



# SACRAMENTO REALTOR®

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

JULY 2019

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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## ARE YOU GETTING IT?

We send out the SAR Weekly Docket every Wednesday evening - are you receiving it? If you would like to keep up to date with what's happening at SAR, send a subscription request to [tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org).



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## REALTORS® Give Back – In More Ways Than One

Have you ever taken a moment and thought about what it really means to be a REALTOR®? Do REALTORS® do more than provide our expertise to clients in the home buying/selling process, offering guidance through one of the most stressful times in their life? Of course we do. REALTORS® are some of the most generous people I know, whether we are donating our time or our hard-earned money. Let's start with what we do here at our Association.

This edition of your e-Magazine spotlights the recent Scholarship Awards Ceremony on June 4th and the dozens of local students who earned these scholarships. Just this year SAR awarded over \$48,000 in scholarships to 33 deserving students. Since 2001, we have had over 540 accomplished students pass through our Scholarship Program and – thanks to the generosity of our REALTOR® community – we have been able to award over \$600,000! If you would like to learn more or donate to the SAR Scholarship Trust, you don't have to wait until next year. You can [donate online here](#) and also learn how you can be a part of SAR history by contributing to the "Learning Tree" that resides in the SAR Lobby. Our esteemed CEO Dave Tanner, covers this in more detail on [page 18](#).

The scholarship is one way we touch our community, another is through the [SAR Charitable Foundation](#). SAR has a significant history of supporting charities related to shelter and a thriving community. The Charitable Foundation gives focus and added strength to SAR's tradition of giving back to the community. Through your tax-deductible donations, SAR is able to provide funding to local non-profit organizations and strengthen their missions of helping the community. You can read about our priorities in the [Donations Policy](#) and download the [Funding Application here](#). SAR has provided funding to over 35 non-profits over the years and has been regularly recognized by the Sacramento Business Journal for our charitable efforts, consistently ranking around #12 on the local annual corporate philanthropy list. Other ways we give back to the community is through the [SAR Christmas CanTree](#), which supports the local chapter of the Salvation Army, and the SAR Masters Club Golf Tournament, which raises funds each year for local organizations. You can always find out about SAR fundraisers and events by visiting <https://sacrealtor.org/members/events>.

Finally, SAR has monthly volunteer opportunities where Members can donate their time towards helping non-profits. Just this year we have had over 120 Members volunteer at events with Rebuilding Together, Wellspring Women's Center, and the Sacramento, River City, and Elk Grove Food Banks. If you'd like to be notified of upcoming volunteer opportunities, please email [tony@sacrealtor.org](mailto:tony@sacrealtor.org).

There are so many ways REALTORS® serve their communities and the aforementioned are just those through SAR. Many Members take it upon themselves to get involved in their own communities. It is for these efforts, both within and outside of SAR, that I am proud to be called a REALTOR®.



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



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



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

***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](mailto:creiasacchapter@gmail.com)**



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

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





## Understanding Liquidated Damages in the RPA

The RPA is framed in such a fashion that the primary liability for a breaching buyer is the payment of liquidated damages to the seller. In short, liquidated damages are a contractually agreed to sum of money that the parties agree will serve as damages should a party breach. The concept is that the determination of the liquidated damages is an estimation by the parties as to what the actual damages would be suffered should the buyer breach the agreement.

In California, liquidated damages have been set forth by statute. In California Civil Code Section 1671(b) the statute states that generally a liquidated damages clause in a contract is valid. The statutes go on to state that in cases involving a 1-4 unit residential dwelling a liquidated damage provision that does not exceed 3% is valid unless the buyer proves it is unreasonable and a liquidated damage provision in excess of 3% is invalid unless the seller proves that it is reasonable. (See Ca. Civ. Code 1675(1)(c&d)). However, the RPA strictly restricts the liquidated damage provision to 3% and states in paragraph 21B of the RPA that "the amount retained shall be no more than 3% of the purchase price." The contract goes on to state that any amount in excess of the 3% shall be returned.

While the seller initially/immediately demands the buyer to pay the liquidated damage, there is a process the seller must navigate to be able to collect the liquidated damages.

First, seller must establish that the buyer did in fact breach the RPA that would trigger the liquidated damage clause. Then, the seller must establish that the seller properly delivered either a Notice to Perform or Demand to Close (depending on when the breach occurred), that the buyer subsequently failed to preform or close and the seller properly cancelled the contract. Then and only then, would the seller have a potentially viable claim against the buyer for liquidated damages.

Assuming the buyer does not readily part with the escrow deposit as liquidated damages, then the seller must bring an action to enforce their contractual rights. If the amount is less than \$10,000, the seller can bring an action in small claims to pursue their rights. Small claims is fast and allows the party to get a remedy within just a few months. However, if one does not want to go to small claims court or if the amount exceeds \$10,000, then the seller must look at the dispute resolution mechanisms in the contract, which usually requires mediation and arbitration.

If that is the case, then the seller will have to make a demand for mediation and then pursue arbitration. Assuming the seller is successful at arbitration – if the buyer still does not release liquidated damages, the seller will have to go to court to have the arbitration award confirmed. This process further delays recovery and adds expense.

Once the arbitration award is confirmed, then and only then can the seller force escrow to deliver the escrow deposit as liquidated damages to the seller as contemplated in the contract. While this seems straightforward – the limitations must be understood. If the contract contemplates liquidated damages, the seller will be capped at the liquidated damage number and if actual damages exceed that number the seller will likely be prohibited from recovering the higher damages. Further, there is no guarantee that the seller will prevail. While the statutes presume that the liquidated damage clause is valid, the buyer could still prove that the amount is unreasonable and, if done, that would render the liquidated damage provision invalid. However, the burden is on the buyer to prove the unreasonableness of the value of the liquidated provision.

This provision is often a stumbling block for both the buyer and the seller. The seller is not sure if the liquidated damages will cover actual losses, the buyer is afraid of losing their deposit. The key element in liquidated damages clause is that at some level it creates certainty for both parties. That certainty is what should help them see the process through.



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## Staying Involved in the Community: It's 'Who We R'

Members of the Sacramento Association of REALTORS® stay active in the community, whether it is running for local office or serving on local boards and committees, they volunteer their time to positively impact the greater Sacramento region. Our staff is also dedicated to helping SAR stay involved. In the past, members and staff of SAR have installed neighborhood decals in County Supervisor Susan Peters' District 3 in the unincorporated County to promote neighborhood identity. REALTOR® **Doug Covill** serves on the Planning Commission and was also serving on the Built Environment Tact of the Mayor's Climate Commission, which was recently completed. **Sue Frost**, another SAR member, is a Sacramento County Supervisor representing District 4. SAR CEO **Dave Tanner** currently serves on the Mayor's Climate Commission, where he is part of the efforts to brainstorm and recommend ways that the Cities of Sacramento and West Sacramento can reach decreased greenhouse gas emission goals in the near and long-term future. SAR Members **Leigh Rutledge** and **Chris Little** are on the American River Parkway Advisory Committee, which are County appointed positions. **Caylyn Wright**, the Government Affairs Director for SAR, is on the Tree Foundation Board. REALTOR® **Brian Holloway** is the President American River Flood Control District. SAR Past President **Ron Greenwood** is on the Carmichael Water Board.

*Note: Not all Sacramento Association of REALTORS® members and staff involved in community activities, elected positions, or appointed positions are referenced.*

Members of SAR apply to join committees where they volunteer their free time to plan events and conduct valuable outreach within the greater Sacramento area. **The Cultural Diversity and Fair Housing Committee** is committed to represent SAR at various cultural and housing related events to offer REALTOR® resources to underserved groups in the community and promote homeownership. One example of this outreach is the annual Housing Fair. This event is held in underserved areas where folks may not have the resources or familiarity in the process needed in order to consider buying a home. These communities have significant potential to take advantage of first-time homebuyer programs. Sponsors attend to provide information on down payment assistance programs and other materials that can help attendees start the necessary steps to homeownership. This year the Housing Fair will be held at the **Oak Park Salvation Army on October 5th from 10:00am to 2:00pm**, it is free and open to anyone who wants housing resources and more information on how to become a homeowner.

For the first time this year, SAR took part in the **Pride Festival**. Every year the committee tries to identify new events and communities with which to get involved. This year, Pride was one of those events. It was a huge success and gave our members, both on the committee and outside the committee, the opportunity to reach out to the LGBTQ+ community and offer valuable resources and information about the upcoming Housing Fair. Many people were reached who otherwise may not have known who to talk to or what programs are accessible to them.

The Cultural Diversity and Fair Housing Committee also took part in the Black Expo in the beginning of this year, as it has many years in the past. This event's purpose is to celebrate Black History Month by providing new opportunities along with fun ways to celebrate black history and prepare for a greater future. All kinds of vendors attend and sponsor to provide information and education on a variety of topics. The Cultural Diversity and Fair Housing Committee presented an informational panel on first time homeownership, as well as advertised for the annual Housing Fair so that attendees could receive more in-depth information.

It is pivotal that members and staff of SAR stay actively involved in the greater Sacramento region. There are many areas in which help is needed, and our organization can help. We are proud to represent a group that gives back so much. Thank you to those who volunteer their time at or outside of SAR, your work is important and greatly appreciated.

THAT'S  
WHO  
WE





SAR CHARITABLE FOUNDATION

# PASTA FEED FUNDRAISER

*Friday, July 12, 2019 | 6 - 9pm*

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\$20 Adults

\$12 Children under 12 years old.

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*[sacrealtor.org/pasta](http://sacrealtor.org/pasta)*

SAR Charitable Foundation, Inc. is a 501(c)(3) organization

# 2019 SCHOLARSHIP AWARDS CELEBRATION

At the June Main Meeting, the Scholarship Trustees and Scholarship Fundraising Committee were proud to award over \$48,000 in scholarships to 33 local graduating students. Thank you all for your dedication to this program!

## Scholarship Trustees

- Peggy Adams
- Perry Georgallis
- Nick LaPlaca
- Chip O'Neill
- Judy Schoer

## Scholarship Fundraising Committee

- David Boliard
- Courtney Edwards
- Steve Larson
- Meena Lee
- Justin Padilla
- Shannon Reece
- Tracey Saizan
- Frank Siino
- Jack Souza
- Samantha Tov
- Kim White
- And our five scholarship trustees

Here are the recipients of our 2019 scholarships. We wish you the best of luck in your endeavors!



**Farah Abou-Taleb**, daughter of SAR member Margaret Melville, will be attending UC Santa Cruz to study Human Biology. Farah received a \$1500 scholarship.



**Tyler Afana**, son of SAR member David Afana, will be attending Loyola Marymount University to study Film Production. Tyler received the \$2000 Dale Morris scholarship.



**Miranda Agustin**, daughter of SAR member Arnel Agustin, will be attending Cal Poly Pomona to study Animal Science. Miranda received a \$1,500 scholarship funded by Pat Hogarty Photography.



**Ainsley Beckman**, daughter of SAR member Jeff Beckman, will be attending Cosumnes River College to study Business Administration. Ainsley received a \$750 scholarship.





**Anaiyah Cabrellis** will be attending Howard University to study International Business. Anaiyah received a \$1000 scholarship funded by Pat Hogarty Photography.



**Sydney Carlson**, granddaughter of Carl Carlson, will be attending Chapman University to study Biological Sciences. Sydney received a \$1750 scholarship funded by MetroList.



**Anna Chriss**, will be attending UC Berkeley to study Molecular and Cellular Biology. Anna received a \$1500 scholarship funded by Coldwell Banker Sierra Oaks and Sac Metro.



**Sequoia Coleman**, daughter of SAR Member Isom Coleman, will be attending University of Hawaii at Manoa to study Business Marketing. Sequoia received a \$1500 scholarship.



**Vivian Dang**, daughter of SAR Member Hubert Hoa Dang, will be attending California Northstate University to study Medicine. Vivian received a \$1750 scholarship funded by MetroList.



**Jade Deruelle**, niece of SAR member Yvonne Nelson, will be attending Pacific Union College to study Nursing. Jade received a \$1500 scholarship.

# 2019 SCHOLARSHIP AWARDS CELEBRATION



**Haley Egger** will be attending UC Riverside as an undeclared major in the college of Humanities, Arts & Social Sciences. Haley received a \$1250 scholarship funded by Coldwell Banker Sierra Oaks and Sac Metro.



**Joshua Friedman**, son of SAR Member Stacey Friedman, will be attending University of Colorado at Boulder to study Astrophysics. Joshua received the \$1750 Mike Messina scholarship.



**Emma Ginnell** will be attending UC Davis to study Landscape Architecture. Emma received a \$1250 scholarship funded by Coastal Pacific Mortgage.



**Kobe Huynh** will be attending University of San Diego to study Psychology. Kobe received the \$2000 Eugene L. Williams scholarship.



**Marissa Joe** will be attending UC Santa Cruz to study Human Biology. Marissa received a \$1250 scholarship funded by Masters Club.



**Juliet Johnson** will be attending Pepperdine University to study Theatre. Juliet received the \$1750 Carl Carlson Creative Genius scholarship.





**Kathryn Kane** will be attending Cal Poly San Luis Obispo to study Political Science. Kathryn received a \$1750 scholarship funded by Coldwell Banker Sierra Oaks and Sac Metro.



**Megan Karle** will be attending Sacramento State University to study Elementary Education. Megan received a \$1000 scholarship funded by Steve Larson Insurance.



**Katherine London**, granddaughter of SAR Member Mary London, will be attending University of Colorado Boulder to study Political Science. Katherine received a \$1750 scholarship.



**Kathryn Macintyre** will be attending UC Davis to study Viticulture and Enology. Kathryn received a \$1250 scholarship.



**Riley Martinez**, daughter of SAR Member Diana Martinez, will be attending San Diego State to study English. Riley received a \$1750 scholarship funded by MetroList.



**Aspen Martinez** will be attending Cosumnes River College to study Biology. Aspen received a \$750 scholarship.

# 2019 SCHOLARSHIP AWARDS CELEBRATION



**Yaire Padilla**, daughter of SAR member Oralia Padilla, will be attending University of Texas, San Antonio to study Architecture. Yaire received the \$2250 Mack Powell Scholarship.



**Sofia Pantis**, daughter of SAR Member Kelly Garrett-Pantis, will be attending University of San Diego to study Behavioral Neuroscience. Sofia received the \$2000 Kay Georgallis scholarship.



**Luke Peters**, son of SAR Member Matthew Peters, will be attending California Baptist University to study Kinesiology. Luke received a \$1000 scholarship.



**Peter Povey** will be attending American River College to study Nursing. Peter received a \$750 scholarship.



**Josephine Powell** will be attending UC Berkeley to study Theatre & Performance Studies. Josephine received a \$1500 scholarship funded by Coldwell Banker Sierra Oaks and Sac Metro.





**Veronica Reckers** will be attending University of Portland to study Nursing. Veronica received a \$1250 scholarship.



**Japkaran Singh**, son of SAR Member Sohanpreet Singh, will be attending UC Davis to study Neurobiology, Physiology and Behavior. Japkaran received a \$1750 scholarship funded by MetroList.



**Margrete Snyder**, family friend of SAR Members Scott Palmer, Janay Parkinson & Julie Lewis, will be attending UC Berkeley to study Political Science. Margrete received a \$1250 scholarship.



**Elana Sogard**, daughter of SAR Member Tamara Sogard, will be attending Belmont University to study Music Business. Elana received a \$1500 scholarship funded by Pat Hogarty Photography.



**Gina Talcott**, daughter of SAR Member Maria Talcott, will be attending UCLA to study Physics. Gina received a \$1750 scholarship funded by MetroList.



**Mary Tsakke** will be attending Sacramento State University to study Nursing. Mary received a \$1000 scholarship funded by Steve Larson Insurance.

# SAR & COMMUNITY EVENTS

## Pasta Feed Fundraiser



Friday, July 12th | 6:00 – 9:00pm | \$20/adults | \$12/children (12 & under) | [Register Here/Sponsorship Opportunities](#)

## Day At The Races



Friday, July 26th | 2:00 – 5:00pm | \$60/ticket | [Register Here](#) | [Sponsorship Opportunities](#)

## Free Housing Fair



Saturday, October 5th | 10:00am – 2:00pm | FREE (must register) | [Register Here](#) | [Sponsorship Opportunities](#)

# VOLUNTEER OPPORTUNITIES

## American River Parkway Cleanup & BBQ



**Date:** Thursday, July 25th

**One Shift:** 8:00 – 11:00am (BBQ to follow)

**Location:** El Manto River Access (Rancho Cordova)

**Duties:** Clean up any trash along the American River Parkway and stack bags in a central location for pick up.

**Sign Up:** email [tony@sacrealtor.org](mailto:tony@sacrealtor.org)

Facebook Event Page to Share to Your Colleagues: <https://www.facebook.com/events/437638590302397/>

## Sacramento Food Bank – Distribution Warehouse



**Date:** Tuesday, August 20th

**One Shift:** 9:00am – 12noon (please arrive by 8:45am for check-in)

**Location:** 1951 Bell Avenue, 95838

**Duties:** Inspect and sort donated food items, checking for expired, damaged or leaking cans/boxes.

Put together boxes of food for distribution. Wear comfortable clothing and closed-toe shoes.

**Sign Up:** email [tony@sacrealtor.org](mailto:tony@sacrealtor.org)

Facebook Event Page to Share to Your Colleagues: <https://www.facebook.com/events/415087345884667/>



# 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 #1-5: Promotion of Client's Interests

*(Originally Case #7-6. Revised May, 1988. Transferred to Article 1 November, 1994.)*

Client A gave an exclusive listing on a house to REALTOR® B, stating that he thought \$132,500 would be a fair price for the property. REALTOR® B agreed and the house was listed at that price in a 90-day listing contract. REALTOR® B advertised the house without response, showing it to a few prospective buyers who lost interest when they learned the price. In a sales meeting in his office, REALTOR® B discussed the property, advised his associates that it appeared to be overpriced, and that advertising and showing of the property had proved to be a waste of time and money.

After six weeks had gone by without a word from REALTOR® B, Client A called REALTOR® B's office without identifying himself, described the property, and asked if the firm was still offering it for sale. The response he received from one of REALTOR® B's nonmember associates was: "We still have the house listed, but there is little interest in it because, in our opinion, it is overpriced and not as attractive a value as other property we can show you."

Client A wrote to the Board of REALTOR® complaining of REALTOR® B's action, charging failure to promote and protect the client's interest by REALTOR® B's failure to advise the client of his judgment that the price agreed upon in the listing contract was excessive, and by REALTOR® B's failure to actively seek a buyer.

In a hearing on the complaint before a Hearing Panel of the Board's Professional Standards Committee, REALTOR® B's response was that Client A had emphatically insisted that he wanted \$132,500 for the property; that by advertising and showing the property he had made a diligent effort to attract a buyer at that price; that in receiving almost no response to this effort he was obliged to conclude that the house would not sell at the listed price; that in view of the client's attitude at the time of listing, he felt it would be useless to attempt to get Client A's agreement to lower the listed price; and that he had instructed his staff not to actively market the property at that price.

The Hearing Panel concluded that REALTOR® B was in violation of Article 1; that he had been unfaithful in his obligations in not advising his client of his conclusion that the property was overpriced, based on the response to his initial sales efforts; and in withholding his best efforts to bring about a sale of the property in the interests of his client.





## Scholarships

The annual giving of college scholarships to deserving high school graduates is one of the ways the Sacramento Association of REALTORS® gives back to the community. The funds raised are distributed by the Trustees of the SAR Scholarship Trust. Currently the bulk of the funds are solicited annually by the Scholarship Fundraising Committee. These funds are raised and for the most part are distributed in the year of receipt by the Trustees. But did you know there is a way you can contribute to a source of funds for the scholarships in perpetuity?

In the main lobby of the SAR Headquarters Building at 2003 Howe Avenue there is a Learning Tree on the wall recognizing contributions to permanent funding of the scholarship program. The treescape is made up of trunk sections, large branches, medium branches, small branches, large leaves, small leaves, large birds, small birds, large rocks and small rocks. The prices per piece range from \$500 to \$10,000. All of the \$10,000 sections have been sold. Each section purchased can be inscribed with the identity of the purchaser, or in honor of someone or in memory of someone. The inscriptions will remain a permanent part of the tree in the lobby.

The funds donated to purchase these sections do not get distributed in the year collected. Instead they go into a trust account. When the tree is entirely sold out it will generate approximately \$500,000 to remain in the trust and be invested. Each year the income earned from those investments will be used to fund scholarships. Your gift to fund the tree will give back to our area students in perpetuity. What a great way to honor a friend or family member.

For more information or to [donate now click here](#) to go to the donation page or contact Madison Hall at [mhall@sacrealtor.org](mailto:mhall@sacrealtor.org) or 916-437-1211.



## Monthly Video Series – July 2019

We sit down with Scott Short and Matt “The Mortgage Guy” Gouge, who serve as Chair and Vice Chair of the monthly Real Estate Finance and Affiliate Forum. They give a recap of the speakers and topics we’ve had at the Forum so far and also look forward to the 2nd half of the year.

## SAR Real Estate Finance & Affiliate Forum

Upcoming Meetings:

**Date:** Thursday, August 1st

**Speaker/Topic:** Sam Luna, Director of Affordable Housing with Freddie Mac

**Date:** Thursday, September 5th

**Speaker/Topic:** Private Mortgage Insurance Panel

**Date:** Thursday, October 3rd

**Speaker/Topic:** Kurt Reisig, CEO of American Pacific Mortgage & Jim Coffrini, Sierra Pacific Mortgage

**Date:** Thursday, November 7th

**Speaker/Topic:** Alex Hughes, Paramount Partners Group/Mastermind Industry Forum

**Date:** Thursday, December 5th

**Speaker/Topic:** Top Mortgage Producers of 2019 Panel





# SAR EDUCATIONAL OFFERINGS

All classes listed below are held at SAR's Mack Powell Auditorium. To register online, visit [ims.sacrealtor.org](http://ims.sacrealtor.org). Questions - contact Marcus Arroyo at 916.437.1210. Prices listed reflect early-bird price, please contact us for non-Member pricing.

## JULY

	CLASS	COST	INSTRUCTOR
10	12noon – 1:30pm <b>EVERYTHING YOU NEED TO KNOW ABOUT ADUs</b> LUNCH & LEARN	\$20	Presented by a Sacramento County Planning Department Representative
11	9:00am – 12noon <b>SOLAR PV: TECHNOLOGY AND VALUATION</b>	FREE	Debra Little
16	5:00 – 6:30pm <b>THE GENERATION Z WORLD:</b> SHIFTS IN URBAN DESIGN, ARCHITECTURE & THE CORPORATE WORKPLACE HGA ARCHITECT (1200 R STREET, #100)	\$25	HGA Representatives
17	11:30am – 2:00pm <b>THE REAL ESTATE GUIDE TO THE HOME EQUITY CONVERSION MORTGAGE</b> LEARN HOW TO HELP YOUR CLIENTS IN RETIREMENT LUNCH & LEARN	\$20	Curtis Mangus
20	8:30am – 5:00pm <b>DUANE GOMER'S ONE DAY CRASH COURSE</b> PASS SALESPERSON OR BROKER EXAM ON FIRST TRY	\$150	Duane Gomer Representative
23	1:00 – 4:00pm <b>45 HOUR DUANE GOMER LICENSE RENEWAL HOME STUDY &amp; LIVE REVIEW</b>	\$95(text book) \$85 (PDF)	Duane Gomer Representative
23	12noon – 1:30pm <b>ESTATE PLANNING: THE BASICS AND BEYOND</b> LUNCH & LEARN	\$20	Tracy Potts, Esq.
25	12noon – 1:30pm <b>FOCUSED GEOGRAPHIC FARMING FOR 2019</b>	\$20	Jason C. Scott, Fidelity National Title

## AUGUST

	CLASS	COST	INSTRUCTOR
8	12noon – 2:00pm <b>PROTECT YOUR REAL ESTATE BUSINESS WITH YOUR OWN BUYER BROKER SYSTEM</b>	TBD	Aria Salehpour
13 15	9:00am – 5:30pm <b>EARN YOUR ACCREDITED STAGING PROFESSIONAL® DESIGNATION</b>	Agent Investment: \$295 3 Day ASP Designation Investment: \$1,795	ASP Representative
17	8:30am – 5:00pm <b>DUANE GOMER'S ONE DAY CRASH COURSE</b> PASS SALESPERSON OR BROKER EXAM ON FIRST TRY	\$150	Duane Gomer Representative
22	9:00am – 12noon <b>SELLING EFFECTIVELY IN A LITIGIOUS ENVIRONMENT</b>	\$20	David Compton
29	9:00am – 3:00pm <b>REALTOR® BOOT CAMP</b>	\$15	Various Instructors

# AUGUST CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
			Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am	SAR Toastmasters Club (T) 7:45 – 9:15am Broker/Manager (B) 9:30 – 10:30am
5	6	7	8	9
MetroList Training – Prospector Course I (T) 9:00 – 12noon WCR Board Meeting (B) 12noon – 1:30pm MetroList Training – Prospector Course II (T) 1:00 – 4:00pm	SAR Main Meeting (EC – Full) 9:00 – 10:30am Volunteer Coordinating Committee (T) 10:30 – 11:30am Charity Research Committee (P) 10:30 – 11:30am CanTree Committee (B) 10:30am – 12noon	SAR New Member Orientation (B) 9:00am – 12:30pm	Buyer Broker System (EC – W) 9:00 – 11:30am Masters Club Steering Committee (B) 9:30 – 11:00am Intern Committee (B) 12noon – 1:30pm	SAR Closed 7:30 – 8:30am SAR Toastmasters Club (T) 7:45 – 9:15am Sac Area RE Exchange Network (T) 10:00am – 12:30pm
12	13	14	15	16
Education Committee (B) 9:00 – 10:30am Leadership Academy (B) 1:00 – 2:30pm	Regional Meetings Visit <a href="http://www.sacaravans.org">www.sacaravans.org</a> Staged Homes Designation (T) 8:00am – 5:00pm YPN Advisory Meeting (B) 11:00am – 12:30pm	Staged Homes Designation (T) 8:00am – 5:00pm AREAA Board Meeting (B) 9:00 – 10:30am SAR New Member Orientation (B) 1:00 – 4:30pm	Staged Homes Designation (T) 8:00am – 5:00pm Grievance Committee (B) 10:00 – 11:30am WCR Business Luncheon (EC – W) 11:00am – 2:00pm	SAR Toastmasters Club (B) 7:45 – 9:15am Public Issues Forum (B) 9:30 – 10:30am
19	20	21	22	23
MetroList Training – Realist Workshop (T) 9:00 – 12noon MetroList Training – Searching CMA Workshop (T) 1:00 – 4:00pm	No Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> Marketing/Communications Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (T) 1:00 – 2:00pm	Advanced Commercial Prospecting (EC - E) 1:00 - 3:00pm SAR New Member Orientation (B) 6:00 – 9:30pm	Selling Effectively in a Litigious Environment (EC - W) 9:00am – 12noon Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon	SAR Toastmasters Club (T) 7:45 – 9:15am SAR BOD (B) 9:00 – 11:00am
26	27	28	29	30
No Events Scheduled	Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> SAR Charitable Foundation BOD (B) 12:30 – 2:00pm Intern Class (T) 2:30 – 4:30pm	SAR OFFICES CLOSED 8:00 – 10:30am SAR OFFICES CLOSED 1:00 – 2:00pm	REALTOR® Boot Camp (EC – W) 9:00 – 3:00pm	SAR Toastmasters Club (T) 7:45 – 9:15am Broker/Manager (B) 9:30 – 10:30am NARPM – Rent Control & Just Cause Evictions (EC – W) 9:00am – 12noon

## 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.*

# May 2019

## DESIGNATED REALTORS®

**Nakendra Abner**  
Paradise Palms Realty

**Jon Carson**  
Carson Property Group

**Dina Urrutia**  
Dina Urrutia REALTOR®

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Keller Williams Realty Natomas

**George Antablian**  
Real Estate Source, Inc.

**Manjinder Bal**  
Statewide Realty & Mortgage

**Alyse Burson**  
Keller Williams Realty Folsom

**Kyle Bybee**  
eXp Realty of California, Inc.

**Michael Campos**  
Lyon RE Elk Grove

**Katrice Collins**  
Berkshire Hathaway HS Elite

**Austin Cooper**  
Coldwell Banker Residential Br

**Joseph Cormack**  
HomeSmart ICARE Realty

**Alicia Correia**  
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**Brianne Craig**  
Keller Williams Realty Natomas

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**Jennifer Daniel**  
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**James DeGrace**  
BHHS Drysdale Properties

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Dean Adams Residential R.E.

**Melissa Finch**  
Century 21 M & M

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**Laurie Garcia**  
Lyon RE West Sacramento

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Golden One Realty, Inc.

**Maureen Hudgens**  
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**Thuong Jenkins**  
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**Kelly Klein**  
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**Minjie Li**  
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**Dana Louis-O'Brien**  
HomeSmart ICARE Realty

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**Yelena Nesterenko**  
VNR Properties

**Anatoliy Oleshko**  
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eXp Realty of California, Inc.

**Ricardo Perez**  
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**Andrey Polishchuchenko**  
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Nick Sadek Sotheby's International

**Jessica Quintero**  
Dreamland Properties

**Sarah Robinson**  
Providence Properties

**Shilo Rochelle**  
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**Isiah Sampson**  
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**Denise Sexton**  
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**Jasdeep Shanker**  
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**Danitzia Singh**  
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**Natesha Smith**  
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**Jenifer Sprague**  
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**Stephanie Stern**  
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**Spencer Sundlie**  
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**Jennifer Swale**  
Redfin Corporation

**Muang Tate**  
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**Amanda Towers**  
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**Lawrence Vaughn**  
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**Naomi Vidal**  
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**Cynthia Willis**  
Keller Williams Realty Natomas

**Tian Yao**  
RE/MAX Gold Elk Grove

**Tanisha Youngblood**  
Exquisite Real Estate, Inc.

WELCOME



# SACRAMENTO HOUSING STATISTICS

## May sees increase in sales, inventory

# MAY

The month ended with 1,630 total sales, a 9% increase from the 1,496 sales of April. Compared to the same month last year (1,730), the current figure is down 5.8%. Of the 1,630 sales this month, 178 (10.9%) used cash financing, 1,042 (63.9%) used conventional, 304 (18.7%) used FHA, 78 (4.8%) used VA and 28 (1.7%) used Other† types of financing.

The median sales price decreased slightly, dropping .2% from \$385,000 to \$384,250. The current figure is up 2.5% from May 2018 (\$375,000).

The Active Listing Inventory increased 10.5% from 2,094 to 2,314 units. The Months of Inventory, however, remained at 1.4 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.

The Median DOM (days on market) dropped for the third month, decreasing from 11 to 10 from April to May. The Average DOM also decreased, dropping from 29 to 25. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,630 sales this month, 77.2% (1,259) were on the market for 30 days or less and 89.3% (1,457) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$242.4 to \$249.4 from April to May.

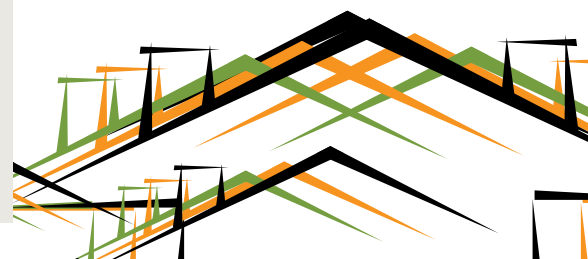
See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	6	4	1.5
\$160,000 - \$179,999	6	9	0.7
\$180,000 - \$199,999	12	8	1.5
\$200,000 - \$249,999	88	84	1.0
\$250,000 - \$299,999	207	221	0.9
\$300,000 - \$349,999	279	275	1.0
\$350,000 - \$399,999	317	287	1.1
\$400,000 - \$449,999	246	220	1.1
\$450,000 - \$499,999	248	170	1.5
\$500,000 - \$549,999	160	106	1.5
\$550,000 - \$599,999	159	63	2.5
\$600,000 - \$649,999	107	41	2.6
\$650,000 - \$699,999	106	28	3.8
\$700,000 - \$749,999	45	37	1.2
\$750,000 - \$799,999	56	14	4.0
\$800,000 - \$999,999	124	37	3.4
\$1,000,000 and over	148	26	5.7
<b>Total:</b>	<b>2,314</b>	<b>1,630</b>	<b>Total: 1.4</b>

Market Snapshot - May 2019					
	May-19	Apr-19	Change	May-18	Change (from '18)
<b>Sales</b>	<b>1,630</b>	<b>1,496</b>	<b>9.0%</b>	<b>1,730</b>	<b>-5.8%</b>
<b>Median Sales Price</b>	<b>\$384,250</b>	<b>\$385,000</b>	<b>-0.2%</b>	<b>\$375,000</b>	<b>2.5%</b>
<b>Active Inventory</b>	<b>2,314</b>	<b>2,094</b>	<b>10.5%</b>	<b>2,509</b>	<b>-7.8%</b>
<b>Median DOM</b>	<b>10</b>	<b>11</b>	<b>-9.1%</b>	<b>9</b>	<b>11.1%</b>
<b>Avg. Price/SqFt</b>	<b>\$249</b>	<b>\$242</b>	<b>2.9%</b>	<b>\$242</b>	<b>2.9%</b>

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

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



# MLS STATISTICS

## May 2019

### MLS STATISTICS for May 2019

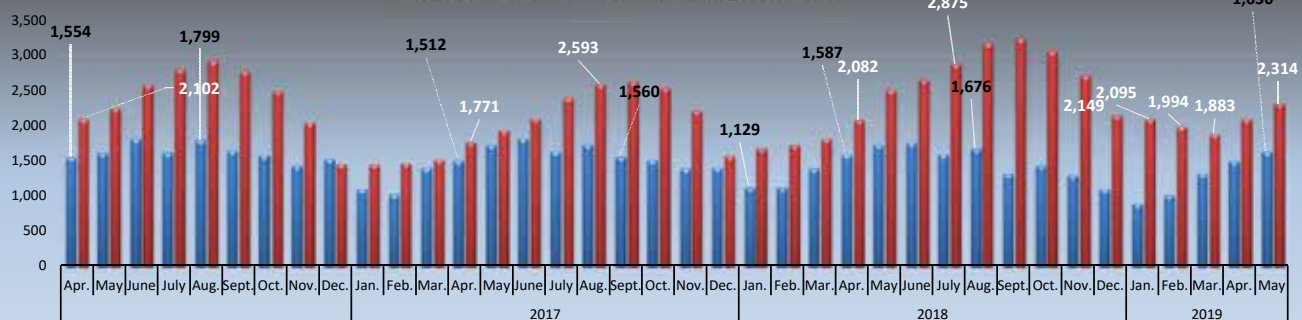
Data for Sacramento County and the City of West Sacramento



#### 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	2,361		2,108	12.0%		2,630		-10.2%
Active Listing Inventory †	2,314		2,094	10.5%		2,509		-7.8%
Pending Sales This Month*	2,052		1,978	3.7%		1,464		40.2%
Number of REO Sales	15	0.9%	26	-42.3%	1.7%	19	1.1%	-21.1%
Number of Short Sales	4	0.2%	4	0.0%	0.3%	20	1.2%	-80.0%
Equity Sales	1,611	98.8%	1,466	9.9%	98.0%	1,691	97.7%	-4.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,630	100%	1,496	9.0%	100%	1,730	100.0%	-5.8%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.5 Months		-6.7%
Dollar Value of Closed Escrows	\$695,780,460		\$622,562,545	11.8%		\$712,111,302		-2.3%
Median	\$384,250		\$385,000	-0.2%		\$375,000		2.5%
Mean	\$426,856		\$416,709	2.4%		\$411,625		3.7%
Year-to-Date Statistics	1/01/19 to 5/31/19		1/01/19 to 5/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			5/31/2018		Change
Number of Closed Escrows	6,355		6,444			6,972		-8.8%
Dollar Value of Closed Escrows	\$2,542,702,958		\$2,627,610,388			\$2,766,897,129		-8.1%
Median	\$365,000		\$370,000			\$364,000		0.3%
Mean	\$400,111		\$407,761			\$396,858		0.8%

#### 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](mailto:tony@sacrealtor.org) for details.

\*SAR Members Only\*

† includes: Active, Contingent - Show, Contingent - No Show listings

\* The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

Based on Multiple Listing Service data from MetroList® | 2019 SAR

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



# Data for Sacramento County and the City of West Sacramento

## MLS STATISTICS for May 2019

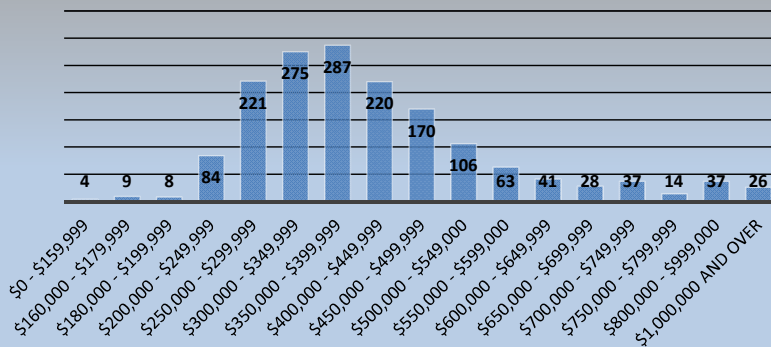
### Data for Sacramento County and the City of West Sacramento

#### BREAKDOWN OF SALES BY PRICE

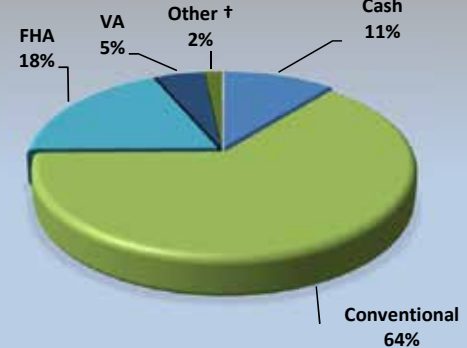
#### Type of Financing/Days on Market

#### 1 House on Lot

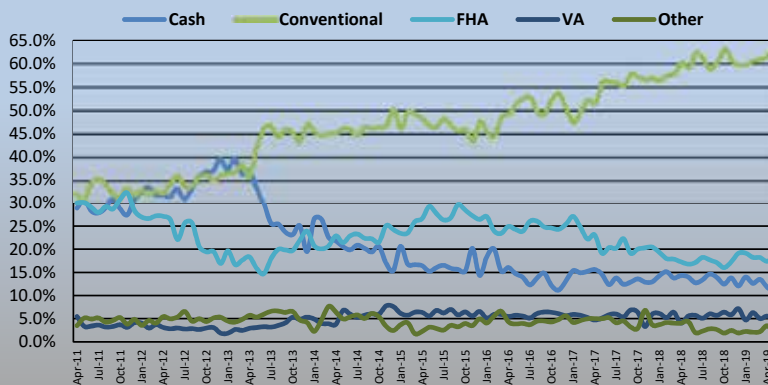
Total: 1,630



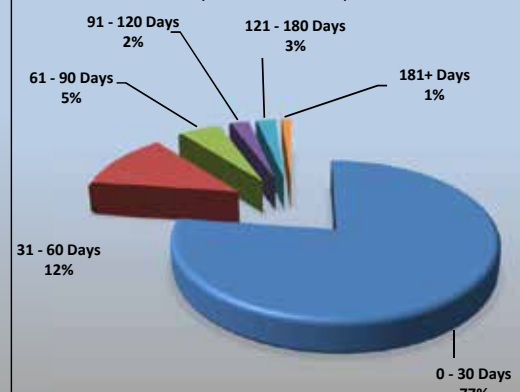
#### TYPE OF FINANCING (1 House on Lot)



#### Types of Financing Historical (% of Sales)



#### DAYS ON MARKET (1 House on Lot)



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	178	10.9%	176	11.8%	0 - 30	1,259	77.2%	68.5%	68.8%
Conventional	1,042	63.9%	925	61.8%	31 - 60	198	12.1%	13.8%	16.7%
FHA	304	18.7%	260	17.4%	61 - 90	81	5.0%	8.4%	7.9%
VA	78	4.8%	83	5.5%	91 - 120	36	2.2%	4.2%	3.4%
Other †	28	1.7%	52	3.5%	121 - 180	38	2.3%	3.8%	2.4%
<b>Total</b>	<b>1,630</b>	<b>100.0%</b>	<b>1,496</b>	<b>100.0%</b>	<b>181+</b>	<b>18</b>	<b>1.1%</b>	<b>1.4%</b>	<b>0.8%</b>
					<b>Total</b>	<b>1,630</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

	Current	Last Month
Median DOM:	10	11
Average DOM:	25	29
Average Price/Square Foot:	\$249.4	\$242.4

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 <https://www.sacrealtor.org/consumers/housing-statistics>.

Based on Multiple Listing Service data from MetroList® | 2019 SAR

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



# 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

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