

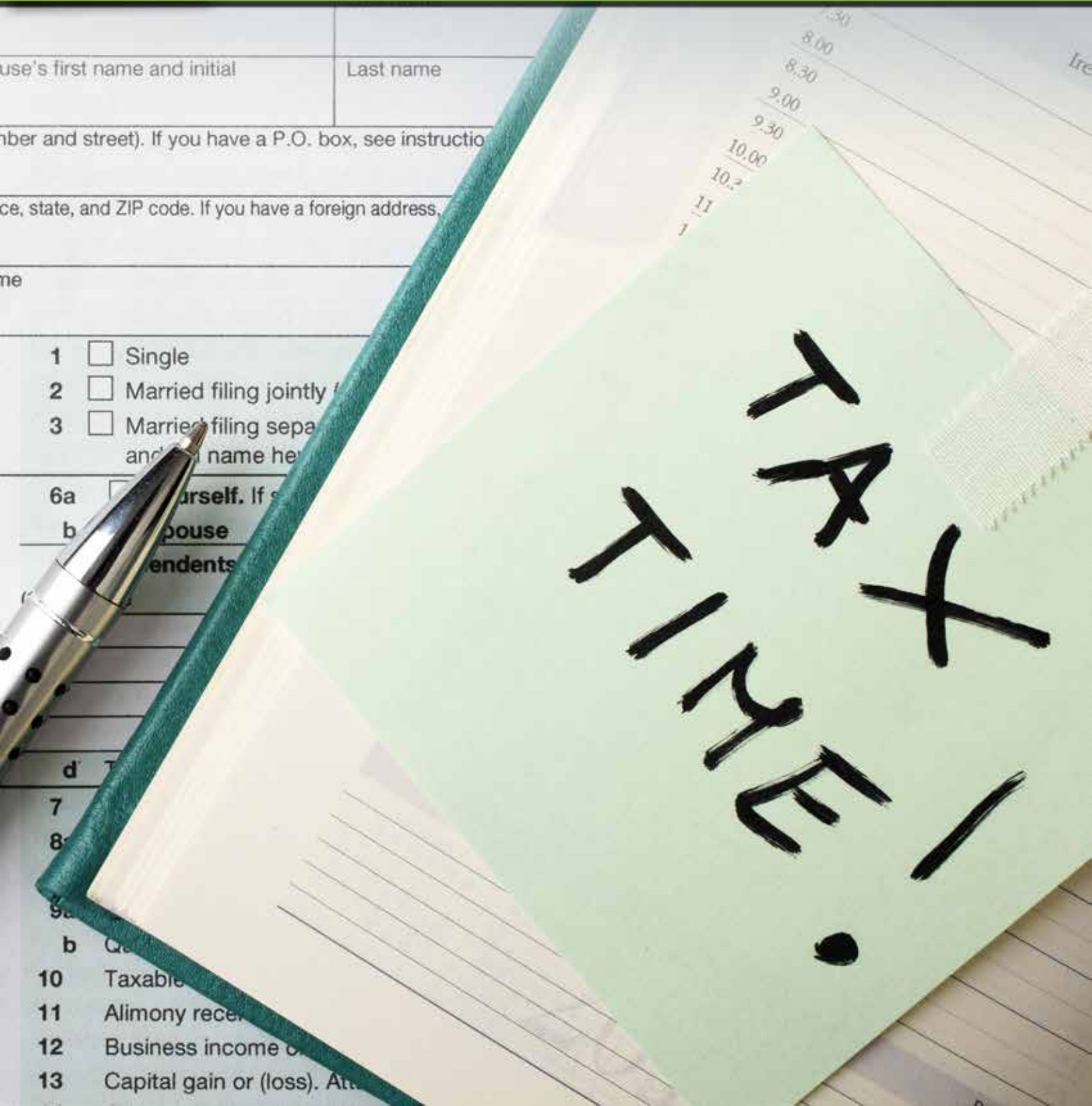


# SACRAMENTO REALTOR®

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

MARCH 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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## 2020 Tax Season – Are You Ready?

Each year brings tax season – a time to take a close look at your productivity from the previous year and scrutinize the possible deductions you can make working as a REALTOR®. This time of the year shouldn't fill you with dread – you should embrace the unique position our profession allows us to take tax-wise. Many of us REALTORS® can (and should) take advantage of the many deductions our profession allows. Many of you are likely aware of common tax deductions in the real estate industry. I'll highlight a few here (but don't forget to consult your tax professional!):

- Transportation/Vehicle Mileage
- Marketing/Advertising
- Home Office Deductions – [more info here](#)
- Association Dues
- Coaching/Training/Education
- Real Estate Software/Apps

These are just a few of the many for which you may qualify. Seasoned REALTORS® know that keeping detailed tax records can really help you out each year. Keep all those receipts, organize your business expenses into an accessible file or folder and don't procrastinate!

If you'd like to learn more, I recommend reading through the 56 page [IRS Publications 463 and 535](#) (PDF download) or – more simply – get in touch with your tax professional well before the April 15th deadline and let them do the heavy lifting for you. Good luck this tax season!

Some more light reading to prepare yourself:

[12 Tax Write-Offs for Real Estate Agents](#) (business.com)

[9 tax filing mistakes Realtors should avoid](#) (inman.com)







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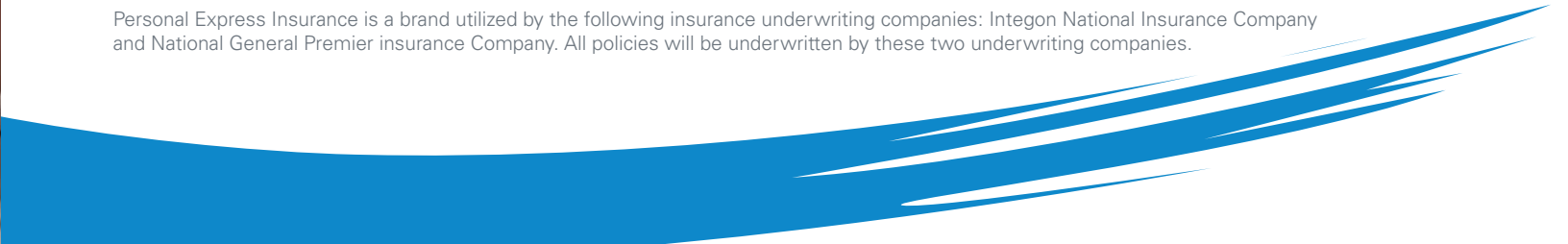
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## Leadership

I was recently watching a video of SSGT Spencer Stone speaking at the Air Force Academy on leadership. You may recall that he was one of the three Sacramento men that were on a train in France and thwarted a terrorist attack by overpowering the gunman on the train. His entire presentation is available on the internet and lasts about 45 minutes. I will give the short version.

A terrorist stepped out of the bathroom on the train. He was armed with an assault rifle, a pistol and a box cutter. Upon exiting the bathroom he encountered a man and shot him. The bathroom was in the front of the car so this happened in plain view of everyone in that train car. The three friends were in the back of the car. Spencer immediately reacted and rushed up the aisle with his two friends behind him. The gunman raised his rifle to shoot him but it misfired. Spencer knocked the rifle from his hands and got behind the terrorist and put him in a not completely effective choke hold. The terrorist pulled out his pistol and reached back towards Spencer's head. He pulled the trigger and it misfired. He then grabbed his boxcutter and started slashing at Spencer. This is when his friends overpowered the terrorist and neutralized the threat.

In rushing down the aisle the three friends passed about 25 other passengers sitting in their seats. They had seen the first shooting. They must have realized they were about to die and yet they sat there paralyzed. Spencer hypothesizes that many of them at one time or another had thought about the scenario in their minds and had envisioned being one moving down the aisle but when the time came they did not move. Spencer attributes this to leadership.

Hopefully you will never be facing a terrorist with a rifle trying to kill you. But everyday in our lives we have opportunities to lead. How do you respond? Do you contribute to RAF? Do you contribute to Scholarship or the Foundation? Do you volunteer to serve your community? Do you serve on a committee? Do you apply to serve on the Board of Directors? Or do you just sit on the sidelines like the 25, doing nothing and letting others carry the load?

The world is full of people that follow, but it is desperately searching for leaders. Be one. Volunteer. Contribute. Serve. You and your community will both be the better for it.

For more information, please view links below:

[View Spencer Stone's talk on leadership](#)

[REALTOR® Action Fund](#)

[SAR Scholarship Fund](#)

[SAR Charitable Foundation](#)

[SAR Committees](#)

[Volunteer Opportunities](#)

[Apply for Board of Directors](#)

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Together we'll go far







## Continuing the Housing Affordability Push

Throughout the greater Sacramento region and beyond, we are in need of real change regarding affordable housing. We encourage change by supporting those in elected office with similar views as we do, as well as promoting policy set to improve the situation. This is not simply a regional issue, it is a pervasive issue throughout California and nationwide.

National Association of Realtors® President Vince Malta issued the following statement after the White House Council of Economic Advisers issued a report warning America's GDP growth is threatened by housing affordability constraints. The report, published last month, specifically identifies state and local-level regulations that have increased housing costs and deterred new construction.

"As NAR research from earlier this year outlined, regions across the country are seeing job growth impacted by the housing affordability crisis," said Malta, broker at Malta & Co., Inc., in San Francisco. "Some of this is the result of misguided local policy that has inflated prices and prevented building, but the issue threatens to permeate deeper into our economy without action to address the problem more holistically. Making housing available and affordable to everyone in this country will take more than added attention and prudent deregulation, but the National Association of Realtors® applauds the White House for furthering these conversations and maintaining its commitment to finding the necessary solutions."

We have seen some fantastic proposed policy that actually addresses the problem; unfortunately one of the best statewide bills on this issue, SB 50, has been extremely controversial resulting in its stagnation. "Just last month, we saw the state's highest profile housing production bill, Senate Bill 50, fail to move forward. But Gov. Newsom's leadership in calling for the state to tackle housing affordability with real actions and consequences and to eliminate roadblocks to building housing near transit, while also increasing the usability of density bonus laws are reasons to be hopeful that 2020 will finally be the year of meaningful progress on housing supply," C.A.R. President Jeanne Radsick commented following Governor Newsom's State of the State last month.

SAR President for 2020 Judy Covington wants to see policy reflecting Gov. Newsom's goals, "SB 50 was a great first step toward solving the issue and making a real impact. We need more of our elected officials to come on board to make it happen." SAR continues to work with local elected officials and policymakers to promote housing production and limit obstacles in the development process. Here's to hoping that 2020 will be a year of continued growth throughout California, and the advancement of much needed affordable housing.





# *In Memoriam*

## NELSON B. JANES

The SAR Family is deeply saddened to learn of the recent passing of our former leader and CEO, Nelson Janes, at the age of 75. With a career working in the non-profit sector spanning 36 years, SAR was fortunate enough to have Nelson lead our association for 10 years from 2002 - 2012.

Born in Lexington, Kentucky on December 26, 1944, Nelson and his older brother, Ernest Lee Janes, Jr., grew up as "Army brats" around the United States and Europe. Nelson completed his undergraduate work at the George Washington University in Washington, D.C. and earned his Master's degree at Virginia Polytechnic Institute. He was married on August 19, 1967 to his life's great love, Laura Tyler Coleman, his wife of 52 years.

Over his career, Nelson led four major REALTOR associations, including Philadelphia, Albuquerque, Sacramento and Las Vegas, and was a highly sought-after association leader. After a 10 year stint, he moved on from SAR in 2012 and headed to the Nevada desert to lead the Greater Las Vegas Association of REALTORS. The guidance with which he offered his staff, colleagues, and members often made a quiet, yet forceful impact in their personal and professional lives. Quick to step in and help anyone, he will forever be remembered as a selfless leader who avoided the spotlight and instead focused attention on those around him.

Nelson Botts Janes is universally lauded by his family, peers, and life-long friends as a towering gentleman whose humor and grace were surpassed only by his patience and his calm. He is deeply loved by his wife, children, and grandchildren. With all of the commitments that he maintained, his family always knew they came first. He made the world a safer, warmer place for those he loved.

Nelson was honored on 2/29 with a gathering of family, friends, and colleagues at Desert Spring United Methodist Church in Las Vegas. Attendees reflected on their time spent with Nelson and how he positively impacted so many lives. His wife and children commented on how Nelson often said his tenure here in Sacramento was one of the highlights of his professional career.

We'll miss you Nelson. Rest in peace.

[Please see online obituary here.](#)



Nelson and his wife, Tyler, sharing a laugh at his going away party in 2012



## What's the **ACTUAL** job of every REALTOR®?

The other day, something extremely rare happened: I got an afternoon off.

I know what you're thinking – impossible! You're a REALTOR®!

But the stars must have aligned just right because I got an entire block of five hours from lunch to dinnertime without urgent emails, phone calls, texts, smoke signals, or messenger pigeons.

So, what did I do with those undistracted and blissful few hours?

Did I go to the local spa for a massage?

Did I curl up on the couch with my beloved dog, Jax, and crack a bottle of my favorite wine?

Did I take the opportunity to catch up on sleep (remember what that is?!)?

Nope, I thought about the real estate!

I know, something must be wrong with me. After all, I'm a REALTOR® - and darn proud of it.

And that's exactly what makes us tick – being slightly obsessed with our job is in our DNA.

So, during the few hours of respite I should have been enjoying, instead I thought about the actual job of every REALTOR®.

According to Wikipedia, a real estate agent or REALTOR® is "a person who represents sellers or buyers of real estate or real property."

But we all know that definition falls woefully short. In fact, on any given day (and especially on Sunday!), our obligations may include:

- Psychologist
- Marriage counselor
- Tax advisor (even if we just send 'em to a CPA)
- Financial planner (same as above)
- Loan partner (Just go get preapproved before we go looking for homes, please!)
- Title and escrow coordinator
- Amateur pest inspector (It doesn't take an expert to know what cockroaches or termites look like!)
- Social media marketer
- Networking group founder
- Tech guru (why does the printer always stop working precisely when I start using it?)
- Handyman
- Gardener (you know you've pulled up some weeds quickly right before that important showing!)
- House painter ("Ummm...I think your house will sell faster if we paint over the hot pink bathroom with a neutral color.")
- Plumber (Why do leaks and broken pipes usually happen right before the final walkthrough?!)
- Neighborhood Watch supervisor (\*although we can't give out neighborhood specifics!)
- Teacher
- Entertainment director ("I'd like to buy a house. Let's meet for lunch/coffee/drinks to talk about it.")
- Event planner (Open House or house warming party, anyone?)
- Retirement planner
- Interior decorator





- Santa Claus (year-round with all of those closing gifts and thank you gifts we give out!)
- 24-hour on-call customer service operator
- Human Resources manager
- Golf pro/pro poker player (for all of those charity tournaments)
- Babysitter (for adults and sometimes kids, too)
- Full-time student (we never stop learning!)

If you've been a real estate agent for more than six months, you've probably checked off all of these jobs – and more! But that still doesn't capture the essence of what we do, and why we make such a positive impact in so many lives. So, what's the real job of every REALTOR®?

That's exactly what I thought about on my day off, and I came up with this (much shorter) list:

- The job of every REALTOR® is to provide help,
- guidance,
- and even hope.

Help because we have a fiduciary responsibility to represent our clients' best interests in the biggest financial decision(s) many of them will ever make.

Guidance since so much of what we do is about providing information, counsel, advice, and perspective so that our clients are empowered to make those decisions.

And, perhaps most important of all, we provide hope because we're there for people no matter what, as we become friends, advisors, and mentors for life, long after the transaction is completed.

We pledge to serve our communities and its members through thick and thin, periods of prosperity and then downturns, caring, healing, supporting, spanning generations as we help Baby Boomers settle, newlyweds achieve the American Dream, and then their kids to buy their first homes.

And guess what? We're never going away - our job title will never be obsolete (no matter how big the tech companies get!) because people always will need a professional they can trust, and they'll always need someplace to come home to.

In fact, you're a whole lot more important than any mere job title can define!

Just something to ponder when you get your next day off – and end up thinking about real estate the whole time!



## Revisiting the GSFA Open Door Program™

Scott sits down with Meagan Harris with Golden State Finance Authority (GSFA) and they take an in-depth look at GSFA's Open Door Program. We first visited this topic back in December, but this video takes a closer look at the program and discusses possible scenarios where this program would work. They also discuss a variety of loan products from FHA, VA and USDA and how they differ from the Open Door Program. Click the video below for more information about these products.



CLICK HERE TO VIEW





# C.A.R. MEETING REPORT

## February 2020

During the period February 7-8, 2020 the California Association of REALTORS® (C.A.R.) met in Anaheim, CA to conduct the business of C.A.R. This is a report of significant activities of those meetings.

### C.A.R. Directors Action Items:

Political Positions taken:

To **"SPONSOR"** legislation to require homeowner associations with 50 or more separate interests in a common interest development to maintain an internet website to provide general information to its members.

To **"SPONSOR"** legislation to require homeowner associations who have obtained a property owner's email address to deliver documents to that recipient's electronic mail, unless the recipient has revoked their consent to electronic documents in writing or by email.

To **"SPONSOR"** an as yet unnumbered proposition for the November 2020 ballot entitled "Changes Requirements for Transferring Property Tax Base to Replacement Property. Expands Business Property Tax Reassessment. Initiative Constitutional Amendment."

To **"SUPPORT"** AB 1907 (Santiago) which, until January 1, 2029, exempts from CEQA: emergency shelters, supportive housing, or affordable rental housing (up to 80% of the area median income).

To **"SUPPORT"** SB 739 (Stern) which requires the Department of Forestry and Fire Protection to develop a defensible space and home hardening assessment and certification program to evaluate properties located within state fire responsibility areas.

To **"SUPPORT"** the Department of Business Oversight's draft regulations that require PACE Administrators to register with the Nationwide Multistate Licensing System and Registry (NMLS).

To **"SUPPORT"**, in conjunction with NAR, greater oversight and regulation of private shared equity programs to protect consumers against usury and predatory practices,

To adopt a **"NEUTRAL"** position on State Proposition 13 for the March 2020 ballot (the new 13, not the old one) entitled "Authorizes Bonds for Facility Repair, Construction, and Modernization at Public Preschool, K-12 Schools, Community Colleges, and Universities. Legislative Initiative".

To adopt an **"AGAINST"** position on an as yet unnumbered ballot proposition for the November 2020 ballot entitled "Expands Local Governments' Authority to Enact Rent Control on Residential Property. Initiative Statute."

To adopt a **"NOT REAL ESTATE RELATED"** position on two as yet unnumbered propositions which may appear on the November 2020 ballot entitled:

1. "Referendum to Overturn a 2018 Law the Replaced Money Bail System with a System Based on Public Safety Assessment."
2. "Restricts Parole for Non-Violent Offenders. Authorizes Felony Sentences for Certain Offenses Currently Treated Only as Misdemeanors. Initiative Statute."

C.A.R. deferred taking a position on two split-roll tax initiatives that may be on the November 2020 ballot until the Apr/May C.A.R. meetings.

### Other action items:

That C.A.R., upon approval of NAR, make changes to the C.A.R. Model MLS Rules to implement the mandated NAR Clear Cooperation Policy 8.0.

That C.A.R. create a peer-to-peer ethics Infoline to serve C.A.R. members, whereby specially trained REALTOR® volunteers will answer questions by phone from C.A.R. members about the interpretation and application of the Code of Ethics.

### C.A.R. Report Only Items:

C.A.R. Professional Standards Committee Members, in cooperation with C.A.R. MLS Committee Members, form a joint work group to consider changes to the citation policies, including potential changes to the appeals process.

IMPAC Trustees provided \$10,000 to Californians for Balanced Energy Solutions to advocate for policies that protect the use of natural gas in homes and a balanced approach to energy policy in California.

Items discussed at C.A.R. meetings but not resulting in action items:

Should persons found to have violated certain specific provisions of the Code of Ethics be published on a public assessable website. This was recommended to the BOD and was referred back for further study.

Landlords of properties that are potentially exempt from the new state rent cap laws are not exempt unless they have given the notice of exemption for that property to the tenant at the time of creating the lease or rental agreement. See C.A.R. Form RCJC which contains the required language.

C.A.R. is researching states that have established a requirement that a Buyer Representation Agreement must be used when working with buyers. Apparently states without such a mandate, such as CA, are in the minority.

Watch for regulations about use of prior surnames for real estate licensed activity after a change in the legal name used for other purposes.

Looked at the issue of income that may be used to finance the construction of ADUs, such as future rental income from the ADU.

NAR's Fair Housing Initiative is called ACT (Accountability, Culture Change, Training). Expect additional emphasis from all sources on Fair Housing in light of the News Day story on Long Island brokers that demonstrated wide spread discriminatory treatment of buyers. You may expect to be shopped by others, including NAR, to determine your compliance with Fair Housing requirements.

Affordable Housing continues to be a widespread issue throughout all of CA. Likewise, fire insurance cost and availability, particularly in fire prone areas.

Discussion of making commission offered to buyer's broker through MLS a field viewable by the buyer.

Greatly revised C.A.R. Residential Purchase Agreement to be released in December. It is 16 pages long. Classes on the new form with start in August. Will be available for review in April, prior to C.A.R. legislative meetings.



## Update on Tax Laws for Real Estate Professionals;

Today, we will take a look at recent updates to the state and federal tax laws that may be of particular interest to real estate professionals. Many of us know that Governor Newsom and the California legislature were busy last year passing a variety of new laws, many of which took effect in 2020. For example, real estate professionals who are also parents may be excited to learn that as of 2020, diapers are now tax free in California! On a more serious note, although the last big federal tax overhaul occurred back in 2017 with the Tax Cuts and Jobs Act (TCJA), 2019 also brought updates to the federal tax code to be effectuated this year. With tax season upon us, we will cut through the morass of legislation to review recent updates to tax laws affecting real estate professionals today.

First, although it is not brand new to 2020, real estate professionals may still be surprised to learn that a new federal tax law that took effect in 2018 with the TCJA can specifically benefit real estate agents, brokers, and real estate management companies. The Section 199A deduction, known as the Qualified Business Income Deduction, allows real estate professionals with taxable income less than \$315,000 for married couples, or \$157,000 for single persons, to deduct 20% of their earned qualified business income on their taxes. This new tax law has proven to be very beneficial for many who work in real estate. Real estate professionals who are just learning of this new deduction should consult their tax advisors to see what they qualify for this year and should also review the past year's return to ensure they received the savings they may have been entitled to under 199A. If the deduction wasn't taken last year, the return may be able to be amended in order to take advantage of the savings under 199A.

More commonly known among real estate professionals is the effect of the Tax Cuts and Jobs Act on mortgage interest deductions. Effective 2018, the mortgage interest deduction was reduced from \$1,000,000 in qualifying mortgage debt to \$750,000 in qualified mortgage debt. Further, mortgages on second properties and beyond will not qualify for the deduction. This has likely made it more difficult for families to purchase vacation properties as the loss of the ability to deduct the interest on the second home effectively render the purchase much more expensive.

While not as directly pertinent to real estate professionals as the qualified business income deduction or the mortgage interest deduction, new tax laws related to vehicles may also be of interest to agents, brokers, and management companies. After all, an agent can't show homes unless they can actually get themselves to the properties! Real estate professionals who are considering purchasing a vehicle for their business should review updates to the vehicle depreciation schedule and consider the purchase of an SUV or other vehicle weighing more than 6000 pounds. Depreciation limits for passenger vehicles, to include trucks and vans, were updated in 2019. Further, deductions on passenger vehicles purchased and driven for business purposes are much lower deductions than business vehicles over 6000 pounds. As the deductions are contingent on percentage of use for business, real estate professionals should also be sure to keep mileage logs to back up the potential deduction.

These are just a few of the many tax laws of which real estate professionals should be aware. Be sure to consult your local tax professional for additional resources and information this tax season.



## Article 3

*REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)*

### **Case #3-7: Time at Which Modification to Offer of Compensation is Communicated is a Determining Factor**

*(Revised Case #22-7 May, 1988. Transferred to Article 3 November, 1994. Cross-reference Case #2-14. Revised November, 2001. Revised May, 2017.)*

REALTOR® A listed Seller X's home and entered the listing into the MLS. The relevant MLS data field indicated the compensation REALTOR® A was offering to the other Participants if they were successful in finding a buyer for Seller X's home.

During the next few weeks, REALTOR® A authorized several Participants of the MLS, including REALTOR® C, to show Seller X's home to potential buyers. Although several showings were made, no offers to purchase were forthcoming. REALTOR® A and Seller X, in discussing possible means of making the property more salable, agreed to reduce the listed price. REALTOR® A also agreed to lower his commission. REALTOR® A changed his compensation offer in the field in the MLS and then called the MLS Participants who had shown Seller X's property to advise them that he was modifying his offer of compensation to cooperating brokers. Upon receiving the call, REALTOR® C responded that he was working with Prospect Z who appeared to be very interested in purchasing the property and who would probably make an offer to purchase in the next day or two. REALTOR® C indicated that he would expect to receive the compensation that had been published originally in the MLS and not the reduced amount now being offered to him, since he had already shown the property to Prospect Z and expected an offer to purchase would be made shortly. REALTOR® A responded that since Prospect Z had not signed an offer to purchase and no offer had been submitted the modified offer of compensation would be applicable.

The following day, REALTOR® C wrote an offer to purchase for Prospect Z. The offer was submitted to the Seller by REALTOR® A and was accepted. At the closing, REALTOR® A gave REALTOR® C a check for services in an amount reflecting the modified offer communicated to REALTOR® C by phone. REALTOR® C refused to accept the check indicating that he felt REALTOR® A's actions were in violation of the Code of Ethics. REALTOR® C filed a complaint with the Association's Grievance Committee alleging violation of Articles 2 and 3 on the part of REALTOR® A citing Standard of Practice 3-2 in support of the charge.

During the hearing, REALTOR® C stated that REALTOR® A's modification of the compensation constituted a misrepresentation through concealment of pertinent facts since he had not provided REALTOR® C with specific written notification of the modification prior to the time REALTOR® C began his efforts to interest the purchaser in the listed property. REALTOR® A defended his actions by indicating that timely notice of the modification of compensation offered had been provided to REALTOR® C by telephone prior to REALTOR® C submitting a signed offer to purchase. REALTOR® A also indicated that his modified offer of compensation had been bulletined to all Participants, including REALTOR® C, through the MLS in accordance with Standard of Practice 3-2 prior to the time that REALTOR® C had submitted the signed offer to purchase. REALTOR® A also commented that had REALTOR® C submitted the signed offer to purchase prior to REALTOR® A communicating the modified offer, then REALTOR® A would have willingly paid the amount originally offered.

Based on the evidence presented to it, the Hearing Panel concluded that REALTOR® A had acted in accordance with the obligation expressed in Standard of Practice 3-2 based on changing the offer of cooperative compensation in the MLS alone, even without the courtesy phone calls, and consequently was not in violation of Articles 2 or 3.





## Make More Money with Property Management

By John Jennings | Chair, SAR Education Committee

If you are in real estate sales, you need more money. It doesn't matter if you are a top producer, a team lead or just starting out. Right now sales are strong, inventory is relatively low and interest rates are incredible. In short, business is good. But what happens when there is a correction? If sales slow, will you continue to have money coming in month after month? If you answered no, then you may want to consider attending SAR's upcoming property management class.

During this four-part series, you will be taught the basics of property management.

**Session One:** you will learn how to set up your property management company, and what software to use to make your new business scalable.

**Session Two:** will cover the necessary documents needed to protect you and your landlords.

**Session Three:** Buckle your seatbelts! It is going to be jam-packed. Instructor Bob Thomas will address the dreaded "A-word"...the AUDIT. Students will not only learn correct documentation procedures, but they will be provided easy-to-implement solutions for when an audit does take place.

**Session Four:** This is my personal favorite. Students are taught effective strategies on how to market their property management company, so they can start making money immediately. Not only that, but there will be an update on **rent control**.

Still not convinced? Here are what students from last year's class had to say:

*"Outstanding workshop. Instructor was excellent."*

*"Great class!! The best information for anyone doing property management."*

*"Engaging and dynamic instructor, generous with information."*

*"This class was very helpful!!"*

It has been said the wealthy have multiple streams of income and are always looking to add additional streams. SAR's class on property management is an excellent opportunity to add an additional revenue stream to your business. Take that first step. Sign up today and recession-proof your business.

Register here: <https://www.sacrealtor.org/forrent>





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# Property Management Basics

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**Instructor:**  
**Robert Thomas**  
RMP, CRS, GRI  
*Past President of the  
National Association of  
Residential Property  
Manager, CA Chapter*

## **DAY 1 - March 25**

Getting Started in Property Management and New Laws

## **DAY 2 - April 1**

The Nuts and Bolts of your Documents

## **DAY 3 - April 8**

You Are Being Audited, Are you Ready?

## **DAY 4 - April 15**

Making Serious Money along with an important Rent Control Update

*See class description on reverse side.*

### **Cost:**

FULL SERIES

\$129 (REALTORS®); \$150 (Non-REALTORS®)  
\$32.25 (early-bird fee) with Education Club Card III  
if paid by 3/23; \$10 more after this date

PER CLASS

\$42 (REALTORS®); \$52 (Non-REALTORS®)  
\$10.50 (early-bird fee) with Education Club Card III

### **Questions:**

ims.sacrealtor.org or complete back side  
Marcus - 916.437.1210

SACRAMENTO  
  
ASSOCIATION OF REALTORS®



# SAR EDUCATIONAL OFFERINGS

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

## MARCH

	CLASS	COST	
5	12noon - 1:30pm <b>7 TAX MISTAKES REALTORS® MAKE</b>	\$25	Mike Ornelas, EA
6	10:00am – 1:00pm <b>BROKER TRAINING INSTITUTE (BTI) HOW TO BECOME A SUCCESSFUL BROKER</b>	\$99 (full series) \$20 (single class)	Jillian Anderson
11	12noon – 1:30pm <b>SECRETS TO GETTING YOUR VA OFFER ACCEPTED</b>	\$20	Melissa Arntzen
12	12noon – 2:00pm <b>PROBATE &amp; REAL ESTATE SALES</b>	\$20	Tracy Potts, Esq.
13	10:00am – 1:00pm <b>BROKER TRAINING INSTITUTE (BTI) HIRING &amp; TRAINING ETHICAL AGENTS</b>	\$99 (full series) \$20 (single class)	Ginni Field
14	8:30am – 5:00pm <b>DUANE GOMER ONE DAY CRASH COURSE</b>	\$150	Duane Gomer Representative
19	9:00am – 1:00pm <b>LISTING AGREEMENTS</b>	\$99 (full series) \$20 (single class)	Dave Tanner, SAR CEO
20	9:00am – 12noon <b>BROKER TRAINING INSTITUTE (BTI) – DAY 3 SECRETS TO HAVING A PROSPEROUS REAL ESTATE BUSINESS</b>	\$25 (single class)	Panel of Successful Brokers
24	10:00am – 12noon <b>ADVANCED COMMERCIAL PROSPECTING</b>	\$25	Michael Simpson
25	10:00am – 1:15pm <b>PROPERTY MANAGEMENT BASICS - SERIES ATTEND ONE OR ALL FOUR CLASSES</b>	\$129 (full series) \$42 (individual class)	Bob Thomas, RMP, CRS, GRI
26	12noon – 1:30pm <b>FOCUSED FARMING FOR TOP PRODUCERS</b>	\$20	Jason Scott
27	10:00am – 1:00pm <b>BROKER TRAINING INSTITUTE (BTI) WHAT BUSINESS STRUCTURE IS BEST FOR YOU?</b>	\$25 (single class)	Keith Dunnagan, Esq.

## APRIL

	CLASS	COST	INSTRUCTOR
1 8 15	12noon – 1:30pm <b>PROPERTY MANAGEMENT BASICS - SERIES ATTEND ONE OR ALL FOUR CLASSES</b>	\$129 (full series) \$42 (individual class)	Bob Thomas, RMP, CRS, GRI
1	10:00am – 1:15pm <b>PROPERTY MANAGEMENT BASICS – DAY 2 THE NUTS AND BOLTS OF YOUR DOCUMENTS</b>	\$42 (individual class)	
3	10:00am – 1:00pm <b>BROKER TRAINING INSTITUTE (BTI) – DAY 5 RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE</b>	\$25 (single class)	Dave Tanner, Esq.
8	10:00am – 1:15pm <b>PROPERTY MANAGEMENT BASICS – DAY 3 YOU ARE BEING AUDITED, ARE YOU READY?</b>	\$42 (individual class)	
10	10:00am – 1:00pm <b>BROKER TRAINING INSTITUTE (BTI) – DAY 6 MAKING YOUR OFFICE DRE COMPLIANT</b>	\$25 (single class)	Tricia Parkhurst, DRE Paula Swayne, SAR
15	10:00am – 1:15pm <b>PROPERTY MANAGEMENT BASICS – DAY 4 MAKING SERIOUS MONEY ALONG WITH AN IMPORTANT RENT CONTROL UPDATE</b>	\$42 (individual class)	
20 22	8:00am – 5:00pm <b>STAGED HOMES – ASP DESIGNATION</b>	\$TBD	TBD
24	8:00am – 4:00pm <b>ULTIMATE GUIDE TO LIST AND SELL COMMERCIAL INVESTMENT PROPERTIES: WORKING BUYERS</b>	\$TBD	Michael Simpson
29	10:00am – 3:30pm <b>FUNDAMENTALS OF TRANSACTION COORDINATION</b>	\$100	Wendi Molina

# APRIL CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2	3
		SAR New Member Orientation (B) 9:00am – 12:30pm Property Management Basics (EC - W) 10:00am – 12:15pm	Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am	SAR Closed 7:30 – 8:30am SAR Toastmasters Club (T) 7:45 – 9:15am Broker Training Institute (EC - W) 9:00am – 12noon Broker/Manager Forum (B) 9:30 – 10:30am
6	7	8	9	10
MetroList Course – TBD (T) 9:00am – 12noon WCR Board Meeting (B) 12noon – 1:30pm MetroList Course – TBD (T) 1:00 – 4:00pm	SAR Main Meeting 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Charity Research Committee (P) 10:30 – 11:30am Volunteer Coordinating Committee (T) 10:30 – 11:30am	Property Management Basics (EC - E) 10:00am – 12:15pm AREAA (B) 10:00 – 11:00am New Member Orientation (B) 1:00 – 4:30pm	Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	SAR Toastmasters Club (B) 7:45 – 9:15am Broker Training Institute (EC - W) 9:00am – 12noon Sac Area RE Exchange Network (T) 10:00am – 12:30pm
13	14	15	16	17
Education Committee (B) 9:00 – 10:30am MetroList Seminar (EC - Full) 10:00am – 12noon Leadership Academy (B) 1:00 – 2:30pm CCIM Leadership (P) 3:00 – 4:00pm	Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> YPN Advisory Committee (B) 11:00am – 12:30pm Intern Class (B) 2:30 – 4:30pm	Property Management Basics (EC - E) 10:00am – 12:15pm New Member Orientation (B) 6:00 – 9:30pm	WCR Business Lunch (EC – W) 11:00am – 2:00pm	SAR Toastmasters Club (B) 7:45 – 9:15am
20	21	22	23	24
ASP Staged Homes Designation (EC –E) 8:00am – 5:00pm MetroList Course – TBD (T) 9:00am – 12noon MetroList Course – TBD (T) 1:00 – 4:00pm	ASP Staged Homes Designation (EC –E) 8:00am – 5:00pm Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> NARPM Fair Housing Class (EC – W) 8:30am – 12noon Marketing/Communications Committee (B) 10:30am – 12noon Charitable Foundation BOD (B) 12:30 – 2:00pm Scholarship Fundraising Committee (T) 1:00 – 2:00pm	ASP Staged Homes Designation (EC –E) 8:00am – 5:00pm	No SAR Events Scheduled	SAR Toastmasters Club (B) 7:45 – 9:15am SAR BOD (B) 9:00 – 10:30am
27	28	29	30	
Show Me the Money (EC – W) 11:30am – 1:30pm	List & Sell Commercial Investment Properties (EC -W) 8:00am – 4:00pm Regional Meetings <a href="http://www.sacrealtor.org/tours">www.sacrealtor.org/tours</a> Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon Intern Class (B) 2:30 – 4:20pm	Fundamentals of Transaction Coordination (EC – W) 10:00 – 3:30pm SAR Offices Closed 1:00 – 2:00pm	Transaction Coordination 2: Beyond the Contract (EC – W) 9:00am – 12noon Branding Yourself 101 (EC – E) 10:00am – 12noon	

## Calendar Information

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

\*Various locations – Call for details

\*\* closed meeting

(EC) Mack Powell Event Center

(B) Board Room, 2nd Floor

(T) Training Room, 2nd Floor

(U) Upstairs

Meetings subject to change.



# February 2020

## AFFILIATES

**Chad Lopez**  
City Wide Chem Dry

**Mitch Perez**  
Fidelity National Title

**Steve Peverini**  
A-1 PROFESSIONAL HOME SERVICES

**Colin Roe**  
Fidelity National Title

**Robert Silva**  
Robert Silva Insurance Agency

## DESIGNATED REALTORS®

**Charles Chang**  
Core Capital Realty, Inc.

**Christopher Johnston**  
Christopher Johnston R.E.

**Charlene Lindauer**  
Capital Five

## REALTORS®

**Masoud Abdali**  
Keller Williams Realty Folsom

**Dametric Amador**  
Coldwell Banker Realty

**Manuel Andaya**  
NexGen Real Estate

**Sergio Arriaga**  
Lyon RE Elk Grove

**Rosa Avendano-De Alba**  
VGC Real Estate Group

**Omar Barker**  
Sierra Bay R.E. & Development

**Matheus Basuni**  
Lyon RE Fair Oaks

**Franz Battiste**  
RE/MAX Gold Elk Grove

**Annette Beshara**  
Keller Williams Realty Folsom

**Verrenia Bishop**  
Keller Williams Realty Capital

**Anroop Boparai**  
Realty One Group Complete

**Ashley Castillon**  
The Home Group

**Jennifer Christen**  
Palmer Real Estate

**Alyssa Daugherty**  
eXp Realty of California, Inc.

**David Di Dio**  
Heritage R.E. Professionals

**Jennifer Elias**  
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**Irma Espinoza-Ortega**  
Paradise Residential Brokerage

**John Fagundes**  
California Real Estate Group

**Katie Fontes**  
Better Homes and Gardens RE

**Ingrid Foster**  
Dunnigan, REALTORS®

**Maria Gassoumis**  
Redfin Corporation

**Sarah Greco**  
Dunnigan, REALTORS®

**Rachel Griffith**  
Lyon RE Fair Oaks

**Jessicale Gyorfi**  
Plumas Lake Properties

**Marvin Hooker**  
Realty One Group Complete

**Autumn Ingram**  
Alexis McGee Group, Inc.

**Michaela Johnson**  
Becky Roenspie Real Estate

**Sahar Kadirzada**  
Keller Williams Realty Natomas

**Thomas Koontz**  
Realty One Group Complete

**Nikolay Kosovan**  
Consumer Plus Realty

**Dustin Kudela**  
Realty One Group Complete

**Jonathan Lashchuk**  
Keller Williams Realty Natomas

**Stephen Lesieur**  
Fathom Realty Group

**Maxwell Lichtenberg**  
Keller Williams Realty

**Fawn Lourence**  
Keller Williams Realty Natomas

**Vannessa Martinez Quintanilla**  
Golden Bay Mortgage Group

**Jean Marx**  
Keller Williams Realty

**Kathleen Massae**  
Legacy Properties

**Carly Meyers**  
Coldwell Banker Realty

**Tyler Miguel**  
Keller Williams Realty Folsom

**Joe Morales**  
HomeBased Realty

**Kimberly Morphis**  
eXp Realty of California, Inc.

**Jennifer Muir**  
Amen Real Estate

**Constancia Nabarrete**  
Coldwell Banker Realty

**Todd Nguyen**  
eXp Realty of California, Inc.

**Linda Osterling**  
Coldwell Banker Realty

**Adrian Petersen**  
Professional Realty Associates

**Christy Press**  
Wesely & Associates, Inc.

**Ryan Rettke**  
Coldwell Banker Realty

**Janelle Rogers**  
Amen Real Estate

**Patricia Sacco**  
Coldwell Banker Realty

**Thelma Sanders**  
3 Point Real Estate & Const.

**Cheryl Schmidt**  
1st American Realty

**Yama Sharifi**  
HomeSmart ICARE Realty

**Tarrah Smith**  
Home River Group

**Trevoine Smith**  
eXp Realty of California, Inc.

**Katherine Stuart**  
Redfin Corporation

**Tina Sullivan**  
Delta Metro Realty Srvs, Inc.

**Johnathan Tang**  
eXp Realty of California, Inc.

**Leani Tegmann**  
eXp Realty of California, Inc.

**La Trese Trujillo**  
Lisa Drake Properties

**Donna Valadez**  
Core Capital Realty, Inc.

**Veronica Venegas**  
Absolute Mortgage Group, Inc.

**Eric Voytas**  
Coldwell Banker Realty

**Cristine Wade**  
Keller Williams Realty

**Kristina Waite**  
Results Realty & Mortgage

**Ursula Wax**  
Lyon RE Natomas

**Katherine Weaver**  
CARE Real Estate

**Ian Westberg**  
Dunnigan, REALTORS®

**William Wilburn**  
Future Homes and Real Estate

**Mary Reagan Zahiralis**  
Sierra Bay R.E. & Development

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# SACRAMENTO HOUSING STATISTICS

## Sales down for January, median sales price follows

# JANUARY

January ended with 944 sales, down 24.1% from December. Compared to one year ago (894), the current figure is up 5.6%. Of the 944 sales this month, 131 (13.9%) used cash financing, 557 (59%) used conventional, 182 (19.3%) used FHA, 47 (5%) used VA and 27 (2.9%) used Other types of financing.

The median sales price decreased 2.6 % for the month from \$385,000 to \$375,000. This figure is up 6.5% from Jan. 2019 (\$352,250). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at \$392,750. The current figure is 4.5% below the record.

The Active Listing Inventory increased 7.1% from December to January, from 1,315 units to 1,409 units. Compared with January 2019 (2,095), inventory is down 32.7%. The Months of Inventory increased from 1.1 to 1.5 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) decreased from 19 to 17 and the Average DOM increased from 32 to 33. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 944 sales this month, 63.7% (601) were on the market for 30 days or less and 80.5% (760) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$240 to \$250 from December to January.

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

### Let's Talk About Inventory

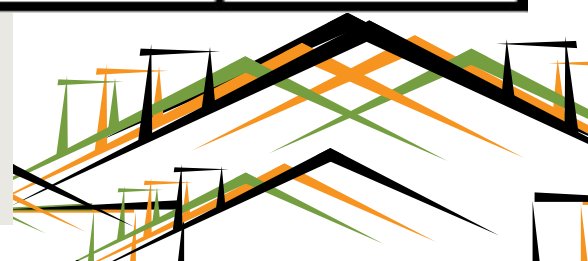
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	12	17	0.7
\$200,000 - \$249,999	45	43	1.0
\$250,000 - \$299,999	135	118	1.1
\$300,000 - \$349,999	169	189	0.9
\$350,000 - \$399,999	199	177	1.1
\$400,000 - \$449,999	157	120	1.3
\$450,000 - \$499,999	147	88	1.7
\$500,000 - \$749,000	341	161	2.1
\$750,000 - \$999,999	104	22	4.7
\$1,000,000 and over	100	9	11.1
<b>Total:</b>	<b>1,409</b>	<b>944</b>	<b>Total: 1.5</b>

## Market Snapshot - January 2020

	Jan-20	Dec-19	Change	Jan-19	Change (from '19)
<b>Sales</b>	<b>944</b>	<b>1,244</b>	<b>-24.1%</b>	<b>894</b>	<b>5.6%</b>
<b>Median Sales Price</b>	<b>\$375,000</b>	<b>\$385,000</b>	<b>-2.6%</b>	<b>\$352,250</b>	<b>6.5%</b>
<b>Active Inventory</b>	<b>1,409</b>	<b>1,315</b>	<b>7.1%</b>	<b>2,095</b>	<b>-32.7%</b>
<b>Median DOM</b>	<b>17</b>	<b>19</b>	<b>-10.5%</b>	<b>27</b>	<b>-37.0%</b>
<b>Avg. Price/SqFt</b>	<b>\$250</b>	<b>\$240</b>	<b>4.2%</b>	<b>\$232</b>	<b>7.8%</b>

The Sacramento Association of REALTORS® is a professional association representing over 6,500 real estate professionals and commercial affiliates doing business in the greater Sacramento metropolitan area. All SAR statistics reports compiled by Tony Vicari, SAR Director of Communications. Statistics are derived from the MetroList® MLS database for Sacramento County and the City of West Sacramento.

†Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.



# MLS STATISTICS

## January 2020

### MLS STATISTICS for January 2020

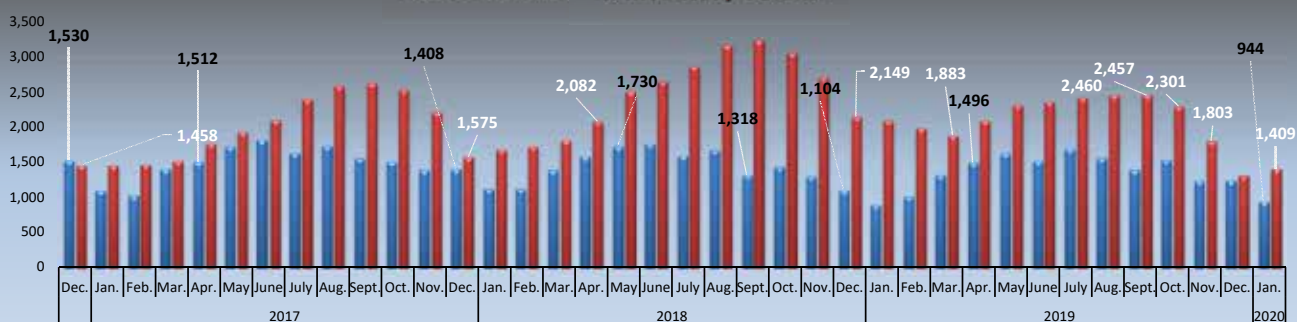
Data for Sacramento County and the City of West Sacramento



#### 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	1,489		829	79.6%		1,481		0.5%
Active Listing Inventory †	1,409		1,315	7.1%		2,095		-32.7%
Pending Sales This Month*	1,325		1,205	10.0%		773		71.4%
Number of REO Sales	12 1.3%		14	-14%	1.1%	12	1.3%	0.0%
Number of Short Sales	2 0.2%		5	-60%	0.4%	9	1.0%	-77.8%
Equity Sales	930 98.5%		1,225	-24.1%	98.5%	873	97.7%	6.5%
Other (non-REO/-Short Sale/-Equ)	0 0.0%		0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	944 100%		1,244	-24.1%	100%	894	100.0%	5.6%
Months Inventory	1.5 Months		1.1 Months	36.4%		2.3 Months		-34.8%
Dollar Value of Closed Escrows	\$390,089,221		\$521,066,614	-25.1%		\$344,925,112		13.1%
Median	\$375,000		\$385,000	-2.6%		\$352,250		6.5%
Mean	\$413,230		\$418,864	-1.3%		\$385,822		7.1%
Year-to-Date Statistics	1/01/20 to 1/31/20		1/01/20 to 1/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			1/31/2019		Change
Number of Closed Escrows	944		944			894		5.6%
Dollar Value of Closed Escrows	\$390,089,221		\$390,089,221			\$344,925,112		13.1%
Median	\$375,000		\$375,000			\$352,250		6.5%
Mean	\$413,230.11		\$413,230			\$385,822		7.1%

#### 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.

*David Brooker*  
REALTOR/Specialist

\*SAR Members Only\*

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

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

Based on Multiple Listing Service data from MetroList® | 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

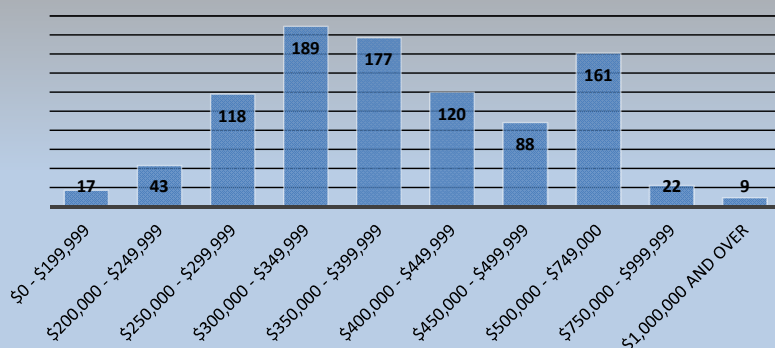
## MLS STATISTICS for January 2020

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

#### BREAKDOWN OF SALES BY PRICE

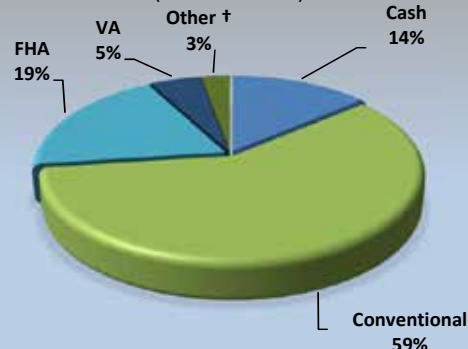
##### 1 House on Lot

Total: 944

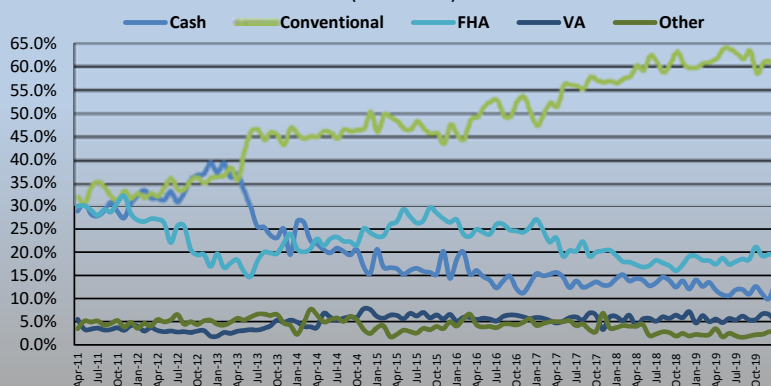


#### Type of Financing/Days on Market

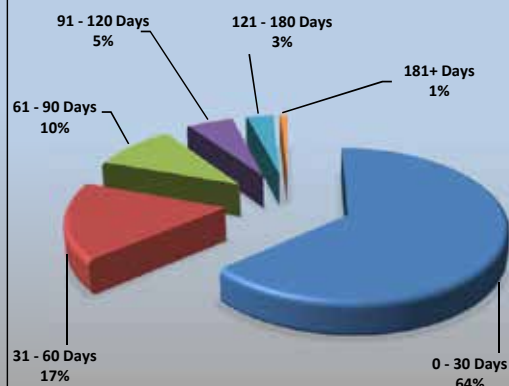
##### TYPE OF FINANCING (1 House on Lot)



##### 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	131	13.9%	124	10.0%	0 - 30	601	Current Month	Last 4 Months	Last 12 Months
Conventional	557	59.0%	761	61.2%	31 - 60	159	63.7%	67.3%	71.1%
FHA	182	19.3%	243	19.5%	61 - 90	94	16.8%	17.7%	15.1%
VA	47	5.0%	81	6.5%	91 - 120	52	10.0%	7.8%	6.9%
Other †	27	2.9%	35	2.8%	121 - 180	30	5.5%	4.0%	3.4%
<b>Total</b>	<b>944</b>	<b>100.0%</b>	<b>1,244</b>	<b>100.0%</b>	<b>181+</b>	<b>8</b>	3.2%	2.6%	2.4%
					<b>Total</b>	<b>944</b>	0.8%	0.7%	1.0%
							100.0%	100.0%	100.0%

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

Median DOM:	17	19
Average DOM:	33	32
Average Price/Square Foot:	\$249.9	\$240.0

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



# STAFF DIRECTORY



2003 Howe Avenue, Sacramento, CA 95825  
(916) 922-7711  
Fax (916) 922-1221 or Fax (916) 922-3904



## MetroList

1164 W. National Dr. Suite 60  
Sacramento, CA 95834  
(916) 922-2234 or (916) 922-7584

## 2020 SAR Board of Directors

**Judy Covington**  
*2020 SAR President*

**Kellie Swayne**  
*President-Elect*

**Erin Stumpf**  
*Secretary/Treasurer*

**Deniece Ross-Francom**  
*Immediate Past President*

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Del Barbray  
Judy Black  
Courtney Edwards  
Sue Galster  
Rosanna Garcia  
Waldo Herrera  
Randall Hom  
Cherie Hunt  
Barbara Lebrecht  
Chip O'Neill  
Scott Short  
Patrick Stelmach  
Luis Sumpter  
Samantha Tov-Weissensee

## SAR Member Services MetroList Administrative Center

**Robin Spear – 916.437.1217**  
*Director of Member Services*

**Robin Mayer – 916.437.1216**  
*Member Services Administrator*

**Denise Stone – 916.437.1219**  
*Member Services Manager*

**Henry Lorenzo – 916.437.1218**  
*Member Services Specialist*

**Hailey Odell – 916.437.1221**  
*Member Services Specialist*

## SAR Staff

*Feel free to call us direct.*

**Dave Tanner – 916.216.1941**  
*Chief Executive Officer*

**Chris Ly – 916.437.1204**  
*Chief Operating Officer*

**Marcus Arroyo – 916.437.1210**  
*Education Services Coordinator*

**Kayla Chew – 916.437.1202**  
*Association Services Coordinator*

**Brian DeLisi – 916.437.1209**  
*Director of Meetings & Events*

**Madison Hall – 916.437.1211**  
*Event Manager*

**Lyndsey Harank – 916.437.1226**  
*Director of Professional Standards & Administration*

**Nallely Lopez – 916.437.1212**  
*Meetings & Events Manager*

**Carter Nelson – 916.437.1208**  
*Government Affairs Coordinator*

**Irene Ruan – 916.437.1203**  
*Staff Accountant*

**Chrystal Shamp – 916.437.1229**  
*Web Designer*

**Judy Shrivastava – 916.437.1207**  
*Director of Education & Graphic Services*

**Erin Teague – 916.437-1227**  
*Government Affairs Director*

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