



# SACRAMENTO REALTOR®

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

JANUARY 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



The Installation  
of SAR 2020  
President Covington



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## 2020 Installation Luncheon

Officers and Directors Installation Luncheon welcomes President Judy Covington

SAR kicked off the new decade with a bang as we welcomed esteemed REALTOR® Judy Covington as 2020 SAR President. The SAR Mack Powell Event Center was transformed into an elegant dining hall as over 200 family, friends and colleagues joined in the celebration. Many local community leaders also attended to honor Judy's installment, including Reverend Isaac E. Cotton, Jr. of St. Jude's Christian Tabernacle, who provided a touching invocation prayer to begin this event.

SAR is honored to have relationships with many elected officials throughout the region and Installation Emcee Luis Sumpter thanked those who joined the celebration. Among those in attendance included:

- District Director for Congresswoman Matsui, Glenda Corcoran
- District Director for Congressman Ami Bera, Matt Ceccato
- Field Representative for Congressman Ami Bera, Philip Norton
- Field Representative for Assembly Member Kevin McCarty Derek Matthews
- District Director for Assembly Member Jim Cooper, Mike Hothi
- County Supervisor Sue Frost
- Sacramento Vice Mayor Eric Guerra
- Sacramento City Councilmember Steve Hansen
- Rancho Cordova Mayor David M. Sander, PhD.
- Rancho Cordova City Councilmember Donald Terry
- Citrus Heights Mayor Jeannie Bruins
- Citrus Heights City Councilmember Porsche Middleton
- Elk Grove City Councilmember Darren Suen
- SMUD Director Heidi Sanborn
- SMUD Director Rosanna Herber
- Candidate for Sacramento County Supervisor, Rich Desmond

SAR was grateful to have leadership from both C.A.R. and NAR in attendance, including 2020 President of the California Association of REALTORS® Jeanne Radsick. There were also representatives from neighboring local associations whose presence was recognized. Many SAR Past Presidents were in attendance and were recognized as well, including:

- |                          |                              |
|--------------------------|------------------------------|
| • Judy Schoer, 1989      | • Doug Covill, 2011          |
| • Paula Colombo, 1991    | • Chris Little, 2013         |
| • Dave Tanner, 2005      | • Paula Swayne, 2014         |
| • Leigh Rutledge, 2006   | • Franco Garcia, 2017        |
| • Tracey Saizan, 2007    | • Linda Wood, 2018           |
| • Charlene Singley, 2009 | • Deniece Ross-Francom, 2019 |
| • Barbara Harsch, 2010   |                              |

Judy and the 2020 Officers and Directors were installed by REALTOR® Kevin Brown, who served as C.A.R. President in 2014 and is currently the NAR Regional Vice President for Region 3. Please see back page of this publication for complete list of 2020 Officers and Directors.



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# PRESIDENT'S PERSPECTIVE

This event also recognized SAR volunteers that contribute exceptional time and effort to their Association. Congratulations to this year's recipients:

## Political Involvement Award

Kevin Cooper  
Barbara LeBrecht  
Luis Sumpter

## Educational Excellence

Aria Salehpour  
Scott Short

## Community Service Award

Preston Collier  
Tanya Wermund

## Local Association Activities Award

Jodi Ash  
Doug Covill  
Courtney Edwards

## State Association Activities Award

Judy Covington  
Chris Little  
Erin Stumpf

## National Association Activities

Charlene Singley  
2019 Rising Star  
Breeze Singh

We look forward to a great year with our 2020 President Judy Covington – congratulations!

## 2019 Lifetime Service Award

Charlene Singley

## 2019 Affiliate of the Year

Steve Larsen

## 2019 REALTOR® of the Year

Erin Stumpf









## Where do you turn when the joys of this business are being crowded out by a very unhappy client?

When you do your best but it isn't enough, how do you handle it? When you have hundreds of satisfied clients, but run into one that ends up very unhappy, how do you stay focused on the happy clients? It's a practice, that's for sure. It's a practice to stay calm and centered when accusations are being hurled. It's a practice to meet anger with kindness. Sometimes I remember the things that help me stay steady in the face of an upset. Sometimes I forget.

A recent transaction had me taking a very close look at my beliefs and assumptions, as well as my personal code of ethics. This was one of those transactions that kept me up at night, one that resulted in a closed sale but also a damaged friendship.

I have my story about what happened, and the client has hers. They do not align. Here's just the bare bones of the story from my perspective.

Seller had an expectation that her home would sell at her price in a couple of weeks. She borrowed money from her parents to swing the loan on her new home before the current one sold. I thought her home had a shot at selling at her price, and so did the agents who went through the broker-open right after we listed it.

Then, feedback from buyer agents who showed the property began telling a different story. The power lines behind the home were an issue. The sliding door with access from the driveway felt unsafe. The carpet needed to be replaced. After several weeks on the market I had another broker-open and it was even clearer that the price needed to be adjusted.

It took two price drops and several months to get finally get an offer. However, the seller was convinced she was now giving the home away. She refused to do any repairs.

As fate would have it, we went all the way to closing with all contingencies removed, extensions, notices to perform, demands to close escrow, funds in title, only to have the buyers back out on the day we were to close. Because I had been conscientious with the paper work and necessary documents to protect the seller, she was able to keep a substantially large deposit from the first buyers.

Within 24 hours I had a back-up buyer in contract, and we were moving forward. We closed these second buyers in less than 30 days. I paid for repairs to hold the deal together.

While I'm feeling pretty good about saving the deal, putting \$5000 into her pocket from the failed transaction, the seller was having a very different experience. She wasn't happy, felt like I had done a poor job, and by the time we closed, she was no longer speaking to me. It was painful. It made me want to quit the business.

So, once again I ask you, where do you turn when the joys of this business are being crowded out by a very unhappy client? I can tell you what helps me, and maybe it could help you in a future time when upset seems to be winning over harmony.

I've been a member of the Sacramento Rotary for almost 20 years. They have a code that I resonate with. It's called The Four-Way Test. I kept looking at it as this transaction was playing out.

- First: Is it the Truth?
- Second: Is it FAIR to all concerned?
- Third: Will it build GOOD WILL and BETTER FRIENDSHIPS?
- Fourth: Will it be BENEFICIAL to all concerned?





This four-way test has stood the test of time for over 100 years. I could look at the transaction through that lens and honestly answer “yes” to each of the four tests. My seller was sending lots of blaming and anger my way—verbally, in texts, and in emails. I needed to calmly respond to without fanning the flames. Being able to ask myself these four questions was very helpful.

There’s another test I turn to when I am needing to check in with what is causing an upset—either in me or in someone else connected to a transaction. This test is based on a book by Don Miguel Ruiz, published in 1997, entitled *The Four Agreements: A Practical Guide to Personal Freedom*. It was a best seller, with over 8.2 million copies sold in the US and it has been translated into 46 languages. It was on the New York Times bestseller list for over a decade and caught the attention of Oprah Winfrey who had the author on her show twice.

Here are the four agreements:

- Agreement 1: Be Impeccable with Your Word
- Agreement 2: Don’t Take Anything Personally
- Agreement 3: Don’t Make Assumptions
- Agreement 4: Always Do Your Best

In the practice of being a REALTOR®, we are held to some high standards. Keeping our word and always doing our best—these are definitely in the ethics and standards we are held to. These almost go without saying. However, the other two agreements are worth considering as well.

When I look at this transaction that I’m not pleased with as far as the ultimate outcome (yes it closed, yes I got paid, yes there were upsets along the way)—when I look at it through the two middle agreements, I can see that I didn’t do as well at keeping those.

I made assumptions and I took things personally. It cost me a friendship.

Could I have prevented the upset? I don’t really know. Hindsight is always 20-20. And, even looking back, I’m not sure what I would have done differently. However, one thing I do know. When I’m faced with someone who is spiraling into upset, I do my best to ground myself in the principles that I know make a difference. I try to focus on the joy instead of the upset. And, sometimes I forget. It’s a practice.



# GOVERNMENT WATCH

## New Year, New Goals

The Government Affairs Department has big goals and ideas for 2020 and we hope to get your participation in order to be successful. We want to mobilize more members and get more REALTORS® involved politically throughout the community.

Our incoming President, Judy Covington, has come in with a big goal: increase participation in our REALTOR® Action Fund (RAF). We take this very seriously as we are seeing an increase in the amount of housing policy that threatens to harm our industry. The most effective way to fight back is with the funds generated from RAF. This gives us the ability to share our messaging, support those in office who keep our members interest in mind, and allow us to have a seat at the table with legislators while policy is being created.

Throughout the next few months you will be seeing a lot of references to our REALTOR® Action Fund and the importance to contribute. It is imperative that we increase participation; it shows that when we support something that is helpful to REALTORS® we have the strength of the entire association. RAF helps us push our own policies forward such as the Tax Portability Initiative we are trying to qualify for the California ballot. SAR represents over 7,000 members, and to be taken seriously when we reference those numbers, we need our RAF membership to show we are willing to act.

We are stronger together and we want to continue to build our members up and protect what we value: homeownership and private property rights. If you are looking to be more involved with the association, would like to contribute to RAF, or would like more information on the Tax Portability initiative, please contact our Government Affairs team.

**Erin Teague**, Government Affairs Director  
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**Carter Nelson**, Government Affairs Coordinator  
(916) 437-1208 [cnelson@sacrealtor.org](mailto:cnelson@sacrealtor.org)



**CLICK HERE** to view SAR's page for more information.

**CLICK HERE** to view the Video on the REALTOR® Action Fund.







# What you need to know about STATEWIDE RENT CONTROL

## RENT CAP

Rent increases are capped at 5% plus CPI, or up to a hard cap of 10%, whichever is lower.

- All rent increases since March 15, 2019 count towards the rent cap
- Increases since March 15, 2019 above the permissible rent cap, must be rolled back effective January 1, 2020
- This law sunsets January 1, 2030 after 10 years
- Only applies to residential property

## EXEMPTIONS

The exemptions listed will apply to both rent cap and just cause.

- Single-family properties and condos if:
  - Notice of the exemption is provided to tenants and;
  - The owner is not a REIT, a corporation, or an LLC where an owner is a corporation
- Housing built in the last 15 years
- Owner-occupied duplexes



## HOW TO FIGURE OUT CPI

The regional Consumer Price Index (CPI) published by the US Bureau of Labor Statistics. (Using the 12-month period from April to April.)

[www.bls.gov/regions/subjects/consumer-price-indexes.htm#CA](http://www.bls.gov/regions/subjects/consumer-price-indexes.htm#CA)



If regional index is not available then the California Consumer Price Index for All Urban Consumers shall apply.

[www.dir.ca.gov/OPRL/CPI/EntireCCPI.pdf](http://www.dir.ca.gov/OPRL/CPI/EntireCCPI.pdf)

## JUST CAUSE

Applies to tenants who have been continuously and lawfully occupying the property for 12 months. Landlords may only evict for “just cause.” There are 15 reasons categorized as “at fault” or “no fault.”

## JUST CAUSE EXEMPTION

Owner-occupied single-family properties renting no more than two bedrooms including Accessory Dwelling Units (ADUs).

*If a property is exempt from just cause, the owner can evict without cause.*

## BASIS OF CAUSE

“At fault” is based upon a tenant’s breach of the lease and does not require the landlord to make any payment for relocation assistance.

“At fault” includes:

Non-payment of rent | Nuisance | Criminal Activity  
Refusal to allow entry | Breach of material term of lease



“No fault” is allowed when the tenant has not breached the lease and requires the landlord to pay one month’s rent in relocation assistance.

“No fault” includes:

Owner occupancy | Withdrawal from rental market  
Substantial remodeling | Compliance with government order to vacate

# 2020 LEGISLATIVE UPDATE

*What You Need To Know*

## ASSEMBLY BILLS

### AB 5

#### EMPLOYMENT: AGENTS REMAIN INDEPENDENT CONTRACTORS

This new law follows the *Dynamex* ruling and puts the ABC test that came out of that case into state law by classifying several types of independent contractors as employees. AB 5 allows real estate agents to be treated as independent contractors under Business & Professions Code §10032 as long as they meet three conditions, 1) hold a real estate license; 2) substantially all of their remuneration is directly related to sales or other output rather than to the number of hours worked; and 3) the parties have a written contract stating that the individual will not be treated as an employee with respect to those services.

##### *What AB 5 means for REALTORS®*

This new law contains an explicit and comprehensive reconfirmation of the right of real estate agents to be treated as independent contractors and are governed by Business & Professionals Code §10032.

### AB 1482

#### LANDLORD/TENANT: STATEWIDE RENT CAPS & JUST CAUSE EVICTION

This bill creates a statewide rental cap of 5% plus CPI and “just cause” eviction standards. This bill sunsets in 2030. Single family residences and condos that are not REIT or corporate owned are exempt under AB 1482.

##### *What AB 1482 means for REALTORS®*

After 12 months of residence, a tenant receives just cause protection, meaning landlords may only evict under “just cause.” Evictions fall into two categories, “At fault” and “No fault.” Landlords need to be aware of what qualifies, as they need to give a reason listed under the law. Additionally, “No fault” evictions require paying the tenant one month of rent as relocation assistance. Landlords may only increase the rent 5% plus CPI annually with a 10% hard cap.

### AB 1188

#### LANDLORD/TENANT: TENANTS ALLOWING OCCUPANCY OF PROPERTY FOR THOSE AT RISK OF HOMELESSNESS

This law allows a tenant to temporarily permit the occupancy of their dwelling unit by a person who is at risk of homelessness as long as there is written approval of the owner or landlord of the property. The goal is aimed at contributing a short-term solution to the housing crisis and allows several protections for both the landlord and tenant. The landlord can increase rent as part of the agreement.

##### *What AB 1188 means for REALTORS®*

A tenant may ask for written approval to allow someone who is at risk of homelessness to move into their dwelling. This person would not receive the same tenant protections as the original tenant and could be evicted if deemed necessary. The bill does not specify how much the rent can be raised but does state that it must be consistent with any rent stabilization law or regulation.



# RINGING IN THE NEW YEAR!

# 2020

Looking forward to assisting you with your Insurance needs.



## Carlos Esquivex

Broker/Owner

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## 2020 – Looking Forward

As we move into a New Year and a New Decade, we look at the road ahead. 2020 will prove to be an interesting year as legislation from 2019 begins to take shape, the market adapts, and politics persist.

At the state level, the headlines were rent control, cannabis, and housing. In this the governor proposed in his budget to address housing shortage to close the housing gap. It remains to be seen how this will be accomplished and the legislative steps that will be taken in order to fulfill the goals outlined by the governor. Then there was cannabis. The state passed a safe harbor provision but requires modifications to leases for a landlord to obtain protection under the statute. Many leases still fail to provide the required cannabis prohibition to maintain compliance with the safe harbor statute. The end of the year saw much action with statewide rent control. At some level, the statute will implicate every residential lease in California. While some properties are exempt and some are not, the statute has something for everyone. The most significant issue right now for investors and property managers is making sure notices are provided. The statute requires language (either a notice or inclusion in a lease depending on when the lease is signed) to inform the tenant that the property is either exempt from the statute or subject to the regulation of the statute. Make sure the proper language and notices are delivered.

Additionally, at the state level, the housing market continues to climb. Maybe that is in part because of the housing shortage and maybe it is related to the continued historic low interest rates. Whatever the reason, the market continues its upward trend. The question becomes - how long is this sustainable? We know in looking at economic cycles that housing markets tend to have a downturn or correction every 6-8 years in California. We are on the outside of that 8-year window now. History suggests that a correction should be on the horizon, but when? As professionals daily advising clients on their real estate needs, we are on the front lines to provide this information to our clients. Will we see an election year correction this year? Time will tell.

Speaking of elections, as is the case every 4 years the presidency is voted on. Presidential elections tend to have more policy weight than any others as we elect a person to lead our country for the next 4 years. This may never be truer than it is this year. There are stark different opinions on the direction of the country probably more so than any other presidential election in recent memory. The market and the housing market tend to follow election cycles, in that uncertainty in the electorate tends to have a destabilizing effect on the market, which can lead to a correction, while electorate certainty can create a stabilizing effect that allows a market to grow. Will the market continue to move forward with historic low interest rates and historic low unemployment rates in the face of what is shaping up to be a contentious election cycle?

As professionals in the real estate industry, we have the privilege of working with our clients and providing the advice they seek and need in the face of all these factors. Now more than ever I am reminded as we serve the public that this is a practice. We do not know what the future holds. The best that we can do is analyze the facts as we get them, and with the experience we all have been fortunate enough to acquire as we assist our clients through this maze called the real estate market. 2020 is shaping up to be a great year; and you, the AGENTS and BROKERS on the front lines are the ones who make this industry great. We look forward to working with you in 2020.



## Article 12

*REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)*

### Case #12-11: Advertisements by Individuals Other Than the Listing Broker

*(Adopted as Case #19-14 May, 1988. Transferred to Article 12 November, 1994. Revised November, 1995, November, 1996 and May, 2017.)*

REALTOR® A purchased a banner ad on the website of his local newspaper. In the body of the ad were pictures of several homes and their addresses. At the top of the ad was the following: "We've sold these — we can sell yours, too."

The following week three complaints were received from other Association Members alleging that REALTOR® A's banner ad was in violation of Article 12. Each of the complaints noted that REALTOR® A had participated in the transaction as the successful cooperating broker who had located the eventual purchasers, but the complaints also claimed that REALTOR® A's claim to have "sold" these properties was false and misleading since none of the properties had been listed with him and, in one instance, the sale had yet to close.

Since all the complaints involved the same advertisement, they were consolidated to be heard at the same hearing before a Hearing Panel of the Professional Standards Committee.

At the hearing, REALTOR® A defended his actions on the basis that although the properties had been listed with other brokers, he had been the "selling" or "cooperating" broker and was entitled to advertise his role in the transactions.

The Hearing Panel agreed with REALTOR® A's reasoning in their decision, pointing out that Article 12 as interpreted by Standard of Practice 12-7, provides that cooperating brokers (selling brokers) may claim to have "sold" the property and that such claims may be made by either the listing broker or the cooperating broker or by both of them upon acceptance of a purchase offer by the seller. The panel also noted that REALTOR® A could have shown that he had "participated in" or had "cooperated in" these transactions and also met his ethical obligations.

The panel's decision also indicated that during the existence of any listing, the cooperating broker's rights to advertise and market flow from the listing broker. However, claims of this nature were not advertisements of the properties but rather were advertisements of the broker's services. The only limitation on the ability of a cooperating broker to claim or to represent that a property had been "sold" was that the listing broker's consent would be required before a "sold" sign could physically be placed on the seller's property prior to closing.



SACRAMENTO ASSOCIATION OF REALTORS®

ORGANIZED BY THE CULTURAL DIVERSITY/FAIR HOUSING COMMITTEE

# MARCH FOR THE DREAM



## WALK WITH ME

JANUARY 20 | 8:30AM  
AT SAC CITY COLLEGE

This year we will be walking a **four mile loop** back to Sac City College.

If you only want to walk part way we recommend arranging a ride from Willie's Burgers, located about 2 miles into the march. There is also an RT Station off Broadway that is a quick ride back to the meet up point.



Don't forget to wear  
REALTOR® Blue!

*Shirts will be handed out first come, first served.*

**EXPO @ SAC CITY COLLEGE  
10:00AM - 2:00PM**

Contact Carter with any questions:  
[cnelson@sacrealtor.org](mailto:cnelson@sacrealtor.org)



## CalHFA Presents: 4th Quarter Update, 2019

Molly Ellis with the California Housing Finance Agency shares a quarterly update with us. Molly covers recent changes that have been made to CalHFA programs, most notably the discontinuation of the Cal-EEM+Grant Program, the New Subordinate Deed of Trust, a change to the minimum credit score requirements, and new MyHome maximum assistance towards closing costs or down payments.

Click the video below for a full update on all these latest changes and to get up to speed for 2020!



CLICK HERE TO VIEW



# SAR EDUCATIONAL OFFERINGS

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

## JANUARY

	CLASS	COST	INSTRUCTOR
16	9:00 - 10:30am <b>MARKET UPDATE WITH RYAN LUNDQUIST</b>	\$20	Ryan Lundquist
23	9:00am - 3:00pm <b>REALTOR® BOOT CAMP</b>	\$15	Multiple Instructors
28	9:00 - 10:30am <b>WANT TO PAY FEWER TAXES?</b>	\$20	Keith B. Dunnagan, Esq. and John Urrutia, CPA
29	10:00 - 11:30am <b>GETTING STARTED WITH ZIPFORM®</b>	\$10	Ray Fuentes

## FEBRUARY

	CLASS	COST	INSTRUCTOR
5	12noon - 12:30pm <b>SECRETS TO GETTING A VA OFFER ACCEPTED</b>	\$20	Melissa Arntzen
6	12noon - 1:30pm <b>FOCUSED FARMING FOR TOP PRODUCERS</b>	\$20	Jason Scott
18	9:00am - 12noon <b>THINK LIKE AN APPRAISER</b>	TBD	Ryan Lundquist
19	12noon - 2:00pm <b>BUYER BROKER SYSTEM</b>	TBD	TBD
20	1:00 - 4:00pm <b>RENEW YOUR LICENSE THE DUANE GOMER WAY</b>	\$95 (text books) \$85 (PDF)	Duane Gomer Representative
27	4:00pm <b>MASTERS CLUB AIM HIGH EVENT</b> ACTION   INSPIRATION   MOTIVATION	\$TBD	

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# FEBRUARY CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
<p><b>3</b></p> <p>No Events Scheduled</p>	<p><b>4</b></p> <p><b>SAR Main Meeting</b> Cancelled</p> <p><b>CanTree Committee (B)</b> 10:30am – 12noon</p> <p><b>Charity Research Committee (P)</b> 10:30 – 11:30am</p> <p><b>Volunteer Coordinating Committee (T)</b> 10:30 – 11:30am</p> <p><b>WCR Board Meeting (T)</b> 12noon – 1:30pm</p>	<p><b>5</b></p> <p><b>SAR New Member Orientation (B)</b> 9:00am – 12:30pm</p> <p><b>Secrets of Getting Your VA Offer Accepted (EC - W)</b> 12noon – 1:30pm</p>	<p><b>6</b></p> <p><b>Real Estate Finance &amp; Affiliate Forum (EC - W)</b> 9:00 – 10:30am</p> <p><b>Geographic Farming (EC - E)</b> 12noon – 1:30pm</p>	<p><b>7</b></p> <p><b>SAR Closed</b> 7:30 – 8:30am</p> <p><b>SAR Toastmasters Club (T)</b> 7:45 – 9:15am</p>
<p><b>10</b></p> <p><b>MetroList Training – Realist Tax (T)</b> 10:00am – 12noon</p> <p><b>Education Committee (B)</b> 9:00 – 10:30am</p> <p><b>Leadership Academy (B)</b> 1:00 – 2:30pm</p> <p><b>MetroList Training – Auto Prospecting (T)</b> 1:00 – 3:00pm</p>	<p><b>11</b></p> <p><b>Regional Meetings</b> <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a></p> <p><b>YPN Advisory Committee (B)</b> 11:00am – 12:30pm</p> <p><b>CAMP Event (EC - E)</b> 11:00am – 1:00pm</p> <p><b>AREAA New Home Builder Event (EC - W)</b> 11:00am – 2:00pm</p>	<p><b>12</b></p> <p><b>Rainbow Chamber of Commerce Luncheon (EC - Full)</b> 12noon – 1:30pm</p> <p><b>New Member Orientation (B)</b> 1:00 – 4:30pm</p>	<p><b>13</b></p> <p><b>NARPM Class (T)</b> 9:00 – 11:00am</p> <p><b>Masters Club Steering Committee (B)</b> 9:30 – 11:00am</p> <p><b>Lunch &amp; Learn: AirBnB (EC - W)</b> 12noon – 1:30pm</p> <p><b>Intern Committee (B)</b> 12noon – 1:30pm</p>	<p><b>14</b></p> <p><b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am</p> <p><b>Sac Area RE Exchange Network (T)</b> 10:00am – 12:30pm</p>
<p><b>17</b></p> <p><b>SAR Office Closed</b> Presidents Day</p>	<p><b>18</b></p> <p><b>Regional Meetings</b> <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a></p> <p><b>Think Like an Appraiser Class (EC - W)</b> 9:00am – 12noon</p> <p><b>Marketing/Communications Committee (B)</b> 10:30am – 12noon</p> <p><b>Scholarship Fundraising Committee (T)</b> 1:00 – 2:00pm</p> <p><b>Intern Class (B)</b> 2:30 – 4:20pm</p>	<p><b>19</b></p> <p><b>Buyer Broker System (EC - W)</b> 12noon – 2:00pm</p> <p><b>New Member Orientation (B)</b> 6:00 – 9:30pm</p>	<p><b>20</b></p> <p><b>WCR Luncheon (EC - W)</b> 11:00am – 2:00pm</p>	<p><b>21</b></p> <p><b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am</p>
<p><b>24</b></p> <p><b>MetroList Training – Mapping (T)</b> 9:00 – 12noon</p> <p><b>Professional Standards Committee (B)</b> 1:00 – 4:00pm</p> <p><b>MetroList Training – CMA Options (T)</b> 1:00 – 4:00pm</p>	<p><b>25</b></p> <p><b>Regional Meetings</b> <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a></p> <p><b>Cultural Diversity &amp; Fair Housing Committee (B)</b> 10:30am – 12noon</p> <p><b>Charitable Foundation BOD (B)</b> 12:30 – 2:0pm</p>	<p><b>26</b></p> <p><b>Professional Standards Training (EC - W)</b> 9:00am – 12noon</p> <p><b>SAR Offices Closed</b> 1:00 – 2:00pm</p>	<p><b>27</b></p> <p><b>Masters Club AIM (EC - Full)</b> 2:00 – 9:00pm</p>	<p><b>28</b></p> <p><b>SAR Toastmasters Club (B)</b> 7:45 – 9:15am</p> <p><b>SAR BOD (B)</b> 9:00 – 10:30am</p> <p><b>Lead Generation with Joey Satariano (EC - W)</b> 10:00am – 1:00pm</p>

## Calendar Information

\*For Regional Meeting locations and times, visit [www.sacrealtor.org/caravans](http://www.sacrealtor.org/caravans)

\*Various locations – Call for details

\*\* closed meeting

(EC) Mack Powell Event Center

(B) Board Room, 2nd Floor

(T) Training Room, 2nd Floor

(U) Upstairs

*Meetings subject to change.*



# December 2019

## BROKER ASSOCIATE

**Kathryn Tyler**

Nick Sadek Sotheby's International

## DESIGNATED REALTORS®

**Daniel Brown**

NexGen Real Estate

**Angela Dameri**

BHHS NorCal Real Estate

**Param Dhillon**

Dhillon Realty

**Clara Labrie**

Keller Williams Realty

**Gail Lloyd**

Gail Lloyd

**Bill Tang**

Sagacity Realty

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Lyon RE Folsom

**Anthony Barbato**

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**Jospeh Cancel**

Alexis McGee Group, Inc.

**Kristin Coleman**

Keller Williams Realty So. Placer

**Aashish Dalal**

Keller Williams Realty Natomas

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Sierra Bay R.E. & Development

**Yazmin Diaz**

Lyon RE Downtown

**Brenda Doshier**

Lyon RE Corp. Office

**Ryan Dotson**

Coldwell Banker Residential Br

**Axel Estrada**

Lyon RE Elk Grove

**Ashley Garner**

Compass

**Tammy Garza**

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**Barbara Gassaway**

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**Aaron Hardesty**

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**Carl Kaut**

eXp Realty of California, Inc.

**Nhi Le**

All City Homes

**Xiaoxia Li**

Yvonne Yu Realty

**Jose Lopez**

NAREM

**Austin Maharaj**

Realty One Group Complete

**Robert McGlone**

Better Homes and Gardens RE

**Garrett McIntyre**

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**Jack Mills**

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**Jerry Scott**

Real Estate EBroker, Inc.

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**Brian Sollazzo**

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**Jennifer Stigelmayer**

Keller Williams Realty

**Tomoko Streets**

Lyon RE Downtown

**Veronica Vasques**

Exclusive Realty and Mortgage

**Mirtha Villarreal**

BHHS Drysdale Properties

**Brandon Walker**

eXp Realty of California, Inc.

**Tavon Willis**

All City Homes

**Rodney Wilson**

Amen Real Estate

**Lisa Yang**

Real Estate Source, Inc.

WELCOME



# SACRAMENTO HOUSING STATISTICS

## Sales, inventory drop for November

November closed with a 19.4% decrease in sales volume, dropping from 1,540 in October to 1,242 units this month. Compared to one year ago (1,304), the current figure is down 4.8%. Of the 1,242 sales this month, 136 (11%) used cash financing, 757 (61%) used conventional, 238 (19.2%) used FHA, 83 (6.7%) used VA and 28 (2.3%) used Other† types of financing.

The median sales price increased .5% for the month from \$385,000 to \$386,750. This figure is up 5.1% from Nov. 2018 (\$368,000). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at \$392,750. The current figure is 1.5% below the record.

The Active Listing Inventory decreased from 2,301 to 1,803 units. The Months of Inventory remained at 1.5 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) increased from 14 to 15 and the Average DOM increased from 28 to 29. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,242 sales this month, 68.2% (847) were on the market for 30 days or less and 86.1% (1,069) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$249.6 to \$251.3 from October to November.

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

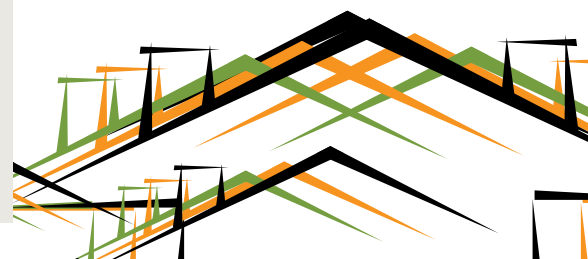
## NOVEMBER

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	5	2	2.5
\$160,000 - \$179,999	5	1	5.0
\$180,000 - \$199,999	11	11	1.0
\$200,000 - \$249,999	63	61	1.0
\$250,000 - \$299,999	146	128	1.1
\$300,000 - \$349,999	229	231	1.0
\$350,000 - \$399,999	267	245	1.1
\$400,000 - \$449,999	195	163	1.2
\$450,000 - \$499,999	202	125	1.6
\$500,000 - \$549,000	121	82	1.5
\$550,000 - \$599,000	114	72	1.6
\$600,000 - \$649,999	71	32	2.2
\$650,000 - \$699,999	73	19	3.8
\$700,000 - \$749,999	36	13	2.8
\$750,000 - \$799,999	47	12	3.9
\$800,000 - \$999,000	99	26	3.8
\$1,000,000 and over	119	19	6.3
<b>Total:</b>	<b>1,803</b>	<b>1,242</b>	<b>Total: 1.5</b>

Market Snapshot - November 2019					
	Nov-19	Oct-19	Change	Nov-18	Change (from '18)
<b>Sales</b>	<b>1,242</b>	<b>1,540</b>	<b>-19.4%</b>	<b>1,304</b>	<b>-4.8%</b>
<b>Median Sales Price</b>	<b>\$386,750</b>	<b>\$385,000</b>	<b>0.5%</b>	<b>\$368,000</b>	<b>5.1%</b>
<b>Active Inventory</b>	<b>1,803</b>	<b>2,301</b>	<b>-21.6%</b>	<b>2,714</b>	<b>-33.6%</b>
<b>Median DOM</b>	<b>15</b>	<b>14</b>	<b>7.1%</b>	<b>24</b>	<b>-37.5%</b>
<b>Avg. Price/SqFt</b>	<b>\$251</b>	<b>\$250</b>	<b>0.5%</b>	<b>\$238</b>	<b>5.6%</b>

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 2019

## MLS STATISTICS for November 2019

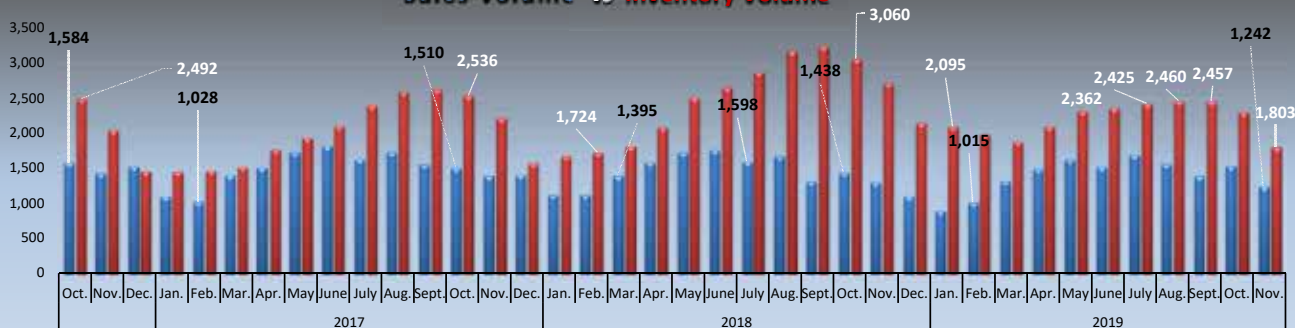
Data for Sacramento County and the City of West Sacramento



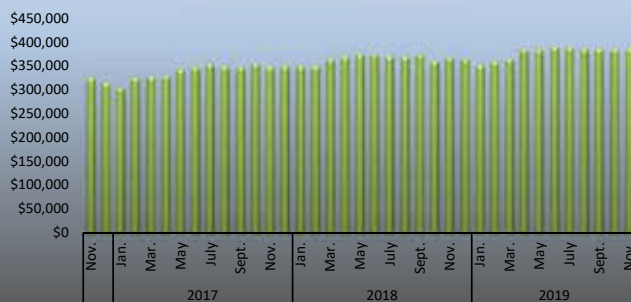
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,162		1,687	-31.1%		1,421		-18.2%
Active Listing Inventory †	1,803		2,301	-21.6%		2,714		-33.6%
Pending Sales This Month*	1,653		1,753	-5.7%		689		139.9%
Number of REO Sales	13	1.0%	23	-43%	1.5%	19	1.5%	-31.6%
Number of Short Sales	1	0.1%	7	-86%	0.5%	10	0.8%	-90.0%
Equity Sales	1,228	98.9%	1,510	-18.7%	98.1%	1,275	97.8%	-3.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,242	100%	1,540	-19.4%	100%	1,304	100.0%	-4.8%
Months Inventory	1.5 Months		1.5 Months	0.0%		2.1 Months		-28.6%
Dollar Value of Closed Escrows	\$531,980,559		\$651,806,067	-18.4%		\$528,016,148		0.8%
Median	\$386,750		\$385,000	0.5%		\$368,000		5.1%
Mean	\$428,326		\$426,706	0.4%		\$404,920		5.8%
Year-to-Date Statistics	1/01/19 to 11/30/19		1/01/19 to 11/30/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			11/30/2018		Change
Number of Closed Escrows	15,317		15,661			16,073		-4.7%
Dollar Value of Closed Escrows	\$6,370,089,937		\$6,557,020,007			\$6,458,534,576		-1.4%
Median	\$380,000		\$380,000			\$365,000		4.1%
Mean	\$415,883.65		\$418,685			\$401,825		3.5%

## Sales Volume vs Inventory Volume



## Median Sales Price

Sacramento County Statistics  
brought to you by:

**Your Real Estate Office**

Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto:tony@sacrealtor.org) for details.

\*SAR Members Only\*

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

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205



# Data for Sacramento County and the City of West Sacramento

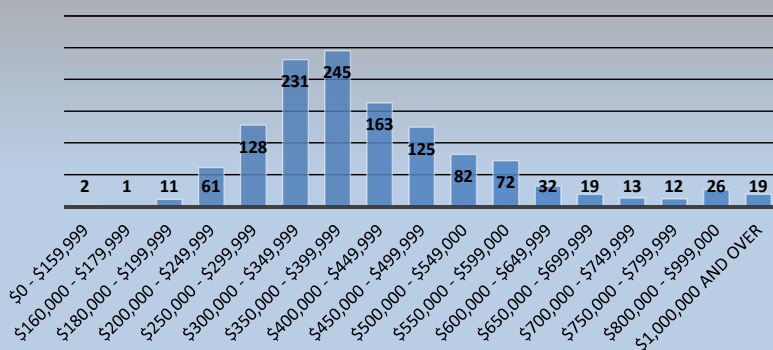
## MLS STATISTICS for November 2019

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

#### BREAKDOWN OF SALES BY PRICE

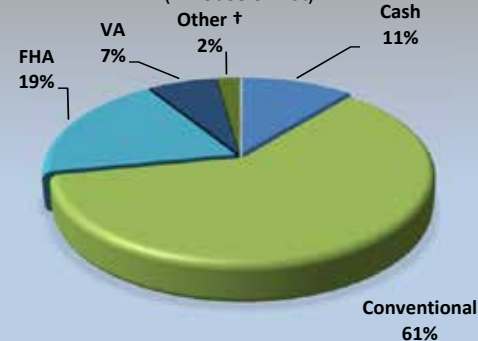
##### 1 House on Lot

Total: 1,242

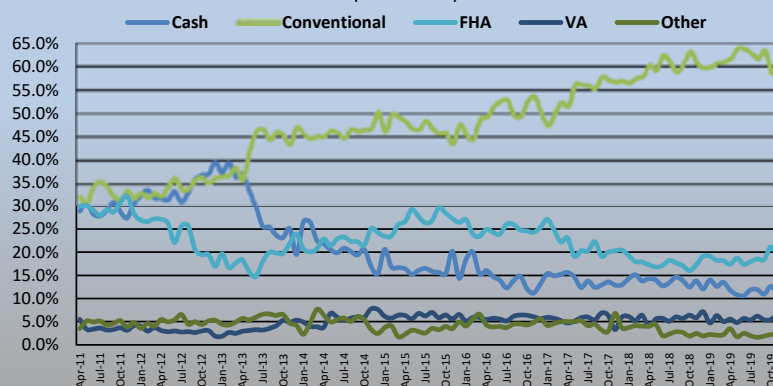


#### Type of Financing/Days on Market

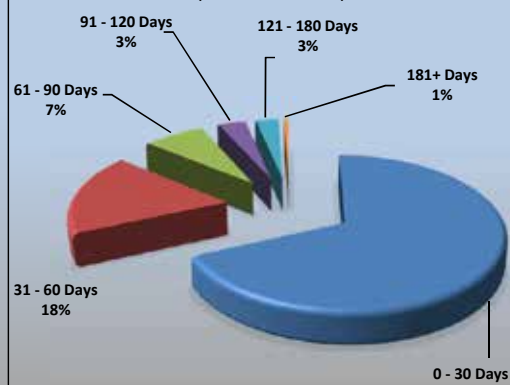
##### TYPE OF FINANCING (1 House on Lot)



##### 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	136	11.0%	194	12.6%	0 - 30	847	68.2%	72.1%	70.1%
Conventional	757	61.0%	903	58.6%	31 - 60	222	17.9%	16.1%	15.5%
FHA	238	19.2%	325	21.1%	61 - 90	91	7.3%	6.5%	7.4%
VA	83	6.7%	84	5.5%	91 - 120	41	3.3%	2.8%	3.4%
Other †	28	2.3%	34	2.2%	121 - 180	34	2.7%	1.7%	2.5%
<b>Total</b>	<b>1,242</b>	<b>100.0%</b>	<b>1,540</b>	<b>100.0%</b>	<b>181+</b>	<b>7</b>	<b>0.6%</b>	<b>0.8%</b>	<b>1.0%</b>
					<b>Total</b>	<b>1,242</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

	Current	Last Month
Median DOM:	15	14
Average DOM:	29	28
Average Price/Square Foot:	\$251.3	\$249.6

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

# STAFF DIRECTORY



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Sacramento, CA 95834  
(916) 922-2234 or (916) 922-7584

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**Elizabeth Scambler – 916.437.1222**  
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