The complaint was referred by the Grievance Committee for hearing before a panel of the Board's Professional Standards Committee.

At the hearing, REALTOR® B protested that the lender was misreading Article 11, as interpreted by Standard of Practice 11-1, claiming that "disclosure of whether the REALTOR® has any conflicts of interest" referred only to an ownership interest. REALTOR® B concluded that the listing commission had been earned when a ready, willing, and able purchaser contracted to purchase the property and that the appraisal process was separate and distinct from the brokerage process.

The Hearing Panel concluded that REALTOR® B's defense was specious and because he was the listing agent REALTOR® B was biased in favor of Client A since a successful transaction would benefit REALTOR® B in the form of a commission.

REALTOR® B was found in violation of Article 11.

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- Debbie Glickman

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IN CASE YOU MISSED IT

BY JENNIFER LIPPI

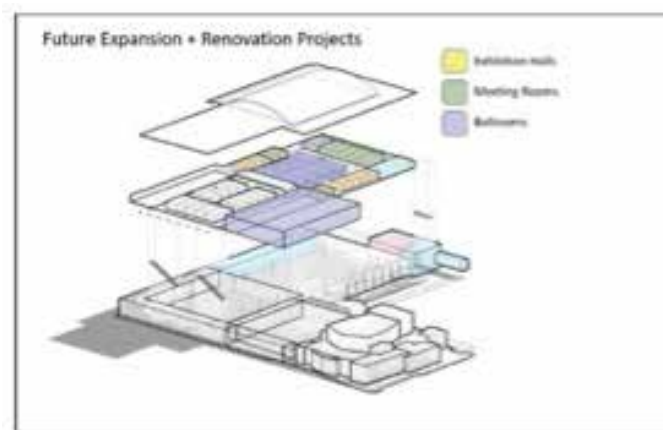
The SAR Regional Meetings take place at various locations on Tuesdays (except the 1st Tuesday of the month). These meetings offer SAR Members a venue for networking, association announcements, pitching new listings (and sometime breakfast!). For information on all of these meetings, please visit www.sacrealtor.org/caravans

5/8 Downtown Regional Meeting

This SAR Downtown Regional meeting hosted Vice Mayor/District 4 Councilmember Steve Hansen. Mr. Hansen touched on District 4 updates and what projects citizens can look forward to.

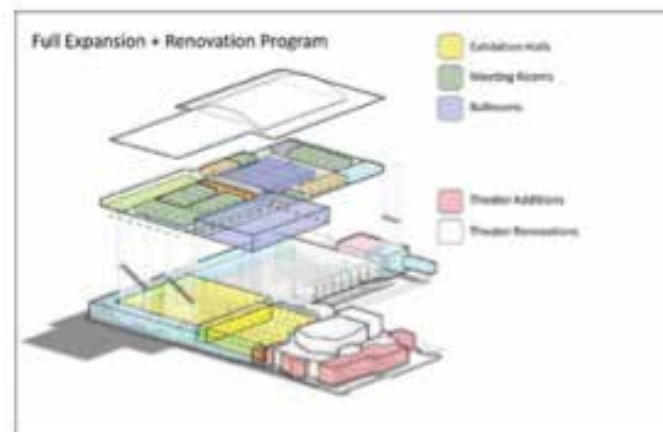
Science Museum

- New drawings show a modern museum and planetarium connected to revamped power plant.
- SMUD Board of Directors voted to approve a \$7 million naming rights deal with Powerhouse.
- Naming rights deal will give backers \$18 million worth of tax-exempt bonds for the project. Powerhouse already closed on \$22 million in bonds late last year.
- The \$49 million museum is scheduled to open in summer 2020.
- The Powerhouse museum will have a 120-seat planetarium and 20,000 square feet of exhibit space plus room for traveling exhibits. [Sacramento Bee article here](#)



Community Center Theater

- Community Center Theater renovation expected to cost \$83 million.
- Shows would be temporarily moved to the Memorial Theater.
- The Community Center Theater would receive upgrades to staging, seating, lobbies, acoustics and plumbing.
- Memorial auditorium would also receive upgrades to lighting, acoustics, seating and the orchestra pit. Those changes would be complete by Spring 2019.
- Construction on the Convention Center and theater projects would be complete by spring of 2021.



[View Capital Public Radio article here.](#)

Jump Bikes

- Jump Bikes, recently purchased by Uber, debuted in Sacramento this spring
- 900 Jump Bikes were placed in Sacramento, West Sacramento, and Davis.
- Requires riders to download of Jump Bikes app and pay a fee.
- Need to avoid the problem of bikes being left anywhere, creating a public nuisance
- City of Sacramento recently passed an ordinance making it illegal for a potential company to allow riders to leave the bikes in non-designated areas.
- Rental fee of \$1.00 per 15 minutes – city will discount low income individuals.

Vision Zero

Vision Zero is a traffic safety philosophy that rejects the notion that traffic crashes are simply “accidents,” but instead preventable incidents that can and must be systematically addressed. Through Vision Zero, the City of Sacramento and its partners are committed to working together to create safer streets.

What is Sacramento Doing to Accomplish VISION ZERO?

On January 19, 2017, City Council adopted a [resolution](#) adopting the follow goal:

The City of Sacramento will work collaboratively in a data-driven effort to eliminate traffic fatalities and serious injuries by 2027.

To reach this goal, the City is developing a Vision Zero Action Plan aimed at eliminating traffic deaths and severe injuries in Sacramento. The Plan will identify the factors contributing to traffic deaths and severe injuries, and proven safety countermeasures to those factors integrating education, traffic engineering, enforcement, and evaluation.

The Vision Zero Action Plan is being developed in partnership with key stakeholders through a Vision Zero Task Force. [More information here.](#)



5/15 Downtown Regional Meeting

This SAR Downtown Regional meeting hosted Councilmember Allen Warren from District 2. Allen has been in Real Estate Development for 30 years.

District 2 Boundaries: [Click Map Below for Full Size](#)

District 2 Updates:

- Tremendous and diverse stock one of the largest diverse housing stocks in the City.
- Price increase on percentage basis D2 would give you best return in city.
- No HOA. No Mello-Roos. No flood insurance.
- Close in proximity to midtown.
- Del Paso Blvd has a lot of new development – grocery outlet, breweries, restaurants.

Sacramento is the fastest-growing big city in California, topping 500,000 for the first time.

The city grew at the fastest rate among the 10 largest cities in California, according to new data from the state Department of Finance.

Sacramento is the sixth-largest city in the state, growing to 501,344 residents, according to the report.

At 1.43 percent, or 7,000 residents, Sacramento had the largest population gain, edging out San Diego (1.42 percent, or 20,000 residents) among the state's biggest cities.

[Read SacBee Article Here](#)



SAR EDUCATIONAL OFFERINGS —

DATE	TIME	CLASS	COST	MORE INFORMATION	INSTRUCTOR
June 6	9:00am – 12:15pm	Property Management Basics: <i>Getting Started in Property Management</i>		Register for Day 1 Register for FULL SERIES View Flyer Here	Bob Thomas
June 8	9:00am – 1:00pm	Using the RPA	\$25	View Flyer Here	David Tanner, Esq.
June 9	8:30am – 5:00pm	Duane Gomer's Exam Prep	\$150	View Flyer Here	David Lovenvirth
June 13	9:00am – 12:15pm	Property Management Basics: <i>The Nuts & Bolts of Your Documents</i>		Register for Day 2 View Flyer Here	Bob Thomas
June 14	12noon – 1:30pm	The Emerging Trend of Cannabis in Real Estate	\$25	View Flyer Here	Ryan Lundquist, Lundquist Appraisal Company
June 15	12noon – 1:30pm	Lunch & Learn - Focused Geographic Farming	\$20	View Flyer Here	Jason C. Scott, Regional Sales Representative
June 19	9:00am – 2:30pm	Fundamentals of Transaction Coordination	\$100	View Flyer Here	Wendi Molina, C.A.R. Instructor
June 20	9:00am – 12:30pm	Transaction Coordination 2	\$90	View Flyer Here	Wendi Molina, C.A.R. Instructor
June 20	9:00am – 12:15pm	Property Management Basics: <i>You are being Audited, are You Ready?</i>		Register for Day 3 View Flyer Here	Bob Thomas
June 27	9:00am – 12:15pm	Property Management Basics: <i>Let's Make Some Serious Money</i>		Register for Day 4 View Flyer Here	Bob Thomas
July 12	11:30am – 1:00pm	Everything VA in 90 Minutes	\$20	View Flyer Here	Melissa Arntzen
July 14	8:30am – 5:00pm	Duane Gomer's Exam Prep	\$150	View Flyer Here	David Lovenvirth
July 26	9:00am – 5:00pm	How to List/ Sell Commercial Investment Properties <i>with Emphasis on Working with Buyers</i>	\$49	View Flyer Here	Michael Simpson, NREA Founder

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
2 WCR Board Meeting (B) 11:30am – 1:30pm	3 NOTE: NO MAIN MEETING IN JULY CanTree Committee (B) 10:30am – 12noon Volunteer Coordinating Committee (T) 10:30 – 11:30am Charity Research Committee (P) 10:30 – 11:30am	4 SAR Closed in observance of Independence Day	5 NOTE: NO REAL ESTATE FINANCE & AFFILIATE FORUM IN JULY Internship Committee (T) 12noon – 1:30pm	6 SAR Closed 7:30 – 8:30am SAR Toastmasters Club (T) 7:45 – 9:15am
9 MetroList – TBD (T) 9:00 – 12noon Education Committee (B) 9:00 – 10:30am MetroList – TBD (T) 1:00 – 4:00pm Leadership Academy (B) 1:00 – 2:30pm	10 MetroList (EC – Full) 8:30am – 1:00pm Regional Meetings Visit www.sarcaravans.org YPN Advisory Meeting (B) 10:30 – 11:30am	11 SAR New Member Orientation (B) 1:00 – 4:30pm	12 Masters Club Steering Committee (B) 9:30 – 11:00am NARPM Luncheon (EC - W) 10:30am – 2:00pm Everything VA in 90min (T) 12noon – 1:30pm	13 SAR Toastmasters Club (T) 7:45 – 9:15am Sac Area RE Exchange Network (T) 10:00am – 12:30pm Charitable Foundation Pasta Feed Fundraiser (EC – Full) 6:00 – 9:00pm
16 No Events Scheduled	17 Regional Meetings Visit www.sarcaravans.org Marketing/Communications Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (T) 1:00 – 2:00pm	18 IREM Meeting (B) 9:00 – 10:00am Commercial Class (EC – W) 12noon – 1:30pm SAR New Member Orientation (B) 6:00 – 9:30pm	19 Grievance Committee (B) 10:00 – 11:30am WCR Business Luncheon (EC – W) 11:00am – 2:00pm	20 NOTE: NO PUBLIC ISSUES FORUM IN JULY SAR Toastmasters Club (B) 7:45 – 9:15am Executive Committee (P) 11:00am – 1:00pm Strategic Planning Committee (B) 1:00 – 2:00pm A Day at the Races (Cal Expo) 2:00 – 6:00pm
23 MetroList – TBD (T) 9:00 – 12noon MetroList – TBD (T) 1:00 – 4:00pm	24 Regional Meetings Visit www.sarcaravans.org Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:00pm	25 No Events Scheduled	26 How to List/Sell Commercial Investment Properties (T) 9:00am – 5:00pm YPN Mixer (Crawdads on the River) 5:30 – 7:30pm	27 SAR Toastmasters Club (T) 7:45 – 9:15am SAR BOD (B) 9:00 – 11:00am IREM – Lunch & Learn (EC – E) 12noon – 1:30pm
30 No Events Scheduled	31 Regional Meetings Visit www.sarcaravans.org zipForm Class (T) 10:00am – 12noon			

Calendar Information

*For Regional Meeting locations and times,
visit 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.

SAR VOLUNTEER CORNER

Yisrael Family Farm – Del Paso Heights Garden Build – May 16th

Just because you don't have a home on acreage doesn't mean you can't grow your own crops. The Yisrael Family Urban Farm is working to spread this message across Sacramento County. Based out of the Oak Park neighborhood, this concept originally began in 2008 with Judith and Chanowk Yisrael wanting to improve the eating habits for their family of 11. Living in what is known as a "food desert," they recalled how at the time it was easier to find processed junk food than an apple. Planting a garden allowed them access to fresh and healthy fruits and vegetables all year long. Over the last 10 years, their effort has grown to provide support to Sacramento County's large population of "food insecure" residents. The Yisrael's teach (and help) residents how to plan, construct, and harvest their gardens – a lifelong lesson they can pass on to family, friends and neighbors. The supply of fresh produce doesn't hurt, either.

SAR volunteers braved a fleeting spring rainstorm to help construct a 12'x12' garden for a Del Paso Heights family of 10 and also learned about the basics of urban farming. Some plants were donated by SAR Member Tanya Wermund, who helped plan this volunteer effort (and knew the family through a recent transaction). To find out more about the Yisrael Family Urban Farm, visit <http://www.yisraelfamilyfarm.net/>.

[View photos from volunteer effort](#)



River City Food Bank – May 18th

A pillar of the community since 1968, the River City Food Bank is Sacramento's oldest, continuously-serving food bank. Originally located at St. Paul's Episcopal Church in downtown, they moved to 1322 27th street in 1981. After an arson fire 2010 destroyed that location, the stalwart food bank pressed on and was eventually able to purchase their current location at 1800 28th street. In 2017 they began the process of converting St. Matthew Church at 2300 Edison into an additional food bank that will serve the thousands of food insecure residents living in the Arden Arcade area.

At this particular effort, volunteers helped food bank guests select healthy food options from the variety of donated goods. Allowing guests to make selections instills a sense of value in their day when so many other aspects of their lives are out of their control. Volunteers also helped unload shipments of donated goods, most of the time arriving by the truck full. You can find out more about this organization by visiting <http://rivercityfoodbank.org/>.

[View photos from volunteer effort](#)

You can sign up for SAR volunteer opportunities through your weekly e-mail blast or by contacting tony@sacrealtor.org.



Highest median sales price since August 2006, sub \$200k inventory: 36

APRIL

April closed with 1,587 sales, a 13.8% increase from March's 1,395. Compared April 2017 (1,512) the current figure is up 5%. Of the 1,587 sales this month, 227 (14.3%) used cash financing, 958 (60.4%) used conventional, 274 (17.3%) used FHA, 64 (4%) used VA and 64 (4%) used Other† types of financing.

The median sales price for April was \$370,000, a 1.4% increase from \$365,000 in March. Compared to April 2017 (\$329,500) the current figure is up 12.3%. The most recent time the median sales price reached \$370,000 or above was in August 2006, which was \$371,000. A year before that marked the highest median sales price recorded by SAR (\$392,750 in August 2005). The current figure of \$370,000 is 5.7% below the recorded high of August 2005.

Active Listing Inventory increased 14.6% from 1,817 to 2,082 units, but the Months of Inventory remained at 1.3 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 table to the right breaks down the months of inventory in each price range. The sub-\$200k market logged 36 units for sale while the \$1million+ market recorded 100 units for sale.

The Average DOM (days on market) dropped from 25 to 23 month to month and the Median DOM dropped from 11 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 1,587 sales this month, 78.8% (1,251) were on the market for 30 days or less and 90.2% (1,431) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold jumped from \$232.5 to \$237.5 from March to April.

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

Let's Talk Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	10	11	0.9
\$160,000 - \$179,999	8	12	0.7
\$180,000 - \$199,999	18	11	1.6
\$200,000 - \$249,999	112	123	0.9
\$250,000 - \$299,999	258	226	1.1
\$300,000 - \$349,999	285	280	1.0
\$350,000 - \$399,999	291	294	1.0
\$400,000 - \$449,999	196	188	1.0
\$450,000 - \$499,999	210	129	1.6
\$500,000 - \$549,000	142	93	1.5
\$550,000 - \$599,000	122	55	2.2
\$600,000 - \$649,999	77	46	1.7
\$650,000 - \$699,999	66	26	2.5
\$700,000 - \$749,999	38	26	1.5
\$750,000 - \$799,999	49	10	4.9
\$800,000 - \$999,000	100	39	2.6
\$1,000,000 and over	100	18	5.6

Total: 2,082 1,587 Total: 1.3

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

April 2018

MLS STATISTICS for April 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	2,284		2,077	10.0%		2,005		13.9%
Active Listing Inventory †	2,082		1,817	14.6%		1,771		17.6%
Active Short Sale (included above)	9		8	12.5%		22		-59.1%
Pending Short Lender Approval	34		36	-5.6%		57		-40.4%
Pending Sales This Month	1,378		1,204	14.5%		1,181		16.7%
Number of REO Sales	17	1.1%	23	-26.1%	1.6%	42	2.8%	-59.5%
Number of Short Sales	9	0.6%	13	-30.8%	0.9%	29	1.9%	-69.0%
Equity Sales**	1,561	98.4%	1,358	14.9%	97.3%	1,402	92.7%	11.3%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	1	0%	0.1%	39	2.6%	-100.0%
Total Number of Closed Escrows	1,587	100%	1,395	13.8%	100%	1,512	100.0%	5.0%
Months Inventory	1.3 Months		1.3 Months	1.3	0.0%	1.2 Months		8.3%
Dollar Value of Closed Escrows	\$646,993,076		\$554,128,708	16.8%		\$551,830,380		17.2%
Median	\$370,000		\$365,000	1.4%		\$329,500		12.3%
Mean	\$407,683		\$397,225	2.6%		\$364,967		11.7%
Year-to-Date Statistics	1/01/18 to 4/30/18		1/01/18 to 4/30/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			4/30/2017		Change
Number of Closed Escrows	5,242		5,303			5,048		3.8%
Dollar Value of Closed Escrows	\$2,054,785,827		\$2,076,662,547			\$1,788,912,927		14.9%
Median	\$350,000		\$360,000			\$323,000		8.4%
Mean	\$391,985		\$391,601			\$354,381		10.6%

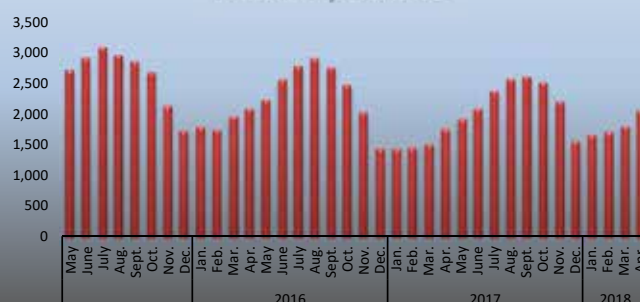
Sales Volume



Median Sales Price



Inventory Volume



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

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

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

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Data for Sacramento County and the City of West Sacramento

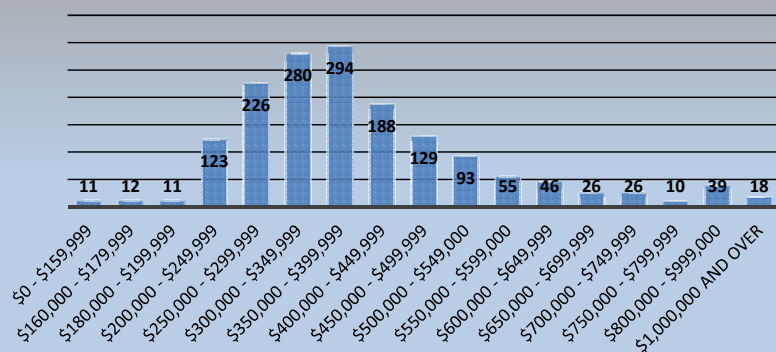
MLS STATISTICS for April 2018

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

1 House on Lot

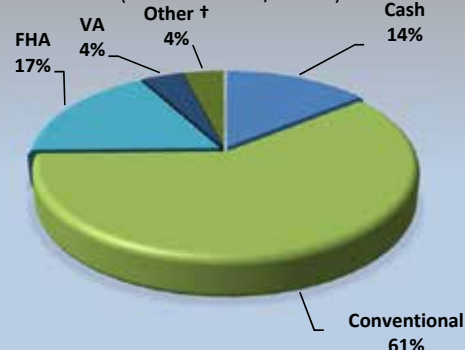
Total: 1,587



Type of Financing/Days on Market

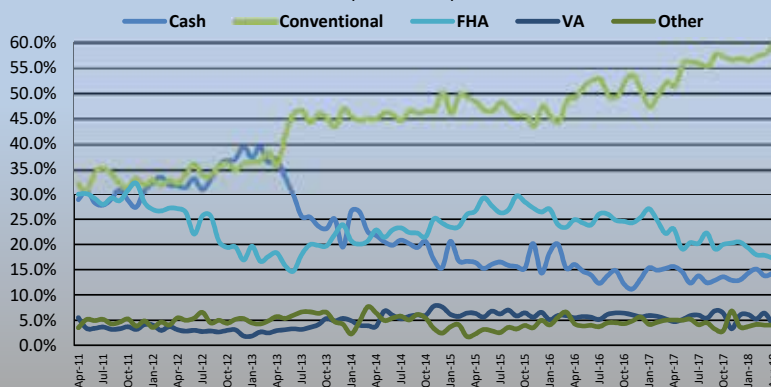
TYPE OF FINANCING

(1 House on Lot/Condo)



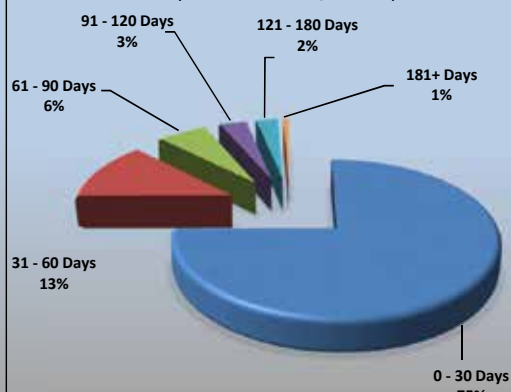
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Single Family Home only)	# of Units	% of Total	# of Units	% of Total	% of Total				
Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	227	14.3%	192	13.8%	0 - 30	1,251	78.8%	72.1%	75.9%
Conventional	958	60.4%	809	58.0%	31 - 60	180	11.3%	14.2%	14.1%
FHA	274	17.3%	249	17.8%	61 - 90	79	5.0%	7.3%	5.4%
VA	64	4.0%	89	6.4%	91 - 120	28	1.8%	3.2%	2.3%
Other †	64	4.0%	56	4.0%	121 - 180	37	2.3%	2.5%	1.5%
Total	1,587	100.0%	1,395	100.0%	181+	12	0.8%	0.6%	0.7%
					Total	1,587	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:	10	11
Average Price/Square Foot:	23	25
	\$237.5	\$232.5

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© | 2018 SAR

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May 2018

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Joyce Bendana

Joyce L. Bendana

Julie Bergstrom

Chicago Title Company

Jeffrey Boucher

Paladin Commercial Real Estate

Austin Braaten

Guild Mortgage

Elizabeth Brewster

Elizabeth Brewster

Zac Everhart

Umpqua Bank Home Lending

Ruben Gutierrez

Golden1 Credit Union Home Loan

Heather Henson

Golden Bay Mortgage Group

Vadim Kalenyuk

1A Garage Doors, Inc.

Joseph Kelley

Golden Bay Mortgage Group

Dave Mahoney

Paramount Partners Group

Jim Montgomery

Horace Mann Agency

Cyrus Mulitalo

Paramount Partners Group

Eric Riley

Vitek Mortgage Group

Tony Simpson

Chase

Jason Thomas

Paramount Partners Group

Cam Villa

Golden Bay Mortgage Group

Designated REALTORS®

Evan Banning

California Housing and Lending

Mary Bustamante

Mary Bustamante

Dennis Steinbach

Equity One Real Estate

Joanne Webb

Joanne Webb

MLO

Daniel Velasquez

The GFL Capital Group, Inc.

New REALTOR® Members

Mauana Anderson

All City Homes

Tamara Bailey

Coldwell Banker Residential Br

Richard Banh

Java Realty

Juan Barajas-Rodriguez

Intero Real Estate Services

Louise Barnett

Lyon RE Folsom

Maria Biundo

Keller Williams Realty Elk Grove

Richard Caldwell

Keller Williams Realty

Nicole Carmier

Coldwell Banker Residential Br

Fong Cha

Curve Real Estate

Eric Chan

Amen Real Estate

Shivkarn Claire

Orbit Realty

Rochelle Congdon

RE/MAX Gold Elk Grove

Tania Crampton

Consumer Plus Realty

Mackenzie Dahler

RE/MAX Gold Fair Oaks

Mark Gilkey

HP Real Estate

Silvia Gutierrez Monney

Dean Adams Residential R.E.

Shadi Hajizadeh Barfjani

Keller Williams Realty

Thomas Hannon

Redfin Corporation

Michael Hill

Berkshire Hathaway HS Elite

Shauna Hogg

Keller Williams Realty Capital

Timothy Howard

Purplebricks Realty, Inc.

Artem Ivanchenko

HomeSmart ICARE Realty

Richard Jackson

Berkshire Hathaway HomeServices

George James

BHHS Drysdale Properties

Reginald Jean-Gilles

Keller Williams Realty

Robert Johnson

Real Broker

Nathan Jones

Lyon RE Elk Grove

Rebecca Juarez

NAREM

Anna Kalashnikova

Alexis McGee Group, Inc.

Shane Keefauver

eXp Realty of CA, Inc.

Linda Kidane

Berkshire Hathaway HS Elite

Jacob Kreger

Intero Real Estate Services

Rebecca Larson

Keller Williams Realty

Victor Ligan

Berkshire Hathaway HS Elite

Lacey Marr-Jones

eXp Realty of CA, Inc.

Jayme Massey

NextHome Premier Properties

Yvette Medina

HomeSmart ICARE Realty

Ana Miles-Reyes

HomeSmart Intrust Realty Group

Sithumini Millawabandara

Keller Williams Realty Natomas

James Milliken

Villa Realty

Mehdi Mizani

VGC Real Estate Group

Deborah Nichols

RealHome Services & Solutions

Jason Oliveira

Bruce Mills, Inc.

Matthew Parsons

The Turtlestone Group Corp

Lekendrick Pearson

Batta Realty

Brooke Petricca

Redfin Corporation

Candice Phillips

Keller Williams Realty

Justin Pinnell

M&M Real Estate

Cheyenne Police

Empower Property Solutions

Paul Porter

Tower Real Estate Brokers, Inc.

Danny Rayos

Keller Williams Realty

Daniel Rector

Coldwell Banker Residential Brokerage

Cynthia Robinson

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RE/MAX Gold Roseville

Elsa Romo-Flores

NewVision Realty Group

Steven Rowe

Allison James Estates & Homes

Justin Rozell

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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 2018 Interns. Eight interns were recognized on Wednesday, May 9 at an SAR Celebration of Completion. Beginning in January, 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 fifth 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 SAR, however, 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.

SAR has gained new members from the intern classes and 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. Current board member Maurice Thomas, current Secretary-Treasurer Judy Covington and current SAR President 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.

[View all the photos from the Intern Celebration here.](#)



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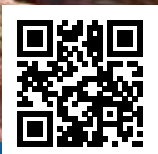
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