



# SACRAMENTO REALTOR®

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

MAY 2018

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



# LEADERSHIP



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## Leadership

*"Leaders must be close enough to relate to others, but far enough ahead to motivate them."*

John C. Maxwell, Author

Leadership is defined by Merriam-Webster as a "capacity to lead." What does that mean to you? Who do you consider a leader? Have you had a leader who has helped shape your life? Your career? We all have hopefully had a person in our lives who we can call a leader.

When I think of a leader, I think of someone who is motivating. Someone who inspires others to do better, to push themselves. A leader has vision. A vision for their family, their business, their employees. They are focused on a distant, but not unobtainable, final goal. And once they get their team to that goal, a true leader will spot another goal in the distance.

*"Ultimately, leadership is not about glorious crowning acts. It's about keeping your team focused on a goal and motivated to do their best to achieve it, especially when the stakes are high and the consequences really matter. It is about laying the groundwork for others' success, and then standing back and letting them shine."*

Chris Hadfield, Astronaut

The above quote resonates with me; it explains how true leadership does not grow from a selfish place inside a person. Ambition maybe, greed definitely – but not leadership. Leaders focus on the greater good. I cannot recall who first said it, but the adage "do what is right, not what is easy" applies to leaders. Don't cut corners, do not throw others "under the bus," don't shift the blame. Leaders accept responsibility for failures and strive to correct them.

*"The function of leadership is to produce more leaders, not more followers."*

Ralph Nader

The saying "leave this place better than how you found it" certainly applies to leadership and Mr. Nader could not be clearer in the above quote. A proper leader begets others to lead. I am fortunate enough to have had leaders throughout my life who have pushed me to do more and step outside my comfort zone. Taking the path towards leadership here at SAR was intimidating (and still is!), but I am inspired to persist by the leaders that have come before me and those who surround me on a daily basis. Find your leader. Become a leader.



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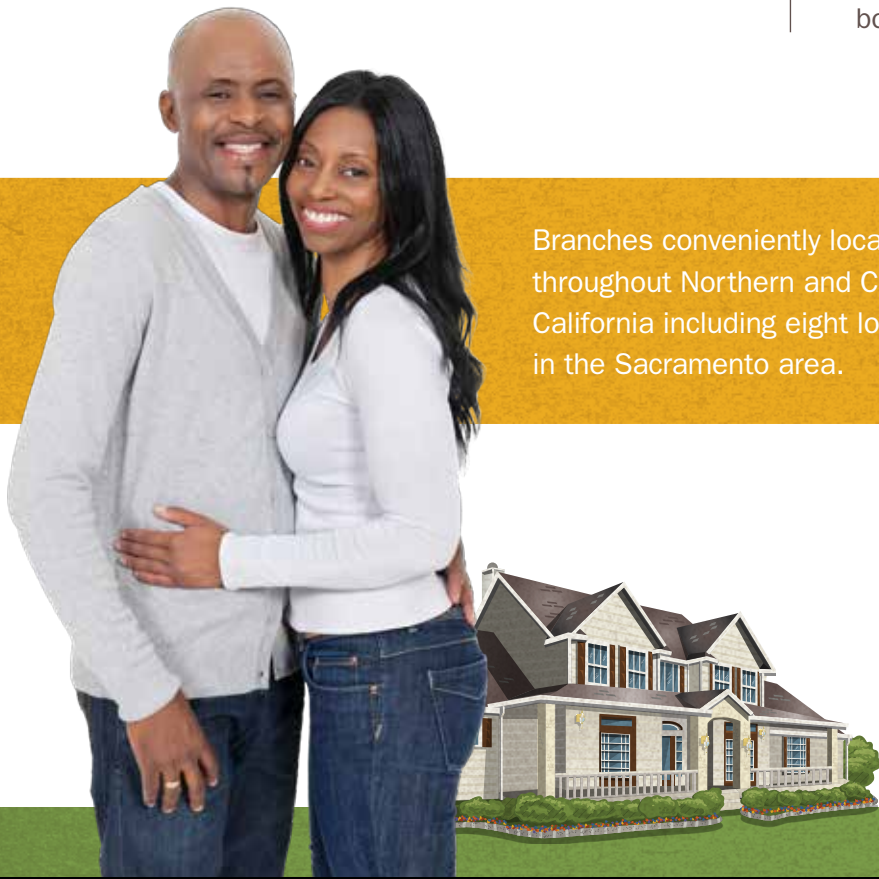
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**BY: Caylyn Wright, SAR Government Affairs Director**

The last two months we have discussed the pending City of Sacramento ballot initiative to institute rent control and just cause for eviction in the City. If passed, this would have a negative impact on the future of the City of Sacramento, and on a REALTORS® ability to conduct business. Defeating rent control is absolutely our top priority.

In previous months we have highlighted the process for qualification this initiative will go through to end up on the November City of Sacramento ballot. And we discussed the highlights of what the initiative contains:

- Limiting rent increases between 2% and 5% every year
- Establishing just cause for eviction, limiting a landlords ability to remove bad tenants to nine specific reasons
- Creating extreme relocation fees minimum \$5,500 up to \$8,500 if a landlord needs to:
  - o Move into their own property
  - o Complete substantial repairs that require vacancy
  - o Withdraw the unit from the market
  - o Demolish the rental unit
- Develops a bureaucratic elected rent board that will set unlimited fees on landlords to fund their new board – we expect this to run approximately \$5 million annually

While this is onerous enough and creates a tremendous disincentive to be a landlord in the City of Sacramento, it is not the only pending rent control issue, which makes the entire puzzle more complex. In late April, a group turned in over 500,000 signatures to

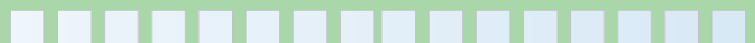
overturn Costa Hawkins on the November statewide ballot, which would have a huge negative impact on both rental property and real estate throughout California.

Costa Hawkins is a California State law enacted in 1995 that limits local rent control ordinances. First, it exempts properties that are between one and four units from rent control in the State of California. Second, it exempts anything built after 1996. Third, it prohibits “vacancy control,” meaning rent increases are even limited when a tenant leaves a property. So if Costa Hawkins is overturned, cities with local rent control ordinances can include single family homes, new construction, and artificially low rent set by rent control will carry from tenant to tenant.

Should Costa Hawkins be overturned in November and the City of Sacramento local rent control ordinance pass, it will create a huge disincentive to own rental property in the City of Sacramento. All rental units would be subject to these restrictive and onerous laws. It would also stop construction of new units, which is the only real way to cure the lack of housing supply, not only in the City of Sacramento, but throughout California.

Defeating rent control is the top political priority of the Sacramento Association of REALTORS®. Rent control polls very well with voters in the City of Sacramento, so we have our work cut out for us to educate voters on the negative impacts this would have on the City. This education campaign will be expensive, and in the coming months we will ask every SAR Member to make a financial contribution to the effort. While we know this move is out of the ordinary, this is a once in a lifetime political fight for private property rights.

## OFFICIAL NOTICE



As required by California Corporations Code Section 8320, et seq. the Annual Report of the Sacramento Association of REALTORS® is made available to Members submitting a written request to receive a printed copy of the report. All written requests for the report should be submitted to Chris Ly, Chief Operating Officer at the Association Headquarters.



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**LOOK FOR THE BADGE!**

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## Leadership is in the Actions Not Words

Much has been written on the topic of leadership but defining leadership is truly difficult. It is difficult to define what a great leader is; but we know a great leader when we see one. Nonetheless, there seems to be some common traits that successful leaders exhibit.

Leaders take the intangible vision or direction of their organization and turn that in to the day to day steps to achieve those goals. In our company, that takes the shape of how we market, the industries we reach out to, and the strategic partner relationships we nurture. For us, that market is the real estate market and our strategic partners are the relationships we maintain with real estate professionals like yourselves. There are lots of ways to accomplish this. For our company, our vision has been to be a resource for real estate professionals and real estate associations in Northern California. It is why we dedicate a portion of our practice to providing seminars and education opportunities for real estate professionals. This was never more evident than April 20, 2018 when over 500 SAR agents showed up for our 2018 Real Estate Trends Seminar sponsored by CREB and hosted by SAR. Over the course of 6 seminars, we were able to provide nearly 2000 agents with information relevant to the 2018 market and pitfalls to avoid in their practice.

As important as it is for a leader to put the vision in motion, it is more important for a leader to inspire their team members to perform at a level greater than they thought was possible. I have a saying around the office that **"a lone wolf never survives but the pack thrives"**. The premise is that the team as a whole is able to accomplish infinitely more than the individual who goes it alone. I spend a fair amount of time in the wilderness and the one thing that is certain is that there is no such thing as a lone wolf. Wolves live in groups, they hunt in packs, and work together for their common existence and survival. So too should every organization. No successful organization, civilization, or nation was built on the back of a single individual. They were built by a team of people or a conglomeration of individuals. While a leader is the catalyst that propels the vision of the organization, it is the people within that carry that vision to fruition. We recognize and value the team approach, which is why every file in our office is routinely discussed by all the attorneys in the firm. In carrying out this important function we schedule a meeting every month for the attorneys to discuss each case and bounce ideas off each other to insure the best possible results and strategies are employed for each client.

Finally, the most important function of the leader is to give credit where credit is deserved. As leaders we give our people the opportunity to succeed and when they do we should be the first ones to congratulate them on their success. Many times, the successes of our people are not because of our leadership, but in spite of our leadership. When a lawyer wins a trial, I try to be the first one to congratulate them. Likewise, when they lose a motion or a trial, I want to be the first one to console them, but also to help them evaluate why that result occurred and whether they could have done anything else. In a trial, just as in a bidding war for a home, there will always be a winner and a loser, but the leader must know that they did their best for their client, for their company, and for their profession. That knowledge is what enables us to continue on to greater success tomorrow.

As I wrap up this article, I will leave you with one question -- How much more successful could our people be if we weren't getting in their way?



# Article 1

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

## Case #1-6: Fidelity to Client's Interests

*(Originally Case #7-7. Reaffirmed May, 1988. Transferred to Article 1 November, 1994. Revised November, 2001.)*

REALTOR® A managed an apartment building owned by Client B. In his capacity as property manager, REALTOR® A received a written offer to purchase the building from Buyer C. REALTOR® A responded that the building was not for sale. A few days later Buyer C met Client B and told him that he thought he had made an attractive offer through his agent and indicated that he would be interested in knowing what price would interest Client B. Client B answered that he had received no offer through REALTOR® A and asked for the details.

Client B then filed a complaint against REALTOR® A with the local Board of REALTOR® charging failure to represent and promote his interests. His complaint specified that while REALTOR® A had been engaged as a property manager, he had at no time told him not to submit any offers to buy, and that in the absence of any discussion whatever on this point, he felt that REALTOR® A should have recognized a professional obligation to acquaint him with Buyer C's offer which, he stated in the complaint, was definitely attractive to him.

REALTOR® A was notified of the complaint and directed to appear before a panel of the Board's Professional Standards Committee. In his defense,

REALTOR® A stated that his only relationship with Client B was a property manager under the terms of a management contract; that he had not been engaged as a broker; that at no time had the client ever indicated an interest in selling the building; that in advising Buyer C that the property was not on the market, he felt that he was protecting his client against an attempt to take his time in discussing a transaction which he felt sure would not interest him.

It was the conclusion of the Hearing Panel that REALTOR® A was in violation of Article 1; that in the absence of any instructions not to submit offers, he should have recognized that fidelity to his client's interest, as required under Article 1 of the Code of Ethics, obligated him to acquaint his client with a definite offer to buy the property; and that any real estate investor would obviously wish to know of such an offer.

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- Logo on photo backdrop, all marketing materials

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- Includes 2 tickets
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- Logo on all marketing materials

## BAR SPONSOR – \$1000

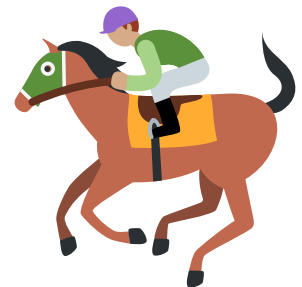
*(limited to two)*

- Includes 4 tickets
- Your company logo and any marketing materials (provided by you) at one of the 2 bars
- Option to add cocktail napkins with your logo for an additional \$250

## GIFT CARD – \$500

*(unlimited)*

- Includes 1 ticket
- Your business card on (2) \$50 gift cards to be raffled off during the event
- Your company logo on event signage



*For more information or to become a sponsor,  
contact Madison at [mhallsacrealtor.org](mailto:mhallsacrealtor.org)*



## Leadership

Every aspect of our life is impacted by leadership. Some good, some bad, but always by leadership.

When we think of leadership we often think about it on a grand scale. Military leadership, political leadership, workplace leadership. But it is the lower level, even internal leadership, that generally has the most impact on us and the ones around us.

Leadership actually begins at home. For most of us the first exposure to leadership was those persons performing the parental supervision role in our early years. The example set for us there greatly influenced what type of leaders we became in our later years. My Dad was a hard worker and he insisted that I be the same. We had a quarter acre garden on our property and he taught me to farm that land which provided most of our family's vegetables. Unfortunately, at the time that we might have begun having conversations about life in general, he drowned when I was just 13 years old.

The next opportunity most of us have to experience leadership is in school. Many of us remember that special teacher or coach that made a difference in our lives. Many of us credit that person with the direction the rest of our lives took.

As we move into our adult lives we often find employers or supervisors that influence us. I was lucky in my life that as a young Army officer I served under Major Petrie for about six months in Sattahip, Thailand. He took me aside and taught me many life lessons that I might have learned from my Dad if he had lived longer. I credit Major Petrie's leadership with being the greatest influence on my life.

As we proceed with life many of us find ourselves in leadership positions. We may be team leaders, we may be office managers, we may be chairs on committees, we may hold elected positions or any other leadership positions. No matter which of those positions we may hold, we have one overriding obligation that exceeds the duties of the position we hold. We have a duty to develop our replacement.

That is a duty of all leaders. To look around and find one or more individuals with skills similar to ours, hopefully even greater than ours, and then develop within that person the desire to move into leadership themselves. If anyone in a leadership positions steps aside and there is a void created, they have failed as a leader.

Let us all be great leaders. Let us reach out and encourage that other person to achieve their full potential, just as we try to achieve our own.







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# SAR VOLUNTEER CORNER

## Rebuilding Together – April 21st

If you've been an SAR Member for at least six months, you may have heard of something called Rebuilding Together. Twice per year SAR offers Members the opportunity to change a local homeowner's life in a major way by rehabilitating their home to make it safer, more functional, more efficient, and "prettier." Quotations are used with "prettier" because that is – by far – not the main focus of the effort, but it is quite often the result. Volunteers took on everything – removing dry-rot, replacing siding, painting the entire house and everything in between. The most dedicated did not leave until well after 7pm. On this particular Rebuild Day, SAR was honored to partner with both AREAA and Wells Fargo. This group effort confirmed the dedication local real estate professionals have for their community.

In addition to SAR recruiting volunteers, the SAR Charitable Foundation provides a donation to "adopt a house" and help pay for needed materials. There is day-of work (shown in these photos), but there are also multiple volunteers for each house that go the extra mile. These volunteers are dubbed House Captains. They volunteer extra days to meet with Rebuilding Together staff, the homeowners, licensed contractors, and more to determine the scope of work needed for the home based off the amount of funding available. Our recent House Captain was SAR Member Daniel Kwon. He and his dedicated colleagues directed volunteers throughout the day and stayed until the last nail was driven into the siding and the last coat of paint sprayed on.

Rebuilding Together Sacramento is the local chapter of this nation-wide organization. Their mission is to provide services that are focused on the principles of keeping a home safe, energy efficient, dry, maintained, and clean, pest free, containment free and ventilated.

They make these home rehabilitations possible by bringing together numerous community partners, volunteers and donors to strengthen lives and neighborhoods. To find out more about this organization, please visit [www.rebuildingtogethersacramento.org](http://www.rebuildingtogethersacramento.org).

You can sign up for SAR volunteer opportunities through your weekly e-mail blast or by contacting [tony@sacrealtor.org](mailto:tony@sacrealtor.org).

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## Masters Club Awards Celebration

The sparkling new Kimpton Sawyer Hotel set the stage for an equally stunning event – the annual Masters Club Awards Celebration. The Masters Club represents those SAR Members who are in the upper echelon of the local real estate market. Each Masters Club Member has met a certain annual production requirement – for 2017 the qualifying amount was set at \$5million in production AND at least 8 closed ends OR 20 closed ends. This year there were over 700 Masters Club Members, including 98 Members who were brand new to the club.

Attendees enjoyed alluring appetizers and delectable desserts as they mingled throughout the modern architecture of the swanky new space, with the main event taking place on the 2nd floor in the glorious Magnolia Ballroom. In addition to recognizing the accomplishments of both new and seasoned Members, this occasion was also the installation of the new leadership of the Masters Club Steering Committee. Past President Amber Steadman graciously welcomed incoming President Michael Onstead to the helm of this prestigious crew. The Masters Club Steering Committee oversees every aspect of the Masters Club and is responsible for planning and executing all Masters Club events (like this one) as well as selecting and distributing charitable donations to local non-profits. Last year at the annual Masters Club Breakfast they proudly bestowed \$7,000 each to Sacramento Children's Receiving Home, Stanford Youth Solutions, and Women's Empowerment.

We look forward to continued excellence from the this group and you can find the introductory article by your new Masters Club Steering Committee President Michael Onstead in the June edition of you monthly e-newsletter.







# SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	MORE INFORMATION	INSTRUCTOR
May 8	1:00 – 4:00pm	<b>Duane Gomer 45 Hour License Renewal</b>	\$85	<a href="#">View Flyer Here</a>	Duane Gomer Representative
May 12	8:30am – 5:00pm	<b>Duane Gomer's Exam Prep</b>	\$150	<a href="#">View Flyer Here</a>	David Lovenvirth
May 23	12noon – 1:30pm	<b>Lunch &amp; Learn - Base of Operations:</b> <i>Real Estate Tech &amp; Marketing Crucial for Your Business</i>	\$20	<a href="#">View Flyer Here</a>	Ulysses Baltazar
May 30 - May 31	8:30am – 5:30pm	<b>Duane Gomer's 20 Hour Live CA &amp; DBO Safe Comprehensive Course</b>		<a href="#">View Details Here</a>	Ryan Lundquist, Lundquist Appraisal Company
May 31	12noon – 1:30pm	<b>Lunch &amp; Learn – Is Property Management Right for You?</b>	\$20 Lunch & Learn	<a href="#">View Flyer Here</a>	Bruce Mills
June 1	9:00am – 12noon	<b>How to Think Like an Appraiser</b>	\$25	<a href="#">View Flyer Here</a>	Ryan Lundquist, Lundquist Appraisal Company
June 2	1:00 – 4:00pm	<b>Duane Gomer's 20 Hour Pre-Licensure Course for MLO</b>		<a href="#">View Details Here</a>	Duane Gomer Representative
June 6	9:00am – 12:15pm	<b>Property Management Basics:</b> <i>Getting Started in Property Management</i>		<a href="#">Register for Day 1</a> <a href="#">Register for FULL SERIES</a> <a href="#">View Flyer Here</a>	Bob Thomas
June 8	9:00am – 1:00pm	<b>Using the RPA</b>	\$25	<a href="#">View Flyer Here</a>	David Tanner, Esq
June 9	8:30am – 5:00pm	<b>Duane Gomer's Exam Prep</b>	\$150	<a href="#">View Flyer Here</a>	David Lovenvirth
June 13	9:00am – 12:15pm	<b>Property Management Basics:</b> <i>The Nuts &amp; Bolts of Your Documents</i>		<a href="#">Register for Day 2</a> <a href="#">View Flyer Here</a>	Bob Thomas
June 14	12noon – 1:15pm	<b>The Emerging Trend of Cannabis in Real Estate</b>	\$25	<a href="#">View Flyer Here</a>	Ryan Lundquist, Lundquist Appraisal Company
June 15	12noon – 1:30pm	<b>Lunch &amp; Learn - Focused Geographic Farming</b>	\$20 Lunch & Learn	<a href="#">View Flyer Here</a>	Jason C. Scott, Regional Sales Representative
June 19	9:00am – 2:00pm	<b>Fundamentals of Transaction Coordination</b>	\$100	<a href="#">View Flyer Here</a>	Wendi Molina, C.A.R. Instructor
June 20	9:00am – 12:30pm	<b>Transaction Coordination 2</b>	\$90	<a href="#">View Flyer Here</a>	Wendi Molina, C.A.R. Instructor
June 20	9:00am – 12:15pm	<b>Property Management Basics:</b> <i>You are being Audited, are You Ready?</i>		<a href="#">Register for Day 3</a> <a href="#">View Flyer Here</a>	Bob Thomas
June 27	9:00am – 12:15pm	<b>Property Management Basics:</b> <i>Let's Make Some Serious Money</i>		<a href="#">Register for Day 4</a> <a href="#">View Flyer Here</a>	Bob Thomas

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit [ims.sacrealtor.org](https://ims.sacrealtor.org). Questions - contact **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.



# JUNE CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
				1
				<b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am <b>How to Think Like an Appraiser (EC-W)</b> 9:00am – 12noon <b>Broker/Manager Forum (B)</b> 9:30 – 10:30am
4	5	6	7	8
<b>MetroList Prospector I (T)</b> 9:00 – 12noon <b>WCR Board Meeting (B)</b> 11:30am – 1:30pm <b>MetroList Prospector II (T)</b> 1:00 – 4:00pm	<b>SAR Main Meeting (EC)</b> 9:00 – 10:30am <b>CanTree Committee (B)</b> 10:30am – 12noon <b>Volunteer Coordinating Committee (T)</b> 10:30 – 11:30am <b>Charity Research Committee (P)</b> 10:30 – 11:30am	<b>SAR New Member Orientation (B)</b> 9:00am – 12:30pm <b>Prop. Mgmt. Basics – Course 1 (T)</b> 9:00am – 12:15pm <b>Commercial Class (EC - W)</b> 10:00am – 1:00pm	<b>Real Estate Finance &amp; Affiliate Forum (EC - W)</b> 9:00 – 10:30am <b>Internship Committee (EC - W)</b> 12noon – 1:30pm	<b>SAR Closed</b> 7:30 – 8:30am <b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am <b>Using the RPA (EC-W)</b> 9:00am – 1:00pm <b>Sac Area RE Exchange Network (T)</b> 10:00am – 12:30pm
11	12	13	14	15
<b>Education Committee (B)</b> 9:00 – 10:30am <b>Leadership Academy (B)</b> 1:00 – 2:30pm	<b>Regional Meetings</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>YPN Advisory Meeting (B)</b> 10:30 – 11:30am <b>Asset Exchange Company (EC-W)</b> 9:30 – 11:30am	<b>Prop. Mgmt. Basics – Course 2 (T)</b> 9:00am – 12:15pm <b>SAR New Member Orientation (B)</b> 1:00 – 4:30pm	<b>The Emerging Trend of Cannabis in RE (EC-W)</b> 9:00am – 12noon <b>Masters Club Steering Committee (B)</b> 9:30 – 11:00am	<b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am <b>Public Issues Forum (B)</b> 9:30 – 10:30am <b>Executive Committee (P)</b> 11:00am – 1:00pm <b>Clean Air Partnership (EC-E)</b> 10:00am – 2:30pm <b>Focused Geographic Farming (EC-W)</b> 1:00 – 2:00pm <b>Strategic Planning Committee (B)</b> 12noon – 1:30pm
18	19	20	21	22
No Events Scheduled	<b>Regional Meetings</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>Fundamentals of Transaction Coordination (EC – E)</b> 9:00am – 2:00pm <b>Marketing/Communications 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>Transaction Coordination 2 (EC – E)</b> 9:00am – 12:30pm <b>Prop. Mgmt. Basics – Course 3 (T)</b> 9:00am – 12:15pm <b>IREM Meeting (B)</b> 9:00 – 10:00am <b>SAR Commercial Class (EC – W)</b> 12noon – 1:30pm <b>SAR New Member Orientation (B)</b> 6:00 – 9:30pm	<b>NARPM Class (T)</b> 9:00 – 11:00am <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>SAR Toastmasters Club (T)</b> 7:45 – 9:15am <b>SAR BOD (B)</b> 9:00 – 11:00am <b>IREM – Lunch &amp; Learn</b> 12noon – 1:30pm
25	26	27	28	29
<b>MetroList Mobile Workshop (T)</b> 9:00 – 12noon <b>MetroList Realist Workshop (T)</b> 1:00 – 4:00pm	<b>I Meetings</b> Visit <a href="http://www.sarcaravans.org">www.sarcaravans.org</a> <b>Cultural Diversity &amp; Fair Housing Committee (B)</b> 10:30am – 12noon <b>SAR Past Presidents Luncheon (Invite Only) (EC – W)</b> 11:30am – 1:30pm	<b>Prop. Mgmt. Basics – Course 4 (T)</b> 9:00am – 12:15pm <b>SAR Closed</b> 1:00 – 2:00pm	No Events Scheduled	<b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am <b>Broker/Manager Forum (B)</b> 9:30 – 10:30am

## 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.*



# 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](http://www.sacrealtor.org/caravans)

## 4/24 Downtown Regional Meeting

The Downtown Regional Meeting hosted **Charlie Tiwana, Vice President of Strategic Investments with New Faze Development**. Below is a summary of the information presented at the meeting.

### Who they are and what they do.

New Faze Development, led by founder, real estate developer, and District 2 Councilman Allen Warren, builds quality market rate affordable housing. They primarily focus in urban infill settings and serve economically diverse areas.

## Housing Projects Currently in Construction:

### Renaissance at Dry Creek

Located in North Sacramento along Marysville Boulevard and Dry Creek Road, this subdivision consists of 53 single family homes and 10 halfplex homes. Units range in size from 1,300 – 2,136 square feet. No HOA and No Mello-Roos at this subdivision.

Phase 1 – 5 Homes Closed

Phase 2 – 6 Homes Sold Out and Under Construction

Phase 3 – 9 Homes in Construction and 7 of 9 Homes Available

### Urbane30

Located on 30th and U Streets in Midtown. Consists of 7 units situated on .22 acres. Homes range in size from 1,200 – 1,600 square feet. Homes are 3 stories with rooftop patio decks accessed through the inside of the homes. Homes will be available end of May/beginning of June 2018.

## Projects Coming Soon:

### Victoria Park

Located in South Sacramento along 47th Avenue and 47th Street. Subdivision consists of 113 single family homes, 17 multi-dimensional units, and 30 apartments situated above commercial retail space of 26,520 square feet. Single family homes range from 1,400 – 1,900 square feet. Site includes an affordable housing component consisting of 12 affordable units - 3 very low income and 9 low income, ranging in size from 850 – 1,100 square feet with the option of 2 or 3 bedroom units.

### Tiny Home

Consists of 50 single family homes, ranging in size from 240 – 620 square feet. Located on Rio Linda Boulevard near Las Palmas Avenue and backs up to the Sacramento Northern Bike Trail. Subdivision will be gated and features a community clubhouse and community garden. Offering a free bike with the purchase of a tiny home. These tiny homes will not be on wheels, but on slab-on-grade construction.



## Spring Surge: sales volume, median sales price increase for the month

# MARCH

March ended with 1,395 sales, marking a 23.3% increase from the 1,131 sales of February. Compared with one year ago (1,407), however, the current figure is a .9% decrease. Of the 1,395 sales this month, 192 (13.8%) cash financing, 809 (58%) used conventional, 249 (17.8%) used FHA, 89 (6.4%) used VA and 56 (4%) used Other† types of financing.

### Just the Facts - March 2018

	Mar-18	Feb-18	Change	Mar-17	Change (from '18)
<b>Sales</b>	<b>1,395</b>	<b>1,131</b>	<b>23.3%</b>	<b>1,407</b>	<b>-0.9%</b>
<b>Median Sales Price</b>	<b>\$365,000</b>	<b>\$349,900</b>	<b>4.32%</b>	<b>\$328,000</b>	<b>11.3%</b>
<b>Active Inventory</b>	<b>1,817</b>	<b>1,724</b>	<b>5.4%</b>	<b>1,525</b>	<b>19.1%</b>
<b>Median DOM</b>	<b>11</b>	<b>13</b>	<b>-15.4%</b>	<b>10</b>	<b>10.0%</b>
<b>Avg. Price/SqFt</b>	<b>\$233</b>	<b>\$229</b>	<b>1.5%</b>	<b>\$216</b>	<b>7.7%</b>

The month closed with a median sales price of \$365,000, a 4.3% increase from \$349,900 in February. Compared to one year ago, the sales price is an 11.3% increase from \$328,000 in March 2017. The highest median sales price recorded by the Sacramento Association of REALTORS® was \$392,750 in August 2005. The current figure of \$365,000 is 7.1% below the recorded high.

Active Listing Inventory increased 5.4% from 1,724 to 1,817. The Months of Inventory, however, decreased from 1.5 to 1.3 Months. A year ago the Months of inventory was 1.1 and Active Listing Inventory stood at 1,525 listings (19.1% below the current figure).

**Average (or Mean)** – the sum of the values in a data range divided by the number of values in that data range

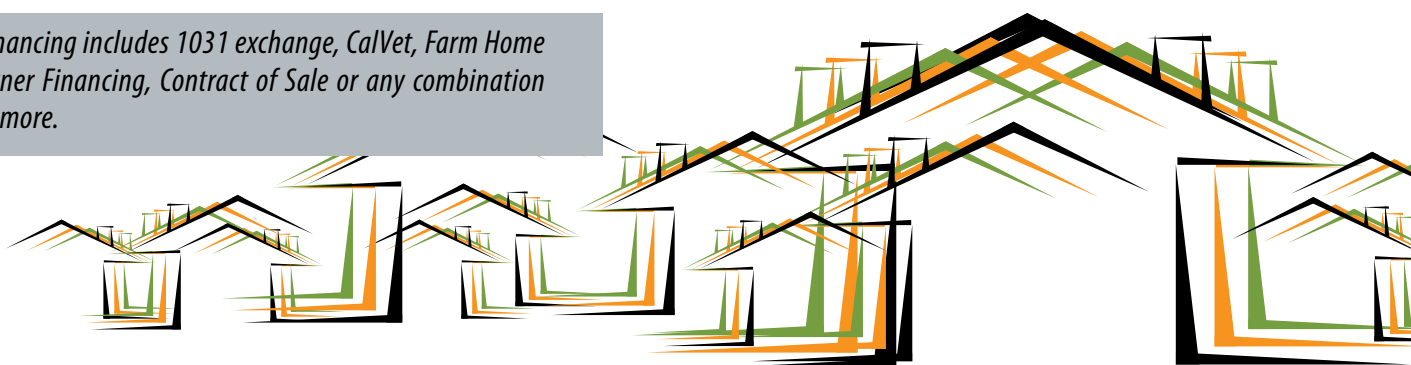
**Median** – the middlemost number in a set of data

The Average DOM (days on market) dropped from 31 to 25 month to month and the Median DOM dropped from 13 to 11.

"Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." 75% of all homes sold this month (1,046) were on the market for 30 days or less and 87.5% (1,222) of all homes sold in 60 days or less. Compare this to March 2014 where 79.1% of all homes sold (1,075) sold in 60 days or less.

The Average Price/SqFt of all homes sold increased from \$229.1 to \$232.5 from February to March. Compare the current figure to March 2014, where the Average Price/SqFt was \$170, a 36.7% difference. See all statistical reports [here](#).

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



# MLS STATISTICS

## March 2018

### MLS STATISTICS for March 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	2,077		1,664	24.8%		2,042		1.7%
Active Listing Inventory †	1,817		1,724	5.4%		1,525		19.1%
Active Short Sale (included above)	8		12	-33.3%		21		-61.9%
Pending Short Lender Approval	36		29	24.1%		69		-47.8%
Pending Sales This Month	1,204		1,043	15.4%		1,325		-9.1%
Number of REO Sales	23	1.6%	18	27.8%	1.6%	45	3.2%	-48.9%
Number of Short Sales	13	0.9%	14	-7.1%	1.2%	32	2.3%	-59.4%
Equity Sales**	1,358	97.3%	1,098	23.7%	97.1%	1,295	92.0%	4.9%
Other (non-REO/-Short Sale/-Equity)	1	0.1%	1	0%	0.1%	35	2.5%	-97.1%
Total Number of Closed Escrows	1,395	100%	1,131	23.3%	100%	1,407	100.0%	-0.9%
Months Inventory	1.3 Months		1.5 Months	-13.3%		1.1 Months		18.2%
Dollar Value of Closed Escrows	\$554,128,708		\$427,185,999	29.7%		\$503,956,323		10.0%
Median	\$365,000		\$349,900	4.3%		\$328,000		11.3%
Mean	\$397,225		\$379,131	4.8%		\$358,178		10.9%
Year-to-Date Statistics	1/01/18 to 3/31/18		1/01/18 to 3/31/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			3/31/2017		Change
Number of Closed Escrows	3,655		3,693			3,536		3.4%
Dollar Value of Closed Escrows	\$1,407,792,751		\$1,422,118,396			\$1,237,082,547		13.8%
Median	\$350,000		\$355,000			\$320,000		9.4%
Mean	\$385,169		\$385,085			\$349,854		10.1%

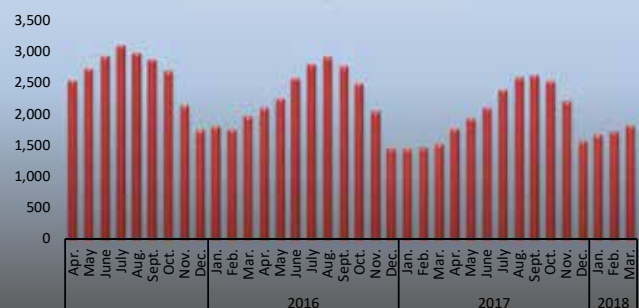
#### Sales Volume



#### 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.



# Data for Sacramento County and the City of West Sacramento

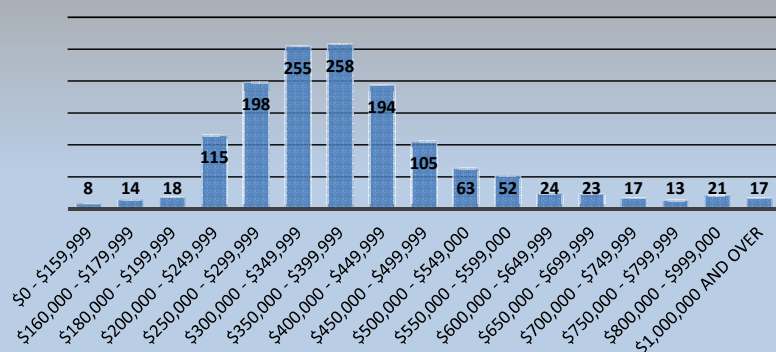
## MLS STATISTICS for March 2018

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

#### BREAKDOWN OF SALES BY PRICE

##### 1 House on Lot

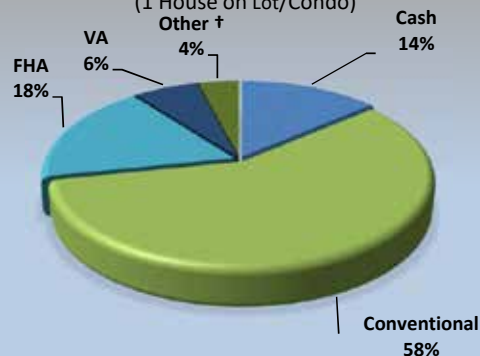
Total: 1,395



#### Type of Financing/Days on Market

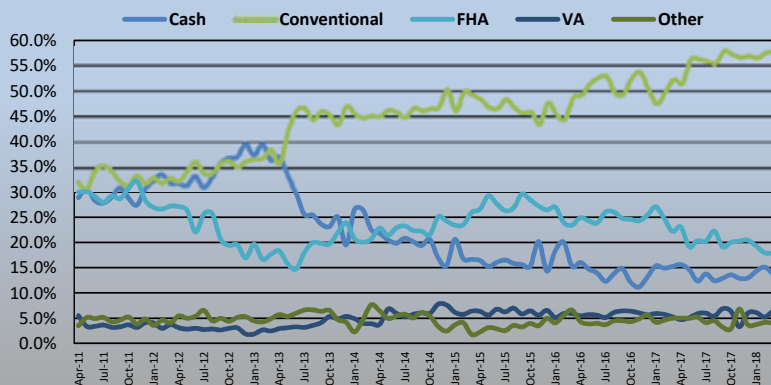
##### TYPE OF FINANCING

(1 House on Lot/Condo)  
Other †



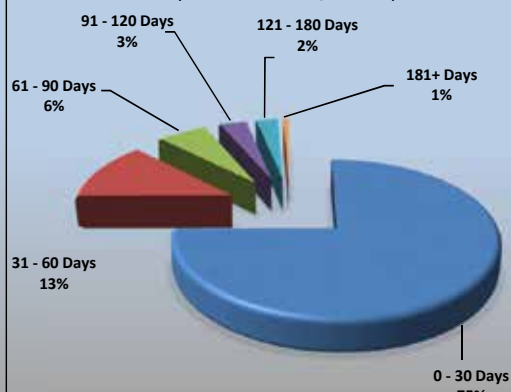
##### Types of Financing Historical

(% of Sales)



##### DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Single Family Home only)	# of Units	% of Total	# of Units	% of Total	% of Total				
Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	192	13.8%	171	15.1%	0 - 30	1,046	75.0%	68.1%	76.1%
Conventional	809	58.0%	651	57.6%	31 - 60	176	12.6%	16.9%	14.0%
FHA	249	17.8%	203	17.9%	61 - 90	83	5.9%	8.2%	5.2%
VA	89	6.4%	59	5.2%	91 - 120	45	3.2%	3.8%	2.4%
Other †	56	4.0%	47	4.2%	121 - 180	36	2.6%	2.4%	1.5%
<b>Total</b>	<b>1,395</b>	<b>100.0%</b>	<b>1,131</b>	<b>100.0%</b>	<b>181+</b>	<b>9</b>	<b>0.6%</b>	<b>0.6%</b>	<b>0.7%</b>
					<b>Total</b>	<b>1,395</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	11	Last Month	13
Average DOM:		25		31
Average Price/Square Foot:		\$232.5		\$229.1

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.

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

# APRIL 2018

## Affiliates

**Lonnie Dickson**  
The Mortgage Company

**Dora Gomez**  
Golden 1 Credit Union Home Loans

**Tony James**  
Vitek Mortgage Group

**Rick Kamal**  
Credit Connectors

**Matt Keister**  
The Mortgage Company

**Thomas Leong**  
Golden 1 Credit Union Home Loans

**Christina Reyna**  
Golden 1 Credit Union Home Loans

**Kamal Sohal**  
Chase

## Designated REALTORS®

**Tarun Anand**  
Tarun Vikash Anand

**Milord Brittingham**  
Brittingham and Associates Corp

**Laurence Butler**  
Laurence Butler Broker

**Daniel Conley**  
DC Funding Group

**L Patrick Furlong**  
Legacy Investment Real Estate

**Robert Machado**  
HomeRiver Property Mgmt

**Vita Mangosing**  
Coldwell Banker Solano Pacific

**Debra Simons**  
Debra Simons, Broker

## New REALTOR® Members

**Jennifer Aguilar**  
Real Estate America

**Carlos Alcala**  
JB Realty Solutions

**Tammy Allen-Rhymes**  
Real Estate Source Inc

**Armen Antonyan**  
HomeSmart I CARE Realty

**Ashley Arango**  
eXp Realty of CA Inc

**Erica Arashiro**  
NextHome Premier Properties

**Arletta Attaway**  
Amen Real Estate

**Francisco Avila Cabanas**  
Keller Williams Realty Natomas

**Sandra Bass**  
Keller Williams Realty

**Warren Bassel**  
Coldwell Banker Residential Brokerage

**Kristel Beilby**  
Keller Williams Realty

**Robert Bender**  
Realty World, Your Property Source

**Michelle Broadnax**  
McTygue Group Inc

**Tonya Carnahan**  
RE/MAX Gold Folsom

**Yvonne Clarke**  
Century 21 Select Real Estate

**Laura Clayson**  
Keller Williams Realty Natomas

**Taniesha Collins**  
Realty World Dominion

**Melinda Collins**  
Century 21 Select Real Estate

**Troy Daniels**  
First Authority Realty

**Gabrielle Darden**  
Capitol Realty Center

**Daniil Dzik**  
Realty One Group Complete

**Jake Enas**  
Keller Williams Realty Folsom

**Sharnae Flagg**  
RE/MAX Gold Natomas

**Christine Franco-Morris**  
Donavan Moore

**Nikolay Glamazda**  
BHHS Drysdale Properties

**Sumit Gondal**  
Prime Real Estate Services

**Daniel Griffin**  
Connect Realty.com Inc

**Katelyn Grover**  
Intero Real Estate Services

**Harbans Handa**  
Metro Financial Services, Inc.

**David Hood**  
eXp Realty of CA Inc

**Jillian Jami**  
Lyon RE LP

**Farhad Javanmardian**  
Lyon RE Fair Oaks

**Yulia Jessup**  
TNM Realty

**Galina Klets**  
HomeSmart ICARE Realty

**Elizabeth LaGrassa**  
Lyon RE LP

**Cory Latiolais**  
First Authority Realty

**Russell Layton**  
Galster Real Estate Group

**John Leung**  
Davis Berk Realty

**Bonnie Lewis**  
Palmer Real Estate

**Jackilyn Li**  
Berkshire Hathaway HomeServices Elite RE

**Meredith Loudon**  
eXp Realty of CA Inc

**Alyssa Lozano**  
Keller Williams Realty Natomas

**Yuriy Mamchich**  
Goldstar Realty

**Cesar Martinez**  
Century 21 M & M and Assoc.

**Maxmillion Osborne**  
Laguna Home & Ranch Realty

**Tim Parsons**  
Security Pacific Real Estate

**Tuyen Pham**  
Premier Agent Network

**Devin Powning**  
Lyon RE Natomas

**Heather Ransom-Duong**  
Coldwell Banker Residential Brokerage

**Jorge Reynoso Marquez**  
Keller Williams Realty Natomas

**Christopher Ross**  
Envision Real Estate Services

**Brooke Rothchild**  
Lyon RE Downtown

**Malee Saetern**  
Sacramento Realty Services Inc

**Garrett Schmidt**  
Coldwell Banker Residential Brokerage

**Stacey Shelly**  
Dunnigan, REALTORS®

**Daljit Sidhu**  
Statewide Realty & Mortgage

**Lauren Sparks**  
Newpoint Realty

**Laurie Theriault**  
Keller Williams Realty

**Jeffrey Thomas**  
Keller Williams Realty

**Stephen Tobins**  
Keller Williams Realty

**Giana Wheless**  
River City Properties Co.

**Amy Whitman**  
Your Advantage Realty





# SAR STAFF MEMBER OF THE MONTH —

NALLELY LOPEZ



## 1. How long have you been working with SAR? What is your job title and duties?

I been with SAR for 4 weeks now. I am one of the Meetings and Events Manager and will be working on Main Meeting, Masters Club, Region 3, and Presidents Luncheon.

## 2. What did you do before you were hired on at SAR?

I graduated from CSU Sacramento in 2013. Then went to work for the California Orthopaedic Association for over 4 years. At COA I managed membership, social events, and their annual meeting.

## 3. What are some of the things you like about working at SAR?

I really enjoy my coworkers and the atmosphere at the office. Everyone is very welcoming and always greet you with a smile.

## 4. How long have you lived in the Sacramento area? Where have you lived before?

I have lived in Sacramento for about 10 years now since I started Sac State. I was originally born in Mexico then moved to Winters, CA (close to Davis) when I was 12 years. During a summer I also lived in Cozumel Island for 3 months during my internship.

## 5. What do you like/dislike about Sacramento?

I really enjoy the proximity to so many great places. You can really take day trips and feel like you are not doing a staycation. I am really enjoying the growth is experiencing right now and I am excited for what's to come.

## 6. What are some of your hobbies or interests?

I LOVE to travel. Travel has taught me great things as well as brought me great friends. I really enjoy learning about other cultures, traditions, food and history. I also enjoy dancing, cooking, watching movies, Criminal Minds, Property Brothers or Chopped.

## 7. Have you watched any good movies or read any good books lately?

The last movie I watched was I Feel Pretty which is a funny movie with a great message. I am currently listening to the audio book "You Are a Badass at Making Money: Master the Mindset of Wealth" on my commute home.

## 8. Do you have any favorite vacation spots?

Mmmm.....so hard to choose a favorite spot because all the places have their own magic. I love beaches and warm weather, but if I had to choose a spot it would be Cozumel.

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

Sacramento has a lot of good restaurants right now. A few of my favorites are Thai Orchid, Chandos in Midtown, and Burgers and Brew.

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

"Querer es Poder" which means "Wanting is Power" my grandpa always says it so it stuck with me.

# STAFF DIRECTORY



2003 Howe Avenue, Sacramento, CA 95825  
(916) 922-7711  
Fax (916) 922-1221 or Fax (916) 922-3904



## MetroList

1164 W. National Dr. Suite 60  
Sacramento, CA 95834  
(916) 922-2234 or (916) 922-7584

## 2018 SAR Board of Directors

**Linda Wood**  
*President*

**Deniece Ross-Francom**  
*President-Elect*

**Judy Covington**  
*Secretary/Treasurer*

**Franco Garcia**  
*Immediate Past President*

## Directors

Jodi Ash  
Del Barbray  
Judy Black  
Courtney Edwards  
Sue Galster  
Rosanna Garcia  
Cherie Hunt  
Barbara Lebrecht  
Anthony Nunez  
Chip O'Neill  
Patrick Stelmach  
Erin Stumpf  
Luis Sumpter  
Kellie Wayne  
Maurice Thomas

## SAR Member Services MetroList Administrative Center

**Nancy Manly – 916.437.1217**

*Director of Member Services*

**Kelly Brandt - 916.437.1218**

*Member Services Specialist*

**Henry Lorenzo - 916.437.1218**

*Member Services Specialist*

**Robin Mayer – 916.437.1216**

*Member Services Administrator*

**Denise Stone – 916.437.1219**

*Member Services Manager*

## SAR Staff

*Feel free to call us direct.*

**Dave Tanner - 916.216.1941**

*Chief Executive Officer*

**Chris Ly – 916.437.1204**

*Chief Operating Officer*

**Patricia Ano - 916.437.1210**

*Education Services Manager*

**Lyta Chen - 916.437.1206**

*Accounts Receivable Specialist*

**Kayla Chew - 916.437.1202**

*Association Services Coordinator*

**Brian Delisi – 916.437.1209**

*Director of Meetings & Events*

**Madison Hall - 916.437.1211**

*Event Manager*

**Lyndsey Harank – 916.437.1226**

*Director of Professional Standards & Administration*

**Nallely Lopez - 916.437.1212**

*Meetings & Events Manager*

**Irene Ruan – 916.437.1203**

*Staff Accountant*

**Chrystal Shamp – 916.437.1229**

*Web Designer*

**Judy Shrivastava – 916.437.1207**

*Director of Education & Graphic Services*

**Tony Vicari – 916.437.1205**

*Director of Communications*

**Spencer Williams - 916.437.1225**

*IT Manager*

**Caylyn Wright – 916.437.1227**

*Government Affairs Director*

## SAR Retail Center

**Carl Carlson – 916.437.1223**

*Director of Facilities and Retail Operations*

**Elizabeth Scambler - 916.437.1222**

*Retail Services Specialist*

**Yvonne Ukabi – 916.437.1224**

*Retail Services Specialist*

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## Sacramento REALTOR® Newsletter

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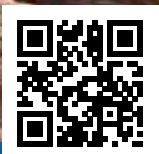
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