



# SACRAMENTO REALTOR®

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

NOVEMBER 2019

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

*Gratitude*





4 President's Perspective



6 Government Watch



8 CEO Corner



12 Masters Club Corner



17 December Calendar



20 MLS Statistics



15 About The Market

## SPONSORS

SUPPORT THOSE THAT SUPPORT YOU.

This edition of the Sacramento REALTOR® is made possible by the following businesses:

Mason McDuffie Mortgage

page 3

Greenhaven Insurance

page 7

Tri Counties Bank

page 5

Personal Express Insurance

page 9

*Thank you for your continued support!*

## 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).



# STABILITY SINCE 1887

Change is constantly happening all around us every day. It's nice to know that the lender you start your loan with today will be here to fund it at your closing...And be on time!



**David Heard**  
NMLS# 244146  
Branch Manager  
**530.902.3725**



**Thomas Engwer**  
NMLS# 240643  
Branch Manager  
**916.532.8263**



**Scott Short**  
NMLS#225998  
Loan Officer  
**916.997.4828**



**David Whiteside**  
NMLS# 247866  
Loan Officer  
**916.730.8282**



**Ray Gin**  
NMLS# 246802  
Loan Officer  
**916.207.6332**



**Jerry Hernandez**  
NMLS# 545489  
*Hablo Espanol*  
Loan Officer  
**916.549.2694**



**Matt Miller**  
NMLS# 332535  
Loan Officer - Sacramento  
**916-548-9278**



**Wally Borland**  
NMLS# 219570  
Loan Officer  
**916.955.6267**

**FHA, FHA 203K, VA, USDA 100% Financing, CalHFA,  
CONVENTIONAL and JUMBOS**

*We have over 124 Years of combined lending experience*



**Mason-McDuffie**  
Mortgage Corporation  
Since ~ 1887

**916.929.2333**

**2033 Howe Avenue, Suite 110  
Sacramento, CA 95825**



Licensed by the Department of Corporations under  
the California Residential Lending Act NMLS# 1141



## GRATITUDE

One of the best lessons this life has taught me is that whether I have a good day or a bad day is almost entirely up to me. Each day when we wake up we make a choice – I'm happy today, or I'm not. With rare exception, this choice is entirely ours to make. Yes there are lots of things to be unhappy about – you're late, you had an argument with someone, that guy cut you off in traffic, you're worried about money, or..... the list goes on. You can't control the mood or actions of others BUT you can control YOU. It's pretty simple, just make a choice, "I'm happy today." If something unpleasant happens, let it go. This attitude is a great segue to gratitude.

When you're happy it's much easier to recognize ALL the things you have to be grateful for. Of course there's loved ones, a warm, safe home, a decent car, a good job, etc. But I like to look for the little things that bring me joy and inspire gratitude – a beautiful sunset, a baby's laugh, dog kisses, pajamas right out of the dryer, my husband cooking breakfast, the list is endless.

The magical thing about having an Attitude of Gratitude is that when you're happy you naturally share it. You hold the door for someone, smile at people, let a car merge in front of you, thereby sharing & spreading your joy. The next time you feel your face frowning, feel irritation or annoyance slipping into your attitude – STOP. Think for a minute about everything you're grateful for until your smile comes back, then go on about your happy day.

Here are a few of my favorite gratitude quotes;

*"Gratitude and attitude are not challenges; they are choices."*

– Robert Braathe

*"Gratitude is the ability to experience life as a gift. It liberates us from the prison of self-preoccupation."*

– John Ortberg

*"Thankfulness is the quickest path to joy."*

– Jefferson Bethke



# Home Loan Solutions as Unique as Your Home

Tri Counties Bank provides a wide array of home loan options for you to choose from. Whether you're a first-time homebuyer or an experienced investor, our local, knowledgeable Home Mortgage Loan Specialists offer personalized Service With Solutions® to make the process simple.

Branches conveniently located throughout Northern and Central California, including seven locations in the Sacramento area.

## **Portfolio Loan Programs**

Provides more flexible loans for non-standard situations with local underwriting

## **Conventional & Government Loans**

Tri Counties Bank is highly competitive, offering both conventional and government loan programs

## **Lot & Land Loans**

For purchasing the land that you want for your dream home

## **Home Equity Lines of Credit**

Use your home's equity and get cash for just about anything

## **Construction Loans**

Construction and Permanent loan all in one

## **Reverse Mortgages\***

To supplement retirement income for borrowers 62 or older



 **tri counties bank**  
Service With Solutions®

1-877-822-5626 | [TriCountiesBank.com](http://TriCountiesBank.com)

 **EQUAL HOUSING  
LENDER**  
NMLS #458732  
Member FDIC

\*This advertisement was not issued by HUD or FHA and was not approved by the Department or Government Agency.



## Rent Control Update

Rent control has been a heavily discussed topic the last few months and will be an item we will continue to keep an eye on as it begins the implementation process. AB 1482 passed and was signed into law by Governor Newsom, which goes into effect January 1, 2020. The legislation puts into place a statewide rent control, otherwise known as “anti-gouging” legislation. This bill creates a statewide rental cap of 5% plus CPI with a maximum possible cap of 10% and “just cause” eviction standards. Although this bill doesn’t technically go into effect until the 1st of this year, all rent increases beginning from March 15, 2019 count toward the maximum rental rate. This bill sunsets in 2030, after 10 years. Single family residences and condos that are not REIT or corporate-owned as well as housing built in the last 15 years are exempt under AB 1482.

Along with this, the City of Sacramento passed the Tenant Protection and Relief Act in August, which went into effect on September 12th. This is a work in progress as the City rent control ordinance does not currently match up with AB 1482 and is subject to change prior to January 1st. This local City of Sacramento legislation states a 7% plus CPI rent cap which will be changed to match AB 1482. SAR has been working with the City of Sacramento staff to work out any other proposed changes to achieve the best results for our membership.

C.A.R. has released several valuable resources that can help answer your questions. [Here you will find FAQs regarding AB 1482](#), who it affects and what to do as a landlord. [Here you will find C.A.R.’s latest Legal Tool](#) document which breaks down the rent-cap aspect and just-cause eviction law. This is the most current information from our statewide legal team at C.A.R. Please share with clients who have been inquiring about what this legislation means for them. Stay tuned for more updates as this is a developing issue.







Locally Based. Locally Owned.

*Thankful for your continued support!*



## Carlos Esquivex

Broker/Owner

CA License # 0D71806

916-836-8484

[Carlos@GreenhavenInsurance.com](mailto:Carlos@GreenhavenInsurance.com)

[www.GreenhavenInsurance.com](http://www.GreenhavenInsurance.com)

925 Secret River Dr., Suite G Sacramento, CA 95831

I will tenaciously work to obtain the  
**Best Coverage** at the **Lowest Rates**  
for you and your clients.



Auto



Home



Commercial



Life



Health



## Attitude of Gratitude

Every November our Nation celebrates the Thanksgiving Holiday in recognition of the gratitude that the early European settlers in America showed for the assistance that the Indigenous People of the New World gave to allow the Settlers to survive in their strange new home. If they could have seen the future they might not have been so generous with their assistance.

As I talk to some of our Members about what they are grateful for this season, some comment they feel less grateful than usual this year. That caused me to think that maybe we need to look at our situation in terms of where we are in comparison with others in this world.

There are a little over 7 billion human inhabitants of Planet Earth. These are various statistics showing how some of them live.

1. In developing countries, the poor spend 60-80% of their income on food. Not much left for anything else. In the U.S. it is generally less than 10%.
2. Over 800 million people do not have enough food to eat; that is about 11% of the total population.
3. 45% of all child deaths are related to undernutrition, resulting in about 3.1 million child deaths per year.
4. 750 million lack access to clean drinking water.
5. 767 million live in extreme poverty, almost 10% of the total population.
6. Nearly 1 billion people entered the new millennium unable to read or write.
7. 1.2 billion people live without electricity.
8. Over 2 billion people do not have a bank account. That is almost 1 out of every 3 people in the world.

These numbers clearly reflect extreme cases. But the huge numbers that fall into these extreme categories can allow us to think about how many others suffer to a lesser degree. I would suggest that no matter how many challenges we might be facing in the short-term, any Member of SAR is probably better off than at least half and probably at least 2/3 of the population of Planet Earth. For that we should each be grateful.

But as we consider our own Attitude of Gratitude, let us also think about sharing some of what we have with others less fortunate. With your dues billing statement you will be asked to make several voluntary donations. In addition to the request for contributions to the REALTOR® Action Fund, which is always critically important, you are also asked to contribute to the SAR Scholarship Fund, the SAR Charitable Foundation, and the C.A.R. Housing Affordability Fund. Each of these is a great opportunity to assist others. The basic suggested amount is \$10 for each fund, but I hope many of you will see fit to make a significantly greater contribution to each fund. I can assure you that I will be doing so. Acting together we can all help to make a difference in the lives of others, giving them a reason to be grateful, too.

Happy Thanksgiving!





## ***Low Rates with the Local Advantage!***

- **Specializing in high value homes**
- **Multi-Policy, Safe Driver and Good Student Discounts**
- **Headquartered in the Central Valley since 1984**

Home & Auto    Lic No. 0660193

### **Three Convenient Local Offices!**

**Elk Grove** at 5030 Elk Grove Blvd. (in the Raley's Shopping Center)

**Rancho Cordova** at 2180 Golden Centre Ln. (in the Bel Air Shopping Center)

**Roseville** at 3980 Douglas Blvd. (at Douglas & Sierra College Blvd)

**(916) 770-4277**

**[www.expressinsurance.com](http://www.expressinsurance.com)**



Personal Express Insurance is a brand utilized by the following insurance underwriting companies: Integon National Insurance Company and National General Premier insurance Company. All policies will be underwritten by these two underwriting companies.



## ADU Legislation at the Forefront

Housing shortages have been a constant theme throughout the year in California. It started with Gov. Newsom's first budget proposal in January 2019 pledging the construction of 3.5 million units over the next 7 years. While there has certainly been legislation aimed at housing, some of the more promising developments have been the passage of a series of bills aimed at reducing barriers to the development of accessory dwelling units ("ADU").

Over the course of the legislative session this year, five bills were passed that aim to streamline the permitting process for ADUs or address restrictions that limit ADU development.

A significant victory for landowners was the apparent elimination of impact fees charged when permitting ADUs smaller than 750 square feet under SB 13. Additionally, the same bill addressed difficulties that many have with cities and agencies conditioning approval of an ADU on owner-occupancy of either the ADU or the primary residential dwelling. Such conditions reduce the ability to develop ADUs in an era where many are renting. The passage of this bill is a significant victory for homeowners and investors alike.

Another significant win came with the passage of AB 670. Many neighborhoods in California are regulated by Home Owners Associations or subject to CC&Rs. In many of these instances the HOA or CC&Rs regulate, restrict or even outright prohibit the construction of ADUs. This particular bill addresses these HOA restrictions and makes it unlawful for an HOA to "prohibit or unreasonably restrict" the development of ADUs on residential lots. This provision is limited to single-family residential lots, but the bill expressly provides that outright prohibition or unreasonable restrictions are void and unenforceable. The biggest question from this bill is how "reasonable restriction" will be determined going forward. Nonetheless, this is a benefit for homeowners living in HOAs.

Many who want to develop ADUs are stuck in the permitting process and get discouraged and simply quit the process. However, under AB 68, once a completed building permit application is received the local agency is now required to approve or deny that application within 60 days. This should help speed up the permitting decision process and curtail the lengthy wait times many individuals face when seeking to develop ADUs.

Other bills that passed addressed issues like the possibility of allowing an ADU to be sold separately from the primary dwelling (AB 587) and requirements on local governments to provide incentives in their general plans to encourage the development of ADUs (AB 671).

As California faces a significant housing shortage for the foreseeable future, new laws and regulations to streamline and improve development will be a benefit. These particular laws aimed at addressing the construction of ADU projects should assist homeowners and investors alike in their development of ADUs, which in turn, in theory should serve to begin to address the issue of affordable housing. If the provisions of AB 587 materialize, that could create additional opportunities for sales of housing units apart from the primary residential dwelling.

Needless to say, it has been an interesting year in the legislature related to promotion of the development of ADUs.



# *Holiday Closures*

SAR offices will be closed during these upcoming dates:

Thursday, November 28th – Sunday, December 1st

Friday, December 20th at 12noon – Wednesday, December 25th (open 12/26 & 12/27)

Saturday, December 28th – Wednesday, January 1st (open 1/2 & 1/3)



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®

**ANNUAL**

## *Breakfast*

Friday Nov. 15, 2019

8:30 am - 10:30 a.m.

\$35 if you register before or on Nov. 9, \$45 after

**REGISTER ONLINE**

<https://mcbreakfast19.eventbrite.com>

Seating is limited so please register early.  
For questions please contact Nallely Lopez  
[nlopez@sacrealtor.org](mailto:nlopez@sacrealtor.org)

# MASTERS CLUB CORNER

MASTER'S CLUB STEERING COMMITTEE AND LIFE MEMBER

SINDY KIRSCH



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®

## Setting the Stage!

When listing a home for sale, the question often asked by the agent or the seller is "What are your thoughts on staging?"

Staging, has taken on a whole new meaning.

It's no longer just a thought, but has become quite the norm. Most every home needs its own aspect of **staging**... whether it be a professional coming in to furnish and decorate or sellers and their agents making visual adjustments and editing personal furnishings and décor.

Over the years times have changed and we have become an extremely VISUAL society. The Internet has provided us the luxury of shopping from our screens whether it is as simple as buying a pair of shoes or making one of the largest purchases of a lifetime...a place to call HOME.

Homes are being visually critiqued online prior to a potential buyer even considering a visit to tour the home. In most instances no matter how amazing a home looks at the agent's first viewing there are usually a few things to do prior to your photo shoot to enhance "The Look" and prepare for "Show Time". Give your sellers that laundry list of To-Do's whether it is guiding them through the preparation process or having them hire a professional stager.

### Is home staging worth it?

You bet. Buyers are picky and a well staged home stands out in the market.

### Does home staging help sell a home?

You bet. Staging makes it easier for buyers to envision themselves living in this home as their future home.

### Do staged homes sell faster?

You bet. Professional staging or personal staging can cost you less than your first price reduction.

### Do Staged homes sell for more?

You bet. Statistics state that staged homes sell between 1% and 5% higher than homes that are not staged.

When each of the items on the long list you have given your sellers has been checked off and the STAGING is complete...Wait For It!

The words you've been longing to hear. "My house looks so good even I'd want to buy it." Or better yet "Now maybe I shouldn't sell it."

Breathe easy now and just know you have done your job well!





## Just a few tips to remember;

### You Had Me at the Curb

- Clean windows (inside and out)
- Power-wash house and walkways
- Remove debris from roofs and gutters
- Colorful plants
- Mow the lawn and trim the greenery

### Make It Shine With Pride

- Give your home a thorough clean from top to bottom
- Straighten, closets, cupboards and drawers
- Change air filters
- Clean door threshold and slider tracks
- It should smell fresh but don't over fragrance

### Keep It Light & Bright

- Apply a fresh coat of paint where needed inside or out
- Paint colors should be neutral
- Window coverings should be open

### Depersonalize Your Space

- Remove personal photos, awards, and collections
- Make it theirs...not yours

### Play House

- Rearrange and or minimize furnishings
- Remove or replace items that are dated or damaged
- Use area rugs to define spaces or add color
- Replace old carpets or spruce up hardwoods
- Replace dated hardware

### Bring Out the Artist

- Add art and or photography to give a splash of color
- Place some creative artful pieces to add appeal

### Let There Be Light

- Renew the look by updating fixtures, light switches and outlet covers
- Add additional lighting in darker areas



## 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 #12-1: Absence of Name on Sign

*(Reaffirmed Case #19-3 May, 1988. Transferred to Article 12 November, 1994. Revised November, 2001 and May, 2017.)*

Prospect A observed a sign on a vacant lot reading: "For Sale — Call 330-5215." Thinking he would be dealing with a For Sale by Owner, he called the number on the sign. He was surprised that the lot was exclusively listed by REALTOR® A, and the telephone number on the sign was the home number of REALTOR® B in REALTOR® A's office.

Prospect A filed a complaint against REALTOR® A and REALTOR® B alleging a violation of Article 12 of the Code of Ethics.

At the hearing, REALTOR® A stated that he permitted REALTOR® B to put up the sign. REALTOR® B's defense was that the sign was not a "formal" advertisement, such as an online advertisement, business card, or billboard, to which he understood Article 12 to apply.

The Hearing Panel determined that the sign was an advertisement within the meaning of Article 12; that its use violated that Article of the Code; and that both REALTOR® A and REALTOR® B were in violation of Article 12.





## ABOUT THE MARKET

### What's New with CalHFA?

This month Scott welcomes Molly Ellis with CalHFA and they discuss what different loan programs are available that can help buyers with both their down payment and closing costs. They also talk about the recent changes with Fannie Mae how those changes are affecting homebuyers in our local market. **Click the video below to watch the full video.**

If you aren't attending the monthly Real Estate Finance & Affiliate Forums, you are missing out on these updates (and more!) as well as the opportunity to have your questions answered – LIVE – by these real estate professionals. These Forums take place on the 1st Thursday of the month at 9am at SAR. Must be active SAR Member to attend.



CLICK HERE TO VIEW



## Looking for an Affiliate or REALTOR®?

**Click Here** to quickly find an Affiliate or REALTOR® by name or category with our convenient search engine!



# SAR EDUCATIONAL OFFERINGS

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

## NOVEMBER

		CLASS	COST	INSTRUCTOR
8	9:00am – 1:00pm	<b>RETI SERIES – JUMPSTART YOUR CAREER – DAY 7</b> UNDERSTANDING THE RPA	\$25	Dave Tanner
13	12noon – 1:30pm	<b>LUNCH &amp; LEARN: EVERYTHING VA</b>	\$20	Melissa Arntzen
13	9:00am – 12:15pm	<b>PROPERTY MANAGEMENT BASICS – DAY 3</b> YOU ARE BEING AUDITED, ARE YOU READY?	\$45 (individual class)	Bob Thomas
15	9:00am – 1:00pm	<b>RETI SERIES – JUMPSTART YOUR CAREER – DAY 8</b> TIME MASTERY	\$25	Michael Lee
15	2:00 – 4:30pm	<b>AI VS. RE:</b> HOW TECH WILL IMPACT YOUR BUSINESS	\$30	Michael Soon Lee
16	8:30am – 5:00am	<b>DUANE GOMER EXAM PREP</b>	\$150	Duane Gomer Representative
19 21	9:00am – 5:00pm	<b>ULTIMATE GUIDE TO LIST &amp; SELL COMMERCIAL INVESTMENT PROPERTY 3-DAY COURSE</b> SPECIFICALLY DESIGNED FOR THE RESIDENTIAL, COMMERCIAL, AND/OR INVESTMENT AGENT	\$597 (if paid by 11/15)	Michael Simpson
20	9:00am – 12:15pm	<b>PROPERTY MANAGEMENT BASICS – DAY 4</b> LET'S MAKE SOME SERIOUS MONEY (INCLUDES RENT CONTROL UPDATE)	\$45 (individual class)	Bob Thomas
22	9:00am – 12noon	<b>BUSINESS PLANNING WITH RICK GEHA</b> STARTING STRONG IN 2020 & BEYOND	\$30	Rick Geha

## DECEMBER

		CLASS	COST	INSTRUCTOR
4	8:30am – 5:00pm	<b>DUANE GOMER MLO CONTINUING EDUCATION</b>	\$139 (\$159 @ the door)	Wendi Molina
4	8:30am – 4:30pm	<b>SENIOR REAL ESTATE SPECIALIST</b> NAR DESIGNATION – 2 DAYS	\$260	Bob Thomas
7	9:30am – 12:00pm	<b>2020 BUSINESS PLANNING WORKSHOP</b>	\$25	James Becker
10	9:00am – 5:30pm	<b>ACCREDITED STAGING PROFESSIONAL DESIGNATION</b> Agent Investment: \$295 (2 days) 3 Day ASP Professional Home Stager: \$1,795		Janiece Parsons, ASPM®
12	9:00am – 12:00pm	<b>2020 BUSINESS PLANNING WORKSHOP</b> PLAN YOUR JOURNEY TO EXPLOSIVE BUSINESS GROWTH	\$25	James Becker



# DECEMBER CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
<p><b>2</b></p> <p><b>WCR Board Meeting (B)</b> 12noon – 1:30pm</p>	<p><b>3</b></p> <p><b>SAR Main Meeting (EC – Full)</b> 9:00 – 10:30am</p> <p><b>Charity Research Committee (P)</b> 10:30 – 11:30am</p> <p><b>CanTree Committee (B)</b> 10:30am – 12noon</p> <p><b>Volunteer Coordinating Committee (T)</b> 10:30 – 11:30am</p>	<p><b>4</b></p> <p><b>SRES Designation Course (T)</b> 8:30am – 4:30pm</p> <p><b>MLO Continuing Education (EC – E)</b> 8:30am – 5:00pm</p> <p><b>SAR New Member Orientation (B)</b> 9:00am – 12:30pm</p>	<p><b>5</b></p> <p><b>SRES Designation Course (T)</b> 8:30am – 4:30pm</p> <p><b>Real Estate Finance &amp; Affiliate Forum (EC – W)</b> 9:00 – 10:30am</p>	<p><b>6</b></p> <p><b>SAR Closed</b> 7:30 – 8:30am</p> <p><b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am</p> <p><b>President Appreciation Breakfast (EC – Full)</b> 9:00 – 11:00am</p>
<p><b>9</b></p> <p><b>MetroList Training – TBD (T)</b> 9:00 – 12noon</p> <p><b>Education Committee (B)</b> 9:00 – 10:30am</p> <p><b>Leadership Academy (B)</b> 1:00 – 2:30pm</p> <p><b>MetroList Training – TBD (T)</b> 1:00 – 4:00pm</p>	<p><b>10</b></p> <p><b>Staged Homes (T)</b> 8:00am – 5:00pm</p> <p><b>Regional Meetings</b> <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a></p> <p><b>YPN Advisory Meeting (B)</b> 11:00am – 12:30pm</p> <p><b>Rental Housing – Lunch &amp; Learn (EC – E)</b> 12noon – 1:30pm</p>	<p><b>11</b></p> <p><b>Staged Homes (T)</b> 8:00am – 5:00pm</p> <p><b>NARPM Legal Update (EC -W)</b> 9:00am – 12noon</p> <p><b>AREAA Board Meeting (B)</b> 9:00 – 10:00am</p> <p><b>SAR New Member Orientation (B)</b> 1:00 – 4:30pm</p> <p><b>Regional Coordinators Quarterly Meeting (P)</b> 1:30pm – 2:30pm</p>	<p><b>12</b></p> <p><b>Staged Homes (T)</b> 8:00am – 5:00pm</p> <p><b>2020 Business Planning Workshop (EC – W)</b> 9:00am – 12noon</p> <p><b>Masters Club Steering Committee (B)</b> 9:30 – 11:00am</p> <p><b>Intern Committee (B)</b> 12noon – 1:30pm</p>	<p><b>13</b></p> <p><b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am</p> <p><b>Broker/Manager Forum (B)</b> 9:30 – 10:30am</p> <p><b>Sac Area RE Exchange Network (T)</b> 10:00am – 12:30pm</p>
<p><b>16</b></p> <p><b>No Events Scheduled</b></p>	<p><b>17</b></p> <p><b>Regional Meetings</b> Visit <a href="http://www.sacaravans.org">www.sacaravans.org</a></p> <p><b>NARPM Luncheon (EC - W)</b> 10:30am – 2:00pm</p> <p><b>Marketing/Communications Committee (B)</b> 10:30am – 12noon</p> <p><b>Charitable Foundation BOD (B)</b> 12:30 – 2:00pm</p> <p><b>Scholarship Fundraising Committee (T)</b> 1:00 – 2:00pm</p>	<p><b>18</b></p> <p><b>New Member Orientation – (B)</b> 6:00 – 9:30pm</p>	<p><b>19</b></p> <p><b>WCR Breakfast (EC -W)</b> 8:30 – 11:30am</p>	<p><b>20</b></p> <p><b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am</p> <p><b>SAR BOD (B)</b> 9:00 – 10:30am</p> <p><b>SAR Offices Closed at</b> 12noon</p>
<p><b>23</b></p> <p><b>SAR Office Closed</b> Christmas</p>	<p><b>24</b></p> <p><b>SAR Office Closed</b> Christmas</p>	<p><b>25</b></p> <p><b>SAR Office Closed</b> Christmas</p>	<p><b>26</b></p> <p><b>No Events Scheduled</b></p>	<p><b>27</b></p> <p><b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am</p>
<p><b>30</b></p> <p><b>SAR Office Closed</b> Happy New Year</p>	<p><b>31</b></p> <p><b>SAR Office Closed</b> Happy New Year</p>			

## 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.*



# October 2019

## AFFILIATES

**Jerri Johnson**  
Bank of America

**Christina Ratajczak**  
S & G Carpets

**Dino Rotas**  
S & G Carpets

**Pat Swank**  
S & G Carpets

**Scott Thomas**  
S & G Carpets

**Jason Thompson**  
S & G Carpets

## Broker Associates

**Haley Mairin**  
Compass

## DESIGNATED REALTORS®

**Philip Duncan**  
Philip J. Duncan Broker

## New REALTOR® Members

**Christina Andreasyan**  
Dynamic Real Estate

**Reginald Arthur-Mixon**  
Keller Williams Realty

**Hannah Awe**  
Galster Real Estate Group

**Alexandra Axelrod**  
Lyon RE Folsom

**Young Baek**  
New Star NorCal Realty & Inv.

**Andrew Brame**  
eXp Realty of California, Inc.

**Heather Brink**  
Redfin Corporation

**Christopher Castro**  
Lyon RE Fair Oaks

**Tyrone Coston**  
Keller Williams Realty Folsom

**Yatzeny Cuevas**  
Coldwell Banker Residential Brokerage

**Travis Day**  
Keller Williams Realty Capital

**Paolo Diccico**  
Amen Real Estate

**Lindsey Dickinson**  
Keller Williams Realty Folsom

**Courtney Egan**  
Angel Lynn Realty

**Tyler Gage**  
Quantum Real Estate

**Patricia Garcia**  
Realty One Group Complete

**John-Pierre Garrucho**  
All City Homes

**Cheryl Gebhard**  
Coldwell Banker Residential Brokerage

**Kiara Gillmere**  
Realty One Group Complete

**Deborah Gonsalves**  
Berkshire Hathaway HS Elite

**Thi Thuan Huynh**  
Cali-Link Realty & Mortgage In

**Christopher Joyner**  
RE/MAX Gold Fair Oaks

**Mai Lee-Yang**  
Keller Williams Realty

**Michelle Lozano**  
Realty One Group Complete

**Valeriy Lyubas**  
Better Homes and Gardens RE

**Brenda Marks**  
Lyon RE Folsom

**Keith Miller**  
The Turtlestone Group Corp

**Michael Moore**  
Lyon RE Fair Oaks

**Tasha Murphy**  
Dean Adams Residential R.E.

**Jordan Orpia**  
Berkshire Hathaway Homeservice

**Daniel Redlew**  
Berkshire Hathaway HS Elite

**Thomas Ricketts**  
Realty World Westcamp Realty

**Wendy Ross**  
Lyon RE Natomas

**Sabrina Russell**  
Realty One Group Complete

**Christina Saechao**  
HP Real Estate

**Arianne Senten**  
Lyon RE Natomas

**Kara Shower**  
S & S Realty

**Brendon Tang**  
Realty One Group Complete

**Georgio Tate**  
Berkshire Hathaway HS Elite

**Ashley Trant**  
Intero Real Estate Services

**Jeffrey Tu**  
Law Office of Kristina M. Reed

**Krystal Turner**  
Keller Williams Realty Natomas

**Chardae Vaca**  
Gonsalves R.E. Properties

**Roheet Virk**  
Better Homes and Gardens RE

**Ebony White Douglas**  
Century 21 Select Real Estate

**Erin Wood**  
Carlile Realty & Lending





# SACRAMENTO HOUSING STATISTICS

## Sales volume declines for September, median sale price flat

September closed with 1,393 sales, an 11.1% decrease from August's 1,567 sales. Compared to September 2018 (1,318), the current figure is up 5.7%. Of the 1,393 sales this month, 152 (10.9%) used cash financing, 884 (63.5%) used conventional, 256 (18.4%) used FHA, 75 (5.4%) used VA and 26 (1.9%) used Other† types of financing.

The median sales price increased .3% for the month from \$385,000 to \$386,000. This figure is up 3.3% from September 2018 (\$373,700). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at \$392,750. The current figure is 1.7% below the record.

The Active Listing Inventory decreased slightly from 2,460 to 2,457 units. The Months of Inventory increased from 1.6 to 1.8 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) remained at 12 and the Average DOM remained at 25. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,393 sales this month, 74.2% (1,034) were on the market for 30 days or less and 90.1% (1,246) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$251.7 to \$248.4 from August to September.

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

## SEPTEMBER

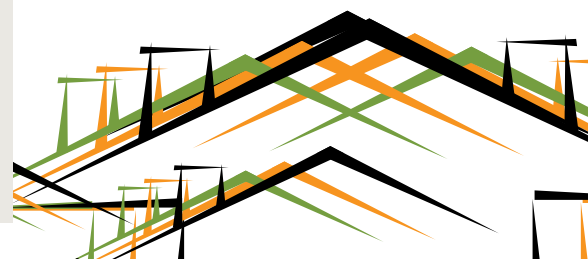
Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	2	1	2.0
\$160,000 - \$179,999	1	2	0.5
\$180,000 - \$199,999	9	7	1.3
\$200,000 - \$249,999	77	68	1.1
\$250,000 - \$299,999	199	162	1.2
\$300,000 - \$349,999	360	247	1.5
\$350,000 - \$399,999	357	272	1.3
\$400,000 - \$449,999	283	186	1.5
\$450,000 - \$499,999	271	134	2.0
\$500,000 - \$549,999	162	104	1.6
\$550,000 - \$599,999	173	53	3.3
\$600,000 - \$649,999	88	44	2.0
\$650,000 - \$699,999	100	26	3.8
\$700,000 - \$749,999	43	18	2.4
\$750,000 - \$799,999	71	17	4.2
\$800,000 - \$999,999	110	30	3.7
\$1,000,000 and over	151	22	6.9
Total:	2,457	1,393	Total: 1.8

## Market Snapshot - September 2019

	Aug-19	Aug-19	Change	Sep-18	Change (from '18)
<b>Sales</b>	1,393	1,567	-11.1%	1,318	5.7%
<b>Median Sales Price</b>	\$386,000	\$385,000	0.3%	\$373,700	3.3%
<b>Active Inventory</b>	2,457	2,460	-0.1%	3,236	-24.1%
<b>Median DOM</b>	12	12	0.0%	15	-20.0%
<b>Avg. Price/SqFt</b>	\$248	\$252	-1.6%	\$242	2.5%

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

September 2019

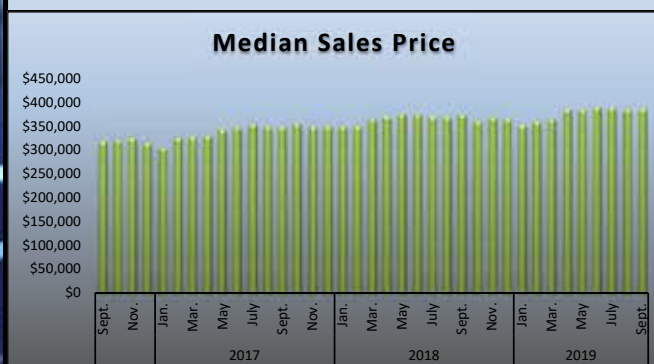
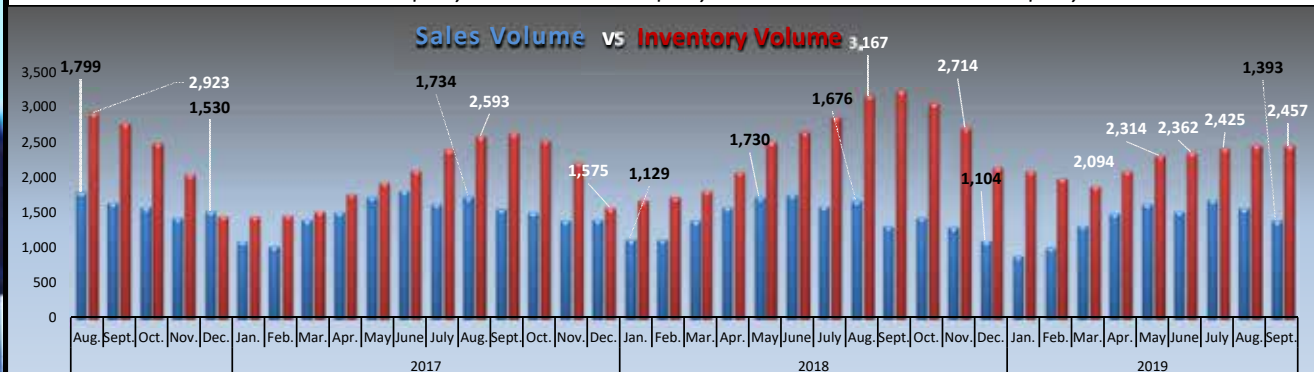
## MLS STATISTICS for September 2019

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	1,813		2,122	-14.6%		1,943		-6.7%
Active Listing Inventory †	2,457		2,460	-0.1%		3,236		-24.1%
Pending Sales This Month*	1,892		1,984	-4.6%		1,055		79.3%
Number of REO Sales	10	0.7%	17	-41.2%	1.1%	13	1.0%	-23.1%
Number of Short Sales	3	0.2%	3	0.0%	0.2%	12	0.9%	-75.0%
Equity Sales	1,380	99.1%	1,547	-10.8%	98.7%	1,293	98.1%	6.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,393	100%	1,567	-11.1%	100%	1,318	100.0%	5.7%
Months Inventory	1.8 Months		1.6 Months	12.5%		2.5 Months		-28.0%
Dollar Value of Closed Escrows	\$598,359,142		\$659,110,038	-9.2%		\$538,048,899		11.2%
Median	\$386,000		\$385,000	0.3%		\$373,700		3.3%
Mean	\$429,547		\$420,619	2.1%		\$408,231		5.2%
Year-to-Date Statistics	1/01/19 to 9/30/19		1/01/19 to 9/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			9/30/2018		Change
Number of Closed Escrows	12,535		12,796			13,331		-6.0%
Dollar Value of Closed Escrows	\$5,186,303,311		\$5,339,789,042			\$5,351,515,517		-3.1%
Median	\$379,900		\$379,900			\$365,000		4.1%
Mean	\$413,746		\$417,301			\$401,433		3.1%



**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.

**David Broker**  
REALTOR/Specialist

\*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

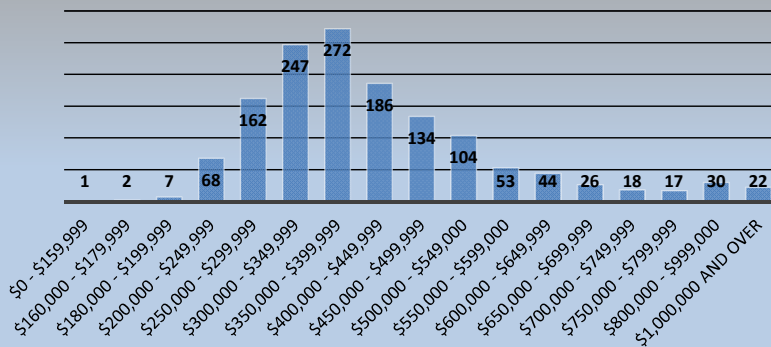
## MLS STATISTICS for September 2019

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

#### BREAKDOWN OF SALES BY PRICE

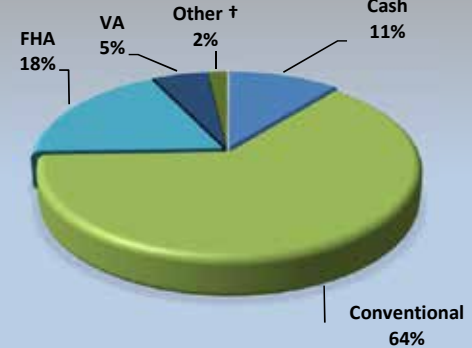
##### 1 House on Lot

Total: 1,393

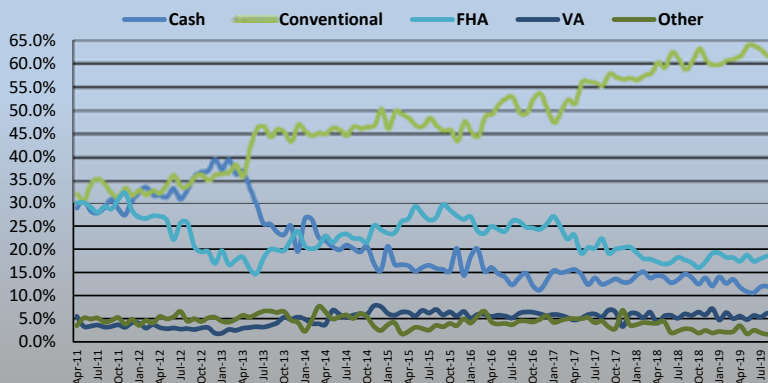


#### Type of Financing/Days on Market

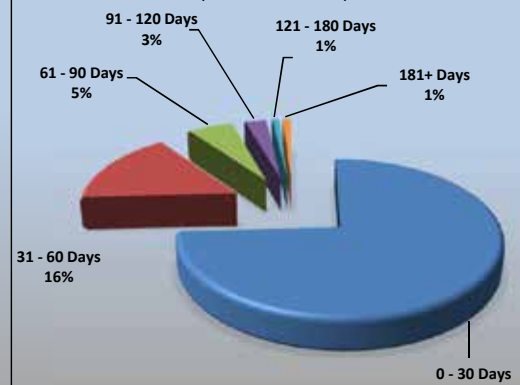
##### TYPE OF FINANCING (1 House on Lot)



##### 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				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	152	10.9%	187	11.9%	0 - 30	1,034	74.2%	76.6%	68.9%
Conventional	884	63.5%	968	61.8%	31 - 60	222	15.9%	14.3%	16.2%
FHA	256	18.4%	290	18.5%	61 - 90	75	5.4%	5.0%	7.8%
VA	75	5.4%	97	6.2%	91 - 120	36	2.6%	2.1%	3.6%
Other †	26	1.9%	25	1.6%	121 - 180	12	0.9%	1.1%	2.5%
<b>Total</b>	<b>1,393</b>	<b>100.0%</b>	<b>1,567</b>	<b>100.0%</b>	<b>181+</b>	<b>14</b>	<b>1.0%</b>	<b>1.0%</b>	<b>1.0%</b>
					<b>Total</b>	<b>1,393</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:	11	12
Average DOM:	25	25
Average Price/Square Foot:	\$248.4	\$251.7

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

## 2019 SAR Board of Directors

**Deniece Ross-Francom**  
*2019 SAR President*

**Judy Covington**  
*President-Elect*

**Kellie Swayne**  
*Secretary/Treasurer*

**Linda Wood**  
*Immediate Past President*

## Directors

Jodi Ash  
Del Barbray  
Judy Black  
Courtney Edwards  
Sue Galster  
Rosanna Garcia  
Waldo Herrera  
Cherie Hunt  
Barbara Lebrecht  
Chip O'Neill  
Scott Short  
Patrick Stelmach  
Luis Sumpter  
Maurice Thomas  
Samantha Tov-Weissensee

## SAR Member Services MetroList Administrative Center

**Robin Spear – 916.437.1217**  
*Director of Member Services*

**Hailey Odell - 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*

**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*

**Carter Nelson – 916.437.1208**  
*Public Affairs Assistant*

**Irene Ruan – 916.437.1203**  
*Staff Accountant*

**Chrystal Shamp – 916.437.1229**  
*Web Designer*

**Judy Shrivastava – 916.437.1207**  
*Director of Education & Graphic Services*

**Erin Teague – 916-437-1227**  
*Government Affairs Director*

**Yvonne Ukabi – 916.437.1206**  
*Accounts Receivable*

**Tony Vicari – 916.437.1205**  
*Director of Communications*

**Spencer Williams – 916 437-1225**  
*IT Manager*

## SAR Retail Center

**Carl Carlson – 916.437.1223**  
*Director of Facilities and Retail Operations*

**Mari Navarrete – 916-437-1224**  
*Retail Services Specialist*

**Elizabeth Scambler – 916.437.1222**  
*Retail Services Specialist*

**Sacramento REALTOR®** is published monthly by the Sacramento Association of REALTORS® for the benefit of its Membership. Advertisements and statements of fact and opinion are the responsibility of the authors alone and do not imply an opinion or endorsement on the part of SAR officers, Members or staff. All material copyright 2018, Sacramento Association of REALTORS®. All rights reserved.

## Editorial Policy

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.*

## Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

**Publisher:** Matt Larson, Foley Publications LLC.

**Design & Layout:** Scott Arnold, Foley Publications, LLC.

**To Sponsor Ads:** Foley Publications -1-800-628-6983

