



SACRAMENTO REALTOR®

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

APRIL 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

FAIR HOUSING MONTH



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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.



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KEEP CALM & WASH YOUR HANDS

SAR's PLAN OF ACTION

What we are doing to keep our staff and members safe.

TO: ALL SAR REALTOR® AND AFFILIATE MEMBERS

Let's All Act Responsibly and Stay Well

The Sacramento Association of REALTORS® is concerned for the health and safety of both our Members and our Staff. The primary method of stopping the spread of coronavirus is to keep away from people who are suffering from the virus. We will take the following measures to avoid spreading COVID-19:

Effective at 4:30pm March 18, 2020 SAR will be operating as a virtual association. This will continue through May 3, unless extended by the current situation. [SAR Staff](#) will be available via their @sacrealtor.org email address; all staff are set up to send/receive emails from home.

SAR Membership applications or changes should be made [online](#). Appointments can be scheduled in the event a person-to-person encounter is required. For example, purchasing/setting up a lockbox. Contact [Member Services](#) for details.

Committees meetings may meet via ZOOM Meetings at the discretion of the committee chair and staff liaison.

Many SAR classes will continue via ZOOM. Registrants will receive an email with login instructions. It will originate from zoom.us. Those classes that will not translate well to a webinar will be rescheduled at a later date. Please view the [calendar](#) for details. MetroList® has also suspended all in-person training but will have [online courses](#) available.

The online [Realty Supply Center](#) will remain active. Staff will attend to delivery needs as is reasonable and necessary.

Thank you,

Dave Tanner, CEO, SAR

PLEASE VISIT [SAR'S PLAN OF ACTION PAGE](#) FOR INFORMATION ON EVICTION MORATORIUM LANGUAGE BY JURISDICTION AND ADDITIONAL MEMBER RESOURCES.



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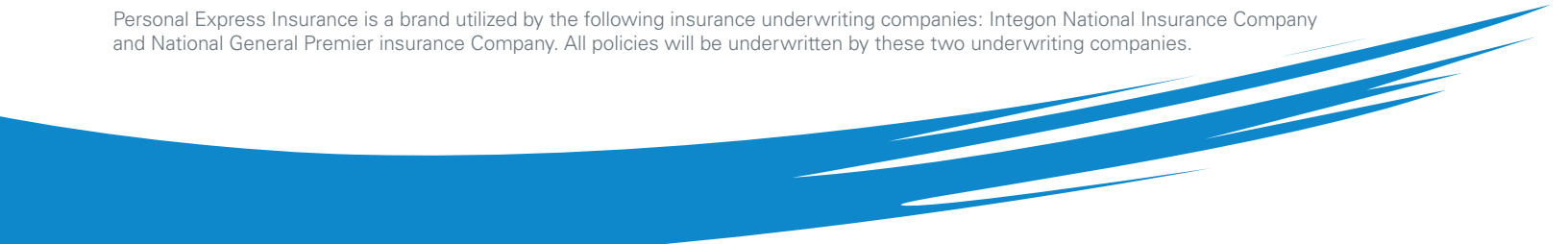
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Fair Housing Month at Home

Each April, REALTORS® observe the anniversary of the passage of the Fair Housing Act of 1968 with events designed to educate about housing discrimination and segregation, and to recommit to expanding equal access to housing. This year, NAR is providing members with information and tools to observe Fair Housing Month at home.

Fair Housing Book Recommendations

Residential segregation in America didn't happen by accident. Americans of different racial backgrounds live apart because of deliberate actions by public and private actors. NAR's Director of Federal Fair Housing Policy, Bryan Greene, [compiled a collection of fair housing titles](#) to help NAR members deepen their understanding of how we became divided, and of the ramifications of living in a segregated society.

Don't have time to read an entire book? Each recommendation also includes book reviews, interviews, videos and other tools to give you a quick recap.

Fair Housing Film and Video Recommendations

[Short videos, documentaries, and a featured length major motion picture](#) help educate about housing discrimination, segregation, and the people working to correct these social and economic wrongs.

Fair Housing Podcasts

Like to learn about the world from [podcasts](#)? We've got you covered. From This American Life to The Bowery Boys, NAR presents podcasts that will educate you on Fair Housing.

SOURCE: <https://www.nar.realtor/fair-housing/fair-housing-month-at-home>



Fair Housing Makes US Stronger:

Commemorating 50 Years of the Fair Housing Act

During the commemoration, REALTORS® across the country, local and state associations, and brokerages increased member and public awareness of fair housing. Numerous videos, articles in local media, and fair housing training classes were held across the country. 2018 was a year when REALTORS® showed that Fair Housing Makes U.S. Stronger.

Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity.

Watch the video below to learn about the law, how it makes our industry and country stronger, and the work that is still to be done. We ask all members of the REALTOR® family to stand together with us in our commitment to fair housing for all.

CLICK HERE TO VIEW



View source and more [Fair Housing videos here.](#)

APRIL IS FAIR HOUSING MONTH

REALTORS[®] RISE UP

UNLOCK DOORS. SHAPE THE FUTURE.

REALTORS[®] are community leaders - That's Who We Are[®].
You shape and help build neighborhoods that thrive.

By promoting diversity and inclusion you unlock access to
opportunities that transform lives and boost business.

Thriving communities mean:

- A strong economy = more jobs, more income, more business
- Healthier people
- A cleaner environment
- Higher-achieving students
- Safer streets



NATIONAL
ASSOCIATION OF
REALTORS[®]



Coronavirus Legal Documents and Useful Materials

The recent events surrounding the spread of the Covid-19 strain of the coronavirus has led to many questions about the continued enforceability of real estate contracts under the circumstances. Rather than risk an uncertain outcome in court or arbitration over such disputes, Buyers and Sellers may elect to address the unanswered issues contractually. The following materials will assist with potential issues in contracts and other issues related to best practices under the current conditions related to coronavirus.

**** Special Legal Live webinar: Update to C.A.R. Coronavirus Forms - Friday, April 17th at 10AM - [REGISTER HERE](#) ****

[Click here](#) to watch COVID-19 webinars

Coronavirus Forms

[click here](#) for PDF of RPD

[click here](#) for PDF of NTAP

[click here](#) for PDF of CVA

[click here](#) for PDF of NUCC

[click here](#) for PDF of RLA-CAA

[click here](#) for PDF of PEAD

Guides and Other Materials

[click here](#) for Stay-At-Home Orders for California

[click here](#) for Stay-At-Home Orders for Cities and Counties as of 4/12/2020

[click here](#) for C.A.R.'s Coronavirus Best Practices Guidelines

[click here](#) for PDF of the Quick Guide - Guidance on Visual Inspection Disclosures

[click here](#) for PDF of the Quick Guide - Real Estate in a Safer at Home Environment

[click here](#) for Legal Q&A COVID-19 Landlord Issues

SOURCE: <https://www.car.org/riskmanagement/covidlegaldocs>





Sacramento County COVID-19 Update Guidelines

Sacramento County has changed their rules in conducting business. This is not all that it appears to be, please see SAR's Guidance below.

SAR Staff is pleased that Sacramento County now defines real estate as "Essential Services". However, we want to share our thoughts, as well as C.A.R.'s on 'Best Practices' during this time. This in no way means you should go back to business as usual. This is an unprecedented situation and should be treated as such. Below you will find our recommendations:

- Showings should be done virtually, if at all possible.
- All activities should be completed electronically, if at all possible.
- Only a single agent and no more than two other individuals are to be in a dwelling at the same time during a showing. If other persons are necessary for a showing, they should wait outside or in their vehicles to observe the social distance guidelines.
- In Sacramento County, all showings must be done ONLY in permanently vacated houses.
- Agents should read and understand the recommendations from the Centers for Disease Control and Prevention (CDC) on how to protect yourself. This is critically important!
- Any persons on the property must agree to adhere strictly to the social distancing guidelines at all times by remaining at least six feet apart per the recommendations established by the CDC.
- Any person entering a property shall provide by declaration that to the best of their knowledge, they are not currently ill with a cold or flu; do not have a fever, persistent cough, shortness of breath, or exhibit other COVID-19 symptoms; have not been in contact with a person with COVID-19; and will adhere to and follow all precautions required for viewing the property at all times. All persons visiting a property will agree to wash their hands with soap and water or use hand sanitizer prior to entry, and to wear disposable rubber gloves and a protective face mask, if one is made available. In addition, sellers must disclose to all persons who enter the property if the seller is currently ill with a cold, flu or COVID-19 itself, or has a fever, persistent cough, shortness of breath or other COVID-19 symptoms, or has been in contact with a person with COVID-19. Further, if anyone who enters the property is later diagnosed with COVID-19, the person who is diagnosed must immediately inform the listing agent, who will then make best efforts to inform everyone who entered the property after the person diagnosed, of that fact.
- Sellers and buyers must be expressly made aware of the risks of showing and visiting properties: that it may be dangerous or unsafe and could expose them or others to coronavirus (COVID-19). Sellers and buyers must be advised of their responsibilities pertaining to COVID-19 protocols regarding social distancing and other CDC guidelines.

- The agreement of the seller allowing any person entering onto the property or into the dwelling must be expressly obtained from the seller. Apart from marketing and pre-marketing activities, a standard purchase agreement grants the buyer broad discretion to conduct various inspections and investigations. The seller should be apprised of their obligations under the purchase agreement so that they enter into such agreements with a clear understanding of the attendant risks.
- To the extent possible, the use of various third-party services providers for non-essential services must be avoided and, where unavoidable, the providers must agree to sign an agreement to follow CDC guidelines.
- REALTORS® should follow the above protocols when conducting any in-person interactions, but should refrain from any non-electronic unsolicited marketing during the COVID-19-related declaration of emergency.
- Brokers should consider extending listings and putting a hold on marketing activities or other accommodations for those who, for health or other reasons connected to the COVID-19 virus, wish to stop actively marketing their property for the duration of the governor's stay-at-home order.
- Unless absolutely necessary, communications with clients should be done via electronic means or by telephone. In person conversations should be minimized unless absolutely necessary.

[You can find the declaration here.](#)

We sincerely believe in these recommendations, and hope that you adhere to them. We hope our members continue to be an example to others during these times and follow the rules of the CDC and the guidelines of our statewide organization. Thank you and stay safe.

CLICK HERE TO VIEW



ABOUT THE MARKET

FHA, VA, Fannie/Freddie Updates

This month we hear from Leo Whitton with an updates coming from Federal Housing Administration (FHA), Veterans Affairs (VA), Fannie Mae and Freddie Mac. Please click the video below for an in-depth update.

[CLICK HERE TO VIEW](#)





Valuable Resources During this Time

We understand that during these uncertain times it is important to stay informed, but with so much information that changes daily it is difficult to sort through everything. Therefore, our staff has been working diligently to stay on top of all the useful and relevant resources for our members to access through one page on the SAR website. You can find the links to this information on our '[Plan of Action](#)' page, such as current updates from CEO Dave Tanner and the Executive Committee. This page also includes every jurisdiction that has passed an eviction moratorium in our area of representation. Even though there is a statewide eviction moratorium order, it is important to note that some of the local ordinances will still apply in certain circumstances. Please keep this in mind if you or a client owns rental property. Remember to continue to check our website for updated information as we continue to include new information as it is received.

National Association of REALTORS®:

Recently, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was passed, which among other things allows independent contractors to apply for unemployment relief. You can find their Unemployment Assistance CARES Act FAQs [here](#). For overall guidelines from NAR on all things COVID-19, you can click [here](#).

California Association of REALTORS®:

For all the latest updates from C.A.R., [click here](#).

C.A.R. has also created a COVID Relief Hotline that provides members with assistance navigating and applying for financial assistance programs during the coronavirus pandemic. Currently, the hotline is experiencing a high volume of calls due to demand. For faster service you can email covidreliefhotline@car.org. The hotline can be reached at (213) 351-8450, Mondays through Fridays from 8:30 a.m. to 4:45 p.m. For more information and resources related to financial relief and the COVID Hotline, you can click [here](#). Another key resource we wanted to highlight is a [Landlord Issues FAQ](#).

We are here to help in these unprecedented times, please reach out if you have any questions or need direction. We hope you and your loved ones are staying safe and healthy.



Purchase a space for \$25 and help support deserving students headed to college.

One lucky person will win \$1000!

View the purchased and available spaces in the slides*. Click the button below to select your desired spot from the map.

**Available spaces may not be accurate in images - Refer to map when purchasing for up to the minute accuracy.*

Contact [Madison](#) for details or any questions. While operating virtually, staff are available by email from 8am - 4pm.

View and buy available spaces here: <https://www.sacrealtor.org/lastmember>



Update on Tax Laws for Real Estate Professionals;

Today, we will take a look at recent updates to the state and federal tax laws that may be of particular interest to real estate professionals. Many of us know that Governor Newsom and the California legislature were busy last year passing a variety of new laws, many of which took effect in 2020. For example, real estate professionals who are also parents may be excited to learn that as of 2020, diapers are now tax free in California! On a more serious note, although the last big federal tax overhaul occurred back in 2017 with the Tax Cuts and Jobs Act (TCJA), 2019 also brought updates to the federal tax code to be effectuated this year. With tax season upon us, we will cut through the morass of legislation to review recent updates to tax laws affecting real estate professionals today.

First, although it is not brand new to 2020, real estate professionals may still be surprised to learn that a new federal tax law that took effect in 2018 with the TCJA can specifically benefit real estate agents, brokers, and real estate management companies. The Section 199A deduction, known as the Qualified Business Income Deduction, allows real estate professionals with taxable income less than \$315,000 for married couples, or \$157,000 for single persons, to deduct 20% of their earned qualified business income on their taxes. This new tax law has proven to be very beneficial for many who work in real estate. Real estate professionals who are just learning of this new deduction should consult their tax advisors to see what they qualify for this year and should also review the past year's return to ensure they received the savings they may have been entitled to under 199A. If the deduction wasn't taken last year, the return may be able to be amended in order to take advantage of the savings under 199A.

More commonly known among real estate professionals is the effect of the Tax Cuts and Jobs Act on mortgage interest deductions. Effective 2018, the mortgage interest deduction was reduced from \$1,000,000 in qualifying mortgage debt to \$750,000 in qualified mortgage debt. Further, mortgages on second properties and beyond will not qualify for the deduction. This has likely made it more difficult for families to purchase vacation properties as the loss of the ability to deduct the interest on the second home effectively render the purchase much more expensive.

While not as directly pertinent to real estate professionals as the qualified business income deduction or the mortgage interest deduction, new tax laws related to vehicles may also be of interest to agents, brokers, and management companies. After all, an agent can't show homes unless they can actually get themselves to the properties! Real estate professionals who are considering purchasing a vehicle for their business should review updates to the vehicle depreciation schedule and consider the purchase of an SUV or other vehicle weighing more than 6000 pounds. Depreciation limits for passenger vehicles, to include trucks and vans, were updated in 2019. Further, deductions on passenger vehicles purchased and driven for business purposes are much lower deductions than business vehicles over 6000 pounds. As the deductions are contingent on percentage of use for business, real estate professionals should also be sure to keep mileage logs to back up the potential deduction.

These are just a few of the many tax laws of which real estate professionals should be aware. Be sure to consult your local tax professional for additional resources and information this tax season.

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 #12-2: Exaggeration in Advertising

(Reaffirmed Case #19-4 May, 1988. Transferred to Article 12 November, 1994. Revised November, 2001 and May, 2017.)

Prospect A noted REALTOR® B's advertisement on his website describing a home with five acres "about 20 miles from the city" giving directions to the "modern 3-bedroom home, well maintained, and set in a charmingly landscaped site."

After visiting the property, Prospect A filed a complaint with the Association of REALTORS® complaining of the gross exaggeration contained in the advertisement, which had induced him to waste time and money in inspecting the property. The property, he said, was actually 36 miles from the city limits. Its wood-lath support for plaster, which was visible in many large breaks in the walls, indicated it to be 80 years old or more. There was no evidence of painting in recent years. Several windows were broken, half of the back steps were missing. The house was located at the end of a crude dirt road in a small cleared area that had become densely overgrown in weeds—a picture of extreme neglect.

REALTOR® B was notified of the charge of misleading advertising, and a hearing was held. REALTOR® B criticized the complainant for bringing the matter to the Association, pointing out that Prospect A had failed to mention that the property was priced at only \$90,000; that at such a price it was an exceptionally good buy to anyone looking for a small place with a few acres; that to get attention to such properties it was necessary to do a bit of "puffing" to attract attention in advertising; that as a matter of fact the general lines of the house were similar to many of modern design; that the house had been well enough maintained to be salvageable by anyone who would do a reasonable amount of work on it; and that, in his opinion, the site was truly "charming" in its rugged simplicity.

The Hearing Panel concluded that REALTOR® B had used gross exaggeration in his advertisement and was found in violation of Article 12 of the Code of Ethics.



2021 Officer/Director Nominee Application

Please read the Qualifications and Administrative Screening Policy before applying.

Please fill out the application completely - even if you have been nominated or served previously. The information provided will be used as the Nominating Committee makes its recommendations, and for publicity purposes with the members.

To review position responsibilities, qualifications, and application, please visit
<https://www.sacrealtor.org/2021nominee>

DEADLINE TO APPLY IS 4/17 at 4:30pm

SAR EDUCATIONAL OFFERINGS —

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

PLEASE NOTE: All in-person classes have been suspended through April. Most have been converted to online webinars. Registrants will receive an email from SAR originating from zoom.us with instructions on how to log in. Those classes that were unable to be translated to a webinar format will be rescheduled.

Please contact [Marcus](#) with any questions and check the [calendar](#) or our online [education resource page](#) for details.

APRIL

	CLASS	COST	INSTRUCTOR
13	10:00 – 11:00am HOW TO NAVIGATE THROUGH THIS NEW REAL ESTATE REALITY WEBINAR – REGISTER ONLINE		Darryl Davis
16	10:00 – 11:00am 7 STEPS TO STAY SAFE FROM DATA BREACHES & HACKER SIGN INTO WEBINAR HERE		Duane Gomer Representative
21 22 23	9:00am – 4:30pm LIVE WEBINAR – STAGED HOMES – ASP DESIGNATION REGISTER/MORE INFO HERE		Jennie Norris
23	10:00 – 11:00am 5 TIPS ON HOW TO LEVERAGE LIVE VIDEO ON SOCIAL MEDIA FOR YOUR RE BUSINESS SIGN IN TO WEBINAR HERE		Burton Kelson

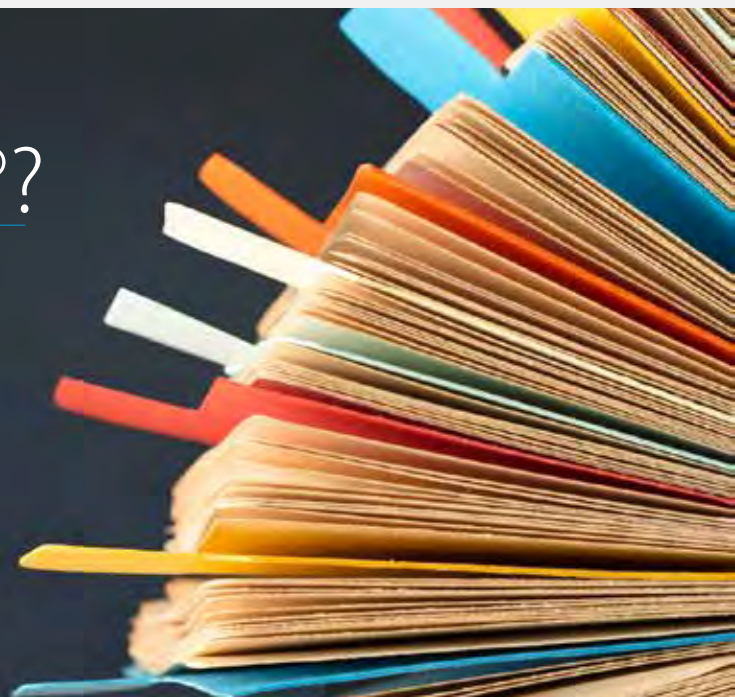
MAY

	CLASS	COST
1	10:00am – 1:00pm BROKER TRAINING INSTITUTE (BTI): SECRETS TO HAVING A PROSPEROUS REAL ESTATE BUSINESS REGISTER/MORE INFO HERE	

Please View [online education resource page](#) for latest updates/webinars.

Looking for an Affiliate or REALTOR®?

[Click Here](#) to quickly find an Affiliate or REALTOR® by name or category with our convenient search engine!



MAY CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change. SAR will be reevaluating the COVID-19 situation in late April to determine whether SAR offices will re-open.

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
				1 SAR Offices Closed Until 5/3 SAR Toastmasters Club Cancelled
4 MetroList Course – TBD (T) 9:00am – 12noon Show Me the Money (EC - Full) 11:30am – 1:30pm WCR Board Meeting (B) 12noon – 1:30pm MetroList Course – TBD (T) 1:00 – 4:00pm	5 SAR Main Meeting 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Charity Research Committee (P) 10:30 – 11:30am Volunteer Coordinating Committee (T) 10:30 – 11:30am	6 SAR New Member Orientation (B) 9:00am – 12:30pm Education Meeting (T) 1:30 – 3:00pm	7 Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am	8 SAR Offices Closed 7:30 – 8:30am SAR Toastmasters Club (B) 7:45 – 9:15am Broker/Manager Forum (B) 9:30 – 10:30am Sac Area RE Exchange Network (T) 10:00am – 12:30pm
11 Education Committee (B) 9:00 – 10:30am Leadership Academy (B) 1:00 – 2:30pm CCIM Leadership (P) 3:00 – 4:00pm	12 Regional Meetings www.sacrealtor.org/tours YPN Advisory Committee (B) 11:00am – 12:30pm Intern Class (B) 2:30 – 4:30pm	13 AREAA (B) 10:00 – 11:00am New Member Orientation (B) 1:00 – 4:30pm	14 Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	15 SAR Toastmasters Club (B) 7:45 – 9:15am
18 MetroList Course – TBD (T) 9:00 – 11:00am MetroList Course – TBD (T) 12noon – 1:30pm MetroList Course – TBD (T) 2:00 – 3:30pm	19 Regional Meetings www.sacrealtor.org/tours Marketing/Communications Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (T) 1:00 – 2:00pm	20 New Member Orientation (B) 6:00 – 9:30pm	21 No SAR Events Scheduled	22 SAR Toastmasters Club (B) 7:45 – 9:15am
25 SAR Closed Memorial Day	26 CANCELLED: All Regional Meetings Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon Charitable Foundation BOD (B) 12:30 – 2:00pm	27 Just for the Health of It (EC – W) 10:00am – 1:00pm SAR Offices Closed 1:00 – 2:00pm	28 No SAR Events Scheduled	29 SAR Toastmasters Club (B) 7:45 – 9:15am SAR BOD (B) 9:00 – 10:30am

March 2020

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WELCOME

SACRAMENTO HOUSING STATISTICS

Sacramento County median sales price reaches \$400k

MARCH

March closed with 1,170 sales, up 15.4% from the 1,014 sales in February. Compared to one year ago (1,320), the current figure is an 11.4% drop. Of the 1,170 sales this month, 139 (11.9%) used cash financing, 717 (61.3%) used conventional, 223 (19.1%) used FHA, 65 (5.6%) used VA and 26 (2.2%) used Other types of financing.

The median sales price increased .6% for the month from \$397,750 to \$400,000. This figure is up 9.6% from Mar. 2019 (\$365,000). The current figure is the highest median sales price recorded by The Sacramento Association of REALTORS® for a single month.

The Active Listing Inventory increased 16.6% from February to March, from 1,422 units to 1,658 units. Compared with March 2019 (1,883), inventory is down 11.9%. The Months of Inventory 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 left reflects the Months of Inventory in each price range.

The Median DOM (days on market) decreased from 10 to 8 and the Average DOM decreased from 29 to 26. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,014 sales this month, 77.7% (909) were on the market for 30 days or less and 87.3% (1,021) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$255 to \$260 from February to March.

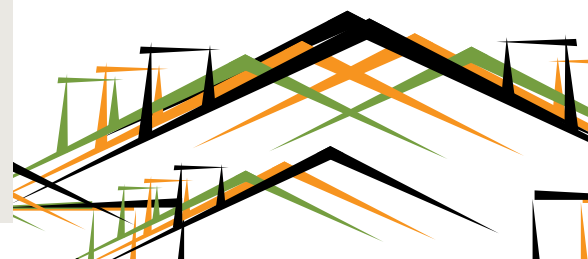
See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	22	13	1.7
\$200,000 - \$249,999	53	38	1.4
\$250,000 - \$299,999	122	120	1.0
\$300,000 - \$349,999	186	203	0.9
\$350,000 - \$399,999	248	201	1.2
\$400,000 - \$449,999	206	171	1.2
\$450,000 - \$499,999	187	126	1.5
\$500,000 - \$749,000	409	247	1.7
\$750,000 - \$999,999	129	38	3.4
\$1,000,000 and over	96	13	7.4
Total:	1,658	1,170	Total: 1.4

Market Snapshot - March 2020					
	Mar-20	Feb-20	Change	Mar-19	Change (from '19)
Sales	1,170	1,014	15.4%	1,320	-11.4%
Median Sales Price	\$400,000	\$397,750	0.6%	\$365,000	9.6%
Active Inventory	1,658	1,422	16.6%	1,883	-11.9%
Median DOM	8	10	-20.0%	18	-55.6%
Avg. Price/SqFt	\$260	\$255	2.0%	\$240	8.3%

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

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



MLS STATISTICS

March 2020

MLS STATISTICS for March 2020

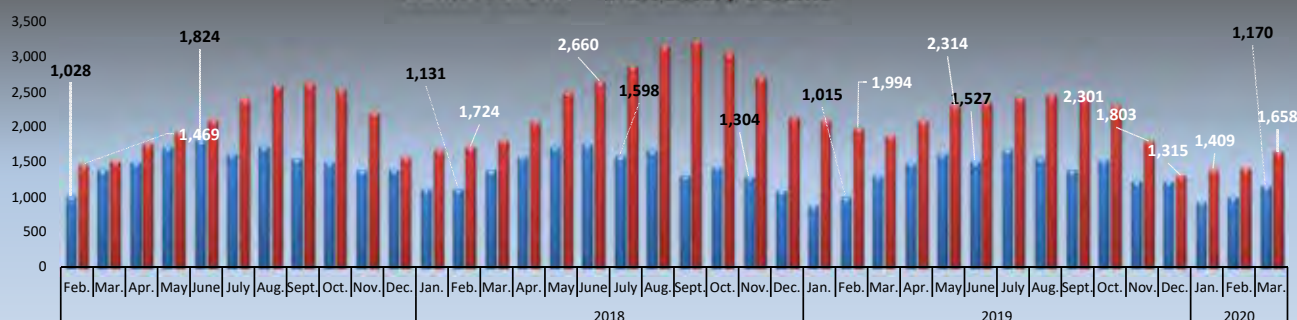
Data for Sacramento County and the City of West Sacramento



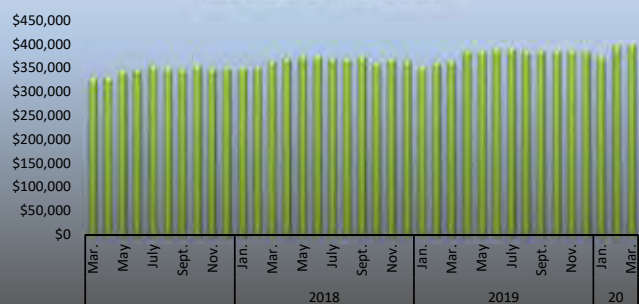
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,755		1,517	15.7%		1,815		-3.3%
Active Listing Inventory †	1,658		1,422	16.6%		1,883		-11.9%
Pending Sales This Month*	1,498		1,667	-10.1%		1,339		11.9%
Number of REO Sales	10	0.9%	14	-29%	1.4%	24	1.8%	-58.3%
Number of Short Sales	3	0.3%	3	0%	0.3%	4	0.3%	-25.0%
Equity Sales	1,157	98.9%	997	16.0%	98.3%	1,292	97.9%	-10.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,170	100%	1,014	15.4%	100%	1,320	100.0%	-11.4%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.4 Months		0.0%
Dollar Value of Closed Escrows	\$508,086,069		\$430,584,716	18.0%		\$534,509,729		-4.9%
Median	\$400,000		\$397,750	0.6%		\$365,000		9.6%
Mean	\$434,262		\$424,640	2.3%		\$404,932		7.2%
Year-to-Date Statistics	1/01/20 to 3/31/20		1/01/20 to 3/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			3/31/2019		Change
Number of Closed Escrows	3,128		3,173			3,229		-3.1%
Dollar Value of Closed Escrows	\$1,328,760,006		\$1,346,973,785			\$1,224,359,953		8.5%
Median	\$388,000		\$392,000			\$360,000		7.8%
Mean	\$424,795		\$424,511			\$379,176		12.0%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
brought to you by:

Your Real Estate Office

David Brooker
REALTOR/Office Specialist

Would you like to see your contact info here?
Contact 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® | 2020 SAR

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

Data for Sacramento County and the City of West Sacramento

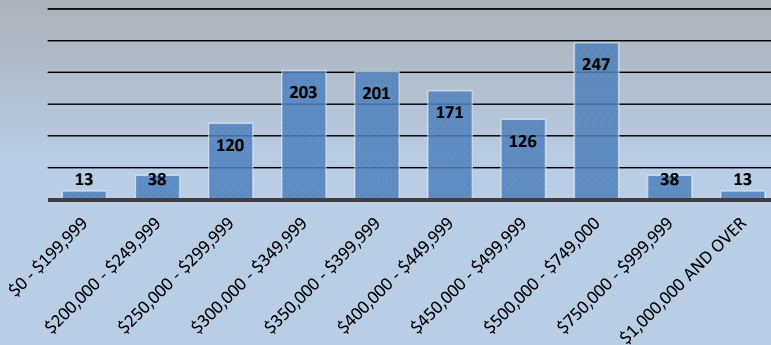
MLS STATISTICS for March 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

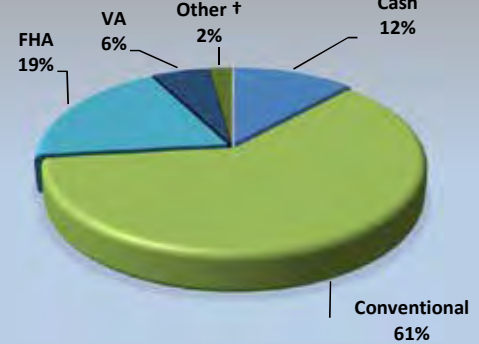
1 House on Lot

Total: 1,170

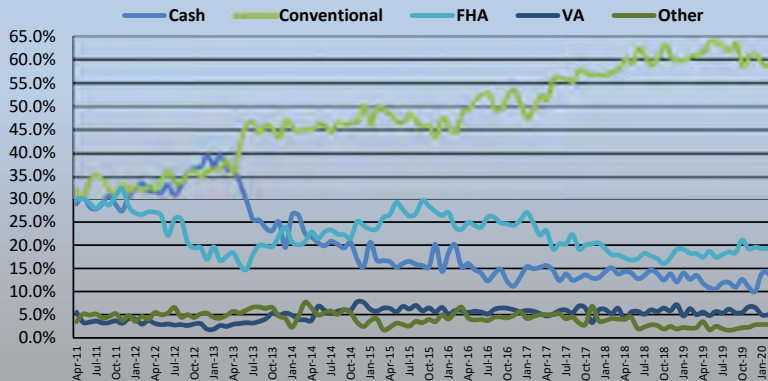


Type of Financing/Days on Market

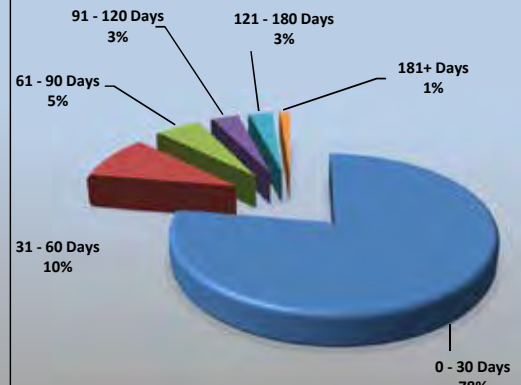
TYPE OF FINANCING (1 House on Lot)



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 Home only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	139	11.9%	144	14.2%	0 - 30	909	77.7%	69.3%	73.2%
Conventional	717	61.3%	613	60.5%	31 - 60	112	9.6%	15.2%	14.6%
FHA	223	19.1%	172	17.0%	61 - 90	63	5.4%	7.4%	6.1%
VA	65	5.6%	51	5.0%	91 - 120	38	3.2%	4.0%	2.9%
Other †	26	2.2%	34	3.4%	121 - 180	34	2.9%	3.0%	2.2%
Total	1,170	100.0%	1,014	100.0%	181+	14	1.2%	1.0%	1.0%
					Total	1,170	100.0%	100.0%	100.0%

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

Median DOM:	8	10
Average DOM:	26	29
Average Price/Square Foot:	\$260.0	\$255.0

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® | 2020 SAR

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

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2020

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	53	REO Sales 0	37	43	134
	Median Sales Price	\$447,000	\$0	\$4,650,000	\$400,000	\$443,500
	Average Price/Square Foot	\$265	Short Sales 0	\$259	\$258	N/A
	Average Sq Ft of Property	2,058	\$0	2,078	1,801	N/A
	Total Listing Inventory *	79	Conventional 53	72	83	N/A
	Total Listing Median Price ∞	\$539,000	Sales \$447,000	\$549,975	\$557,000	N/A
95610 Citrus Heights	Total Sales	23	REO Sales 0	24	34	76
	Median Sales Price	\$411,000	\$0	\$371,250	\$387,450	\$380,000
	Average Price/Square Foot	\$243	Short Sales 0	\$258	\$250	N/A
	Average Sq Ft of Property	1,720	\$0	1,752	1,627	N/A
	Total Listing Inventory *	42	Conventional 23	26	51	N/A
	Total Listing Median Price ∞	\$411,950	Sales \$411,000	\$396,900	\$380,000	N/A
95621 Citrus Heights	Total Sales	33	REO Sales 1	23	31	88
	Median Sales Price	\$357,000	\$281,000	\$362,000	\$340,000	\$355,000
	Average Price/Square Foot	\$242	Short Sales 0	\$247	\$240	N/A
	Average Sq Ft of Property	1,535	\$0	1,487	1,458	N/A
	Total Listing Inventory *	33	Conventional 32	27	33	N/A
	Total Listing Median Price ∞	\$351,178	Sales \$357,000	\$352,150	\$349,000	N/A
95624 Elk Grove	Total Sales	41	REO Sales 1	38	55	113
	Median Sales Price	\$450,000	\$845,000	\$472,500	\$442,500	\$460,000
	Average Price/Square Foot	\$240	Short Sales 1	\$223	\$224	N/A
	Average Sq Ft of Property	2,055	\$400,000	2,260	2,113	N/A
	Total Listing Inventory *	65	Conventional 39	58	83	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$450,000	\$535,000	\$519,975	N/A
95626 Elverta	Total Sales	1	REO Sales 0	5	5	9
	Median Sales Price	\$298,000	\$0	\$287,000	\$260,000	\$330,000
	Average Price/Square Foot	\$276	Short Sales 0	\$298	\$235	N/A
	Average Sq Ft of Property	1,080	\$0	1,382	1,178	N/A
	Total Listing Inventory *	4	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$337,500	Sales \$298,000	\$355,000	\$450,000	N/A
95628 Fair Oaks	Total Sales	52	REO Sales 0	41	43	126
	Median Sales Price	\$480,848	\$0	\$438,000	\$489,000	\$465,750
	Average Price/Square Foot	\$275	Short Sales 1	\$260	\$242	N/A
	Average Sq Ft of Property	1,987	\$325,850	1,865	2,199	N/A
	Total Listing Inventory *	81	Conventional 51	72	81	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$481,696	\$607,475	\$599,000	N/A
95630 Folsom	Total Sales	51	REO Sales 0	43	56	147
	Median Sales Price	\$595,000	\$0	\$582,000	\$591,000	\$579,000
	Average Price/Square Foot	\$302	Short Sales 0	\$294	\$263	N/A
	Average Sq Ft of Property	2,177	\$0	2,086	2,467	N/A
	Total Listing Inventory *	92	Conventional 51	61	110	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$595,000	\$648,688	\$610,000	N/A
95632 Galt	Total Sales	30	REO Sales 1	25	20	75
	Median Sales Price	\$455,000	\$472,500	\$385,000	\$347,500	\$405,000
	Average Price/Square Foot	\$246	Short Sales 0	\$237	\$229	N/A
	Average Sq Ft of Property	1,967	\$0	1,826	1,646	N/A
	Total Listing Inventory *	44	Conventional 29	34	50	N/A
	Total Listing Median Price ∞	\$480,000	Sales \$450,000	\$474,950	\$447,475	N/A
95638 Herald	Total Sales	0	REO Sales 0	0	0	1
	Median Sales Price	\$0	\$0	\$0	\$0	\$540,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	4	Conventional 0	5	3	N/A
	Total Listing Median Price ∞	\$522,450	Sales \$0	\$544,900	\$569,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	1	1
	Median Sales Price	\$0	\$0	\$0	\$330,000	\$100,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$229	N/A
	Average Sq Ft of Property	0	\$0	0	1,440	N/A
	Total Listing Inventory *	13	Conventional 0	10	15	N/A
	Total Listing Median Price ∞	\$343,000	Sales \$0	\$340,750	\$373,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	3	3	10
	Median Sales Price	\$361,000	\$0	\$374,000	\$459,900	\$382,500
	Average Price/Square Foot	\$274	Short Sales 0	\$215	\$197	N/A
	Average Sq Ft of Property	1,355	\$0	2,223	2,238	N/A
	Total Listing Inventory *	1	Conventional 3	4	4	N/A
	Total Listing Median Price ∞	\$595,000	Sales \$361,000	\$425,000	\$349,888	N/A
95660 North Highlands	Total Sales	25	REO Sales 0	28	47	80
	Median Sales Price	\$285,000	\$0	\$280,500	\$257,100	\$279,500
	Average Price/Square Foot	\$243	Short Sales 0	\$241	\$1,154	N/A
	Average Sq Ft of Property	1,206	\$0	1,167	1,077	N/A
	Total Listing Inventory *	24	Conventional 25	10	28	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$285,000	\$299,000	\$278,700	N/A
95662 Orangevale	Total Sales	35	REO Sales 0	22	27	75
	Median Sales Price	\$435,000	\$0	\$456,000	\$373,000	\$423,000
	Average Price/Square Foot	\$285	Short Sales 0	\$244	\$268	N/A
	Average Sq Ft of Property	1,672	\$0	2,176	1,579	N/A
	Total Listing Inventory *	36	Conventional 35	39	51	N/A
	Total Listing Median Price ∞	\$520,000	Sales \$435,000	\$499,900	\$460,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	46	REO Sales 0	32	56	117
	Median Sales Price	\$405,000	\$0	\$373,000	\$355,000	\$387,000
	Average Price/Square Foot	\$256	Short Sales 0	\$254	\$235	N/A
	Average Sq Ft of Property	1,712	\$0	1,640	1,804	N/A
	Total Listing Inventory *	43	Conventional 46	39	52	N/A
	Total Listing Median Price ∞	\$399,700	Sales \$405,000	\$409,900	\$360,750	N/A
95673 Rio Linda	Total Sales	17	REO Sales 0	16	15	47
	Median Sales Price	\$334,965	\$0	\$307,500	\$286,500	\$325,000
	Average Price/Square Foot	\$242	Short Sales 0	\$219	\$262	N/A
	Average Sq Ft of Property	1,539	\$0	1,488	1,302	N/A
	Total Listing Inventory *	8	Conventional 17	15	17	N/A
	Total Listing Median Price ∞	\$349,950	Sales \$334,965	\$395,000	\$324,875	N/A
95683 Rancho Murieta	Total Sales	14	REO Sales 1	13	13	33
	Median Sales Price	\$527,500	\$505,000	\$480,000	\$519,900	\$490,000
	Average Price/Square Foot	\$229	Short Sales 0	\$227	\$222	N/A
	Average Sq Ft of Property	2,328	\$0	2,111	2,500	N/A
	Total Listing Inventory *	37	Conventional 13	40	39	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$610,000	\$557,500	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	0	1	3
	Median Sales Price	\$429,000	\$0	\$0	\$549,900	\$300,000
	Average Price/Square Foot	\$291	Short Sales 0	\$0	\$275,000	N/A
	Average Sq Ft of Property	1,472	\$0	0	2,000	N/A
	Total Listing Inventory *	1	Conventional 1	2	4	N/A
	Total Listing Median Price ∞	\$868,888	Sales \$429,000	\$352,000	\$1,495,000	N/A
95693 Wilton	Total Sales	7	REO Sales 0	7	7	17
	Median Sales Price	\$749,000	\$0	\$648,000	\$640,000	\$699,000
	Average Price/Square Foot	\$294	Short Sales 0	\$348	\$310	N/A
	Average Sq Ft of Property	1,803	\$0	2,056	2,127	N/A
	Total Listing Inventory *	19	Conventional 7	16	13	N/A
	Total Listing Median Price ∞	\$900,000	Sales \$749,000	\$799,000	\$850,000	N/A
95742 Rancho Cordova	Total Sales	19	REO Sales 0	24	20	70
	Median Sales Price	\$493,000	\$0	\$465,000	\$438,274	\$462,000
	Average Price/Square Foot	\$214	Short Sales 0	\$218	\$216	N/A
	Average Sq Ft of Property	2,378	\$0	2,282	2,106	N/A
	Total Listing Inventory *	55	Conventional 19	38	39	N/A
	Total Listing Median Price ∞	\$479,000	Sales \$493,000	\$499,691	\$461,944	N/A
95757 Elk Grove	Total Sales	35	REO Sales 0	30	44	99
	Median Sales Price	\$540,166	\$0	\$500,000	\$487,500	\$505,000
	Average Price/Square Foot	\$222	Short Sales 0	\$223	\$215	N/A
	Average Sq Ft of Property	2,559	\$0	2,486	2,403	N/A
	Total Listing Inventory *	54	Conventional 35	50	63	N/A
	Total Listing Median Price ∞	\$538,950	Sales \$540,166	\$530,963	\$527,475	N/A
95758 Elk Grove	Total Sales	42	REO Sales 0	57	52	129
	Median Sales Price	\$417,000	\$0	\$424,755	\$391,500	\$425,000
	Average Price/Square Foot	\$248	Short Sales 0	\$242	\$230	N/A
	Average Sq Ft of Property	1,767	\$0	1,827	1,840	N/A
	Total Listing Inventory *	68	Conventional 42	54	81	N/A
	Total Listing Median Price ∞	\$429,000	Sales \$417,000	\$449,000	\$429,950	N/A
95811 Midtown/ Downtown	Total Sales	2	REO Sales 0	1	1	3
	Median Sales Price	\$832,000	\$0	\$548,888	\$489,500	\$809,000
	Average Price/Square Foot	\$489	Short Sales 0	\$200	\$325	N/A
	Average Sq Ft of Property	1,750	\$0	2,750	1,505	N/A
	Total Listing Inventory *	2	Conventional 2	3	10	N/A
	Total Listing Median Price ∞	\$772,000	Sales \$832,000	\$975,000	\$749,000	N/A
95814 Downtown	Total Sales	3	REO Sales 0	1	4	6
	Median Sales Price	\$594,990	\$0	\$725,000	\$599,500	\$632,256
	Average Price/Square Foot	\$374	Short Sales 0	\$399	\$367	N/A
	Average Sq Ft of Property	1,633	\$0	1,818	1,704	N/A
	Total Listing Inventory *	5	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$689,990	Sales \$594,990	\$647,445	\$657,000	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	21	REO Sales 3	19	15	55
	Median Sales Price	\$235,000	\$183,000	\$212,000	\$235,500	\$235,000
	Average Price/Square Foot	\$232	Short Sales 0	\$223	\$216	N/A
	Average Sq Ft of Property	1,073	\$0	1,185	1,078	N/A
	Total Listing Inventory *	20	Conventional 18	20	27	N/A
	Total Listing Median Price ∞	\$274,000	Sales \$253,250	\$267,500	\$257,499	N/A
95816 Midtown/East Sacramento	Total Sales	6	REO Sales 0	12	11	32
	Median Sales Price	\$594,000	\$0	\$647,500	\$463,000	\$557,500
	Average Price/Square Foot	\$427	Short Sales 0	\$430	\$387	N/A
	Average Sq Ft of Property	1,412	\$0	1,686	1,472	N/A
	Total Listing Inventory *	18	Conventional 6	15	22	N/A
	Total Listing Median Price ∞	\$681,500	Sales \$594,000	\$659,500	\$658,465	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	9	REO Sales 0	12	15	32
	Median Sales Price	\$379,000	\$0	\$357,000	\$375,000	\$379,500
	Average Price/Square Foot	\$342	Short Sales 0	\$329	\$329	N/A
	Average Sq Ft of Property	1,218	\$0	1,115	1,065	N/A
	Total Listing Inventory *	21	Conventional 9	17	18	N/A
	Total Listing Median Price ∞	\$395,000	Sales \$379,000	\$286,000	\$349,900	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	16	REO Sales 0	19	27	51
	Median Sales Price	\$617,250	\$0	\$593,000	\$614,000	\$585,000
	Average Price/Square Foot	\$420	Short Sales 0	\$398	\$371	N/A
	Average Sq Ft of Property	1,653	\$0	1,612	1,862	N/A
	Total Listing Inventory *	34	Conventional 16	26	30	N/A
	Total Listing Median Price ∞	\$659,000	Sales \$617,250	\$622,500	\$619,900	N/A
95819 East Sacramento	Total Sales	16	REO Sales 0	14	13	38
	Median Sales Price	\$577,448	\$0	\$699,000	\$510,000	\$639,500
	Average Price/Square Foot	\$449	Short Sales 1	\$462	\$439	N/A
	Average Sq Ft of Property	1,425	\$465,000	1,912	1,228	N/A
	Total Listing Inventory *	40	Conventional 15	28	30	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$589,896	\$749,000	\$719,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	43	REO Sales 1	33	35	101
	Median Sales Price	\$300,000	\$225,000	\$285,000	\$259,900	\$290,000
	Average Price/Square Foot	\$287	Short Sales 0	\$295	\$247	N/A
	Average Sq Ft of Property	1,158	\$0	1,099	1,143	N/A
	Total Listing Inventory *	29	Conventional 42	34	56	N/A
	Total Listing Median Price ∞	\$320,000	Sales \$300,000	\$298,850	\$289,444	N/A
95821 N. Arden Arcade	Total Sales	27	REO Sales 0	26	27	76
	Median Sales Price	\$370,000	\$0	\$394,000	\$343,000	\$370,000
	Average Price/Square Foot	\$245	Short Sales 0	\$254	\$246	N/A
	Average Sq Ft of Property	1,637	\$0	1,606	1,586	N/A
	Total Listing Inventory *	49	Conventional 27	44	43	N/A
	Total Listing Median Price ∞	\$386,000	Sales \$370,000	\$389,000	\$372,500	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	32	REO Sales 0	34	37	100
	Median Sales Price	\$300,000	\$0	\$320,000	\$283,000	\$308,587
	Average Price/Square Foot	\$263	Short Sales 0	\$259	\$229	N/A
	Average Sq Ft of Property	1,346	\$0	1,429	1,409	N/A
	Total Listing Inventory *	39	Conventional 32	34	56	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$300,000	\$332,000	\$299,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	40	REO Sales 0	26	54	102
	Median Sales Price	\$325,000	\$0	\$311,345	\$291,000	\$313,345
	Average Price/Square Foot	\$223	Short Sales 0	\$214	\$203	N/A
	Average Sq Ft of Property	1,518	\$0	1,417	1,499	N/A
	Total Listing Inventory *	42	Conventional 40	38	53	N/A
	Total Listing Median Price ∞	\$315,000	Sales \$325,000	\$314,450	\$289,444	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	10	REO Sales 0	14	15	44
	Median Sales Price	\$267,500	\$0	\$252,500	\$229,000	\$258,500
	Average Price/Square Foot	\$234	Short Sales 0	\$217	\$222	N/A
	Average Sq Ft of Property	1,143	\$0	1,200	1,183	N/A
	Total Listing Inventory *	17	Conventional 10	22	29	N/A
	Total Listing Median Price ∞	\$269,900	Sales \$267,500	\$254,000	\$254,444	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	13	REO Sales 0	13	13	35
	Median Sales Price	\$400,000	\$0	\$385,000	\$400,000	\$362,000
	Average Price/Square Foot	\$255	Short Sales 0	\$268	\$242	N/A
	Average Sq Ft of Property	1,669	\$0	1,471	1,661	N/A
	Total Listing Inventory *	15	Conventional 13	17	24	N/A
	Total Listing Median Price ∞	\$415,000	Sales \$400,000	\$374,875	\$429,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	33	REO Sales 0	22	30	85
	Median Sales Price	\$370,000	\$0	\$351,000	\$342,450	\$355,000
	Average Price/Square Foot	\$268	Short Sales 0	\$240	\$251	N/A
	Average Sq Ft of Property	1,440	\$0	1,481	1,406	N/A
	Total Listing Inventory *	21	Conventional 33	16	23	N/A
	Total Listing Median Price ∞	\$379,000	Sales \$370,000	\$353,500	\$374,999	N/A
95827 Lincoln Village	Total Sales	10	REO Sales 0	8	19	36
	Median Sales Price	\$370,000	\$0	\$312,750	\$320,000	\$347,000
	Average Price/Square Foot	\$246	Short Sales 0	\$230	\$230	N/A
	Average Sq Ft of Property	1,477	\$0	1,541	1,389	N/A
	Total Listing Inventory *	9	Conventional 10	8	17	N/A
	Total Listing Median Price ∞	\$365,000	Sales \$370,000	\$369,950	\$337,693	N/A
95828 Florin	Total Sales	37	REO Sales 0	42	51	114
	Median Sales Price	\$335,000	\$0	\$346,000	\$315,000	\$335,000
	Average Price/Square Foot	\$229	Short Sales 0	\$224	\$198	N/A
	Average Sq Ft of Property	1,532	\$0	1,563	1,660	N/A
	Total Listing Inventory *	53	Conventional 37	30	65	N/A
	Total Listing Median Price ∞	\$340,000	Sales \$335,000	\$345,000	\$332,000	N/A
95829 Vineyard	Total Sales	19	REO Sales 0	20	33	56
	Median Sales Price	\$414,900	\$0	\$419,000	\$370,000	\$415,950
	Average Price/Square Foot	\$237	Short Sales 0	\$242	\$230	N/A
	Average Sq Ft of Property	2,117	\$0	1,748	1,832	N/A
	Total Listing Inventory *	41	Conventional 19	30	33	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$414,900	\$485,450	\$484,925	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	2	1
	Median Sales Price	\$0	\$0	\$0	\$722,500	\$1,050,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$271	N/A
	Average Sq Ft of Property	0	\$0	0	2,656	N/A
	Total Listing Inventory *	1	Conventional 0	1	0	N/A
	Total Listing Median Price ∞	\$738,888	Sales \$0	\$758,888	\$0	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	28	REO Sales 1	10	25	52
	Median Sales Price	\$482,750	\$465,000	\$483,500	\$500,000	\$485,750
	Average Price/Square Foot	\$278	Short Sales 0	\$283	\$273	N/A
	Average Sq Ft of Property	1,904	\$0	1,773	1,983	N/A
	Total Listing Inventory *	33	Conventional 26	33	29	N/A
	Total Listing Median Price ∞	\$554,500	Sales \$482,750	\$567,500	\$498,000	N/A
95832 Meadowview Freeport	Total Sales	4	REO Sales 0	8	8	19
	Median Sales Price	\$292,500	\$0	\$300,500	\$253,000	\$295,000
	Average Price/Square Foot	\$219	Short Sales 0	\$227	\$211	N/A
	Average Sq Ft of Property	1,702	\$0	1,555	1,251	N/A
	Total Listing Inventory *	5	Conventional 4	9	13	N/A
	Total Listing Median Price ∞	\$230,000	Sales \$292,500	\$299,990	\$285,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	28	REO Sales 0	14	24	56
	Median Sales Price	\$357,750	\$0	\$365,750	\$335,000	\$364,500
	Average Price/Square Foot	\$245	Short Sales 0	\$247	\$222	N/A
	Average Sq Ft of Property	1,517	\$0	1,862	1,552	N/A
	Total Listing Inventory *	47	Conventional 28	30	33	N/A
	Total Listing Median Price ∞	\$369,000	Sales \$357,750	\$347,500	\$349,900	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	31	REO Sales 0	22	48	76
	Median Sales Price	\$433,990	\$0	\$387,490	\$357,000	\$410,000
	Average Price/Square Foot	\$233	Short Sales 0	\$240	\$225	N/A
	Average Sq Ft of Property	2,098	\$0	1,745	1,793	N/A
	Total Listing Inventory *	40	Conventional 31	30	60	N/A
	Total Listing Median Price ∞	\$418,975	Sales \$433,990	\$449,000	\$429,950	N/A
95835 North Natomas	Total Sales	35	REO Sales 0	26	43	95
	Median Sales Price	\$457,000	\$0	\$402,500	\$434,000	\$427,500
	Average Price/Square Foot	\$228	Short Sales 0	\$210	\$201	N/A
	Average Sq Ft of Property	2,153	\$0	2,120	2,287	N/A
	Total Listing Inventory *	32	Conventional 35	33	36	N/A
	Total Listing Median Price ∞	\$444,200	Sales \$457,000	\$450,000	\$444,000	N/A
95838 Del Paso Heights Robla	Total Sales	51	REO Sales 0	24	32	95
	Median Sales Price	\$300,000	\$0	\$312,000	\$235,000	\$290,000
	Average Price/Square Foot	\$231	Short Sales 0	\$240	\$202	N/A
	Average Sq Ft of Property	1,386	\$0	1,366	1,312	N/A
	Total Listing Inventory *	51	Conventional 51	50	54	N/A
	Total Listing Median Price ∞	\$275,000	Sales \$300,000	\$302,000	\$292,500	N/A
95841 Foothill Farms North Highlands	Total Sales	7	REO Sales 0	8	9	21
	Median Sales Price	\$340,000	\$0	\$352,445	\$331,000	\$344,900
	Average Price/Square Foot	\$231	Short Sales 0	\$232	\$227	N/A
	Average Sq Ft of Property	1,514	\$0	1,603	1,745	N/A
	Total Listing Inventory *	11	Conventional 7	10	19	N/A
	Total Listing Median Price ∞	\$359,418	Sales \$340,000	\$379,659	\$339,000	N/A
95842 Foothill Farms	Total Sales	27	REO Sales 0	25	25	72
	Median Sales Price	\$312,500	\$0	\$310,000	\$275,000	\$311,250
	Average Price/Square Foot	\$262	Short Sales 0	\$249	\$213	N/A
	Average Sq Ft of Property	1,210	\$0	1,271	1,411	N/A
	Total Listing Inventory *	21	Conventional 27	25	31	N/A
	Total Listing Median Price ∞	\$329,000	Sales \$312,500	\$319,999	\$299,900	N/A
95843 Antelope	Total Sales	35	REO Sales 0	38	60	106
	Median Sales Price	\$385,000	\$0	\$369,950	\$341,000	\$368,950
	Average Price/Square Foot	\$243	Short Sales 0	\$231	\$221	N/A
	Average Sq Ft of Property	1,646	\$0	1,731	1,692	N/A
	Total Listing Inventory *	37	Conventional 35	26	33	N/A
	Total Listing Median Price ∞	\$399,988	Sales \$385,000	\$389,500	\$384,800	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	26	REO Sales 0	24	31	69
	Median Sales Price	\$512,000	\$0	\$470,000	\$554,000	\$490,000
	Average Price/Square Foot	\$306	Short Sales 0	\$288	\$298	N/A
	Average Sq Ft of Property	1,834	\$0	1,767	2,151	N/A
	Total Listing Inventory *	59	Conventional 26	56	69	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$512,000	\$999,000	\$839,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	2	REO Sales 0	3	9	10
	Median Sales Price	\$267,500	\$0	\$333,000	\$242,000	\$507,500
	Average Price/Square Foot	\$297	Short Sales 0	\$262	\$223	N/A
	Average Sq Ft of Property	895	\$0	1,397	1,222	N/A
	Total Listing Inventory *	9	Conventional 2	10	10	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$267,500	\$325,000	\$384,999	N/A
95691 West Sacramento Southport Jefferson	Total Sales	31	REO Sales 0	28	31	85
	Median Sales Price	\$440,888	\$0	\$445,000	\$408,000	\$440,888
	Average Price/Square Foot	\$266	Short Sales 0	\$254	\$241	N/A
	Average Sq Ft of Property	1,803	\$0	2,013	1,815	N/A
	Total Listing Inventory *	48	Conventional 31	45	43	N/A
	Total Listing Median Price ∞	\$454,950	Sales \$440,888	\$492,500	\$517,000	N/A

* This number represents the amount of listings still listed as active at the time of this report

∞ This number represents the median listing price of ACTIVE listings at the time of this report

Certain zip codes were omitted from this report for insufficient data

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