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DECEMBER 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

Seasons Greetings!

4 President's Message



6 CEO Corner



9 Pardon Our Dust



10 Legal Update



13 January Calendar



18 MLS Statistics



8 SAR Video Update

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Mason McDuffie Mortgage page 3

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**2020 PRESIDENT**

Year in Review

Here we are, at the end of the year. We've endured the ever-changing social landscape. Most businesses and workers – REALTORS® included – have had to adapt to stay afloat. Unfortunately, businesses have shut down and many have been forced to close their doors for good. Thankfully, the real estate industry has been one of the few that's been fortunate.

After an initial dip in activity due to market uncertainty, our industry surged as people moved to find a more comfortable and affordable place to live. I'm sure many of you have heard the news that Sacramento was recently rated #1 in the "[The Top 10 Housing Markets of 2021](https://www.realtor.com/news/markets/top-10-housing-markets-2021)" by www.realtor.com. It is hard to believe that the demand for housing in our area will grow even more next year. I am optimistic that Sacramento REALTORS® will be positioned appropriately. Therefore, if you haven't already, I encourage you to start preparing your 2021 Business Plan.

As your 2020 President, I've been so honored and proud to represent SAR and our 7,500+ REALTORS®. Although many things were different with this year's SAR Presidential tenure, I had a wonderful experience working with my fellow leaders, board of directors and SAR staff. I will continue to stay connected as your Immediate Past President, supporting this great association and the incoming SAR Leadership.

*May your holidays sparkle with moments of love, laughter, and goodwill,
and may the year ahead be full of contentment and joy.*

I wish you all a safe and happy holiday season and look forward to seeing you (in person!) in 2021.

Cheers!

Judy Covington

2020 SAR President





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Year in Review

When we look back over the past year, as we usually do at this time of year it seems like a pretty rough year. But there were highs and lows. First let's look at some highs.

I am so proud of the staff at SAR that have been working primarily remotely for over nine months and yet have been able to continue to provide quality service to all our members. They have tried to maintain business as usual with the obvious limitations created by not meeting face to face. But our members have been able to rely on SAR to continue to provide the services they need to support the member's real estate business.

I am so proud of our members and the professional way in which most responded to the restrictions put in place in response to the coronavirus. From the reports I have received I would estimate that over 99% of our members followed the rules placed by the state and local governments to try to control the spread of the virus. It did require us to develop different ways to do business but it was a small price to pay to try to reduce the illness and death caused by the virus.

I am so happy that a couple of promising vaccines have been developed in record time and are currently being distributed to help control the virus. We are probably still several months away from being able to return to any semblance of a normal life, but we will get there.

Then there were some lows.

I am troubled that somewhere around 1% of our members chose to put their own interests ahead of those of the community. They held open houses, they failed to sanitize properties between showings and they ignored the impact their misguided actions would have on the reputation of the real estate community. I cannot understand how some members of our industry could be so self-centered. Their actions potentially exposed themselves, their clients and customers and even more troubling, their own families, to the serious health risks of exposure to the virus. The thought process that would allow someone to do that is beyond me.

But I am more troubled by an insidious challenge to our future well-being more pervasive than the coronavirus. The virus will come and go. For the past nine months it has drawn attention away from a greater problem facing our culture and our industry. I am referring to the impact of racial discrimination that has so openly guided our industry for 150 years. We were not only impacted by it, we were largely responsible for it existing in the first place. I encourage you to read the book *The Color of Law* by Richard Rothstein. It documents how the federal government established segregated housing as a federal policy, how the FHA enforced that policy, how in the 50's the President of the organization now known as the California Association of REALTORS® set up an office in East Palo Alto and openly engaged in panic selling so that over a period of six years his company became wealthy by changing a white community to a primarily black community that still exists to this day. The News Day investigation into real estate operations on Long Island, NY demonstrate that this is not just a problem in the past. It is a problem that exists today.

Our industry must accept the challenge of remedying these wrongs. It is not enough to stop engaging in practices of the past. We must work to right the harm caused by these practices. For many generations these discriminatory policies prevented minorities from being able to purchase quality housing, the primary method most people use to build financial security. I hope that our members will join with SAR to pursue and implement programs that will allow those that have been denied entry into the wealth building benefits of homeownership to overcome that past and be on their way to financial security. It won't be easy but righting serious wrongs rarely is. The elimination of discrimination in housing must be a primary goal of our Association.



December 2020

SAR CEO Dave Tanner gives a few video updates – the first covers the most recent COVID-19 restrictions/stay-at-home order and how it affects Sacramento real estate. The second video touches on the required Fire Susceptibility Disclosure for certain areas prone to wildfire risk.

[CLICK HERE TO SEE VIDEO](#)



[CLICK HERE TO SEE VIDEO](#)



UNDER CONSTRUCTION

PARDON OUR DUST TAKE 2

If you've been to SAR the latter half of 2020 (yes – we are open!), 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 also having the entire exterior of the building painted to more modern palette. An updated timeline has work scheduled to be completed in early 2021. We look forward to holding our first physical event in this new meeting space very soon!

[You can view additional construction photos here.](#)





I think it is safe to say, none of us saw 2020 coming. As we entered the year, a major theme was rent control and what impacts it may have on California real estate. We looked at AB 5 and the unintended effects of the bill on the gig economy, which is a major component to California economy. In January, we watched as COVID-19 gripped China and Wuhan was locked down. By early March COVID-19 was beginning to infiltrate California and the state entered its first lockdown. Today, as we say goodbye to 2020, we end the year much like we did March, in a strict lockdown.

Almost as fast as 2020 rolled in, everything changed. Rent control quickly gave way to things like social distancing, remote work, essential services, shelter in place, PPP, mortgage forbearance, eviction moratoriums and high unemployment. Suddenly it wasn't business as usual, and businesses had to pivot and re-think the way services were delivered to survive. The real estate industry had long used things like DocuSign to facilitate transactions, but had to adapt to virtual showings as the primary mechanism to attract buyers as open houses were not allowed.

The real estate community showed us all how business could be done in a virtual environment. Our business, like many others, invested in technology. Taking advantage of video conferencing and VoiP phones to facilitate remote work. We learned how to deliver legal services outside the comfort of our conference rooms.

If COVID wasn't enough, we had to deal with civil unrest. Although this Country has made great strides in racial relations since the days of slavery, there is still much work to be done. The Great American experiment set in motion in 1776 is predicated on continued progress as we work to form that more perfect union. It is incumbent upon all of us to work together to improve race relations so that we leave this Country in a better place than we inherited.

As we began to breathe a little from the struggles we faced early in the year, by August we realized we couldn't breathe at all. Fires again touched corners of the West destroying millions of acres of land, burning towns and homes across the West, and filling the sky with ash as land burned. Out of this we saw the American spirit alive and well. As politicians fought with each other over how to respond, Americans rose to the challenge and helped one another. A reminder that the greatness of this Country is not found in its politicians, but in its PEOPLE.

Normally, as we reflect at the end of the year we look back at the changes in the law that occurred, including decisions made by Courts or bills passed by the Assembly. This year has been anything but normal. While small businesses continue to struggle as a result of lockdowns, we are seeing businesses respond by adapting to the challenges they face. This has been a difficult year for sure, but "the strongest steel is forged by fire." (Author Unknown). We know that the businesses that have been able to adapt with these difficulties will endure.

There is much to be excited about: a vaccine to begin to stem the COVID tide; improved technology to make delivery of business services more efficient; and the launch of our Reno office in January 2021. We look forward to 2021 with great anticipation.

To all, we thank you for trusting BPE Law with your legal needs. We look forward to continuing to partner with you on your legal needs.

Have a Happy Holiday Season and a Prosperous New Year!

On November 13, the NAR Board of Directors voted to make some significant changes to its professional standards policies. The changes went into effect immediately upon enactment by the Board. Specifically, NAR voted to do the following:

- Add a new Standard of Practice 10-5 to the Code of Ethics stating the following: **“REALTORS® must not use harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity.”**
- Revise a professional standards policy statement to expand the applicability of the Code of Ethics to all of a REALTOR®’s activities, not just real estate-related activities and transactions involving REALTORS®.
- Revise the definition of a “public trust” violation to include all forms of discrimination and fraud. Pursuant to NAR policy, “public trust” violations must be reported by the local association to the real estate licensing authority in the state and/or other relevant governmental agencies.

Please visit the [NAR website](#) for information on the policy changes approved by the Board of Directors, as well as frequently asked questions and other resources.

NAR will host monthly trainings to provide guidance on the changes to the Code of Ethics that were approved by the NAR Board of Directors on November 13, 2020, and to provide an opportunity to ask questions of NAR policy experts. *These trainings are optional for members of the National Association of REALTORS®, and are intended to provide guidance to board attorneys, hearing panelists, grievance committee members, association staff and counsel, and all other members regarding the latest changes to the Code of Ethics. NAR does not require members to attend these trainings, and doing so does not count toward the new or continuing member Code of Ethics requirements or Continuing Education credit.*

To register for monthly trainings, [click here](#).





Government Affairs
Director



Government Affairs
Coordinator

2020: A Year in Review

2020 has been a rollercoaster of a year for everyone, SAR included. With COVID-19 came a very abrupt need to make sure real estate was defined as an essential service. Once NAR and C.A.R. were able to successfully advocate that the real estate industry be included as essential, we quickly realized that it conflicted with our County Health Order. We were able to swiftly work with the County Health Staff and our local County Supervisors to have our industry included in that definition, so that our industry was able to operate under the stay-at-home order. Along with the stay-at-home orders, many jurisdictions enacted local eviction moratoriums. We had varying levels of success opposing these emergency measures throughout the region before the Statewide order was put in place. We were able to provide amendments to strengthen the language, advocate for rental support, and provide local elected officials with real-world consequences and the long-term effects of these policies. Prior to the spring of 2020, we faced a proposed Rancho Cordova business licenses policy. We were able to work with City staff to adjust this policy which would have required every rental property in Rancho Cordova to obtain its own business license and ultimately increased fees on property owners.

2020 Election

The 2020 election cycle was big for everyone, but especially for SAR. We were able to utilize \$1,057,526 of funding for local elections in our region. We were able to leverage our local RAF dollars to seek funding from both C.A.R. and NAR. Most importantly we defeated Measure C, which would have been detrimental to the City of Sacramento. Our association also played a huge role both in getting Prop 19 on the ballot and getting it passed. We didn't win all of our battles, but we made it known that SAR has the ability to get involved and will engage on issues and candidates in our region.

Community Involvement

Despite COVID, our Home Energy Conservation Program with Rebuilding Together was still able to assist with 206 homes, and we have yet to receive the numbers from November and December of this year. This was fantastic given the obstacles faced this year.

This year we continued to be an active partner in the Cleaner Air Partnership, and have been able to be part of supporting policies that support healthier air quality in our region, without bringing any threat of harm to the real estate industry. We will continue to be a valued voice in those policy conversations.

We also hosted a Virtual Luncheon with SMUD Board member Heidi Sanborn and Staff regarding SMUD rebates and incentives. We are excited to continue providing educational opportunities such as this one with our membership, as well as the valuable relationship with SMUD.

Chamber Memberships: We are members of 5 regional Chambers and we were able to engage with membership and issues that pertained to the real estate industry. We look forward to continuing our relationship with all of these fantastic organizations.

- o West Sacramento Chamber
- o Hispanic Chamber
- o Asian Chamber
- o Black Chamber
- o Rainbow Chamber

Even with the virtual constraints that COVID-19 has placed on all of us, we were still able to engage and support our local elected officials and be a resource on local policy. Thank you to all of our members who got engaged this year, even just reminding your contacts to vote, you made an impact. If you would like to get more involved on the Government Affairs front at SAR in 2021, please reach out to us. We hope you and your friends and families are staying safe and enjoy the Holiday season. Here's to a healthy and happy 2021!

JANUARY 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 SAR Closed New Year's Day
4 WCR Board Meeting (V) 12noon – 1:30pm	5 Main Meeting (V) 9:00 – 10:30am CanTree Committee (V) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am	6 No SAR Events Scheduled	7 Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am	8 SAR Staff Meeting (V) 7:30 – 8:30am (SAR Offices Closed) SAR Toastmasters Club (V) 7:30am – 9:00am Real Estate Resource Meeting: Topic TBD (V) 9:30 – 10:30am Sac Area RE Exchange Network (V) 10:00am – 12:30pm SAR Mentor Orientation (V) 10:00am – 12noon
11 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	12 Virtual Regional Meeting (V) ZOOM LINK YPN Advisory Committee (V) 11:00am – 12:30pm Intern Interviews (V) 11:00am – 2:00pm Charity Research Committee (V) 1:00 – 2:00pm	13 No SAR Events Scheduled	14 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	15 SAR Toastmasters Club 7:30am – 9:00am
18 SAR Closed MLK, Jr. Day	19 Virtual Regional Meeting (V) ZOOM LINK Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	20 Probate & Real Estate Sales Class (V) 10:00 – 11:30am SAR New Member Orientation (V) 6:00 – 9:30pm	21 Market Update with Ryan Lundquist (V) 10:00 – 11:00am	22 SAR Toastmasters Club 7:30am – 9:00am
25 Essential Disclosures (V) 10:00am – 12noon	26 Virtual Regional Meeting (V) ZOOM LINK Cultural Diversity & Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	27 UNLOCKING PURCHASING POWER – With a Reverse Mortgage (V) 11:00am – 12:30pm	28 SAR BOD (V) 9:00 – 10:30am	29 SAR Toastmasters Club 7:30am – 9:00am

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.

JANUARY

CLASS

Visit <https://education.sacrealtor.org> for registration details

- | | | |
|----|----------------|--|
| 20 | 10am – 11:30am | PROBATE AND REAL ESTATE SALES |
| 21 | 10am – 11am | MARKET UPDATE WITH RYAN LUNDQUIST |
| 25 | 10am – 12noon | ZIPFORM AND DOCUSIGN |
| 25 | 10am – 12noon | ESSENTIAL DISCLOSURES |
| 27 | 11am – 12:30pm | UNLOCKING PURCHASING POWER WITH A REVERSE MORTGAGE |

Please View [SAR's online portal](#) 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](#).

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

KEITH DUNNAGAN OF BPE LAW GROUP WILL EXPLAIN THE INS AND OUTS OF SHORT SALES AND FORECLOSURES. LEARN HOW TO GUIDE YOUR CLIENTS THROUGH THESE DIFFICULT TIMES AND WHEN TO GET OTHER PROFESSIONALS INVOLVED.

[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](#)

GEOGRAPHIC FARMING ONLINE COURSE OFFER

RYAN LUNDQUIST TAKES A DEEP DIVE INTO THE MARKET TO GEOGRAPHIC FARMING CAN BE A HIGHLY LUCRATIVE PART OF A REAL ESTATE PROFESSIONAL'S BUSINESS. NATALIE DUDDING WITH CHICAGO TITLE EXPLAINS HOW TO GENERATE LEADS AND ESTABLISH YOUR BRAND THROUGH THIS EFFECTIVE MARKETING STRATEGY.

[REGISTER/MORE INFO HERE](#)

PROPERTY MANAGEMENT UPDATE ON COVID, RENT CONTROL AND EVICTIONS

OUR PANEL OF SUCCESSFUL PROPERTY MANAGERS ADDRESSES THE CURRENT STATE OF PROPERTY MANAGEMENT AND HOW THE PANDEMIC HAS AFFECTED THE INDUSTRY.

[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](#)

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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.

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Please View [SAR's online portal](#) for latest updates/webinars.

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November 2020

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Real Estate America

SACRAMENTO HOUSING STATISTICS

November sales volume up 21% over 2019, demand remains

November ended with 1,511 sales, down 9.8% from the 1,676 sales in October. Compared to one year ago (1,242), the current figure is up 21.7%. Of the 1,511 sales this month, 137 (9.1%) used cash financing, 1,022 (67.6%) used conventional, 253 (16.7%) used FHA, 71 (4.7%) used VA and 28 (1.9%) used Other types of financing.

The median sales price increased from \$439,950 to \$440,000. This figure is up 13.8% from November 2019 (\$386,750).

The Active Listing Inventory decreased 9.8% from October to November, from 1,253 units to 959 units. Compared with November 2019 (2,803), inventory is down 46.8%. The Months of Inventory dropped from .7 Months to .6 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 below reflects the Months of Inventory in each price range.

The Median DOM (days on market) increased from 6 to 7 and the Average DOM increased from 15 to 16. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,511 sales this month, 86.2% (1,302) were on the market for 30 days or less and 95.1% (1,436) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$278.5 to \$281.8. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

NOVEMBER

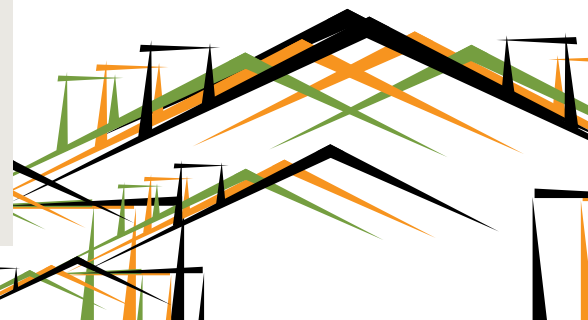
Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	3	4	0.8
\$200,000 - \$249,999	12	10	1.2
\$250,000 - \$299,999	67	53	1.3
\$300,000 - \$349,999	72	185	0.4
\$350,000 - \$399,999	124	248	0.5
\$400,000 - \$449,999	99	291	0.3
\$450,000 - \$499,999	111	201	0.6
\$500,000 - \$749,000	278	414	0.7
\$750,000 - \$999,999	100	73	1.4
\$1,000,000 and over	93	32	2.9
Total:	959	1,511	Total: 0.6

Market Snapshot - November 2020

	Nov-20	Oct-20	Change	Nov-19	Change (from '19)
Sales	1,511	1,676	-9.8%	1,242	21.7%
Median Sales Price	\$440,000	\$439,950	0.0%	\$386,750	13.8%
Active Inventory	959	1,253	-23.5%	1,803	-46.8%
Median DOM	7	6	16.7%	15	-53.3%
Avg. Price/SqFt	\$282	\$278	1.4%	\$251	12.4%

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

November 2020

MLS STATISTICS for November 2020

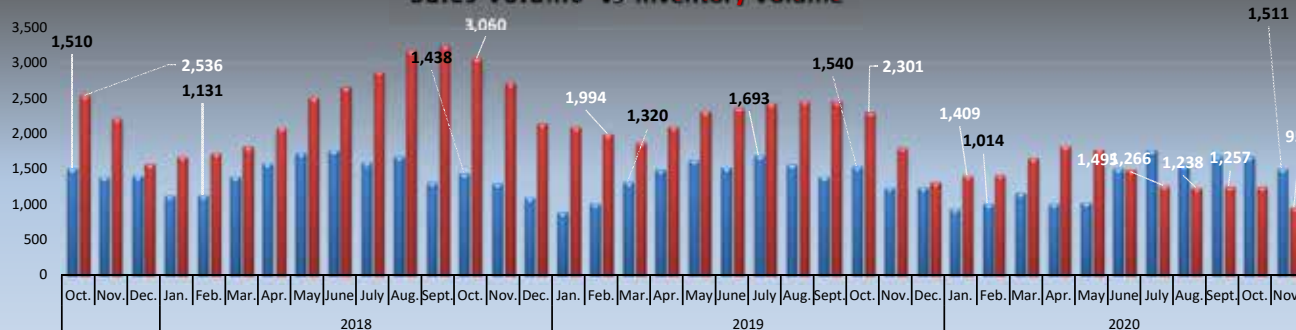
Data for Sacramento County and the City of West Sacramento



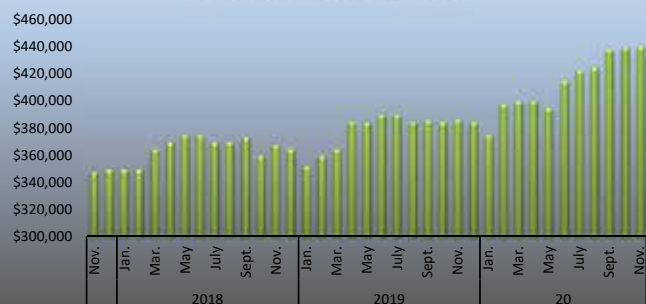
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,307		1,936	-32.5%		1,162		12.5%
Active Listing Inventory †	959		1,253	-23.5%		1,803		-46.8%
Pending Sales This Month*	2,052		2,216	-7.4%		1,653		24.1%
Number of REO Sales	3	0.2%	7	-57%	0.4%	13	1.0%	-76.9%
Number of Short Sales	1	0.1%	2	-50%	0.1%	1	0.1%	0.0%
Equity Sales	1,507	99.7%	1,667	-9.6%	99.5%	1,228	98.9%	22.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,511	100%	1,676	-9.8%	100%	1,242	100.0%	21.7%
Months Inventory	0.6 Months		0.7 Months	-14.3%		1.5 Months		-60.0%
Dollar Value of Closed Escrows	\$738,599,095		\$808,474,183	-8.6%		\$531,980,559		38.8%
Median	\$440,000		\$439,950	0.0%		\$386,750		13.8%
Mean	\$488,815		\$482,383	1.3%		\$428,326		14.1%
Year-to-Date Statistics	1/01/20 to 11/30/20		1/01/20 to 11/30/20			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			11/30/2020		Change
Number of Closed Escrows	14,893		15,223			15,317		-2.8%
Dollar Value of Closed Escrows	\$6,837,550,182		\$6,978,142,518			\$6,370,089,937		7.3%
Median	\$419,000		\$419,900			\$380,000		10.3%
Mean	\$459,112		\$458,395			\$415,883.65		10.4%

Sales Volume vs Inventory Volume



Median Sales Price

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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

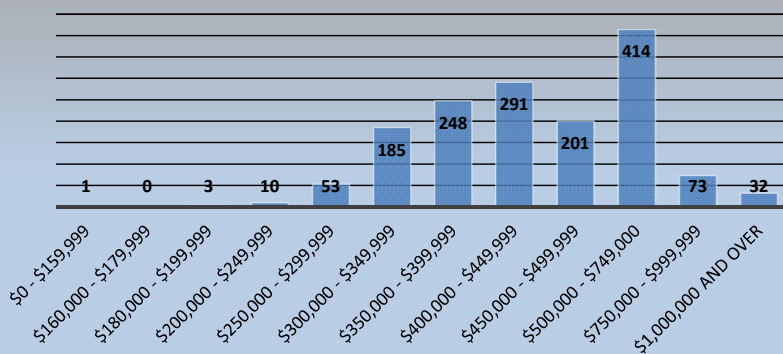
MLS STATISTICS for November 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

1 House on Lot

Total: 1,511

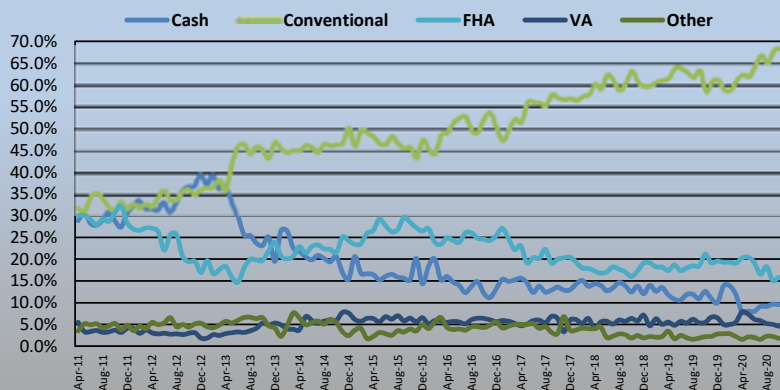


Type of Financing/Days on Market

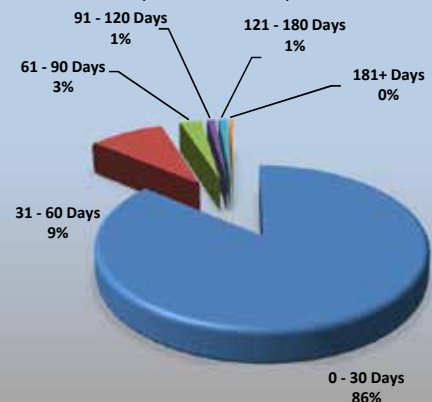
TYPE OF FINANCING (1 House on Lot)



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	137	9.1%	160	9.5%	0 - 30	1,302	86.2%	84.6%	78.5%
Conventional	1,022	67.6%	1,144	68.3%	31 - 60	134	8.9%	8.7%	11.7%
FHA	253	16.7%	265	15.8%	61 - 90	39	2.6%	3.2%	4.9%
VA	71	4.7%	77	4.6%	91 - 120	14	0.9%	1.6%	2.5%
Other †	28	1.9%	30	1.8%	121 - 180	15	1.0%	1.3%	1.7%
Total	1,511	100.0%	1,676	100.0%	181+	7	0.5%	0.7%	0.7%
					Total	1,511	100.0%	100.0%	100.0%

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

Median DOM:	7	6
Average DOM:	16	15
Average Price/Square Foot:	\$281.8	\$278.5

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

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SINGLE FAMILY HOME SALES BY ZIP CODE

NOVEMBER 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	57	REO Sales 0	69	44	614
	Median Sales Price	\$441,000	\$0	\$505,000	\$449,750	\$460,000
	Average Price/Square Foot	\$283	Short Sales 0	\$282	\$273	N/A
	Average Sq Ft of Property	1,764	\$0	1,982	2,039	N/A
	Total Listing Inventory *	46	Conventional 57	74	104	N/A
	Total Listing Median Price ∞	\$599,900	Sales \$441,000	\$599,900	\$504,450	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	40	35	370
	Median Sales Price	\$425,000	\$0	\$424,650	\$365,000	\$401,500
	Average Price/Square Foot	\$257	Short Sales 0	\$253	\$250	N/A
	Average Sq Ft of Property	1,779	\$0	1,772	1,580	N/A
	Total Listing Inventory *	25	Conventional 35	29	40	N/A
	Total Listing Median Price ∞	\$459,500	Sales \$425,000	\$434,450	\$402,450	N/A
95621 Citrus Heights	Total Sales	49	REO Sales 0	46	43	477
	Median Sales Price	\$395,000	\$0	\$385,000	\$339,000	\$365,000
	Average Price/Square Foot	\$273	Short Sales 0	\$282	\$252	N/A
	Average Sq Ft of Property	1,511	\$0	1,403	1,390	N/A
	Total Listing Inventory *	17	Conventional 49	32	31	N/A
	Total Listing Median Price ∞	\$389,500	Sales \$395,000	\$392,500	\$345,000	N/A
95624 Elk Grove	Total Sales	60	REO Sales 0	71	57	622
	Median Sales Price	\$512,500	\$0	\$509,900	\$459,773	\$475,614
	Average Price/Square Foot	\$260	Short Sales 0	\$250	\$243	N/A
	Average Sq Ft of Property	2,196	\$0	2,344	2,168	N/A
	Total Listing Inventory *	41	Conventional 60	48	83	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$512,500	\$574,750	\$529,493	N/A
95626 Elverta	Total Sales	9	REO Sales 0	7	5	49
	Median Sales Price	\$365,000	\$0	\$360,000	\$341,000	\$365,000
	Average Price/Square Foot	\$337	Short Sales 0	\$305	\$263	N/A
	Average Sq Ft of Property	1,311	\$0	1,593	1,795	N/A
	Total Listing Inventory *	6	Conventional 9	9	5	N/A
	Total Listing Median Price ∞	\$499,500	Sales \$365,000	\$399,500	\$350,000	N/A
95628 Fair Oaks	Total Sales	66	REO Sales 0	75	35	600
	Median Sales Price	\$532,000	\$0	\$485,000	\$459,000	\$495,000
	Average Price/Square Foot	\$276	Short Sales 0	\$274	\$242	N/A
	Average Sq Ft of Property	2,152	\$0	2,060	2,334	N/A
	Total Listing Inventory *	43	Conventional 66	61	104	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$532,000	\$634,000	\$624,900	N/A
95630 Folsom	Total Sales	83	REO Sales 0	116	64	858
	Median Sales Price	\$636,333	\$0	\$600,500	\$559,250	\$600,094
	Average Price/Square Foot	\$311	Short Sales 0	\$309	\$280	N/A
	Average Sq Ft of Property	2,286	\$0	2,151	2,138	N/A
	Total Listing Inventory *	42	Conventional 83	59	97	N/A
	Total Listing Median Price ∞	\$657,000	Sales \$636,333	\$666,000	\$635,000	N/A
95632 Galt	Total Sales	37	REO Sales 0	43	24	345
	Median Sales Price	\$465,000	\$0	\$430,000	\$420,000	\$429,000
	Average Price/Square Foot	\$256	Short Sales 0	\$269	\$235	N/A
	Average Sq Ft of Property	1,912	\$0	1,786	1,971	N/A
	Total Listing Inventory *	19	Conventional 37	33	54	N/A
	Total Listing Median Price ∞	\$580,000	Sales \$465,000	\$549,950	\$449,900	N/A
95638 Herald	Total Sales	2	REO Sales 0	1	2	14
	Median Sales Price	\$600,000	\$0	\$671,000	\$416,000	\$600,000
	Average Price/Square Foot	\$330	Short Sales 0	\$379	\$274	0
	Average Sq Ft of Property	1,839	\$0	1,776	1,488	N/A
	Total Listing Inventory *	1	Conventional 2	4	4	N/A
	Total Listing Median Price ∞	\$500,000	Sales \$600,000	\$759,950	\$459,500	N/A
95641 Isleton	Total Sales	3	REO Sales 0	0	0	17
	Median Sales Price	\$360,000	\$0	\$0	\$0	\$330,000
	Average Price/Square Foot	\$235	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,552	\$0	0	0	N/A
	Total Listing Inventory *	5	Conventional 3	8	6	N/A
	Total Listing Median Price ∞	\$345,000	Sales \$360,000	\$372,500	\$414,950	N/A
95655 Mather	Total Sales	8	REO Sales 1	1	6	47
	Median Sales Price	\$487,000	\$499,000	\$408,000	\$392,500	\$414,000
	Average Price/Square Foot	\$217	Short Sales 0	\$238	\$204	N/A
	Average Sq Ft of Property	2,339	\$0	1,716	2,367	N/A
	Total Listing Inventory *	2	Conventional 7	5	8	N/A
	Total Listing Median Price ∞	\$405,000	Sales \$475,000	\$419,999	\$425,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	43	16	330
	Median Sales Price	\$330,000	\$0	\$305,000	\$257,500	\$300,000
	Average Price/Square Foot	\$289	Short Sales 0	\$268	\$241	N/A
	Average Sq Ft of Property	1,164	\$0	1,169	1,099	N/A
	Total Listing Inventory *	17	Conventional 32	19	28	N/A
	Total Listing Median Price ∞	\$315,000	Sales \$330,000	\$318,000	\$275,000	N/A
95662 Orangevale	Total Sales	53	REO Sales 0	53	34	396
	Median Sales Price	\$465,250	\$0	\$475,000	\$383,000	\$449,975
	Average Price/Square Foot	\$292	Short Sales 0	\$281	\$254	N/A
	Average Sq Ft of Property	1,900	\$0	1,824	1,926	N/A
	Total Listing Inventory *	28	Conventional 52	42	31	N/A
	Total Listing Median Price ∞	\$645,000	Sales \$465,250	\$525,000	\$501,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	47	REO Sales 2	63	49	578
	Median Sales Price	\$419,000	\$328,000	\$395,000	\$362,500	\$395,000
	Average Price/Square Foot	\$268	Short Sales 0	\$263	\$245	N/A
	Average Sq Ft of Property	1,753	\$0	1,710	1,584	N/A
	Total Listing Inventory *	23	Conventional 45	31	42	N/A
	Total Listing Median Price ∞	\$469,900	Sales \$422,500	\$435,000	\$434,000	N/A
95673 Rio Linda	Total Sales	14	REO Sales 0	22	16	159
	Median Sales Price	\$345,000	\$0	\$378,000	\$319,500	\$332,500
	Average Price/Square Foot	\$342	Short Sales 0	\$267	\$248	N/A
	Average Sq Ft of Property	1,154	\$0	1,567	1,446	N/A
	Total Listing Inventory *	10	Conventional 14	15	27	N/A
	Total Listing Median Price ∞	\$407,500	Sales \$345,000	\$387,500	\$345,000	N/A
95683 Rancho Murieta	Total Sales	15	REO Sales 0	18	12	158
	Median Sales Price	\$510,000	\$0	\$561,900	\$626,900	\$542,450
	Average Price/Square Foot	\$259	Short Sales 0	\$247	\$234	N/A
	Average Sq Ft of Property	2,193	\$0	2,284	2,892	N/A
	Total Listing Inventory *	24	Conventional 15	23	32	N/A
	Total Listing Median Price ∞	\$646,950	Sales \$510,000	\$749,900	\$562,450	N/A
95690 Walnut Grove	Total Sales	2	REO Sales 0	1	1	11
	Median Sales Price	\$302,500	\$0	\$820,000	\$250,000	\$330,000
	Average Price/Square Foot	\$277	Short Sales 0	\$817	\$343	N/A
	Average Sq Ft of Property	2,281	\$0	1,004	728	N/A
	Total Listing Inventory *	0	Conventional 2	0	3	N/A
	Total Listing Median Price ∞	\$0	Sales \$302,500	\$0	\$400,000	N/A
95693 Wilton	Total Sales	11	REO Sales 0	8	4	71
	Median Sales Price	\$800,000	\$0	\$1,024,500	\$774,500	\$749,000
	Average Price/Square Foot	\$358	Short Sales 0	\$307	\$289	N/A
	Average Sq Ft of Property	2,548	\$0	3,509	1,925	N/A
	Total Listing Inventory *	9	Conventional 11	13	24	N/A
	Total Listing Median Price ∞	\$689,000	Sales \$800,000	\$850,000	\$847,000	N/A
95742 Rancho Cordova	Total Sales	37	REO Sales 0	34	22	362
	Median Sales Price	\$510,000	\$0	\$496,000	\$443,700	\$479,500
	Average Price/Square Foot	\$227	Short Sales 0	\$238	\$217	N/A
	Average Sq Ft of Property	2,359	\$0	2,157	2,156	N/A
	Total Listing Inventory *	15	Conventional 37	16	45	N/A
	Total Listing Median Price ∞	\$548,888	Sales \$510,000	\$510,082	\$463,595	N/A
95757 Elk Grove	Total Sales	47	REO Sales 0	54	41	494
	Median Sales Price	\$550,000	\$0	\$550,500	\$512,000	\$529,959
	Average Price/Square Foot	\$245	Short Sales 0	\$232	\$212	N/A
	Average Sq Ft of Property	2,455	\$0	2,529	2,501	N/A
	Total Listing Inventory *	131	Conventional 47	20	65	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$550,000	\$594,450	\$529,444	N/A
95758 Elk Grove	Total Sales	75	REO Sales 0	72	58	677
	Median Sales Price	\$463,000	\$0	\$457,500	\$415,500	\$435,500
	Average Price/Square Foot	\$259	Short Sales 0	\$262	\$237	N/A
	Average Sq Ft of Property	1,948	\$0	1,888	1,888	N/A
	Total Listing Inventory *	33	Conventional 75	44	41	N/A
	Total Listing Median Price ∞	\$543,993	Sales \$463,000	\$499,900	\$449,975	N/A
95811 Midtown/ Downtown	Total Sales	1	REO Sales 0	4	3	25
	Median Sales Price	\$650,000	\$0	\$575,000	\$630,000	\$675,000
	Average Price/Square Foot	\$374	Short Sales 0	\$446	\$374	N/A
	Average Sq Ft of Property	1,737	\$0	1,331	1,725	N/A
	Total Listing Inventory *	11	Conventional 1	13	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$650,000	\$799,000	\$862,494	N/A
95814 Downtown	Total Sales	2	REO Sales 0	2	1	25
	Median Sales Price	\$690,000	\$0	\$674,450	\$630,816	\$649,512
	Average Price/Square Foot	\$409	Short Sales 0	\$336	\$362	N/A
	Average Sq Ft of Property	1,689	\$0	2,025	1,745	N/A
	Total Listing Inventory *	5	Conventional 2	4	3	N/A
	Total Listing Median Price ∞	\$647,207	Sales \$690,000	\$614,995	\$599,900	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	14	REO Sales 0	23	20	196
	Median Sales Price	\$300,000	\$0	\$295,000	\$251,000	\$271,750
	Average Price/Square Foot	\$252	Short Sales 0	\$271	\$231	N/A
	Average Sq Ft of Property	1,349	\$0	1,212	1,223	N/A
	Total Listing Inventory *	25	Conventional 14	22	22	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$300,000	\$299,900	\$265,000	N/A
95816 Midtown/East Sacramento	Total Sales	11	REO Sales 0	11	13	140
	Median Sales Price	\$650,000	\$0	\$635,000	\$555,000	\$600,750
	Average Price/Square Foot	\$445	Short Sales 0	\$473	\$410	N/A
	Average Sq Ft of Property	1,529	\$0	1,743	1,647	N/A
	Total Listing Inventory *	11	Conventional 11	21	23	N/A
	Total Listing Median Price ∞	\$698,888	Sales \$650,000	\$729,000	\$624,500	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	19	REO Sales 0	20	13	179
	Median Sales Price	\$440,000	\$0	\$420,750	\$375,000	\$400,000
	Average Price/Square Foot	\$403	Short Sales 0	\$373	\$320	N/A
	Average Sq Ft of Property	1,147	\$0	1,227	1,295	N/A
	Total Listing Inventory *	29	Conventional 19	16	19	N/A
	Total Listing Median Price ∞	\$526,975	Sales \$440,000	\$399,000	\$399,000	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

NOVEMBER 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	32	13	249
	Median Sales Price	\$575,000	\$0	\$611,250	\$515,000	\$600,000
	Average Price/Square Foot	\$448	Short Sales 0	\$442	\$409	N/A
	Average Sq Ft of Property	1,452	\$0	1,628	1,313	N/A
	Total Listing Inventory *	27	Conventional 19	31	31	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$575,000	\$624,900	\$599,450	N/A
95819 East Sacramento	Total Sales	24	REO Sales 0	25	24	230
	Median Sales Price	\$692,500	\$0	\$617,500	\$591,000	\$640,000
	Average Price/Square Foot	\$476	Short Sales 0	\$443	\$459	N/A
	Average Sq Ft of Property	1,732	\$0	1,677	1,586	N/A
	Total Listing Inventory *	28	Conventional 24	32	29	N/A
	Total Listing Median Price ∞	\$858,750	Sales \$692,500	\$970,610	\$715,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	39	REO Sales 0	43	40	449
	Median Sales Price	\$389,500	\$0	\$355,000	\$285,000	\$315,000
	Average Price/Square Foot	\$311	Short Sales 0	\$303	\$266	0
	Average Sq Ft of Property	1,297	\$0	1,288	1,178	N/A
	Total Listing Inventory *	27	Conventional 39	32	48	N/A
	Total Listing Median Price ∞	\$347,700	Sales \$389,500	\$349,900	\$310,000	N/A
95821 N. Arden Arcade	Total Sales	35	REO Sales 0	46	26	355
	Median Sales Price	\$419,000	\$0	\$395,000	\$371,250	\$391,000
	Average Price/Square Foot	\$290	Short Sales 0	\$279	\$249	N/A
	Average Sq Ft of Property	1,476	\$0	1,517	1,504	N/A
	Total Listing Inventory *	20	Conventional 35	33	47	N/A
	Total Listing Median Price ∞	\$447,000	Sales \$419,000	\$405,000	\$399,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	37	REO Sales 0	43	32	407
	Median Sales Price	\$385,000	\$0	\$380,000	\$304,500	\$342,000
	Average Price/Square Foot	\$312	Short Sales 0	\$309	\$270	N/A
	Average Sq Ft of Property	1,416	\$0	1,420	1,345	N/A
	Total Listing Inventory *	12	Conventional 37	23	38	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$385,000	\$374,500	\$367,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	45	REO Sales 0	44	39	457
	Median Sales Price	\$351,000	\$0	\$350,000	\$300,000	\$325,000
	Average Price/Square Foot	\$248	Short Sales 1	\$239	\$215	N/A
	Average Sq Ft of Property	1,461	\$309,900	1,523	1,410	N/A
	Total Listing Inventory *	22	Conventional 44	35	48	N/A
	Total Listing Median Price ∞	\$369,900	Sales \$355,500	\$372,450	\$307,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	14	REO Sales 0	16	23	173
	Median Sales Price	\$300,000	\$0	\$309,500	\$250,000	\$275,000
	Average Price/Square Foot	\$236	Short Sales 0	\$254	\$219	N/A
	Average Sq Ft of Property	1,441	\$0	1,252	1,187	N/A
	Total Listing Inventory *	15	Conventional 14	21	26	N/A
	Total Listing Median Price ∞	\$320,000	Sales \$300,000	\$290,000	\$260,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	16	REO Sales 0	12	9	139
	Median Sales Price	\$399,250	\$0	\$386,500	\$405,000	\$389,900
	Average Price/Square Foot	\$272	Short Sales 0	\$287	\$252	N/A
	Average Sq Ft of Property	1,614	\$0	1,459	1,553	N/A
	Total Listing Inventory *	21	Conventional 16	22	19	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$399,250	\$413,750	\$369,995	N/A
95826 College Glen La Riviera Rosemont	Total Sales	31	REO Sales 0	42	38	362
	Median Sales Price	\$392,000	\$0	\$396,250	\$354,000	\$380,000
	Average Price/Square Foot	\$291	Short Sales 0	\$272	\$249	N/A
	Average Sq Ft of Property	1,450	\$0	1,511	1,483	N/A
	Total Listing Inventory *	13	Conventional 31	21	21	N/A
	Total Listing Median Price ∞	\$417,500	Sales \$392,000	\$404,900	\$359,500	N/A
95827 Lincoln Village	Total Sales	20	REO Sales 0	22	15	158
	Median Sales Price	\$385,000	\$0	\$392,500	\$349,000	\$375,000
	Average Price/Square Foot	\$257	Short Sales 0	\$254	\$231	N/A
	Average Sq Ft of Property	1,562	\$0	1,722	1,605	N/A
	Total Listing Inventory *	8	Conventional 20	7	17	N/A
	Total Listing Median Price ∞	\$412,450	Sales \$385,000	\$477,999	\$355,000	N/A
95828 Florin	Total Sales	42	REO Sales 0	32	28	408
	Median Sales Price	\$375,000	\$0	\$372,500	\$322,750	\$345,000
	Average Price/Square Foot	\$245	Short Sales 0	\$239	\$213	N/A
	Average Sq Ft of Property	1,627	\$0	1,632	1,627	N/A
	Total Listing Inventory *	21	Conventional 42	35	46	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$375,000	\$359,990	\$339,000	N/A
95829 Vineyard	Total Sales	34	REO Sales 0	32	30	302
	Median Sales Price	\$522,500	\$0	\$495,000	\$402,500	\$433,019
	Average Price/Square Foot	\$263	Short Sales 0	\$253	\$235	N/A
	Average Sq Ft of Property	2,329	\$0	2,326	2,026	N/A
	Total Listing Inventory *	19	Conventional 34	20	36	N/A
	Total Listing Median Price ∞	\$749,000	Sales \$522,500	\$682,450	\$440,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	1	0	2
	Median Sales Price	\$0	\$0	\$511,000	\$0	\$780,500
	Average Price/Square Foot	\$0	Short Sales 0	\$285	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,792	0	N/A
	Total Listing Inventory *	2	Conventional 0	1	2	N/A
	Total Listing Median Price ∞	\$1,012,000	Sales \$0	\$1,475,000	\$693,944	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831 Greenhaven Pocket Riverside	Total Sales	29	REO Sales 0	27	33	274
	Median Sales Price	\$545,000	\$0	\$600,000	\$487,000	\$535,000
	Average Price/Square Foot	\$301	Short Sales 0	\$289	\$254	N/A
	Average Sq Ft of Property	1,877	\$0	2,064	1,998	N/A
	Total Listing Inventory *	11	Conventional 29	20	31	N/A
Total Listing Median Price ∞		\$649,000	Sales \$545,000	\$595,000	\$649,000	N/A
95832 Meadowview Freeport	Total Sales	9	REO Sales 0	8	5	87
	Median Sales Price	\$330,000	\$0	\$327,500	\$345,000	\$314,900
	Average Price/Square Foot	\$246	Short Sales 0	\$235	\$167	N/A
	Average Sq Ft of Property	1,327	\$0	1,492	1,962	N/A
	Total Listing Inventory *	7	Conventional 9	3	9	N/A
Total Listing Median Price ∞		\$382,450	Sales \$330,000	\$1,350,000	\$269,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	47	REO Sales 0	41	25	347
	Median Sales Price	\$387,000	\$0	\$380,000	\$326,000	\$368,000
	Average Price/Square Foot	\$254	Short Sales 0	\$251	\$233	N/A
	Average Sq Ft of Property	1,628	\$0	1,632	1,504	N/A
	Total Listing Inventory *	21	Conventional 47	29	35	N/A
Total Listing Median Price ∞		\$429,499	Sales \$387,000	\$389,000	\$337,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	32	REO Sales 0	51	27	410
	Median Sales Price	\$432,400	\$0	\$438,000	\$360,000	\$412,553
	Average Price/Square Foot	\$239	Short Sales 0	\$241	\$232	N/A
	Average Sq Ft of Property	1,923	\$0	1,895	1,653	N/A
	Total Listing Inventory *	13	Conventional 32	17	48	N/A
Total Listing Median Price ∞		\$485,000	Sales \$432,400	\$442,000	\$440,000	N/A
95835 North Natomas	Total Sales	57	REO Sales 0	58	39	489
	Median Sales Price	\$455,000	\$0	\$457,500	\$415,395	\$445,000
	Average Price/Square Foot	\$245	Short Sales 0	\$241	\$210	N/A
	Average Sq Ft of Property	1,983	\$0	2,038	2,097	N/A
	Total Listing Inventory *	15	Conventional 57	21	59	N/A
Total Listing Median Price ∞		\$539,990	Sales \$455,000	\$447,500	\$449,000	N/A
95838 Del Paso Heights Robla	Total Sales	25	REO Sales 0	38	41	374
	Median Sales Price	\$327,500	\$0	\$280,000	\$306,000	\$305,000
	Average Price/Square Foot	\$258	Short Sales 0	\$251	\$218	N/A
	Average Sq Ft of Property	1,339	\$0	1,186	1,431	N/A
	Total Listing Inventory *	35	Conventional 25	27	57	N/A
Total Listing Median Price ∞		\$325,000	Sales \$327,500	\$364,999	\$310,000	N/A
95841 Foothill Farms North Highlands	Total Sales	12	REO Sales 0	10	11	109
	Median Sales Price	\$355,000	\$0	\$452,500	\$341,500	\$359,990
	Average Price/Square Foot	\$249	Short Sales 0	\$258	\$207	N/A
	Average Sq Ft of Property	1,547	\$0	1,937	2,038	N/A
	Total Listing Inventory *	12	Conventional 12	12	13	N/A
Total Listing Median Price ∞		\$467,450	Sales \$355,000	\$449,900	\$374,975	N/A
95842 Foothill Farms	Total Sales	31	REO Sales 0	28	26	294
	Median Sales Price	\$364,000	\$0	\$353,500	\$315,000	\$335,000
	Average Price/Square Foot	\$280	Short Sales 0	\$289	\$257	N/A
	Average Sq Ft of Property	1,330	\$0	1,267	1,205	N/A
	Total Listing Inventory *	8	Conventional 31	13	31	N/A
Total Listing Median Price ∞		\$335,000	Sales \$364,000	\$350,000	\$325,000	N/A
95843 Antelope	Total Sales	49	REO Sales 0	47	39	518
	Median Sales Price	\$414,000	\$0	\$410,000	\$370,000	\$395,000
	Average Price/Square Foot	\$250	Short Sales 0	\$261	\$230	N/A
	Average Sq Ft of Property	1,689	\$0	1,630	1,791	N/A
	Total Listing Inventory *	15	Conventional 49	0	34	N/A
Total Listing Median Price ∞		\$407,500	Sales \$414,000	\$435,000	\$360,000	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	38	REO Sales 0	30	22	353
	Median Sales Price	\$662,500	\$0	\$592,500	\$434,250	\$562,000
	Average Price/Square Foot	\$365	Short Sales 0	\$331	\$282	N/A
	Average Sq Ft of Property	2,092	\$0	1,966	1,848	N/A
	Total Listing Inventory *	40	Conventional 38	53	61	N/A
Total Listing Median Price ∞		\$1,199,995	Sales \$662,500	\$1,137,498	\$850,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	7	REO Sales 0	9	8	78
	Median Sales Price	\$379,000	\$0	\$390,000	\$343,500	\$334,000
	Average Price/Square Foot	\$286	Short Sales 0	\$284	\$274	N/A
	Average Sq Ft of Property	1,858	\$0	1,508	1,619	N/A
	Total Listing Inventory *	7	Conventional 7	7	9	N/A
Total Listing Median Price ∞		\$359,750	Sales \$379,000	\$507,450	\$319,900	N/A
95691 West Sacramento Southport Jefferson	Total Sales	29	REO Sales 0	40	31	373
	Median Sales Price	\$440,000	\$0	\$442,725	\$418,390	\$450,000
	Average Price/Square Foot	\$267	Short Sales 0	\$269	\$242	N/A
	Average Sq Ft of Property	1,907	\$0	1,905	1,925	N/A
	Total Listing Inventory *	40	Conventional 29	45	61	N/A
Total Listing Median Price ∞		\$491,400	Sales \$440,000	\$460,900	\$465,000	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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