



SACRAMENTO REALTOR®

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

MAY 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

LEADERSHIP



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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.



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Leadership

We have been thrust into a new world where everything has changed. We are forced to re-examine our lives and consider what is most important. For many of us, we've prioritized our basic necessities and determined which luxuries we're comfortable giving up (or at least putting on hold for a while). We've had to change our way of thinking, living, and working. As REALTORS®, we know how to do this and have done it before – we adapt. We've endured markets changing, volatile interest rates, a wave of bank-owned properties, an extreme shortage of inventory, and now – a global pandemic resulting in self-quarantine and drastic economic changes.

This unique and uncertain time will no doubt reveal the special people who rise, overcome, and inspire others to do the same. These people are leaders.

One of my favorite aspects of being part of the Sacramento Association of REALTORS® is that it's full of leaders. For me, the term "REALTOR®" is synonymous with leader. We set standards, practice ethical business, and expect the same of others. When the recent State and County orders forced change in our real estate industry, REALTORS® were there to set an example and comply with the important safety measures. Now that real estate is an essential business, we must adapt again, and lead by influencing others to adopt safe business practices going forward.

We are also leaders of our communities – we help families find their new neighborhoods, help first-time homebuyers find a place to call their own. Many REALTORS® I know take it a step further and serve as volunteers within their communities. Now is a great time to reach out to your favorite non-profit or charity organization and see how you can help.

"Life is about discovering who we are; leading is about striving to become better than we are, and helping everything and everyone around us to become better too."

–Lolly Daskal

Please be safe, try to stay sane, and continue to be what REALTORS® are – leaders.





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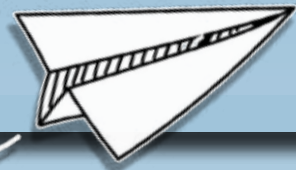
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IN CASE YOU MISSED IT



SAR VIRTUAL MEETINGS

In an effort to keep our Members informed and connected, SAR has been holding some of our recurring meetings virtually. Many of these meetings allowed viewers to “raise their hand” and ask questions of the speakers and SAR Leadership. In case you missed them live, we’ve recorded them and posted to our YouTube channel for later viewing.

Please enjoy these virtual meetings at your convenience. Read your weekly SAR emails for information/links on more upcoming meetings.

SAR MAIN MEETINGS

April 7, 2020

*Featuring 2020 NAR
President Vince Malta*

[CLICK HERE TO VIEW](#) →



May 5, 2020

*Featuring 2020 C.A.R.
Vice President and Assistant
General Counsel Gov Hutchinson*

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Together we'll go far





RIGHT TOOLS
RIGHT NOW.

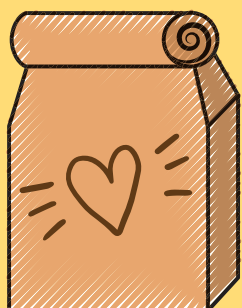
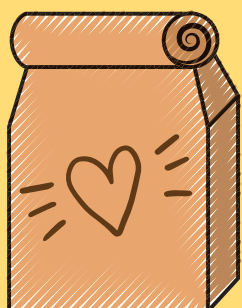
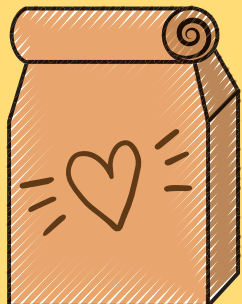
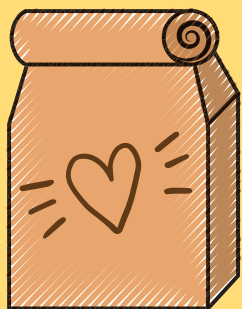
PUTTING MEMBERS FIRST WITH THE RIGHT TOOLS, RIGHT NOW

In light of the challenges presented by [COVID-19](#), and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times. The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS® and REALTOR® Associations.

The program includes products, resources and services from all areas of the Association, including:

- [Webinars](#) to help you manage your finances;
- [Education](#) courses to expand your skills;
- Timely [market reports](#) to inform your business and clients.
- [Digital tools](#) for transactions and marketing
- Resources for [REALTOR® Associations](#)

[View all the Right Tools Right Now here](#)



A fundraiser for the Sacramento
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[CLICK HERE TO ORDER](#)



Leadership

Each year in May I usually write about Leadership and encourage Members to become involved. As with most things in our lives, this year is different.

Instead of encouraging you to become more of a Leader I want to talk about Leadership we have experienced and witnessed. March 18, 2020, SAR went to virtual operations in response to the State Stay at Home order. The real estate industry significantly shutdown and stayed that way for several weeks. There were many people, including some Members, that felt this was inappropriate and overreaching. But no one knew all the answers and I believe most of our elected officials were trying to act in the best interest of all.

Remember 6 months ago no one even knew this particular strain of coronavirus existed. Yet, in the past 3 months it has killed over five thousand more Americans than died in 11 years of fighting in Viet Nam, 2 years in the Gulf War and 18 years in Iraq and Afghanistan combined. And it is not over. We may even double that number before we have a vaccine and get it under control. And even then it will continue and likely will be back.

I am proud that the great majority of our Members took it seriously right from the beginning and did what was asked of them, even at great personal sacrifice to themselves and their families. But they recognized that defeating this disease required that everyone act responsibly. That we are one community and must address this together.

On the other hand we had a few Members, unfortunately, that placed their own interest ahead of those of the community at large. At least one was quoted as saying they would continue to show property because they had a fiduciary duty to their client to do so. They obviously do not understand the concept of a fiduciary duty. You cannot satisfy a fiduciary duty by helping someone break the law. You cannot satisfy a fiduciary duty by unreasonably exposing someone to the risk of infectious disease or death. In my opinion they were not acting out of a fiduciary duty, they were acting out of ignorance, greed or both.

When the initial Sacramento County Health Department Stay at Home Order came out it did not recognize real estate brokerage as an essential service. Your Executive Committee met and produced a video giving you fact-based information on the impact of the Order on our industry. They directed you to sources to obtain the information necessary to act appropriately and responsibly. And to keep yourselves safe. Each one of them, President Judy Covington, President-Elect Kellie Swayne, Secretary/Treasurer Erin Stumpf and Immediate Past President Deniece Ross-Francom are true Leaders of your Association.

As soon as that Order came out, your Government Affairs Department started working with the County Health Department to get the Order modified to include the real estate industry as an essential service. It took several days, but the Order got modified to list real estate as an essential service, but restricted the showing of houses to permanently vacant properties. Your Executive Committee made sure that you were immediately informed of the change, but also reminded you of the restrictions. At the same time your Government Affairs team went back to the County working to allow occupied properties to be shown as long as social distancing was practiced. They contacted not only the County Health Department, but also each of the County Supervisors. Last week they were able to have the Order modified to allow showing of occupied properties. The Government Affairs team of Government Affairs Director Erin Teague, Government Affairs Coordinator Carter Nelson and Government Affairs Consultant Jose Hermicillo are true Leaders of your Association.

But each of you that complied with the Order are also Leaders of your community. I am sure many times you had to give your clients information that they did not want to hear. But you did it because you are a Leader. You acted in the best interest of the community to do what was right.

To all of you Leaders I say thank you from the bottom of my heart. We still have a long way to go, but we will prevail, thanks to Leaders like you.

MASTERS CLUB CORNER

MASTERS CLUB PRESIDENT

HYRUM GRAY



Well, this thing called COVID-19 happened...

First, I would like to say congratulations to everyone that qualified in 2019 for Masters Club! Your hard work and dedication to your clients has set you apart and your business has flourished! This is a huge accomplishment! When I was first starting, my goal was to qualify for Masters Club – it would prove that I had made it and this crazy thing called real estate could be a career. The Masters Club Steering Committee is waiting for guidance on when we can have large gatherings again so that we can throw one heck of a party and I'm looking forward to celebrating with all of you as soon as we can!

I am sure for most of you this has been a day-by-day operation just to figure out how to survive. I know from my own experience life has thrown a lot at us, such as how to conduct showings, how to interact with clients, signings, inspections – plus how to continue to build business. REALTORS® now have to be educators, caretakers, and still try to keep our business together. That is a lot of stress. On top of that most REALTORS® thrive on person-to-person contact! We have agents that are showing properties for and helping more at-risk agents, supporting small businesses and FaceTime happy hours have helped us stay connected! I think it is safe to say we have a new normal, but we will adapt and persevere. Many changes have been positive. It is nice to now have sanitation stations at homes to protect our buyers and sellers, and I love all the marketing that everyone has been doing – using video tours, 3D tours like Matterport, FaceTime tours, and drone work. These things will make us better agents. I tell myself all the time if we can get through 2008-2010 we can do anything (hopefully with less Top Ramen this time).

I hope that everyone is taking time for mental clarity, which is more important now than ever! I have seen so many things that are promising, proving the resilience of our community. We will all get through this together. Remember to lean on friends, family, colleagues, and even clients, because nothing builds tighter relationships than empathy. We are all dealing with challenges and maybe your call would be just what they need, too!

Everyone be safe out there, remember to keep a safe distance. Keep an eye out for updates on mixers and Masters Club sponsored educational events.



MASTERS CLUB
SACRAMENTO ASSOCIATION OF REALTORS®

YOUNG PROFESSIONALS NETWORK

SAR YPN Annual Partnership

The SAR Young Professionals Network is proud to introduce our new annual Partnership Program! To better serve the individuals and companies who generously choose to support YPN year after year, we have decided to switch to an annual sponsorship format. We're happy to report that our community has responded amazingly and almost all Partner Packages were sold before the year began. We'd like to recognize our 2020 Partners for supporting us through the years and even more so this year. As soon as we're safe & able, YPN will be ready to host events for the young and young at heart. See you then!

THANK YOU 2020 PARTNERS!

PLATINUM PARTNERS



GOLD PARTNERS



SILVER PARTNERS



ABOUT THE MARKET

This month Scott sits down with Leo Whitton (President of Greater Sacramento Chapter for CAMP and Vice President for Empire Home Loans) for a chat about the current state of the real estate market. They cover the topics of:

- Appraisals
- Interest rates (why are they so volatile)
- Loan programs
- Non QM
- Jumbo Mortgages
- Fannie and Freddie
- Ginnie Mae
- Credit Scores
- DTI (Debt to Income)
- Cash Reserves needed

[CLICK HERE TO VIEW](#)





An Update from Sacramento County

SAR Staff is pleased to announce that Sacramento County has updated their Public Health Order, and included our recommendation that occupied residences are now able to be shown. The order became effective at 11:59 p.m., May 1, and will be in effect until 11:59 p.m., May 22, 2020, or until it is extended, rescinded, superseded or amended in writing by the Health Officer.

The language now reads,

"Service providers that enable residential transactions (including rentals, leases and home sales), including, but not limited to, real estate agents, escrow agents, notaries and title companies, provided that appointments and other residential viewings must only occur virtually or, if a virtual viewing is not feasible, by appointment with no more than two visitors at a time residing within the same household or living unit and one individual showing the unit. These services must be carried out in compliance with Social Distancing Requirements as defined in this Order, to the extent possible..."

Thank you to our membership who took the prior Health Order seriously, we are glad that the County took our requests into consideration and that there is now consistent language throughout our region. Please continue to keep your clients and yourself safe and follow the guidelines required when engaging in any viewings.



SAR Keeping You Informed

Thursday, May 21st | 12:00 - 1:00pm

SMUD Resources Seminar

As part of our efforts to keep our membership up to date on relevant information, our Government Affairs team is hosting a virtual seminar on valuable SMUD resources. Join us on May 21st for a panel featuring a SMUD Board Member Heidi Sanborn and the Director of Energy Strategy to learn about the programs and resources available to you and your clients. Tune in to get a how-to on accessing rebates, learn about incentive programs and get helpful tips you can pass on to your clients. You'll also learn who SMUD is, what they do and how they help our region.

REGISTER HERE



Servant Leadership

Ronald Reagan once said "The greatest leader is not necessarily the one who does the greatest things. He is the one that gets the people to do the greatest things."

During this time of uncertainty, a stark contrast has been made between those who manage and those who lead. Those who dictate what should be done and those who inspire others to do things greater than themselves.

Leadership is NOT about managing tasks. It is about inspiring others to be better than they thought they could be. It is about providing opportunities and reasonable resources for your team members to do things they only previously imagined. Leadership is about setting the vision and guiding the team in their ability to fulfill the vision.

Out of crisis, great leaders emerge. History is replete with individuals rising to unprecedented challenges to lead others to greater heights. These leaders are revered as much for what they did as that which they sacrificed for the betterment of all.

There is George Washington, twice relinquishing power and setting the precedent for peaceful transition of governmental leadership.

There is Abraham Lincoln, who gave the Gettysburg address, recognizing that the cause of Liberty is bigger than any one of us and reminding a torn Nation, "that government of the people, by the people, for the people, shall not perish from the earth."

There is Winston Churchill during the Second World War, beseeching his fellow Englishmen to victory at all costs. Churchill in his famous blood, toil, tears and sweat speech; extolled his Countrymen that together, united in strength they could defeat tyranny.

There is John F. Kennedy, reminding us to "ask not what your country can do for you, ask what you can do for your country." A solemn reminder of dedication that each freeman or freewoman can accomplish far more than a lone individual.

Each of these individuals rose to greatness in the midst of great trials; and teaches us that leadership is about serving those who follow by providing an opportunity for success. We can and should learn that leadership, whether in our business or our daily lives, is about empowering those whom we lead to be greater than they imagined.

During this economic and health crisis, we have choices. We can manage our staff like task masters and hope to survive through the day to day monotony and struggle this market presents. Or like those great leaders who have come before us, we can double down and seize the opportunity before us, by equipping those whom we lead with the resources and support needed to achieve heights never dreamed.

I encourage all of us to learn from the great leaders who came before us, to empower those whom we serve to be far greater than they could ever imagine. That is what true leadership looks like.

Article 1

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

Case #1-1: Fidelity to Client

(Originally Case #7-1. Revised May, 1988. Transferred to Article 1 November, 1994.)

Client A complained to a Board of REALTORS® that two of its members, REALTOR® B and his sales associate, REALTOR-ASSOCIATE® C, had failed to represent the client's interests faithfully by proposing to various prospective buyers that a price less than the listed price of a house be offered. His complaint specified that REALTOR® B, in consultation with him, had agreed that \$137,900 would be a fair price for the house, and it had been listed at that figure. The complaint also named three different prospective buyers who had told Client A that while looking at the property, REALTOR-ASSOCIATE® C, representing REALTOR® B, when asked the price had said, "It's listed at \$137,900, but I'm pretty sure that an offer of \$130,000 will be accepted."

REALTOR® B and REALTOR-ASSOCIATE® C were notified of the complaint and requested to be present at a hearing on the matter scheduled before a Hearing Panel of the Board's Professional Standards Committee.

During the hearing, REALTOR® B confirmed that he had agreed with Client A that \$137,900 was a fair price for the house, and that it was listed at that figure. He added that he had asked for a 90 day listing contract as some time might be required in securing the full market value. Client A had agreed to do this but had indicated that he was interested in selling within a month even if it meant making some concession on the price. The discussion concluded with an agreement on listing at \$137,900 and with REALTOR® B agreeing to make every effort to get that price for Client A.

REALTOR-ASSOCIATE® C said in the hearing that REALTOR® B had repeated these comments of Client A and he, REALTOR-ASSOCIATE® C, had interpreted them as meaning that an early offer of about 10 percent less than the listed price would be acceptable to the seller, Client A. Questioning by the Hearing Panel established that neither REALTOR® B nor REALTOR-ASSOCIATE® C had been authorized to quote a price other than \$137,900.

It was the Hearing Panel's conclusion that REALTOR® B was not in violation of Article 1 since he had no reason to know of REALTOR-ASSOCIATE® C's actions. The panel did find REALTOR-ASSOCIATE® C in violation of Article 1 for divulging his knowledge that the client was desirous of a rapid sale even if it meant accepting less than the asking price. The panel noted that such a disclosure was not in the client's best interest and should never be made without the client's knowledge and consent.



SAR EDUCATIONAL OFFERINGS —

PLEASE NOTE: Due the ongoing concerns surrounding COVID-19, in-person classes have been suspended through May. Thanks to the generosity of many local and national instructors, SAR is able to offer free webinars via our online [resource page](#). Watch your Education Update email on May 18 as we will debut SAR's new online platform with many other educational resources.

Please contact [Marcus](#) with any questions and/or check our website [calendar](#) for free webinars.

MAY

RECORDED WEBINARS

CLASS	COST	INSTRUCTOR
PANDEMIC MARKET TRENDS RECORDED WEBINAR – VIEW ANY TIME REGISTER/ MORE INFO HERE		Ryan Lundquist, Lundquist Appraisal Company
HOW TO LEVERAGE YOUR LIVE VIDEO ON SOCIAL MEDIA FOR YOUR REAL ESTATE BUSINESS RECORDED WEBINAR – VIEW ANY TIME REGISTER/ MORE INFO HERE		Burton Kelso, Tech Expert
SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY RECORDED WEBINAR – VIEW ANY TIME REGISTER/ MORE INFO HERE		Burton Kelso, Tech Expert
6 SURPRISING LINKEDIN TIPS RECORDED WEBINAR – VIEW ANY TIME REGISTER/ MORE INFO HERE		Burton Kelso, Tech Expert

LIVE WEBINARS

14	10:00 – 11:00am	VIRTUAL TOURS 101 REGISTER/ MORE INFO HERE	Ulysses Baltazar
15	10:00am – 11:30am	ESSENTIAL DISCLOSURES: PART 1 REGISTER/ MORE INFO HERE	Theresa Gorham
20	10:00am – 11:30am	ESSENTIAL DISCLOSURES: PART 2 REGISTER/ MORE INFO HERE	Theresa Gorham
21	10:00 – 11:00am	PROBATE REAL ESTATE SALES REGISTER/ MORE INFO HERE	Tracy Potts
26	9:30 am - 12:00 p.m.	DON'T LET THE NEW 2020 TAX DEDUCTIONS PASS YOU BY! REGISTER/ MORE INFO HERE	Maine Shafer, JD
28	9:00am - 10:30am	EVERYTHING VA IN 90MINS REGISTER/ MORE INFO HERE	Melissa Arntzen

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

Looking for an Affiliate or REALTOR®?

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



JUNE CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change due to the ongoing COVID-19 situation. Most meetings/classes will be held virtually (if not canceled). Please read the SAR Weekly Docket or visit www.sacrealtor.org for current information.

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
1 MetroList Course – TBD (T) 9:00am – 12noon WCR Board Meeting (B) 12noon – 1:30pm MetroList Course – TBD (T) 12noon – 3:00pm	2 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	3 SAR New Member Orientation (B) 9:00am – 12:30pm	4 Real Estate Finance & Affiliate Forum (EC – W) 9:00 – 10:30am	5 SAR Offices Closed 7:30 – 8:30am SAR Toastmasters Club 7:45am – 9:15am Broker/Manager Forum (B) 9:30 – 10:30am
8 Education Committee (B) 9:00 – 10:30am Leadership Academy (B) 1:00 – 2:30pm CCIM Leadership (P) 3:00 – 4:00pm	9 Regional Meetings www.sacrealtor.org/tours YPN Advisory Committee (B) 11:00am – 12:30pm	10 AREAA (B) 10:00 – 11:00am New Member Orientation (B) 1:00 – 4:30pm Regional Coordinators Quarterly Meeting (P) 1:30 – 2:30pm	11 Masters Club Steering Committee (B) 9:30 – 11:00am SmartHome Tech 101 (EC – W) 10:00am – 12noon Internship Committee (B) 12noon – 1:30pm	12 SAR Toastmasters Club (B) 7:45 – 9:15am Sac Area RE Exchange Network (T) 10:00am – 12:30pm
15 Understanding the RPA with Gov Hutchinson (EC – W) 9:00am – 1:30pm MetroList Course – TBD (T) 9:00am – 12noon MetroList Course – TBD (T) 1:00 – 4:00pm	16 Regional Meetings www.sacrealtor.org/tours IREM (EC – Full) 8:00am – 12:30pm Marketing/Communications Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (T) 1:00 – 2:00pm	17 AREAA – Branding Yourself (EC – W) 11:00am – 2:00pm New Member Orientation (B) 6:00 – 9:30pm	18 SRES (EC – E) 8:30am – 4:30pm WCR Business Luncheon (EC – W) 11:00am – 2:00pm	19 SAR Toastmasters Club (B) 7:45 – 9:15am SRES (EC – E) 8:30am – 4:30pm
22 No SAR Events Scheduled	23 Regional Meetings www.sacrealtor.org/tours Ultimate Guide to List/Sell Commercial RE (EC – W) 9:00am – 5:00pm Cultural Diversity & Fair Housing Committee (B) 10:30am – 12noon Charitable Foundation BOD (B) 12:30 – 2:00pm	24 Past President's Luncheon (EC – W) 11:00am – 1:00pm SAR Offices Closed 1:00 – 2:00pm	25 YPN Tacos & Trivia (EC – Full) 5:00 – 9:00pm	26 SAR Toastmasters Club (B) 7:45 – 9:15am SAR BOD (B) 9:00 – 10:30am
29 MetroList Course – TBD (T) 9:00am – 12noon MetroList Course – TBD (T) 1:00 – 4:00pm	30 Regional Meetings www.sacrealtor.org/tours			

April 2020

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Stephanie Noble
Thrive Real Estate

Rufus Oakes
Keller Williams Realty

DESIGNATED REALTORS®

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Edward Meadows
Ed Meadows, Broker

David Stoller
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WELCOME

SACRAMENTO HOUSING STATISTICS

Sacramento County median sales price reaches \$400k

MARCH

March closed with 1,170 sales, up 15.4% from the 1,014 sales in February. Compared to one year ago (1,320), the current figure is an 11.4% drop. Of the 1,170 sales this month, 139 (11.9%) used cash financing, 717 (61.3%) used conventional, 223 (19.1%) used FHA, 65 (5.6%) used VA and 26 (2.2%) used Other types of financing.

The median sales price increased .6% for the month from \$397,750 to \$400,000. This figure is up 9.6% from Mar. 2019 (\$365,000). 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 16.6% from February to March, from 1,422 units to 1,658 units. Compared with March 2019 (1,883), inventory is down 11.9%. The Months of Inventory remained at 1.4 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 10 to 8 and the Average DOM decreased from 29 to 26. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,014 sales this month, 77.7% (909) were on the market for 30 days or less and 87.3% (1,021) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$255 to \$260 from February to March.

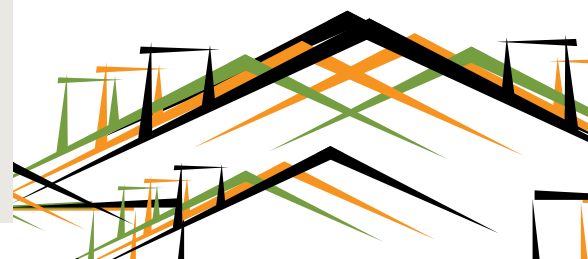
See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	22	13	1.7
\$200,000 - \$249,999	53	38	1.4
\$250,000 - \$299,999	122	120	1.0
\$300,000 - \$349,999	186	203	0.9
\$350,000 - \$399,999	248	201	1.2
\$400,000 - \$449,999	206	171	1.2
\$450,000 - \$499,999	187	126	1.5
\$500,000 - \$749,000	409	247	1.7
\$750,000 - \$999,999	129	38	3.4
\$1,000,000 and over	96	13	7.4
Total:	1,658	1,170	Total: 1.4

Market Snapshot - March 2020					
	Mar-20	Feb-20	Change	Mar-19	Change (from '19)
Sales	1,170	1,014	15.4%	1,320	-11.4%
Median Sales Price	\$400,000	\$397,750	0.6%	\$365,000	9.6%
Active Inventory	1,658	1,422	16.6%	1,883	-11.9%
Median DOM	8	10	-20.0%	18	-55.6%
Avg. Price/SqFt	\$260	\$255	2.0%	\$240	8.3%

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

March 2020

MLS STATISTICS for March 2020

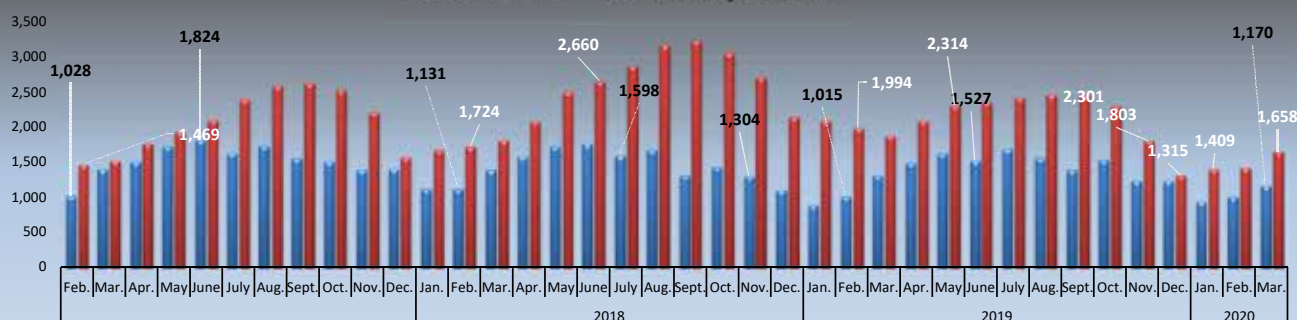
Data for Sacramento County and the City of West Sacramento



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	1,755		1,517	15.7%		1,815		-3.3%
Active Listing Inventory †	1,658		1,422	16.6%		1,883		-11.9%
Pending Sales This Month*	1,498		1,667	-10.1%		1,339		11.9%
Number of REO Sales	10	0.9%	14	-29%	1.4%	24	1.8%	-58.3%
Number of Short Sales	3	0.3%	3	0%	0.3%	4	0.3%	-25.0%
Equity Sales	1,157	98.9%	997	16.0%	98.3%	1,292	97.9%	-10.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,170	100%	1,014	15.4%	100%	1,320	100.0%	-11.4%
Months Inventory	1.4 Months		1.4 Months	0.0%		1.4 Months		0.0%
Dollar Value of Closed Escrows	\$508,086,069		\$430,584,716	18.0%		\$534,509,729		-4.9%
Median	\$400,000		\$397,750	0.6%		\$365,000		9.6%
Mean	\$434,262		\$424,640	2.3%		\$404,932		7.2%
Year-to-Date Statistics	1/01/20 to 3/31/20		1/01/20 to 3/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			3/31/2019		Change
Number of Closed Escrows	3,128		3,173			3,229		-3.1%
Dollar Value of Closed Escrows	\$1,328,760,006		\$1,346,973,785			\$1,224,359,953		8.5%
Median	\$388,000		\$392,000			\$360,000		7.8%
Mean	\$424,795		\$424,511			\$379,176		12.0%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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Contact 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 | 916.437.1205

Data for Sacramento County and the City of West Sacramento

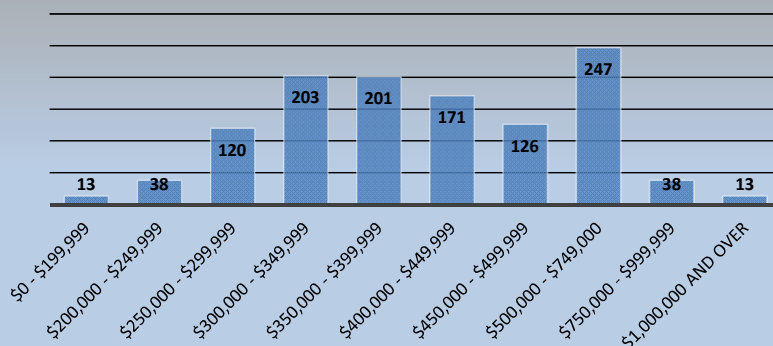
MLS STATISTICS for March 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

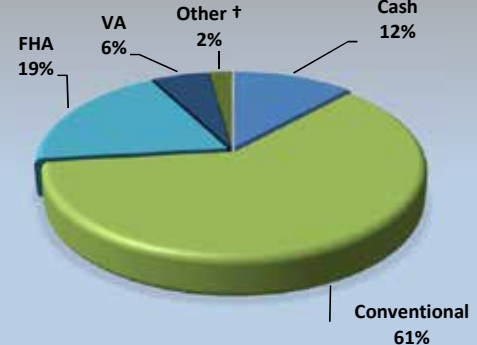
1 House on Lot

Total: 1,170

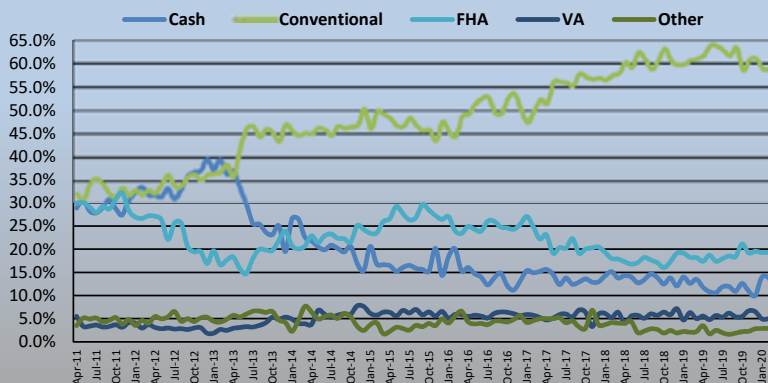


Type of Financing/Days on Market

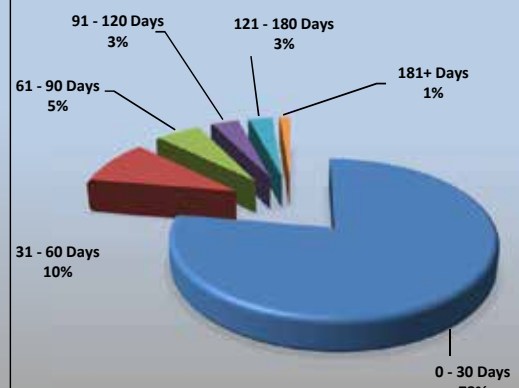
TYPE OF FINANCING (1 House on Lot)



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	139	11.9%	144	14.2%	0 - 30	909	Current Month	Last 4 Months	Last 12 Months
Conventional	717	61.3%	613	60.5%	31 - 60	112	77.7%	69.3%	73.2%
FHA	223	19.1%	172	17.0%	61 - 90	63	9.6%	15.2%	14.6%
VA	65	5.6%	51	5.0%	91 - 120	38	5.4%	7.4%	6.1%
Other †	26	2.2%	34	3.4%	121 - 180	34	3.2%	4.0%	2.9%
Total	1,170	100.0%	1,014	100.0%	181+	14	2.9%	3.0%	2.2%
					Total	1,170	1.2%	1.0%	1.0%
							100.0%	100.0%	100.0%

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

Median DOM:	Current	8	Last Month	10
Average DOM:	26	29		
Average Price/Square Foot:	\$260.0	\$255.0		

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 | 916.437.1205

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2020

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	53	REO Sales 0	37	43	134
	Median Sales Price	\$447,000	\$0	\$4,650,000	\$400,000	\$443,500
	Average Price/Square Foot	\$265	Short Sales 0	\$259	\$258	N/A
	Average Sq Ft of Property	2,058	\$0	2,078	1,801	N/A
	Total Listing Inventory *	79	Conventional 53	72	83	N/A
	Total Listing Median Price ∞	\$539,000	Sales \$447,000	\$549,975	\$557,000	N/A
95610 Citrus Heights	Total Sales	23	REO Sales 0	24	34	76
	Median Sales Price	\$411,000	\$0	\$371,250	\$387,450	\$380,000
	Average Price/Square Foot	\$243	Short Sales 0	\$258	\$250	N/A
	Average Sq Ft of Property	1,720	\$0	1,752	1,627	N/A
	Total Listing Inventory *	42	Conventional 23	26	51	N/A
	Total Listing Median Price ∞	\$411,950	Sales \$411,000	\$396,900	\$380,000	N/A
95621 Citrus Heights	Total Sales	33	REO Sales 1	23	31	88
	Median Sales Price	\$357,000	\$281,000	\$362,000	\$340,000	\$355,000
	Average Price/Square Foot	\$242	Short Sales 0	\$247	\$240	N/A
	Average Sq Ft of Property	1,535	\$0	1,487	1,458	N/A
	Total Listing Inventory *	33	Conventional 32	27	33	N/A
	Total Listing Median Price ∞	\$351,178	Sales \$357,000	\$352,150	\$349,000	N/A
95624 Elk Grove	Total Sales	41	REO Sales 1	38	55	113
	Median Sales Price	\$450,000	\$845,000	\$472,500	\$442,500	\$460,000
	Average Price/Square Foot	\$240	Short Sales 1	\$223	\$224	N/A
	Average Sq Ft of Property	2,055	\$400,000	2,260	2,113	N/A
	Total Listing Inventory *	65	Conventional 39	58	83	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$450,000	\$535,000	\$519,975	N/A
95626 Elverta	Total Sales	1	REO Sales 0	5	5	9
	Median Sales Price	\$298,000	\$0	\$287,000	\$260,000	\$330,000
	Average Price/Square Foot	\$276	Short Sales 0	\$298	\$235	N/A
	Average Sq Ft of Property	1,080	\$0	1,382	1,178	N/A
	Total Listing Inventory *	4	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$337,500	Sales \$298,000	\$355,000	\$450,000	N/A
95628 Fair Oaks	Total Sales	52	REO Sales 0	41	43	126
	Median Sales Price	\$480,848	\$0	\$438,000	\$489,000	\$465,750
	Average Price/Square Foot	\$275	Short Sales 1	\$260	\$242	N/A
	Average Sq Ft of Property	1,987	\$325,850	1,865	2,199	N/A
	Total Listing Inventory *	81	Conventional 51	72	81	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$481,696	\$607,475	\$599,000	N/A
95630 Folsom	Total Sales	51	REO Sales 0	43	56	147
	Median Sales Price	\$595,000	\$0	\$582,000	\$591,000	\$579,000
	Average Price/Square Foot	\$302	Short Sales 0	\$294	\$263	N/A
	Average Sq Ft of Property	2,177	\$0	2,086	2,467	N/A
	Total Listing Inventory *	92	Conventional 51	61	110	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$595,000	\$648,688	\$610,000	N/A
95632 Galt	Total Sales	30	REO Sales 1	25	20	75
	Median Sales Price	\$455,000	\$472,500	\$385,000	\$347,500	\$405,000
	Average Price/Square Foot	\$246	Short Sales 0	\$237	\$229	N/A
	Average Sq Ft of Property	1,967	\$0	1,826	1,646	N/A
	Total Listing Inventory *	44	Conventional 29	34	50	N/A
	Total Listing Median Price ∞	\$480,000	Sales \$450,000	\$474,950	\$447,475	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 *	4	Conventional 0	5	3	N/A
	Total Listing Median Price ∞	\$522,450	Sales \$0	\$544,900	\$569,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	1	1
	Median Sales Price	\$0	\$0	\$0	\$330,000	\$100,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$229	N/A
	Average Sq Ft of Property	0	\$0	0	1,440	N/A
	Total Listing Inventory *	13	Conventional 0	10	15	N/A
	Total Listing Median Price ∞	\$343,000	Sales \$0	\$340,750	\$373,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	3	3	10
	Median Sales Price	\$361,000	\$0	\$374,000	\$459,900	\$382,500
	Average Price/Square Foot	\$274	Short Sales 0	\$215	\$197	N/A
	Average Sq Ft of Property	1,355	\$0	2,223	2,238	N/A
	Total Listing Inventory *	1	Conventional 3	4	4	N/A
	Total Listing Median Price ∞	\$595,000	Sales \$361,000	\$425,000	\$349,888	N/A
95660 North Highlands	Total Sales	25	REO Sales 0	28	47	80
	Median Sales Price	\$285,000	\$0	\$280,500	\$257,100	\$279,500
	Average Price/Square Foot	\$243	Short Sales 0	\$241	\$1,154	N/A
	Average Sq Ft of Property	1,206	\$0	1,167	1,077	N/A
	Total Listing Inventory *	24	Conventional 25	10	28	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$285,000	\$299,000	\$278,700	N/A
95662 Orangevale	Total Sales	35	REO Sales 0	22	27	75
	Median Sales Price	\$435,000	\$0	\$456,000	\$373,000	\$423,000
	Average Price/Square Foot	\$285	Short Sales 0	\$244	\$268	N/A
	Average Sq Ft of Property	1,672	\$0	2,176	1,579	N/A
	Total Listing Inventory *	36	Conventional 35	39	51	N/A
	Total Listing Median Price ∞	\$520,000	Sales \$435,000	\$499,900	\$460,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	46	REO Sales 0	32	56	117
	Median Sales Price	\$405,000	\$0	\$373,000	\$355,000	\$387,000
	Average Price/Square Foot	\$256	Short Sales 0	\$254	\$235	N/A
	Average Sq Ft of Property	1,712	\$0	1,640	1,804	N/A
	Total Listing Inventory *	43	Conventional 46	39	52	N/A
	Total Listing Median Price ∞	\$399,700	Sales \$405,000	\$409,900	\$360,750	N/A
95673 Rio Linda	Total Sales	17	REO Sales 0	16	15	47
	Median Sales Price	\$334,965	\$0	\$307,500	\$286,500	\$325,000
	Average Price/Square Foot	\$242	Short Sales 0	\$219	\$262	N/A
	Average Sq Ft of Property	1,539	\$0	1,488	1,302	N/A
	Total Listing Inventory *	8	Conventional 17	15	17	N/A
	Total Listing Median Price ∞	\$349,950	Sales \$334,965	\$395,000	\$324,875	N/A
95683 Rancho Murieta	Total Sales	14	REO Sales 1	13	13	33
	Median Sales Price	\$527,500	\$505,000	\$480,000	\$519,900	\$490,000
	Average Price/Square Foot	\$229	Short Sales 0	\$227	\$222	N/A
	Average Sq Ft of Property	2,328	\$0	2,111	2,500	N/A
	Total Listing Inventory *	37	Conventional 13	40	39	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$610,000	\$557,500	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	0	1	3
	Median Sales Price	\$429,000	\$0	\$0	\$549,900	\$300,000
	Average Price/Square Foot	\$291	Short Sales 0	\$0	\$275,000	N/A
	Average Sq Ft of Property	1,472	\$0	0	2,000	N/A
	Total Listing Inventory *	1	Conventional 1	2	4	N/A
	Total Listing Median Price ∞	\$868,888	Sales \$429,000	\$352,000	\$1,495,000	N/A
95693 Wilton	Total Sales	7	REO Sales 0	7	7	17
	Median Sales Price	\$749,000	\$0	\$648,000	\$640,000	\$699,000
	Average Price/Square Foot	\$294	Short Sales 0	\$348	\$310	N/A
	Average Sq Ft of Property	1,803	\$0	2,056	2,127	N/A
	Total Listing Inventory *	19	Conventional 7	16	13	N/A
	Total Listing Median Price ∞	\$900,000	Sales \$749,000	\$799,000	\$850,000	N/A
95742 Rancho Cordova	Total Sales	19	REO Sales 0	24	20	70
	Median Sales Price	\$493,000	\$0	\$465,000	\$438,274	\$462,000
	Average Price/Square Foot	\$214	Short Sales 0	\$218	\$216	N/A
	Average Sq Ft of Property	2,378	\$0	2,282	2,106	N/A
	Total Listing Inventory *	55	Conventional 19	38	39	N/A
	Total Listing Median Price ∞	\$479,000	Sales \$493,000	\$499,691	\$461,944	N/A
95757 Elk Grove	Total Sales	35	REO Sales 0	30	44	99
	Median Sales Price	\$540,166	\$0	\$500,000	\$487,500	\$505,000
	Average Price/Square Foot	\$222	Short Sales 0	\$223	\$215	N/A
	Average Sq Ft of Property	2,559	\$0	2,486	2,403	N/A
	Total Listing Inventory *	54	Conventional 35	50	63	N/A
	Total Listing Median Price ∞	\$538,950	Sales \$540,166	\$530,963	\$527,475	N/A
95758 Elk Grove	Total Sales	42	REO Sales 0	57	52	129
	Median Sales Price	\$417,000	\$0	\$424,755	\$391,500	\$425,000
	Average Price/Square Foot	\$248	Short Sales 0	\$242	\$230	N/A
	Average Sq Ft of Property	1,767	\$0	1,827	1,840	N/A
	Total Listing Inventory *	68	Conventional 42	54	81	N/A
	Total Listing Median Price ∞	\$429,000	Sales \$417,000	\$449,000	\$429,950	N/A
95811 Midtown/ Downtown	Total Sales	2	REO Sales 0	1	1	3
	Median Sales Price	\$832,000	\$0	\$548,888	\$489,500	\$809,000
	Average Price/Square Foot	\$489	Short Sales 0	\$200	\$325	N/A
	Average Sq Ft of Property	1,750	\$0	2,750	1,505	N/A
	Total Listing Inventory *	2	Conventional 2	3	10	N/A
	Total Listing Median Price ∞	\$772,000	Sales \$832,000	\$975,000	\$749,000	N/A
95814 Downtown	Total Sales	3	REO Sales 0	1	4	6
	Median Sales Price	\$594,990	\$0	\$725,000	\$599,500	\$632,256
	Average Price/Square Foot	\$374	Short Sales 0	\$399	\$367	N/A
	Average Sq Ft of Property	1,633	\$0	1,818	1,704	N/A
	Total Listing Inventory *	5	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$689,990	Sales \$594,990	\$647,445	\$657,000	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	21	REO Sales 3	19	15	55
	Median Sales Price	\$235,000	\$183,000	\$212,000	\$235,500	\$235,000
	Average Price/Square Foot	\$232	Short Sales 0	\$223	\$216	N/A
	Average Sq Ft of Property	1,073	\$0	1,185	1,078	N/A
	Total Listing Inventory *	20	Conventional 18	20	27	N/A
	Total Listing Median Price ∞	\$274,000	Sales \$253,250	\$267,500	\$257,499	N/A
95816 Midtown/East Sacramento	Total Sales	6	REO Sales 0	12	11	32
	Median Sales Price	\$594,000	\$0	\$647,500	\$463,000	\$557,500
	Average Price/Square Foot	\$427	Short Sales 0	\$430	\$387	N/A
	Average Sq Ft of Property	1,412	\$0	1,686	1,472	N/A
	Total Listing Inventory *	18	Conventional 6	15	22	N/A
	Total Listing Median Price ∞	\$681,500	Sales \$594,000	\$659,500	\$658,465	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	9	REO Sales 0	12	15	32
	Median Sales Price	\$379,000	\$0	\$357,000	\$375,000	\$379,500
	Average Price/Square Foot	\$342	Short Sales 0	\$329	\$329	N/A
	Average Sq Ft of Property	1,218	\$0	1,115	1,065	N/A
	Total Listing Inventory *	21	Conventional 9	17	18	N/A
	Total Listing Median Price ∞	\$395,000	Sales \$379,000	\$286,000	\$349,900	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	16	REO Sales 0	19	27	51
	Median Sales Price	\$617,250	\$0	\$593,000	\$614,000	\$585,000
	Average Price/Square Foot	\$420	Short Sales 0	\$398	\$371	N/A
	Average Sq Ft of Property	1,653	\$0	1,612	1,862	N/A
	Total Listing Inventory *	34	Conventional 16	26	30	N/A
	Total Listing Median Price ∞	\$659,000	Sales \$617,250	\$622,500	\$619,900	N/A
95819 East Sacramento	Total Sales	16	REO Sales 0	14	13	38
	Median Sales Price	\$577,448	\$0	\$699,000	\$510,000	\$639,500
	Average Price/Square Foot	\$449	Short Sales 1	\$462	\$439	N/A
	Average Sq Ft of Property	1,425	\$465,000	1,912	1,228	N/A
	Total Listing Inventory *	40	Conventional 15	28	30	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$589,896	\$749,000	\$719,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	43	REO Sales 1	33	35	101
	Median Sales Price	\$300,000	\$225,000	\$285,000	\$259,900	\$290,000
	Average Price/Square Foot	\$287	Short Sales 0	\$295	\$247	N/A
	Average Sq Ft of Property	1,158	\$0	1,099	1,143	N/A
	Total Listing Inventory *	29	Conventional 42	34	56	N/A
	Total Listing Median Price ∞	\$320,000	Sales \$300,000	\$298,850	\$289,444	N/A
95821 N. Arden Arcade	Total Sales	27	REO Sales 0	26	27	76
	Median Sales Price	\$370,000	\$0	\$394,000	\$343,000	\$370,000
	Average Price/Square Foot	\$245	Short Sales 0	\$254	\$246	N/A
	Average Sq Ft of Property	1,637	\$0	1,606	1,586	N/A
	Total Listing Inventory *	49	Conventional 27	44	43	N/A
	Total Listing Median Price ∞	\$386,000	Sales \$370,000	\$389,000	\$372,500	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	32	REO Sales 0	34	37	100
	Median Sales Price	\$300,000	\$0	\$320,000	\$283,000	\$308,587
	Average Price/Square Foot	\$263	Short Sales 0	\$259	\$229	N/A
	Average Sq Ft of Property	1,346	\$0	1,429	1,409	N/A
	Total Listing Inventory *	39	Conventional 32	34	56	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$300,000	\$332,000	\$299,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	40	REO Sales 0	26	54	102
	Median Sales Price	\$325,000	\$0	\$311,345	\$291,000	\$313,345
	Average Price/Square Foot	\$223	Short Sales 0	\$214	\$203	N/A
	Average Sq Ft of Property	1,518	\$0	1,417	1,499	N/A
	Total Listing Inventory *	42	Conventional 40	38	53	N/A
	Total Listing Median Price ∞	\$315,000	Sales \$325,000	\$314,450	\$289,444	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	10	REO Sales 0	14	15	44
	Median Sales Price	\$267,500	\$0	\$252,500	\$229,000	\$258,500
	Average Price/Square Foot	\$234	Short Sales 0	\$217	\$222	N/A
	Average Sq Ft of Property	1,143	\$0	1,200	1,183	N/A
	Total Listing Inventory *	17	Conventional 10	22	29	N/A
	Total Listing Median Price ∞	\$269,900	Sales \$267,500	\$254,000	\$254,444	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	13	REO Sales 0	13	13	35
	Median Sales Price	\$400,000	\$0	\$385,000	\$400,000	\$362,000
	Average Price/Square Foot	\$255	Short Sales 0	\$268	\$242	N/A
	Average Sq Ft of Property	1,669	\$0	1,471	1,661	N/A
	Total Listing Inventory *	15	Conventional 13	17	24	N/A
	Total Listing Median Price ∞	\$415,000	Sales \$400,000	\$374,875	\$429,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	33	REO Sales 0	22	30	85
	Median Sales Price	\$370,000	\$0	\$351,000	\$342,450	\$355,000
	Average Price/Square Foot	\$268	Short Sales 0	\$240	\$251	N/A
	Average Sq Ft of Property	1,440	\$0	1,481	1,406	N/A
	Total Listing Inventory *	21	Conventional 33	16	23	N/A
	Total Listing Median Price ∞	\$379,000	Sales \$370,000	\$353,500	\$374,999	N/A
95827 Lincoln Village	Total Sales	10	REO Sales 0	8	19	36
	Median Sales Price	\$370,000	\$0	\$312,750	\$320,000	\$347,000
	Average Price/Square Foot	\$246	Short Sales 0	\$230	\$230	N/A
	Average Sq Ft of Property	1,477	\$0	1,541	1,389	N/A
	Total Listing Inventory *	9	Conventional 10	8	17	N/A
	Total Listing Median Price ∞	\$365,000	Sales \$370,000	\$369,950	\$337,693	N/A
95828 Florin	Total Sales	37	REO Sales 0	42	51	114
	Median Sales Price	\$335,000	\$0	\$346,000	\$315,000	\$335,000
	Average Price/Square Foot	\$229	Short Sales 0	\$224	\$198	N/A
	Average Sq Ft of Property	1,532	\$0	1,563	1,660	N/A
	Total Listing Inventory *	53	Conventional 37	30	65	N/A
	Total Listing Median Price ∞	\$340,000	Sales \$335,000	\$345,000	\$332,000	N/A
95829 Vineyard	Total Sales	19	REO Sales 0	20	33	56
	Median Sales Price	\$414,900	\$0	\$419,000	\$370,000	\$415,950
	Average Price/Square Foot	\$237	Short Sales 0	\$242	\$230	N/A
	Average Sq Ft of Property	2,117	\$0	1,748	1,832	N/A
	Total Listing Inventory *	41	Conventional 19	30	33	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$414,900	\$485,450	\$484,925	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	2	1
	Median Sales Price	\$0	\$0	\$0	\$722,500	\$1,050,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$271	N/A
	Average Sq Ft of Property	0	\$0	0	2,656	N/A
	Total Listing Inventory *	1	Conventional 0	1	0	N/A
	Total Listing Median Price ∞	\$738,888	Sales \$0	\$758,888	\$0	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	28	REO Sales 1	10	25	52
	Median Sales Price	\$482,750	\$465,000	\$483,500	\$500,000	\$485,750
	Average Price/Square Foot	\$278	Short Sales 0	\$283	\$273	N/A
	Average Sq Ft of Property	1,904	\$0	1,773	1,983	N/A
	Total Listing Inventory *	33	Conventional 26	33	29	N/A
	Total Listing Median Price ∞	\$554,500	Sales \$482,750	\$567,500	\$498,000	N/A
95832 Meadowview Freeport	Total Sales	4	REO Sales 0	8	8	19
	Median Sales Price	\$292,500	\$0	\$300,500	\$253,000	\$295,000
	Average Price/Square Foot	\$219	Short Sales 0	\$227	\$211	N/A
	Average Sq Ft of Property	1,702	\$0	1,555	1,251	N/A
	Total Listing Inventory *	5	Conventional 4	9	13	N/A
	Total Listing Median Price ∞	\$230,000	Sales \$292,500	\$299,990	\$285,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	28	REO Sales 0	14	24	56
	Median Sales Price	\$357,750	\$0	\$365,750	\$335,000	\$364,500
	Average Price/Square Foot	\$245	Short Sales 0	\$247	\$222	N/A
	Average Sq Ft of Property	1,517	\$0	1,862	1,552	N/A
	Total Listing Inventory *	47	Conventional 28	30	33	N/A
	Total Listing Median Price ∞	\$369,000	Sales \$357,750	\$347,500	\$349,900	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	31	REO Sales 0	22	48	76
	Median Sales Price	\$433,990	\$0	\$387,490	\$357,000	\$410,000
	Average Price/Square Foot	\$233	Short Sales 0	\$240	\$225	N/A
	Average Sq Ft of Property	2,098	\$0	1,745	1,793	N/A
	Total Listing Inventory *	40	Conventional 31	30	60	N/A
	Total Listing Median Price ∞	\$418,975	Sales \$433,990	\$449,000	\$429,950	N/A
95835 North Natomas	Total Sales	35	REO Sales 0	26	43	95
	Median Sales Price	\$457,000	\$0	\$402,500	\$434,000	\$427,500
	Average Price/Square Foot	\$228	Short Sales 0	\$210	\$201	N/A
	Average Sq Ft of Property	2,153	\$0	2,120	2,287	N/A
	Total Listing Inventory *	32	Conventional 35	33	36	N/A
	Total Listing Median Price ∞	\$444,200	Sales \$457,000	\$450,000	\$444,000	N/A
95838 Del Paso Heights Robla	Total Sales	51	REO Sales 0	24	32	95
	Median Sales Price	\$300,000	\$0	\$312,000	\$235,000	\$290,000
	Average Price/Square Foot	\$231	Short Sales 0	\$240	\$202	N/A
	Average Sq Ft of Property	1,386	\$0	1,366	1,312	N/A
	Total Listing Inventory *	51	Conventional 51	50	54	N/A
	Total Listing Median Price ∞	\$275,000	Sales \$300,000	\$302,000	\$292,500	N/A
95841 Foothill Farms North Highlands	Total Sales	7	REO Sales 0	8	9	21
	Median Sales Price	\$340,000	\$0	\$352,445	\$331,000	\$344,900
	Average Price/Square Foot	\$231	Short Sales 0	\$232	\$227	N/A
	Average Sq Ft of Property	1,514	\$0	1,603	1,745	N/A
	Total Listing Inventory *	11	Conventional 7	10	19	N/A
	Total Listing Median Price ∞	\$359,418	Sales \$340,000	\$379,659	\$339,000	N/A
95842 Foothill Farms	Total Sales	27	REO Sales 0	25	25	72
	Median Sales Price	\$312,500	\$0	\$310,000	\$275,000	\$311,250
	Average Price/Square Foot	\$262	Short Sales 0	\$249	\$213	N/A
	Average Sq Ft of Property	1,210	\$0	1,271	1,411	N/A
	Total Listing Inventory *	21	Conventional 27	25	31	N/A
	Total Listing Median Price ∞	\$329,000	Sales \$312,500	\$319,999	\$299,900	N/A
95843 Antelope	Total Sales	35	REO Sales 0	38	60	106
	Median Sales Price	\$385,000	\$0	\$369,950	\$341,000	\$368,950
	Average Price/Square Foot	\$243	Short Sales 0	\$231	\$221	N/A
	Average Sq Ft of Property	1,646	\$0	1,731	1,692	N/A
	Total Listing Inventory *	37	Conventional 35	26	33	N/A
	Total Listing Median Price ∞	\$399,988	Sales \$385,000	\$389,500	\$384,800	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	26	REO Sales 0	24	31	69
	Median Sales Price	\$512,000	\$0	\$470,000	\$554,000	\$490,000
	Average Price/Square Foot	\$306	Short Sales 0	\$288	\$298	N/A
	Average Sq Ft of Property	1,834	\$0	1,767	2,151	N/A
	Total Listing Inventory *	59	Conventional 26	56	69	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$512,000	\$999,000	\$839,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	2	REO Sales 0	3	9	10
	Median Sales Price	\$267,500	\$0	\$333,000	\$242,000	\$507,500
	Average Price/Square Foot	\$297	Short Sales 0	\$262	\$223	N/A
	Average Sq Ft of Property	895	\$0	1,397	1,222	N/A
	Total Listing Inventory *	9	Conventional 2	10	10	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$267,500	\$325,000	\$384,999	N/A
95691 West Sacramento Southport Jefferson	Total Sales	31	REO Sales 0	28	31	85
	Median Sales Price	\$440,888	\$0	\$445,000	\$408,000	\$440,888
	Average Price/Square Foot	\$266	Short Sales 0	\$254	\$241	N/A
	Average Sq Ft of Property	1,803	\$0	2,013	1,815	N/A
	Total Listing Inventory *	48	Conventional 31	45	43	N/A
	Total Listing Median Price ∞	\$454,950	Sales \$440,888	\$492,500	\$517,000	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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