



# SACRAMENTO REALTOR®

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

JUNE 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

## National HOMEOWNERSHIP MONTH 2020: *A New Era*



NATIONAL  
ASSOCIATION OF  
REALTORS®



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## ARE YOU GETTING IT?

We send out the SAR Weekly Docket every Wednesday evening - are you receiving it? If you would like to keep up to date with what's happening at SAR, send a subscription request to [tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org).





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# SAR LEADERSHIP MESSAGE

JUDY COVINGTON



2020 PRESIDENT

The Sacramento Association of REALTORS® strongly condemns the criminal activity witnessed in the homicidal killing of George Floyd in Minneapolis, MN. We reject racism and the actions of anyone that disrespects or devalues the life of another because they are Black or a member of any minority group. This must end. Racism is not welcome in our home.

It is our responsibility to speak out to right these wrongs. Gandhi noted that silence becomes cowardice when the occasion demands speaking out. Let us not be cowards. Let us resolve to address these issues in a comprehensive way.

Peaceful protest is a way of relieving our immediate stress but it is only a first step when the goal must be to reverse long-standing policies that have allowed the status quo to exist. We need to commit ourselves to establish policies and programs that achieve a permanent end to these wrongs. This will not happen in a week or two but it is the only acceptable path for us to pursue.

As REALTORS® we stand in solidarity with every person who has experienced police brutality or any other injustice based upon the color of their skin, their ethnic origin or their chosen lifestyle.

The Declaration of Independence of the United States of America starts the second paragraph with "We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness." It is now almost 234 years later and we have not made those words a reality for all our citizens. Let us declare that now is the time and this is the place. We can if we have the will.

DAVE TANNER



SAR CEO

Judy Covington

2020 President

Sacramento Association of REALTORS®

Dave Tanner

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June is Homeownership Month and we're celebrating Americans who are #CreatingHome. By becoming homeowners, they are one step closer to the American Dream and sharing their experience can help others to do the same. Join us all month long as we celebrate the new era of homeownership and recognize the people, policies, and programs that are #CreatingHome now and into the future!

We'll be offering expert advice to help Americans navigate their way through the homeownership experience and highlighting how homeowners are shaping their communities.

Visit NAR's thorough website <https://homeownershipmatters.realtor/> to view all these helpful resources to share with your colleagues and your clients.

## [HOMEOWNER NEWS ON COVID-19](#)

## [HOUSING AFFORDABILITY](#)

## [FIRST-TIME HOMEBUYERS](#)

# BUYING YOUR FIRST HOME: How to Prepare

*You have access to local, state, and federal programs to help you afford your dream home. Here is a step-by-step guide to help prepare you for the home buying process.*



## 1 FIND OUT WHAT YOU CAN AFFORD

When looking for a home, you'll want to prepare for a down payment, monthly mortgage, and closing costs. Many people think that they have to be prepared to place a 20% down payment, but your down payment can be as low as 3%. The most important thing is to find what works best with your income and savings! To get an idea of what down payment, home price, and mortgage payment is affordable for you, you can use our [home affordability calculator](#).

## 2 LEARN ABOUT MORTGAGE OPTIONS

Most first-time home buyers opt for a [conventional mortgage](#): either a fixed-rate or adjustable-rate mortgage. The monthly payment on a fixed rate mortgage never changes, whereas an adjustable-mortgage monthly payment rate can increase or decrease every few years. If you're opting for a lower down payment, an [FHA](#) or a [VA mortgage](#) may be a good option. No matter which mortgage you choose, it's best to shop around and compare the offerings of multiple lenders so that you can get the best interest rate and [get pre-approved](#) for a mortgage. That way, you know exactly what you can afford when shopping for a home!

## 3 LEVERAGE ASSISTANCE PROGRAMS

As a first-time home buyer, you have access to state, local, and federal programs to help you afford your down payment and closing costs. You can find out what [state](#) and [local programs](#) are available to you by [contacting](#)

[your state housing authority](#) or by speaking with a [local HUD housing counselor](#) to see if you qualify for any home buying assistance.

## 4 TEAM UP WITH A REALTOR®

Buying a home is the biggest investment most people will ever make, so it is important to have an expert by your side to guide you through the process and advocate on your behalf. A [REALTOR®](#) is a market and negotiating specialist, who will use their expertise to get you into your dream home and help you every step of the way. Find [your REALTOR®](#) today.

## 5 FIND YOUR DREAM HOME

This is the fun part! You know what you can afford, and can start looking at [real estate listings](#), then ask your REALTOR® to set up appointments to see your favorite. There are a lot of homes on the market, so it's best to [make a list of your wants and needs](#) to get started: Do you want to be in a specific school district? Is a basement a must-have? Making a list we help you find the perfect home to suit your lifestyle. [Here are some tips](#) for those house hunting during COVID-19.

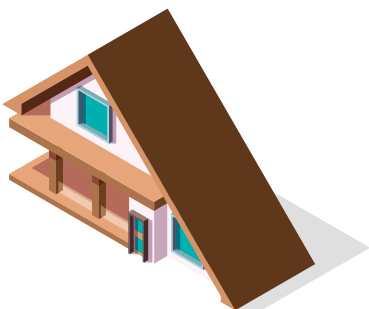
### CONGRATULATIONS!

**YOU'RE ON YOUR WAY TO BECOMING A HOMEOWNER! STAY INFORMED ABOUT POLICIES AND PROGRAMS IMPACTING HOMEOWNERSHIP.**





**O**wning a home is more than an address. When you invest in homeownership: you build financial stability, gain the freedom to create a home that fits your lifestyle, and play a role in strengthening your community!



### **CUSTOMIZE YOUR SPACE**

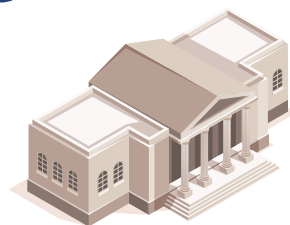
Last year, 73% of homeowners planned to **renovate their homes to fit their lifestyle**<sup>1</sup>. As a homeowner, you would have the freedom to create your dream kitchen, customize your backyard to entertain family and friends, or design an office space you love!



## BUILDS WEALTH

Did you know that **the median net worth of homeowners is 46 times higher than renters**?<sup>2</sup>

Investing in a home creates an opportunity to increase personal wealth and equity over time.

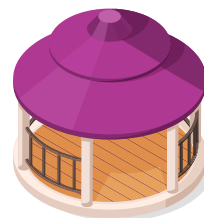


## ADVOCATE FOR YOUR COMMUNITY

As a homeowner, the community around you impacts your life. That's why you can and should advocate for policies that help strengthen your community and support homeownership!

## GAIN FINANCIAL STABILITY

With **rent prices increasing 3% to 4% each year**<sup>3</sup>, investing in a home can stabilize your housing expenses. Mortgages can provide homeowners with steady and affordable monthly payments.



## IMPROVE YOUR NEIGHBORHOOD

Homeowners strengthen the communities they've settled in by being loyal customers at local business, investing in home improvements to increase the value of the neighborhood, and advocating for policies that support their community.

**Becoming a homeowner means you are investing in your future, gaining freedom to create a space that fits your lifestyle, and helping to grow the community around you!** To see how we're celebrating this Homeownership Month, visit: [homeownershipmatters.realtor/homeownership-month-2020](https://homeownershipmatters.realtor/homeownership-month-2020)

## CELEBRATE WITH US ON SOCIAL!



@NAR\_homeowners



/HomeownershipMatters

### Sources:

1. <https://magazine.realtor/daily-news/2019/03/11/most-homeowners-planning-a-renovation-this-year>
2. <https://thriveglobal.com/stories/homeowners-are-worth-46-times-more-than-renters/>
3. <https://www.rentcafe.com/blog/category/rental-market/apartment-rent-report/>

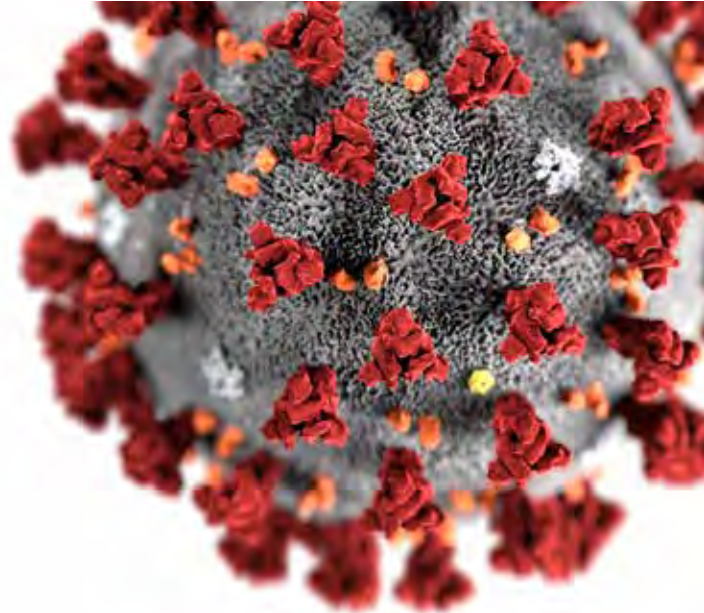
**HOME** 2020  
HOMEOWNERSHIP  
MONTH *A New Era*



# COVID-19 RELATED SCAMS ARE SURGING

## PROTECT YOURSELF WITH THESE TIPS

Source: <https://homeownershipmatters.realtor>



### June 2020

With the worldwide pandemic, there is enough to worry about in regards to our safety and livelihood — the last thing individuals and communities need to be concerned about are scammers trying to con their way into lives and wallets using the fear of the coronavirus as their “in”.

Fortunately, there are plenty of precautions that can be taken to stay physically safe such as staying home when possible and washing your hands, but what about the precautions to stay safe financially and in turn, mentally? Preventative measures such as avoiding online offers for vaccinations, being wary of ads for test kits, and not handing out any personal information via phone or internet are great steps to keep yourself secure from online scammers.

As everyone is spending much more time online, in both personal and professional capacities, various scams are surging amongst communities. These scams are taking advantage of individuals’ and families’ concerns, worries, and desperation. These cons are not only affecting personal lives but companies’ viability as well, as scammers are exploiting those who let their guard down.

We’ve compiled some of the most prominent scams you may come across and identified tools to help you avoid them:

#### 1. FRAUDULENT CORONAVIRUS INSURANCE

As scammers begin to see the height of concern for those with financial and medical woes on the brain, they will try calling households claiming to be health insurance agents selling affordable insurance to cover coronavirus “treatment.” Anyone offering a health policy that has a coverage provision is likely a scam, so hang up on any similar call from an automated message and avoid sharing any personal information over the phone or by email.

#### 2. CANCELING HEALTH INSURANCE

In addition to robocalls regarding coronavirus “coverage,” you may receive a phony telephone call

claiming that your current health plan was canceled, in efforts to stir up concern. This will likely be followed up with a toll-free number to call in order to “fix” the error, or if this communication is via the internet, a spam link will be provided that installs malware, so avoid this at all costs.

#### 3. FAKE TRAVEL INSURANCE

Many people must travel during these uneasy times, whether it is to relocate somewhere safer to shelter in place or to care for families and friends in need. Be vigilant when it comes to pitches for travel insurance that claim to cover COVID-19 affiliated trip cancellations. As Cory Sobczyk, the vice president for business development at Arch RoamRight, says, “Most travel insurance plans don’t offer coverage for pandemics like the coronavirus,” so look into what your policy does and does not cover, as companies may try to be vague to mislead you.

#### 4. CORONAVIRUS TESTS AND MEDICINE

It’s widely known that there is no vaccine nor cure for COVID-19 just yet, so any message received regarding vaccines, drugs, or medicines that are “insured and paid for” by your health policy are false and should be disregarded. It is only natural to be tempted by promises of cures or preventative measures during this time, although considering this is the first time this virus has been seen in humans, there are no existing vaccines or drugs to treat COVID-19 that have been approved by the U.S. Food and Drug Administration (FDA). While the FDA is working with manufacturers around the clock to develop new vaccines, it will likely take at least 18 months for a vaccine to be ready, according to Annelies Wilder-Smith, professor of emerging infectious diseases at the London School of Hygiene and Tropical Medicine, and that is with no hiccups. Not only will these fraudulent products rob you of your money, but they could lead to life-threatening harm.

#### 5. HACKING INTO VIDEO CHATS

As so many employees are now working from home, video conferences are becoming the norm for

meetings and check-ins for companies, as well as a platform for socializing during after-work hours. Cybercriminals have managed to edge their way into popular video conference software such as Zoom and Skype. By hacking into private video chats, hackers can leverage the screen-share feature to retrieve private information and/or display inappropriate content that boots attendees off the chat. While there is only so much one can do to steer clear of video hackers, being diligent to keep call dial-ins and video chat links private will help avoid the potential risk. If the content of your meeting is sensitive, Zoom now has a Waiting Room feature which prevents anyone from entering the chat until the host is ready.

## 6. FAKE CHARITIES

With the abundance of people diagnosed with COVID-19, struggling to make ends meet while balancing finances and uncertainty, there are many incredible citizens and organizations coming together to create fundraisers through platforms such as GoFundMe. Unfortunately, with each genuine fundraiser comes fake pages that are created by scammers in hopes to con you out of your money. A foolproof way to avoid these imposter pages is to verify any links sent to you before sending any donations and be sure not to donate in cash, gift card, or by wiring money. If you come across a campaign or page on the popular website GoFundMe that appears blatantly fake, you can report it to their team. It's also a good idea to keep your guard up with any requests seeking coronavirus related donations. If you are looking to help those in need, do some research and try to find a reputable organization that you can address your check to.

The best way to avoid these various scams is to simply never hand out personal information and avoid clicking any links from unknown people or spoof email addresses. Of course, there are situations where personal information is imperative to be provided a necessary service, so prior to doing so just be sure you're chatting with an esteemed company and do the appropriate research. There are cybersecurity basics to keep in mind such as keeping your security software up to date, setting strong (and different) passwords for each of your devices and programs, and keeping your electronics nearby and never unattended in a public place.

### **"IN THE END, YOU HAVE CONTROL OVER THE INFORMATION YOU SHARE WITH OTHERS."**

Some more actions to take to keep yourself and your finances safe are to secure your home network by turning on encryption, safely storing sensitive files and information, and securely disposing of sensitive files and information. Another quick beneficial authentication subset is enabling 2-step verification, which will double your security

measures and further protect you from any phishing attempts by allowing you to authenticate logins from another device.

As for securing your network, encrypting your internet traffic allows you to hide your browsing data on the web which includes personal information and auto-saved passwords. By encrypting your network traffic, any online activity will be concealed from ad tracking systems, your Internet Service Provider (ISP), and the government, making it much more difficult for hackers to gain access to your information. Many people aren't aware that as of 2017, Internet Service Providers in the U.S. are permitted to sell their customer's browsing patterns to advertisers so they can help tailor their targeted advertising to specific browsers. The knowledge that your searching habits are being sold certainly brings up a sense of discomfort, and with the awareness of various cyber scammers taking advantage of the pandemic, encrypting your internet connection is the safest option to keep your information private.

When it comes to your sensitive files, destroying them isn't always an option. Even if it is, there are very specific ways to go about it to ensure they don't end up in the hands of anyone else. If you have tangible confidential material that needs to be transferred to your office, for example, be sure to keep it in a locked drawer or safe beforehand. As for electronic data, you can send your documents using an encrypted file-sharing service such as pCloud, Enigmail, or LastPass. When the time comes to destroy important data, whatever you do, do not just toss it in the trash. Confidential information should always be shredded with a micro-cut shredder and it is advised to triple-check that data has been wiped using Department of Defense (DoD)-compliant software on your computer and/or hard drive rather than just sitting in a virtual trash can waiting to be recovered.

If you're an employee working from home and are worried about private information that belongs to your company being leaked, simply follow the protocols that your employer has implemented. By pursuing your employer's security practices as well as these tips, you can feel comfortable protecting your company's confidential data as well as your own.

In the end, you have control over the information you share with others. You can protect yourself against online scammers exploiting the coronavirus pandemic for their own benefit by taking the time to look over any shared links prior to clicking on them, and avoid posting any important information in any public forums of any kind.

Source: <https://homeownershipmatters.realtor/issues/covid-19-related-scams-are-surg-ing-protect-yourself-with-these-tips/>



# MEET THE 2021 SLATE

## SAR Officer and Director Election

### Elected 2020 SAR President:

Kellie Swayne

### President-Elect:

Erin Stumpf

### Secretary/Treasurer:

Del Barbray

Cherie Hunt

### Director Candidates for 2021-2022:

Rosanna Garcia

Barbara Lebrecht

Ujjal Deep "Breeze" Singh

Luis Sumpter

Maurice Thomas

Samantha Tov-Weissensee

### Petition Candidates

In accordance with the SAR Bylaws, Article X, Section 6 (b), additional candidates for the Officer and Director positions may be placed in nomination by petition signed by at least four percent (4%) of the REALTOR® Members. Any such petitions shall be filed with the President at least thirty (30) days prior to ballot distribution. Any candidate nominated by petition shall be subject to Administrative Screening by staff to insure they meet all the eligibility requirements for the office sought as established by the Bylaws and Manual of Procedures of the SAR. Upon successful completion of the Administrative Screening, the name of the petition candidate

shall be added to the ballot for the position sought.

Please contact Lyndsey Harank at 916-437-1226 or [lhharank@sacrealtor.org](mailto:lhharank@sacrealtor.org) for more information or for the application. **The deadline for submitting a petition candidate application is Friday, June 19, 2020 at 4:30 p.m.**

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

# ABOUT THE MARKET

This month Scott sits down with Alexandra and they discuss how you can negotiate your credit to more favorable terms. Alex breaks down the way to speak with your current creditors to be able to get better terms, waive fees, months off and more.

[CLICK HERE TO VIEW](#)



# MASTERS CLUB CORNER

## MASTERS CLUB PRESIDENT

PAULA SWAYNE



Not to voice a cliché (but I will), what interesting times we are living in! Tragic, yes. Frustrating, most certainly. Scary, no doubt. An opportunity? Absolutely. We have questions: what is going to happen to so many of our restaurants and entertainment venues? What is going to happen to commercial real estate as companies don't survive the pandemic? How are landlords and tenants going to get through this unscathed? What is going to happen to people who remain unemployed after we go back to a new version of normal?

In a time when so much is unknown, we know this...we can find silver linings. Our times are changing forever. In that change is the opportunity to make our world a better place for ourselves and our children.

Who would ever have thought in a mere 60 days, our skies would turn blue again, that our air would be the healthiest it has been in decades? It happened. People and employers are discovering that they can work from home and be as productive as being at the bricks and mortar of their work place. Some employers are telling their employees to continue to work from home...forever! In no other circumstance could this have happened this quickly, if at all.

People are walking, enjoying the outdoors with their children, their dogs and with family in unprecedented numbers. I see "physical spacing" get-togethers in the park and front yards. Board games and puzzles are sold out of stores as families find time to play together. Stores are sold out of baking supplies as people rediscover their love of cooking.

Many of our friends, family members and acquaintances may have lost jobs. As difficult and scary as that may be, maybe they can use this as an opportunity to rediscover a new passion in their lives or revive an old one – maybe something even better than what they were doing before.

Video conferences are not just for business anymore! Families and friends have found this to be a new way to cross city, state and country borders with the touch of a button. Visits that were in person once a year are now on the screen weekly!

We will mourn our "pre COVID" lives. In so many ways, it was a simpler time. We mourn the scores of lives lost and those who suffered through the virus. There has been an innocence lost. Now we have a choice. We can continue to suffer through the present or take action for a brighter future. We as REALTORS® and real estate affiliates are fortunate. We have been quoted as being the brighter future.

As Louis Armstrong sang: "The colors of the rainbow so pretty in the sky are also on the faces of people going by, I see friends shaking hands saying, 'how do you do,' they're really saying 'I love you.'" We may never shake hands again, but with the need to touch or acknowledge each other, we can elbow bump, bow or my favorite "air hug."

We will get through this. There is light at the end of the tunnel. It will be different at the other end. Here is my "air hug" coming your way!



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®

## GOVERNMENT WATCH

### GOVERNMENT AFFAIRS COORDINATOR

CARTER NELSON



### Information on Forbearance

The Federal Housing Finance Agency said Tuesday May 19th that borrowers will be able to obtain new loans three months after their forbearance period ends. [This announcement](#) responds to concerns that Fannie and Freddie rules might have made borrowers ineligible for new mortgages, or to refinance existing loans, for a year.

The FHFA made it clear that borrowers in forbearance will not face any issues with buying a new home or refinancing an existing loan if they are current on their payments. The regulator also said that borrowers are eligible within three months of their forbearance period ending if they have made three consecutive mortgage payments.



## Best Practices in a Post Pandemic World

Normally by June we are in the middle of the peak selling season. Would be buyers spend their weekends driving from house to house and sellers spend their afternoons at the lake or some other event. This year, the selling season continues, but with a different approach.

As the State begins to move through this phased re-opening plan, it is important to think about what and how this will impact the world of residential real estate transactions. Normally, we are looking at singular topic and the legal framework surrounding that topic, but COVID-19 and the rules related thereto have been broad and a singular topic would leave too much unsaid. There are a number of things to consider and many things agents and brokers must be prepared to address.

First is the use of forms. We are all aware of the PEAD and various other forms that have been developed related to this pandemic. Some ask whether the PEAD form should be signed at the time of execution of the RPA. Some ask if you need to only complete the form once for each individual that may view a house. Under a best practice approach the form should be completed just prior to or contemporaneous with each viewing. That form seeks representations made at a snapshot in time. It is requiring individuals to acknowledge risks and make statements related to sickness or exposure to COVID-19. If a person completes a document on May 1, 2020 and relies on the same PEAD form to view the property with the same individual on May 12, 2020, the representations are out of date and there are no representations made concerning activities between May 1 and May 12. Protect your clients, the community and yourselves and make sure you get a new PEAD form completed for each viewing. It is a hassle, but it is well worth it.

Second, understand the guidance related to showing houses. One of the critical components of the guidance is that a listing agent must complete a specific COVID-19 plan for properties to be shown. Before listing a property, work with the seller to determine what the rules will be related to showing properties. Address the safety requirements and disinfecting procedures, including the use face coverings, gloves, shoe covers,

and hand sanitizer prior to entry into a home. Set a method for scheduling showing appointments to prevent any overlap by multiple buyers wanting to see the property. Encourage people who are sick or have been in contact with someone sick to not view properties until they have recovered and discourage the touching of surfaces. Sellers can help accommodate these obligations by leaving lights on, raising the blinds and opening doors to reduce the necessity of touching these surfaces.

Once you have completed the rules for showing a property make sure that the rules are posted at the entry way to the property and included in the MLS listing for the property. One of the more deliberate issues to address will be cleaning procedures. Agents are required to adopt cleaning to disinfect properties prior to and after showing. Make sure to schedule with the seller and potential buyer in a manner that leaves time to disinfect before the buyer arrives and before the seller returns. This means two disinfecting runs. At a minimum it should include wiping down commonly touched surfaces to remain compliant with the state guidance and leaving hand sanitizer at each entry point.

Third, make strategic use of virtual tours. The real estate industry has always been a couple steps ahead when it comes to use of technology. Virtual tours were already being used by some pre-pandemic and the use has only accelerated. They are here to stay, so make sure they are used appropriately. We have previously addressed risks associated with virtual tours and disclosure. Remember, pursuant to Civil Code Section 2079, you as the agent/broker have an obligation to disclose any material defect likely to affect price or desirability. The natural tendency is to highlight only the positive attributes of property from a marketing standpoint. Remember that with access limited and/or some hesitant on making multiple trips to a property, these individuals will rely heavily on virtual tours. Make sure that major defects (if any) are disclosed and shown. If a lawsuit arises, the virtual tour will be the first piece of evidence subpoenaed and videos are compelling evidence for fact finders as they show exactly what the buyer saw. You owe it your client and yourself to make sure the disclosures are proper.



While on the topic of virtual tours. Make sure all records are properly preserved. Under Business and Professions Code Section 10148, brokers must preserve transaction files for 3 years. This will include the virtual tour. Given that the statute of limitations for most causes of action is longer than 3 years, it may be better to preserve the records for up to 7 years.

Finally, remember, open houses are not allowed. It may be tempting as restrictions are being rolled back to want to jump to business as usual. We are not there yet. Although

open houses are still restricted, use this time to begin to plan how you will conduct open houses once they are allowed again. Create a plan that addresses disinfecting and cleaning procedures. How viewer limitations might look and be prepared.

As we navigate this re-opening together, be mindful of lingering community hesitations. Take necessary precautions and keep yourselves, your clients and community safe.

## ETHICS CORNER

# Article 16

*REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04)*

### Case #16-2: Respect for Agency

*(Revised Case #21-6 May, 1988. Transferred to Article 16 November, 1994. Revised May, 2017.)*

Client A gave a 180-day exclusive right to sell listing of a commercial property to REALTOR® B, specifying that no “for sale” sign was to be placed on the property. REALTOR® B and his sales associates started an intensive sales effort which, after three months, had produced no offer to buy, but it had called attention to the fact that Client A’s property was for sale. When REALTOR® C heard of it, he called on Client A, saying that he understood that his property was, or soon would be, for sale, and that if Client A would list the property with him exclusively he felt confident that he could provide prompt action. Client A said the property was exclusively listed with REALTOR® B under a contract that still had about 90 days to run.

“In that case,” said REALTOR® C, “you are bound for the next 90 days to REALTOR® B. I have a really outstanding organization, constantly in touch with active buyers interested in this class of property. I am in a position to render you an exceptional service, and I will plan to call you again in 90 days or so.”

The property remained unsold during the term of REALTOR® B’s listing contract. REALTOR® C called again on Client A, and obtained his assurance that he would sign an exclusive listing of the property upon expiration of the listing contract.

When REALTOR® B called on Client A on the last day of the listing contract to seek its renewal, Client A told him of REALTOR® C’s two visits. “I was impressed by REALTOR® C’s assurance of superior service” Client A told REALTOR® B, “and in view of the fact that my listing with you produced no definite offer in the 180-day period, I have decided to give REALTOR® C a listing tomorrow.”

REALTOR® B filed a complaint with the Grievance Committee of the Association, outlined the facts, and charged that REALTOR® C’s conduct had been inconsistent with Article 16 of the Code of Ethics.

The Grievance Committee referred the matter to the Professional Standards Committee.

At the conclusion of the hearing, the panel found that REALTOR® C had violated Article 16 by failing to respect the exclusive agency of REALTOR® B. The panel’s decision advised that REALTOR® C’s original contact with Client A, made at a time when he had no knowledge of REALTOR® B’s exclusive listing, was not in itself unethical, but that as soon as he learned of REALTOR® B’s status as the client’s exclusive agent, he should have taken an attitude of respect for the agency of another REALTOR®, and refrained from any effort to get the listing until after the expiration date of the original contract.

REALTOR® C’s attitude of regarding the client’s relationship with REALTOR® B as a kind of misfortune, of presenting his own service as superior to REALTOR® B’s, and of suggesting to the client that, having a better capacity to serve him, he could wait until REALTOR® B’s listing had expired, was, the panel said, contrary to the respect for another REALTOR®’s exclusive agency required by Article 16.

The Hearing Panel’s decision further advised REALTOR® C that he would have conducted himself in accord with Article 16 if, upon learning of REALTOR® B’s status as exclusive agent, he had expressed his willingness to cooperate with REALTOR® B in the sale of Client A’s property.



# 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

# JUNE

	CLASS	COST	INSTRUCTOR
22	10:00 – 11:15am <b>PANDEMIC MARKET TRENDS 2</b> WITH APPRAISER RYAN LUNDQUIST <a href="#">REGISTER/MORE INFO HERE</a>		Attorney Keith Dunnagan

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](#)

### BRANDING YOURSELF 101

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

[REGISTER/MORE INFO HERE](#)

### STAYING OUT OF COURT - RISK MANAGEMENT

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

[REGISTER/MORE INFO HERE](#)

### 6 SURPRISING LINKEDIN TIPS FOR REALTORS®

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

[REGISTER/MORE INFO HERE](#)

### ESSENTIAL DISCLOSURES 1

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

[REGISTER/MORE INFO HERE](#)

### PROBATE REAL ESTATE SALES

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

[REGISTER/MORE INFO HERE](#)

### EVERYTHING VA IN 90 MINUTES

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

[REGISTER/MORE INFO HERE](#)

### 6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

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

[REGISTER/MORE INFO HERE](#)

### STAYING OUT OF COURT 2

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

[REGISTER/MORE INFO HERE](#)

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

# JULY CALENDAR OF EVENTS

## PLEASE NOTE:

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

**Thank you for understanding.**

Monday	Tuesday	Wednesday	Thursday	Friday
		1  SAR New Member Orientation 9:00am – 12:30pm	2  Real Estate Finance & Affiliate Forum 9:00 – 10:30am	3  SAR Offices Closed Independence Day SAR Toastmasters Club 7:30am – 9:00am
6  WCR Board Meeting 12noon – 1:30pm	7  NO Main Meeting in July CanTree Committee 10:30am – 12noon Charity Research Committee 10:30 – 11:30am Volunteer Coordinating Committee 10:30 – 11:30am	8  AREAA 10:00 – 11:00am New Member Orientation 1:00 – 4:30pm	9  Masters Club Steering Committee 9:30 – 11:00am Lunch & Learn: Focused Farming for Top Producers 12noon – 1:30pm Internship Committee 12noon – 1:30pm	10  SAR Offices Closed 7:30 – 8:30am Toastmasters Club 7:30am – 9:00am Sac Area RE Exchange Network 10:00am – 12:30pm
13  MetroList Course – TBD 9:00am – 12noon Education Committee 9:00 – 10:30am MetroList Course – TBD 1:00 – 4:00pm Leadership Academy 1:00 – 2:30pm CCIM Leadership 3:00 – 4:00pm	14  Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> YPN Advisory Committee 11:00am – 12:30pm	15  New Member Orientation 6:00 – 9:30pm	16  WCR Business Luncheon 11:00am – 2:00pm	17  SAR Toastmasters Club 7:30am – 9:00am
20  No SAR Events Scheduled	21  Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> NARPM Luncheon 10:30am – 2:00pm Marketing/Communications Committee 10:30am – 12noon Charitable Foundation BOD 12:30 – 2:00pm Scholarship Fundraising Committee 1:00 – 2:00pm	22  No SAR Events Scheduled	23  Essential Disclosure 9:00am – 12noon	24  SAR Toastmasters Club 7:30am – 9:00am SAR BOD 9:00 – 11:00am
27  MetroList Course – TBD 9:00am – 12noon MetroList Course – TBD 1:00 – 4:00pm	28  Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> Cultural Diversity & Fair Housing Committee 10:30am – 12noon	29  No SAR Events Scheduled	30  No SAR Events Scheduled	31  SAR Toastmasters Club 7:30am – 9:00am BrokerManager Forum 9:30 – 10:30am



# SAR NEW MEMBERS

## May 2020

### AFFILIATES

**Melissa Draper**  
Veterans United Homes Loans

**Aaron Giarrana**  
Veterans United Homes Loans

**Wendy Pulliam**  
Veterans United Homes Loans

**Ali Schellenberg**  
Veterans United Homes Loans

**Stefani Beck**  
Keller Williams Realty Natomas

**Paris Berube**  
eXp Realty of California, Inc.

**Xavier Bradley**  
HomeSmart ICARE Realty

**Marissa Charles**  
Capital West Realty, Inc.

**Qingxiu Chen**  
RE/MAX Gold Elk Grove

**Moses Danielyan**  
Keller Williams Folsom Referra

**Emily Gatejen**  
Intero Real Estate Services

**Sabia Haroon**  
America Foy LaRue Broker

**Zachary Hooker**  
Ken Turton Broker

**Anagabriela Jacquez**  
Keller Williams Realty Natomas

**Kathleen Karkazis**  
Richter Scale Real Estate, Inc.

**Norayr Melikyan**  
Keller Williams Realty Folsom

**Daniel Milazzo**  
Tri-Star Home Realty

**Latrice Milton**  
Dean Adams Residential R.E.

**Jean Perkins**  
Keller Williams Realty Natomas

**Michelle Quang**  
Portfolio Real Estate

**Karen Ramos**  
Bruce Mills, Inc.

**Edward Rendon**  
eXp Realty of California, Inc.

**Jeff Riley**  
Lyon RE Folsom

**Asani Shakur**  
Coldwell Banker Select Real Estate

**Arishna Singh**  
HomeSmart ICARE Realty

**Elliott Stevenson**  
Dennis Jones Broker

**Emily Trowe**  
Lyon RE Downtown

**Keith Wall**  
Berkshire Hathaway HS Elite

**Semeka Ward**  
eXp Realty of California, Inc.

**Caihong Zhang**  
Keller Williams Realty Natomas

### DESIGNATED REALTORS®

**America Foy La Rue**  
America Foy LaRue Broker

**Mariah Junkin**  
Mariah Junkin, Broker

**Tanya Knowles**  
Tanya Knowles Real Estate

### REALTORS®

**Tracy Alexander**  
Keller Williams Realty Natomas

**James Arnett**  
eXp Realty of California, Inc.

WELCOME

# SACRAMENTO HOUSING STATISTICS

## Sacramento County sees dip in sales for April

# APRIL

April closed with 1,013 sales, down 13.4% from the 1,170 sales in March. Compared to one year ago (1,496), the current figure is a 32.3% drop. Of the 1,013 sales this month, 79 (7.8%) used cash financing, 633 (62.5%) used conventional, 205 (20.2%) used FHA, 80 (7.9%) used VA and 16 (1.6%) used Other types of financing.

The median sales price remained at \$400,000 month-to-month. This figure is up 3.9% from April 2019 (\$385,000). The current figure is the highest median sales price recorded by The Sacramento Association of REALTORS® for a single month.

The Active Listing Inventory increased 10% from March to April, from 1,658 units to 1,823 units. Compared with April 2019 (2,094), inventory is down 14.9%. The Months of Inventory increased from 1.4 to 1.8 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) decreased from 8 to 7 and the Average DOM decreased from 26 to 16. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,013 sales this month, 85.1% (862) were on the market for 30 days or less and 93.6% (948) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$260 to \$263 from March to April.

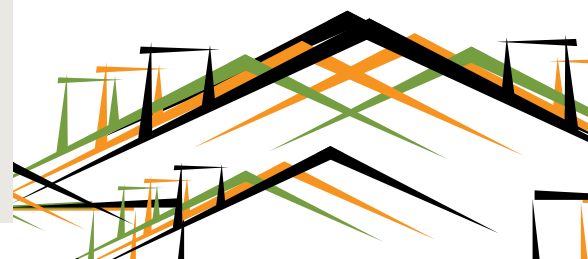
See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	12	14	0.9
\$200,000 - \$249,999	42	24	1.8
\$250,000 - \$299,999	142	93	1.5
\$300,000 - \$349,999	211	188	1.1
\$350,000 - \$399,999	242	182	1.3
\$400,000 - \$449,999	220	157	1.4
\$450,000 - \$499,999	206	111	1.9
\$500,000 - \$749,000	493	199	2.5
\$750,000 - \$999,999	140	36	3.9
\$1,000,000 and over	115	9	12.8
<b>Total:</b>	<b>1,823</b>	<b>1,013</b>	<b>Total: 1.8</b>

Market Snapshot - April 2020					
	Apr-20	Mar-20	Change	Apr-19	Change (from '19)
<b>Sales</b>	1,013	1,170	-13.4%	1,496	-32.3%
<b>Median Sales Price</b>	\$400,000	\$400,000	0.0%	\$385,000	3.9%
<b>Active Inventory</b>	1,823	1,658	10.0%	2,094	-12.9%
<b>Median DOM</b>	7	8	-12.5%	11	-36.4%
<b>Avg. Price/SqFt</b>	\$263	\$260	1.2%	\$242	8.7%

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.





April 2020

## MLS STATISTICS for April 2020

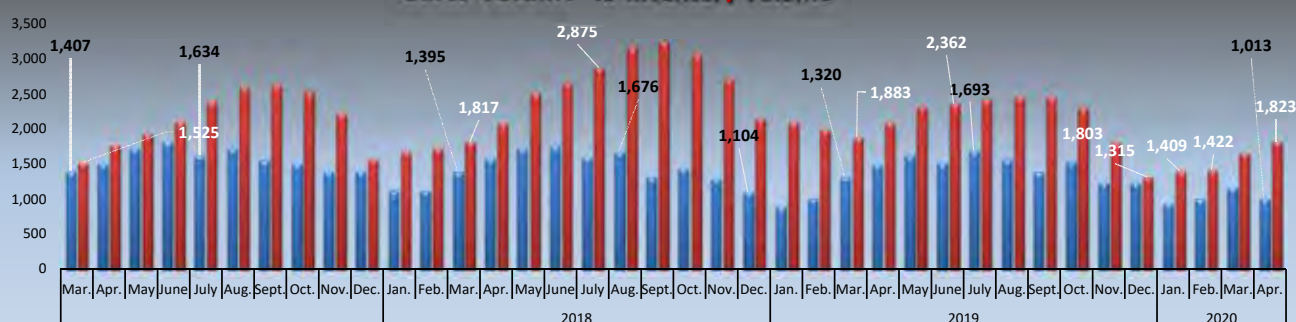
Data for Sacramento County and the City of West Sacramento



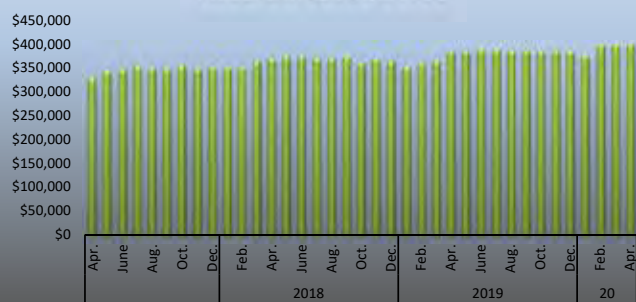
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,464		1,755	-16.6%		2,108		-30.6%
Active Listing Inventory †	1,823		1,658	10.0%		2,094		-12.9%
Pending Sales This Month*	1,683		1,498	12.3%		1,978		-14.9%
Number of REO Sales	13 1.3%		10	30%	0.9%	26	1.7%	-50.0%
Number of Short Sales	3 0.3%		3	0%	0.3%	4	0.3%	-25.0%
Equity Sales	997 98.4%		1,157	-13.8%	98.9%	1,466	98.0%	-32.0%
Other (non-REO/-Short Sale/-Equ)	0 0.0%		0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,013 100%		1,170	-13.4%	100%	1,496	100.0%	-32.3%
Months Inventory	1.8 Months		1.4 Months	28.6%		1.4 Months		28.6%
Dollar Value of Closed Escrows	\$443,623,941		\$508,086,069	-12.7%		\$622,562,545		-28.7%
Median	\$400,000		\$400,000	0.0%		\$385,000		3.9%
Mean	\$437,931		\$434,262	0.8%		\$416,709		5.1%
Year-to-Date Statistics	1/01/20 to 4/30/20		1/01/20 to 4/30/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			4/30/2019		Change
Number of Closed Escrows	4,141		4,230			4,725		-12.4%
Dollar Value of Closed Escrows	\$1,772,383,947		\$1,807,884,524			\$1,846,922,498		-4.0%
Median	\$395,000		\$395,000			\$365,000		8.2%
Mean	\$428,009		\$427,396			\$390,883		9.5%

## 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® | 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

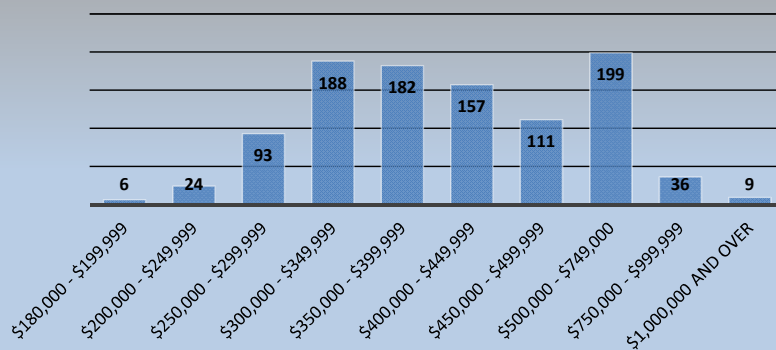
## MLS STATISTICS for April 2020

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

#### BREAKDOWN OF SALES BY PRICE

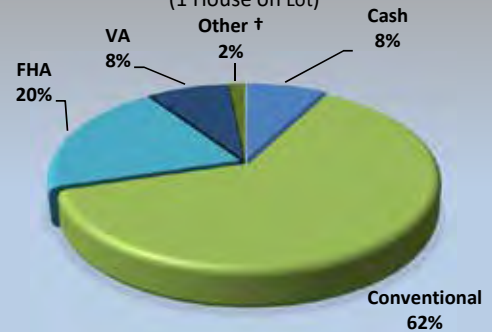
##### 1 House on Lot

Total: 1,013

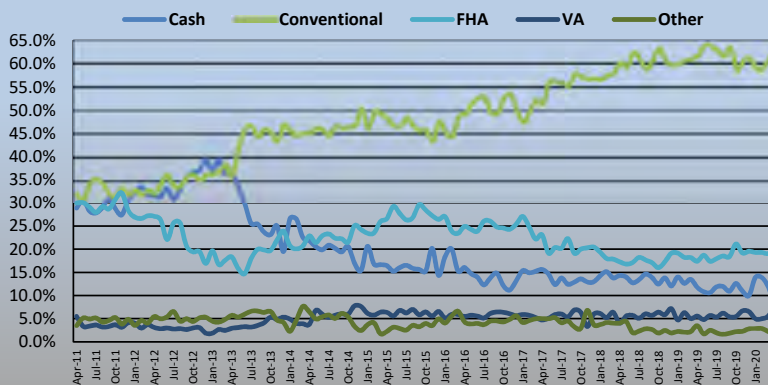


#### Type of Financing/Days on Market

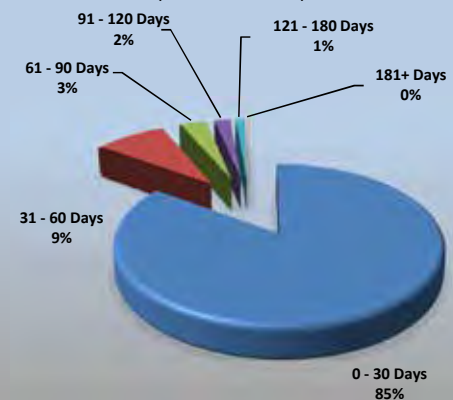
##### TYPE OF FINANCING (1 House on Lot)



##### 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		
							Current Month	Last 4 Months	Last 12 Months
Cash	79	7.8%	139	11.9%	0 - 30	862	85.1%	74.7%	74.0%
Conventional	633	62.5%	717	61.3%	31 - 60	86	8.5%	12.0%	14.4%
FHA	205	20.2%	223	19.1%	61 - 90	32	3.2%	6.4%	5.9%
VA	80	7.9%	65	5.6%	91 - 120	19	1.9%	3.4%	2.9%
Other †	16	1.6%	26	2.2%	121 - 180	12	1.2%	2.6%	2.0%
<b>Total</b>	<b>1,013</b>	<b>100.0%</b>	<b>1,170</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>0.2%</b>	<b>0.9%</b>	<b>0.9%</b>
					<b>Total</b>	<b>1,013</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.

Median DOM:	7	8
Average DOM:	16	26
Average Price/Square Foot:	\$263.0	\$260.0

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

APRIL 2020

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	48	REO Sales 0	53	59	183
	Median Sales Price	\$446,000	\$0	\$447,000	\$439,000	\$445,000
	Average Price/Square Foot	\$272	Short Sales 0	\$265	\$258	N/A
	Average Sq Ft of Property	1,933	\$0	2,058	1,931	N/A
	Total Listing Inventory *	87	Conventional 48	79	99	N/A
	Total Listing Median Price ∞	\$537,000	Sales \$446,000	\$539,000	\$599,000	N/A
95610 Citrus Heights	Total Sales	24	REO Sales 0	23	37	101
	Median Sales Price	\$400,500	\$0	\$411,000	\$349,000	\$393,000
	Average Price/Square Foot	\$254	Short Sales 0	\$243	\$236	N/A
	Average Sq Ft of Property	1,669	\$0	1,720	1,578	N/A
	Total Listing Inventory *	33	Conventional 24	42	57	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$400,500	\$411,950	\$392,500	N/A
95621 Citrus Heights	Total Sales	45	REO Sales 1	33	46	135
	Median Sales Price	\$350,000	\$281,000	\$357,000	\$349,000	\$355,000
	Average Price/Square Foot	\$262	Short Sales 0	\$242	\$231	N/A
	Average Sq Ft of Property	1,362	\$0	1,535	1,557	N/A
	Total Listing Inventory *	35	Conventional 44	33	38	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$350,000	\$351,178	\$336,000	N/A
95624 Elk Grove	Total Sales	39	REO Sales 0	41	63	153
	Median Sales Price	\$443,910	\$0	\$450,000	\$420,000	\$456,000
	Average Price/Square Foot	\$242	Short Sales 0	\$240	\$220	N/A
	Average Sq Ft of Property	2,038	\$0	2,055	2,138	N/A
	Total Listing Inventory *	74	Conventional 39	65	96	N/A
	Total Listing Median Price ∞	\$549,000	Sales \$443,910	\$549,900	\$529,000	N/A
95626 Elverta	Total Sales	6	REO Sales 0	1	3	15
	Median Sales Price	\$439,000	\$0	\$298,000	\$275,000	\$350,000
	Average Price/Square Foot	\$262	Short Sales 0	\$276	\$252	N/A
	Average Sq Ft of Property	1,840	\$0	1,080	1,047	N/A
	Total Listing Inventory *	4	Conventional 6	4	7	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$439,000	\$337,500	\$448,000	N/A
95628 Fair Oaks	Total Sales	35	REO Sales 0	52	48	163
	Median Sales Price	\$575,000	\$0	\$480,848	\$501,500	\$475,000
	Average Price/Square Foot	\$268	Short Sales 0	\$275	\$250	N/A
	Average Sq Ft of Property	2,320	\$0	1,987	2,100	N/A
	Total Listing Inventory *	89	Conventional 35	81	104	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$575,000	\$589,000	\$499,950	N/A
95630 Folsom	Total Sales	44	REO Sales 0	51	76	193
	Median Sales Price	\$612,500	\$0	\$595,000	\$590,000	\$582,000
	Average Price/Square Foot	\$304	Short Sales 0	\$302	\$271	N/A
	Average Sq Ft of Property	2,130	\$0	2,177	2,268	N/A
	Total Listing Inventory *	131	Conventional 44	92	123	N/A
	Total Listing Median Price ∞	\$623,313	Sales \$612,500	\$649,000	\$614,900	N/A
95632 Galt	Total Sales	18	REO Sales 0	30	38	93
	Median Sales Price	\$450,000	\$0	\$455,000	\$386,500	\$405,000
	Average Price/Square Foot	\$252	Short Sales 0	\$246	\$242	N/A
	Average Sq Ft of Property	1,824	\$0	1,967	1,806	N/A
	Total Listing Inventory *	51	Conventional 18	44	68	N/A
	Total Listing Median Price ∞	\$482,500	Sales \$450,000	\$480,000	\$457,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	0	0	1
	Median Sales Price	\$0	\$0	\$0	\$0	\$540,000
	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 *	8	Conventional 0	4	6	N/A
	Total Listing Median Price ∞	\$568,000	Sales \$0	\$522,450	\$589,500	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	2	2
	Median Sales Price	\$465,000	\$0	\$0	\$207,450	\$282,500
	Average Price/Square Foot	\$323	Short Sales 0	\$0	\$202	N/A
	Average Sq Ft of Property	1,440	\$0	0	1,002	N/A
	Total Listing Inventory *	13	Conventional 1	13	14	N/A
	Total Listing Median Price ∞	\$332,000	Sales \$465,000	\$343,000	\$350,000	N/A
95655 Mather	Total Sales	5	REO Sales 0	3	8	15
	Median Sales Price	\$433,000	\$0	\$361,000	\$372,500	\$395,000
	Average Price/Square Foot	\$208	Short Sales 0	\$274	\$202	N/A
	Average Sq Ft of Property	2,183	\$0	1,355	2,208	N/A
	Total Listing Inventory *	3	Conventional 5	1	10	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$433,000	\$595,000	\$464,999	N/A
95660 North Highlands	Total Sales	24	REO Sales 0	25	34	104
	Median Sales Price	\$297,995	\$0	\$285,000	\$259,950	\$281,250
	Average Price/Square Foot	\$250	Short Sales 1	\$243	\$211	N/A
	Average Sq Ft of Property	1,147	\$235,000	1,206	1,257	N/A
	Total Listing Inventory *	35	Conventional 23	24	28	N/A
	Total Listing Median Price ∞	\$292,500	Sales \$299,990	\$285,000	\$277,000	N/A
95662 Orangevale	Total Sales	19	REO Sales 1	35	37	95
	Median Sales Price	\$475,000	\$289,000	\$435,000	\$400,000	\$440,000
	Average Price/Square Foot	\$269	Short Sales 0	\$285	\$246	N/A
	Average Sq Ft of Property	1,907	\$0	1,672	1,785	N/A
	Total Listing Inventory *	33	Conventional 18	36	53	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$477,500	\$520,000	\$439,500	N/A

Zip Code		Current Month	Sales Breakdown	Current Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	47	REO Sales 0	46	55	166
	Median Sales Price	\$365,000	\$0	\$405,000	\$349,000	\$381,500
	Average Price/Square Foot	\$249	Short Sales 0	\$256	\$235	N/A
	Average Sq Ft of Property	1,640	\$0	1,712	1,673	N/A
	Total Listing Inventory *	47	Conventional 47	43	48	N/A
	Total Listing Median Price ∞	\$415,000	Sales \$365,000	\$399,700	\$389,000	N/A
95673 Rio Linda	Total Sales	10	REO Sales 0	17	17	57
	Median Sales Price	\$315,000	\$0	\$334,965	\$312,000	\$325,000
	Average Price/Square Foot	\$219	Short Sales 0	\$242	\$248	N/A
	Average Sq Ft of Property	1,601	\$0	1,539	1,469	N/A
	Total Listing Inventory *	18	Conventional 10	8	19	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$315,000	\$349,950	\$399,000	N/A
95683 Rancho Murieta	Total Sales	10	REO Sales 0	14	11	43
	Median Sales Price	\$462,000	\$0	\$527,500	\$527,000	\$490,000
	Average Price/Square Foot	\$235	Short Sales 0	\$229	\$236	N/A
	Average Sq Ft of Property	2,133	\$0	2,328	2,511	N/A
	Total Listing Inventory *	37	Conventional 10	37	48	N/A
	Total Listing Median Price ∞	\$679,000	Sales \$462,000	\$639,000	\$585,900	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	1	1	3
	Median Sales Price	\$0	\$0	\$429,000	\$225,000	\$300,000
	Average Price/Square Foot	\$0	Short Sales 0	\$291	\$240	N/A
	Average Sq Ft of Property	0	\$0	1,472	936	N/A
	Total Listing Inventory *	4	Conventional 0	1	5	N/A
	Total Listing Median Price ∞	\$324,450	Sales \$0	\$868,888	\$999,500	N/A
95693 Wilton	Total Sales	1	REO Sales 0	7	8	19
	Median Sales Price	\$730,000	\$0	\$749,000	\$632,500	\$699,000
	Average Price/Square Foot	\$273	Short Sales 0	\$294	\$313	N/A
	Average Sq Ft of Property	2,670	\$0	1,803	2,252	N/A
	Total Listing Inventory *	16	Conventional 1	19	18	N/A
	Total Listing Median Price ∞	\$900,000	Sales \$730,000	\$900,000	\$759,000	N/A
95742 Rancho Cordova	Total Sales	21	REO Sales 0	19	22	92
	Median Sales Price	\$450,000	\$0	\$493,000	\$450,000	\$453,500
	Average Price/Square Foot	\$205	Short Sales 0	\$214	\$201	N/A
	Average Sq Ft of Property	2,403	\$0	2,378	2,393	N/A
	Total Listing Inventory *	44	Conventional 21	55	36	N/A
	Total Listing Median Price ∞	\$477,688	Sales \$450,000	\$479,000	\$470,000	N/A
95757 Elk Grove	Total Sales	37	REO Sales 0	35	49	137
	Median Sales Price	\$495,000	\$0	\$540,166	\$490,000	\$505,000
	Average Price/Square Foot	\$224	Short Sales 0	\$222	\$210	N/A
	Average Sq Ft of Property	2,367	\$0	2,559	2,457	N/A
	Total Listing Inventory *	57	Conventional 37	54	70	N/A
	Total Listing Median Price ∞	\$540,000	Sales \$495,000	\$538,950	\$529,950	N/A
95758 Elk Grove	Total Sales	39	REO Sales 0	42	71	170
	Median Sales Price	\$422,000	\$0	\$417,000	\$417,500	\$423,378
	Average Price/Square Foot	\$250	Short Sales 0	\$248	\$226	N/A
	Average Sq Ft of Property	1,852	\$0	1,767	1,998	N/A
	Total Listing Inventory *	70	Conventional 39	68	87	N/A
	Total Listing Median Price ∞	\$439,894	Sales \$422,000	\$429,000	\$442,957	N/A
95811 Midtown/ Downtown	Total Sales	0	REO Sales 0	2	3	3
	Median Sales Price	\$0	\$0	\$832,000	\$720,000	\$809,000
	Average Price/Square Foot	\$0	Short Sales 0	\$489	\$414	N/A
	Average Sq Ft of Property	0	\$0	1,750	1,789	N/A
	Total Listing Inventory *	7	Conventional 0	2	11	N/A
	Total Listing Median Price ∞	\$809,000	Sales \$0	\$772,000	\$749,000	N/A
95814 Downtown	Total Sales	1	REO Sales 0	3	3	7
	Median Sales Price	\$520,000	\$0	\$594,990	\$625,000	\$615,000
	Average Price/Square Foot	\$433	Short Sales 0	\$374	\$368	N/A
	Average Sq Ft of Property	1,200	\$0	1,633	1,734	N/A
	Total Listing Inventory *	3	Conventional 1	5	8	N/A
	Total Listing Median Price ∞	\$629,000	Sales \$520,000	\$689,990	\$662,000	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	8	REO Sales 0	21	20	65
	Median Sales Price	\$307,500	\$0	\$235,000	\$235,000	\$245,000
	Average Price/Square Foot	\$232	Short Sales 0	\$232	\$228	N/A
	Average Sq Ft of Property	1,291	\$0	1,073	1,124	N/A
	Total Listing Inventory *	22	Conventional 8	20	29	N/A
	Total Listing Median Price ∞	\$298,000	Sales \$307,500	\$274,000	\$259,950	N/A
95816 Midtown/East Sacramento	Total Sales	5	REO Sales 0	6	10	37
	Median Sales Price	\$619,000	\$0	\$594,000	\$727,500	\$566,000
	Average Price/Square Foot	\$379	Short Sales 0	\$427	\$375	N/A
	Average Sq Ft of Property	1,729	\$0	1,412	2,216	N/A
	Total Listing Inventory *	21	Conventional 5	18	27	N/A
	Total Listing Median Price ∞	\$678,500	Sales \$619,000	\$681,500	\$673,975	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	9	REO Sales 0	9	15	42
	Median Sales Price	\$377,500	\$0	\$379,000	\$405,000	\$378,250
	Average Price/Square Foot	\$377	Short Sales 0	\$342	\$318	N/A
	Average Sq Ft of Property	1,043	\$0	1,218	1,305	N/A
	Total Listing Inventory *	21	Conventional 9	21	22	N/A
	Total Listing Median Price ∞	\$392,450	Sales \$377,500	\$395,000	\$353,950	N/A



# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

APRIL 2020

Zip Code		Current Month	Sales Breakdown (by type)	Current Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	20	REO Sales 0	16	18	72
	Median Sales Price	\$490,000	\$0	\$617,250	\$569,500	\$567,500
	Average Price/Square Foot	\$447	Short Sales 0	\$420	\$415	N/A
	Average Sq Ft of Property	1,290	\$0	1,653	1,501	N/A
	Total Listing Inventory *	36	Conventional 20	34	38	N/A
	Total Listing Median Price ∞	\$656,500	Sales \$490,000	\$659,000	\$644,000	N/A
95819 East Sacramento	Total Sales	17	REO Sales 0	16	17	55
	Median Sales Price	\$671,000	\$0	\$577,448	\$588,000	\$640,000
	Average Price/Square Foot	\$501	Short Sales 0	\$449	\$430	N/A
	Average Sq Ft of Property	1,578	\$0	1,425	1,574	N/A
	Total Listing Inventory *	35	Conventional 15	40	28	N/A
	Total Listing Median Price ∞	\$799,950	Sales \$671,000	\$649,000	\$772,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	41	REO Sales 2	43	46	146
	Median Sales Price	\$294,000	\$252,000	\$300,000	\$292,500	\$291,750
	Average Price/Square Foot	\$280	Short Sales 0	\$287	\$277	N/A
	Average Sq Ft of Property	1,129	\$0	1,158	1,135	N/A
	Total Listing Inventory *	40	Conventional 39	29	55	N/A
	Total Listing Median Price ∞	\$309,250	Sales \$296,700	\$320,000	\$275,750	N/A
95821 N. Arden Arcade	Total Sales	20	REO Sales 0	27	26	96
	Median Sales Price	\$367,500	\$0	\$370,000	\$366,500	\$370,000
	Average Price/Square Foot	\$249	Short Sales 0	\$245	\$249	N/A
	Average Sq Ft of Property	1,569	\$0	1,637	1,487	N/A
	Total Listing Inventory *	59	Conventional 20	49	45	N/A
	Total Listing Median Price ∞	\$399,950	Sales \$367,500	\$386,000	\$376,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	39	REO Sales 1	32	59	140
	Median Sales Price	\$345,000	\$193,000	\$300,000	\$275,000	\$319,500
	Average Price/Square Foot	\$280	Short Sales 0	\$263	\$237	N/A
	Average Sq Ft of Property	1,406	\$0	1,346	1,376	N/A
	Total Listing Inventory *	36	Conventional 38	39	46	N/A
	Total Listing Median Price ∞	\$392,500	Sales \$348,000	\$325,000	\$299,450	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	31	REO Sales 1	40	64	138
	Median Sales Price	\$315,000	\$305,743	\$325,000	\$286,000	\$315,000
	Average Price/Square Foot	\$238	Short Sales 0	\$223	\$211	N/A
	Average Sq Ft of Property	1,380	\$0	1,518	1,379	N/A
	Total Listing Inventory *	45	Conventional 30	42	49	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$315,000	\$315,000	\$289,900	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	13	REO Sales 0	10	14	58
	Median Sales Price	\$260,000	\$0	\$267,500	\$248,500	\$261,000
	Average Price/Square Foot	\$253	Short Sales 0	\$234	\$213	N/A
	Average Sq Ft of Property	1,048	\$0	1,143	1,241	N/A
	Total Listing Inventory *	27	Conventional 13	17	23	N/A
	Total Listing Median Price ∞	\$275,000	Sales \$260,000	\$269,900	\$264,900	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	13	REO Sales 0	13	15	48
	Median Sales Price	\$450,000	\$0	\$400,000	\$345,000	\$379,000
	Average Price/Square Foot	\$273	Short Sales 0	\$255	\$233	N/A
	Average Sq Ft of Property	1,709	\$0	1,669	1,612	N/A
	Total Listing Inventory *	19	Conventional 13	15	20	N/A
	Total Listing Median Price ∞	\$417,450	Sales \$450,000	\$415,000	\$438,750	N/A
95826 College Glen La Riviera Rosemont	Total Sales	16	REO Sales 0	33	21	101
	Median Sales Price	\$383,510	\$0	\$370,000	\$360,000	\$360,000
	Average Price/Square Foot	\$257	Short Sales 0	\$268	\$235	N/A
	Average Sq Ft of Property	1,539	\$0	1,440	1,567	N/A
	Total Listing Inventory *	32	Conventional 16	21	38	N/A
	Total Listing Median Price ∞	\$369,000	Sales \$383,510	\$379,000	\$349,450	N/A
95827 Lincoln Village	Total Sales	10	REO Sales 0	10	14	46
	Median Sales Price	\$375,500	\$0	\$370,000	\$345,750	\$350,000
	Average Price/Square Foot	\$243	Short Sales 0	\$246	\$237	N/A
	Average Sq Ft of Property	1,607	\$0	1,477	1,654	N/A
	Total Listing Inventory *	8	Conventional 10	9	18	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$375,000	\$365,000	\$334,500	N/A
95828 Florin	Total Sales	21	REO Sales 1	37	66	137
	Median Sales Price	\$330,500	\$322,000	\$335,000	\$305,000	\$335,000
	Average Price/Square Foot	\$226	Short Sales 0	\$229	\$212	N/A
	Average Sq Ft of Property	1,570	\$0	1,532	1,542	N/A
	Total Listing Inventory *	49	Conventional 20	53	63	N/A
	Total Listing Median Price ∞	\$348,500	Sales \$338,250	\$340,000	\$320,000	N/A
95829 Vineyard	Total Sales	16	REO Sales 0	19	46	74
	Median Sales Price	\$415,198	\$0	\$414,900	\$408,745	\$414,750
	Average Price/Square Foot	\$260	Short Sales 0	\$237	\$239	N/A
	Average Sq Ft of Property	1,748	\$0	2,117	1,996	N/A
	Total Listing Inventory *	53	Conventional 16	41	41	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$415,198	\$460,000	\$452,400	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	1	N/A
	Total Listing Median Price ∞	\$738,888	Sales \$0	\$738,888	\$849,900	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Current Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	19	REO Sales 0	28	25	72
	Median Sales Price	\$530,000	\$0	\$482,750	\$510,000	\$500,000
	Average Price/Square Foot	\$268	Short Sales 1	\$278	\$262	N/A
	Average Sq Ft of Property	2,277	\$450,000	1,904	2,125	N/A
	Total Listing Inventory *	37	Conventional 18	33	50	N/A
	Total Listing Median Price ∞	\$629,000	Sales \$544,000	\$554,500	\$487,500	N/A
95832 Meadowview Freeport	Total Sales	9	REO Sales 3	4	6	28
	Median Sales Price	\$314,900	\$254,333	\$292,500	\$275,000	\$300,000
	Average Price/Square Foot	\$240	Short Sales 0	\$219	\$218	N/A
	Average Sq Ft of Property	1,285	\$0	1,702	1,365	N/A
	Total Listing Inventory *	7	Conventional 6	5	11	N/A
	Total Listing Median Price ∞	\$299,990	Sales \$319,950	\$230,000	\$283,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	15	REO Sales 0	28	33	72
	Median Sales Price	\$328,000	\$0	\$357,750	\$325,000	\$359,500
	Average Price/Square Foot	\$252	Short Sales 0	\$245	\$221	N/A
	Average Sq Ft of Property	1,452	\$0	1,517	1,576	N/A
	Total Listing Inventory *	46	Conventional 15	47	39	N/A
	Total Listing Median Price ∞	\$407,500	Sales \$328,000	\$369,000	\$357,450	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	29	REO Sales 0	31	37	109
	Median Sales Price	\$418,287	\$0	\$433,990	\$375,990	\$412,720
	Average Price/Square Foot	\$227	Short Sales 0	\$233	\$221	N/A
	Average Sq Ft of Property	1,940	\$0	2,098	1,831	N/A
	Total Listing Inventory *	51	Conventional 29	40	50	N/A
	Total Listing Median Price ∞	\$408,657	Sales \$418,287	\$418,975	\$415,000	N/A
95835 North Natomas	Total Sales	32	REO Sales 0	35	53	128
	Median Sales Price	\$430,000	\$0	\$457,000	\$430,000	\$428,700
	Average Price/Square Foot	\$223	Short Sales 0	\$228	\$206	N/A
	Average Sq Ft of Property	2,149	\$0	2,153	2,230	N/A
	Total Listing Inventory *	47	Conventional 32	32	47	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$430,000	\$444,200	\$439,900	N/A
95838 Del Paso Heights Robla	Total Sales	39	REO Sales 2	51	40	134
	Median Sales Price	\$285,000	\$262,000	\$300,000	\$253,500	\$289,500
	Average Price/Square Foot	\$216	Short Sales 0	\$231	\$208	N/A
	Average Sq Ft of Property	1,412	\$0	1,386	1,285	N/A
	Total Listing Inventory *	35	Conventional 37	51	59	N/A
	Total Listing Median Price ∞	\$290,000	Sales \$285,000	\$275,000	\$271,950	N/A
95841 Foothill Farms North Highlands	Total Sales	7	REO Sales 0	7	6	28
	Median Sales Price	\$335,000	\$0	\$340,000	\$347,500	\$340,000
	Average Price/Square Foot	\$230	Short Sales 0	\$231	\$226	N/A
	Average Sq Ft of Property	1,487	\$0	1,514	1,667	N/A
	Total Listing Inventory *	13	Conventional 7	11	19	N/A
	Total Listing Median Price ∞	\$399,500	Sales \$335,000	\$359,418	\$420,000	N/A
95842 Foothill Farms	Total Sales	22	REO Sales 0	27	26	94
	Median Sales Price	\$325,000	\$0	\$312,500	\$301,250	\$313,750
	Average Price/Square Foot	\$256	Short Sales 1	\$262	\$242	N/A
	Average Sq Ft of Property	1,304	\$374,000	1,210	1,315	N/A
	Total Listing Inventory *	22	Conventional 21	21	46	N/A
	Total Listing Median Price ∞	\$319,000	Sales \$325,000	\$329,000	\$310,000	N/A
95843 Antelope	Total Sales	32	REO Sales 2	35	43	139
	Median Sales Price	\$388,600	\$307,900	\$385,000	\$350,000	\$370,000
	Average Price/Square Foot	\$227	Short Sales 0	\$243	\$238	N/A
	Average Sq Ft of Property	1,762	\$0	1,646	1,599	N/A
	Total Listing Inventory *	47	Conventional 30	37	40	N/A
	Total Listing Median Price ∞	\$399,900	Sales \$392,500	\$399,988	\$379,900	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	20	REO Sales 0	26	37	89
	Median Sales Price	\$495,000	\$0	\$512,000	\$599,000	\$490,000
	Average Price/Square Foot	\$312	Short Sales 0	\$306	\$301	N/A
	Average Sq Ft of Property	2,064	\$0	1,834	2,313	N/A
	Total Listing Inventory *	59	Conventional 20	59	72	N/A
	Total Listing Median Price ∞	\$818,500	Sales \$495,000	\$799,900	\$779,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	4	REO Sales 0	2	7	14
	Median Sales Price	\$323,500	\$0	\$267,500	\$273,000	\$321,500
	Average Price/Square Foot	\$266	Short Sales 0	\$297	\$257	N/A
	Average Sq Ft of Property	1,314	\$0	895	1,147	N/A
	Total Listing Inventory *	13	Conventional 4	9	12	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$323,500	\$325,000	\$385,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	32	REO Sales 0	31	39	117
	Median Sales Price	\$420,000	\$0	\$440,888	\$415,000	\$439,900
	Average Price/Square Foot	\$275	Short Sales 0	\$266	\$246	N/A
	Average Sq Ft of Property	1,715	\$0	1,803	1,811	N/A
	Total Listing Inventory *	46	Conventional 32	48	50	N/A
	Total Listing Median Price ∞	\$477,500	Sales \$420,000	\$454,950	\$524,950	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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# STAFF DIRECTORY



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