



# SACRAMENTO REALTOR®

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

JULY 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

A close-up photograph of a black graduation cap with a gold tassel hanging down. The cap is worn by a person whose face is partially visible in the background.

**2020 SAR  
SCHOLARSHIP  
RECIPIENTS**

4 President's Message



6 CEO Corner



8 Meet the 2021 Slate



12 Scholarship Recipients



23 August Calendar



28 MLS Statistics



18 About The Market

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page 3

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page 7

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page 5

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**2020 PRESIDENT**

## Congratulations SAR Scholarship Recipients

Our industry has experienced major changes within the last few months. REALTORS® have adapted their businesses to comply with government ordinances. We've swapped open house signs for trunks full of sanitizer, gloves, masks, and other cleaning supplies, but we've endured and kept business moving. The same is true for our Association – physical meetings have transitioned to an influx of virtual meetings and encouraged us to find alternative ways to connect with our members. Even SAR's charitable side hasn't wavered. This year the SAR Scholarship Trustees awarded 57 scholarships worth nearly \$50,000 to outstanding local students – 24 more scholarships than last year. That's amazing!

Unlike previous years, we weren't able to fill the Mack Powell Event Center with family and friends of these students. This is one of my favorite Main Meetings because of the warmth, energy, and pride that fills the room. This year we held the meeting virtually, but that proud feeling was not gone. It again made me proud to be part of an Association that does so much for the community. We watched videos of the recipients and discovered just how valuable these scholarships are in their journey towards higher education.

So much goes into funding these scholarships – monies are raised each year through the tireless efforts of the Scholarship Fundraising Committee, the support and guidance of the SAR Scholarship Trustees, and the many fundraisers held by dedicated members and their offices. It's been months since we've stepped foot into the SAR building – our building – but we cannot forget the mammoth "Learning Tree" that adorns an entire wall in the lobby. This edifice was created to supply the SAR Scholarship with funds in perpetuity. At its completion, the Learning Tree will represent a \$500,000 endowment. The interest from the endowment will be put towards future scholarship gifts. You can add your name, family, company to this tree by visiting the [SAR Scholarship Fund page](#) or by contacting [Madison Hall](#) directly.

Thank you to all who have contributed the SAR Scholarship Fund, your support is what keeps this outstanding program going year after year.

### Scholarship Trustees:

Peggy Adams	Chip O'Neill
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### Scholarship Fundraising Committee:

David Boliard	Jennifer Lippi
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## REALTORS®: You Cannot Currently Hold Open Houses

In the real estate industry in the state of California it is clear that it is illegal to hold an open house, yet people out there are still putting out open house signs and holding open houses. This is a violation of California state law. It is a misdemeanor and it is punishable by a fine of up to \$1,000 and incarceration in the county jail for a period up to one year. Now we know that it's not likely that anybody is going to spend any time in jail for an open house, but I believe that it's entirely reasonable to expect that some people may be fined. The sheriff's office has said that just like enforcing masks laws, they do not intend to go around randomly looking for people holding open houses and citing them.

However, it is my understanding that in Sacramento County if you see someone holding an open house you can call 311 and provide them with the information on the location of the open house, the broker involved and contact information for the broker, and the county will contact them and advise them that it is illegal to be holding open houses. I believe that if they get two or three complaints by the same brokers showing that the broker is not adhering to the law, it is very likely they might issue a citation resulting in a monetary fine. So as long as it remains illegal, then you just cannot be holding open houses.

C.A.R. attorneys also advise that if you hold an open house it may be a violation of the Code of Ethics Article 12 for False Advertising. If you're putting out an open house sign saying that you're holding an open house when, in fact, you cannot hold an open house – you are falsely advertising. You cannot allow people just to walk in. There are requirements that you must have including the fact that they must have signed the PEAD form and that form been transmitted to the listing broker before you can provide access to the Property. If you were driving around and you were seeing other people that are holding open houses and it concerns you, those are the three actions that he might follow.

**The first action I would recommend is call the broker. Perhaps the broker does not even know that their agent is holding an open house. Give the broker a chance to rectify it on their own.**

**The next step would be to call 311 and provide them with the contact information for the broker, the time and location of the open house, and they will follow up with the broker.**

**The other option is to file an ethics complaint with the Association of REALTORS®.**

We urge you to act in compliance and be responsible, this is a very serious activity. Nobody is doing this to harass REALTORS®. Nobody is doing this to make it more difficult to show houses. We're doing this to try to save lives and stop the spread of the virus. For the past couple weeks you've seen the number of new cases on a daily basis, more than double. This is not something that we can treat as 'not going to happen to me.' It is very serious and I urge everybody to act in appropriate compliance. Thank you for your attention.

Click the image to view the video.



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Together we'll go far



# MEET THE 2021 SLATE

## SAR Officer and Director Election

### CANDIDATE STATEMENTS

The 2021 SAR Election will take place July 20th through August 4th – look for your ballot information via email on July 20th!



#### 2021 PRESIDENT-ELECT CANDIDATE

**Erin Stumpf** – Coldwell Banker Realty

Thank you for taking the time to read this - you may not think so, but your vote in this election is very important. As your current 2020 Secretary-Treasurer, I am excited to be running for SAR President-Elect.

I think it is safe to say that last year when the members elected me to be 2020 SAR Secretary-Treasurer, nobody envisioned this role involving collaboration with staff and other SAR elected leadership to help guide our members through doing business amidst a global health pandemic. I came into the position in January, focused on bringing some positive change in my role as the chair of the Strategic Planning and Finance Committee -- a role which facilitates collaborative brainstorming and decision-making for our association's short and long-term objectives.

I am glad to say that, despite the government shutdown and some major association adjustments, the Strategic Planning and Finance Committee and our leadership have remained aimed at the objectives we laid out in January. I am happy to say that we still managed to design a new Association Strategic Plan for 2020-2023 and possibly beyond. Additionally, in collaboration with staff and the Strategic Planning and Finance Committee, we have been developing a financial dashboard and looking at key performance indicators that will ultimately help guide our Board of Directors in future decision-making. These goals were always important, and have become even more critical during this time of economic uncertainty.

We often lament that our SAR leadership "decades ago" made excellent decisions that positioned the association strongly today. It is my hope that decades from now our association leadership can make similar remarks. As your President-Elect, I plan to continue to dig deeper, and conceptualize ways to move SAR forward in a deliberate, responsible, and transparent manner that is consistent with our strategic goals and objectives.

As REALTORS®, we are constantly faced with challenges. We work in an ever-changing local marketplace and economy. There are always many local, state, and national legislative and public policy initiatives that threaten the private property rights our clients enjoy, and that attempt to impose additional burdens on real estate transactions. In the months since the pandemic, we have seen several aggressive attempts to unravel the principles we so greatly value. As an association we must stay ahead of these issues, as well as work to enforce our professional standards and ethics, continue to offer education to train our membership how to better serve buyers and sellers, and evolve as our business and consumer expectations shift, among many other things.

I plan to have a long-lasting career as a REALTOR® for many years into the future and I wish to help create a clear path to the same for all SAR members. Thanks again for reading, and I respectfully ask you to vote for me.



#### 2021 SECRETARY/TREASURER CANDIDATES

**Del Barbray** – HomeSmart ICARE Realty

I am excited about being your candidate for 2021 Secretary / Treasurer of the SAR Board.

I am proud to be a REALTOR® and a member of SAR, which is the best REALTOR® association in California in my opinion.

As your 2021 Secretary / Treasurer I will work with the other Board members to help SAR reach its goals and objectives, increase its membership, increase Member participation in the REALTOR Action Fund and help SAR continue its bold Mission of "enhancing the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights."

I have the experience which includes serving as a Director on the SAR Board for the fifth consecutive year and serving on the Government Relations Committee for the fourth consecutive year and experience does matter!

I want to be your 2021 Secretary / Treasurer of the SAR Board and I will be your 2021 Secretary / Treasurer of the SAR Board if you vote for me.

**Vote Del Barbray 2021 Secretary / Treasurer of the SAR Board!**

Thank you





## 2021 SECRETARY/TREASURER CANDIDATES

**Cherie Hunt** – Better Homes and Gardens Real Estate Reliance Partners

Thank you for the opportunity to expand my service to the Sacramento Association of REALTORS®. It is an honor to serve our association and industry. I have been an SAR director for the last 4 years and have served alongside many great Realtors. Currently, in addition to being an SAR Director, I am a CAR Director as well. I have served for 6 years as a director for our MLS provider- MetroList Services Incorporated. I am also a mediator for SAR and serve to assist with dispute resolution between agents and the public as well as agent to agent disputes. I have served on and chaired various committees such as Grievance, Professional Standards and Strategic Planning and Finance for SAR. Being a full-time realtor for 28 years it has been my honor to serve with distinction for over half of my life! I am a Real Estate Broker and proud to call myself a REALTOR®.

At this crazy time in our business, I have decided to run for Secretary Treasurer because I believe that you need a candidate that has served on the most qualifying committee for this role- Strategic Planning and Finance. When you vote, you should choose the candidate that has been part of the process for developing our new Strategic Plan for the next few years and has been part of the decision making process for our Association. I have served on Strategic Planning and Finance committee for 3 years. Secretary Treasurer is the chair of this committee and needs to be well versed in the association finances and able to assist with the guidance of the association in the budgeting process. It is a serious role that requires a deep understanding of association operations. The office of Secretary Treasurer should not be viewed as a reward for volunteerism and given to the candidate who has been seen the most.

SAR has great reserves right now and we need to make every effort to keep it that way. It is after all your dues dollars that provides for this operation. SAR is the strongest association in the region and is a multi-faceted place of gathering, networking, education and philanthropy. Because of this, as Association Leadership, we are responsible for promoting the wellbeing of our membership and community through vigilant care of the Associations Financial Operations, Educational Offerings, Information Distribution, Community Engagement and Charitable Giving. What I bring to the table is experience beyond Real Estate in Corporate Banking/Finance. I love our community and want to see each and every agent thrive in this business through education, high ethical standards and a commitment protecting property owner's rights.

When thinking of who should be tasked to lead our association please vote for me, Cherie Hunt, for 2021 Secretary Treasurer for the Sacramento Association of REALTORS®.

## 2021 DIRECTOR CANDIDATES



**Rosanna Garcia** – Garcia Realty

I have had the privilege of serving as a Director for the past 6 years. I love being a part of our board and contributing to our association's success and the success of our members. I am proud of the work we do for our industry and for our community. We have one of the best and strongest associations in the State and I feel so proud to be a part of such a great organization. I look forward to continuing my leadership journey within our association and serving our members. Thank you for your support.



**Barbara Lebrecht** – Galster Real Estate Group

Thank you for considering my candidacy for SAR Director. I am incredibly proud to be a part of our membership of nearly 8000 industry professionals! As a Director, I would continue to maintain the excellent reputation this Board has spent years cultivating. As an advocate of Affordable Housing, I will represent our members on issues regarding availability, financing and education of affordable housing products. Political Advocacy and the REALTOR® brand are very important to me. I will protect the interests of our members and affiliates, our homeowners and our community during my service.

# MEET THE 2021 SLATE

## 2021 DIRECTOR CANDIDATES



**Ujjal Deep "Breeze" Singh** – HomeSmart ICARE Realty

I will serve to enhance and elevate the REALTOR brand and Professionalism among the Real Estate Industry, at the same creating awareness of the community Impact done By REALTORS and SAR, protecting property rights and various other endeavors.



**Luis Sumpter** – Better Homes and Gardens Real Estate Reliance Partners

Sacramento Association of REALTORS® is an organization representing over 7000 members. Our Board of Directors are diverse, involved, and bring a vast array of opinions and experience to the table. It's been an honor to be part of the decision making process, and as we move in to uncertain and potentially difficult times ahead, it would be an honor to continue serving our members through education, fiscal responsibility and innovative technology.



**Maurice Thomas** – Eagle Eye Realty

SAR is one of the best Associations in the nation. This is something I want to continue to be a part of. My focus would be to continue to grow the Association and make sure we continue to be the best. This is a well-run machine that advocates for the industry. I want to focus on fighting for our industry and for our consumers. Vote Maurice for 2020.



**Samantha Tov-Weissensee** – Portfolio Real Estate

Real Estate is my passion and a profession that for many years I've remained a well-known professional within various real estate networks. As an advocate for the industry and the success of all REALTORS®, I would love to continue giving back by continuing to serve as your board of director. I'm a top-producing agent, co-founder/owner of Portfolio Real Estate, an agency I co-created to serve the community with selfless, straightforward, open-hearted professionalism. For the past fifteen years, I've led one of the top real estate teams, won many high-level awards, and trained countless top-producing agents. When not living and breathing real estate, I dedicate my

time to my two daughters. My aspires to be a role model for them, as my mother was for her. My biggest hobby/past time is giving back. The generosity of the people who helped her family when they arrived in the U.S. continues to inspire me to make an impact in our community. I joined SAR in 2004, got involve and serve on such committees as Sacramento Association of Realtors Cultural Diversity Committee (2016-2018), Leadership (2018), Scholarship Committee (2018-2020) and SAR Board of Directors (2019-2020). Immediate Past-President for Asian Real Estate Association of America (AREAA) Greater Sacramento Chapter (2018/2019) and currently serve on AREAA National Sponsorship Taskforce Committee (2020). I've also served as Past President of Women's Council of REALTORS (WCR) Placer County Chapter (2016), WCR California

Strategic Planning Committee (2015), WCR California Strategic Sponsorship Chair (20152017).

I'm ambitious, outgoing, willing to learn or lead where needed. I've had the pleasure of being able to train and mentor over 20-plus successful REALTORS® through the years. I want to offer my knowledge, energy, passion and time to SAR, and at the same time learn from other leaders to grow and better myself as a REALTOR® and mentor. Thank you for the opportunity and honor to be considered as a SAR director to help elevate members, bring impactful events and added-value to members of SAR. You can be assured that I will whatever I can do to enhance SAR and volunteer where needed. Thank you for another opportunity to serve our members.





# 2020 SAR SCHOLARSHIP RECIPIENTS

SAR was pleased to award over 50 scholarships to local students. Many of the students are relatives of SAR Members. Please enjoy learning a little more about these students and their future endeavors.



**Anoushka Ambavanekar** is receiving an \$850.00 scholarship. They will be attending the University of Pennsylvania Wharton School of Business.



**Sophia Alexandra Bartridge**, Family Friend of SAR Member Barbara Lebrecht, is receiving the \$1,000.00 Eugene L. Williams scholarship. They will be attending Dominican University to study Biochemistry.



**Aidan Anderson**, Grandson of SAR Members Ed and Judy Anderson, is receiving an \$850.00 scholarship. They will be attending UC Davis to study Civil Engineering.



**Dominic Benedetti**, Grandson of SAR Member Don Young, is receiving an \$850.00 scholarship. They will be attending Cal Poly San Luis Obispo to study Biomedical Engineering.



**Rom Arca** is receiving an \$850.00 scholarship. They will be attending Sacramento City College to study Biology.



**Sofia Bustos-Bennett** is receiving an \$850.00 scholarship. They will be attending UC Davis to study Sociology.



**Ellinor Arzbaecher** is receiving an \$850.00 scholarship. They will be attending UC Berkeley to study Environmental Science and Policy.



**Victoria Chernioglo**, Daughter of SAR Member Inessa Chernioglo, is receiving an \$850.00 scholarship. They will be attending Sac State to study Business Management.



**Aidan Averett**, child of SAR Member Jill Averett Fair, is receiving a \$500.00 scholarship.



**Jackson Chigbrow**, Son of SAR Members Aron and Kathy Chigbrow, is receiving an \$850.00 scholarship. They will be attending Oregon State University to study Biology on a Pre-Med track.



**Grace Chong** is receiving an \$850.00 scholarship. They will be attending UC Berkeley to study Biology.



**Abby Donovan**, Daughter of SAR Member Amy Donovan, is receiving an \$850.00 scholarship. They will be attending Texas Tech University to study Animal Science on the Pre-Veterinary Track.



**Jake Chow** is receiving an \$850.00 scholarship. They will be studying Business.



**Molly Dreher**, Daughter of SAR Member Valerie Dreher, is receiving the \$1,000.00 Kay Georgallis scholarship. They will be attending Saint Mary's College of California to study Behavioral Neuroscience.



**Caitlin Clarke** is receiving an \$850.00 scholarship. They will be attending Washington State University to study Hospitality Business Management.



**Hallie Eichner**, Daughter of SAR Member Darcie R Eichner, is receiving an \$850.00 scholarship. They will be attending Boise State University to study History and Social Science Secondary Education.



**Cassandra Cosentino** is receiving an \$850.00 scholarship. They will be attending Sac State to study Communications.



**Michael Fong** is receiving an \$850.00 scholarship. They will be attending UC San Diego to study BioEngineering.



**Nicole Davis**, Daughter of SAR Member Stacie Davis, is receiving an \$850.00 scholarship. They will be attending San Diego State University to study Education.



**Katherine Gergen**, Daughter of SAR Member Mona Gergen, is receiving an \$850.00 scholarship. They will be attending USC to study Filmmaking.



# 2020 SAR SCHOLARSHIP RECIPIENTS



**Gianna Giacomotto** is receiving an \$850.00 scholarship. They will be attending Humboldt State University to study Child Development in Psychology.



**Gracie Harada**, Daughter of SAR Member Glenn Harada, is receiving an \$850.00 scholarship. They will be attending Chico State to study Environmental Science, Applied Ecology.



**Gloria Gonzalez Serrano** is receiving an \$850.00 scholarship. They will be attending UC Berkeley to study Business.



**Christopher Hom**, Son of SAR Member Randall Hom, is receiving the \$1,000.00 Dale Morris scholarship. They will be attending Rhodes College to study Biochemistry and Molecular Biology on a Pre-Med Track.



**Katherine Gourley** is receiving an \$850.00 scholarship. They will be attending College of the Holy Cross to study Economics.



**Matthew Hom**, Son of SAR Member Randall Hom, is receiving the \$1,000.00 Mack Powell scholarship.



**Natalie Guidi** is receiving an \$850.00 scholarship. They will be attending Southern Oregon University to study Theatre.



**Delaney Hubbard**, Daughter of SAR Member Julie Hintz, is receiving an \$850.00 scholarship.



**Anna Guzman** is receiving an \$850.00 scholarship. They will be attending University of Chicago to study Public Policy & Political Science.



**Rohit Jhavar** is receiving an \$850.00 scholarship. They will be attending UC Berkeley to study Integrative Biology on a Pre-Med Track.





**Maison Johnson** is receiving the \$1,000.00 Carl Carlson Creative Genius scholarship. They will be attending UC Santa Cruz to study Digital Media and Game Design.



**Christian Locsin**, Son of SAR Member Leilani Rosenblatt, is receiving an \$850.00 scholarship. They will be attending Cosumnes River College to study Business.



**Arishma Kumar** is receiving an \$850.00 scholarship. They will be attending Sac State to study Nursing.



**Connor McLaren Finelli** is receiving an \$850.00 scholarship. They will be attending College of William and Mary to study Finance.



**Madison Lacy**, Daughter of SAR Member Susie Lacy, is receiving an \$850.00 scholarship. They will be attending Johns Hopkins University to study Biology with a Pre-Med focus.



**Kianna Ohara**, Daughter of SAR Member David Ohara, is receiving an \$850.00 scholarship. They will be attending Sac State to study Business Management.



**Ethan Lau** is receiving an \$850.00 scholarship. They will be attending the University of Pennsylvania Wharton School of Business.



**Alexis Pereira**, Daughter of SAR Member Jason Pereira, is receiving an \$850.00 scholarship. They will be attending Chico State to study Pre-Nursing.



**Rita Liu** is receiving an \$850.00 scholarship. They will be attending Carnegie Mellon University to study Business Administration.



**Jennifer Perez** is receiving an \$850.00 scholarship. They will be attending Sac State to study Environmental Studies.

# 2020 SAR SCHOLARSHIP RECIPIENTS



**Avery Pieri** is receiving an \$850.00 scholarship. They will be attending Cal State San Marcos to study Liberal Studies.



**Tyler Shelton**, Son of SAR Member Chad Shelton, is receiving the \$1,000.00 Mike Messina scholarship. They will be attending Raiser College of Natural Resources at UC Berkeley to study Environmental Economics and Policy.



**Nicole Quessenberry** is receiving an \$850.00 scholarship. They will be attending San Diego State University to study Mathematics.



**Benjamin Siravo**, Son of SAR Member Brenda Siravo, is receiving an \$850.00 scholarship. They will be attending Cal Poly San Luis Obispo to study Sociology.



**Lucy Quintero** is receiving an \$850.00 scholarship. They will be attending Sac State to study Business.



**Charisma Stearman** is receiving an \$850.00 scholarship. They will be attending Sac State to study Graphic Design.



**Elise Rockwood**, Daughter of SAR Member Wendy Rockwood, is receiving an \$850.00 scholarship. They will be attending Brigham Young University to study Nursing.



**Nicolas Steiner** is receiving a \$500.00 scholarship. They will be attending USC to study Business.



**Samantha Salgado**, Family of SAR Staff member Nallely Lopez, is receiving an \$850.00 scholarship. They will be attending Sac State to study Criminal Justice.



**Emma Stevenson** is receiving an \$850.00 scholarship. They will be attending Cal State Fullerton to study Nursing.



**Jennifer Su** is receiving an \$850.00 scholarship. They will be attending Harvard College to study Government or Social Sciences.



**Katie Wong** is receiving an \$850.00 scholarship. They will be attending San Diego State University to study Political Science.



**Grace Tan**, Daughter of SAR Member James Eng Hoo Tan, is receiving an \$850.00 scholarship. They will be attending UCLA to study Neuroscience.



**Katarina Zierke**, Daughter of SAR Member Nadia Zierke, is receiving an \$850.00 scholarship.



**Olivia Taylor**, Granddaughter of SAR Member Donald Rubin, is receiving an \$850.00 scholarship. They will be attending Xavier University to study Pre-Med Psychology.



**Olivia Walbeck**, Daughter of SAR Member Stephenie Walbeck, is receiving an \$850.00 scholarship. They will be attending University of Oklahoma to study Journalism.



**Tatum White** is receiving an \$850.00 scholarship. They will be attending Cal State Long Beach to study Liberal Studies to become a Special Education Teacher.





## ABOUT THE MARKET

This month Scott sits down with Geoff Ogden of Angel Oak Mortgage Solutions. Their conversation covers such topics as:

- Non QM loans (the stuff Fannie and Freddie will not do)
- Bank Statement Loans
- DSCR (Debt Service Coverage Ratio) for Rental Properties
- Jumbo Loans (loan amounts over Fannie and Freddie)
- Brief history of what happened with the Non QM industry with Covid-19

Thanks, Scott and Geoff, for an informative video!

[CLICK HERE TO SEE VIDEO](#)



# MASTERS CLUB CORNER

## OUTSTANDING LIFE MEMBER

PATTI MARTINEZ



Ok, how many of you out there are on “overload” with regard to all the precautions we’ve been told to do to keep our buyers and sellers safe from Covid19? Thought so! So let’s talk about something different. Let’s talk about how great the market is right now and how many buyers are out there just waiting for the right property to pop up – and sellers who are so excited when they get multiple offers. No one can deny, even though we’ve been facing tremendous challenges in the market, that we all wish we had a ton of listings. Because without question, for sellers and listing agents, this is what they call “money in the bank.” Now, for buyers and buyers’ agents, it’s been a very trying time when you get beat out by 5, 8, 10 other offers. But we just “keep on keepin’ on” as the song goes. That’s what we REALTORS® do. We love helping sellers sell their properties and we love helping buyers find their “forever” homes. I see testimonials online all the time where buyers and sellers show so much gratitude to their agents for doing such a great job for them. It’s a very rewarding career.

Speaking of “careers,” if real estate is your “forever career” (or you would like it to be) you should be a part of the SAR Masters Club, talk to your Broker about how you too can become a member! Criteria for membership is selling \$5million a year and 8 “ends” OR a total of 20 “ends.” The SAR Masters Club offers so many opportunities to enhance your business and become a part of an outstanding group of high achievers. As of today, 20% of area REALTORS® have already sold \$2.5 million in production, which puts them right on target for selling \$5million this year. There are different levels of membership, like the New Member, Continuing Member, Life Member, Outstanding Life Member, and now the newest level, “Presidential.”

Masters Club sponsors a number of educational events throughout the year, as well as “mixers” where non-members can attend with a current Masters Club Member. There are also several committees you can serve on, including marketing, charity review, Loaves and Fishes and the major fundraiser of the year, our Annual Golf Tournament which raises money we donate to several charities. Speaking of charities, SAR Masters Club also actively participates in prep and serving shifts at Loaves and Fishes for every month that has a 5th Monday. It’s a very gratifying experience and takes very little of your time. Our next shift is **MONDAY, AUG. 31st**. We will need 5 volunteers for the preparation shift from 7:30 – 9:30 a.m. and 5 – 10 people for the serving shift from 10:00am – 12:30pm. No one is seated in the dining room for now. Box lunches are prepared during the “prep” shift and the serving shift hands them out and of course everyone is social-distancing and wearing masks and gloves. It’s a very safe location where you can park your car directly in front of the building. Call Karen Berkovitz at

916-607-7600 for more details! Call a friend or fellow REALTOR® to go with you. You’ll be glad you did!

Last but not least, as of this morning, it appears that the Masters Club Golf Tournament previously touted as being set in stone for Monday, October 12th now appears to be in jeopardy. The latest details will be forthcoming soon.

Thanks for reading, wear your masks, stay safe and keep those listings rolling in!



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®



## Preparing to Help Clients in Foreclosure and Avoiding Foreclosure.

How things have changed in the last four months. The market was strong and poised for further advancement. The topics dominating the headlines were limited supply, cannabis, rent control and hazard insurance in rural areas. All of that has changed. In the span of a few short months, unemployment that was at record lows is now at record highs. As California begins to roll back some of its phased re-opening, certain business sectors are being forced to reduce capacity or close altogether for a second time, putting people back in the unemployment line.

Recently, NPR reported more than 4.75 million mortgages or 9% of all mortgages are in some sort of a forbearance plan with their lender and they suspect this number is low. The National Multi-family Housing Council reports that in June 94.4% of renters paid a full or partial rent payment, but cautions that the high rent payment statistics may be attributed in part to expanded unemployment benefits, which unless Congress acts to extend, will be coming to an end on July 31, 2020.

With the increasing defaults and potential increase in evictions for non-paying tenants, ultimately, clients may be looking at foreclosure alternatives. The COVID-19 pandemic has created a new set of economic problems. While expanded unemployment benefits provided a short-term safety net for the unemployed, it is not a long-term solution. Consequently, we are anticipating that as a result of these economic issues that there will likely be a significant rise in foreclosures. It is time to dust off all that Great Recession knowledge involving foreclosures and short sales. Recognizing that this market is different from the Great Recession that was based upon bad paper. Loans that were in arrears because of negative amortization provisions before the borrower ever walked out of the escrow office, is not the case now. Short sales may not be immediately the soup de jour as property values still remain strong.

Some key things to remember as we move forward:

- When meeting with a prospect who is selling try to determine the basis for selling. Many will be forced to sell because of an inability to make mortgage payments and you should be attempting to determine the extent of a

default and whether a foreclosure has been commenced.

- Remember your timeline for a foreclosure. The Notice of Default must be in place for 90 days and a Notice of Trustees Sale for 21 days (total of 111 days) but can be extended through forbearances and modification requests.
- Determine whether there is any equity in the home. Many will be reluctant to sell. They don't see alternative paths and securing a new home will be scary for the seller. Look for alternate solutions than can accomplish the clients' goals.
- Again, be mindful of the timeline (see bullet point 2 above) as decisions will need to be made with that timeline in mind. Especially important when contemplating a sale as you need to account for the escrow period.
- Determine whether or not the property has equity. Unless the property was purchased recently, most should have equity as values have consistently risen for several years now. If there is not enough equity to cover the cost of sale, make sure to use the CAR Short Sale Addendum and make sure the proper contingencies related to bank approval are included.
- In the Great Recession we did not worry much about the Home Equity Sales Contract Act (HESCA), because most homes were undervalued. In this market, many homes may have equity. Make sure you use the right contract. The C.A.R. forms contain a HESCA compliant contract with the critical components included. Use it and understand when it is needed. For the basics, if a property is in foreclosure, has equity, and the purchaser will NOT occupy the home being purchased then HESCA applies.
- Remember the anti-deficiency statutes and how they apply. Under CCP 580b on a purchase money loan for a home occupied by the buyer as a principal residence there is no deficiency obligation. Under CCP 580d after a non-judicial foreclosure the foreclosing lender cannot pursue a deficiency judgment. Under CCP 580e after a short sale on a 1-4 unit residential dwelling there is no deficiency liability.



This market is changing and it will be important to know how to help your clients navigate the world of foreclosures and when to employ short sale or HESCA sale strategies. Your clients are looking to you to guide them during this difficult time. Remind them that this shall pass and be a source of hope for them as they move past these difficult times.

Your clients will have questions regarding the legal implications of the decisions made related to potential

foreclosures. We are here to provide assistance when needed and do not hesitate to reach out. We look forward to continuing to serve you and your clients with their real estate needs.

The information presented in this Article is not to be taken as legal advice. Every person's situation is different. If you are facing a legal issue of any kind, get competent legal advice in your State immediately so that you can determine your best options.

## ETHICS CORNER

### Article 1

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

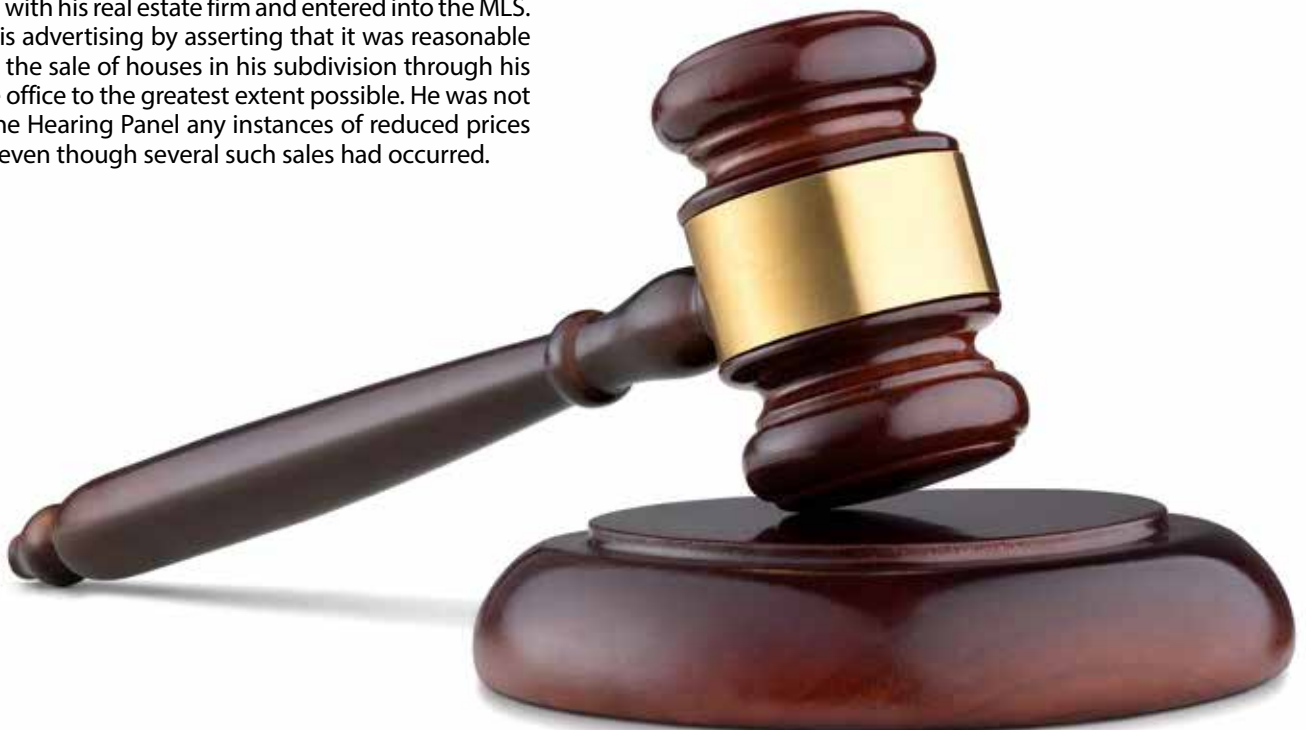
#### Case #12-6: Misleading Advertising

*(Reaffirmed Case #19-8 May, 1988. Transferred to Article 12 November, 1994 and May, 2017.)*

REALTOR® A's business included real estate brokerage, property management, and home building. In one of his advertisements of his home building activities, in which he identified himself as a REALTOR®, there was prominently featured the words, "Buy Direct and Save." REALTOR® B forwarded a link to the advertisement to the Association of REALTORS® as the basis of a complaint that REALTOR® A in his advertising was, through use of the quoted phrase, seeking to take unfair advantage of other REALTORS®.

At the hearing, it was brought out that REALTOR® A's properties had been listed with his real estate firm and entered into the MLS. He defended his advertising by asserting that it was reasonable for him to seek the sale of houses in his subdivision through his own brokerage office to the greatest extent possible. He was not able to show the Hearing Panel any instances of reduced prices on direct sales even though several such sales had occurred.

It was the conclusion of the panel that REALTOR® A had violated Article 12. The panel's decision indicated that just because he engaged in home building, he could not be exempted from the standards that apply to REALTORS® generally; and that the phrase "Buy Direct and Save" in his advertising was an attempt to convince prospective buyers that a lower price would be offered those purchasing direct rather than through cooperating brokers when, in fact, he had maintained the same prices and there was no saving by buying direct.





## State Legislative Update

Much like everything else, due to COVID-19 this legislative cycle has been a strange one. Despite the challenges presented by unprecedented times, C.A.R. was still able to get the tax portability ballot initiative qualified. **ACA 11 (Mullin)** is the legislative alternative to our tax portability initiative that will be on the ballot in November. To remind those who may not remember, this is the initiative that SAR members were diligently collecting signatures for earlier this year. There are some significant differences between our original initiative and ACA 11. The biggest ones to note are that the corporate property transfer reassessment is no longer part of the measure, the intergenerational transfer component now has specific language to exempt and protect small farms, there is a special fund set up to protect counties who can show that they are injured by property tax portability, and dedicated funding will be provided to fire districts (especially in underfunded areas). The next step is for Gov. Newsom to sign legislation in the next few days that will officially place ACA 11 on the ballot. This move by the Legislature puts C.A.R. in an even stronger position to pass this important initiative that will improve housing affordability, benefit communities, and all Californians. We will be updating membership on this as it progresses.

### Other Legislative Updates:

**AB 828 (Ting):** This bill includes a temporary moratorium on foreclosures and unlawful detainers and is operative during stated emergency and 15 days after. If you own more than 10 properties, this would be presumed to not be an economic hardship and it would give the court system the ability to determine inability to pay rent.

**Update:** 7/1/2020 Re-referred to committee on Judiciary.

**SB 939 (Weiner):** This bill would prohibit the eviction of tenants of commercial real property, including businesses and non-profit organizations, during the pendency of the state of emergency proclaimed by the Governor on March 4, 2020, related to COVID-19. The bill would make it a misdemeanor, an act of unfair competition, and an unfair business practice to violate the foregoing prohibition. Overall, it renders an eviction void and unenforceable.

**Update:** 6/18/20 Died in committee.

**SB 1431 (Glazer):** This bill would clear the way for landlords to request property tax reassessments based on financial losses attributable to the virus. Specifically, these damages would need to come from rent freezes, eviction moratoria, and other tenant protections imposed by governments in response to the outbreak.

**Update:** 6/18/20 Held in committee and under submission.

### AB 1436 (Chiu):

A proposal to force landlords to defer rents for 15 months after a state or local state of emergency is lifted - which can translate to years of unpaid rent - if a tenant is unable - or unwilling - to pay rent due to COVID-19. We know that in many cases, local governments don't lift their emergency orders for years. That means an owner may never receive the rent they deferred during the pandemic.

In addition to not receiving rent, landlords would not receive funding under AB 1436 to pay their taxes, mortgages, utilities, or staff.

**Update:** 7/1/2020 Re-referred to committee on Judiciary.

**AB 2501 (Limón):** The bill requires lenders to maintain home loans for an extended length of time with no payments from borrowers. This strain imposed on financial institutions will limit the availability of credit in the future, which will harm our economic recovery. Specifically, the bill requires financial institutions and financial service businesses to essentially carry mortgage for at least 180 days after the COVID-19 state of emergency ends

**Update:** 06/18/20 Died.

We wanted to take this opportunity to thank our members for being responsive to the red alerts. As members you are an extremely important piece of the policy process, especially during times like this when the normal public hearing process does not take place. We need members like you to make the connection for our local elected officials that even though we cannot connect in person, we are still an integral part of the process. Please contact our Government Affairs team for any additional information.

To see C.A.R.'s latest Legislative Update, [click here](#).

# AUGUST 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
<b>MetroList: Homesnap (V)</b> 3 9:00 – 10:00am <b>MetroList: Stats &amp; Trends (V)</b> 11:00am – 12noon <b>WCR Board Meeting</b> 12noon – 1:30pm <b>MetroList: Auto Prospecting (V)</b> 1:00 – 2:00pm <b>MetroList: Mapping &amp; Routing(V)</b> 3:00 – 4:00pm	<b>Main Meeting (V)</b> 4 9:00 – 10:30am <b>CanTree Committee (V)</b> 10:30am – 12noon <b>Charity Research Committee (V)</b> 10:30 – 11:30am <b>Volunteer Coordinating Committee (V)</b> 10:30 – 11:30am	<b>SAR New Member Orientation (V)</b> 5 9:00am – 12:30pm <b>MetroList: Pro Search (V)</b> 9:00 – 10:00am <b>MetroList: MLS Essentials (V)</b> 11:00am – 12noon <b>MetroList: Realist Tax Overview (V)</b> 1:00 – 2:00pm <b>MetroList: Realist Tax Advanced (V)</b> 3:00 – 4:00pm	<b>Real Estate Finance &amp; Affiliate Forum</b> 6 9:00 – 10:30am	<b>SAR Offices Closed</b> 7 7:30 – 8:30am <b>SAR Toastmasters Club (V)</b> 7:30am – 9:00am
<b>Education Committee</b> 10 9:00 – 10:30am <b>Leadership Academy</b> 1:00 – 2:30pm <b>CCIM Leadership</b> 3:00 – 4:00pm	<b>Virtual Regional Meeting (V)</b> 11 <a href="#">ZOOM LINK</a> <b>MetroList: All About Listings (V)</b> 9:00 – 10:00am <b>YPN Advisory Committee</b> 11:00am – 12:30pm <b>MetroList: Searching the MLS (V)</b> 11:00am – 12noon <b>MetroList: CMA Webinar (V)</b> 1:00 – 2:00pm <b>MetroList: Homespotter Webinar (V)</b> 3:00 – 4:00pm	<b>AREAA</b> 12 10:00 – 11:00am <b>New Member Orientation (V)</b> 1:00 – 4:30pm	<b>Masters Club Steering Committee (V)</b> 13 9:30 – 11:00am <b>Internship Committee (V)</b> 12noon – 1:30pm <b>CanTree Drive Thru (SAR Parking Lot)</b> 4:30 – 6:30pm	<b>SAR Toastmasters Club (V)</b> 14 7:30am – 9:00am <b>MetroList: Streamline Your CMAs (V)</b> 9:00 – 10:00am <b>Sac Area RE Exchange Network</b> 10:00am – 12:30pm <b>MetroList: Cloud CMA Part 2 (V)</b> 11:00am – 12noon <b>MetroList: Go MetroList App (V)</b> 1:00 – 2:00pm <b>MetroList: MetroList Mobile (V)</b> 3:00 – 4:00pm
<b>No SAR Events Scheduled</b> 17	<b>Virtual Regional Meeting (V)</b> 18 <a href="#">ZOOM LINK</a> <b>MetroList: Auto Prospecting (V)</b> 9:00 – 10:00am <b>Marketing/Communications Committee</b> 10:30am – 12noon <b>MetroList: Homesnap (V)</b> 11:00am – 12noon <b>Scholarship Fundraising Committee</b> 1:00 – 2:00pm <b>MetroList: MLS Essentials (V)</b> 1:00 – 2:00pm <b>MetroList: All About Listings (V)</b> 3:00 – 4:00pm	<b>New Member Orientation</b> 19 6:00 – 9:30pm	<b>WCR Business Luncheon</b> 20 11:00am – 2:00pm <b>MetroList: CMA Webinar (V)</b> 9:00 – 10:00am <b>MetroList: Mapping &amp; Routing (V)</b> 11:00am – 12noon <b>MetroList: Stats &amp; Trends (V)</b> 1:00 – 2:00pm <b>MetroList: Searching the MLS (V)</b> 3:00 – 4:00pm	<b>SAR Toastmasters Club</b> 21 7:30am – 9:00am
<b>No SAR Events Scheduled</b> 24	<b>Virtual Regional Meeting (V)</b> 25 <a href="#">ZOOM LINK</a> <b>Cultural Diversity &amp; Fair Housing Committee</b> 10:30am – 12noon	<b>MetroList: Realist Tax Overview (V)</b> 26 9:00 – 10:00am <b>MetroList: Realist Tax Advanced (V)</b> 11:00am – 12noon <b>MetroList: Realtor.com Professional Search (V)</b> 1:00 – 2:00pm <b>MetroList: Homesnap Webinar (V)</b> 3:00 – 4:00pm	<b>No SAR Events Scheduled</b> 27	<b>SAR Toastmasters Club</b> 28 7:30am – 9:00am <b>SAR BOD</b> 9:00 – 11:00am <b>MetroList: MetroList Mobile (V)</b> 9:00 – 10:00am <b>MetroList: Auto Prospecting (V)</b> 11:00am – 12noon <b>MetroList: Streamline Your CMA – Part 1 (V)</b> 1:00 – 2:00pm <b>MetroList: Streamline Your CMA – Part 2 (V)</b> 3:00 – 4:00pm
<b>MetroList: Mapping &amp; Routing (V)</b> 31 9:00 – 10:00am <b>MetroList: CMA Webinar (V)</b> 11:00am – 12noon <b>MetroList: All About Listings (V)</b> 1:00 – 2:00pm <b>MetroList: MLS Essentials (V)</b> 3:00 – 4:00pm				



# 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.

# JULY

### CLASS

21	9:00am - 4:30pm	<b>SRES DESIGNATION</b> HELP YOUR SENIOR CLIENTS TAKE THE NEXT BIG STEP - GET YOUR SRES <a href="#">REGISTER/MORE INFO HERE</a>
22		
23	10:00am	<b>1031 EXCHANGE</b> HELP YOUR SENIOR CLIENTS TAKE THE NEXT BIG STEP - GET YOUR SRES <a href="#">REGISTER/MORE INFO HERE</a>
27	10:00am	<b>STAYING OUT OF COURT - PART 3</b> PRESENTER BOB BRAND DISCUSSES MORE WAYS TO AVOID LITIGATION ALONG WITH AN OVERVIEW OF REAL LIKE COURT CASES AND HOW LIABILITY COULD HAVE BEEN AVOIDED. <a href="#">REGISTER/MORE INFO HERE</a>
29	10:00am	<b>YOUR 30-60-90 SOCIAL MEDIA PLAN &amp; 15 MINUTE OPEN HOUSE</b> THIS SESSION WILL EQUIP YOU WITH A SOCIAL MEDIA PLAN THAT EXPLAINS ALL YOU NEED TO DO IN THE NEXT 90 DAYS TO INCREASE ENGAGEMENT WITH POTENTIAL BUYERS & SELLERS. <a href="#">REGISTER/MORE INFO HERE</a>
30	10:00am	<b>THE SECRET SAUCE OF DOWNSIZING</b> SAR MEMBER MARLENA UHRIK, ED.D. AND FOUR OTHER PROFESSIONALS WILL SHARE THEIR EXPERTISE IN HELPING OTHERS COPE WITH THE SIGNIFICANT LIFE TRANSITION OF DOWNSIZING/RIGHTSIZING. <a href="#">REGISTER/MORE INFO HERE</a>

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

## ON DEMAND WEBINARS

THESE WEBINARS WERE RECORDED AND CAN BE VIEWED AT YOUR LEISURE. PLEASE FEEL FREE TO BROWSE THE WHOLE COLLECTION.

### ESSENTIAL DISCLOSURES 2

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

[REGISTER/MORE INFO HERE](#)

### THE A-Z OF LEAD GENERATION

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

[REGISTER/MORE INFO HERE](#)

### PANDEMIC MARKET TRENDS

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

[REGISTER/MORE INFO HERE](#)

### SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY

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

[REGISTER/MORE INFO HERE](#)

### 6 SURPRISING LINKEDIN TIPS FOR REALTORS®

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

[REGISTER/MORE INFO HERE](#)

### ESSENTIAL DISCLOSURES 1

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

[REGISTER/MORE INFO HERE](#)

### 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](#)

### 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](#)

### STAYING OUT OF COURT - RISK MANAGEMENT

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

[REGISTER/MORE INFO HERE](#)

### EVERYTHING VA IN 90 MINUTES

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

[REGISTER/MORE INFO HERE](#)

### 6 SURPRISING LINKEDIN TIPS FOR REALTORS®

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

[REGISTER/MORE INFO HERE](#)

### 6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

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

[REGISTER/MORE INFO HERE](#)

### ESSENTIAL DISCLOSURES 1

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

[REGISTER/MORE INFO HERE](#)

### STAYING OUT OF COURT 2

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

[REGISTER/MORE INFO HERE](#)

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

# Looking for an Affiliate or REALTOR®?

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



## SAR NEW MEMBERS

## June 2020

## BROKER ASSOCIATE

**Mark Ruiz**  
Berkshire Hathaway HS Elite

## DESIGNATED REALTORS®

**James Cordano III**  
James J. Cordano Co.

**Frank Kozlowski**  
Frank Kozlowski Real Estate

**Ronald Mazur**  
Ronald Mazur Broker

**Nicholas W.E. Morton**  
Nicholas William Eugene Morton

**Daniel Reynolds**  
Daniel A. Reynolds

## REALTORS®

**Lisa Abelgas**  
Orbit Realty

**Darryel Abraham**  
Legacy Properties

**Lizzeth Arciga**  
eXp Realty of California, Inc.

**Priyanka Bharat**  
Keller Williams Realty

**Michael Bowden**  
Realty One Group Complete

**David Brown**  
eXp Realty of California, Inc.

**Stanley Cagle**  
NexGen Real Estate

**Melissa Campbell**  
Redfin Corporation

**Charleanne Cannon**  
Fathom Realty Group

**Jarrold Carroll**  
California Realty Partners

**Isis Christiansen**  
Intero Real Estate Services

**Sophia Clark**  
Coldwell Banker Realty

**Carlee Dalmau**  
Weichert Rltrs-Sierra Pacf Grp

**Helen Diego**  
Berkshire Hathaway HS Elite

**Marilyn Dromgoole**  
Excel Realty, Inc.

**Molly Eastman-Kurtz**  
Redfin Corporation

**Michael Estes**  
All City Homes

**Gloria Evans**  
HomeSmart ICARE Realty

**Amy Fernandez**  
Lyon RE Roseville

**Anna Lisa Flores**  
Berkshire Hathaway HS Elite

**Kimberley Garrett**  
Samuel E. Walton

**Reza Ghasemizadeh**  
Keller Williams Realty

**Heidi Gonzalez**  
Summit Realty Group

**Meera Higbee**  
Redfin Corporation

**Anita Ismayelyan**  
Galster Real Estate Group

**Misha Kitto**  
Redfin Corporation

**Stephanie Knowles**  
Nick Sadek Sotheby's International

**Courtney Krasts**  
Porch Light Properties

**Laura Kujawa**  
eXp Realty of California, Inc.

**Agnieszka Lapuc**  
Galster Real Estate Group

**Djhoana Lomeda**  
Keller Williams Realty Natomas

**Christopher Madden**  
Amen Real Estate

**Kevin Marquess**  
1st American Realty

**Melissa Martinez**  
Realty One Group Complete

**Bruno Meteyry**  
Real Estate EBroker, Inc.

**Nadezhda Mokrushin**  
Alta Group Realty

**Robert Murray**  
Redfin Corporation

**Kathryn Niazi**  
Intrust Realty Group

**Christena O'Shea**  
Alexis McGee Group, Inc.

**Angelica Orrantia**  
Keller Williams Realty Natomas

**Tanya Osipov**  
Keller Williams Realty Natomas

**John Pacheco**  
Coldwell Banker Realty

**Serina Maye Panganiban**  
RE/MAX Gold Elk Grove

**Janae Papazian**  
Fathom Realty Group

**Mai Parfitt**  
Coldwell Banker Realty

**Yvette Quinton**  
Redfin Corporation

**Ryan Radford**  
Keller Williams Realty Folsom

**Erika Robertson**  
Realty One Group Complete

**Georgina Romero**  
Amen Real Estate

**Jessica Sarcadi**  
eXp Realty of California, Inc.

**Barry Saugen**  
Equity One Real Estate

**Jaskrit Sidhu**  
Redfin Corporation

**Kristina Silchuk**  
Realty One Group Complete

**Kosom Seika Sin**  
Portfolio Real Estate

**Dwayne Smith**  
Armando Ramos & Associates, Inc.

**Kristyl Smith**  
Redfin Corporation

**Daniel Sundberg**  
Kendrick Realty, Inc.

**Omid Tahsinzadeh**  
California Regency Realty

**Devon Terry**  
Sac Platinum Group

**Amandeep Thiara**  
RE/MAX Gold Fair Oaks

**Ethan Thich**  
Assure Realty Corp.

**Phuong Tsan**  
Realty One Group Complete

**Tyria Valledor**  
Real Estate Source, Inc.

**Mark Verre**  
Dunnigan, REALTORS

**Venh Vong**  
Portfolio Real Estate

**Anthony Vu**  
Redfin Corporation

**Imaez Wahid**  
Berkshire Hathaway HS Elite

**Limin Wang**  
Portfolio Real Estate

**Mark Weitnauer**  
Keller Williams Realty



# SACRAMENTO HOUSING STATISTICS

## Year-to-year sales volume down 36.7%

# MAY

May closed with 1,032 sales, up 1.9% from the 1,013 sales in April. Compared to one year ago (1,630), the current figure is a 36.7% drop. Of the 1,032 sales this month, 83 (8%) used cash financing, 640 (62%) used conventional, 211 (20.4%) used FHA, 76 (7.4%) used VA and 22 (2.1%) used Other† types of financing.

The median sales price decreased 1.3% for the month from \$400,000 to \$395,000. This figure is up 2.8% from May 2019 (\$384,250).

The Active Listing Inventory decreased 2.6% from April to May, from 1,823 units to 1,775 units. Compared with May 2019 (2,314), inventory is down 23.3%. The Months of Inventory decreased from 1.8 Months to 1.7 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 7 to 9 and the Average DOM decreased from 16 to 19. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,032 sales this month, 83.1% (858) were on the market for 30 days or less and 94.2% (973) were on the market for 60 days or less.

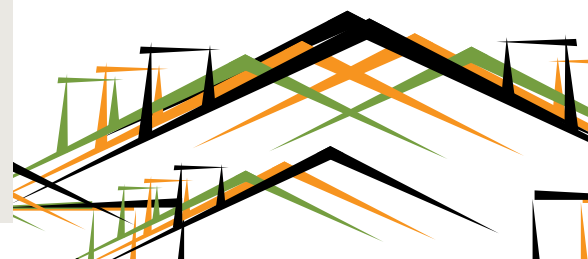
The Average Price/SqFt of all homes sold decreased from \$263 to \$261 from April to May. See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	12	15	0.8
\$200,000 - \$249,999	45	25	1.8
\$250,000 - \$299,999	124	94	1.3
\$300,000 - \$349,999	206	174	1.2
\$350,000 - \$399,999	235	228	1.0
\$400,000 - \$449,999	218	154	1.4
\$450,000 - \$499,999	210	113	1.9
\$500,000 - \$749,000	466	191	2.4
\$750,000 - \$999,999	134	27	5.0
\$1,000,000 and over	125	11	11.4
<b>Total:</b>	<b>1,775</b>	<b>1,032</b>	<b>Total: 1.7</b>

Market Snapshot - May 2020					
	May-20	Apr-20	Change	May-19	Change (from '19)
<b>Sales</b>	1,032	1,013	1.9%	1,630	-36.7%
<b>Median Sales Price</b>	\$395,000	\$400,000	-1.3%	\$384,250	2.8%
<b>Active Inventory</b>	1,775	1,823	-2.6%	2,314	-23.3%
<b>Median DOM</b>	9	7	28.6%	10	-10.0%
<b>Avg. Price/SqFt</b>	\$261	\$263	-0.8%	\$249	4.8%

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.



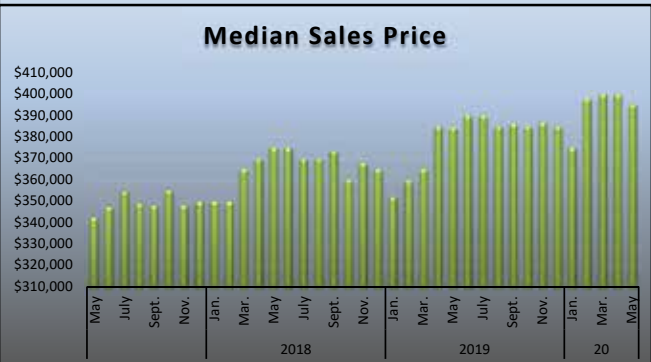
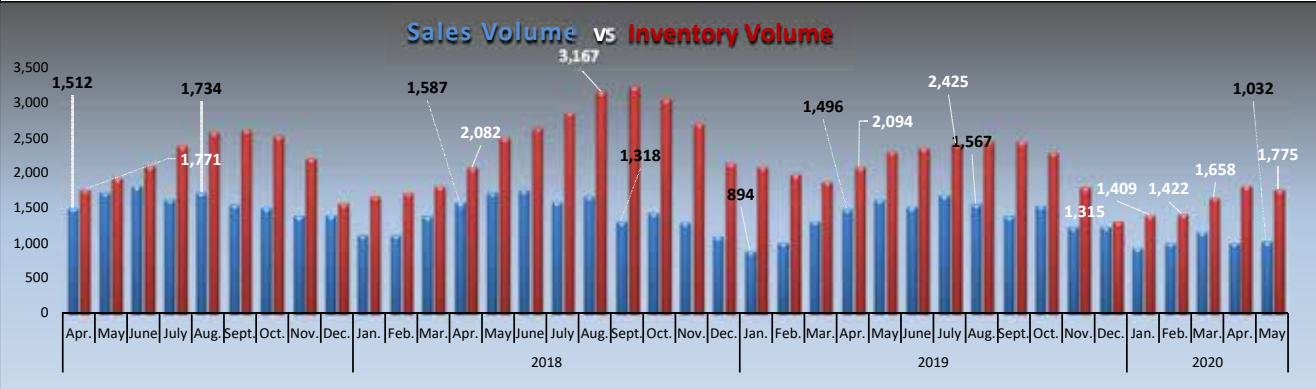
MLS STATISTICS for May 2020

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	1,700		1,464	16.1%		2,361		-28.0%
Active Listing Inventory †	1,775		1,823	-2.6%		2,314		-23.3%
Pending Sales This Month*	1,920		1,683	14.1%		2,052		-6.4%
Number of REO Sales	11	1.1%	13	-15%	1.3%	15	0.9%	-26.7%
Number of Short Sales	4	0.4%	3	33%	0.3%	4	0.2%	0.0%
Equity Sales	1,017	98.5%	997	2.0%	98.4%	1,611	98.8%	-36.9%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,032	100%	1,013	1.9%	100%	1,630	100.0%	-36.7%
Months Inventory	1.7 Months		1.8 Months	-5.6%		1.4 Months		21.4%
Dollar Value of Closed Escrows	\$443,888,793		\$443,623,941	0.1%		\$695,780,460		-36.2%
Median	\$395,000		\$400,000	-1.3%		\$384,250		2.8%
Mean	\$430,125		\$437,931	-1.8%		\$426,856		0.8%
Year-to-Date Statistics	1/01/20 to 5/31/20		1/01/20 to 5/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			5/31/2019		Change
Number of Closed Escrows	5,173		5,296			6,355		-18.6%
Dollar Value of Closed Escrows	\$2,216,272,740		\$2,265,556,682			\$2,542,702,958		-12.8%
Median	\$395,000		\$395,000			\$365,000		8.2%
Mean	\$428,431		\$427,786			\$400,111		7.1%



**Sacramento County Statistics**  
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**Your Real Estate Office**

**David Brooker**  
REALTOR/Speculator

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® | 2020 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

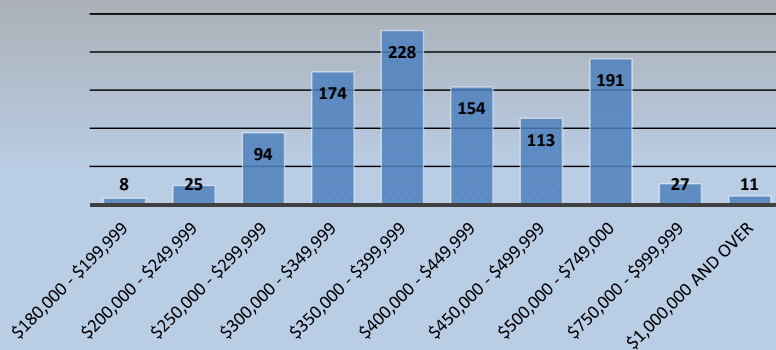
## MLS STATISTICS for May 2020

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

#### BREAKDOWN OF SALES BY PRICE

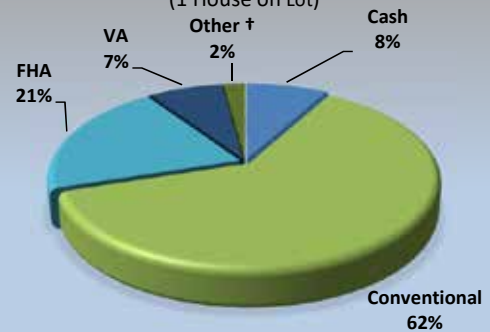
##### 1 House on Lot

Total: 1,032

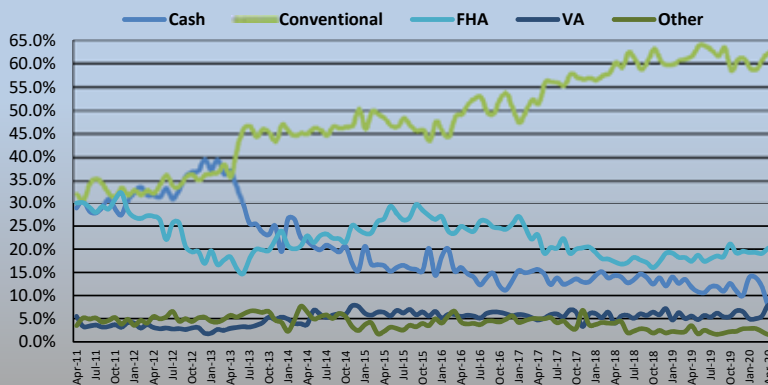


#### Type of Financing/Days on Market

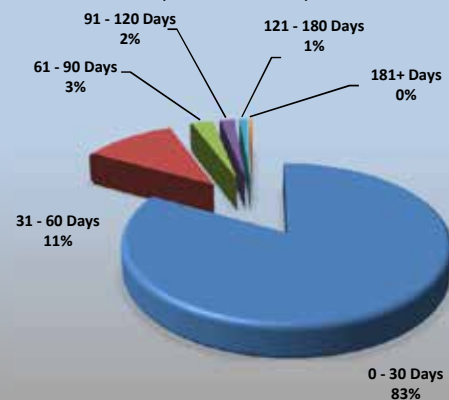
##### TYPE OF FINANCING (1 House on Lot)



##### Types of Financing Historical (% of Sales)



##### DAYS ON MARKET (1 House on Lot)



Type of Financing (Single Family Home only) Financing Method	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		
Cash	83	8.0%	79	7.8%	0 - 30	858	Current Month	Last 4 Months	Last 12 Months
Conventional	640	62.0%	633	62.5%	31 - 60	115	83.1%	79.2%	74.3%
FHA	211	20.4%	205	20.2%	61 - 90	27	11.1%	10.7%	14.4%
VA	76	7.4%	80	7.9%	91 - 120	18	2.6%	4.7%	5.8%
Other †	22	2.1%	16	1.6%	121 - 180	10	1.7%	2.6%	2.8%
<b>Total</b>	<b>1,032</b>	<b>100.0%</b>	<b>1,013</b>	<b>100.0%</b>	<b>181+</b>	<b>4</b>	1.0%	2.1%	1.9%
					<b>Total</b>	<b>1,032</b>	0.4%	0.8%	0.8%
							100.0%	100.0%	100.0%

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

Median DOM:	Current	9	Last Month	7
Average DOM:	19	16		
Average Price/Square Foot:	\$261.0	\$263.0		

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

Based on Multiple Listing Service data from MetroList® | 2020 SAR

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



## SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2020

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	32	REO Sales 0	48	66	216
	Median Sales Price	\$464,000	\$0	\$446,000	\$405,000	\$450,000
	Average Price/Square Foot	\$258	Short Sales 0	\$272	\$250	N/A
	Average Sq Ft of Property	1,908	\$0	1,933	1,809	N/A
	Total Listing Inventory *	95	Conventional 32	87	124	N/A
	Total Listing Median Price ∞	\$544,900	Sales \$464,000	\$537,000	\$599,000	N/A
95610 Citrus Heights	Total Sales	34	REO Sales 0	24	37	135
	Median Sales Price	\$390,000	\$0	\$400,500	\$379,000	\$390,000
	Average Price/Square Foot	\$246	Short Sales 0	\$254	\$243	N/A
	Average Sq Ft of Property	1,609	\$0	1,669	1,620	N/A
	Total Listing Inventory *	29	Conventional 34	33	60	N/A
	Total Listing Median Price ∞	\$449,972	Sales \$390,000	\$425,000	\$410,000	N/A
95621 Citrus Heights	Total Sales	31	REO Sales 1	45	56	167
	Median Sales Price	\$350,000	\$333,500	\$350,000	\$330,500	\$352,500
	Average Price/Square Foot	\$262	Short Sales 0	\$262	\$239	N/A
	Average Sq Ft of Property	1,408	\$0	1,362	1,425	N/A
	Total Listing Inventory *	38	Conventional 30	35	51	N/A
	Total Listing Median Price ∞	\$364,999	Sales \$351,250	\$360,000	\$353,500	N/A
95624 Elk Grove	Total Sales	50	REO Sales 1	39	66	203
	Median Sales Price	\$445,550	\$275,000	\$443,910	\$444,998	\$456,500
	Average Price/Square Foot	\$237	Short Sales 0	\$242	\$233	N/A
	Average Sq Ft of Property	2,076	\$0	2,038	2,093	N/A
	Total Listing Inventory *	59	Conventional 49	74	109	N/A
	Total Listing Median Price ∞	\$585,000	Sales \$456,100	\$549,000	\$549,713	N/A
95626 Elverta	Total Sales	1	REO Sales 0	6	3	16
	Median Sales Price	\$342,000	\$0	\$439,000	\$460,000	\$346,000
	Average Price/Square Foot	\$339	Short Sales 0	\$262	\$283	N/A
	Average Sq Ft of Property	1,008	\$0	1,840	1,465	N/A
	Total Listing Inventory *	4	Conventional 1	4	5	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$342,000	\$525,000	\$579,500	N/A
95628 Fair Oaks	Total Sales	35	REO Sales 0	35	56	198
	Median Sales Price	\$410,000	\$0	\$575,000	\$499,500	\$458,750
	Average Price/Square Foot	\$267	Short Sales 0	\$268	\$247	N/A
	Average Sq Ft of Property	1,707	\$0	2,320	2,234	N/A
	Total Listing Inventory *	99	Conventional 35	89	122	N/A
	Total Listing Median Price ∞	\$598,750	Sales \$410,000	\$599,000	\$584,500	N/A
95630 Folsom	Total Sales	52	REO Sales 0	44	103	246
	Median Sales Price	\$589,500	\$0	\$612,500	\$540,000	\$585,000
	Average Price/Square Foot	\$298	Short Sales 0	\$304	\$289	N/A
	Average Sq Ft of Property	2,099	\$0	2,130	2,156	N/A
	Total Listing Inventory *	126	Conventional 52	131	151	N/A
	Total Listing Median Price ∞	\$575,500	Sales \$589,500	\$623,313	\$599,000	N/A
95632 Galt	Total Sales	18	REO Sales 0	18	30	111
	Median Sales Price	\$382,500	\$0	\$450,000	\$373,250	\$400,000
	Average Price/Square Foot	\$254	Short Sales 0	\$252	\$231	N/A
	Average Sq Ft of Property	1,653	\$0	1,824	1,717	N/A
	Total Listing Inventory *	43	Conventional 18	51	63	N/A
	Total Listing Median Price ∞	\$469,950	Sales \$382,500	\$482,500	\$482,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	0	1	2
	Median Sales Price	\$510,000	\$0	\$0	\$525,000	\$525,000
	Average Price/Square Foot	\$236	Short Sales 0	\$0	\$288	N/A
	Average Sq Ft of Property	2,158	\$0	0	1,825	N/A
	Total Listing Inventory *	6	Conventional 1	8	13	N/A
	Total Listing Median Price ∞	\$725,000	Sales \$510,000	\$568,000	\$562,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	1	3	4
	Median Sales Price	\$422,500	\$0	\$465,000	\$295,000	\$422,500
	Average Price/Square Foot	\$219	Short Sales 0	\$323	\$248	N/A
	Average Sq Ft of Property	1,938	\$0	1,440	1,131	N/A
	Total Listing Inventory *	11	Conventional 2	13	12	N/A
	Total Listing Median Price ∞	\$296,500	Sales \$422,500	\$332,000	\$349,900	N/A
95655 Mather	Total Sales	2	REO Sales 0	5	6	17
	Median Sales Price	\$468,500	\$0	\$433,000	\$460,000	\$395,000
	Average Price/Square Foot	\$216	Short Sales 0	\$208	\$205	N/A
	Average Sq Ft of Property	2,279	\$0	2,183	2,312	N/A
	Total Listing Inventory *	2	Conventional 2	3	10	N/A
	Total Listing Median Price ∞	\$479,500	Sales \$468,500	\$470,000	\$373,320	N/A
95660 North Highlands	Total Sales	18	REO Sales 0	24	37	123
	Median Sales Price	\$285,000	\$0	\$297,995	\$265,000	\$284,500
	Average Price/Square Foot	\$241	Short Sales 1	\$250	\$222	N/A
	Average Sq Ft of Property	1,190	\$199,000	1,147	1,255	N/A
	Total Listing Inventory *	32	Conventional 17	35	24	N/A
	Total Listing Median Price ∞	\$309,000	Sales \$285,000	\$292,500	\$270,000	N/A
95662 Orangevale	Total Sales	22	REO Sales 0	19	37	118
	Median Sales Price	\$409,000	\$0	\$475,000	\$422,500	\$421,500
	Average Price/Square Foot	\$268	Short Sales 0	\$269	\$284	N/A
	Average Sq Ft of Property	1,729	\$0	1,907	1,821	N/A
	Total Listing Inventory *	26	Conventional 22	33	58	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$409,000	\$485,000	\$450,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	30	REO Sales 0	47	56	197
	Median Sales Price	\$343,500	\$0	\$365,000	\$355,000	\$376,000
	Average Price/Square Foot	\$245	Short Sales 1	\$249	\$239	N/A
	Average Sq Ft of Property	1,547	\$260,000	1,640	1,599	N/A
	Total Listing Inventory *	42	Conventional 29	47	50	N/A
	Total Listing Median Price ∞	\$439,500	Sales \$345,000	\$415,000	\$422,450	N/A
95673 Rio Linda	Total Sales	7	REO Sales 0	10	16	64
	Median Sales Price	\$325,000	\$0	\$315,000	\$315,000	\$325,000
	Average Price/Square Foot	\$245	Short Sales 1	\$219	\$232	N/A
	Average Sq Ft of Property	1,360	\$250,000	1,601	1,433	N/A
	Total Listing Inventory *	20	Conventional 6	18	30	N/A
	Total Listing Median Price ∞	\$322,750	Sales \$325,000	\$360,000	\$319,900	N/A
95683 Rancho Murieta	Total Sales	8	REO Sales 0	10	16	52
	Median Sales Price	\$571,000	\$0	\$462,000	\$567,950	\$507,500
	Average Price/Square Foot	\$237	Short Sales 0	\$235	\$249	N/A
	Average Sq Ft of Property	2,557	\$0	2,133	2,383	N/A
	Total Listing Inventory *	34	Conventional 8	37	59	N/A
	Total Listing Median Price ∞	\$684,450	Sales \$571,000	\$679,000	\$589,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	0	1	3
	Median Sales Price	\$0	\$0	\$0	\$225,000	\$300,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$159	N/A
	Average Sq Ft of Property	0	\$0	0	1,415	N/A
	Total Listing Inventory *	6	Conventional 0	4	7	N/A
	Total Listing Median Price ∞	\$354,900	Sales \$0	\$324,450	\$732,000	N/A
95693 Wilton	Total Sales	3	REO Sales 0	1	5	22
	Median Sales Price	\$380,000	\$0	\$730,000	\$856,000	\$673,500
	Average Price/Square Foot	\$366	Short Sales 0	\$273	\$271	N/A
	Average Sq Ft of Property	1,374	\$0	2,670	2,075	N/A
	Total Listing Inventory *	15	Conventional 3	16	28	N/A
	Total Listing Median Price ∞	\$950,000	Sales \$380,000	\$900,000	\$700,000	N/A
95742 Rancho Cordova	Total Sales	32	REO Sales 0	21	26	127
	Median Sales Price	\$468,944	\$0	\$450,000	\$445,500	\$465,000
	Average Price/Square Foot	\$218	Short Sales 0	\$205	\$209	N/A
	Average Sq Ft of Property	2,606	\$0	2,403	2,220	N/A
	Total Listing Inventory *	49	Conventional 32	44	34	N/A
	Total Listing Median Price ∞	\$477,633	Sales \$468,944	\$477,688	\$470,000	N/A
95757 Elk Grove	Total Sales	33	REO Sales 0	37	53	171
	Median Sales Price	\$510,000	\$0	\$495,000	\$481,126	\$505,000
	Average Price/Square Foot	\$225	Short Sales 0	\$224	\$217	N/A
	Average Sq Ft of Property	2,432	\$0	2,367	2,444	N/A
	Total Listing Inventory *	56	Conventional 33	57	69	N/A
	Total Listing Median Price ∞	\$562,000	Sales \$510,000	\$540,000	\$526,000	N/A
95758 Elk Grove	Total Sales	50	REO Sales 0	39	87	222
	Median Sales Price	\$410,000	\$0	\$422,000	\$415,000	\$420,500
	Average Price/Square Foot	\$255	Short Sales 0	\$250	\$231	N/A
	Average Sq Ft of Property	1,724	\$0	1,852	1,927	N/A
	Total Listing Inventory *	75	Conventional 50	70	82	N/A
	Total Listing Median Price ∞	\$437,444	Sales \$410,000	\$439,894	\$447,500	N/A
95811 Midtown/ Downtown	Total Sales	2	REO Sales 0	0	5	5
	Median Sales Price	\$495,840	\$0	\$0	\$800,000	\$548,888
	Average Price/Square Foot	\$415	Short Sales 0	\$0	\$404	N/A
	Average Sq Ft of Property	1,218	\$0	0	1,994	N/A
	Total Listing Inventory *	9	Conventional 2	7	10	N/A
	Total Listing Median Price ∞	\$809,000	Sales \$495,840	\$809,000	\$704,500	N/A
95814 Downtown	Total Sales	2	REO Sales 0	1	2	9
	Median Sales Price	\$602,495	\$0	\$520,000	\$437,500	\$615,000
	Average Price/Square Foot	\$354	Short Sales 0	\$433	\$316	N/A
	Average Sq Ft of Property	1,703	\$0	1,200	1,343	N/A
	Total Listing Inventory *	2	Conventional 2	3	8	N/A
	Total Listing Median Price ∞	\$622,495	Sales \$602,495	\$629,000	\$772,200	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	11	REO Sales 0	8	18	77
	Median Sales Price	\$265,000	\$0	\$307,500	\$263,000	\$251,500
	Average Price/Square Foot	\$222	Short Sales 0	\$232	\$225	N/A
	Average Sq Ft of Property	1,316	\$0	1,291	1,286	N/A
	Total Listing Inventory *	25	Conventional 11	22	27	N/A
	Total Listing Median Price ∞	\$298,500	Sales \$265,000	\$298,000	\$229,950	N/A
95816 Midtown/East Sacramento	Total Sales	9	REO Sales 0	5	12	47
	Median Sales Price	\$585,000	\$0	\$619,000	\$608,362	\$585,000
	Average Price/Square Foot	\$411	Short Sales 0	\$379	\$396	N/A
	Average Sq Ft of Property	1,541	\$0	1,729	1,834	N/A
	Total Listing Inventory *	27	Conventional 9	21	28	N/A
	Total Listing Median Price ∞	\$673,500	Sales \$585,000	\$678,500	\$709,408	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	13	REO Sales 0	9	20	55
	Median Sales Price	\$400,000	\$0	\$377,500	\$350,000	\$380,000
	Average Price/Square Foot	\$347	Short Sales 0	\$377	\$319	N/A
	Average Sq Ft of Property	1,333	\$0	1,043	1,175	N/A
	Total Listing Inventory *	23	Conventional 13	21	25	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$400,000	\$392,450	\$349,900	N/A

# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	13	REO Sales 0	20	29	85
	Median Sales Price	\$599,000	\$0	\$490,000	\$585,000	\$585,000
	Average Price/Square Foot	\$480	Short Sales 0	\$447	\$385	N/A
	Average Sq Ft of Property	1,382	\$0	1,290	1,647	N/A
	Total Listing Inventory *	32	Conventional 13	36	36	N/A
	Total Listing Median Price ∞	\$661,475	Sales \$599,000	\$656,500	\$615,000	N/A
95819 East Sacramento	Total Sales	22	REO Sales 0	17	29	77
	Median Sales Price	\$594,500	\$0	\$671,000	\$660,000	\$620,000
	Average Price/Square Foot	\$431	Short Sales 0	\$501	\$463	N/A
	Average Sq Ft of Property	1,680	\$0	1,578	1,638	N/A
	Total Listing Inventory *	40	Conventional 22	35	42	N/A
	Total Listing Median Price ∞	\$899,000	Sales \$594,500	\$799,950	\$689,900	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	30	REO Sales 3	41	42	177
	Median Sales Price	\$293,500	\$235,000	\$294,000	\$274,250	\$292,000
	Average Price/Square Foot	\$286	Short Sales 0	\$280	\$267	N/A
	Average Sq Ft of Property	1,091	\$0	1,129	1,146	N/A
	Total Listing Inventory *	39	Conventional 27	40	70	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$299,900	\$309,250	\$274,995	N/A
95821 N. Arden Arcade	Total Sales	35	REO Sales 1	20	38	132
	Median Sales Price	\$375,000	\$245,000	\$367,500	\$335,000	\$370,000
	Average Price/Square Foot	\$266	Short Sales 0	\$249	\$263	N/A
	Average Sq Ft of Property	1,444	\$0	1,569	1,399	N/A
	Total Listing Inventory *	44	Conventional 34	59	51	N/A
	Total Listing Median Price ∞	\$386,000	Sales \$375,000	\$399,950	\$385,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	30	REO Sales 2	39	58	171
	Median Sales Price	\$322,500	\$361,500	\$345,000	\$288,400	\$320,000
	Average Price/Square Foot	\$283	Short Sales 0	\$280	\$261	N/A
	Average Sq Ft of Property	1,518	\$0	1,406	1,316	N/A
	Total Listing Inventory *	33	Conventional 28	36	40	N/A
	Total Listing Median Price ∞	\$359,999	Sales \$322,500	\$392,500	\$285,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	29	REO Sales 1	31	66	170
	Median Sales Price	\$323,000	\$415,000	\$315,000	\$293,750	\$315,000
	Average Price/Square Foot	\$225	Short Sales 0	\$238	\$205	N/A
	Average Sq Ft of Property	1,522	\$0	1,380	1,469	N/A
	Total Listing Inventory *	43	Conventional 28	45	54	N/A
	Total Listing Median Price ∞	\$295,000	Sales \$322,000	\$325,000	\$302,450	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	12	REO Sales 0	13	26	70
	Median Sales Price	\$277,500	\$0	\$260,000	\$253,500	\$263,500
	Average Price/Square Foot	\$236	Short Sales 0	\$253	\$226	N/A
	Average Sq Ft of Property	1,156	\$0	1,048	1,124	N/A
	Total Listing Inventory *	21	Conventional 12	27	30	N/A
	Total Listing Median Price ∞	\$272,450	Sales \$277,500	\$275,000	\$259,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	6	REO Sales 0	13	11	54
	Median Sales Price	\$349,950	\$0	\$450,000	\$330,000	\$379,000
	Average Price/Square Foot	\$259	Short Sales 0	\$273	\$243	N/A
	Average Sq Ft of Property	1,518	\$0	1,709	1,561	N/A
	Total Listing Inventory *	17	Conventional 6	19	20	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$349,950	\$417,450	\$447,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	21	REO Sales 0	16	27	123
	Median Sales Price	\$370,000	\$0	\$383,510	\$359,500	\$363,300
	Average Price/Square Foot	\$258	Short Sales 0	\$257	\$258	N/A
	Average Sq Ft of Property	1,493	\$0	1,539	1,425	N/A
	Total Listing Inventory *	27	Conventional 21	32	41	N/A
	Total Listing Median Price ∞	\$362,000	Sales \$370,000	\$369,000	\$356,000	N/A
95827 Lincoln Village	Total Sales	13	REO Sales 0	10	17	59
	Median Sales Price	\$360,000	\$0	\$375,500	\$340,000	\$350,000
	Average Price/Square Foot	\$244	Short Sales 0	\$243	\$226	N/A
	Average Sq Ft of Property	1,497	\$0	1,607	1,596	N/A
	Total Listing Inventory *	6	Conventional 13	8	21	N/A
	Total Listing Median Price ∞	\$344,950	Sales \$360,000	\$350,000	\$345,000	N/A
95828 Florin	Total Sales	30	REO Sales 0	21	62	169
	Median Sales Price	\$330,000	\$0	\$330,500	\$325,000	\$335,000
	Average Price/Square Foot	\$231	Short Sales 0	\$226	\$221	N/A
	Average Sq Ft of Property	1,450	\$0	1,570	1,541	N/A
	Total Listing Inventory *	44	Conventional 30	49	59	N/A
	Total Listing Median Price ∞	\$346,000	Sales \$330,000	\$348,500	\$325,900	N/A
95829 Vineyard	Total Sales	23	REO Sales 0	16	31	97
	Median Sales Price	\$425,000	\$0	\$415,198	\$400,000	\$414,900
	Average Price/Square Foot	\$227	Short Sales 0	\$260	\$229	N/A
	Average Sq Ft of Property	1,921	\$0	1,748	1,851	N/A
	Total Listing Inventory *	51	Conventional 23	53	56	N/A
	Total Listing Median Price ∞	\$459,000	Sales \$425,000	\$445,000	\$479,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	0	1
	Median Sales Price	\$0	\$0	\$0	\$0	\$1,050,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	1	Conventional 0	1	2	N/A
	Total Listing Median Price ∞	\$738,888	Sales \$0	\$738,888	\$389,000	N/A



Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	19	REO Sales 0	19	23	92
	Median Sales Price	\$485,000	\$0	\$530,000	\$475,000	\$500,000
	Average Price/Square Foot	\$272	Short Sales 0	\$268	\$258	N/A
	Average Sq Ft of Property	2,090	\$0	2,277	2,137	N/A
	Total Listing Inventory *	26	Conventional 19	37	53	N/A
	Total Listing Median Price ∞	\$669,700	Sales \$485,000	\$629,000	\$529,500	N/A
95832 Meadowview Freeport	Total Sales	5	REO Sales 0	9	5	33
	Median Sales Price	\$285,000	\$0	\$314,900	\$300,000	\$296,000
	Average Price/Square Foot	\$228	Short Sales 0	\$240	\$206	N/A
	Average Sq Ft of Property	1,304	\$0	1,285	1,564	N/A
	Total Listing Inventory *	8	Conventional 5	7	13	N/A
	Total Listing Median Price ∞	\$304,975	Sales \$285,000	\$299,990	\$279,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	32	REO Sales 0	15	36	104
	Median Sales Price	\$350,000	\$0	\$328,000	\$350,000	\$352,500
	Average Price/Square Foot	\$239	Short Sales 1	\$252	\$222	N/A
	Average Sq Ft of Property	1,586	\$285,000	1,452	1,688	N/A
	Total Listing Inventory *	49	Conventional 31	46	57	N/A
	Total Listing Median Price ∞	\$395,370	Sales \$350,000	\$407,500	\$340,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	34	REO Sales 1	29	50	143
	Median Sales Price	\$403,568	\$285,000	\$418,287	\$383,000	\$410,000
	Average Price/Square Foot	\$221	Short Sales 0	\$227	\$224	N/A
	Average Sq Ft of Property	1,885	\$0	1,940	1,874	N/A
	Total Listing Inventory *	47	Conventional 33	51	59	N/A
	Total Listing Median Price ∞	\$407,500	Sales \$405,135	\$408,657	\$417,000	N/A
95835 North Natomas	Total Sales	28	REO Sales 0	32	48	158
	Median Sales Price	\$433,000	\$0	\$430,000	\$435,002	\$428,700
	Average Price/Square Foot	\$216	Short Sales 0	\$223	\$203	N/A
	Average Sq Ft of Property	2,322	\$0	2,149	2,250	N/A
	Total Listing Inventory *	39	Conventional 28	47	53	N/A
	Total Listing Median Price ∞	\$448,975	Sales \$433,000	\$450,000	\$440,000	N/A
95838 Del Paso Heights Robla	Total Sales	29	REO Sales 0	39	38	166
	Median Sales Price	\$327,000	\$0	\$285,000	\$250,000	\$298,750
	Average Price/Square Foot	\$219	Short Sales 0	\$216	\$207	N/A
	Average Sq Ft of Property	1,476	\$0	1,412	1,354	N/A
	Total Listing Inventory *	33	Conventional 29	35	48	N/A
	Total Listing Median Price ∞	\$299,000	Sales \$327,000	\$290,000	\$348,444	N/A
95841 Foothill Farms North Highlands	Total Sales	6	REO Sales 0	7	12	35
	Median Sales Price	\$357,500	\$0	\$335,000	\$342,500	\$340,000
	Average Price/Square Foot	\$244	Short Sales 0	\$230	\$239	N/A
	Average Sq Ft of Property	1,718	\$0	1,487	1,539	N/A
	Total Listing Inventory *	19	Conventional 6	13	19	N/A
	Total Listing Median Price ∞	\$379,500	Sales \$357,500	\$399,500	\$419,900	N/A
95842 Foothill Farms	Total Sales	21	REO Sales 0	22	26	118
	Median Sales Price	\$330,000	\$0	\$325,000	\$305,000	\$317,500
	Average Price/Square Foot	\$264	Short Sales 0	\$256	\$253	N/A
	Average Sq Ft of Property	1,278	\$0	1,304	1,221	N/A
	Total Listing Inventory *	25	Conventional 21	22	36	N/A
	Total Listing Median Price ∞	\$319,750	Sales \$330,000	\$319,000	\$324,500	N/A
95843 Antelope	Total Sales	37	REO Sales 0	32	52	176
	Median Sales Price	\$375,000	\$0	\$388,600	\$361,000	\$372,500
	Average Price/Square Foot	\$244	Short Sales 0	\$227	\$225	N/A
	Average Sq Ft of Property	1,651	\$0	1,762	1,671	N/A
	Total Listing Inventory *	40	Conventional 37	47	52	N/A
	Total Listing Median Price ∞	\$409,950	Sales \$375,000	\$399,900	\$377,450	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	25	REO Sales 1	20	40	114
	Median Sales Price	\$395,000	\$290,000	\$495,000	\$557,500	\$477,450
	Average Price/Square Foot	\$313	Short Sales 0	\$312	\$309	N/A
	Average Sq Ft of Property	1,678	\$0	2,064	2,317	N/A
	Total Listing Inventory *	68	Conventional 24	59	78	N/A
	Total Listing Median Price ∞	\$849,000	Sales \$402,500	\$818,500	\$885,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	7	REO Sales 0	4	11	21
	Median Sales Price	\$288,000	\$0	\$323,500	\$306,000	\$315,000
	Average Price/Square Foot	\$287	Short Sales 0	\$266	\$280	N/A
	Average Sq Ft of Property	1,072	\$0	1,314	1,155	N/A
	Total Listing Inventory *	9	Conventional 7	13	8	N/A
	Total Listing Median Price ∞	\$329,900	Sales \$288,000	\$325,000	\$458,690	N/A
95691 West Sacramento Southport Jefferson	Total Sales	25	REO Sales 0	32	35	142
	Median Sales Price	\$457,000	\$0	\$420,000	\$445,000	\$444,000
	Average Price/Square Foot	\$257	Short Sales 0	\$275	\$222	N/A
	Average Sq Ft of Property	2,008	\$0	1,715	2,075	N/A
	Total Listing Inventory *	57	Conventional 25	46	54	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$457,000	\$477,500	\$498,644	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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