



# SACRAMENTO REALTOR®

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

OCTOBER 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



**IT'S ELECTION SEASON:  
MAKE SURE YOU**

**VOTE**

4 President's Message



6 2020 SAR Voter Guide



15 CEO Corner



16 Legal Update



19 November Calendar



30 MLS Statistics



27 Remembering Steve Larson

## SPONSORS

SUPPORT THOSE THAT SUPPORT YOU.

This edition of the Sacramento REALTOR® is made possible by the following businesses:

Mason McDuffie Mortgage page 3

Personal Express Insurance page 5

*Thank you for your continued support!*

## ARE YOU GETTING IT?

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





# STABILITY SINCE 1887

Change is constantly happening all around us every day. It's nice to know that the lender you start your loan with today will be here to fund it at your closing...And be on time!



**David Heard**  
NMLS# 244146  
Branch Manager  
**530.902.3725**



**Thomas Engwer**  
NMLS# 240643  
Branch Manager  
**916.532.8263**



**Scott Short**  
NMLS#225998  
Loan Officer  
**916.997.4828**



**David Whiteside**  
NMLS# 247866  
Loan Officer  
**916.730.8282**



**Jerry Hernandez**  
NMLS# 545489  
Hablo Espanol  
Loan Officer  
**916.549.2694**



**Matt Miller**  
NMLS# 332535  
Loan Officer - Sacramento  
**916-548-9278**



**Wally Borland**  
NMLS# 219570  
Loan Officer  
**916.955.6267**

**FHA, FHA 203K, VA, USDA 100% Financing, CalHFA,  
CONVENTIONAL and JUMBOS**

*We have over 124 Years of combined lending experience*



**Mason-McDuffie**  
Mortgage Corporation  
Since ~ 1887

**916.929.2333**

**2033 Howe Avenue, Suite 110  
Sacramento, CA 95825**



Licensed by the Department of Corporations under  
the California Residential Lending Act NMLS# 1141

**2020 PRESIDENT**

## Women's Suffrage Centennial

This year has had its share of challenges. It's likely many of us are looking forward to a fresh start in 2021. However, before we jump ahead, I want to touch on something profound that 2020 signifies.

The adoption of the 19th Amendment certified a woman's constitutional right to vote on August 26, 1920, ending a decades-long fight for women's suffrage in the United States. Perhaps the best remembered slogan from the Women's Suffrage Movement is "Forward through the Darkness, Forward into Light," a slogan that rings as clear today as it did 100 years ago. Note, despite the ratification of the 19th Amendment, limitations still existed for women of color and there were decades more fighting before they gained the same voting rights as white women.

With this milestone in mind, it is your right – YOUR DUTY – as an American citizen to vote this election season. The most important thing you can do, men and women alike, is cast your vote. The SAR Member Voter Guide included in this edition will help highlight some of the local and state propositions that affect the real estate industry and your livelihood.

Election Day is November 3rd. Vote. Let your voice be heard.

### [Register to Vote Online](#)

#### **Voter Registration Deadlines**

**Online:** Oct. 19th

**By mail:** Postmarked by Oct. 19th

**In person:** Nov. 3rd

#### **Absentee Ballot Deadlines**

**Request:** Oct. 27th

**Return by mail:** Postmarked by Nov. 3rd

**Return in person:** Nov. 3rd by 8:00pm

[See your county's Voter Information Guide and Sample Ballot pamphlet.](#)



**California State Capitol illuminated with purple and gold, the colors of the American women's suffrage movement.**

Sacramento, CA | August 26, 2020

Photo courtesy of CA First Partner Jennifer Siebel Newsom

Source: [womensvote100.org](http://womensvote100.org) | Join the Movement: [facebook.com/womensvote100](https://facebook.com/womensvote100)





## ***Great Rates with the Local Advantage!***

- Specializing in high value homes
- Multi-Policy, Safe Driver and Good Student Discounts
- Headquartered in the Central Valley since 1984

### **Three Convenient Local Offices!**

**Elk Grove** 5030 Elk Grove Blvd. (in the Raley's Shopping Center)

**Rancho Cordova** 2180 Golden Centre Ln. (in the Bel Air Shopping Center)

**Roseville** 3980 Douglas Blvd. (at Douglas & Sierra College Blvd)

**(916) 770-4277** [www.expressinsurance.com](http://www.expressinsurance.com)

**personalexpress**  
INSURANCE

Home & Auto    Lic. No. 0660193

# 2020 SAR Quick Reference Voter Guide

## OVERVIEWS AND POSITIONS ON STATE PROPOSITIONS AND LOCAL MEASURES



Erin Teague, Government Affairs Director  
Cell (916) 801.6056 | [eteague@sacrealtor.org](mailto:eteague@sacrealtor.org)

PROVIDED BY THE SAR  
GOVERNMENT AFFAIRS DEPARTMENT  
[GovernmentAffairs@SacRealtor.org](mailto:GovernmentAffairs@SacRealtor.org)

Carter Nelson, Government Affairs Coordinator  
(916) 437.1208 | [cnelson@sacrealtor.org](mailto:cnelson@sacrealtor.org)

Prop  
19

### PROPERTY TAX TRANSFERS, EXEMPTIONS, & REVENUE FOR WILDFIRE AGENCIES & COUNTIES AMENDMENT

C.A.R. Position: **YES**  
[YesOn19.vote](http://YesOn19.vote)



Allows homeowners who are over 55, disabled or wildfire/disaster victims to transfer primary residence's tax base to a replacement residence. Changes taxation of family-property transfers and expands tax benefits for transfers of family farms. Local Governments could gain millions of dollars in additional property taxes over time to support local schools and new state funds would support an additional fire protection services fund.

CALIFORNIA PROPOSITION

Prop  
15

### TAX ON COMMERCIAL & INDUSTRIAL PROPERTIES FOR EDUCATION & LOCAL GOVERNMENT FUNDING INITIATIVE

C.A.R. Position: **NO**  
[NoOnProp15.org](http://NoOnProp15.org)



**NO ON PROP 15**  
Stop Higher Property Taxes

Most commercial and industrial properties would be taxed based on current full market value, instead of the purchase price, as currently done. The measure exempts residential and agricultural land, and an owner who owns less than a combined total of \$3 million of commercial land in California. The measure would exponentially increase staffing and costs for county assessor offices.

CALIFORNIA PROPOSITION

Prop  
21

### LOCAL RENT CONTROL INITIATIVE

C.A.R. Position: **NO**  
[NoOnProp21.org](http://NoOnProp21.org)



A rent control measure that would allow local governments to establish rent control on residential properties over 15 years old rather than 35 years under current law. This proposition would undermine California's new Statewide Rent Control law and allows for regulation of single-family homes. It reduces housing supply and drives up the cost of existing housing while adding tens of millions in new costs to local governments.

CALIFORNIA PROPOSITION

REGISTER TO VOTE\*  
[covr.sos.ca.gov](http://covr.sos.ca.gov)

WHERE TO VOTE/DROP YOUR BALLOT  
Sacramento County: [elections.saccounty.net](http://elections.saccounty.net)  
Yolo County: [yoloelections.org](http://yoloelections.org)

TRACK YOUR BALLOT  
[california.ballottrax.net/vote](http://california.ballottrax.net/vote)

Measure  
A

### SACRAMENTO MAYORAL ACCOUNTABILITY & COMMUNITY EQUITY ACT OF 2020

SAR Position: **YES**

[YesOnSacMeasureA.com](http://YesOnSacMeasureA.com)



The measure would revise the city's current "council-manager" form of government to a "mayor-council" form. The mayor becomes the chief executive officer and the city manager becomes the chief administrative officer. This transfers significant responsibility from an administrative employee to an elected mayor. The purpose of the measure is to establish greater accountability and stronger checks and balances, to better ensure that the agenda, budget, leadership, and day-to-day management of the City of Sacramento are directly informed by, and aligned with, the will of the voters and effectively communicated to the residents of Sacramento by their elected representatives.

LOCAL MEASURE

Measure  
C

### SACRAMENTO COMMUNITY STABILIZATION & FAIR RENT CHARTER AMENDMENT

SAR Position: **NO**  
[CtheFacts.org](http://CtheFacts.org)



Measure C would add an article to the City of Sacramento Charter that would create an elected rental-housing board responsible for administration and enforcement; regulate rent increases for covered rental units; and specify the conditions under which landlords can terminate tenancies. The rental board would be able to set their own salaries, have their own staff, and operate independently of the city council. The board would set the fees charged to property owners to cover all of the costs of the new board without limit.

LOCAL MEASURE

# 2020 SAR Voter Guide

## OVERVIEWS, POSITIONS, AND IMPACTS OF STATE PROPOSITIONS AND LOCAL MEASURES

PROVIDED BY THE SAR GOVERNMENT AFFAIRS TEAM

GovernmentAffairs@sacrealtor.org

Erin Teague, *Government Affairs Director*  
Cell (916) 801.6056 | [eteague@sacrealtor.org](mailto:eteague@sacrealtor.org)

Carter Nelson, *Government Affairs Coordinator*  
(916) 437.1208 | [cnelson@sacrealtor.org](mailto:cnelson@sacrealtor.org)

### CALIFORNIA PROPOSITIONS



TAX ON COMMERCIAL AND INDUSTRIAL PROPERTIES FOR  
EDUCATION AND LOCAL GOVERNMENT FUNDING INITIATIVE



PROPERTY TAX TRANSFERS, EXEMPTIONS, AND REVENUE  
FOR WILDFIRE AGENCIES AND COUNTIES AMENDMENT



LOCAL RENT CONTROL INITIATIVE

### LOCAL MEASURES



SACRAMENTO MAYORAL ACCOUNTABILITY AND COMMUNITY  
EQUITY ACT OF 2020



SACRAMENTO COMMUNITY STABILIZATION AND FAIR RENT  
CHARTER AMENDMENT

**REGISTER TO VOTE\***  
[covr.sos.ca.gov](http://covr.sos.ca.gov)

**WHERE TO VOTE/DROP YOUR BALLOT**  
Sacramento County: [elections.saccounty.net](http://elections.saccounty.net)  
Yolo County: [yoloelections.org](http://yoloelections.org)

**TRACK YOUR BALLOT**  
[california.ballottrax.net/vote](http://california.ballottrax.net/vote)

Sacramento AOR  
2003 Howe Ave.  
Sacramento, CA 95825

**Look for Our Quick Reference  
Voter Guide at [SacRealtor.org/vote](http://SacRealtor.org/vote)**

\*You must be a US Citizen and a resident of California to register.

# 2020 SAR Voter Guide

## CALIFORNIA PROPOSITIONS

Prop  
15

### TAX ON COMMERCIAL AND INDUSTRIAL PROPERTIES FOR EDUCATION AND LOCAL GOVERNMENT FUNDING INITIATIVE

**C.A.R. Position:** *NO*

[NoOnProp15.org](http://NoOnProp15.org)



Most commercial and industrial properties would be taxed based on current full market value, instead of the purchase price, as currently done. The measure exempts residential and agricultural land, and an owner who owns less than a combined total of \$3 million of commercial land in California. The measure would exponentially increase staffing and costs for county assessor offices.

#### Prop. 15 Hurts:

- California's Small Businesses by making it more difficult for small businesses to reopen their doors and stay in business as a result of significantly increased rental cost in this economic crisis.
- Renters and makes California's housing crisis worse because local governments will want to maximize revenue by approving higher-taxed commercial and industrial developments over affordable housing.
- Local Government Budgets and would be a nightmare for local governments to implement. It will create more than a billion dollars in new administrative expenses over three years for county assessors, which must be repaid before any tax revenue goes towards the measure's stated goals.
- Farmers because most food items will face the adding on of higher property taxes not just once, but several times, as they travel from the farm to processing, packaging, distribution, and the grocery store ultimately driving up the cost of living for all Californians!



# 2020 SAR Voter Guide

## CALIFORNIA PROPOSITIONS

Prop  
19

### PROPERTY TAX TRANSFERS, EXEMPTIONS, AND REVENUE FOR WILDFIRE AGENCIES AND COUNTIES AMENDMENT

C.A.R. Position: *YES*

[YesOn19.vote](https://YesOn19.vote)



Allows homeowners who are over 55, disabled or wildfire/disaster victims to transfer primary residence's tax base to a replacement residence. Changes taxation of family-property transfers and expands tax benefits for transfers of family farms. Local Governments could gain millions of dollars in additional property taxes over time to support local schools and new state funds would support an additional fire protection services fund.

#### **This Initiative Helps By:**

- Limiting property tax increases on primary residences for homeowners over 55 years old, people with severe disabilities, and victims of natural disasters or wildfires by removing unfair location restrictions for people who may need to move closer to family or medical care, downsize, or find a home that better fits their needs.
- Generating new revenues for fire protection, local government, and school districts that can be used for vital resident services such as emergency response, housing, homeless, or health care programs.
- Limiting property tax increases for victims of wildfires to replace a damaged home and limiting damage from wildfires on homes with dedicated funding for fire protection and emergency response.
- Limiting property tax increases on family homes used as a primary residence by protecting the right of parents and grandparents to pass on their family home to their children and grandchildren for continued use as a primary residence.
- Opening up tens of thousands of housing opportunities to make homes more readily available for first-time homeowners, families, and Californians throughout the state.
- Helping cities, counties and school districts balance budgets and providing a boost to our state's economic recovery from the COVID-19 pandemic, with long-term revenue of over \$1 billion annually.
- Providing local revenue for counties, cities, and special districts, and establishing a county offset fund, providing additional revenue protection year in and year out.

# 2020 SAR Voter Guide

## CALIFORNIA PROPOSITIONS

Prop  
21

### LOCAL RENT CONTROL INITIATIVE

**C.A.R. Position:** *NO*

[NoOnProp21.org](http://NoOnProp21.org)



A rent control measure that would allow local governments to establish rent control on residential properties over 15 years old rather than 35 years under current law. This proposition would undermine California's new Statewide Rent Control law and allows for regulation of single-family homes. It reduces housing supply and drives up the cost of existing housing while adding tens of millions in new costs to local governments.

#### **Allows Regulation of Single-Family Homes**

- This flawed proposition allows local governments to impose rent control on apartments and privately-owned single-family homes without a vote of the people. Prop 21 may even open the door to permanent price controls on private residences, even some single-family homes.

#### **Reduces Housing Supply and Drives Up the Cost of Existing Housing**

- Prop 21 will encourage landlords to take rental properties off the market and convert them into condos and townhomes, further reducing the housing supply and making the housing crisis even worse. By creating an inconsistent and unpredictable patchwork of local ordinances, Prop 21 will prevent critical affordable housing development and drive rents and housing costs up even higher. This will hit low-income families especially hard by making housing even more expensive and harder to find.

#### **Puts Unelected Bureaucrats in Charge of Housing with the Power to Add Additional Fees**

- Prop 21 will give unelected bureaucrats the power to add fees on rental housing without a vote of the people, making rental housing even more expensive and driving up the cost of living. Even worse, Prop 21 will put as many as 539 rental boards in charge of rental housing, with bureaucrats deciding what people can or cannot do with their properties. Prop 21 could even lead to unelected bureaucrats charging homeowners a fee for taking their home off the rental market.

**Continues on Next Page >>**

# 2020 SAR Voter Guide

## CALIFORNIA PROPOSITIONS

Prop  
21

### LOCAL RENT CONTROL INITIATIVE [CONTINUED]

**C.A.R. Position:** *NO*

[NoOnProp21.org](http://NoOnProp21.org)

#### Adds Tens of Millions in New Costs to Local Governments

- The state's non-partisan Legislative Analyst says Prop 21 would increase costs for local governments by tens of millions of dollars per year and cost the state millions more in lost revenue, which would mean diverting funds from other vital state services.





# 2020 SAR Voter Guide

## LOCAL MEASURES

Measure

**A**

### LOCAL RENT CONTROL INITIATIVE

**SAR Position: YES**

[YesOnSacMeasureA.com](http://YesOnSacMeasureA.com)



The measure would revise the city's current "council-manager" form of government to a "mayor-council" form. The mayor becomes the chief executive officer and the city manager becomes the chief administrative officer. This transfers significant responsibility from an administrative employee to an elected mayor. The purpose of the measure is to establish greater accountability and stronger checks and balances, to better ensure that the agenda, budget, leadership, and day-to-day management of the City of Sacramento are directly informed by, and aligned with, the will of the voters and effectively communicated to the residents of Sacramento by their elected representatives.

- Increases accountability in local government by giving the elected Mayor the tools to act quickly and decisively in times of crisis and to implement policies to address the most pressing needs of the city.
- Establishes term limits for the Mayor to no more than two terms.
- Strengthens the City Council by giving it exclusive authority over land use and planning decisions. The Mayor's executive authority is checked by a stronger city council.
- Requires the City to analyze the small business impacts of the city's budget and major policy decisions.
- The Measure sunsets in 10 years unless reapproved by voters.
- Ensures the City budget includes at least \$40 million for inclusive economic development and youth services, which includes significant funding for housing in Sacramento.
- Creates a Ninth City Council District to improve diversity on the Council and strengthen neighborhood representation.
- Requires the City Council to pass a Code of Ethics for elected officials and appointed members of boards, commissions and committees.
- Creates a permanent Fair Housing and Human Rights Commission to monitor, evaluate and advise the City Council on progress made towards promoting social equity.

# 2020 SAR Voter Guide

## LOCAL MEASURES

Measure

C

### SACRAMENTO COMMUNITY STABILIZATION AND FAIR RENT CHARTER AMENDMENT

**SAR Position:** *NO*

[CtheFacts.org](http://CtheFacts.org)

**NO** on **C**  
Citizens for Affordable Housing

Measure C would add an article to the City of Sacramento Charter that would create an elected rental-housing board responsible for administration and enforcement; regulate rent increases for covered rental units; and specify the conditions under which landlords can terminate tenancies. The rental board would be able to set their own salaries, have their own staff, and operate independently of the city council. The board would set the fees charged to property owners to cover all of the costs of the new board without limit.

**Measure C doesn't create more affordable housing or address homelessness, and it does nothing to protect middle-class families, veterans, or seniors.**

- Measure C is a flawed approach that makes it harder to find housing. Sacramento should reject it and pursue better solutions – like building more affordable housing for working families.

**Measure C empowers a newly-created Rent Board to take funds from public safety, parks, libraries, and other critical city services – all without oversight.**

- During this pandemic and recession, the City should focus on providing services and helping residents, but Measure C would allow a new Rent Board to use tax dollars to pay members and staff.
- The new Rent Board will cost millions of dollars a year. It can set its own budget “without limitation” and could be eligible for taxpayer-funded compensation equal to the city council.
- Measure C lacks appropriate oversight and safeguards to protect the public interest. Rent Board members can receive unlimited campaign contributions from special interests.

[Continues on Next Page >>](#)

# 2020 SAR Voter Guide

## LOCAL MEASURES

Measure

C

### SACRAMENTO COMMUNITY STABILIZATION AND FAIR RENT CHARTER AMENDMENT [CONTINUED]

**SAR Position:** *NO*

[CtheFacts.org](https://CtheFacts.org)

#### Measure C makes Sacramento communities less safe.

- Responsible tenants should have protections, but Measure C protects problem tenants at their expense. It makes it harder to remove problem tenants, including those engaged in criminal activities, i.e., dealing drugs.
- Measure C requires property owners to go through a lengthy judicial process to remove a problem tenant.
- Under Measure C, tenants who put the safety and security of their neighbors at risk can stay in their units for months or even years.

#### Measure C violates existing law and will be tied up in the courts.

- Courts have ruled that Measure C contains several unlawful provisions and noted that if passed, it will be subject to lawsuits.
  - Taxpayers will pay legal fees as a result of litigation, money that would be better spent providing rent relief for families and other local services, like fire protection.
  - Measure C is unnecessary.
  - Last year, the Sacramento City Council passed the strongest rent control and renter protections in the city's history. And California already has the strongest statewide rent control law in the nation.
- Measure C is not needed.



Citizens for Affordable Housing





We know that sometimes paying your bills by making periodic payments makes sense. Several years ago SAR decided to offer this option to our members for their annual dues. The details of the plan are described below.

## Installment Payment Plan

SAR will provide an installment payment plan for renewing members to pay their dues in six equal monthly installments. The payment plan shall be interest free, but shall include a nominal administrative fee to cover the cost of operating the program.

Members who apply for the Plan will be required to submit a completed application along with credit card authorization or six post-dated checks for the monthly installments to be received by SAR not later than the first business day of December of the preceding calendar year. Any application not received by SAR prior to 4:30 pm on the due date will be denied participation in the Plan. Members that have been in arrears to SAR on any financial obligation within twelve months prior to the application deadline will not be eligible for participation in the Plan. If an ineligible Member submits an application to SAR, the application and any other documentation submitted shall be returned to the Member.

To participate in the Installment Payment Plan the Member will be required to pay all suggested contributions reflected in the total amount shown on the dues billing statement. A nominal fee will be added to cover the costs of administering the Plan. The balance shall be paid in six monthly installments with the first due on or before January 1 of the membership year and other payments on or before the first day of each successive month until paid in full. Once approved for the Installment Plan, the Member may still choose to make payment in full and have the option to select voluntary contributions prior to January 1. On or after January 1 the terms of the Installment Program must be fully satisfied even if the Plan is paid in full prior to the due date.

For details on dates, amounts and processing procedures Members will need to refer to the Dues Payment Plan Application for the appropriate membership year.

The Application will be available in early November.

July 30, 2020

2019 Annual Report of the Sacramento Association of REALTORS®, Inc.,  
A California nonprofit mutual benefit corporation

To All Interested Members.

As required by California Corporations Code Section 8320, et seq. the following Annual Report is made available to Members submitting a written request to receive the report. All written requests for the report should be submitted to Chris Ly, Chief Operating Officer at the Association Headquarters.

The list of the names and addresses of Members of the Association is maintained on computers located at the Association headquarters.

There were no transactions during calendar year 2019 that require separate reporting as required by Corporations Code Section 8322

A report from the independent auditing firm of Gilbert and Associates, Inc. is attached to this report.

This concludes the Annual Report of the Sacramento Association of REALTORS® for 2019.

Sincerely,

David R. Tanner  
Chief Executive Officer



## It's Election Season

"What is most important of this grand experiment, the United States? Not the election of its first president, but the election of its second president. The peaceful transition of power is what will separate this country from the world." *Historically attributed to George Washington (but not confirmed)*

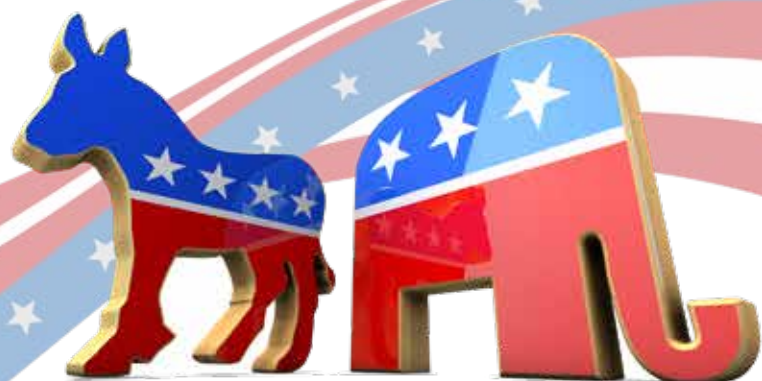
Every four years in America we take the time to work through peaceful transitions in power and elect or re-elect a president. This year is no different. Election Day, November 3, 2020, is only a mere five weeks away. At that time, we as a nation will be asked to make a determination as to the direction we want to go for the next four years.

In California, not only is the presidential election of import, but there are a number of propositions related to real estate that will be of importance on the ballot. Proposition 15 seeks to roll back some of the provisions of 1978's Proposition 13 related to commercial property. If approved, Proposition 15 will significantly increase commercial property taxes, which will impact not only owners of commercial property, but also their tenants.

Proposition 19 addresses property tax portability. This has been on the ballot before and seeks to allow individuals that are 55 and older to transfer their property tax base from one home to a replacement home provided the person maintains the replacement home as their primary residence. This is modified some from prior versions in that the transferring owner must go from a more expensive home to a less expensive home to retain the original home assessment. If the transferring party goes to a more expensive home there could be an upward adjustment for a portion of the value. Additionally, while the proposition allows inherited property to maintain its tax basis it does so only if the beneficiary uses the home as a primary residence. If the home is used for rental or second home purposes it would be subject to a reassessment.

Proposition 21 is another rent control measure. As part of this proposition, it seeks to limit how much a landlord can increase the rent when a new tenant moves in. It is an expansive restriction on rent. Right now, a current tenant who remains cannot have their rent raised more than 5% plus inflation, capped at 10%, with certain properties exempted. However, when a tenant moves out and a new tenant comes in, the landlord has the right to increase rent to a market value. This proposition seeks to limit the ability of the landlord to raise rent for new tenants.

Regardless of your stance on the candidates or the ballot measures, one of the most sacred rights of an American is the right to participate in government and the governing process through the ability to vote. Government can only work as intended if the governed participate. This election is your ability to participate. We encourage you to get out and vote. **Let your voice be heard and remind all what President Lincoln stated at Gettysburg, that "government of the people, by the people, for the people, shall not perish from this earth."**



## Article 2

*REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)*

### Case #2-9: REALTOR®'s Responsibility for REALTOR-Associate®'s Statement

*(Reaffirmed Case #9-15 May, 1988. Transferred to Article 2 November, 1994.)*

REALTOR-Associate® D, associated with the firm of REALTOR® A, obtained an offer to buy a property at less than the listed price. The offer was rejected. The property had been exclusively listed by REALTOR® B and had been published through the Multiple Listing Service of the local Board of REALTORS®. The owner received no further offers and at the expiration of the exclusive listing with REALTOR® B, he approached REALTOR® C and exclusively listed the property with him.

About this time, REALTOR-Associate® D terminated his association with REALTOR® A and became affiliated with REALTOR® C's organization.

The prospect who had made the unsuccessful offer on the property continued to seek the assistance of REALTOR-Associate® D and made another offer on the property, this time at the full listed price. REALTOR-Associate® D and REALTOR® C, the listing broker, submitted this offer to the owner, and it was accepted.

A few months following the sale, the purchaser complained to the Board of REALTORS® that REALTOR-Associate® D had made a statement that "a visible gas pipeline easement extended to the property but did not go onto any part of the property." The complainant presented evidence that the easement, in fact, crossed the property, and the complainant charged REALTOR® C and REALTOR-Associate® D with misrepresentation.

The complaint was reviewed by the Grievance Committee and then referred to the Board's Professional Standards Committee which promptly scheduled a hearing and asked REALTOR® C and REALTOR-Associate® D to be present to answer charges of unethical conduct in violation of Article 2 of the Code of Ethics.

At the hearing, REALTOR-Associate® D confirmed that he had made the statement attributed to him; that he thought it was correct because the information had been given to him by a neighboring property owner. Questioning revealed that REALTOR-Associate® D had made no effort to verify the information from authoritative sources. REALTOR® C protested he knew nothing about the matter; that he had not been present when REALTOR-Associate® D made the statement; that he was not responsible for the oral statements made by a REALTOR-Associate®; and that REALTOR-Associate® D's first contact with the buyer had occurred while REALTOR-Associate® D was associated with REALTOR® A.

It was concluded by the Hearing Panel that REALTOR® C and REALTOR-Associate® D were in violation of Article 2 of the Code of Ethics in a way that materially imposed upon the buyer, who actually received measurably less in his package of ownership rights when he purchased the property than he was led to believe he was buying. Since it had been demonstrated that REALTOR-Associate® D made the statement containing misinformation on a pertinent fact while he was affiliated with REALTOR® C, and in view of the fact that REALTOR® C was the exclusive agent of the seller at the time, REALTOR® C was held to be responsible.

He was advised that a REALTOR® is definitely responsible for pertinent statements of his salespersons in real estate transactions.

REALTOR® C and REALTOR-Associate® D were found in violation of Article 2.







Government Affairs  
Director

## So, You've Heard all about Mail-In Voting...

It's that time again, the general election is just around the corner. For those of you that are registered to vote, this is your chance to exercise your civic responsibility and vote. Despite the national debate regarding the safety of vote by mail elections, California officials and USPS confirm it is indeed safe and that California will be able to handle the volume of ballots. Obviously, this is a Presidential election year, which tends to draw more attention towards national politics, but there are so many important races at the local level that we need to make sure all of our members get out to vote so our collective SAR voice is heard.

The deadline for those that are eligible to vote is quickly approaching on October 19th. If you need to register to vote or if you need to re-register because you have moved, you can register/reregister to vote online [here](#). You can also check your current voter registration information [here](#).

Due to COVID-19 health concerns for this election, all registered voters in California will receive a "vote-by-mail" ballot in the mail on or around October 5th. There are several ways you can return your ballot to make sure your vote is counted, even though we have put a lot of information in this article, please use this [link](#) to check the Sacramento County Elections Office website for more information. If you are eager to vote and immediately drop off your ballot, you can use the pre-paid envelope that comes with your ballot and to drop it in the mail, or you can use one of the Ballot Drop Boxes that open on October 5th, [here](#) is the list of the ballot drop box locations.

Voting Centers are a way that voters can drop off a completed ballot, vote in person on or before Election Day, or fix any ballot problems they may happen with their ballot. Make sure to check for locations and operating hours [here](#). All Voting Centers are open on Election Day from 7:00 AM – 8:00 PM.

Exercising your right to vote is one the most important roles you play in an active democracy. So, whether you vote by mail or in person, please make sure you vote and turn in your ballot before 8:00PM on Election Day, November 3rd. Because there are going to be so many more mail in ballots than normal in this election, election officials are encouraging those who complete their ballots prior to November 3rd, to turn them in as soon as they are done since this will help them begin processing them before Election Day.

A really interesting feature that is available this election cycle is the ability to track your ballot in real time, once it has been submitted. This allows voters to see when their ballot has been received and subsequently, when their vote is counted. You can register to track your ballot [here](#).

For further guidance and tips, check out this article by the *Sacramento Bee* [here](#).

As always, you can reach out to our Government Affairs team with questions, we are here to help!

# NOVEMBER CALENDAR OF EVENTS

## PLEASE NOTE:

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

**Thank you for understanding.**

Monday	Tuesday	Wednesday	Thursday	Friday
<p><b>2</b></p> <p>WCR Board Meeting (V) 12noon – 1:30pm</p>	<p><b>3</b></p> <p>Main Meeting (V) 9:00 – 10:30am</p> <p>CanTree Committee (V) 10:30am – 12noon</p> <p>Volunteer Coordinating Committee (V) 10:30 – 11:30am</p> <p>Charity Research Committee (V) 1:00 – 2:00pm</p> <p>SAR Intern Class (V) 2:30 – 4:30pm</p>	<p><b>4</b></p> <p>No SAR Events Scheduled</p>	<p><b>5</b></p> <p>Real Estate Finance &amp; Affiliate Forum (V) 9:00 – 10:30am</p>	<p><b>6</b></p> <p>SAR Toastmasters Club (V) 7:30am – 9:00am</p> <p>SAR Staff Meeting (V) 7:30 – 8:30am</p> <p>New C.A.R. Forms Update (V) 9:30 – 10:30am</p>
<p><b>9</b></p> <p>Education Committee (V) 9:00 – 10:30am</p> <p>Leadership Academy (V) 1:00 – 2:30pm</p>	<p><b>10</b></p> <p>Virtual Regional Meeting (V) <a href="#">ZOOM LINK</a></p> <p>YPN Advisory Committee 11:00am – 12:30pm</p>	<p><b>11</b></p> <p>SAR Closed – Veterans Day</p>	<p><b>12</b></p> <p>Masters Club Steering Committee (V) 9:30 – 11:00am</p> <p>Internship Committee (V) 12noon – 1:30pm</p>	<p><b>13</b></p> <p>SAR Toastmasters Club (V) 7:30am – 9:00am</p> <p>Sac Area RE Exchange Network (V) 10:00am – 12:30pm</p>
<p><b>14</b></p> <p>No SAR Events Scheduled</p>	<p><b>15</b></p> <p>Virtual Regional Meeting (V) <a href="#">ZOOM LINK</a></p> <p>Marketing/Communications Committee (V) 10:30am – 12noon</p> <p>SAR Charitable Foundation BOD (V) 12:30 – 2:30pm</p> <p>Scholarship Fundraising Committee (V) 1:00 – 2:00pm</p> <p>SAR Intern Class (V) 2:30 – 4:30pm</p>	<p><b>16</b></p> <p>New Member Orientation (V) 6:00 – 9:30pm</p>	<p><b>17</b></p> <p>SAR Leadership Orientation (V) 1:00 – 4:00pm</p>	<p><b>18</b></p> <p>SAR Toastmasters Club 7:30am – 9:00am</p> <p>SAR BOD (V) 9:00 – 11:00am</p>
<p><b>23</b></p> <p>No SAR Events Scheduled</p>	<p><b>24</b></p> <p><b>CANCELLED:</b> Virtual Regional Meeting (V)</p> <p>Cultural Diversity &amp; Fair Housing Committee (V) 10:30am – 12noon</p>	<p><b>25</b></p>	<p><b>26</b></p> <p>SAR Closed - Thanksgiving</p>	<p><b>27</b></p> <p>SAR Closed - Thanksgiving</p>
<p><b>30</b></p> <p>No SAR Events Scheduled</p>				

# 2020 CHRISTMAS CANTREE



## Support Christmas CanTree 2020

Pledge Day is November 3rd!

For more than 30 years, the Christmas CanTree effort has commemorated the holiday season by bringing our REALTOR® and Greater Sacramento communities together in the spirit of service. While this year doesn't look like most years, we are counting on the generosity of our community now more than ever.

In lieu of buttons, raffles and, most likely, Crab Feed tickets, we are asking you to consider making a pledge before and/or during the November 3rd Main Meeting as a part of what we call 'Pledge Day.' No donation is too small. You can also make your donation right now by visiting [sacrealtor.org/cantree](http://sacrealtor.org/cantree).

Thank you for being a part of our community. From our families to yours, we hope you have a wonderful and as-normal-as-possible holiday season. We'll see you soon.

**DONATE NOW**

[CLICK HERE TO SEE VIDEO](#)



**PLEDGE DAY IS NOVEMBER 3RD!**

Your donation is more  
important than ever.  
[Click here to learn more.](#)



Jeff Slodowitz, CanTree Chair



CanTree  
2020



We need your help.

*Dear supporter,*

For more than 30 years, the Christmas CanTree effort has commemorated the holiday season by bringing our REALTOR® and Greater Sacramento communities together in the spirit of service. While this year doesn't look like most years, we are counting on the generosity of our community now more than ever.

In lieu of buttons, raffles and, most likely, Crab Feed tickets, we are asking you to consider making a pledge before and/or during the November 3rd Main Meeting as a part of what we call 'Pledge Day'. No donation is too small.

Donations can be made online today at [www.sacrealtor.org/cantree](http://www.sacrealtor.org/cantree).

Thank you for being a part of our community. From our families to yours, we hope you have a wonderful & as-normal-as-possible holiday season. We'll see you soon.

*Yours in service,*

2020 Cantree Committee



Sacramento Association  
of REALTORS®  
Charitable Foundation

501(c)3 nonprofit  
tax ID #30-0691274

# SAR EDUCATIONAL OFFERINGS

## Elevation Through Cooperation

Spend your time expanding your mind and growing your business.

In a spirit of collaboration, Northern California AORs (including Sacramento, Bay East and Contra Costa) are coming together to find you the critical information you need to conduct business in today's environment. Whatever your interest or needs happen to be, check out the choices below. We will be adding new webinars frequently.

**PLEASE NOTE:** All in-person SAR classes have been suspended indefinitely. Please contact [Marcus](#) with any questions and check the [calendar](#) or our [online education resource page](#) for details.

# OCTOBER

### CLASS

16	9:00am – 12noon	<b>ZIPFORM® AND DOCUSIGN RETI SERIES – DAY 6</b>	<a href="#">REGISTER/MORE INFO HERE</a>
21	9:30am – 12noon	<b>TAX-REDUCTION STRATEGIES FOR THE REAL ESTATE PROFESSIONAL</b>	<a href="#">REGISTER/MORE INFO HERE</a>
21	10:00 – 11:00am	<b>STAYING OUT OF COURT - ADVANCED LEVEL STRATEGIES</b>	<a href="#">REGISTER/MORE INFO HERE</a>
22	9:00am – 12noon	<b>LEAD GENERATION RETI SERIES – DAY 7</b>	<a href="#">REGISTER/MORE INFO HERE</a>
28 29	9:00am – 4:30pm	<b>SENIOR REAL ESTATE SPECIALIST (SRES) DESIGNATION</b>	<a href="#">REGISTER/MORE INFO HERE</a>
30	9:00am – 12noon	<b>TIME MASTERY FOR REALTORS® RETI SERIES – DAY 8</b>	<a href="#">REGISTER/MORE INFO HERE</a>

# NOVEMBER

### CLASS

Visit <https://education.sacrealtor.org> for registration details

2	12noon – 2:00pm	<b>PLANNING FOR PROFIT: A PRACTICAL REAL ESTATE BUSINESS PLAN</b>
12	9:00am – 1:00am	<b>UNDERSTANDING THE RPA</b>
16	9:00am – 10:30am	<b>NAVIGATING REAL ESTATE IN A POST-COVID ENVIRONMENT</b>
18	10:00 – 12noon	<b>FORECLOSURES AND SHORT SALES FROM A LEGAL PERSPECTIVE</b>
20	10:00 – 11:00am	<b>STAYING HEALTHY DURING COVID, MENTALLY AND PHYSICALLY</b>

Please View [SAR's online portal](#) for latest updates/webinars.

## FREE TRAINING BY METROLIST®



MetroList® has been offering subscribers free online training, have you taken advantage of this subscriber benefit? There are multiple trainings per day ranging from 30 to 60 minutes. Check out their online catalogue to see which topics are covered. [Click this link for more details and don't forget to bookmark it!](#)

## ON DEMAND WEBINARS

THESE WEBINARS WERE RECORDED AND CAN BE VIEWED AT YOUR LEISURE. PLEASE FEEL FREE TO BROWSE THE WHOLE COLLECTION. YOU CAN [VIEW THE ENTIRE CATALOGUE HERE](#).

### SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY

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

[REGISTER/MORE INFO HERE](#)

### SHORT SALES & FORECLOSURES FROM A LEGAL PERSPECTIVE

KEITH DUNNAGAN OF BPE LAW GROUP WILL EXPLAIN THE INS AND OUTS OF SHORT SALES AND FORECLOSURES. LEARN HOW TO GUIDE YOUR CLIENTS THROUGH THESE DIFFICULT TIMES AND WHEN TO GET OTHER PROFESSIONALS INVOLVED.

[REGISTER/MORE INFO HERE](#)

### BRANDING YOURSELF 101

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

[REGISTER/MORE INFO HERE](#)

### GEOGRAPHIC FARMING ONLINE COURSE OFFER

RYAN LUNDQUIST TAKES A DEEP DIVE INTO THE MARKET TO GEOGRAPHIC FARMING CAN BE A HIGHLY LUCRATIVE PART OF A REAL ESTATE PROFESSIONAL'S BUSINESS. NATALIE DUDDING WITH CHICAGO TITLE EXPLAINS HOW TO GENERATE LEADS AND ESTABLISH YOUR BRAND THROUGH THIS EFFECTIVE MARKETING STRATEGY.

[REGISTER/MORE INFO HERE](#)

### PROPERTY MANAGEMENT UPDATE ON COVID, RENT CONTROL AND EVICTIONS

OUR PANEL OF SUCCESSFUL PROPERTY MANAGERS ADDRESSES THE CURRENT STATE OF PROPERTY MANAGEMENT AND HOW THE PANDEMIC HAS AFFECTED THE INDUSTRY.

[REGISTER/MORE INFO HERE](#)

### PROBATE REAL ESTATE SALES

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

[REGISTER/MORE INFO HERE](#)

### EVERYTHING VA IN 90 MINUTES

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

[REGISTER/MORE INFO HERE](#)

### 6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

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

[REGISTER/MORE INFO HERE](#)

Please View [SAR's online portal](#) 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!



## We Need Proposition 19 to Help Address Some of California's Toughest Challenges

We're facing many challenges in California – from the COVID-19 pandemic, raging wildfires to California's economy recovery – and passing Proposition 19 is an integral part of the effort to meet those challenges.

Proposition 19 will create housing relief by offering property tax portability and protections for homeowners over 55, people with severe disabilities, and victims of natural disasters and wildfires. The initiative allows these homeowners to transfer their Proposition 13 property tax base to a home anywhere in the state, regardless of the price of the home, up to three times. (There are no transfer limits for natural disaster and wildfire victims.) These provisions are designed to be more accessible and are a significant improvement over current law, which is restrictive and often difficult to access. The enhancements will also free up these homes, creating more home-buying opportunities for young families and first-time home buyers.

The initiative also protects the right to inherit a family home from a grandparent or parent without foregoing the benefits of the family home's property tax base – a policy that may be eliminated entirely if this measure doesn't pass due to severe state and local budget deficits. For years, policymakers have threatened to eliminate all family transfers, and this measure closes the unintended loopholes while protecting the true intent of Proposition 58 and Proposition 193. Aside from adding protections for homeowners, the initiative will likely generate hundreds of millions of dollars in funding for local schools, emergency services, homelessness and health care programs.

Proposition 19 has already received broad support from Democratic and Republican lawmakers and many prominent leaders including: **Governor Gavin Newsom, State Controller Betty Yee, California Professional Firefighters (co-sponsor), League of California Cities, California Congress of Seniors, California Senior Advocates League, CalAsian Chamber of Commerce, California Black Chamber of Commerce, California Business Roundtable, California Building Industry Association, California Business Properties Association, California Hispanic Chambers of Commerce, Congress of California Seniors, Latin Business Association, National Diversity Coalition, National Asian American Coalition, Los Angeles County Business Federation (BizFed), Regional Hispanic Chamber of Commerce, Sonoma Valley Unified School District, many local elected officials across the state and wildfire victims.**

Learn more at [carhomecoalition.com](https://carhomecoalition.com) and like/follow Yes on 19 on [Facebook](#), [Twitter](#) and [Instagram](#) to get campaign news and updates.

**CLICK HERE TO LEARN MORE**





The Annual Membership Meeting of the Sacramento Association of REALTORS® will be held on November 3, 2020 at 9:00 am or as soon thereafter as may be practical. The following motion shall be presented for approval of the REALTOR® Members.

## Proposed Change to SAR Bylaws Article V

**Background.** For the past several years there have been concerns with the Affiliate billing process and other aspects of SAR relationship with our Affiliate members. The concerns centered around whether the dues billing structure was in the best interest of all Affiliates as well as whether the Affiliates were receiving value for their dues. President Judy appointed an Affiliate Task Force made up primarily of Affiliate members to make recommendations to the Board of Directors.

The Task Force looked at the Affiliate billing structure and recognized several distinct problems. The membership records were almost impossible to maintain to any degree of accuracy when a company was free to rotate the designated company representatives with no rhyme or reason. Associates of a company in many cases were added or dropped without notice to the individual to the extent that many affiliates with a company were operating under the belief that they were members when their company had designated others as their company members.

**Rationale.** The Task Force issued a report recommending that the Company Affiliate Member status be eliminated and that the dues for Individual Affiliate Members be reduced. The Board of Directors reviewed the report and approved the recommendation for the 2020-2021 billing cycle. This proposal is the update the Association Bylaws to reflect the new Affiliate Dues billing structure.

**Motion.** To revise Article V of the Sacramento Association of REALTORS® Bylaws to delete Section 1(d) and Section 2(e) that reference the Company Affiliate Members and to renumber the subsequent sections accordingly.

## Article V - Membership

**Section 1. Classes of Membership.** There shall be seven classes of membership: (a) REALTOR® Members; (b) Senior Members; (c) Institute Affiliate Members; (d) Company Affiliate Members; (d) Individual Affiliate Members; (e) Honorary Members; and (f) Student Members.

### Section 2. Qualifications

(a) REALTOR® Members. REALTOR® Members, whether primary or secondary, who are principals, partners, corporate officers or branch office managers of real estate firms shall:

- (1) Maintain a current, valid California real estate broker or salesperson license or California real estate appraisal certification or license; and
- (2) Act as sole proprietor, partner or corporate officer of a real estate firm acting on behalf of a firm's principal's; and
- (3) Remain actively engaged in the real estate profession; and
- (4) Maintain or be associated with a real estate office located within the state of California or a state contiguous thereto; and
- (5) Have no record of official sanctions rendered by the courts or other lawful authorities for (i) violations of civil rights laws or real estate laws within the past three years, or (ii) criminal convictions within the past ten years where the crime was punishable by death or imprisonment in excess of one year under the law under which the applicant was convicted. (Ten years is measured from the date of the conviction or the release of the applicant from the confinement imposed for that conviction, whichever is the later date.)

(b) REALTOR® Members. REALTOR® Members, whether primary or secondary, other than principals, partners, corporate officers or branch office managers of real estate firms shall:

- (1) Maintain a current, valid California real estate broker or salesperson license or California real estate appraisal certification or license; and
- (2) Act as sole proprietor, partner or corporate officer of a real estate firm acting on behalf of a firm's principal's; and
- (3) Remain employed by or be affiliated as an independent contractor with a REALTOR® member who meets the requirements in Section 2(a) above for any Association in California or a state contiguous thereto; and

- (4) Maintain or be associated with a real estate office located within the state of California or a state contiguous thereto; and
- (5) Have no record of official sanctions rendered by the courts or other lawful authorities for (i) violations of civil rights laws or real estate laws within the past three years, or (ii) criminal convictions within the past ten years where the crime was punishable by death or imprisonment in excess of one year under the law under which the applicant was convicted. (ten years is measured from the date of the conviction or the release of the applicant from the confinement imposed for that conviction, whichever is the later date.
- (c) Senior Members. Senior Members shall be those REALTOR® Members or retired REALTOR® Members who have an equivalent of 100 years, combining age and membership in a Board or Association. Senior Members shall have all the rights and privileges and be subject to all the obligations of REALTOR® Members, except that Senior Members who are not actively engaged in the real estate industry may vote but may not hold office in the SAR.
- (d) Institute Affiliate Members. Institute Affiliate Members shall be individuals who hold a professional designation awarded by an Institute, Society or Council affiliated with the NAR that addresses a specialty area other than residential brokerage; or individuals who otherwise hold a class of membership in such Institute, Society or Council that confers the right to vote or hold office. Any such individual, if otherwise eligible, may instead elect to hold REALTOR® membership, subject to payment of applicable dues for such membership.
- ~~(e) Company Affiliate Members. Company Affiliate membership shall be granted to real estate companies and other individuals or firms, while not engaged in activities related to the real estate profession as defined in Section 4, Article V, have interests requiring information concerning real estate and are in sympathy with the objectives of the SAR. Company Affiliate Members shall have the rights and privileges and be subject to such obligations as are prescribed from time to time by the Board of Directors, consistent with the Constitution and Bylaws of the NAR.~~
- 1) Primary Company Membership  
~~Primary Company Members shall be the business owner, regional manager or other responsible person. The dues assessment for each Primary Company Member shall include memberships for up to four (4) Secondary Company Members.~~
- 2) Secondary Company Membership  
~~Secondary Company membership shall be granted to up to four (4) employees or associates of each Company Affiliate Member. Secondary Company Members shall be appointed by the Primary Company Member and should be the persons who will participate in SAR activities. Secondary Company Member information shall be updated only by the Primary Company Member.~~  
 Additional Secondary Company memberships can be obtained by the Primary Company Member.
- (f) Individual Affiliate Members. Individual Affiliate Membership shall be granted to individuals who, while not engaged in the real estate profession as defined in Article V, Section 4, have the interests requiring information concerning real estate and are in sympathy with the objectives of the SAR. Affiliate membership shall be granted to individuals licensed or certified to engage in real estate practice who, if otherwise eligible, do not elect to hold REALTOR® membership in the SAR, provided the applicant is engaged exclusively in a specialty of the real estate business other than sales brokerage of real property. Individual Affiliate Members shall have the rights and privileges and be subject to such obligations as are prescribed from time to time by the Board of Directors, consistent with the Constitution and Bylaws of the NAR.
- (g) Honorary Members. Honorary Members shall be those persons recognized by the Board of Directors as persons who have performed notable service for the real estate profession, for the SAR, or for the public though not engaged in the real estate profession. Honorary Members shall have only the right to attend meetings and participate in discussions.
- (h) Student Members. Student Members shall be students enrolled in an undergraduate or graduate degree program at an institution of higher education with a specialization or major in real estate, or who are seeking to obtain a real estate license or appraiser's license but who are not eligible for REALTORS® membership. Student Members shall have the rights and privileges and be subject to the obligations prescribed by the Board of Directors.

# Remembering Steve Larson

We are deeply saddened to report the passing of long-time SAR Member and industry leader Steve Larson on September 6, 2020 at the age of 70. Steve was well known throughout the Sacramento real estate industry, having been a Farmers Insurance agent for 42 years and running a successful office. Steve also had a deep passion for helping his community; he was involved in many charities by giving of his time and donations to organizations including Sac State, The Optimists and, of course, SAR CanTree and Scholarship charities. One of the most popular events of the year was his SAR Scholarship Tailgate Fundraiser preceding a Sac State football game. For years, he bought and prepared a feast for those who attended, with 100% of the proceeds benefiting the SAR Scholarship Trust.



Steve joined SAR in 2007 and made the most of his time as a member by getting highly involved and serving on the CanTree, Scholarship Fundraising, and Volunteer Coordinating committees. Recently, he was a huge contributor to both the Scholarship and CanTree fundraising efforts. For his outstanding actions and contributions as a member, Steve was named the 2019 SAR Affiliate of the Year. To continue his legacy of giving, SAR is naming an annual scholarship after him that will support local college-bound students each year. He will also have a plaque dedicated to him as a permanent addition to the scholarship tree in the SAR lobby.

Steve loved spending time with his wife Dayna and also enjoyed traveling, BBQing and BBQ catering, the holidays, football, baseball, being a handyman, growing vegetables in the garden and spending time relaxing at his cabin on Lake Cobbosseecontee in Maine. He especially relished the time spent with his grandsons. Steve touched so many peoples' lives with his caring heart and great, dry sense of humor. He'll always be remembered as a loving husband and family man, as a friend, as a mentor, as a businessman and as a patriotic hero. He will be missed by all who knew him.

[Please view full obituary here.](#)

[Donations can be made in Honor of Steve Larson here.](#)

# September 2020

## BROKER ASSOCIATES

**Pamela Bergey**  
Wesely & Associates, Inc.

## DESIGNATED REALTORS®

**Raymond Chou**  
Bay One Realty

**Lisa Hultz**  
Keller Williams East County

**Susan Lowe**  
Chase International

**David Macko**  
Nor Cal Commercial RE

**David MacMillan**  
Quasar 3 Business Services, Inc.

**Peter McCormick**  
USA Veterans Real Estate and M

**Robert Schlesier**  
Utopia Real Estate

**Mark Walbert**  
Mark Walbert

## REALTORS®

**Michael Avila**  
Lyon RE Natomas

**Jenny Barei**  
Real Estate Source, Inc.

**Nickolas Boykin**  
HomeSmart ICARE Realty

**Ben Braksick**  
Opendoor Brokerage, Inc.

**Michael Buniak**  
Real Estate EBroker, Inc.

**Liana Chac**  
Keller Williams Realty Natomas

**Inderdeep Chohan**  
Trillium Real Estate

**Bonnie Darrah**  
eXp Realty of California, Inc.

**Marva Davis**  
Berkshire Hathaway HS Elite

**Colleen Earley**  
Redfin Corporation

**Katherin Echevarri**  
Realty One Group Complete

**Jillian Fawal**  
Coldwell Banker Realty

**Annette Ferguson**  
Realty One Group Complete

**Dana Fleischman**  
Warren Land Co.

**Marc Gabris**  
Gabris Real Estate

**Marianna Gevorkian**  
Realty One Group Complete

**Noah Godby**  
eXp Realty of California, Inc.

**Mindy Graham**  
Movoto, Inc.

**David Gray**  
Alliance Bay Realty

**Kellie Gray**  
Redfin Corporation

**Darmel Green**  
eXp Realty of California, Inc.

**Tyler Greene**  
Lyon RE Elk Grove

**Ivan Grigsby**  
Lyon RE Fair Oaks

**Zohal Hamid**  
Lyon RE Elk Grove

**Michelle Head**  
WDB Realty and Finance, Inc.

**Nicole Humphrey**  
Dean Adams Residential R.E.

**Patrice Jackson**  
Better Homes and Gardens RE

**La Toya Johnson**  
Johnson & Associates R.E.

**Jaskaram Kalirai**  
CalStateLender, Inc.

**Carol Keulen**  
Ed Meadows Broker

**Jayson LaFrance**  
Capital Income Properties

**Shannan Laufasa**  
Intero Real Estate Services

**Meng Li**  
Lyon RE Elk Grove

**Misty Ligsay**  
Redfin Corporation

**TiAna Lopez**  
Arriaga Real Estate

**Terrie MacDonald**  
Intero Real Estate Services

**Daniel Mangu**  
Keller Williams Realty Folsom

**Ani Manukyan**  
Keller Williams Realty Natomas

**Tiffany McIntyre**  
Lyon RE Elk Grove

**Oleksandr Melnychenko**  
USKO Realty

**Evangeline Mendez**  
Coldwell Banker Realty

**Katrina Miranda**  
Portfolio Real Estate

**Donald Moore**  
Keller Williams Realty Natomas

**Steven Narine**  
Real Estate Source, Inc.

**Eileen Needham**  
Redfin Corporation

**Shelly Nelson**  
Keller Williams Realty Folsom

**Justin Peterson**  
WDB Realty and Finance, Inc.

**Jarrett Powell**  
Gunn Realty

**Timothy Pruitt**  
Lyon RE Downtown

**Alexander Recalde**  
Grand Realty Group

**Samuel Richardson**  
Keller Williams Realty

**Julie Sayapin**  
eXp Realty of California, Inc.

**Rayfield Scott**  
Goins Realty, Inc.

**Harpreet Singh**  
eXp Realty of California, Inc.

**Rachel Songer**  
Lyon RE Natomas

**Tara Steiner**  
Grand Realty Group

**Hanna Strisower**  
Keller Williams Realty Folsom

**Sarah Sutherland**  
Thrive Real Estate

**Kimberly Tanaka**  
Coldwell Banker Realty

**Simon Tavalero**  
Lyon RE Folsom

**Marian Thai**  
Coldwell Banker Realty

**Kathleen Thyberg**  
Realty One Group Complete

**Blake Tolbert**  
Keller Williams Realty Natomas

**Macey Toney**  
Bear Flag Realty

**Angelo Valadez**  
USA Veterans Real Estate and Mtg. Company

**James Van Scooter**  
Keller Williams Realty Natomas

**Allan Veto**  
Keller Williams Realty

**Makaela Wall**  
Future Homes and Real Estate

**Hannah Warren**  
Warren Realty

**Nathan Wells**  
Keller Williams Realty Folsom

**Angelica Whaley**  
RE/MAX Gold Sierra Oaks

**Carllie Williams**  
Keller Williams Realty Natomas

**Mike Wong**  
Real Estate Source, Inc.

**Connie Youmans**  
Dean Adams Residential R.E.



# SACRAMENTO HOUSING STATISTICS

## August median sales price climbs, inventory wanes

August closed with 1,560 sales, down 11.9% from the 1,755 sales in July. Compared to one year ago (1,567), the current figure is down .4%. Of the 1,560 sales this month, 142 (9.1%) used cash financing, 1,016 (65.1%) used conventional, 285 (18.3%) used FHA, 81 (5.2%) used VA and 36 (2.3%) used Other types of financing.

The median sales price increased .5% for the month from \$422,745 to \$425,000. This figure is up 10.4% from August 2019 (\$385,000).

The Active Listing Inventory decreased 2.2% from July to August, from 1,266 units to 1,238 units. Compared with August 2019 (2,460), inventory is down 49.7%. The Months of Inventory increased from .7 Months to .8 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) dropped from 9 to 7 and the Average DOM dropped from 25 to 21. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,560 sales this month, 80.7% (1,259) were on the market for 30 days or less and 90.3% (1,408) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$261 to \$258 from June to July. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

# AUGUST

### Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	6	3	2.0
\$160,000 - \$179,999	2	8	0.3
\$180,000 - \$199,999	12	11	1.1
\$200,000 - \$249,999	89	79	1.1
\$250,000 - \$299,999	217	183	1.2
\$300,000 - \$349,999	304	296	1.0
\$350,000 - \$399,999	353	270	1.3
\$400,000 - \$449,999	296	190	1.6
\$450,000 - \$499,999	280	181	1.5
\$500,000 - \$549,000	173	99	1.7
\$550,000 - \$599,000	158	92	1.7
\$600,000 - \$649,999	93	44	2.1
\$650,000 - \$699,999	110	33	3.3
\$700,000 - \$749,999	41	23	1.8
\$750,000 - \$799,999	62	13	4.8
\$800,000 - \$999,000	134	24	5.6
\$1,000,000 and over	130	18	7.2

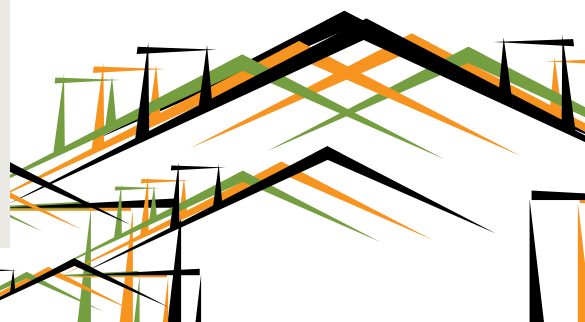
Total: 2,460 1,567 Total: 1.6

### Market Snapshot - August 2019

	Aug-19	Jul-19	Change	Aug-18	Change (from '18)
<b>Sales</b>	1,567	1,693	-7.4%	1,676	-6.5%
<b>Median Sales Price</b>	\$385,000	\$390,000	-1.3%	\$369,950	4.1%
<b>Active Inventory</b>	2,460	2,425	1.4%	3,167	-22.3%
<b>Median DOM</b>	12	11	9.1%	14	-14.3%
<b>Avg. Price/SqFt</b>	\$252	\$250	0.8%	\$240	5.0%

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

## August 2020

### MLS STATISTICS for August 2019

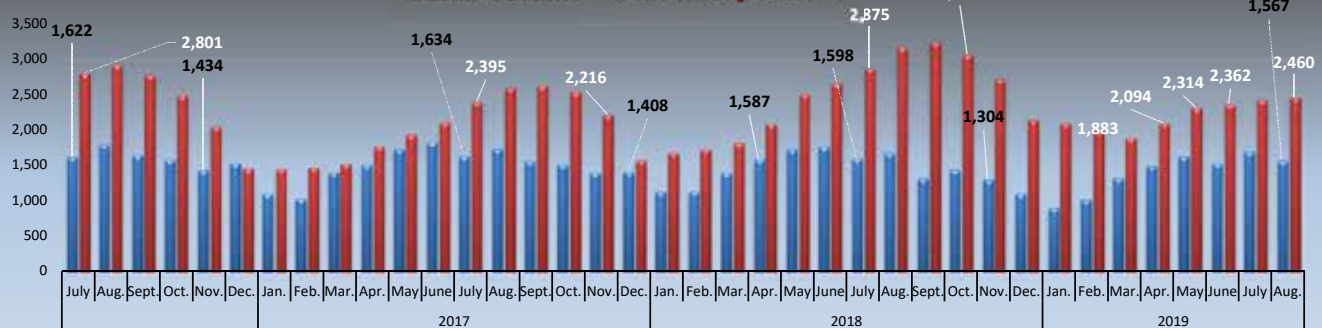
Data for Sacramento County and the City of West Sacramento



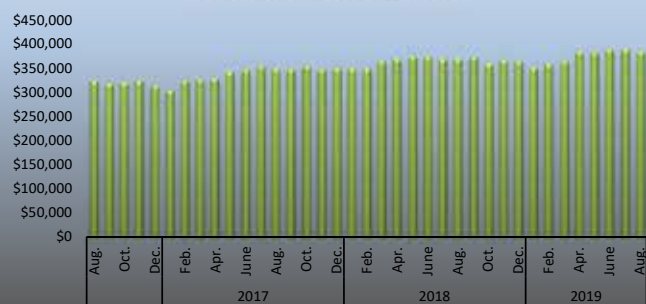
#### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,122		2,138	-0.7%		2,518		-15.7%
Active Listing Inventory †	2,460		2,425	1.4%		3,167		-22.3%
Pending Sales This Month*	1,984		2,030	-2.3%		1,205		64.6%
Number of REO Sales	17	1.1%	18	-5.6%	1.1%	12	0.7%	41.7%
Number of Short Sales	3	0.2%	8	-62.5%	0.5%	11	0.7%	-72.7%
Equity Sales	1,547	98.7%	1,667	-7.2%	98.5%	1,653	98.6%	-6.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,567	100%	1,693	-7.4%	100%	1,676	100.0%	-6.5%
Months Inventory	1.6 Months		1.4 Months	14.3%		1.9 Months		-15.8%
Dollar Value of Closed Escrows	\$659,110,038		\$738,531,935	-10.8%		\$672,851,340		-2.0%
Median	\$385,000		\$390,000	-1.3%		\$369,950		4.1%
Mean	\$420,619		\$436,227	-3.6%		\$401,463		4.8%
Year-to-Date Statistics	1/01/19 to 8/31/19		1/01/19 to 8/31/19			1/1/2018		
	SAR monthly data, compiled		MetroList YTD data			8/31/2018		Change
Number of Closed Escrows	11,142		11,351			12,013		-7.3%
Dollar Value of Closed Escrows	\$4,587,944,169		\$5,012,566,204			\$4,813,466,618		-4.7%
Median	\$378,000		\$378,000			\$365,000		3.6%
Mean	\$411,770		\$441,597			\$400,688		2.8%

#### 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® | 2019 SAR

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



# Data for Sacramento County and the City of West Sacramento

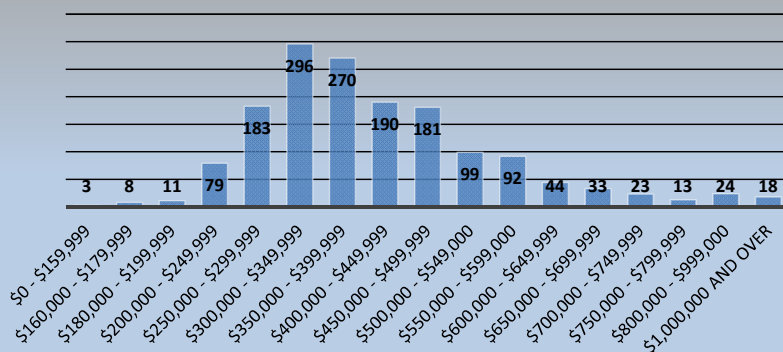
## MLS STATISTICS for August 2019

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

#### BREAKDOWN OF SALES BY PRICE

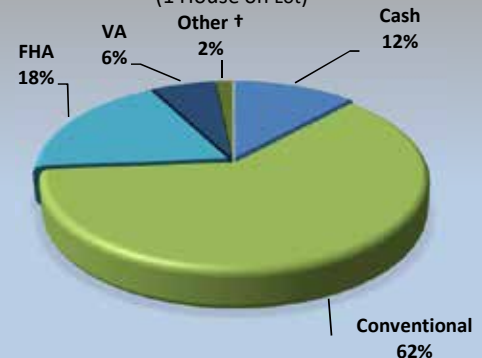
##### 1 House on Lot

Total: 1,567

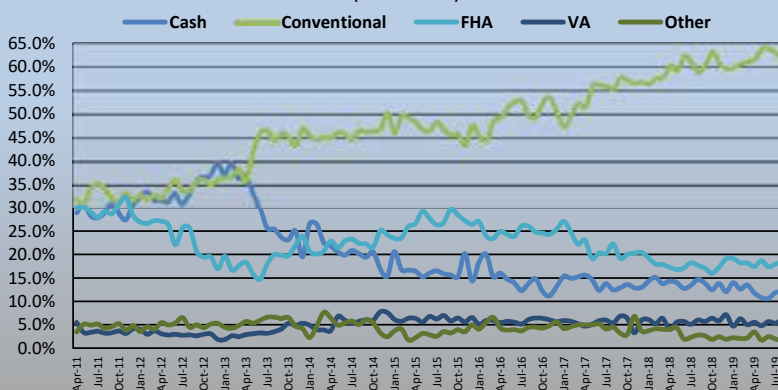


#### Type of Financing/Days on Market

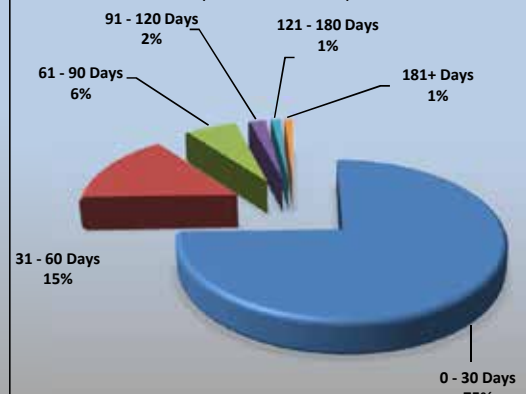
##### TYPE OF FINANCING (1 House on Lot)



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



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



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	187	11.9%	201	11.9%	0 - 30	1,167	74.5%	77.3%	68.6%
Conventional	968	61.8%	1,065	62.9%	31 - 60	240	15.3%	13.4%	16.4%
FHA	290	18.5%	304	18.0%	61 - 90	96	6.1%	4.9%	7.9%
VA	97	6.2%	90	5.3%	91 - 120	31	2.0%	2.0%	3.6%
Other †	25	1.6%	33	1.9%	121 - 180	18	1.1%	1.5%	2.5%
<b>Total</b>	<b>1,567</b>	<b>100.0%</b>	<b>1,693</b>	<b>100.0%</b>	<b>181+</b>	<b>15</b>	<b>1.0%</b>	<b>1.0%</b>	<b>1.0%</b>
					<b>Total</b>	<b>1,567</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

<b>Median DOM:</b>	<b>12</b>	<b>11</b>
<b>Average DOM:</b>	<b>25</b>	<b>23</b>
<b>Average Price/Square Foot:</b>	<b>\$251.7</b>	<b>\$249.9</b>

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

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

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

## SINGLE FAMILY HOME SALES BY ZIP CODE

AUGUST 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	61	REO Sales 2	74	68	356
	Median Sales Price	\$478,000	\$587,000	\$487,500	\$453,500	\$450,500
	Average Price/Square Foot	\$281	Short Sales 0	\$275	\$254	N/A
	Average Sq Ft of Property	2,059	\$0	2,021	1,969	N/A
	Total Listing Inventory *	63	Conventional 59	59	130	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$569,000	\$617,450	\$482,250	N/A
95610 Citrus Heights	Total Sales	39	REO Sales 0	40	57	215
	Median Sales Price	\$401,000	\$0	\$407,500	\$400,000	\$395,000
	Average Price/Square Foot	\$264	Short Sales 0	\$269	\$254	N/A
	Average Sq Ft of Property	1,605	\$0	1,676	1,642	N/A
	Total Listing Inventory *	26	Conventional 39	32	518	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$401,000	\$439,450	\$399,900	N/A
95621 Citrus Heights	Total Sales	55	REO Sales 0	56	46	270
	Median Sales Price	\$375,000	\$0	\$365,000	\$350,000	\$355,000
	Average Price/Square Foot	\$266	Short Sales 1	\$287	\$245	N/A
	Average Sq Ft of Property	1,471	\$305,000	2,620	1,491	N/A
	Total Listing Inventory *	24	Conventional 54	29	51	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$376,000	\$375,000	\$349,950	N/A
95624 Elk Grove	Total Sales	68	REO Sales 1	71	64	340
	Median Sales Price	\$477,500	\$394,900	\$474,000	\$452,500	\$460,000
	Average Price/Square Foot	\$261	Short Sales 0	\$247	\$232	N/A
	Average Sq Ft of Property	2,098	\$0	2,117	2,178	N/A
	Total Listing Inventory *	50	Conventional 67	48	116	N/A
	Total Listing Median Price ∞	\$557,450	Sales \$480,000	\$585,900	\$499,475	N/A
95626 Elverta	Total Sales	3	REO Sales 0	6	8	24
	Median Sales Price	\$365,000	\$0	\$448,500	\$334,000	\$346,000
	Average Price/Square Foot	\$310	Short Sales 0	\$312	\$277	N/A
	Average Sq Ft of Property	1,377	\$0	1,484	1,374	N/A
	Total Listing Inventory *	3	Conventional 3	4	9	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$365,000	\$394,450	\$495,000	N/A
95628 Fair Oaks	Total Sales	67	REO Sales 0	73	55	325
	Median Sales Price	\$530,000	\$0	\$480,000	\$456,900	\$473,000
	Average Price/Square Foot	\$264	Short Sales 0	\$281	\$252	N/A
	Average Sq Ft of Property	2,083	\$0	1,949	2,038	N/A
	Total Listing Inventory *	69	Conventional 67	66	117	N/A
	Total Listing Median Price ∞	\$589,999	Sales \$530,000	\$649,900	\$599,925	N/A
95630 Folsom	Total Sales	95	REO Sales 0	113	83	461
	Median Sales Price	\$635,000	\$0	\$570,000	\$549,900	\$589,000
	Average Price/Square Foot	\$292	Short Sales 0	\$304	\$288	N/A
	Average Sq Ft of Property	2,388	\$0	2,106	2,129	N/A
	Total Listing Inventory *	59	Conventional 95	63	120	N/A
	Total Listing Median Price ∞	\$604,900	Sales \$635,000	\$595,000	\$619,900	N/A
95632 Galt	Total Sales	29	REO Sales 0	45	39	198
	Median Sales Price	\$468,000	\$0	\$462,000	\$379,000	\$400,000
	Average Price/Square Foot	\$243	Short Sales 0	\$256	\$253	N/A
	Average Sq Ft of Property	1,938	\$0	1,903	1,681	N/A
	Total Listing Inventory *	29	Conventional 29	32	59	N/A
	Total Listing Median Price ∞	\$587,450	Sales \$468,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	4	3	7
	Median Sales Price	\$520,000	\$0	\$649,000	\$455,000	\$555,000
	Average Price/Square Foot	\$358	Short Sales 0	\$331	\$298	N/A
	Average Sq Ft of Property	1,496	\$0	1,837	1,704	N/A
	Total Listing Inventory *	2	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$990,000	Sales \$520,000	\$745,000	\$556,250	N/A
95641 Isleton	Total Sales	4	REO Sales 0	2	3	8
	Median Sales Price	\$260,000	\$0	\$499,750	\$389,000	\$357,500
	Average Price/Square Foot	\$276	Short Sales 0	\$302	\$230	N/A
	Average Sq Ft of Property	1,623	\$0	1,626	1,740	N/A
	Total Listing Inventory *	8	Conventional 4	8	9	N/A
	Total Listing Median Price ∞	\$222,450	Sales \$260,000	\$385,000	\$382,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	4	4	24
	Median Sales Price	\$415,000	\$0	\$405,000	\$487,500	\$401,000
	Average Price/Square Foot	\$238	Short Sales 0	\$257	\$193	N/A
	Average Sq Ft of Property	1,862	\$0	1,583	2,839	N/A
	Total Listing Inventory *	4	Conventional 3	1	11	N/A
	Total Listing Median Price ∞	\$474,425	Sales \$415,000	\$449,900	\$399,000	N/A
95660 North Highlands	Total Sales	26	REO Sales 1	34	40	191
	Median Sales Price	\$305,000	\$276,000	\$306,000	\$273,500	\$285,000
	Average Price/Square Foot	\$256	Short Sales 0	\$250	\$246	N/A
	Average Sq Ft of Property	1,289	\$0	1,291	157	N/A
	Total Listing Inventory *	14	Conventional 25	19	37	N/A
	Total Listing Median Price ∞	\$319,000	Sales \$305,000	\$285,000	\$269,500	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	51	34	220
	Median Sales Price	\$473,885	\$0	\$430,000	\$380,000	\$436,500
	Average Price/Square Foot	\$299	Short Sales 0	\$285	\$273	N/A
	Average Sq Ft of Property	1,825	\$0	1,697	1,627	N/A
	Total Listing Inventory *	28	Conventional 30	31	67	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$473,885	\$528,950	\$485,000	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	61	REO Sales 2	74	68	356
	Median Sales Price	\$478,000	\$587,000	\$487,500	\$453,500	\$450,500
	Average Price/Square Foot	\$281	Short Sales 0	\$275	\$254	N/A
	Average Sq Ft of Property	2,059	\$0	2,021	1,969	N/A
	Total Listing Inventory *	63	Conventional 59	59	130	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$569,000	\$617,450	\$482,250	N/A
95610 Citrus Heights	Total Sales	39	REO Sales 0	40	57	215
	Median Sales Price	\$401,000	\$0	\$407,500	\$400,000	\$395,000
	Average Price/Square Foot	\$264	Short Sales 0	\$269	\$254	N/A
	Average Sq Ft of Property	1,605	\$0	1,676	1,642	N/A
	Total Listing Inventory *	26	Conventional 39	32	518	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$401,000	\$439,450	\$399,900	N/A
95621 Citrus Heights	Total Sales	55	REO Sales 0	56	46	270
	Median Sales Price	\$375,000	\$0	\$365,000	\$350,000	\$355,000
	Average Price/Square Foot	\$266	Short Sales 1	\$287	\$245	N/A
	Average Sq Ft of Property	1,471	\$305,000	2,620	1,491	N/A
	Total Listing Inventory *	24	Conventional 54	29	51	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$376,000	\$375,000	\$349,950	N/A
95624 Elk Grove	Total Sales	68	REO Sales 1	71	64	340
	Median Sales Price	\$477,500	\$394,900	\$474,000	\$452,500	\$460,000
	Average Price/Square Foot	\$261	Short Sales 0	\$247	\$232	N/A
	Average Sq Ft of Property	2,098	\$0	2,117	2,178	N/A
	Total Listing Inventory *	50	Conventional 67	48	116	N/A
	Total Listing Median Price ∞	\$557,450	Sales \$480,000	\$585,900	\$499,475	N/A
95626 Elverta	Total Sales	3	REO Sales 0	6	8	24
	Median Sales Price	\$365,000	\$0	\$448,500	\$334,000	\$346,000
	Average Price/Square Foot	\$310	Short Sales 0	\$312	\$277	N/A
	Average Sq Ft of Property	1,377	\$0	1,484	1,374	N/A
	Total Listing Inventory *	3	Conventional 3	4	9	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$365,000	\$394,450	\$495,000	N/A
95628 Fair Oaks	Total Sales	67	REO Sales 0	73	55	325
	Median Sales Price	\$530,000	\$0	\$480,000	\$456,900	\$473,000
	Average Price/Square Foot	\$264	Short Sales 0	\$281	\$252	N/A
	Average Sq Ft of Property	2,083	\$0	1,949	2,038	N/A
	Total Listing Inventory *	69	Conventional 67	66	117	N/A
	Total Listing Median Price ∞	\$589,999	Sales \$530,000	\$649,900	\$599,925	N/A
95630 Folsom	Total Sales	95	REO Sales 0	113	83	461
	Median Sales Price	\$635,000	\$0	\$570,000	\$549,900	\$589,000
	Average Price/Square Foot	\$292	Short Sales 0	\$304	\$288	N/A
	Average Sq Ft of Property	2,388	\$0	2,106	2,129	N/A
	Total Listing Inventory *	59	Conventional 95	63	120	N/A
	Total Listing Median Price ∞	\$604,900	Sales \$635,000	\$595,000	\$619,900	N/A
95632 Galt	Total Sales	29	REO Sales 0	45	39	198
	Median Sales Price	\$468,000	\$0	\$462,000	\$379,000	\$400,000
	Average Price/Square Foot	\$243	Short Sales 0	\$256	\$253	N/A
	Average Sq Ft of Property	1,938	\$0	1,903	1,681	N/A
	Total Listing Inventory *	29	Conventional 29	32	59	N/A
	Total Listing Median Price ∞	\$587,450	Sales \$468,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	4	3	7
	Median Sales Price	\$520,000	\$0	\$649,000	\$455,000	\$555,000
	Average Price/Square Foot	\$358	Short Sales 0	\$331	\$298	N/A
	Average Sq Ft of Property	1,496	\$0	1,837	1,704	N/A
	Total Listing Inventory *	2	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$990,000	Sales \$520,000	\$745,000	\$556,250	N/A
95641 Isleton	Total Sales	4	REO Sales 0	2	3	8
	Median Sales Price	\$260,000	\$0	\$499,750	\$389,000	\$357,500
	Average Price/Square Foot	\$276	Short Sales 0	\$302	\$230	N/A
	Average Sq Ft of Property	1,623	\$0	1,626	1,740	N/A
	Total Listing Inventory *	8	Conventional 4	8	9	N/A
	Total Listing Median Price ∞	\$222,450	Sales \$260,000	\$385,000	\$382,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	4	4	24
	Median Sales Price	\$415,000	\$0	\$405,000	\$487,500	\$401,000
	Average Price/Square Foot	\$238	Short Sales 0	\$257	\$193	N/A
	Average Sq Ft of Property	1,862	\$0	1,583	2,839	N/A
	Total Listing Inventory *	4	Conventional 3	1	11	N/A
	Total Listing Median Price ∞	\$474,425	Sales \$415,000	\$449,900	\$399,000	N/A
95660 North Highlands	Total Sales	26	REO Sales 1	34	40	191
	Median Sales Price	\$305,000	\$276,000	\$306,000	\$273,500	\$285,000
	Average Price/Square Foot	\$256	Short Sales 0	\$250	\$246	N/A
	Average Sq Ft of Property	1,289	\$0	1,291	157	N/A
	Total Listing Inventory *	14	Conventional 25	19	37	N/A
	Total Listing Median Price ∞	\$319,000	Sales \$305,000	\$285,000	\$269,500	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	51	34	220
	Median Sales Price	\$473,885	\$0	\$430,000	\$380,000	\$436,500
	Average Price/Square Foot	\$299	Short Sales 0	\$285	\$273	N/A
	Average Sq Ft of Property	1,825	\$0	1,697	1,627	N/A
	Total Listing Inventory *	28	Conventional 30	31	67	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$473,885	\$528,950	\$485,000	N/A

# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

AUGUST 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	61	REO Sales 2	74	68	356
	Median Sales Price	\$478,000	\$587,000	\$487,500	\$453,500	\$450,500
	Average Price/Square Foot	\$281	Short Sales 0	\$275	\$254	N/A
	Average Sq Ft of Property	2,059	\$0	2,021	1,969	N/A
	Total Listing Inventory *	63	Conventional 59	59	130	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$569,000	\$617,450	\$482,250	N/A
95610 Citrus Heights	Total Sales	39	REO Sales 0	40	57	215
	Median Sales Price	\$401,000	\$0	\$407,500	\$400,000	\$395,000
	Average Price/Square Foot	\$264	Short Sales 0	\$269	\$254	N/A
	Average Sq Ft of Property	1,605	\$0	1,676	1,642	N/A
	Total Listing Inventory *	26	Conventional 39	32	518	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$401,000	\$439,450	\$399,900	N/A
95621 Citrus Heights	Total Sales	55	REO Sales 0	56	46	270
	Median Sales Price	\$375,000	\$0	\$365,000	\$350,000	\$355,000
	Average Price/Square Foot	\$266	Short Sales 1	\$287	\$245	N/A
	Average Sq Ft of Property	1,471	\$305,000	2,620	1,491	N/A
	Total Listing Inventory *	24	Conventional 54	29	51	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$376,000	\$375,000	\$349,950	N/A
95624 Elk Grove	Total Sales	68	REO Sales 1	71	64	340
	Median Sales Price	\$477,500	\$394,900	\$474,000	\$452,500	\$460,000
	Average Price/Square Foot	\$261	Short Sales 0	\$247	\$232	N/A
	Average Sq Ft of Property	2,098	\$0	2,117	2,178	N/A
	Total Listing Inventory *	50	Conventional 67	48	116	N/A
	Total Listing Median Price ∞	\$557,450	Sales \$480,000	\$585,900	\$499,475	N/A
95626 Elverta	Total Sales	3	REO Sales 0	6	8	24
	Median Sales Price	\$365,000	\$0	\$448,500	\$334,000	\$346,000
	Average Price/Square Foot	\$310	Short Sales 0	\$312	\$277	N/A
	Average Sq Ft of Property	1,377	\$0	1,484	1,374	N/A
	Total Listing Inventory *	3	Conventional 3	4	9	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$365,000	\$394,450	\$495,000	N/A
95628 Fair Oaks	Total Sales	67	REO Sales 0	73	55	325
	Median Sales Price	\$530,000	\$0	\$480,000	\$456,900	\$473,000
	Average Price/Square Foot	\$264	Short Sales 0	\$281	\$252	N/A
	Average Sq Ft of Property	2,083	\$0	1,949	2,038	N/A
	Total Listing Inventory *	69	Conventional 67	66	117	N/A
	Total Listing Median Price ∞	\$589,999	Sales \$530,000	\$649,900	\$599,925	N/A
95630 Folsom	Total Sales	95	REO Sales 0	113	83	461
	Median Sales Price	\$635,000	\$0	\$570,000	\$549,900	\$589,000
	Average Price/Square Foot	\$292	Short Sales 0	\$304	\$288	N/A
	Average Sq Ft of Property	2,388	\$0	2,106	2,129	N/A
	Total Listing Inventory *	59	Conventional 95	63	120	N/A
	Total Listing Median Price ∞	\$604,900	Sales \$635,000	\$595,000	\$619,900	N/A
95632 Galt	Total Sales	29	REO Sales 0	45	39	198
	Median Sales Price	\$468,000	\$0	\$462,000	\$379,000	\$400,000
	Average Price/Square Foot	\$243	Short Sales 0	\$256	\$253	N/A
	Average Sq Ft of Property	1,938	\$0	1,903	1,681	N/A
	Total Listing Inventory *	29	Conventional 29	32	59	N/A
	Total Listing Median Price ∞	\$587,450	Sales \$468,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	4	3	7
	Median Sales Price	\$520,000	\$0	\$649,000	\$455,000	\$555,000
	Average Price/Square Foot	\$358	Short Sales 0	\$331	\$298	N/A
	Average Sq Ft of Property	1,496	\$0	1,837	1,704	N/A
	Total Listing Inventory *	2	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$990,000	Sales \$520,000	\$745,000	\$556,250	N/A
95641 Isleton	Total Sales	4	REO Sales 0	2	3	8
	Median Sales Price	\$260,000	\$0	\$499,750	\$389,000	\$357,500
	Average Price/Square Foot	\$276	Short Sales 0	\$302	\$230	N/A
	Average Sq Ft of Property	1,623	\$0	1,626	1,740	N/A
	Total Listing Inventory *	8	Conventional 4	8	9	N/A
	Total Listing Median Price ∞	\$222,450	Sales \$260,000	\$385,000	\$382,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	4	4	24
	Median Sales Price	\$415,000	\$0	\$405,000	\$487,500	\$401,000
	Average Price/Square Foot	\$238	Short Sales 0	\$257	\$193	N/A
	Average Sq Ft of Property	1,862	\$0	1,583	2,839	N/A
	Total Listing Inventory *	4	Conventional 3	1	11	N/A
	Total Listing Median Price ∞	\$474,425	Sales \$415,000	\$449,900	\$399,000	N/A
95660 North Highlands	Total Sales	26	REO Sales 1	34	40	191
	Median Sales Price	\$305,000	\$276,000	\$306,000	\$273,500	\$285,000
	Average Price/Square Foot	\$256	Short Sales 0	\$250	\$246	N/A
	Average Sq Ft of Property	1,289	\$0	1,291	157	N/A
	Total Listing Inventory *	14	Conventional 25	19	37	N/A
	Total Listing Median Price ∞	\$319,000	Sales \$305,000	\$285,000	\$269,500	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	51	34	220
	Median Sales Price	\$473,885	\$0	\$430,000	\$380,000	\$436,500
	Average Price/Square Foot	\$299	Short Sales 0	\$285	\$273	N/A
	Average Sq Ft of Property	1,825	\$0	1,697	1,627	N/A
	Total Listing Inventory *	28	Conventional 30	31	67	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$473,885	\$528,950	\$485,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	61	REO Sales 2	74	68	356
	Median Sales Price	\$478,000	\$587,000	\$487,500	\$453,500	\$450,500
	Average Price/Square Foot	\$281	Short Sales 0	\$275	\$254	N/A
	Average Sq Ft of Property	2,059	\$0	2,021	1,969	N/A
	Total Listing Inventory *	63	Conventional 59	59	130	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$569,000	\$617,450	\$482,250	N/A
95610 Citrus Heights	Total Sales	39	REO Sales 0	40	57	215
	Median Sales Price	\$401,000	\$0	\$407,500	\$400,000	\$395,000
	Average Price/Square Foot	\$264	Short Sales 0	\$269	\$254	N/A
	Average Sq Ft of Property	1,605	\$0	1,676	1,642	N/A
	Total Listing Inventory *	26	Conventional 39	32	518	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$401,000	\$439,450	\$399,900	N/A
95621 Citrus Heights	Total Sales	55	REO Sales 0	56	46	270
	Median Sales Price	\$375,000	\$0	\$365,000	\$350,000	\$355,000
	Average Price/Square Foot	\$266	Short Sales 1	\$287	\$245	N/A
	Average Sq Ft of Property	1,471	\$305,000	2,620	1,491	N/A
	Total Listing Inventory *	24	Conventional 54	29	51	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$376,000	\$375,000	\$349,950	N/A
95624 Elk Grove	Total Sales	68	REO Sales 1	71	64	340
	Median Sales Price	\$477,500	\$394,900	\$474,000	\$452,500	\$460,000
	Average Price/Square Foot	\$261	Short Sales 0	\$247	\$232	N/A
	Average Sq Ft of Property	2,098	\$0	2,117	2,178	N/A
	Total Listing Inventory *	50	Conventional 67	48	116	N/A
	Total Listing Median Price ∞	\$557,450	Sales \$480,000	\$585,900	\$499,475	N/A
95626 Elverta	Total Sales	3	REO Sales 0	6	8	24
	Median Sales Price	\$365,000	\$0	\$448,500	\$334,000	\$346,000
	Average Price/Square Foot	\$310	Short Sales 0	\$312	\$277	N/A
	Average Sq Ft of Property	1,377	\$0	1,484	1,374	N/A
	Total Listing Inventory *	3	Conventional 3	4	9	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$365,000	\$394,450	\$495,000	N/A
95628 Fair Oaks	Total Sales	67	REO Sales 0	73	55	325
	Median Sales Price	\$530,000	\$0	\$480,000	\$456,900	\$473,000
	Average Price/Square Foot	\$264	Short Sales 0	\$281	\$252	N/A
	Average Sq Ft of Property	2,083	\$0	1,949	2,038	N/A
	Total Listing Inventory *	69	Conventional 67	66	117	N/A
	Total Listing Median Price ∞	\$589,999	Sales \$530,000	\$649,900	\$599,925	N/A
95630 Folsom	Total Sales	95	REO Sales 0	113	83	461
	Median Sales Price	\$635,000	\$0	\$570,000	\$549,900	\$589,000
	Average Price/Square Foot	\$292	Short Sales 0	\$304	\$288	N/A
	Average Sq Ft of Property	2,388	\$0	2,106	2,129	N/A
	Total Listing Inventory *	59	Conventional 95	63	120	N/A
	Total Listing Median Price ∞	\$604,900	Sales \$635,000	\$595,000	\$619,900	N/A
95632 Galt	Total Sales	29	REO Sales 0	45	39	198
	Median Sales Price	\$468,000	\$0	\$462,000	\$379,000	\$400,000
	Average Price/Square Foot	\$243	Short Sales 0	\$256	\$253	N/A
	Average Sq Ft of Property	1,938	\$0	1,903	1,681	N/A
	Total Listing Inventory *	29	Conventional 29	32	59	N/A
	Total Listing Median Price ∞	\$587,450	Sales \$468,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	4	3	7
	Median Sales Price	\$520,000	\$0	\$649,000	\$455,000	\$555,000
	Average Price/Square Foot	\$358	Short Sales 0	\$331	\$298	N/A
	Average Sq Ft of Property	1,496	\$0	1,837	1,704	N/A
	Total Listing Inventory *	2	Conventional 3	4	6	N/A
	Total Listing Median Price ∞	\$990,000	Sales \$520,000	\$745,000	\$556,250	N/A
95641 Isleton	Total Sales	4	REO Sales 0	2	3	8
	Median Sales Price	\$260,000	\$0	\$499,750	\$389,000	\$357,500
	Average Price/Square Foot	\$276	Short Sales 0	\$302	\$230	N/A
	Average Sq Ft of Property	1,623	\$0	1,626	1,740	N/A
	Total Listing Inventory *	8	Conventional 4	8	9	N/A
	Total Listing Median Price ∞	\$222,450	Sales \$260,000	\$385,000	\$382,500	N/A
95655 Mather	Total Sales	3	REO Sales 0	4	4	24
	Median Sales Price	\$415,000	\$0	\$405,000	\$487,500	\$401,000
	Average Price/Square Foot	\$238	Short Sales 0	\$257	\$193	N/A
	Average Sq Ft of Property	1,862	\$0	1,583	2,839	N/A
	Total Listing Inventory *	4	Conventional 3	1	11	N/A
	Total Listing Median Price ∞	\$474,425	Sales \$415,000	\$449,900	\$399,000	N/A
95660 North Highlands	Total Sales	26	REO Sales 1	34	40	191
	Median Sales Price	\$305,000	\$276,000	\$306,000	\$273,500	\$285,000
	Average Price/Square Foot	\$256	Short Sales 0	\$250	\$246	N/A
	Average Sq Ft of Property	1,289	\$0	1,291	157	N/A
	Total Listing Inventory *	14	Conventional 25	19	37	N/A
	Total Listing Median Price ∞	\$319,000	Sales \$305,000	\$285,000	\$269,500	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	51	34	220
	Median Sales Price	\$473,885	\$0	\$430,000	\$380,000	\$436,500
	Average Price/Square Foot	\$299	Short Sales 0	\$285	\$273	N/A
	Average Sq Ft of Property	1,825	\$0	1,697	1,627	N/A
	Total Listing Inventory *	28	Conventional 30	31	67	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$473,885	\$528,950	\$485,000	N/A

# 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*

## Directors

Jodi Ash  
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*

**Yvonne Ukabi – 916.437.1206**  
*Accounts Receivable*

**Tony Vicari – 916.437.1205**  
*Director of Communications*

**Spencer Williams – 916 437-1225**  
*IT Manager*

## SAR Retail Center

**Carl Carlson – 916.437.1223**  
*Director of Facilities and Retail Operations*

**Mari Navarrete – 916-437-1224**  
*Retail Services Specialist*

**Elizabeth Scambler – 916.437.1222**  
*Retail Services Specialist*

**Sacramento REALTOR®** is published monthly by the Sacramento Association of REALTORS® for the benefit of its Membership. Advertisements and statements of fact and opinion are the responsibility of the authors alone and do not imply an opinion or endorsement on the part of SAR officers, Members or staff. All material copyright 2018, Sacramento Association of REALTORS®. All rights reserved.

## Editorial Policy

The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness. Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.

*The mission of the Sacramento Association of REALTORS® is to enhance the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights.*

## Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

**Publisher:** Matt Larson, Foley Publications LLC.

**Design & Layout:** Scott Arnold, Foley Publications, LLC.

**To Sponsor Ads:** Foley Publications -1-800-628-6983

