



SACRAMENTO REALTOR®

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

FEBRUARY 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

SETTING YOUR **GOALS**



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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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Sticking with your Goals for 2020

Here we are – a new decade – living in a year that once only existed in futuristic sci-fi movies. I hope your 2020 is off to a positive start. I know, like myself, you can already feel the pressure of the goals that you have set up for yourself this year. Mark Victor Hansen said, “By recording your dreams and goals on paper, you set in motion the process of becoming the person you most want to be. Put your future in good hands—your own.”

I find it helpful to make a list and write down my goals. It is a good feeling to be able to focus on something and then cross it off the list once I’ve reached it. This is a good strategy when working on daily, weekly or monthly lists and will keep you moving forward to accomplish the next goal. Some goals are on a much larger scale and may take years to accomplish, but I find it helpful to break these down into smaller tasks so it is easier to see your progress. After all, you only really have a minute...

*“I’ve only just a minute,
Only sixty seconds in it.
Forced upon me, can’t refuse it,
Didn’t seek it, didn’t choose it,
But it’s up to me to use it.
I must suffer if I lose it,
Give an account if I abuse it,
Just a tiny little minute,
But eternity is in it.”*

-Dr. Benjamin E. Mays

You may recall hearing this poem at the 2020 Installation luncheon. I quoted it in my speech because it reminds me that time is precious and to focus on things that are really important. I like to keep the theme of this poem in mind while I’m planning and accomplishing my goals. You may only have a minute to do something, so don’t waste that minute. Focus on what you want to accomplish and go for it, give it your all.

REALTORS® are currently striving to collect 1.45million signatures to qualify a measure – the Family Home Protection and Fairness in Property Tax Act of 2020 – for the November 2020 ballot. As one of our goals, we are actively supporting this measure.

This also happens to be a crucial election year in our local communities and statewide. I implore you all to vote. If you’re not yet registered – get registered!

For more information, please visit your [Government Affairs webpage](#) or contact your Government Affairs Team.



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2020 LEADERSHIP

Meet Your 2020 Leadership

SAR's Officers and Directors



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Kellie Swayne
Paula Swayne
Maurice Thomas
Linda Wood

2020 NAR Directors

Judy Covington
Franco Garcia
Leigh Rutledge





Be Engaged, “That’s Who We R”!

At our first Main Meeting of the year, our theme was “Get Involved.” We covered civic engagement and why it is so important for our membership, so we wanted to recap that theme in this month’s newsletter.

Register to Vote

If you are a citizen and able to vote, it is the first step towards being engaged. You can do so at registertovote.ca.gov. The last day to register before the March 3rd primary is February 17th, but there is also a way you can register by voting provisionally on Election Day. To do this, please contact your county’s voter registrar who can give you the information regarding the process. If you have any friends or family who are not registered, please encourage them to get registered and remember to vote.

Sign the Tax Portability Initiative Petition

You have likely been approached by someone from SAR collecting signatures to qualify this initiative for the November ballot. The Tax Portability initiative will help people buy a different home that they otherwise may not have been able to if they are 55 or older, severely disabled, or have fallen victim to a natural disaster. This policy will greatly help this group, as they would be able to move to a different county and still keep their original property tax base. With wildfires impacting many nearby counties, we know how important this could be for someone who is moving away from a devastating fire and can’t afford a new home because of the greater property tax. This will generate an estimated 67,000 to 100,000 new home transactions per year over the next few decades. There is no negative fiscal impact with this policy, in fact it would generate more money for schools and the counties themselves. * See fact sheet on next page.

Spread the word about the Census (and participate)

As REALTORS®, you are trusted messengers within our community and must make sure that we use our networks to help spread the message about how important the census is and how impactful it is for local resources. There are many false ideas surrounding the census, but all information shared is safe and never shared with law enforcement. For each individual not counted in 2020, California (local governments) could lose \$1,000 per person/per year of federal funds for the following decade. Please spread the word to your clients and networks, as this is of vital importance. Go to norcalcensus.org for more information.

Contribute to the Realtor® Action Fund

The REALTOR® Action Fund (RAF) is how our Government Affairs team keeps the interest of our members in the spotlight with legislators. RAF dollars support the REALTOR® party, which is nonpartisan. The money you contribute goes to fighting onerous policies like point of sale mandates, statewide service taxes and independent contractor withholding, and other harmful policies. It also goes to promoting policy and legislators that help our industry. To contribute, go to ims.sacrealtor.org or contact Carter Nelson at cnelson@sacrealtor.org.





GET THE FACTS

The Family Home Protection and Fairness in Property Tax Act of 2020

FACT:

Property Tax Protection for Families, Seniors, Severely Disabled, and Victims of Wildfires

- ✓ Allows homeowners who are seniors, severely disabled, victims of wildfires or natural disaster to transfer their property tax base to a replacement home anywhere in California up to three times
- ✓ Allows any homeowner aged 55 and older to transfer their home's Prop 13 property tax savings to a replacement home
- ✓ Preserves the right for parents and grandparents to pass the family home to their children, protecting tax breaks for children on the family home

Note: Legislators, unfavorable media reports, and a recent Fiscal Impact Report by the Legislative Analyst has targeted intergenerational transfers for elimination or reform

FACT:

Generates Hundreds of Millions for Local Schools, Cities, and Counties

- ✓ School districts would gain tens of millions of dollars each year, growing to hundreds of millions annually over time. That's education funding for local schools, classrooms, after-school programs, and local teachers
- ✓ Local cities and counties would also gain tens of millions of dollars annually, growing to hundreds of millions in revenue each year over time. That's new funding for firefighters and police, emergency services, local housing programs, and vital services for children and seniors

FACT:

Increased Home Sales: 67,000 to 90,000 Transactions Per Year

- ✓ Starting in 2021, this measure will generate a significant increase in annual home sales of at least 67,000 transactions per year
- ✓ With 4.1 million Baby Boomer homeowners aged 55 or older in 2021, this measure will likely generate 67,000 to 100,000 new home transactions per year over the next few decades

Paid for by Homeownership for Families and Tax Savings for Seniors. Sponsored by California Association of REALTORS®. Committee major funding from: California Association of REALTORS®
Funding Details At <http://www.fppc.ca.gov>.



The Importance of Mentoring

As Masters Club members, I would hope that we are all role models in our offices and industry, and that we make ourselves available to help newer agents whenever we can. As mentors we are helping shape the future of our industry and the caliber and quality of the newer agents we affect and impact. Their professionalism and knowledge of our contracts, the process, and good ethical business practices can be guided and influenced by good mentors as well as the other more experienced agents they meet along the way.

I write this article as a Masters Club member since 1998 and a Mentor in my office since 2014. I feel many of us with years of experience have a lot to give back, and I take my mentoring role very seriously. I get the greatest satisfaction from making a positive difference in my new agents' careers and ultimate success. They really are a reflection of my guidance and the knowledge I can impart to them. And I hope they will all achieve Masters Club status!

Being a fully committed mentor is not for everyone, but everyone has something they can teach or share to make a newer agent a better agent. Just remember back to getting your license. And then what?! How did you navigate those first few deals? A first listing? Some of the acronyms we throw around, like EMD, a CR, a VP, the RCSD, and so on. It's a foreign language to many newer agents with no experience in our world. So by giving good sound advice and being available and willing to share, you can make a big difference in one person's career and their dealings with others. I am asked all the time to share with them how I would say something to the other agent, or how I would negotiate for the client. I know it's important for me to stay educated and informed for me and them. Every opportunity to teach something of value will multiply itself in the actions of the next person. It is paying it forward to ensure the excellence of our people and our real estate industry.



MASTERS CLUB
SACRAMENTO ASSOCIATION OF REALTORS®

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"Extremely **knowledgeable** on everything they offer."



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How the New FICO Scoring Affects Consumers

Scott sits down with Tracie Panish of Partners Credit & Verification Solutions and they discuss the new credit scoring model, put out by FICO. These new reports give lenders a bigger picture of the credit-worthiness and potential risk of a prospective borrower. These new scoring models also take a closer look at the consumer's revolving debt, which will weigh heavier on their credit score. They also talk about how consumers can freeze their credit to further protect themselves from potential credit fraud.

Click the video below for an in-depth discussion on all these topics!



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Together we'll go far



2019 SAR AWARDS

Featured at SAR Installation Luncheon

Let's celebrate the SAR leaders that contributed exceptional time and effort to their association during the year 2019. Thank you for your dedication and commitment and congratulations!

2019 PRESIDENT'S AWARD



Kellie Swayne

2019 AFFILIATE OF THE YEAR



Steve Larson

EDUCATIONAL EXCELLENCE



Aria Salehpour, Scott Short

2019 REALTOR® OF THE YEAR



Erin Stumpf

2019 RISING STAR



Breeze Singh

2019 LIFETIME SERVICE AWARD



Charlene Singley

COMMUNITY SERVICE AWARD



Preston Collier, Tanya Wermund

LOCAL ASSOCIATION ACTIVITIES AWARD



Jodi Ash, Doug Covill, Courtney Edwards

NATIONAL ASSOCIATION ACTIVITIES



Charlene Singley

STATE ASSOCIATION ACTIVITIES AWARD



Judy Covington, Chris Little, Erin Stumpf



POLITICAL INVOLVEMENT AWARD



Kevin Cooper, Barbara LeBrecht, Luis Sumpter



TIPS for Effective Time Management

With the beginning of the New Year comes the obligatory New Year's resolutions. The time for us to motivate ourselves to do better. But let's be honest – how long do we really keep those resolutions, a month, a week, a couple days? For years, people have been trying to come up with ways to better manage their time. Create more productivity and be more efficient. One of the more recent developments, which seems to have had some success is creating SMART goals.

SMART is an acronym for setting **S**pecific, **M**easurable, **A**chievable, **R**elevant, and **T**ime bound goals. The purpose is to force individuals to think about setting goals in a way that lends itself to completion or fulfillment of the goals so that the individual does not get discouraged and give up. In order to achieve your goals, one thing is a constant, whether in our professional lives or personal lives, it is:

EFFECTIVE TIME MANAGEMENT IS A MUST!

At every turn there is some gimmick or trick to help manage time, whether it is the latest software on your computer, an app on your smart phone, or the tried and failed "I just need to be more disciplined." Truth is, our businesses and personal lives are running at record speeds, the smart phone just makes it easier to remain connected to the world and in the end we get bogged down with more tasks and more priorities.

Whether you are a real estate professional, investor, businessman or attorney, one aspect is key: setting proper priorities. In real estate, you are governed by the calendar, disclosures are to be completed in 3 days, inspections completed in 17 days, contingency removal is due in 17 days, closing in 30 or 45 days, etc. The calendar rules the practice and failure to complete tasks timely can create a breach of fiduciary duty issue and expose one to liability. Learning how to manage time and tasks is essential.

Some simple steps can be taken to manage time more effectively. These are steps that I have found beneficial in managing time in the face of more and more obligations.

One, create a priority list each night for the next day. Identify the tasks that must be completed and to whom they are due. By creating a list and identifying what needs to be done, you give yourself a roadmap for the next day. Some people also create a weekly goals list and allocate time on their calendar to advance towards the goals.

Two, once you create your list make sure to allocate a reasonable amount of time during the day to complete the task. By doing this you have now allocated a portion of your day to the tasks you know need to be completed.

SMART



Third, when completing your tasks, turn off your email and your text messages. The natural tendency for many of us is to keep our email open and respond as those emails and text messages as fast as they come in. I am guilty of that too. In reality; most emails and texts can wait a couple hours before a response is made and those texts and emails do nothing but distract us from the high priority task that needs to be completed.

Fourth, set aside a block of time to deal with the fires. You know those tasks that will inevitably pop up and need rapid attention. This structures your time to deal with the unknown without burdening the rest of your day.

Fifth, allocate a portion of the day to calls, emails and meeting with your team. For me, I have found that the most effective time to do this is first thing in the morning and last thing in the afternoon. It allows me to respond to the things that came in overnight and prep the team for the day. Likewise, in the afternoon, I can respond to the things that came in during the day and begin the prep with team for the next day. It creates a natural synergy in the working environment without bogging everyone down.

Lastly, set some time aside for yourself. Whether that means hitting the gym, getting a nice dinner or hanging out with the family. Set some time where you are not occupied by the things of the office. It will allow you to re-energize, take care of your own health and prepare for the next day. Because tomorrow, it starts all over again.

ETHICS CORNER

Article 2

REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)

Case #2-2: Responsibility for Sales Associate's Error

(Revised Case #9-5 May, 1988. Transferred to Article 2 November, 1994.)

REALTOR® A, a REALTOR® principal, was asked to list a neglected house that obviously needed a wide range of repairs. He strongly advised the owner that it would be to his advantage to put the house in good repair before offering it for sale, but the owner wanted it sold at once on an "as is" basis. REALTOR® A wrote a novel advertisement offering a "clunker" in poor condition as a challenge to an ambitious do-it-yourself hobbyist.

A few days later, Sales Associate B, who was not a Board member, from REALTOR® A's office showed the house to a retired couple who liked the location and general features, and who had been attracted by the ad because the husband was looking forward to applying his "fix-up" hobby to improving a home. The sale was made. Shortly thereafter, REALTOR® A was charged by the buyer with having misrepresented the condition of the property.

REALTOR® A accompanied Sales Associate B to the hearing, armed with a copy of his candid advertisement. The hearing established that the buyer fully understood that the house was represented to be generally in poor condition, but that while inspecting the house with a view to needed repairs, Sales Associate B had commented that since the house was of concrete block and stucco construction, there would be no termite worries since termites could not enter that type of construction. Sales Associate B confirmed this and his belief that the statement was correct. However, after the sale was made, the buyer ripped out a sill to replace it and found it swarming with termites, with termite damage to floors in evidence. Further questioning established that there had been no evidence of termite infestation prior to the sale, and that the Sales Associate had volunteered an assurance that he thought was well grounded.

REALTOR® A, prior to the conclusion of the hearing, offered to pay the cost of exterminating the building and the cost of lumber to repair termite damage in view of Sales Associate B's failure to recommend a termite inspection, which was the usual and customary practice in this area. The complainant stated that this would satisfy him completely. It was the Hearing Panel's view that while REALTOR® A's actions were commendable, and would be taken into account by the Hearing Panel, REALTOR® A was still responsible for the errors and misstatements of the sales associates affiliated with him. The Hearing Panel concluded that REALTOR® A was in violation of Article 2.

SAR EDUCATIONAL OFFERINGS

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

FEBRUARY

		CLASS	COST	INSTRUCTOR
6	12noon – 1:30pm	FOCUSED FARMING FOR TOP PRODUCERS	\$20	Jason Scott
13	12noon – 1:30pm	HOW TO TRIPLE YOUR CASH FLOW WITH SHORT TERM RENTALS	\$20	Steve Glaude, Realty One
18	9:00am – 12noon	THINK LIKE AN APPRAISER	TBD	Ryan Lundquist
19	12noon – 2:00pm	BUYER BROKER SYSTEM	TBD	TBD
20	1:00 – 4:00pm	RENEW YOUR LICENSE THE DUANE GOMER WAY	\$95 (text books) \$85 (PDF)	Duane Gomer Representative
27	4:00pm	MASTERS CLUB AIM HIGH EVENT ACTION INSPIRATION MOTIVATION	\$35	Jeffrey Delgado
28	10:00am – 1:00pm	LEAD GENERATION AFFORDABLE TECHNIQUES FOR GENERATING LEADS, IMPROVING PROFITABILITY	\$35	Joey Satariano, eXp Realty

MARCH

		CLASS	COST	INSTRUCTOR
5	12noon - 12:30pm	NO B.S. TAX PLANNING	\$20	Mike Ornelas, EA
6	10:00am – 1:00pm	BROKER TRAINING INSTITUTE (BTI) HOW TO BECOME A SUCCESSFUL BROKER	\$99 (full series) \$20 (single class)	Jillian Anderson
11	12noon – 1:30pm	SECRETS TO GETTING YOUR VA OFFER ACCEPTED	\$20	Melissa Arntzen
12	12noon – 2:00pm	PROBATE & REAL ESTATE SALES	\$20	Tracy Potts, Esq.
13	10:00am – 1:00pm	BROKER TRAINING INSTITUTE (BTI) HIRING & TRAINING ETHICAL AGENTS	\$99 (full series) \$20 (single class)	Ginni Field
14	8:30am – 5:00pm	DUANE GOMER ONE DAY CRASH COURSE	\$150	Duane Gomer Representative
20	9:00am – 12noon	BROKER TRAINING INSTITUTE (BTI) – DAY 3	\$99 (full series) \$20 (single class)	TBD
24	10:00am – 12noon	ADVANCED COMMERCIAL PROSPECTING	\$25	Michael Simpson
26	9:00am – 1:00pm	UNDERSTANDING THE RPA WITH GOV HUTCHINSON	\$73	
27	10:00am – 1:00pm	BROKER TRAINING INSTITUTE (BTI) WHAT BUSINESS STRUCTURE IS BEST FOR YOU?	\$99 (full series) \$20 (single class)	Keith Dunnagan

MARCH CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
<p>2</p> <p>MetroList Seminar (EC – Full) 9:00 – 11:00am</p> <p>WCR Board Meeting (B) 12noon – 1:30pm</p>	<p>3</p> <p>SAR Main Meeting 9:00 – 10:30am</p> <p>CanTree Committee (B) 10:30am – 12noon</p> <p>Charity Research Committee (P) 10:30 – 11:30am</p> <p>Volunteer Coordinating Committee (T) 10:30 – 11:30am</p> <p>Intern Class (C) 2:30 – 4:30pm</p>	<p>4</p> <p>SAR New Member Orientation (B) 9:00am – 12:30pm</p>	<p>5</p> <p>Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am</p> <p>NO B.S. Tax Planning (EC – E) 12noon – 1:30pm</p>	<p>6</p> <p>SAR Closed 7:30 – 8:30am</p> <p>SAR Toastmasters Club (T) 7:45 – 9:15am</p> <p>Broker Training Institute (EC - W) 9:00am – 12noon</p> <p>Broker/Manager Forum (B) 9:30 – 10:30am</p>
<p>9</p> <p>MetroList Course – MLS Essentials (T) 9:00 – 9:30am</p> <p>Education Committee (B) 9:00 – 10:30am</p> <p>MetroList Course – Search Results (T) 10:00 – 11:30am</p> <p>MetroList Course – Searching Optimization (T) 12:30 – 3:00pm</p> <p>Leadership Academy (B) 1:00 – 2:30pm</p> <p>MetroList Course – All About Listings (T) 3:30 – 4:00pm</p>	<p>10</p> <p>Regional Meetings www.sacrealtor.org/tours</p> <p>YPN Advisory Committee (B) 11:00am – 12:30pm</p> <p>AREAA New Home Builder Event (EC – W) 11:00am – 2:00pm</p>	<p>11</p> <p>St. Patrick's Day Event/ Coldwell Banker (EC - Full) 12noon – 1:30pm</p> <p>AREAA (B) 10:00 – 11:00am</p> <p>Secrets to Getting Your VA Offer Accepted (T) 12noon – 1:30pm</p> <p>New Member Orientation (B) 1:00 – 4:30pm</p>	<p>12</p> <p>NARPM Class (T) 9:00 – 11:00am</p> <p>Masters Club Steering Committee (B) 9:30 – 11:00am</p> <p>Probate & RE Sales (EC - W) 12noon – 1:30pm</p> <p>Intern Committee (B) 12noon – 1:30pm</p>	<p>13</p> <p>SAR Toastmasters Club (B) 7:45 – 9:15am</p> <p>Broker Training Institute (EC - W) 9:00am – 12noon</p> <p>Sac Area RE Exchange Network (T) 10:00am – 12:30pm</p>
<p>16</p> <p>No Events Scheduled</p>	<p>17</p> <p>Regional Meetings www.sacrealtor.org/tours</p> <p>NARPM Luncheon (EC - W) 10:30am – 2:00pm</p> <p>Marketing/Communications Committee (B) 10:30am – 12noon</p> <p>Scholarship Fundraising Committee (T) 1:00 – 2:00pm</p> <p>Intern Class (B) 2:30 – 4:20pm</p>	<p>18</p> <p>CCIM Event (EC – W) 11:30am – 1:30pm</p> <p>New Member Orientation (B) 6:00 – 9:30pm</p>	<p>19</p> <p>Listing Agreements with Dave Tanner (EC – E) 9:00am – 1:00pm</p> <p>WCR Bunco Night (EC – W) 3:00 – 9:00pm</p>	<p>20</p> <p>SAR Toastmasters Club (B) 7:45 – 9:15am</p> <p>Broker Training Institute (EC - W) 9:00am – 12noon</p>
<p>23</p> <p>MetroList Course – MLS Essentials (T) 9:00 – 9:30am</p> <p>MetroList Course – All About Listings (T) 10:00 – 10:30am</p> <p>MetroList Course – Auto Prospecting (T) 11:00am – 1:00pm</p> <p>MetroList Course – Mapping in MetroList (T) 2:00 – 4:00pm</p>	<p>24</p> <p>Regional Meetings www.sacrealtor.org/tours</p> <p>Advanced Commercial Prospecting (EC - W) 10:00am – 12noon</p> <p>Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon</p> <p>Charitable Foundation BOD (B) 12:30 – 2:0pm</p>	<p>25</p> <p>SAR Education Class (EC – W) 10:00am – 1:00pm</p> <p>SAR Offices Closed 1:00 – 2:00pm</p>	<p>26</p> <p>Understanding the RPA with Gov Hutchinson (EC – W) 9:00am – 1:00pm</p>	<p>27</p> <p>SAR Toastmasters Club (B) 7:45 – 9:15am</p> <p>SAR BOD (B) 9:00 – 10:30am</p> <p>Broker Training Institute (EC - W) 9:00am – 12noon</p>
<p>30</p> <p>No Events Scheduled</p>	<p>31</p> <p>Regional Meetings www.sacrealtor.org/tours</p> <p>Intern Class (B) 2:30 – 4:20pm</p>			

Calendar Information

*For Regional Meeting locations and times, visit www.sacrealtor.org/caravans

*Various locations – Call for details

** closed meeting

(EC) Mack Powell Event Center
(B) Board Room, 2nd Floor
(T) Training Room, 2nd Floor
(U) Upstairs

Meetings subject to change.



January 2020

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Rebecca Abbott
Big Valley Mortgage

Terrell Baskin
Chase

Jamal Bey
Guild Mortgage

Amber Dietrich
Cal Pro Inspection Group

Wayne Dunbar
Aftertec Advanced Imaging

Cynthia Farrell
Guild Mortgage

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Big Valley Mortgage

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BROKER ASSOCIATE

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Amy Tzonkov
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Due Vang
Coldwell Banker Residential Brokerage

Shelsey Vang
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Jiabin Xu
Lyon RE Downtown

SACRAMENTO HOUSING STATISTICS

December market sees inventory drop 27%

December closed with 1,244 sales, up slightly from 1,242 in November. Compared to one year ago (1,104), the current figure is up 12.7%. Of the 1,244 sales this month, 124 (10%) used cash financing, 761 (61.2%) used conventional, 243 (19.5%) used FHA, 81 (6.5%) used VA and 35 (2.8%) used Other† types of financing.

The median sales price decreased .5% for the month from \$386,750 to \$385,000. This figure is up 5.9% from Dec. 2018 (\$363,500). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at \$392,750. The current figure is 1.9% below the record.

Over the last three months the Active Listing Inventory has decreased from 2,301 units in October to 1,803 units in November to 1,315 units for December. From October to December, this is a 43% decrease. From November to December, this is a 27% decrease. The Months of Inventory dropped from 1.5 to 1.1 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 15 to 19 and the Average DOM increased from 29 to 32. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,244 sales this month, 64.4% (801) were on the market for 30 days or less and 85% (1,057) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$251.3 to \$240 from November to December.

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

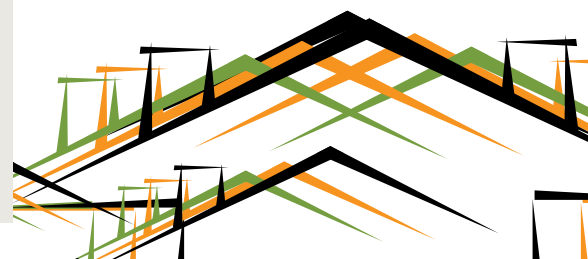
DECEMBER

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	3	7	0.4
\$160,000 - \$179,999	3	2	1.5
\$180,000 - \$199,999	9	8	1.1
\$200,000 - \$249,999	54	55	1.0
\$250,000 - \$299,999	118	144	0.8
\$300,000 - \$349,999	165	246	0.7
\$350,000 - \$399,999	181	213	0.8
\$400,000 - \$449,999	149	159	0.9
\$450,000 - \$499,999	130	147	0.9
\$500,000 - \$549,999	94	77	1.2
\$550,000 - \$599,999	86	62	1.4
\$600,000 - \$649,999	55	42	1.3
\$650,000 - \$699,999	50	22	2.3
\$700,000 - \$749,999	26	13	2.0
\$750,000 - \$799,999	36	14	2.6
\$800,000 - \$999,999	64	21	3.0
\$1,000,000 and over	92	12	7.7
Total:	1,315	1,244	Total: 1.1

Market Snapshot - December 2019					
	Dec-19	Nov-19	Change	Dec-18	Change (from '18)
Sales	1,244	1,242	0.2%	1,104	12.7%
Median Sales Price	\$385,000	\$386,750	-0.5%	\$363,500	5.9%
Active Inventory	1,315	1,803	-27.1%	2,149	-38.8%
Median DOM	19	15	26.7%	25	-24.0%
Avg. Price/SqFt	\$240	\$251	-4.5%	\$235	2.1%

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

December 2019

MLS STATISTICS for December 2019

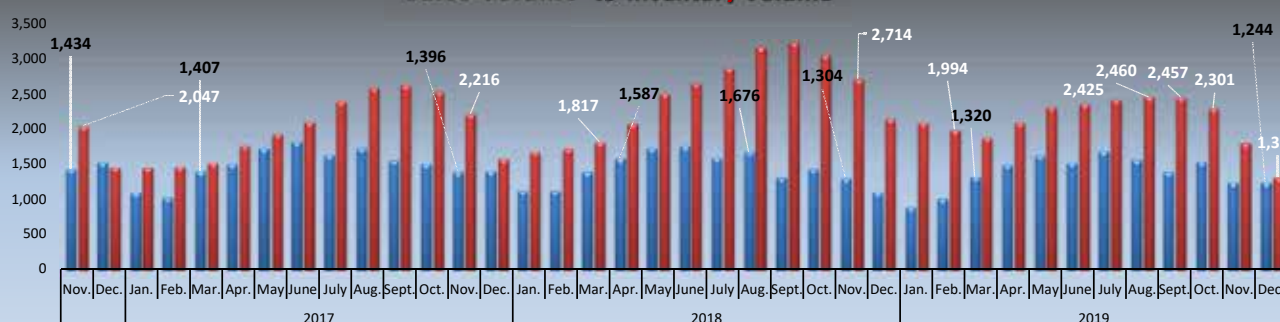
Data for Sacramento County and the City of West Sacramento



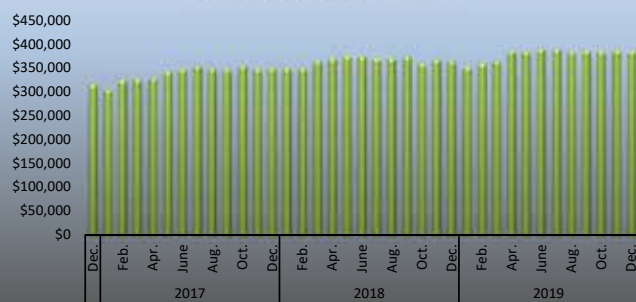
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	829		1,162	-28.7%		885		-6.3%
Active Listing Inventory †	1,315		1,803	-27.1%		2,149		-38.8%
Pending Sales This Month*	1,205		1,653	-27.1%		567		112.5%
Number of REO Sales	14	1.1%	13	8%	1.0%	9	0.8%	55.6%
Number of Short Sales	5	0.4%	1	400%	0.1%	6	0.5%	-16.7%
Equity Sales	1,225	98.5%	1,228	-0.2%	98.9%	1,089	98.6%	12.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,244	100%	1,242	0.2%	100%	1,104	100.0%	12.7%
Months Inventory	1.1 Months		1.5 Months	-26.7%		1.9 Months		-42.1%
Dollar Value of Closed Escrows	\$521,066,614		\$651,806,067	-20.1%		\$444,819,674		17.1%
Median	\$385,000		\$385,000	0.0%		\$363,500		5.9%
Mean	\$418,864		\$426,706	-1.8%		\$402,916		4.0%
Year-to-Date Statistics	1/01/19 to 12/31/19		1/01/19 to 12/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			12/31/2018		Change
Number of Closed Escrows	16,561		16,950			17,177		-3.6%
Dollar Value of Closed Escrows	\$6,891,156,551		\$7,095,594,206			\$6,903,354,250		-0.2%
Median	\$380,000		\$380,000			\$365,000		4.1%
Mean	\$416,107.51		\$418,619			\$401,895		3.5%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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David Brooker
REALTOR/Specialist

SAR Members Only

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

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

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

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

Data for Sacramento County and the City of West Sacramento

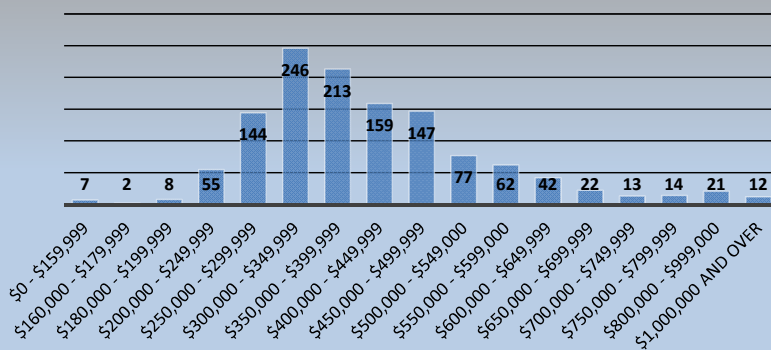
MLS STATISTICS for December 2019

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

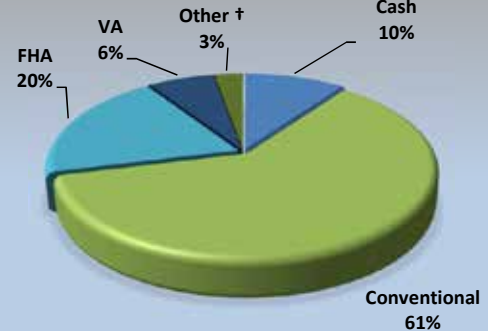
1 House on Lot

Total: 1,244

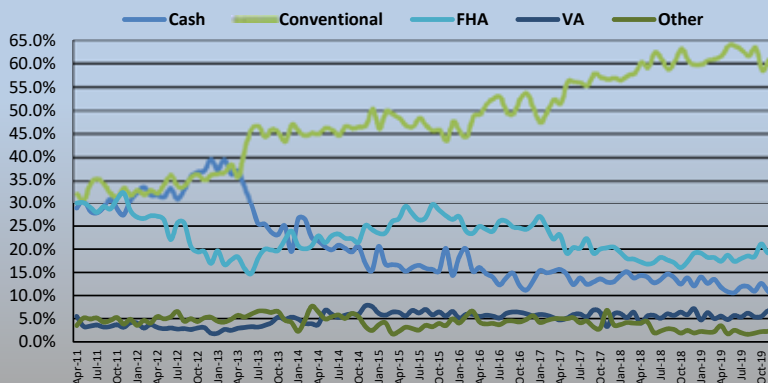


Type of Financing/Days on Market

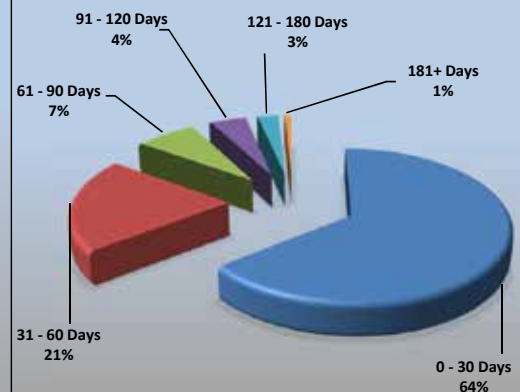
TYPE OF FINANCING (1 House on Lot)



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	% of Total				
(Single Family Home only) Financing Method					(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	124	10.0%	136	11.0%	0 - 30	801	64.4%	69.7%	70.6%
Conventional	761	61.2%	757	61.0%	31 - 60	256	20.6%	17.4%	15.4%
FHA	243	19.5%	238	19.2%	61 - 90	91	7.3%	6.8%	7.1%
VA	81	6.5%	83	6.7%	91 - 120	54	4.3%	3.4%	3.4%
Other †	35	2.8%	28	2.3%	121 - 180	32	2.6%	2.0%	2.5%
Total	1,244	100.0%	1,242	100.0%	181+	10	0.8%	0.7%	1.0%
					Total	1,244	100.0%	100.0%	100.0%

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

Median DOM: Average DOM: Average Price/Square Foot:	Current	Last Month
	19	15
	32	29
	\$240.0	\$251.3

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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

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Sacramento REALTOR® Newsletter

Editor: Tony Vicari

Publisher: Matt Larson, Foley Publications LLC.

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

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