



SACRAMENTO REALTOR®

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

AUGUST 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

**EDUCATION
IS THE KEY TO YOUR
SUCCESS**



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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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**2020 PRESIDENT**

Education is the Key to Your Success

The only constant in life is change – that is one thing the year 2020 has taught us. We've changed the way we live our lives, how we interact with people, the way we conduct business, and so on. But change we have and hopefully we are better for it.

You could argue another constant in life is that you always have the ability to learn something new by educating yourself. As REALTORS® we are faced with an industry that is ever changing. With so much of our business moving online it is no surprise that SAR's educational opportunities also moved online. The Education Committee pushed themselves to come up with a solution to reach members and provide a unique online education experience. This effort culminated in the education.sacrealtor.org education portal.

Since this online portal has been available, all classes and seminars offered have been FREE for Members. If you haven't been taking advantage of these opportunities, you can bet on one thing – you're missing out learning something new. Luckily for SAR Members, each online class was recorded and can currently be found in the "[on-demand](#)" section of the online portal. There are nearly 20 classes you can access, with topics ranging from geographic farming/lead generation to tips to running your real estate business remotely.

Whether you prefer to learn during a live webinar in real-time or at 2am in your pajamas, you now have those options. The key here is that you actually take the time to do it and learn. As your 2020 SAR President, I want to say thank you for always being at the top of your game and for representing REALTORS® as a constant of excellence in a world of change.

A large white keyboard key with the word "education" printed on it in a dark, lowercase font. On top of the key is a stack of five colorful books (red, yellow, green, blue, and orange) with a black graduation cap (mortarboard) on top. A rolled-up diploma tied with a red ribbon is also on the stack.



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Education

These days are unlike anything any of us have seen in our lifetimes. But they are in some ways consistent with things that we are accustomed to experiencing.

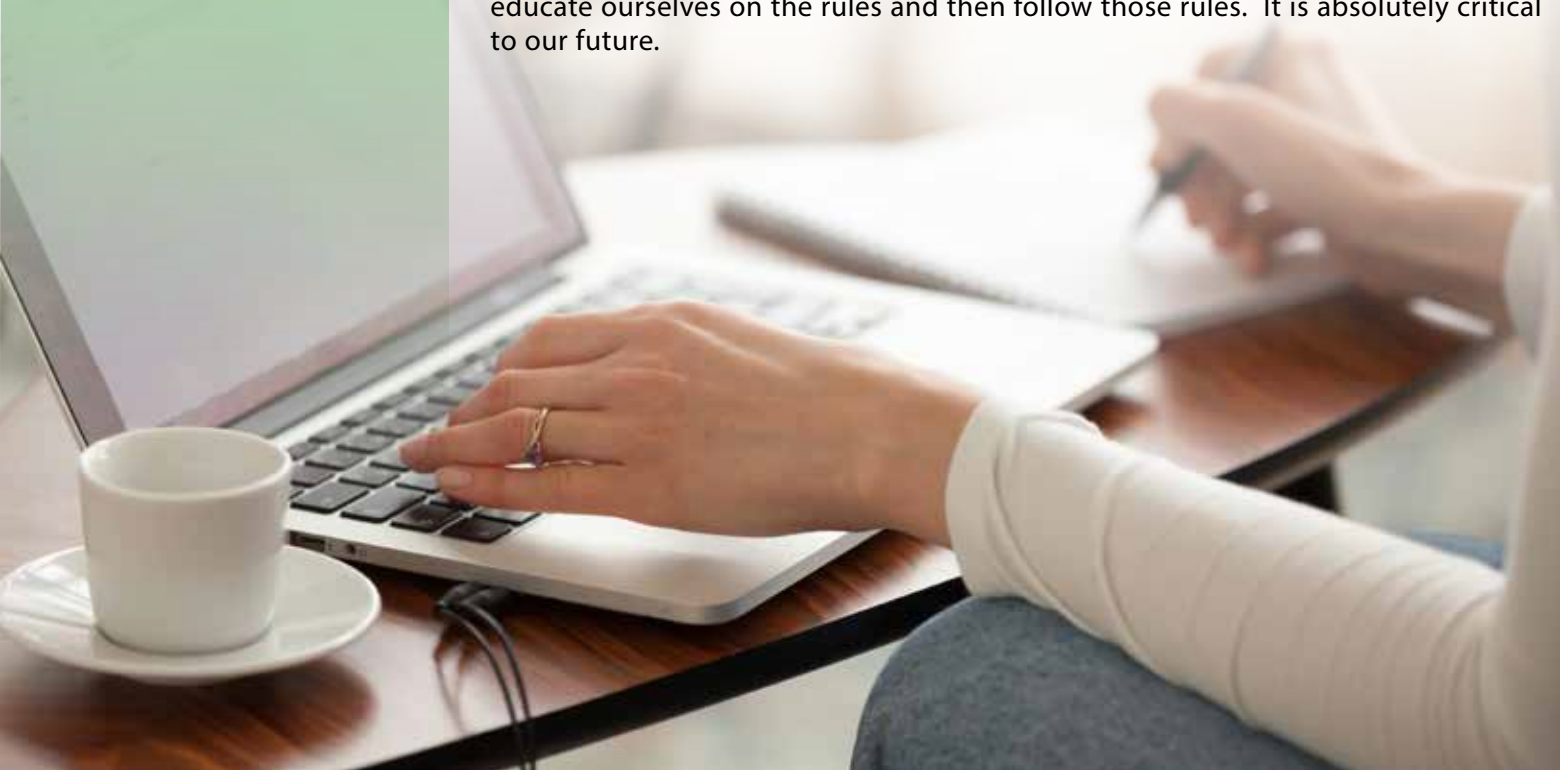
Our theme this month is education. In the past I have talked about how important pursuing educational opportunities are to a successful career in real estate. There is no greater correlation with success in real estate brokerage than a well-founded educational base. Those conditions still apply.

But now an entirely new dimension has been added. We have had to be educated on all the aspects of dealing with COVID-19. And we have to be educated on all the changes as they occur, which sometimes seems to be changing every day. This new education is far more important than any educational requirements we have faced in the past.

Previously, not taking education seriously could mean that we would fail in our desire to be a successful REALTOR®. Now, not knowing the rules could result in serious illness to ourselves or to others. I am shocked at how many in our industry either have not bothered to learn the rules or know what the rules are and choose to ignore them.

I cannot understand how REALTORS® can choose to ignore the rules regarding controlling COVID-19 when the stakes are so incredibly high. We know that holding open houses have been illegal, but even more important, that they were incredibly risky from the health perspective and yet some in our industry are holding them anyway. And I have to ask why? What amount of commission is worth exposing yourself to serious illness or death? It is bad enough to risk your own life, but what if you pick up the virus through risky behavior and transmit it to someone you love and then have to stand by and watch them die. How do you live with yourself after that? It is a scenario that has been witnessed thousands of times over the last five months.

We are all in this together. We can all come through this together. But you need to educate yourself on the rules and act in strict compliance with the rules. I do not want to see us lose any of our REALTOR® family to this deadly virus. We must all educate ourselves on the rules and then follow those rules. It is absolutely critical to our future.



SAVE THE DATE ON THESE UPCOMING VIRTUAL EVENTS

Main Membership Meeting

Tues., Sept 1st | 9:00am - 10:30am

Speaker/Topic: Sacramento Police Chief Daniel Hahn/REALTOR® Safety

[Zoom Link](#)

Real Estate Finance & Affiliate Forum

Thurs., Sept 3rd | 9:00am - 10:30am

Speaker/Topic: Nora Guerra/Freddie Mac Affordable Lending Manager

[View Meeting Trailer](#)

(meeting link will be shared in upcoming SAR Weekly Docket)

Broker/Manager Forum

Fri., Sept 11th | 9:30am - 10:30am

Speaker/Topic: Ben Van Der Meer/Railyards & MLS Soccer Update

[Zoom Link](#)

REImagine Real Estate

Virtual Conference & Expo

Oct. 12th – 14th

Hosted by the California Association of REALTORS®

[Register Here/Sponsorships Available](#)

FREE for SAR Members

Haunted Hustle

Virtual Fun Run Benefiting the SAR Scholarship Program

Complete your run anytime between October 17th - 31st.
\$35 per registrant, includes commemorative race shirt.

[Register Here](#)

SAR CHARITABLE FOUNDATION'S

DRIVE THRU PASTA FEED

Friday, September 25, 2020

SAR Parking Lot - 2003 Howe Ave

SAVE THE DATE!

Pick Up Time, Menu, & Price Coming Soon!

To keep everyone safe we cannot accept payment on-site.
You must pre-order - stay tuned for details on pre-ordering!

While you're picking up, see the Mack Powell Event Center Renovation in progress!

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

Sponsorship Opportunities

All sponsorship levels will receive recognition on social media.

Godfather | \$1,500

15 Meals Included

Consigliere | \$1,000

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Goodfella | \$750

8 Meals Included

Musica | \$500

6 Meals Included

Tavolo | \$250

4 Meals Included

Charitable Foundation Tax ID: 30-0691274

For details contact Lyndsey Harank at lharank@sacrealtor.org
or visit www.sacrealtor.org/pasta to pre-order.



PARDON OUR DUST

If you've been to SAR over the last few months, you may have noticed some changes. We are in the middle of an extensive remodel of our event center. With all our physical meetings and events postponed indefinitely, the construction crew has been able to make some good progress. The end result will be a completely revamped Mack Powell Event Center with a new entrance to the East Hall. This entrance will be complete with a lobby, bathrooms and smaller meeting rooms. The hall itself will be completely updated with new floating divider, ceiling, lighting and floors. A fully-functional commercial kitchen will be also be added, replacing the old kitchen space. We are anticipating the work to be done by the end of 2020, so hopefully you can enjoy this updated space for 2021. [You can view additional construction photos here.](#)





The 6 Thinking Hats

Imagine a time when you were faced with a big decision. How did you make that decision? What was your process? How did that decision work out for you? During this Covid 19 SIP experience, I took time to catch up on some reading/podcasts and was reminded of a fail-safe process I have personally used to make a big decision that I would like to share with you.

We all know it is NOT our place to make decisions for anyone but ourselves, yet we are often asked "what would you do if you were me?" and "what do you think?" You can respond by sharing this strategy explained in the book Six Thinking Hats by Edward De Bono.

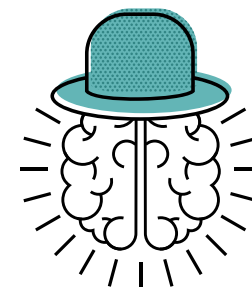
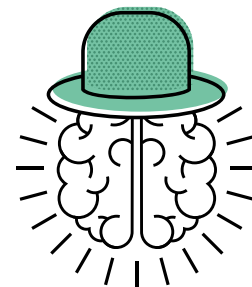
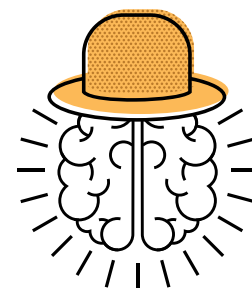
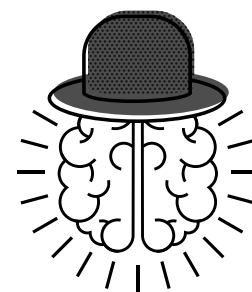
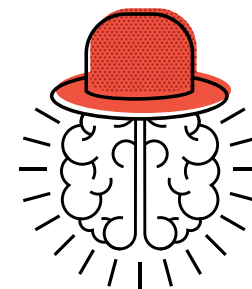
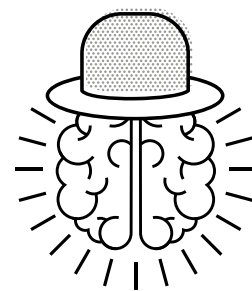
The De Bono approach to problem-solving is a beautifully organized decision-making process. It separates your thinking into 6 functions (represented by hat color) we often use to make decisions:

1. WHITE HAT: Neutral: Facts, data, information. Imagine a white lab/doctor coat.
2. RED HAT: Emotional: Intuition, gut feeling both positive and negative. Imagine your red heart.
3. BLACK HAT: Critical: Judgmental, all that can go wrong. Imagine the judges black robe.
4. YELLOW HAT: Opportunities: Fun, happy, joy. Imagine sunshine.
5. GREEN HAT: Growth: New ideas, thinking outside of the box. Imagine green grass growing.
6. BLUE HAT: Manager: Organizes information and is the decision maker. This hat will consider all notes and make the final decision. Imagine a blue-sky overview.

Now imagine sitting in front of your clients who are struggling with the decision to stay or sell the home they raised their family in. They may be worried about their finances or if they can find the right replacement property. The Six Thinking Hats strategy makes it simple to navigate through issues from all sides and brings a fresh approach to the table. The final decision will be clearer than ever if you really think through each hat's perspective!

With so many facing hard decisions, I thought this would be timely to share. EMPOWER yourself and those you serve!

It's great to be back serving, sharing and contributing to our Masters Club members and community. I am looking forward to the day when we can have our events and continue to raise money for our charities. Stay safe, stay well!





Education is the Key to Success in Times of Crisis!

There is no better time than now to invest in one's **EDUCATION**. This single word results in potentially the most significant action an individual can take that will determine the likelihood of success or failure in their business. In this ever-changing world and economy impacted by global pandemic, education is necessary to maintain a competent level of professional service as best practices and legal requirements change on an almost daily basis. In the legal world, we are required to complete 25 units of continuing legal education every three years. You as real estate professionals are required by the DRE to periodically complete 45 hours of continuing education.

We have a saying around our office that "the day you stop learning, is the day you retire." The premise behind this saying is that like real estate, law is a constantly changing profession and the day you quit learning and honing your craft is the day you commit malpractice. Here at BPE, education is a required core component of the professional development of each attorney. That means participation in classes to further one's skill and competency in a practice area. Because of our commitment to learning and growing, we implemented the Professional Development Series that all attorneys and law clerks attend to facilitate educational growth and mentorship of younger professionals in a single setting on a yearly basis during the summer. As you can imagine, with COVID, it took on a whole new meaning and look this year.

Every year, new laws are enacted, hundreds if not thousands of cases are decided that change, affirm, adapt or modify existing case law, market forces change the business opportunity landscape and technology changes how you practice or how you market. All of these are important components of the life cycle of the business and the failure to learn and adapt at a minimum places one at a competitive disadvantage or more significantly can create a competency or fiduciary duty liability. This year, the Courts and legislature have played an even greater role as government and market forces have altered business as usual and new business structures have to be developed and employed.

This year has seen numerous changes in just a few short months. Businesses were shutdown, putting millions of Californians out of work. Executive Orders and emergency rule making and legislation touched on everything from evictions to business stimulus relief to unemployment benefits to sick leave to changes in business operations related to sanitation and best practices. Additionally, changes were made or have more recently been made to the C.A.R. forms, including the Listing Agreement and the creation of COVID-related forms.

With all these changes, how is one to keep up in a busy real estate environment? Your local association is great at getting the necessary education to their members to keep them abreast of changes and trends. Whether it's a lunch and learn on the PEADS form, a regional meeting discussing a new trend, the finance forum updating on local market forces, or an educational series like the Broker's Training Institute, there is a course for everyone to hone and develop their skills as a real estate professional. More importantly, COVID has forced us all to revisit how we take advantage of educational opportunities. With in-person conferences and meetings non-existent this summer, web-based educational opportunities abound and the ease of remote participation has literally delivered these opportunities to your computer screen at your convenience. SAR invests in you, the professional, by providing these classes and bringing in local, regional and statewide experts on various topics to assist and provide education and training on important real estate topics. They do so in a medium that makes it convenient and easy to participate. There really is no excuse to not invest in your professional education.

Make education an important component of your professional development and repertoire. Review the educational opportunities available to you and enhance your professional acumen. What we have seen this year is those that took advantage of the educational opportunities to learn and pivot their businesses during this pandemic have for the most part survived. The education will hopefully allow you to survive the pandemic today and thrive tomorrow as we move forward.

Article 1

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

Case #1-7: Obligation to Protect Client's Interests

(Originally Case #7-8. Reaffirmed May, 1988. Transferred to Article 1 November, 1994. Revised November, 2001.)

Client A, an army officer, was transferred to a new duty station and listed his home for sale with REALTOR® B as the exclusive agent. He moved to his new station with the understanding that REALTOR® B, as the listing broker, would obtain a buyer as soon as possible. After six weeks, during which no word had come from REALTOR® B, the client made a weekend visit back to his former community to inspect his property. He learned that REALTOR® B had advertised the house: "Vacant — Owner transferred," and found an "open" sign on the house but no representative present. Upon inquiry, Client A found that REALTOR® B never had a representative at the property but continually kept an "open" sign in the yard. Client A discovered that the key was kept in a combination lockbox, and when REALTOR® B received calls from potential purchasers about the property, he simply gave callers the address, advised that the key was in the lockbox, gave them the combination, and told them to look through the house by themselves and to call him back if they needed other information or wanted to make an offer.

Client A filed a complaint with the Board of REALTORS® detailing these facts, and charging REALTOR® B with failure to protect and promote a client's interests by leaving Client A's property open to vandalism, and by not making appropriate efforts to obtain a buyer.

REALTOR® B's defense during the hearing was that his advertising of the property was evidence of his effort to sell it. He stated, without being specific, that leaving keys to vacant listed property in lockboxes and advising callers to inspect property on their own was a "common local practice."

The Hearing Panel concluded that REALTOR® B was in violation of Article 1 of the Code of Ethics because he had failed to act in a professional manner consistent with his obligations to protect and promote the interests of his client.



ERIN TEAGUE

Government Affairs
Director

CARTER NELSON

Government Affairs
Coordinator

State Legislative Update

The month of August always makes me want to hold on tight to summer before I have to start thinking about fall and the back to school season. For the short window of time in my life that I wasn't thinking about "going back to school," I was working on campaigns and August meant we needed to start getting serious about the campaign.

One thing I have always appreciated about this time of year was the moment of reflection and getting myself back into a routine. While this new school year will be very different from all of the rest, I think about how much can happen in one short year. Just a year ago I was dropping my oldest off for her first day of kindergarten, and while I was nervous for her, I had my own first day joining SAR. Now we are both trying to figure out how we will navigate a school year and a campaign cycle all in the same room together.

At this point I have no idea what she is going to remember from this time. I would like to think it is the opportunity to watch how policies are created at the local level, making sure the real estate industry is included as an essential service, the need to increase housing in our region, or why it is important to register to vote and engage with local elected leaders. So far, I think she is going to remember convincing her father to make pancakes on a Monday, and ice cream every night, which isn't the worst thing.

As the Government Relations Team gears up for the November Election, we look forward to sharing information regarding candidates, local ballot measures, and state-wide propositions. The most important first step you can take today is check [here](#) to make sure you are registered to vote, and if you are not and you are eligible, go [here](#) to register now! Why, you ask? In local elections a winner can claim victory with less than 100 votes. In just this year SAR has been able to use political relationships and allies to play a strong role to prevent excessive business license fees that were proposed, a draconian rent control measure, and allow REALTORS® to operate as an essential service.

Just as important as local candidates are, there are some very impactful state ballot measures on the ballot this November. Most importantly, Prop 19, which started out as the Tax Portability Initiative that many of you helped qualify for the ballot by collecting signatures. This initiative will conservatively generate 67,000 to 75,000 new transactions annually in the first few years – generating up to 150,000 new transactions annually over the next twenty years. This measure doesn't trigger any kind of immediate increase in tax rate for property owners. Instead, it simply defines future events that may or may not trigger future limited reassessment. To help members become active in the campaign, C.A.R. has created a microsite you can find [here](#) where members like yourself can sign up and get involved.

It is going to be an interesting few months leading up to Election Day and no matter how you choose to get involved, please don't forget the most important piece is the act of voting.

SEPTEMBER CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change. SAR will be reevaluating the COVID-19 situation month-to-month. Unless otherwise noted, all meetings/classes will be held virtually.

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Main Meeting (V) 9:00 – 10:30am CanTree Committee (V) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am Charity Research Committee (V) 1:00 – 2:00pm	2 SAR New Member Orientation (V) 9:00am – 12:30pm	3 Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am	4 SAR Toastmasters Club (V) 7:30am – 9:00am
7 SAR Offices Closed Labor Day Holiday	8 Virtual Regional Meeting Cancelled YPN Advisory Committee 11:00am – 12:30pm WCR Board Meeting (V) 12noon – 1:30pm Intern Class (V) 2:30 – 4:30pm	9 AREAA (V) 10:00 – 11:00am New Member Orientation (V) 1:00 – 4:30pm Regional Coordinators Quarterly Meeting (V) 1:30 – 2:30pm	10 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	11 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Staff Meeting 7:30 – 8:30am Sac Area RE Exchange Network (V) 10:00am – 12:30pm
14 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	15 Virtual Regional Meeting (V) ZOOM LINK Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm	16 New Member Orientation 6:00 – 9:30pm	17 No SAR Events Scheduled	18 SAR Toastmasters Club 7:30am – 9:00am
21 No SAR Events Scheduled	22 Virtual Regional Meeting (V) ZOOM LINK Cultural Diversity & Fair Housing Committee (V) 10:30am – 12noon	23 No SAR Events Scheduled	24 No SAR Events Scheduled	25 SAR Toastmasters Club 7:30am – 9:00am SAR BOD 9:00 – 11:00am
28 No SAR Events Scheduled	29 Virtual Regional Meeting (V) ZOOM LINK	30 No SAR Events Scheduled		

SAR EDUCATIONAL OFFERINGS

Elevation Through Cooperation

Spend your time expanding your mind and growing your business.

In a spirit of collaboration, Northern California AORs (including Sacramento, Bay East and Contra Costa) are coming together to find you the critical information you need to conduct business in today's environment. Whatever your interest or needs happen to be, check out the choices below. We will be adding new webinars frequently.

PLEASE NOTE: All in-person SAR classes have been suspended indefinitely. Please contact [Marcus](#) with any questions and check the [calendar](#) or our [online education resource page](#) for details.

AUGUST

CLASS

- | | | |
|----|-------------------|--|
| 18 | 12:30 – 4:30pm | CALIFORNIA RESIDENTIAL PURCHASE AGREEMENT
FEATURING GOV HUTCHINSON, C.A.R. ASSISTANT GENERAL COUNSEL
REGISTER/MORE INFO HERE |
| 20 | 10:00am – 12noon | BRANDING YOURSELF 101
LEARN THE ESSENTIALS REQUIRED FOR A PROPER BRAND FOR YOUR REAL ESTATE PERSONA, TEAM AND/OR BROKERAGE. FEATURING ULYSSES BALTAZAR.
REGISTER/MORE INFO HERE |
| 27 | 10:00am – 12noon | GOOGLE YOUR BUSINESS
ULYSSES BALTAZAR WILL DISCUSS THE IMPORTANCE OF YOUR BUSINESS HAVING AN ONLINE PRESENCE
REGISTER/MORE INFO HERE |
| 31 | 10:00am – 11:30am | PROBATE REAL ESTATE SALES
ATTORNEY TRACY POTTS WILL BE BREAKING DOWN THE PROBATE SALE FROM START TO FINISH.
REGISTER/MORE INFO HERE |

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





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ON DEMAND WEBINARS

THESE WEBINARS WERE RECORDED AND CAN BE VIEWED AT YOUR LEISURE. PLEASE FEEL FREE TO BROWSE THE WHOLE COLLECTION. YOU CAN [VIEW THE ENTIRE CATALOGUE HERE](#).

ESSENTIAL DISCLOSURES 2

THERESA GORHAM DISCUSSES HOA DOCUMENTS, NAVIGATES THE NHD REPORT AND HELPS YOU UNDERSTAND PROPERTY TAXES AND THE BUYER'S SUPPLEMENTAL TAX BILL.

[REGISTER/MORE INFO HERE](#)

THE A-Z OF LEAD GENERATION

BROKER WALDO HERRERA PROVIDES YOU WITH VARIOUS STRATEGIES FOR GENERATING LEADS. LEARNING AND MONITORING THE SUCCESS OF YOUR LEAD GENERATION IS CRITICAL.

[REGISTER/MORE INFO HERE](#)

PANDEMIC MARKET TRENDS

RYAN LUNDQUIST TAKES A DEEP DIVE INTO THE MARKET TO HELP EVERYONE UNDERSTAND HOW THE MARKET IS MOVING. PICK UP TIPS FOR TALKING ABOUT THE MARKET WITH CLIENTS, AND CONSIDER WHAT FUTURE BUSINESS MIGHT LOOK LIKE IN COMING MONTHS.

[REGISTER/MORE INFO HERE](#)

SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY

TECH EXPERT BURTON KELSO PROVIDES 8 SMART TIPS FOR RUNNING YOUR BUSINESS DURING THIS PANDEMIC.

[REGISTER/MORE INFO HERE](#)

SHORT SALES & FORECLOSURES FROM A LEGAL PERSPECTIVE

PRESENTER BOB BRAND DISCUSSES THE ABSOLUTE BEST DISCLOSURE STRATEGIES TO STAY OUT OF COURT ALONG WITH HOW TO APPLY RISK MANAGEMENT PRINCIPLES TO EVERY TRANSACTION.

[REGISTER/MORE INFO HERE](#)

BRANDING YOURSELF 101

SOCIAL MEDIA STRATEGIST ULYSSES BALTAZAR TEACHES THE FOUNDATION AND ESSENTIALS REQUIRED FOR A PROPER BRAND FOR YOUR REAL ESTATE PERSONA, TEAM OR BROKERAGE.

[REGISTER/MORE INFO HERE](#)

STAYING OUT OF COURT - RISK MANAGEMENT

PRESENTER BOB BRAND DISCUSSES THE ABSOLUTE BEST DISCLOSURE STRATEGIES TO STAY OUT OF COURT ALONG WITH HOW TO APPLY RISK MANAGEMENT PRINCIPLES TO EVERY TRANSACTION.

[REGISTER/MORE INFO HERE](#)

6 SURPRISING LINKEDIN TIPS FOR REALTORS®

LEARN HOW TO USE LINKEDIN TO FOCUS ON BRAND AWARENESS, REPUTATION ENHANCEMENT AND CONTENT MARKETING FOR YOU AND YOUR BUSINESS.

[REGISTER/MORE INFO HERE](#)

ESSENTIAL DISCLOSURES 1

INSTRUCTOR THERESA GORHAM TEACHES YOU THE BEST PRACTICES IN COMPLETING DISCLOSURES AND HOW TO REDUCE YOUR EXPOSURE TO DISCLOSURE LIABILITY.

[REGISTER/MORE INFO HERE](#)

PROBATE REAL ESTATE SALES

ATTORNEY TRACY POTTS BREAKS DOWN THE PROBATE SALE FROM START TO FINISH WHILE EMPHASIZING THAT TIMING IS EVERYTHING.

[REGISTER/MORE INFO HERE](#)

EVERYTHING VA IN 90 MINUTES

YES, VA LOANS ARE NO MONEY DOWN, BUT WHAT ABOUT THE FINE PRINT YOU NEED TO UNDERSTAND. MELISSA ARNTZEN WILL BRING YOU UP-TO-DATE ON VA LOANS.

[REGISTER/MORE INFO HERE](#)

6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

OPTIMIZE YOUR PRESENCE AS A REAL ESTATE PROFESSIONAL ON THIS VALUABLE PLATFORM BY EXPLORING THE HELPFUL "BELLS AND WHISTLES" OFFERED IN YOUR LINKEDIN ACCOUNT.

[REGISTER/MORE INFO HERE](#)

STAYING OUT OF COURT 2

ROBERT PROVIDES A QUICK REVIEW OF TDS/AVID DISCLOSURE TECHNIQUES & TIPS FOR AVOIDING LITIGATION. HE ALSO DISCUSSES THE MOST COMMON DISCLOSURE MISTAKES.

[REGISTER/MORE INFO HERE](#)

SAR NEW MEMBERS

July 2020

AFFILIATE MEMBERS

Jared Brown
Guide Engineering

Jenna Elam
RedDoor

Robert Ferguson
North American Home Services

Jennifer Finley
North American Home Services

Cristi Rodda
Cristi Rodda-Farmers Insurance

BROKER ASSOCIATE

Benjamin Pittenger
Redfin Corporation

DESIGNATED REALTORS®

Debra Godman
Debra Godman, Broker

Melissa Mitchell
Melissa Mitchell, Broker

Jeannette Rotz
Vision Real Estate

REALTORS®

Mathieu Adams
Keller Williams Realty

Gungan Agrawal
Keller Williams Realty Folsom

Ana Alvarez Labrador
Realty One Group Complete

Thomas Arbuckle
NextHome Premier Properties

Kaleen Bevis
Redfin Corporation

Chanel Cameron
Coldwell Banker Realty

Aaron Catolico
Lyon RE West Sacramento

Jorge Chaidez
Real Life Real Estate

Harvir Chima
California Regency Realty

Edward Chun
Metro Financial Services, Inc.

Heather Cline
eXp Realty of California, Inc.

Chris Dariotis
Lyon RE Sierra Oaks

Rakeb Dawit
eXp Realty of California, Inc.

Susan de Cavero
Keller Williams Realty Capital

Daniel Enes
JTS Realty

Janik Finks
eXp Realty of California, Inc.

Sebron Flenaugh
Fordy Realty

Chyla Floodman
Better Homes and Gardens RE

Kevin Fong
ERS Premier

Brianna Furey
Lyon RE Fair Oaks

Rodrigo Garzon
Berkshire Hathaway HS Elite

Michelle Gilbreath
Coldwell Banker Realty

Michelle Gillmore
Keller Williams Realty Natomas

Dina Gonzales
Lyon RE Elk Grove

Tomas Gonzalez
Coldwell Banker Realty

Anita Habeeb
Galster Real Estate Group

Chelsea Hardy
Redfin Corporation

Justin Havey
Keller Williams Realty Natomas

Stephanie Hicklin
Movoto, Inc.

Jessica Honeycutt
John Scott Palmer Real Estate

Lyudmila Kalachik
BHHS Drysdale Properties

Kuljit Kaur
Keller Williams Realty Natomas

Cynthia Kinney
Dunnigan, REALTORS®

Monica Lam
Lyon RE Elk Grove

Maira Lares
Dean Adams Residential R.E.

Whitney Lee
Big Block Realty North

Brandy Legay
Movoto, Inc.

Victoria Lopez
eXp Realty of California, Inc.

Alexa Martinez
Metropolitan R.E. & Development

Zana Melvin
Intero Real Estate

Staci Miranda
Berkshire Hathaway HS Elite

Salomon Mora Ramirez
Carlile Realty & Lending

Ahmed Morris
Berkshire Hathaway HomeServices

Muneendra Patel
Intero Real Estate Services

Gayle Perez
eXp Realty of California, Inc.

Rodney Prasad
Direct Realty and Mortgage

Jasmine Prasad Rahul
Pacific Star Real Estate

Kathryn Ruiz
Thrive Real Estate

Jose Saucedo
Coldwell Banker Realty

Alison Scheer
Legacy Properties

Gurmeet Singh
Golden One Realty, Inc.

Jennifer Smith
Nick Sadek Sotheby's International

Michelle Smith
Lyon RE Sierra Oaks

Randilee Tagala
eXp Realty of California, Inc.

Nasibolah Ziyarmal
Intrust Realty Group

WELCOME

SACRAMENTO HOUSING STATISTICS

June home sales rebound, up 46% from May

JUNE

June sales rebounded with 1,506 sales for the month, up 45.9% from the 1,032 sales in May. Compared to one year ago (1,527), the current figure is down 1.4%. Of the 1,506 sales this month, 120 (8%) used cash financing, 974 (64.7%) used conventional, 289 (19.2%) used FHA, 93 (6.2%) used VA and 30 (2%) used Other† types of financing.

The median sales price increased 5.1% for the month from \$395,000 to \$415,000. This figure is up 6.4% from June 2019 (\$390,000).

The Active Listing Inventory decreased 15.8% from May to June, from 1,775 units to 1,495 units. Compared with June 2019 (2,362), inventory is down 36.7%. The Months of Inventory decreased from 1.7 Months to 1 Month. 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 below reflects the Months of Inventory in each price range.

The Median DOM (days on market) increased from 9 to 10 and the Average DOM decreased from 19 to 23. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,506 sales this month, 75.4% (1,136) were on the market for 30 days or less and 90.7% (1,366) were on the market for 60 days or less.

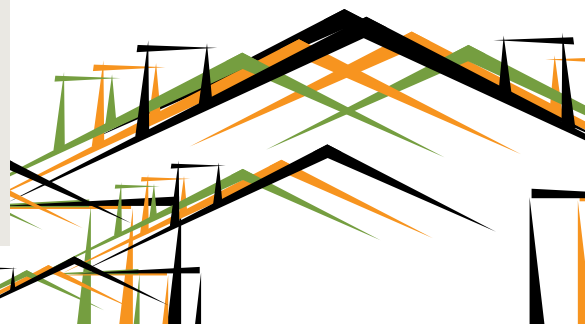
The Average Price/SqFt of all homes sold increased from \$261 to \$266 from May to June. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	16	10	1.6
\$200,000 - \$249,999	23	36	0.6
\$250,000 - \$299,999	87	117	0.7
\$300,000 - \$349,999	135	237	0.6
\$350,000 - \$399,999	209	264	0.8
\$400,000 - \$449,999	172	249	0.7
\$450,000 - \$499,999	181	153	1.2
\$500,000 - \$749,000	421	352	1.2
\$750,000 - \$999,999	144	69	2.1
\$1,000,000 and over	107	19	5.6
Total:	1,495	1,506	Total: 1.0

Market Snapshot - June 2020					
	Jun-20	May-20	Change	Jun-19	Change (from '19)
Sales	1,506	1,032	45.9%	1,527	-1.4%
Median Sales Price	\$415,000	\$395,000	5.1%	\$390,000	6.4%
Active Inventory	1,495	1,775	-15.8%	2,362	-36.7%
Median DOM	10	9	11.1%	10	0.0%
Avg. Price/SqFt	\$266	\$261	1.9%	\$252	5.6%

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

June 2020

MLS STATISTICS for June 2020

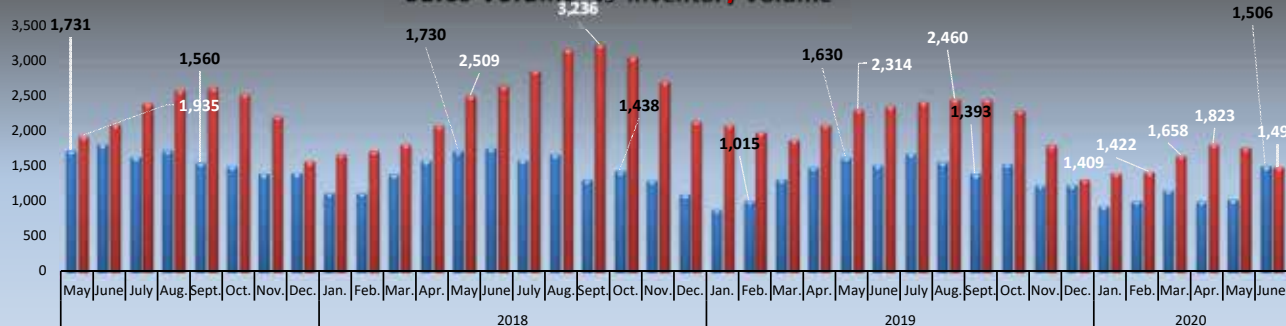
Data for Sacramento County and the City of West Sacramento



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	1,776		1,700	4.5%		2,048		-13.3%
Active Listing Inventory †	1,495		1,775	-15.8%		2,362		-36.7%
Pending Sales This Month*	2,253		1,920	17.3%		2,110		6.8%
Number of REO Sales	11	0.7%	11	0%	1.1%	14	0.9%	-21.4%
Number of Short Sales	4	0.3%	4	0%	0.4%	5	0.3%	-20.0%
Equity Sales	1,491	99.0%	1,017	46.6%	98.5%	1,508	98.8%	-1.1%
Other (non-REO/-Short Sale/-Equi	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,506	100%	1,032	45.9%	100%	1,527	100.0%	-1.4%
Months Inventory	1 Months		1.7 Months	-41.2%		1.5 Months		-33.3%
Dollar Value of Closed Escrows	\$681,602,835		\$443,888,793	53.6%		\$647,599,238		5.3%
Median	\$415,000		\$395,000	5.1%		\$390,000		6.4%
Mean	\$452,592		\$430,125	5.2%		\$424,099		6.7%
Year-to-Date Statistics	1/01/20 to 6/30/20		1/01/20 to 6/30/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			6/30/2019		Change
Number of Closed Escrows	6,679		6,828			7,882		-15.3%
Dollar Value of Closed Escrows	\$2,897,875,575		\$2,957,954,900			\$3,190,302,196		-9.2%
Median	\$399,900		\$399,900			\$375,000		6.6%
Mean	\$433,879		\$433,210			\$404,758		7.2%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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"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

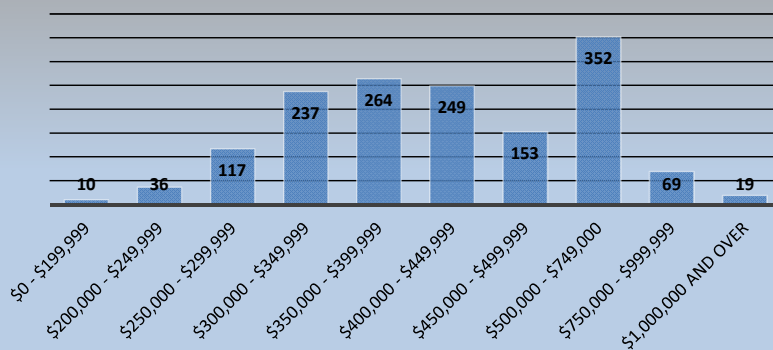
MLS STATISTICS for June 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

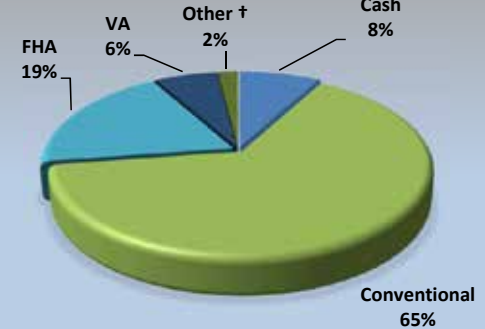
1 House on Lot

Total: 1,506

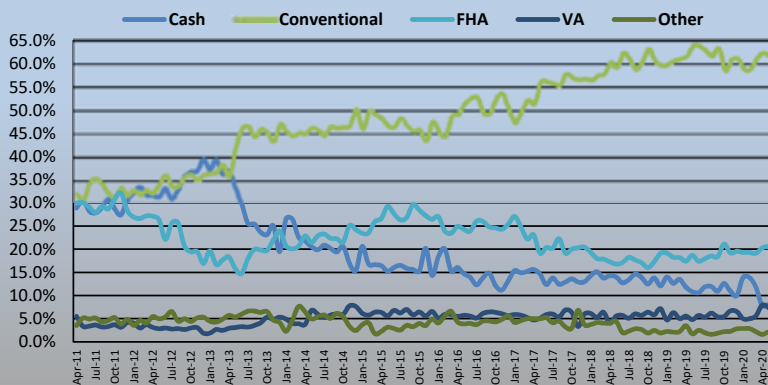


Type of Financing/Days on Market

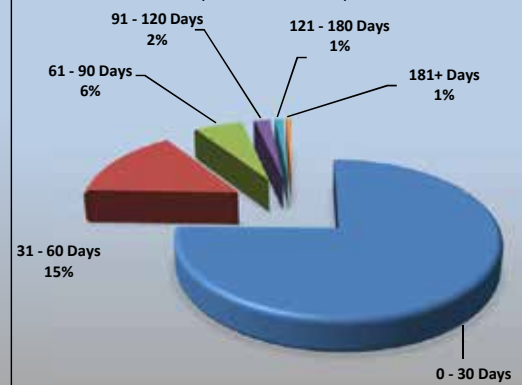
TYPE OF FINANCING (1 House on Lot)



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	120	8.0%	83	8.0%	0 - 30	1,136	75.4%	79.8%	73.9%
Conventional	974	64.7%	640	62.0%	31 - 60	230	15.3%	11.5%	14.7%
FHA	289	19.2%	211	20.4%	61 - 90	87	5.8%	4.4%	6.0%
VA	93	6.2%	76	7.4%	91 - 120	28	1.9%	2.2%	2.8%
Other †	30	2.0%	22	2.1%	121 - 180	15	1.0%	1.5%	1.8%
Total	1,506	100.0%	1,032	100.0%	181+	10	0.7%	0.6%	0.8%
					Total	1,506	100.0%	100.0%	100.0%

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

Median DOM:	10	9
Average DOM:	23	19
Average Price/Square Foot:	\$265.9	\$261.0

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

JUNE 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	66	REO Sales 0	32	59	282
	Median Sales Price	\$450,000	\$0	\$464,000	\$415,000	\$450,000
	Average Price/Square Foot	\$277	Short Sales 0	\$258	\$252	N/A
	Average Sq Ft of Property	1,929	\$0	1,908	1,769	N/A
	Total Listing Inventory *	72	Conventional 66	95	126	N/A
	Total Listing Median Price ∞	\$597,000	Sales \$450,000	\$544,900	\$530,000	N/A
95610 Citrus Heights	Total Sales	38	REO Sales 0	34	50	174
	Median Sales Price	\$395,250	\$0	\$390,000	\$371,000	\$390,000
	Average Price/Square Foot	\$247	Short Sales 1	\$246	\$239	N/A
	Average Sq Ft of Property	1,658	\$320,000	1,609	1,634	N/A
	Total Listing Inventory *	32	Conventional 37	29	80	N/A
	Total Listing Median Price ∞	\$434,500	Sales \$402,000	\$449,972	\$410,000	N/A
95621 Citrus Heights	Total Sales	45	REO Sales 1	31	42	214
	Median Sales Price	\$365,000	\$315,000	\$350,000	\$348,475	\$355,000
	Average Price/Square Foot	\$241	Short Sales 0	\$262	\$250	N/A
	Average Sq Ft of Property	1,391	\$0	1,408	1,467	N/A
	Total Listing Inventory *	25	Conventional 44	38	51	N/A
	Total Listing Median Price ∞	\$380,000	Sales \$365,000	\$364,999	\$355,000	N/A
95624 Elk Grove	Total Sales	64	REO Sales 0	50	63	267
	Median Sales Price	\$462,500	\$0	\$445,550	\$433,500	\$457,500
	Average Price/Square Foot	\$238	Short Sales 0	\$237	\$228	N/A
	Average Sq Ft of Property	2,082	\$0	2,076	2,049	N/A
	Total Listing Inventory *	49	Conventional 64	59	113	N/A
	Total Listing Median Price ∞	\$569,000	Sales \$462,500	\$585,000	\$499,000	N/A
95626 Elverta	Total Sales	2	REO Sales 0	1	4	18
	Median Sales Price	\$445,550	\$0	\$342,000	\$420,250	\$346,000
	Average Price/Square Foot	\$287	Short Sales 0	\$339	\$257	N/A
	Average Sq Ft of Property	1,576	\$0	1,008	1,678	N/A
	Total Listing Inventory *	5	Conventional 2	4	11	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$445,550	\$525,000	\$416,500	N/A
95628 Fair Oaks	Total Sales	52	REO Sales 0	35	66	250
	Median Sales Price	\$485,000	\$0	\$410,000	\$480,000	\$473,000
	Average Price/Square Foot	\$258	Short Sales 0	\$267	\$257	N/A
	Average Sq Ft of Property	2,096	\$0	1,707	2,126	N/A
	Total Listing Inventory *	83	Conventional 52	99	110	N/A
	Total Listing Median Price ∞	\$632,000	Sales \$485,000	\$598,750	\$599,945	N/A
95630 Folsom	Total Sales	99	REO Sales 0	52	92	346
	Median Sales Price	\$625,000	\$0	\$589,500	\$568,500	\$595,000
	Average Price/Square Foot	\$285	Short Sales 0	\$298	\$285	N/A
	Average Sq Ft of Property	2,405	\$0	2,099	2,142	N/A
	Total Listing Inventory *	108	Conventional 99	126	158	N/A
	Total Listing Median Price ∞	\$641,950	Sales \$625,000	\$575,500	\$629,250	N/A
95632 Galt	Total Sales	40	REO Sales 0	18	38	153
	Median Sales Price	\$382,000	\$0	\$382,500	\$400,000	\$390,000
	Average Price/Square Foot	\$248	Short Sales 0	\$254	\$239	N/A
	Average Sq Ft of Property	1,748	\$0	1,653	1,840	N/A
	Total Listing Inventory *	39	Conventional 40	43	71	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$382,000	\$469,950	\$475,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	1	3	3
	Median Sales Price	\$555,000	\$0	\$510,000	\$545,000	\$540,000
	Average Price/Square Foot	\$198	Short Sales 0	\$236	\$322	N/A
	Average Sq Ft of Property	2,804	\$0	2,158	1,790	N/A
	Total Listing Inventory *	6	Conventional 1	6	7	N/A
	Total Listing Median Price ∞	\$699,950	Sales \$555,000	\$725,000	\$562,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	2	3	6
	Median Sales Price	\$267,500	\$0	\$422,500	\$342,500	\$357,500
	Average Price/Square Foot	\$204	Short Sales 0	\$219	\$192	N/A
	Average Sq Ft of Property	1,428	\$0	1,938	1,799	N/A
	Total Listing Inventory *	8	Conventional 2	11	11	N/A
	Total Listing Median Price ∞	\$249,000	Sales \$267,500	\$296,500	\$343,000	N/A
95655 Mather	Total Sales	3	REO Sales 0	2	9	20
	Median Sales Price	\$365,000	\$0	\$468,500	\$399,999	\$395,000
	Average Price/Square Foot	\$247	Short Sales 0	\$216	\$216	N/A
	Average Sq Ft of Property	1,613	\$0	2,279	2,187	N/A
	Total Listing Inventory *	3	Conventional 3	2	2	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$365,000	\$479,500	\$625,000	N/A
95660 North Highlands	Total Sales	31	REO Sales 0	18	35	157
	Median Sales Price	\$285,000	\$0	\$285,000	\$270,000	\$284,500
	Average Price/Square Foot	\$260	Short Sales 0	\$241	\$221	N/A
	Average Sq Ft of Property	1,132	\$0	1,190	1,249	N/A
	Total Listing Inventory *	25	Conventional 31	32	34	N/A
	Total Listing Median Price ∞	\$317,500	Sales \$285,000	\$309,000	\$269,450	N/A
95662 Orangevale	Total Sales	49	REO Sales 0	22	37	169
	Median Sales Price	\$450,000	\$0	\$409,000	\$449,000	\$439,500
	Average Price/Square Foot	\$273	Short Sales 0	\$268	\$256	N/A
	Average Sq Ft of Property	1,853	\$0	1,729	1,965	N/A
	Total Listing Inventory *	30	Conventional 49	26	57	N/A
	Total Listing Median Price ∞	\$609,500	Sales \$450,000	\$499,000	\$474,950	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95670 Rancho Cordova	Total Sales	52	REO Sales 1	30	53	251
	Median Sales Price	\$386,500	\$192,419	\$343,500	\$335,000	\$377,000
	Average Price/Square Foot	\$251	Short Sales 0	\$245	\$256	N/A
	Average Sq Ft of Property	1,715	\$0	1,547	1,541	N/A
	Total Listing Inventory *	48	Conventional 51	42	53	N/A
	Total Listing Median Price ∞	\$449,450	Sales \$390,000	\$439,500	\$399,950	N/A
95673 Rio Linda	Total Sales	15	REO Sales 0	7	12	79
	Median Sales Price	\$339,900	\$0	\$325,000	\$382,500	\$325,000
	Average Price/Square Foot	\$250	Short Sales 0	\$245	\$265	N/A
	Average Sq Ft of Property	1,518	\$0	1,360	1,584	N/A
	Total Listing Inventory *	11	Conventional 15	20	30	N/A
	Total Listing Median Price ∞	\$315,000	Sales \$339,900	\$322,750	\$349,000	N/A
95683 Rancho Murieta	Total Sales	16	REO Sales 0	8	8	68
	Median Sales Price	\$512,500	\$0	\$571,000	\$456,250	\$507,500
	Average Price/Square Foot	\$228	Short Sales 0	\$237	\$248	N/A
	Average Sq Ft of Property	2,522	\$0	2,557	2,100	N/A
	Total Listing Inventory *	29	Conventional 16	34	59	N/A
	Total Listing Median Price ∞	\$565,950	Sales \$512,500	\$684,450	\$599,900	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	0	2	3
	Median Sales Price	\$0	\$0	\$0	\$1,044,500	\$300,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$330	N/A
	Average Sq Ft of Property	0	\$0	0	3,074	N/A
	Total Listing Inventory *	6	Conventional 0	6	6	N/A
	Total Listing Median Price ∞	\$479,450	Sales \$0	\$354,900	\$732,000	N/A
95693 Wilton	Total Sales	11	REO Sales 1	3	5	33
	Median Sales Price	\$735,000	\$540,000	\$380,000	\$600,000	\$699,000
	Average Price/Square Foot	\$387	Short Sales 0	\$366	\$268	N/A
	Average Sq Ft of Property	1,937	\$0	1,374	2,336	N/A
	Total Listing Inventory *	13	Conventional 10	15	24	N/A
	Total Listing Median Price ∞	\$925,000	Sales \$747,500	\$950,000	\$734,450	N/A
95742 Rancho Cordova	Total Sales	31	REO Sales 0	32	21	160
	Median Sales Price	\$477,000	\$0	\$468,944	\$465,000	\$467,814
	Average Price/Square Foot	\$219	Short Sales 0	\$218	\$208	N/A
	Average Sq Ft of Property	2,260	\$0	2,606	2,418	N/A
	Total Listing Inventory *	37	Conventional 31	49	37	N/A
	Total Listing Median Price ∞	\$496,930	Sales \$477,000	\$477,633	\$463,408	N/A
95757 Elk Grove	Total Sales	35	REO Sales 0	33	53	210
	Median Sales Price	\$495,000	\$0	\$510,000	\$495,000	\$502,500
	Average Price/Square Foot	\$234	Short Sales 0	\$225	\$216	N/A
	Average Sq Ft of Property	2,180	\$0	2,432	2,518	N/A
	Total Listing Inventory *	51	Conventional 35	56	82	N/A
	Total Listing Median Price ∞	\$567,450	Sales \$495,000	\$562,000	\$516,950	N/A
95758 Elk Grove	Total Sales	62	REO Sales 0	50	72	276
	Median Sales Price	\$436,450	\$0	\$410,000	\$409,500	\$424,378
	Average Price/Square Foot	\$255	Short Sales 1	\$255	\$237	N/A
	Average Sq Ft of Property	1,912	\$376,019	1,724	1,869	N/A
	Total Listing Inventory *	51	Conventional 51	75	90	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$437,900	\$437,444	\$443,694	N/A
95811 Midtown/ Downtown	Total Sales	4	REO Sales 0	2	4	9
	Median Sales Price	\$499,000	\$0	\$495,840	\$608,500	\$499,000
	Average Price/Square Foot	\$332	Short Sales 0	\$415	\$417	N/A
	Average Sq Ft of Property	1,763	\$0	1,218	1,534	N/A
	Total Listing Inventory *	8	Conventional 4	9	10	N/A
	Total Listing Median Price ∞	\$829,500	Sales \$499,000	\$809,000	\$694,500	N/A
95814 Downtown	Total Sales	4	REO Sales 0	2	2	13
	Median Sales Price	\$722,000	\$0	\$602,495	\$738,000	\$635,000
	Average Price/Square Foot	\$372	Short Sales 0	\$354	\$409	N/A
	Average Sq Ft of Property	1,963	\$0	1,703	1,795	N/A
	Total Listing Inventory *	3	Conventional 4	2	8	N/A
	Total Listing Median Price ∞	\$589,990	Sales \$722,000	\$622,495	\$611,462	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	18	REO Sales 1	11	27	95
	Median Sales Price	\$260,000	\$212,000	\$265,000	\$256,000	\$255,000
	Average Price/Square Foot	\$263	Short Sales 0	\$222	\$236	N/A
	Average Sq Ft of Property	1,121	\$0	1,316	1,175	N/A
	Total Listing Inventory *	11	Conventional 17	25	26	N/A
	Total Listing Median Price ∞	\$299,000	Sales \$260,000	\$298,500	\$249,000	N/A
95816 Midtown/East Sacramento	Total Sales	16	REO Sales 0	9	15	63
	Median Sales Price	\$585,000	\$0	\$585,000	\$625,000	\$585,000
	Average Price/Square Foot	\$460	Short Sales 0	\$411	\$413	N/A
	Average Sq Ft of Property	1,459	\$0	1,541	1,613	N/A
	Total Listing Inventory *	31	Conventional 16	27	30	N/A
	Total Listing Median Price ∞	\$649,990	Sales \$585,000	\$673,500	\$739,950	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	10	REO Sales 0	13	20	65
	Median Sales Price	\$395,000	\$0	\$400,000	\$364,950	\$385,000
	Average Price/Square Foot	\$348	Short Sales 0	\$347	\$342	N/A
	Average Sq Ft of Property	1,233	\$0	1,333	1,124	N/A
	Total Listing Inventory *	24	Conventional 10	23	18	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$395,000	\$449,000	\$404,450	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

JUNE 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	19	REO Sales 0	13	27	104
	Median Sales Price	\$610,000	\$0	\$599,000	\$657,500	\$594,000
	Average Price/Square Foot	\$431	Short Sales 0	\$480	\$386	N/A
	Average Sq Ft of Property	1,551	\$0	1,382	1,804	N/A
	Total Listing Inventory *	31	Conventional 19	32	42	N/A
	Total Listing Median Price ∞	\$617,000	Sales \$610,000	\$661,475	\$599,750	N/A
95819 East Sacramento	Total Sales	24	REO Sales 0	22	30	101
	Median Sales Price	\$561,500	\$0	\$594,500	\$593,000	\$600,000
	Average Price/Square Foot	\$480	Short Sales 0	\$431	\$452	N/A
	Average Sq Ft of Property	1,312	\$0	1,680	1,632	N/A
	Total Listing Inventory *	37	Conventional 24	40	38	N/A
	Total Listing Median Price ∞	\$829,950	Sales \$561,500	\$899,000	\$750,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	43	REO Sales 0	30	36	220
	Median Sales Price	\$315,000	\$0	\$293,500	\$295,000	\$298,500
	Average Price/Square Foot	\$301	Short Sales 0	\$286	\$276	N/A
	Average Sq Ft of Property	1,103	\$0	1,091	1,199	N/A
	Total Listing Inventory *	35	Conventional 43	39	58	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$315,000	\$299,900	\$294,450	N/A
95821 N. Arden Arcade	Total Sales	45	REO Sales 1	35	32	177
	Median Sales Price	\$420,000	\$320,000	\$375,000	\$378,750	\$379,000
	Average Price/Square Foot	\$265	Short Sales 1	\$266	\$257	N/A
	Average Sq Ft of Property	1,692	\$256,000	1,444	1,602	N/A
	Total Listing Inventory *	32	Conventional 43	44	53	N/A
	Total Listing Median Price ∞	\$387,000	Sales \$430,000	\$386,000	\$399,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	39	REO Sales 0	30	46	210
	Median Sales Price	\$380,000	\$0	\$322,500	\$294,250	\$325,000
	Average Price/Square Foot	\$278	Short Sales 0	\$283	\$245	N/A
	Average Sq Ft of Property	1,582	\$0	1,518	1,363	N/A
	Total Listing Inventory *	26	Conventional 39	33	50	N/A
	Total Listing Median Price ∞	\$334,875	Sales \$380,000	\$359,999	\$330,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	38	REO Sales 1	29	43	208
	Median Sales Price	\$327,000	\$300,000	\$323,000	\$290,000	\$315,000
	Average Price/Square Foot	\$229	Short Sales 0	\$225	\$211	N/A
	Average Sq Ft of Property	1,510	\$0	1,522	1,407	N/A
	Total Listing Inventory *	34	Conventional 37	43	45	N/A
	Total Listing Median Price ∞	\$319,450	Sales \$327,000	\$295,000	\$315,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	22	REO Sales 1	12	16	92
	Median Sales Price	\$258,000	\$188,000	\$277,500	\$215,000	\$261,500
	Average Price/Square Foot	\$256	Short Sales 0	\$236	\$212	N/A
	Average Sq Ft of Property	1,102	\$0	1,156	1,065	N/A
	Total Listing Inventory *	13	Conventional 21	21	26	N/A
	Total Listing Median Price ∞	\$265,000	Sales \$261,000	\$272,450	\$249,450	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	17	REO Sales 0	6	10	71
	Median Sales Price	\$385,000	\$0	\$349,950	\$412,225	\$385,000
	Average Price/Square Foot	\$241	Short Sales 0	\$259	\$254	N/A
	Average Sq Ft of Property	1,727	\$0	1,518	1,659	N/A
	Total Listing Inventory *	19	Conventional 17	17	20	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$385,000	\$425,000	\$421,975	N/A
95826 College Glen La Riviera Rosemont	Total Sales	36	REO Sales 0	21	30	158
	Median Sales Price	\$380,000	\$0	\$370,000	\$344,085	\$365,000
	Average Price/Square Foot	\$276	Short Sales 0	\$258	\$243	N/A
	Average Sq Ft of Property	1,393	\$0	1,493	1,448	N/A
	Total Listing Inventory *	22	Conventional 36	27	36	N/A
	Total Listing Median Price ∞	\$399,999	Sales \$380,000	\$362,000	\$354,500	N/A
95827 Lincoln Village	Total Sales	13	REO Sales 0	13	19	73
	Median Sales Price	\$385,000	\$0	\$360,000	\$345,000	\$356,000
	Average Price/Square Foot	\$243	Short Sales 0	\$244	\$238	N/A
	Average Sq Ft of Property	1,739	\$0	1,497	1,461	N/A
	Total Listing Inventory *	8	Conventional 13	6	29	N/A
	Total Listing Median Price ∞	\$394,500	Sales \$385,000	\$344,950	\$349,000	N/A
95828 Florin	Total Sales	28	REO Sales 1	30	51	197
	Median Sales Price	\$326,500	\$251,000	\$330,000	\$325,000	\$335,000
	Average Price/Square Foot	\$227	Short Sales 0	\$231	\$215	N/A
	Average Sq Ft of Property	1,515	\$0	1,450	1,604	N/A
	Total Listing Inventory *	30	Conventional 27	44	54	N/A
	Total Listing Median Price ∞	\$367,450	Sales \$330,500	\$346,000	\$339,900	N/A
95829 Vineyard	Total Sales	36	REO Sales 0	23	28	133
	Median Sales Price	\$413,500	\$0	\$425,000	\$402,500	\$414,900
	Average Price/Square Foot	\$248	Short Sales 0	\$227	\$241	N/A
	Average Sq Ft of Property	1,905	\$0	1,921	1,916	N/A
	Total Listing Inventory *	38	Conventional 36	51	54	N/A
	Total Listing Median Price ∞	\$459,000	Sales \$413,500	\$459,000	\$475,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	0	1
	Median Sales Price	\$0	\$0	\$0	\$0	\$1,050,000
	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 *	1	Conventional 0	1	3	N/A
	Total Listing Median Price ∞	\$738,888	Sales \$0	\$738,888	\$778,888	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831 Greenhaven Pocket Riverside	Total Sales	34	REO Sales 0	19	31	126
	Median Sales Price	\$533,000	\$0	\$485,000	\$455,000	\$521,750
	Average Price/Square Foot	\$270	Short Sales 0	\$272	\$254	N/A
	Average Sq Ft of Property	2,163	\$0	2,090	1,857	N/A
	Total Listing Inventory *	21	Conventional 34	26	49	N/A
	Total Listing Median Price ∞	\$649,900	Sales \$533,000	\$669,700	\$549,500	N/A
95832 Meadowview Freeport	Total Sales	11	REO Sales 1	5	10	44
	Median Sales Price	\$284,900	\$230,000	\$285,000	\$285,000	\$287,450
	Average Price/Square Foot	\$217	Short Sales 0	\$228	\$198	N/A
	Average Sq Ft of Property	1,267	\$0	1,304	1,558	N/A
	Total Listing Inventory *	6	Conventional 10	8	13	N/A
	Total Listing Median Price ∞	\$324,950	Sales \$284,950	\$304,975	\$299,990	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	30	REO Sales 0	32	41	134
	Median Sales Price	\$354,950	\$0	\$350,000	\$355,000	\$354,950
	Average Price/Square Foot	\$250	Short Sales 0	\$239	\$227	N/A
	Average Sq Ft of Property	1,509	\$0	1,586	1,639	N/A
	Total Listing Inventory *	39	Conventional 30	49	51	N/A
	Total Listing Median Price ∞	\$444,995	Sales \$354,950	\$395,370	\$337,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	43	REO Sales 0	34	36	188
	Median Sales Price	\$423,725	\$0	\$403,568	\$385,500	\$411,000
	Average Price/Square Foot	\$226	Short Sales 0	\$221	\$225	N/A
	Average Sq Ft of Property	2,016	\$0	1,885	1,844	N/A
	Total Listing Inventory *	49	Conventional 43	47	60	N/A
	Total Listing Median Price ∞	\$435,702	Sales \$423,725	\$407,500	\$411,938	N/A
95835 North Natomas	Total Sales	45	REO Sales 0	28	38	204
	Median Sales Price	\$450,000	\$0	\$433,000	\$422,000	\$430,000
	Average Price/Square Foot	\$218	Short Sales 0	\$216	\$214	N/A
	Average Sq Ft of Property	2,248	\$0	2,322	2,076	N/A
	Total Listing Inventory *	29	Conventional 45	39	68	N/A
	Total Listing Median Price ∞	\$469,450	Sales \$450,000	\$448,975	\$439,900	N/A
95838 Del Paso Heights Robla	Total Sales	46	REO Sales 1	29	33	212
	Median Sales Price	\$321,000	\$157,500	\$327,000	\$267,500	\$305,000
	Average Price/Square Foot	\$225	Short Sales 0	\$219	\$222	N/A
	Average Sq Ft of Property	1,448	\$0	1,476	1,247	N/A
	Total Listing Inventory *	29	Conventional 45	33	52	N/A
	Total Listing Median Price ∞	\$289,000	Sales \$322,000	\$299,000	\$325,000	N/A
95841 Foothill Farms North Highlands	Total Sales	12	REO Sales 0	6	10	47
	Median Sales Price	\$367,500	\$0	\$357,500	\$325,000	\$345,000
	Average Price/Square Foot	\$238	Short Sales 1	\$244	\$240	N/A
	Average Sq Ft of Property	1,710	\$360,000	1,718	1,656	N/A
	Total Listing Inventory *	8	Conventional 11	19	18	N/A
	Total Listing Median Price ∞	\$520,000	Sales \$375,000	\$379,500	\$380,000	N/A
95842 Foothill Farms	Total Sales	28	REO Sales 0	21	41	147
	Median Sales Price	\$338,500	\$0	\$330,000	\$308,000	\$320,500
	Average Price/Square Foot	\$256	Short Sales 0	\$264	\$245	N/A
	Average Sq Ft of Property	1,347	\$0	1,278	1,260	N/A
	Total Listing Inventory *	13	Conventional 28	25	33	N/A
	Total Listing Median Price ∞	\$347,250	Sales \$338,500	\$319,750	\$310,000	N/A
95843 Antelope	Total Sales	57	REO Sales 0	37	44	234
	Median Sales Price	\$385,000	\$0	\$375,000	\$366,000	\$375,000
	Average Price/Square Foot	\$243	Short Sales 0	\$244	\$223	N/A
	Average Sq Ft of Property	1,653	\$0	1,651	1,764	N/A
	Total Listing Inventory *	50	Conventional 57	40	42	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$385,000	\$409,950	\$389,999	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	32	REO Sales 1	25	31	146
	Median Sales Price	\$576,425	\$582,500	\$395,000	\$420,000	\$486,250
	Average Price/Square Foot	\$312	Short Sales 0	\$313	\$282	N/A
	Average Sq Ft of Property	2,107	\$0	1,678	1,879	N/A
	Total Listing Inventory *	60	Conventional 31	68	97	N/A
	Total Listing Median Price ∞	\$859,000	Sales \$570,350	\$849,000	\$821,950	N/A
95605 West Sacramento Bryte Broderick	Total Sales	11	REO Sales 0	7	3	32
	Median Sales Price	\$317,000	\$0	\$288,000	\$310,000	\$315,000
	Average Price/Square Foot	\$306	Short Sales 0	\$287	\$267	N/A
	Average Sq Ft of Property	1,084	\$0	1,072	1,222	N/A
	Total Listing Inventory *	4	Conventional 11	9	10	N/A
	Total Listing Median Price ∞	\$462,000	Sales \$317,000	\$329,900	\$402,450	N/A
95691 West Sacramento Southport Jefferson	Total Sales	40	REO Sales 0	25	46	182
	Median Sales Price	\$448,450	\$0	\$457,000	\$431,000	\$444,000
	Average Price/Square Foot	\$270	Short Sales 0	\$257	\$249	N/A
	Average Sq Ft of Property	1,867	\$0	2,008	1,889	N/A
	Total Listing Inventory *	50	Conventional 40	57	55	N/A
	Total Listing Median Price ∞	\$431,900	Sales \$448,450	\$450,000	\$492,450	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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