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NOVEMBER 2018

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

A photograph of a man and a woman smiling and holding hands. The man is on the left, wearing a white t-shirt, and the woman is on the right, wearing a white long-sleeved shirt. They are both looking towards the camera with warm expressions. The background is a soft, out-of-focus light blue.

Adopt an Attitude for
Gratitude

4 President's Perspective



6 Government Watch



10 CEO Corner



14 Code of Ethics



17 December Calendar



20 MLS Statistics



8 NAR Director's Meeting

ADVERTISERS INDEX

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Mason McDuffie Mortgage
CREIA

page 3 Runyon Saltzman
page 7 VHT Studios

page 9
page 12



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Give Thanks For What You Do Have

Each year as our holiday season approaches, many of us start thinking of tasks that need to be accomplished – planning/cooking those family dinners, buying gifts, traveling, decorating, baking. The list seems endless. Holiday crowds are overwhelming. Traffic is maddening. But there is light at the end of the tunnel – the holiday chaos is often dotted with brief moments where we can relax, enjoy a hearty meal, and be with our loved ones. We are safe, warm, and full. Not everyone has those luxuries.

Even a solid roof overhead and escape from winter's cold is out reach for so many in our communities. Finding food or having a warm meal is a daily struggle for many individuals and families alike. But not everyone who needs food is without a home or without a job. There so many families who are considered the "working poor" who have jobs, but still struggle to make ends meet at the end of every month. For those of you reading, this is not news to you. There are always people who have less than us. There are always people who have more than us.

The takeaway here is to not underestimate the value of what we do have in our lives.

Remember to give thanks this holiday season. Give thanks for your warm houses. Your food. Your health. Your family's health. Your fond memories of loved ones. And if you are so inclined, there are always opportunities to directly help those who are less fortunate. Volunteer at a local shelter, food bank, church – the options are limitless – and they all need help.

I'd like to conclude by wishing you all a very happy holiday season and hope you are able share your holidays with those you love. May you be safe, warm, and full.



There is Still Time to Help

Remaining SAR Volunteer Opportunities for 2018

If you would like to donate your time but don't know where to start, please consider the following volunteer opportunities offered by your Association:

River City Food Bank

[\(1800 28th Street\)](#)

Remaining Dates: Thursdays – 11/29 | 12/20

Shifts: 9 – 11am | 11am – 1 pm | 1 – 3pm

Duties Include: unloading/sorting donated food items, helping food bank clients select their groceries at the food bank.

REALTOR® Ring Day

[Macy's @ Arden Fair](#) (both entrances) & [Raley's on Freeport Blvd.](#)

Date: Friday, 12/7

Remaining Shifts/times:

Macy's @ Arden Fair East Entrance: 12noon – 2pm | 2 – 4pm | 4 – 6pm

Macy's @ Arden Fair South Entrance: 2 – 4pm | 4 – 6pm

Raley's @ Freeport Blvd: 10am – 12noon | 4 – 6pm

Duties Include: ring bells for the Salvation Army outside of store entrances and spread holiday cheer.

If you would like to sign up for any SAR volunteer opportunity, please contact tony@sacrealtor.org.



Improvements Achieved in Citrus Heights Rental Inspection Ordinance

BY: Caylyn Wright, SAR Government Affairs Director

In August, the Citrus Heights City Council instructed staff to draft a rental inspection program similar to what is currently done in the City of Rancho Cordova, County of Sacramento, and City of Sacramento. The initial draft of the ordinance unduly burdened single-family homes in favor of apartment complexes.

The first ordinance would have created a fee for all rental property of \$95 per parcel, regardless of the number of units on that parcel. SAR met with the Citrus Heights staff working on the ordinance. SAR representatives pointed out while there are some economies of scale found in inspecting larger complexes where a code enforcement officer can make one phone call and inspect many units in the same stop, Citrus Heights has several very large complexes, and the economies of scale – in the opinion of SAR – do not go that far. It is also overly burdensome to single family one to four unit complexes.

Citrus Heights staff felt this point was convincing and, in the ordinance passed by City Council in October, approved a fee structure that will charge \$65 for a single-family home, \$105 for two to four units, and \$140 for five or more units. This fee structure better represents the time it will take for code enforcement officers to contact and inspect units. It also more evenly distributes costs for the program among different types of housing.

The other significant improvement to the final ordinance

was concerning self certification, which is allowed by other jurisdictions in Sacramento County that have rental inspection ordinances. The initial draft put forward by Citrus Heights staff only allowed self-certification for properties with sixteen or more units, under the auspices that properties with on site management are better monitored. SAR pointed out to Citrus Heights staff that this unfairly penalizes owners of single-family property, many of whom are good landlords, and or have retained good property management companies. SAR argued that having on site management does not always mean the property is maintained to a higher standard.

As a result, the final ordinance adopted by the Citrus Heights City Council will allow all properties to self certify, so long as they pass their initial inspection and have no code violations within the last five years.

People who closely follow rental inspection programs in neighboring jurisdictions likely noticed the fees in the Citrus Heights program are much higher. The City of Sacramento and County of Sacramento both heavily subsidize their rental inspection programs with general fund revenue, and the City of Citrus Heights sought to create a self sustaining program.

The improvements SAR achieved through negotiations with Citrus Heights staff made for a much better ordinance that more fairly represents single family rental property.

MASTERS CLUB CORNER

PAULA SWAYNE



I suppose that my mother, Geoff Zimmerman, being a founding member of the Sacramento Association of REALTORS® Masters Club (at that time called the Million Dollar Club), had something to do with my desire to be a Member. For me, it was like “reaching for the stars.” When I made it for the first time, I was so excited I could barely talk. Since then, it has been my goal to make it each year... and it never is taken for granted when I run the numbers and know I’ve made it! I still get a bit giddy!

However, I also believe there should be so much more to being a part of Masters Club than just a Member. Other new REALTORS® who are “reaching for the stars,” should also see Members as industry leaders, setting the example for just how great we can be. Masters Club Members volunteer their time at the Sacramento Association of REALTORS® and in their community. They set the ideals for ethics and fair practices.

Masters Club Members should also be well versed in the challenges our industry faces. Issues such as rent control, Costa Hawkins, zoning ordinances, sign ordinances, etc. are affecting REALTORS® day to day business. We are a source for other REALTORS® who might have questions about many of the issues of our day.

We are much more than just a club. Let’s be a voice for our industry, both locally and statewide.



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**
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www.creia.org



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

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

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

LOOK FOR THE BADGE!

Email us at **creiasacchapter@gmail.com**



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

**CREIA Main Office 65 Enterprise Alisa Viejo, CA 92656
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Part 1 –

Understanding the Agent's Fiduciary Duty

A term that comes up often in the real estate world is an agent owes a "fiduciary duty" to their clients. However, this term is ambiguous. What does fiduciary duty really mean and what responsibilities are placed on agents? Fiduciary duty will be covered in two articles: this first article will discuss the concept of fiduciary duty generally and how it relates to disclosures in real estate. The second part will cover the other responsibilities that an agent has under fiduciary duty and how to avoid breaching their duty.

At its core, a fiduciary duty is the highest standard of care under the law. A fiduciary duty, for example, exists between a parent and child or between a doctor and their patient. The person who owes this duty has an obligation to the one who receives the benefit of the duty. The legal system has extended fiduciary duty to also include the relationship between a real estate agent and their client. This extension means that real estate agents owe the highest standard of care to their clients.

The real estate agent has the obligation to act within good faith and candor to their clients. An agent must be honest, loyal, and act within reasonable care when handling their clients' transactions. Fiduciary duty includes loyalty, avoiding conflicts of interest, and to disclose all material facts.

Material facts include all the information that an agent knows or could reasonably obtain relating to the property or transaction. The information that the agent needs to disclose is generally fact specific. Knowledge and experience of the client, nature of the property, and terms of the sale are some of the issues that need to be considered when disclosing.

Clients are the beneficiaries of an agent's fiduciary duty, so an agent must consider their role in the transaction. If they are representing a seller, then the agent owes that duty to the seller. The same applies when an agent represents a buyer. This concept also extends when an agent represents both the buyer and the seller in the transaction.

If an agent represents the buyer and the seller, the agent must disclose facts to the buyer. These facts include information that materially affects price and desirability that a reasonable visual inspection would reveal. A dual agent will owe care, integrity, honesty, and loyalty to both the buyer and seller.

Further, the agent cannot accept the information they receive to be automatically true. An agent must verify the information they receive or disclose to their client that the information has not been verified.

It is important to take steps to ensure that the agent is not breaching their fiduciary duty. The easiest step is to always make sure that the agent is acting within the best interests of their client. By putting a client's interest first, rather than perhaps the agent's interests, the risk of breaching their duty will be lower.

In sum, fiduciary duty creates a special relationship between an agent and their client and obligates the agent to put their clients' interests first. In part two of this article, the other aspects and responsibilities under fiduciary duty will be discussed as well as further recommendations on how to avoid breaching fiduciary duty.

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CEO CORNER

CHIEF EXECUTIVE OFFICER



DAVE TANNER

We are entering into the annual holiday season. We have already passed the candy gorging of Halloween. We are approaching the turkey gorging of Thanksgiving followed by the gift giving bonanza of a series of end of year Holidays. It seems that excessive consumption has become the focus rather concentrating on the true meaning of each of the holidays.

The first holiday in the season was Halloween. It is actually a contraction of All Hallows Evening, being the night before All Saints Day in the Catholic Church. How that got to be a candy stuffing event is unclear.

Next is Diwali or Deepavali, the Hindu Festival of Lights. It lasts for five days, this year centered around November 7, with the start, Dhanteras, a major shopping day, being on November 5.

November 21, 2018 brings the Prophet's Birthday celebration. This Muslim holiday celebrates the birth of the Prophet Muhammad. This holiday is a lunar event and this year happens to fall the day before Thanksgiving. It focuses on the teachings of the Prophet and ends with communal dining. Some Muslims make a point of making charitable contributions on this day.

This is followed by Thanksgiving, an American tradition based upon giving thanks for surviving the early days in America. This has also developed into a major eating event followed by a major shopping event the next day.

This year the Jewish Festival of Lights, Chanukah or Hanukkah, runs from December 2 through 10. It started as a religious recognition of a reported miracle, but has also developed into a significant eating and gift giving event, particularly on the final evening.

December 25 is the Christian holiday of Christmas. While its origin is based on celebrating the birth of Jesus Christ, it has developed into including a secular celebration of significant eating and gift giving.

Finally, we wrap up 2018 with the Kwanzaa celebration. This year it is celebrated from December 26 – January 1. This holiday originated to celebrate the origins of African-Americans, but in addition to the educational aspect it also includes feasting and gift giving.

All of these celebrations have one theme the sharing of food and gifts with one another. As for my family and most people reading this article, we should count ourselves among the fortunate ones in this world. We may not have everything we want, but we have everything we really need. A roof over our heads, food on the table and friends with whom we can share life experiences

In past years in this article, I have written about that for which that I am grateful. This year I want to take a different perspective. This year I want to share with you what Michelle and I are doing to demonstrate our gratitude for all that we have received.

Rather than giving gifts to adult family members that already have their needs met, we are taking that money and giving it to charities to help those less fortunate. I encourage you to think about doing the same. The world will be a much better place when we can insure that the basic needs of all human beings are met through the voluntary actions of those that are able to give. It does not require money. Giving can involve money, but it also may be the giving of time or the giving of concern for others. I am so grateful that I am in a position to give to others. Hopefully you are too.





NAR Director's Meeting

The following is a summary of NAR Director's Meeting that took place in Boston, MA, from November 2-5, 2018.



NAR Directors approved 12 SAR Members for REALTOR® Emeritus status:

Gil Albiani

Michael Caplan

LaTena Deller

Pat Larson

Gloria Margetich

Patti Martinez

Georgia Mikacich

Betty Pomeroy

David Sirsi

Kathy Smith

David Tanner

John Tiner

NAR Directors approved providing legal defense funding to brokers that were sued because they published floorplans of listings on the MLS that were of plans copyrighted by the builder.

NAR Directors approved a change to the NAR MLS Policy Statements to require listing brokers, when requested in writing, to provide written affirmation that the listing was presented to the seller, or that the seller has waived the obligation that the offer be presented.

NAR Directors approved a change to the professional standards manual to make it optional for associations to hold an ethics complaint in abeyance when a criminal complaint based on the same facts and circumstances is pending.

NAR Directors approved allowing local associations to include within their Ethics Citation Policy a citation for violating Standard of Practice 1-7 requiring listing broker to respond to written requests regarding whether and offer has been submitted or if the seller has waived the presentation.

NAR Directors approved supporting tax policies that would provide for the deferral or exclusion of capital gains taxes on investments if the proceeds are reinvested into low-income or economically disadvantaged communities or neighborhoods if they have been officially designated to receive such tax-incentivized funds.

NAR Directors approved supporting tax policies that provide for the indexing of tax bases of capital assets to reduce the unfair taxation of inflationary gains and to better reflect true economic increases in the value of the assets.

NAR Directors approved developing policies to enable the utilization of remote notary services.





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Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)

Case #12-11: Advertisements by Individuals Other Than the Listing Broker

(Adopted as Case #19-14 May, 1988. Transferred to Article 12 November, 1994. Revised November, 1995 and November, 1996 and May, 2017.)

REALTOR® A purchased a banner ad on the website of his local newspaper. In the body of the ad were pictures of several homes and their addresses. At the top of the ad was the following: "We've sold these—we can sell yours, too."

The following week three complaints were received from other Association Members alleging that REALTOR® A's ad was in violation of Article 12. Each of the complaints noted that REALTOR® A had participated in the transaction as the successful cooperating broker who had located the eventual purchasers, but the complaints also claimed that REALTOR® A's claim to have "sold" these properties was false and misleading since none of the properties had been listed with him and, in one instance, the sale had yet to close.

Since all the complaints involved the same advertisement, they were consolidated to be heard at the same hearing before a Hearing Panel of the Professional Standards Committee.

At the hearing, REALTOR® A defended his actions on the basis that although the properties had been listed with other brokers, he had been the "selling" or "cooperating" broker and was entitled to advertise his role in the transactions.

The Hearing Panel agreed with REALTOR® A's reasoning in their decision, pointing out that Article 12 as interpreted by Standard of Practice 12-7, provides that cooperating brokers (selling brokers) may claim to have "sold" the property and that such claims may be made by either the listing broker or the cooperating broker or by both of them upon acceptance of a purchase offer by the seller. The panel also noted that REALTOR® A could have shown that he had "participated in" or had "cooperated in" these transactions and also met his ethical obligations.

The panel's decision also indicated that during the existence of any listing, the cooperating broker's rights to advertise and market flow from the listing broker. However, claims of this nature were not advertisements of the properties but rather were advertisements of the broker's services. The only limitation on the ability of a cooperating broker to claim or to represent that a property had been "sold" was that the listing broker's consent would be required before a "sold" sign could physically be placed on the seller's property prior to closing.

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Ambassador Benefits

- ☀ Name badge
- ☀ SAR Ambassador logo
- ☀ Certificate
- ☀ Program binder/notebook
- ☀ End of the year recognition

Mission Statement

The Ambassador program is a grass roots marketing endeavor to increase awareness and involvement with the Sacramento Association of REALTORS®. Those looking to develop their leadership skills, engage with membership to provide monthly communication of SAR offerings including, but not limited to, educational classes, promote events, committee participation, community volunteer opportunities, industry updates, and networking events and opportunities are encouraged to participate. Ambassadors will also provide valuable feedback and suggestions to SAR liaisons so there can be an understanding of opportunities for improvement.

Ambassador Criteria:

1. SAR member in good standing.
2. Has participated in one or more of the following: served on a committee, sponsored an SAR event, attended and/or participated in a class or event at SAR, been a mentor to someone in the internship program.
3. 1 year commitment/term.
4. Presentation of 5-7 minutes once a month at designated or assigned office.
5. Bi-weekly communications with SAR liaison.
6. Provide constructive feedback/suggestions to SAR liaison.
7. Complete new ambassador orientation.

Interested?

If you would like to learn more about this exclusive opportunity, please contact Tony Vicari at tony@sacrealtor.org.

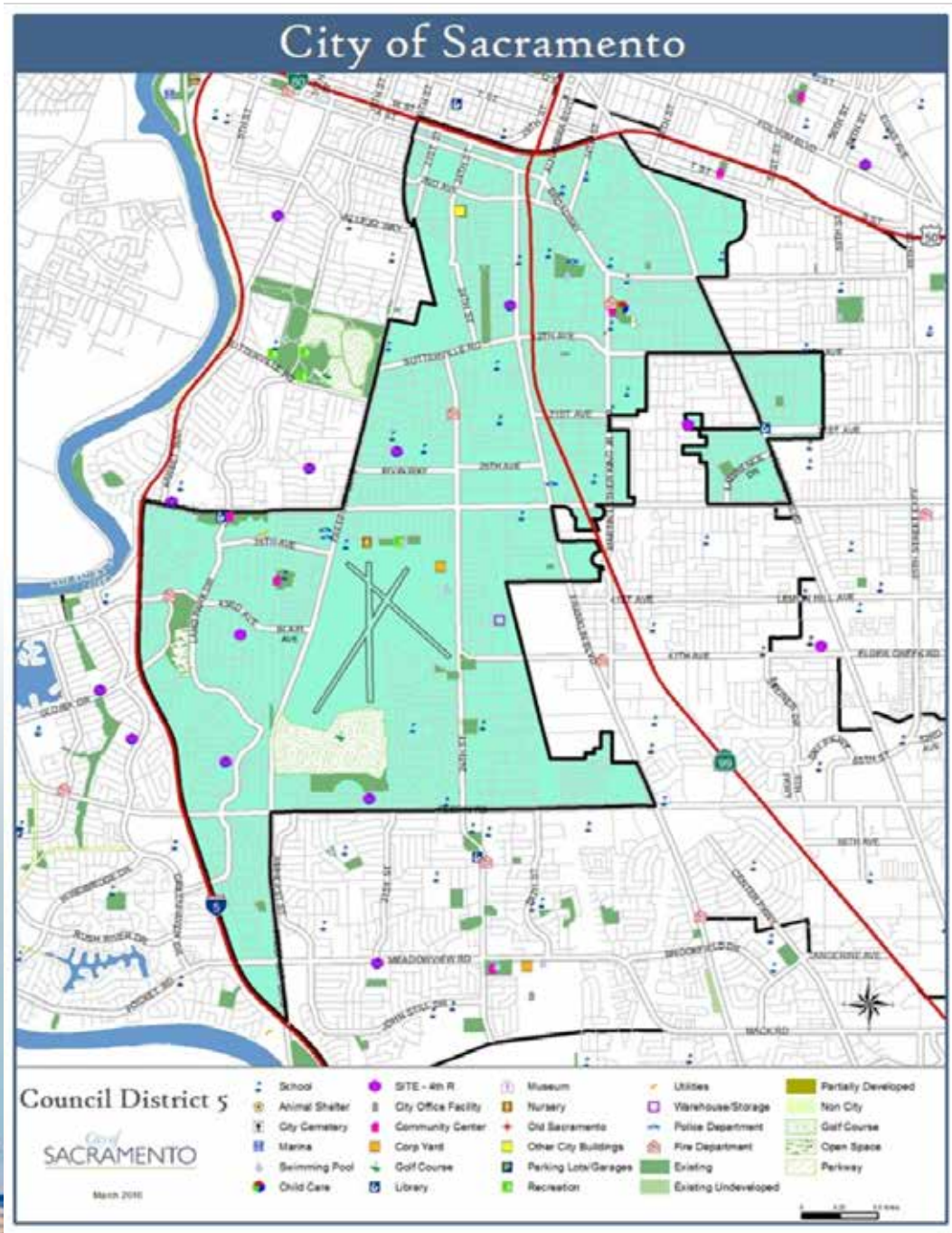
ICYMI IN CASE YOU MISSED IT



BY JENNIFER LIPPI

The 10/22 Downtown Regional Meeting Hosted Sacramento City Councilmember Jay Schenirer (District 5). Jay Schenirer was elected in 2010 to the Sacramento City Council, and re-elected to the council in 2014. He chairs the Law & Legislation Committee and was elected Mayor Pro Tem by his fellow councilmembers in 2013 and Vice Mayor of Sacramento in 2014.

Here is a map of District 5:



Councilmember Schenirer covered 3 topics at the meeting

1. Measure U
2. Homelessness
3. Economic Development

Measure U

WHAT IS MEASURE U AND WHAT DOES IT FUND?

The current Measure U is a ½-cent sales tax approved by voters in 2012 and expires in March 2019. The proposed Measure U is a 1 cent sales tax that would replace the existing Measure U.

The proposed Measure U will be on the Nov. 6, 2018 ballot and will help to maintain and enhance City services, including public safety, and allow the City to invest in youth, affordable housing, and inclusive economic development. It is expected to raise approximately \$95 million per year.

Measure U is a general tax; the revenue it produces would be deposited in the City's General Fund and may be used for any municipal purpose. Such as hiring more police, maintaining public parks and community centers, creating housing and much more.

UPDATE Measure U was passed by city voters Tuesday, November 6th.

Homelessness The City Council has spent more time on developing an aggressive approach around this topic -which is more complex than any other subject in our City. This includes:

- Collaborating with the County to prioritize 1755 housing vouchers over the next three years for homeless individuals/families.
- Obtaining a \$64 million, 3-year federal grant (Whole Person Care) for aggressive case management of those experiencing homelessness.
- Having the County commit \$44 million over three years for mental health and substance abuse services.
- Standing up a 200 person shelter this winter.
- The last count the city did there was 3,500 homeless in the city of Sacramento.
- The city is in desperate need of housing, we are having a "homeless shelter crisis". The city is working endlessly for locations to build shelters. New York's Brooklyn has no homeless living on their streets. All 50,000 homeless are sheltered and the city of Sacramento strives to do the same.

Economic Development

The City has done an excellent job of catalyzing economic development in the Downtown Core. It is now important to turn our neighborhoods, economic corridors, and small businesses. In District 5, examples of corridor revitalization include Stockton Blvd., Franklin Blvd., Broadway, Freeport Boulevards, and the shopping centers on South Land Park and 35th Ave and South Land Park and Florin. In addition, we are working to ensure that we have a trained workforce, diverse industries to support many different skills, a reliable and well-maintained transportation network, and affordable housing so that all residents have a good quality of life.

Councilmember Schenirer touched on the Curtis Park-Railyard/Crocker project.

- Phase 1: Commercial and retail has been approved and currently building a grocery store (name was not disclosed), veterinarian hospital and a 30,000 sqft gym.
- Flex zone – an additional senior housing application was denied.
- 2 housing applications were approved for a 100 and a 140 unit project(s), the developer has not said who the builder will be.

Councilmember Schenirer also touched on the Del Rio Trail. This will be a 4 mile bike and walking path from Pocket Road to Sutterville Road near Land Park (view map [here](#)). Regional Transit transferred \$2.2 million in grants. The city is hoping for a \$10.8 million grant to set this project in place. The city will know in less than 2 months if this grant is approved.



SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	MORE INFORMATION	INSTRUCTOR
November 15	8:30am – 5:00pm	Duane Gomer MLO Class 8 Hour CA-DBO Safe Comprehensive	\$139	REGISTER	Duane Gomer Representative
November 28	9:00am – 12:15pm	Property Management Basics Series – Day 1 Getting Started in Property Management & New Laws	\$129 full series \$45 individual class	REGISTER	Bob Thomas
December 5	9:00am – 12:15pm	Property Management Basics Series – Day 2 The Nuts and Bolts of Your Documents	\$129 full series \$45 individual class	REGISTER	Bob Thomas
December 6	9:00am - 1:00pm	Understanding the RPA (Residential Purchase Agreement)	\$73	REGISTER	Gov Hutchinson, C.A.R. Assistant General Counsel
December 8	8:30am – 5:00pm	Duane Gomer's Exam Prep	\$150	REGISTER	Duane Gomer Representative
December 12	9:00am – 12:15pm	Property Management Basics Series – Day 3 You Are Being Audited, Are You Ready?	\$129 full series \$45 individual class	REGISTER	Bob Thomas
December 13	9:30am - 12:30pm	Code of Ethics Fulfills NAR's New Ethics Requirement	\$20	REGISTER	David Compton
December 17	9:00am - 1:00pm	Understanding the RPA (Residential Purchase Agreement)	\$73	REGISTER	Gov Hutchinson, C.A.R. Assistant General Counsel
December 19	9:00am – 12:15pm	Property Management Basics Series – Day 4 Let's Make Some Serious Money	\$129 full series \$45 individual class	REGISTER	Bob Thomas

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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DECEMBER CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
3 WCR Board Meeting (B) 11:30am – 1:30pm	4 Main Meeting (EC – Full) 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon CANCELLED – Volunteer Coordinating Committee (T) 10:30 – 11:30am Charity Research Committee (P) 10:30 – 11:30am	5 Property Management Basics – Day 2 (T) 9:00am – 12:15pm SAR New Member Orientation (B) 9:00am – 12:30pm Intern Completion Ceremony (B) 2:30 – 4:20pm	6 Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am Internship Committee (T) 12noon – 1:30pm	7 SAR Closed 7:30 – 8:30am SAR Toastmasters Club (T) 7:45 – 9:15am President's Appreciation Breakfast (EC – Full) 9:00 – 11:00am
10 Education Committee (B) 9:00 – 10:30am MetroList – Prospector Course I (T) 9:00 – 12noon Leadership Academy (B) 1:00 – 2:30pm MetroList – Prospector Course II (T) 1:00 – 4:00pm	11 Regional Meetings www.sacrealtor.org/tours NARPM Class (EC – W) 10:30am – 1:30pm YPN Advisory Meeting (B) 11:00am – 12:30pm	12 Property Management Basics – Day 3 (T) 9:00am – 12:15pm SAR New Member Orientation (B) 1:00 – 4:30pm Regional Coordinators – Quarterly Meeting (P) 1:30 – 2:30pm Intern Class (T) 2:30 – 3:30pm	13 Code of Ethics Class (EC – Full) 9:30am – 12:30pm Masters Club Steering Committee (B) 9:30 – 11:00am	14 SAR Toastmasters Club (T) 7:45 – 9:15am Broker/Manager Forum (B) 9:30 – 10:30am Sac Area RE Exchange Network (T) 10:00am – 12:30pm Clean Air Partnership Luncheon (EC – Full) 10:30am – 2:00pm
17 Understanding the RPA (EC – Full) 9:00am – 1:00pm	18 Regional Meetings Visit www.sarcaravans.org Marketing/Communications Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:00pm Scholarship Fundraising Committee (T) 1:00 – 2:00pm	19 Property Management Basics – Day 4 (T) 9:00am – 12:15pm IREM Meeting (B) 9:00 – 10:00am CANCELLED – SAR New Member Orientation (B) 6:00 – 9:30pm	20 WCR Business Breakfast (EC – W) 8:30 – 11:30am Grievance Committee (B) 10:00 – 11:30am Commercial Council Meeting (B) 3:00 – 4:00pm	21 SAR Toastmasters Club (B) 7:45 – 9:15am SAR BOD (B) 9:00 – 11:00am CANCELLED – Public Issues Forum (B) 9:30 – 10:30am SAR Closed 12noon – 4:30pm
24 SAR Closed	25 SAR Closed No Regional Meetings www.sacrealtor.org/tours CANCELLED – Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon	26 SAR CanTree Dismantle (Mel Raption Honda) 7:00 – 10:00am Intern Class (T) 2:30 – 4:20pm	27 SAR CanTree Dismantle (Sunrise Mall) 7:00 – 10:00am	28 SAR Toastmasters Club (T) 7:45 – 9:15am
31 SAR Closed				

Calendar Information

*For Regional Meeting locations and times, visit www.sacrealtor.org/caravans

*Various locations – Call for details
 ** closed meeting

Meetings subject to change.

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



October 2018

Affiliates

Jayne Anderson
SAFE Credit Union

Emma Bigge
Bank of the West

Brad Barroso
SAFE Credit Union

Port Telles
Backyard Homes

Gavin Thames
Nerds On Call

Broker Associates

Patrick Esparza
M&M Real Estate

Designated REALTORS®

Eric Elovski
Real Life Real Estate

Justin Rollman
Rollman Properties

New REALTOR® Members

Derek Bays
Lyon RE Natomas

Brandi Beckstein
Thrive Real Estate

Jayne Bieber
Keller Williams Realty Folsom

Donna Bonin
Century 21 Select Real Estate

Jayshree Borole
Keller Williams Realty Capital Valley

Jessica Buletti
Coldwell Banker Residential Brokerage

Renee Carter
RE/MAX Gold Elk Grove

Brenda Castro
eXp Realty of California, Inc.

Anthony Cianciolo
Intero Real Estate Services

Wendy Clymer
Lyon RE Natomas

Marquez Cohn
Keller Williams Realty Elk Grove

Cheryl Collier
Lyon RE LP

Rachel Connor
Berkshire Hathaway HomeServices Drysdale Properties

Eric Coombs
Palmer Real Estate

Michelle Cudia
BHHS Drysdale Properties

Bayarsaihan Dagvadorj
Keller Williams Realty EDH

Mosita Delich
Coldwell Banker Residential Brokerage

Jashan Dhillon
Keller Williams Realty Natomas

Valentyn Dmytryiev
Realty One Group Complete

Rhonda Dusa
Providence Properties

Alex Dyer
NewLook Realty Company

Lary Ellis
eXp Realty of California, Inc.

Maya Emig
Keller Williams Realty Folsom

Lizbeth Ficarra
Dean Adams Residential R.E.

Karrie Figiel
Keller Williams Realty

Daniel Fraticelli
Gonsalves R.E. Properties

Mark Fry
Amen Real Estate

Lynn Gavia
RE/MAX Gold Elk Grove

Harvey Gilchrist
Mathews & Co. Realty Group

Lakhsbir Gill
Berkshire Hathaway HomeServices Elite RE

Anna Giovacchini
Delta Metro Realty Svcs, Inc

Perlita Herrera
Intero Real Estate Services

Amanda Hess
Palmer Real Estate

Kurt Hoffman
Realty One Group Complete

Ying Hua
Berkshire Hathaway HomeServices Elite RE

Qizhen Huang
RE/MAX Gold Elk Grove

Charles Ihling
Century 21 Select Real Estate

Amber Jeter
Fast Track Realty

Mary Jones
RE/MAX Gold Rocklin

Tamim Kabir
All City Homes

Tracy Karres
Drum Key Investments

Jack Klosek
Amen Real Estate

Darren Lee
Cook Realty

Joseph Manganello
Dunnigan, REALTORS®

Kristin Marco
Lyon RE Natomas

James Marshall
eXp Realty of California, Inc.

Blake Marshall
Lyon RE Sierra Oaks

Suli Mastorakos
Excel Realty, Inc.

Archie Morse
Berkshire Hathaway Homeservices Drysdale Properties

Arthur Moskalenko
PMZ Real Estate

William Mountain
Lyon RE Fair Oaks

David Nguyen
Capital Home Finance

Joanne Pirnik
Witham Real Estate

Russell Prater
RE/MAX Gold Sierra Oaks

David Putman
Union Strong Homeowners, Inc.

Jaylyn Ransom
Keller Williams Realty Natomas

Morghen Ready
Redfin Corporation

Jason Reichard
Tower Real Estate Brokers, Inc.

DaRon Robinson
NextHome Premier Properties

Robin Rollman
Rollman Properties

Randall Ruby
BHHS Drysdale Properties

Monique Scobey
Premier Agent Network

Shailendra Sharma
Davis Berk Realty

Sulkhan Sidhu
Statewide Realty & Mortgage

Ashley Simpson
United Realty Partners

Neera Singh
HP Real Estate

Kayla Slavensky
Better Homes and Gardens Real Estate

Dion Steele
Open Door Realty Group

Andrew Strahle
Nick Sadek Sotheby's International Realty

Brianna Sunde
Angel Lynn Realty

Veronica Torres Fajardo
Keller Williams Realty Natomas

Ryan Truong
Keller Williams Realty Elk Grove

Leah Van Osten
Grand Avenue Realty & Lending

Alla Vanvelzen
Lyon RE LP

Nancy Veach
Lyon RE LP

Varinder Virk
Eminent Realty Services, Inc.

Tuan Vo
All City Homes

Ryan Wallace
eXp Realty of California, Inc.

Blayne Waltermann
Palmer Real Estate

John Williams
Reliant Realty

Kaga Yang
Realty One Group Complete

James Zamora
Avalos Real Estate Group

September sees sales dip 21%, inventory continues rise

SEPTEMBER

The month ended with 1,318 sales, a 21.4% decrease from the 1,676 sales of August. Compared to September last year (1,560), the current figure is a 15.5% decrease. Of the 1,318 sales this month, 183 (13.9%) used cash financing, 800 (60.7%) used conventional, 225 (17.1%) used FHA, 75 (5.7%) used VA and 35 (2.7%) used Other† types of financing.

The median sales price notched upward, rising 1% from \$369,950 to \$373,700. Compared to last year at \$348,000 the current figure is up 7.4%. The current figure is 4.7% below the recorded high (\$392,750) of August 2005.

The Active Listing Inventory continued an upwards trend, increasing 2.2% month-to-month, from 3,167 to 3,236 units. The Months of Inventory followed, increasing from 1.9 to 2.5 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the right reflects the Months of Inventory in each price range.

Pending sales for the month dropped 12.4% from 1,205 to 1,055.

The Average DOM (days on market) continued its increase, rising from 24 to 26 from August to September. The Median DOM also increased, rising from 14 to 15. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,318 sales this month, 71.5% (943) were on the market for 30 days or less and 89.2% (1,176) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$240 to \$242 from August to September. See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	6	11	0.5
\$160,000 - \$179,999	13	5	2.6
\$180,000 - \$199,999	36	13	2.8
\$200,000 - \$249,999	187	86	2.2
\$250,000 - \$299,999	435	169	2.6
\$300,000 - \$349,999	460	246	1.9
\$350,000 - \$399,999	511	233	2.2
\$400,000 - \$449,999	362	173	2.1
\$450,000 - \$499,999	329	120	2.7
\$500,000 - \$549,000	179	92	1.9
\$550,000 - \$599,000	175	53	3.3
\$600,000 - \$649,999	106	33	3.2
\$650,000 - \$699,999	71	24	3.0
\$700,000 - \$749,999	57	18	3.2
\$750,000 - \$799,999	54	11	4.9
\$800,000 - \$999,000	134	16	8.4
\$1,000,000 and over	121	15	8.1
Total:	3,236	1,318	Total: 2.5

Market Snapshot - September 2018

	Sep-18	Aug-18	Change	Sep-17	Change (from '18)
Sales	1,318	1,676	-21.4%	1,560	-15.5%
Median Sales Price	\$373,700	\$369,950	1.0%	\$348,000	7.4%
Active Inventory	3,236	3,167	2.2%	2,625	23.3%
Median DOM	15	14	7.1%	13	15.4%
Avg. Price/SqFt	\$242	\$240	0.8%	\$230	5.2%

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.



September 2018

MLS STATISTICS for September 2018

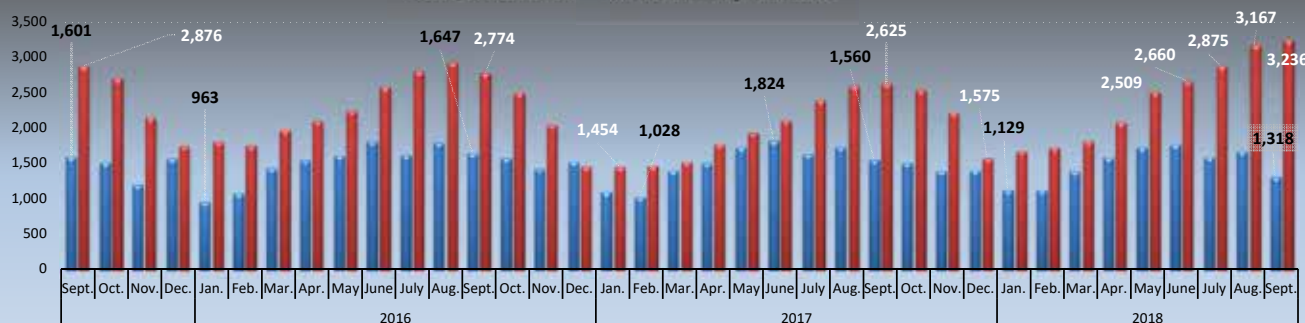
Data for Sacramento County and the City of West Sacramento



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	1,943		2,518	-22.8%		2,132		-8.9%
Active Listing Inventory †	3,236		3,167	2.2%		2,625		23.3%
Active Short Sale (included above)	11		12	-8.3%		21		-47.6%
Pending Short Lender Approval	30		23	30.4%		44		-31.8%
Pending Sales This Month	1,055		1,205	-12.4%		1,180		-10.6%
Number of REO Sales	13	1.0%	12	8.3%	0.7%	16	1.0%	-18.8%
Number of Short Sales	12	0.9%	11	9.1%	0.7%	18	1.2%	-33.3%
Equity Sales**	1,293	98.1%	1,653	-21.8%	98.6%	1,526	97.8%	-15.3%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,318	100%	1,676	-21.4%	100%	1,560	100.0%	-15.5%
Months Inventory	2.5 Months		1.9 Months	31.6%		1.7 Months		47.1%
Dollar Value of Closed Escrows	\$538,048,899		\$672,851,340	-20.0%		\$598,342,036		-10.1%
Median	\$373,700		\$369,950	1.0%		\$348,000		7.4%
Mean	\$408,231		\$401,463	1.7%		\$383,553		6.4%
Year-to-Date Statistics	1/01/18 to 9/30/18		1/01/18 to 9/30/18			1/1/2017		
	SAR monthly data, compiled		MetroList YTD data			9/30/2017		Change
Number of Closed Escrows	13,331		13,619			13,531		-1.5%
Dollar Value of Closed Escrows	\$5,351,515,517		\$5,455,544,564			\$5,028,770,008		6.4%
Median	\$365,000		\$365,000			\$337,000		8.3%
Mean	\$401,433.91		\$400,583			\$369,692		8.6%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
brought to you by:

Your Real Estate Office

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

SAR Members Only

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

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

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

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

Data for Sacramento County and the City of West Sacramento

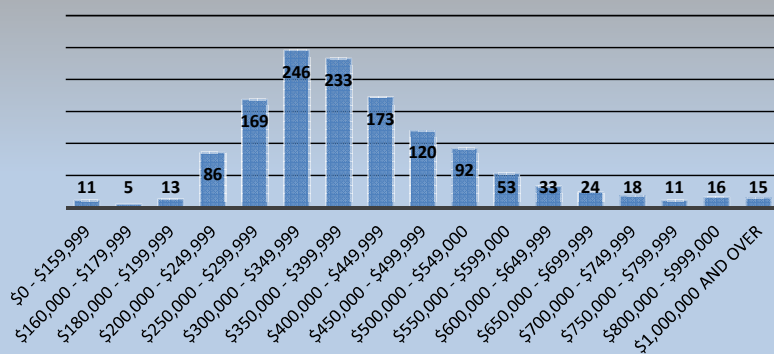
MLS STATISTICS for September 2018

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

1 House on Lot

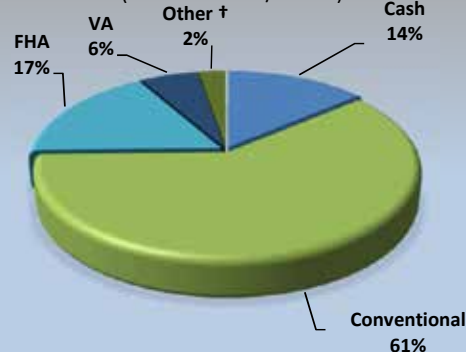
Total: 1,318



Type of Financing/Days on Market

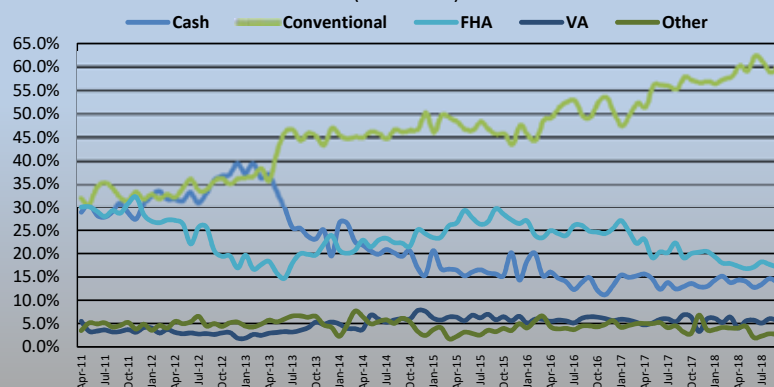
TYPE OF FINANCING

(1 House on Lot/Condo)



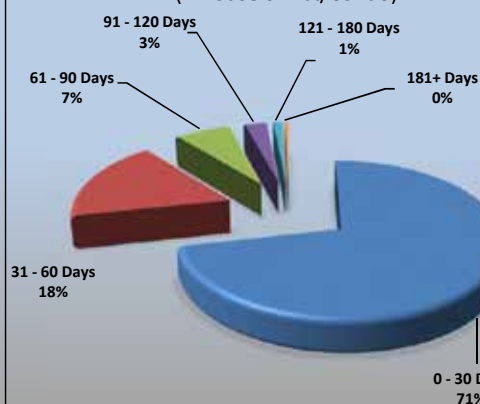
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	183	13.9%	245	14.6%	0 - 30	943	71.5%	76.1%	73.7%
Conventional	800	60.7%	987	58.9%	31 - 60	233	17.7%	15.5%	15.7%
FHA	225	17.1%	296	17.7%	61 - 90	87	6.6%	5.3%	6.1%
VA	75	5.7%	101	6.0%	91 - 120	35	2.7%	1.7%	2.5%
Other †	35	2.7%	47	2.8%	121 - 180	14	1.1%	0.9%	1.5%
Total	1,318	100.0%	1,676	100.0%	181+	6	0.5%	0.5%	0.5%
					Total	1,318	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:	15	14
Average Price/Square Foot:	26	24
	\$242.3	\$239.8

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

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



Experience Extraordinary



JOIN A 2019 COMMITTEE

As an SAR Member in good standing, you are welcome to apply to join an SAR Committee. Participation on a committee is an excellent way to acquaint yourself with the inner workings of the Association, network with your colleagues and contribute to the betterment of the Association and the community. Most committees meet monthly and adhere to a strict attendance policy.

MONDAYS

Education

Second Monday: 9:00am - 10:30am
Review potential SAR educational courses, suggest classes that meet REALTOR® needs and reflect market trends, serve on subcommittees dealing with specific aspects of education.

Volunteer Coordinating

First Tuesday: 10:30am - 11:30am
Promote volunteer activities to members, develop opportunities to volunteer in the community.

Charity Research

First Tuesday: 10:30am - 11:30am
Vet/review funding requests from local non-profits, help determine how/if SAR can show support and make recommendations to Charitable Foundation BOD.

CanTree

First Tuesday: 10:30am - 12:00pm
Promote and organize events that help raise money for the Christmas CanTree. Solicit for donations and build 'CanTrees' in Nov. Proceeds benefit Salvation Army.



Young Professionals Network Advisory

Second Tuesday: 10:30am - 11:30am
Organize and promote events, mixers, and fundraisers. Create a fun and educational place for members to network. Advisory committee is open to all young, and young at heart in the industry.



Marketing / Communications

Third Tuesday: 10:30am - 12:00pm
Analyze SAR communication media and methods, troubleshoot problems, brainstorm ideas to increase SAR-Member communication success.

Scholarship Fundraising

Third Tuesday: 1:00pm - 2:00pm
Plan, organize, promote, and work events and fundraisers during scholarship season (March-May) with the focus of providing scholarships to local high school seniors.

TUESDAYS

Cultural Diversity/Fair Housing

Fourth Tuesday: 10:30am - 12:00pm
Organize and promote seminars and events focused on housing affordability, fair housing and down payment assistance. Participate in regional events that support/celebrate the cultural diversity within the Greater Sacramento area.



Government Relations*

First Thursday: 11:00am - 1:00pm
Policy making for SAR concerning legislative and regulatory issues. Support or oppose local and state legislative and regulatory matters affecting private property rights and private property values and the ability of REALTORS® to do business.

Grievance*

Third Thursday: 10:00 - 11:30am
Review ethical complaints to determine if hearings are warranted.

Internship

First Thursday: 12:00pm - 1:30pm
Develop guidelines and provide leadership for SAR's Internship Program. Market the program and seek out mentors to guide interns.

THURSDAYS

Strategic Planning & Finance*

Third Friday: 1:00pm - 2:00pm
Develop and recommend a strategic plan, annual budget, capital budget and reserve allocations to the Board of Directors.

FRIDAYS

Nominating*

Meet as needed
Work with SAR leaders to find and vet candidates for election to the SAR Board of Directors.

AS NEEDED

Office Ambassador Program

No Meeting Date/Open to All SAR Members
Receive special SAR updates to provide semi-monthly reports to their own offices. Increase SAR Member awareness by promoting association events, educational classes, volunteer opportunities, industry updates and more. Ambassadors provide valuable feedback/suggestions to SAR for improvement.

SPECIAL POSITION

*Special Appointment or Prerequisites Required to Join

Application to Join a 2019 Committee

Please indicate your interest in joining a 2019 SAR Committee. Should you choose Government Relations Committee, Grievance Committee, Nominating Committee, or Strategic Planning & Finance Committee, you will receive an email regarding the details of that committee.

The SAR President will make committee appointments based on your experience, the number of positions available, and the diversity of the committee members.

Complete & Submit to SAR

Submit in-person at SAR, email to Lyndsey at [lyndsey at lharank@sacrealtor.org](mailto:lyndsey@lharank.com)
or fax to 916-922-4103

Full Name

Company

Phone

Email

Due to committee size limits, you are not guaranteed a spot on any committee.
Please indicate your first, second, and third priority using the boxes below.

☐ ☐ ☐ CanTree

☐ ☐ ☐ Internship

☐ ☐ ☐ Charity Research

☐ ☐ ☐ Marketing / Communications

☐ ☐ ☐ Cultural Diversity/Fair Housing

☐ ☐ ☐ Nominating

☐ ☐ ☐ Education

☐ ☐ ☐ Scholarship Fundraising

☐ ☐ ☐ Government Relations

☐ ☐ ☐ Strategic Planning & Finance

☐ ☐ ☐ Grievance

☐ ☐ ☐ Volunteer Coordinating

☐ I would like to become an SAR Office Ambassador*

☐ ☐ ☐ YPN Advisory

☐ I would like more information about the Leadership Academy

*Not a formal committee



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 Swayne
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

Marcus Arroyo – 916.437.1210
Education Services Coordinator

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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The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness. Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.

The mission of the Sacramento Association of REALTORS® is to enhance the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights.

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