



SACRAMENTO REALTOR®

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

SEPTEMBER 2020

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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SAFETY MONTH

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**2020 PRESIDENT**

REALTOR® Safety Month: Safety Has Another Meaning in 2020

REALTORS® are in a unique line of business. We often engage with clients we've never met before and travel with strangers to unfamiliar houses. While many of our clients are referrals and have been vetted by colleagues, this doesn't mean we can let our guard down. Especially when traveling alone with a client. The best way to be prepared is to be aware.

You've heard all the tips – trust your gut, meet clients in public first, enter the home after the clients so you don't have your back towards them. As a friendly reminder, NAR has compiled a very thorough list of recommendations to keep you safe. You can view all 56 tips [here](#). You might think 56 is excessive, but I guarantee if you take the time, you'll discover something new.

For additional articles on REALTOR® Safety, visit this [link](#). You'll find information on Brokerage Safety, Convention Safety, Safety and Technology, Safety for Commercial and Rural Real Estate, and much more.

A few years ago, our partner MetroList™ adopted the Real Safe Agent app as a tool and subscriber benefit. It's a comprehensive and interactive Personal Safety Program that promotes awareness and safety among the real estate community. Download and learn more about this free MetroList™ "Subscriber Only" program [today](#). The more MetroList™ brokers and agents that sign up and participate, the safer everyone will be.

Lastly, as COVID-19 continued spread, it forced us to reexamine how we conduct business. Gone are the days of open houses where prospective buyers (and curious neighbors) stop by to check out a listing. Now, we're required to show homes by appointment only and sanitize after each showing. You may be experiencing "COVID-19 burnout," but it is more important than ever to follow the [COVID-19 guide for REALTORS®](#) from NAR. C.A.R. also provides weekly updates at <https://www.carcovidupdates.org/>. I've listed a few more links below that you can add to your library of REALTOR® Safety. Please stay safe, follow the rules and guidelines and continue to do your very best as a Greater Sacramento area REALTOR®.

<https://www.nar.realtor/safety>

<https://www.nar.realtor/safety/safety-resources-for-nar-members>

<https://www.nar.realtor/safety/safety-webinars>

<https://www.nar.realtor/safety/safety-articles>

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REALTOR® attacked trying to show house! How many times have we heard those stories? This one is from this week. A female REALTOR® in the State of Ohio went to meet a man to show him a house. When she got there two men were waiting. They asked for her card and when she got close they grabbed her. She fought back and they ran away. She sustained minor injuries.

I am amazed that this is still happening. Why would a REALTOR® agree to meet a client that they don't know and then go there alone? Does the thought of that commission cause the REALTOR® to forget all about their personal safety? How big a commission does it take for you to give up your life?

The first step that I always talk about in New Member Orientation is to never work with a buyer that has not been prequalified by your lender. Not just any lender, your lender. They can use whoever they want to get their loan, but they need to be prequalified with your lender. You know you can trust your lender. I would not want to bet my life on the accuracy of a prequal from a lender I don't know. I may not even know if they are a lender.

The first reason is the business aspect. If you don't know if they have the ability to buy that house why are you wasting your time and knowledge showing it to them? If they can't buy it you are not going to get paid.

But more important, how do you know who the buyer is? If you insist they be prequalified with your lender you should know. If a person has ill intent toward you they are probably not going to give the lender their name, address, SSN, date of birth, etc. If they make up the information the computer will not be able to prequalify them. Whatever the reason, if they cannot be prequalified don't work with them.

Safety first always. SAR has a text program which you can sign up for. Send the text "sarsafety" to 545454. You will be added to the safety text list. If a safety issue arises in our area you will receive a text advising you of the safety issue so you can protect yourself.

MetroList™ is also paying for a safety program called [Real Safe Agent](#) that you can put on your phone. You download the Real Safe Agent app to your phone and then go to the MetroList™ website to activate. It networks all the participants and subscribers that have the app loaded. In case of an emergency or you feeling unsafe you can enter a code and others in the area will be alerted to your situation and your location. Then anyone in the area can respond. Details of the program are available at the website. Every MetroList™ member should be encouraged to download the app.

Real estate is a great career and it can be practiced safely, but you need to pay attention and always think about your safety before your commission.

SAR MEMBER ANNUAL REPORT

The Bylaws of SAR specify that the required Annual Meeting of the Members shall be on the first Tuesday of October unless changed by the BOD. Notice must be given to the Members at least 10 and not more than 90 days prior to the meeting. **The Annual Meeting of SAR Members will be Tuesday, October 2nd from 9 – 10:30am in the Mack Powell Event Center.**



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New SAR Members receive
25% Discount
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GET RETI

JUMP START YOUR CAREER

Get RETI for your new real estate career or update your skills by attending SAR's premier educational series designed for new or returning agents. Learn from some of SAR's most knowledgeable real estate professionals and expand your understanding of critical areas of real estate.

Series Dates:

Begins Friday, Sept. 11

See full schedule on reverse side

Cost (if paid by 9/9):

Full series: \$50 Per class: \$8

Full series (new SAR members) \$37.50



1

**Real Estate: Living the Dream
 Tips to Make Your Business Life Easier**

2

Understanding the Residential Purchase Agreement

3

**Buyer Consultation and Mortgage Products
 Presenting Offers**

4

Listing Agreements

5

Essential Disclosures

6

zipForm® and DocuSign®

7

Lead Generation

8

Time Mastery for REALTORS®

See more details on reverse side

REGISTER HERE

RETI 2020

A Virtual Presentation

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DAY 1 Real Estate: Living the Dream & Profiting from It

September 11 | 9:00 - 10:30am | Aria Salehpour

Overview of the real estate process, what you will learn in the series, and how to be a passionate, positive REALTOR®.

Tips to Making Your Business Life Easier

September 11 | 10:30am - 12noon | Paula Swayne

Things you should live with and those you shouldn't, common courtesies, the image you should project.

DAY 2 Understanding the RPA

September 18 | 9:00am - 12noon | Dave Tanner

Learn how to complete and present the RPA to buyers and sellers. General timelines of a standard offer.

DAY 3 Buyer Consultation and Mortgage Products

September 25 | 9:00 - 10:30am | Aria S. & Sheryl Hanson

Learn how to create value to earn your buyer's commitment and show why buyers should work with you. Also discover the latest mortgage products available for your clients.

Presenting Offers

September 25 | 10:30am - 12noon | Rachel Thoene

Stop losing buyers to your competition, increase your confidence by learning how to write offers and getting them accepted. Decrease negligent misrepresentation lawsuits.

DAY 4 Listing Agreements

October 2 | 9:00am - 12noon | Dave Tanner

The elements required to make a listing agreement valid, how to select the right agreement for a specific situation, other forms to be used with listing contracts.

DAY 5 Essential Disclosures

October 9 | 9:00am - 12noon | Theresa Gorham

Review the most utilized disclosures, learn how to complete disclosures and discover the latest disclosures.

DAY 6 zipForm® and DocuSign

October 16 | 9:00am - 11:00am | Ray Fuentes

Overview of the various functions of zipForm® Plus, accessing the forms library and how to use DocuSign.

DAY 7 Lead Generation

October 23 | 9:00am - 12noon | Joey Satariano

Affordable techniques for generating leads, improving profitability.

DAY 8 Time Mastery for REALTORS®

October 30 | 9:00am - 12noon | Michael Soon Lee

Time saving techniques, latest theories on multi-tasking, beating burnout, staying focused.

REGISTRATION INFORMATION - Questions - Marcus Arroyo - 916.437.1210

Cost of the series: \$50 (Last year's series was \$110).

Register Here: <https://education.sacrealtor.org/offers/a5Rd7Kop/checkout>

New Members (as of Sept. 2019) receive 25% discount - \$37.50 - contact Marcus at marroyo@sacrealtor.org
Education Club Card holders - contact Marcus at marroyo@sacrealtor.org for discount.

REALTOR® Office Safety

Article #6: REALTOR® Safety: Knowledge Awareness Empowerment

14 Simple Steps for Safeguarding Your Office

By now, you are aware of potential dangers that face real estate agents when they are meeting clients, showing properties or hosting open houses, and in their cars. There is one more place to consider: the office where you work.

You can help safeguard your business's (and your personal) property, and the safety of all who work in the office, with a few procedures and precautions:

1. Know staff in other nearby businesses and be aware of their schedules.
2. Ensure that all doors other than the main entrance are secured.
3. Make certain windows are not obscured so that passersby can see in.
4. Make sure there is a clear exit route from the service desk to the door.
5. Never allow visitors to wander freely about the business. Have the person whom they want to see come to the front office area and escort the individual to the meeting area.
6. Have a visitor log book and policy on issuing visitor tags that limit access to certain areas and hours of the day.
7. If you encounter an individual while working late or alone, indicate to that person that you are not alone. Say something like, "My supervisor will be right with you and should be able to assist you."
8. Keep personal information private. Avoid discussing where you live, after-work or vacation plans in front of customers, new coworkers or anyone in general with whom you are not comfortable.
9. Never leave valuables, purses or wallets tucked behind counters or on desks.
10. Lock away personal letterhead and business cards to avoid use by unauthorized people.
11. Mark equipment for easy identification in the event of theft or damage. Maintain an inventory of all marked items.
12. Lock up audio/visual equipment when not in use.
13. Secure spare and master keys in locked cabinets.
14. Protect client information. Most offices keep sensitive personal information on their computers and/or in paper files—names, Social Security numbers, credit card or other account data—that identifies customers or employees. If this sensitive data falls into the wrong hands, it can lead to fraud or identity theft.

(Source: Sonoma County Crime Crushers)

Visit NAR's REALTOR® Safety Web site at www.REALTOR.org/Safety

This article is part of the NATIONAL ASSOCIATION OF REALTORS®' REALTOR® Safety Resources Kit.





**REALTOR®
SAFETY**
PROGRAM

FALL INTO SAFETY

SEPTEMBER IS REALTOR® SAFETY MONTH

Here are three personal safety tips to remember this fall:

REPLACE YOUR SMOKE DETECTOR BATTERY

Keep safe this season by replacing the battery in your smoke detector. This is also a good time to invest in a carbon monoxide detector as your furnace will be used more often in cold weather, which may increase the risk of a carbon monoxide leak.

SECURE YOUR HOME BY KEEPING A LIGHT ON

This will deter potential criminals from attacking your house or vandalizing property. You don't have to run up the electric bill; even leaving a small light on may be enough to discourage intruders.

PROTECT YOURSELF WHILE IN YOUR VEHICLE

Protect yourself from dangers like carjacking by always being aware of your surroundings. Keep your doors locked and windows rolled up, and call the police if you feel threatened. Keep an emergency pack in your trunk with non-perishable food, water and a blanket. And don't forget a phone charger!

Stay safe on the job, year-round
with tips and tools from NAR at
www.NAR.realtor/Safety



**NATIONAL
ASSOCIATION of
REALTORS®**

Are You Too Nice for Your Own Good?

We're taught to be kind to everyone, but that means keeping your guard down against potential predators. To stay safe, adapt your nature to a more dangerous world.

September 8, 2016

by Graham Wood, senior editor for REALTOR® Magazine

In Robert Siciliano's eyes, no one is ever truly prepared to defend themselves against an attacker. "It goes against human nature," says Siciliano, CEO of IDTheftSecurity.com, who teaches personal safety skills to real estate professionals. "We inherently need to trust one another in order to survive."

According to Siciliano, most of us went through "civilized conditioning" as children, where our parents taught us to be courteous to others. While that's a virtue of society, it also teaches us to keep our guard down — and hampers our ability to assess true danger — when dealing with strangers. "As good as it is to make [kids] behave, it also suppresses their instinctual need for survival. So when they come into contact with a predator, they don't know how to deal with it," Siciliano says.

Having the physical skill to thwart an attacker is only half the battle when it comes to personal safety. The attitude you've learned to adopt in social situations may be the biggest hazard to your safety. That's why some experts suggest reconsidering your outlook on the world, even if it's uncomfortable.

"A lot of people in society choose to ignore what's going on around them," says Gianni Cerretani, a martial artist and mortgage loan originator with HomeBridge Financial Services who teaches a mental-preparedness safety course for real estate pros in Atlanta. A year ago, the Georgia Real Estate Commission approved his class for continuing education credits for local REALTORS®. "We teach that you have to deal with the fact that violence happens and criminals are out there. If you're aware of it, you have a better chance of surviving."

Is It Rude to Be On Guard?

Cerretani was inspired to begin teaching safety after the case of a [man disguised as a woman who brutally attacked several agents](#) in the Atlanta area. The suspect, Jeffrey Shumate, was arrested last year after one such incident, but he has been linked to other attacks dating back to 2000. His first intended victim was Alicia Parks, an agent who was showing him a vacant property. "He was wearing white high heels, black stockings, and bright pink lipstick," recalls Parks, GRI, a sales associate with Keller Williams Realty Lanier Partners in Gainesville, Ga. "He had on leather gloves, and he said his hands were severely burned and he didn't want anyone to see them."

Though she says she was on high alert from the moment they met, Parks thought the incident was a joke — even after the man began using provocative language. But after calling her his girlfriend and trying to get her to follow him to the back of the house, she knew she was in trouble. The meeting only came to an end after Parks accidentally set off the home's alarm system, prompting the man to flee. "I didn't even mean to set it off. I just pushed the wrong numbers," she says.

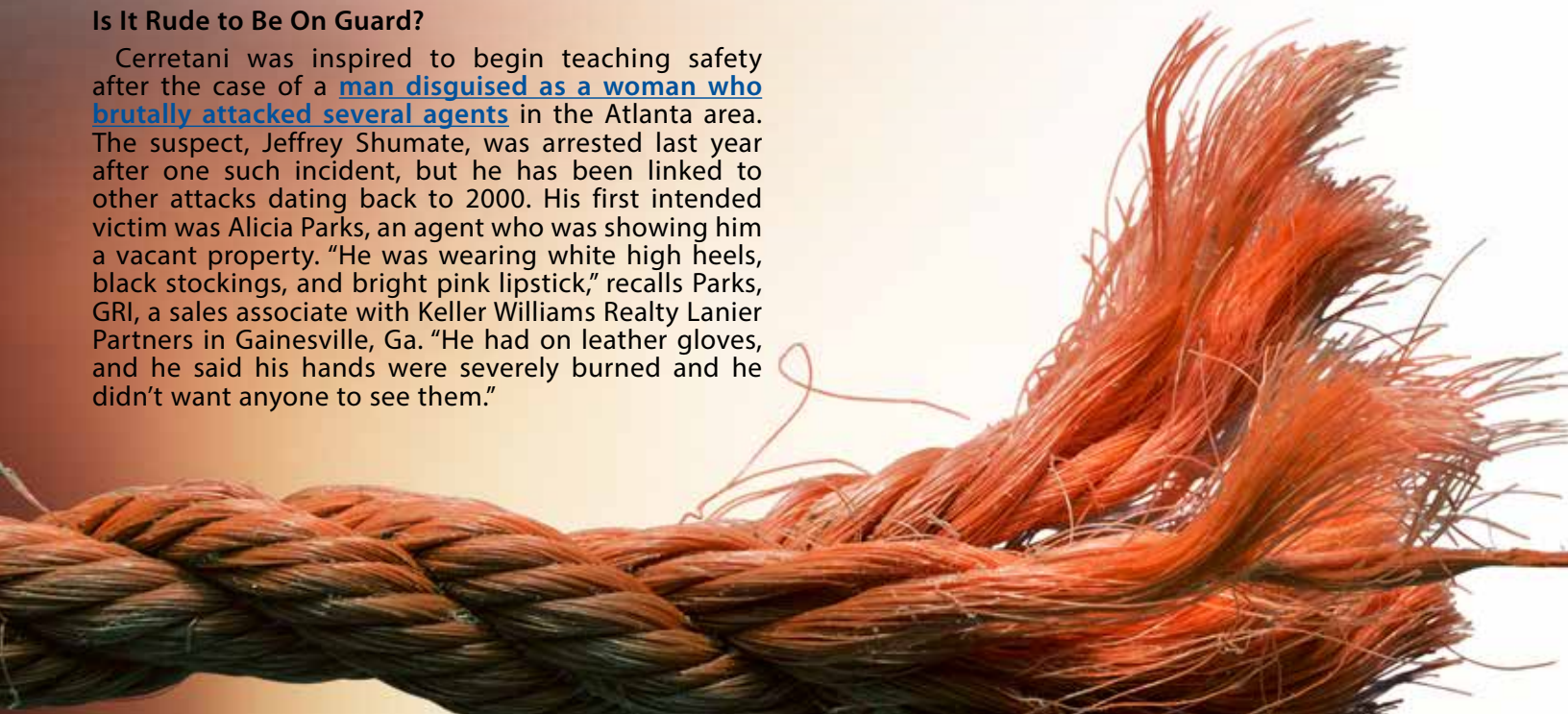
Parks had an odd feeling when she first spoke to the man over the phone, but she went to the showing anyway. "Just the way he talked to me on the phone, he was so insistent that I come show him that house right away, and it was vacant. But I didn't know him so I didn't want to judge him."

Siciliano, who helped formulate the original [REALTOR® Safety](#) initiative with the National Association of REALTORS®, says most people ignore gut feelings of fear or mistrust because they don't want to come off as rude. They also don't think ahead about safety because they adopt the mistaken idea that if they don't think about it, it won't happen to them.

"They live under the myth that if you're prepared for a dangerous situation wherever you go, you're paranoid," he says. "It's the 'it-can't-happen-to-me' syndrome."

Modifying Your Frame of Mind

Cerretani aims to change how people think about safety. Teaching physical combat is an important component of safety training, he notes, but "to try and teach someone who has never done self-defense in their lives how to do martial arts training in a four-hour



class is a waste of time. They're never going to retain that information." So instead, he focuses on mental tips such as these:

- **Look at yourself as a victim.** "We ask people, 'How would you attack you?'" Cerretani says. That question gets people thinking about the weaknesses in their daily routine. Are you often working alone outside the office? Are you aware of whether a door has been locked after you've entered a home with a client? Are you leaving a listing when it's dark? Are your keys in your hand before you get to your car? "One or two people in every class say they don't lock their house. People aren't aware that they're not aware of their vulnerabilities."
- **Be hyperaware in "transitional zones."** Stepping out of your car and into a parking lot, or entering a gas station, particularly at night, are situations in which your level of safety can swing widely. "If you really pay attention to a gas station at night — we call it the 'watering hole' for criminals — there's so much commotion going on that it's very easy to have a criminal activity happen," Cerretani says.
- **Watch people's hands.** Certain hand movements — such as balled-up fists — can signal an intention to attack. Other places to pay special attention to include beltlines and underneath shirts to determine whether a person is carrying a concealed weapon.
- **Focus on what's near you.** Most people focus on their final destination or goal, which can leave them vulnerable. For example, when entering a parking lot, those who are looking for their car are more focused on what's further away. "If attackers are closer to you and you're looking far out, you're vulnerable," Cerretani says.
- **Watch your back when you're on your phone.** Put your back against a wall when you're engulfed in texting or talking on a device so no one can come up behind you and surprise you.

Is the Industry Better Prepared?

Timperis Robertson, founder of the [Interactive Real Estate Academy](#), works with Cerretani to set up his safety class at real estate offices in the Atlanta area. She took his course before it was added to the CE curriculum, and she says it had a big impact on the way she thinks about her day-to-day routine. "It really makes you think about where you're most vulnerable," says Robertson, who is also a practitioner with First Home Realty in Lithonia, Ga. "It touches on the situations we face or may face every day. Those are things we don't think about. We're just so happy to have a client interested in a property."

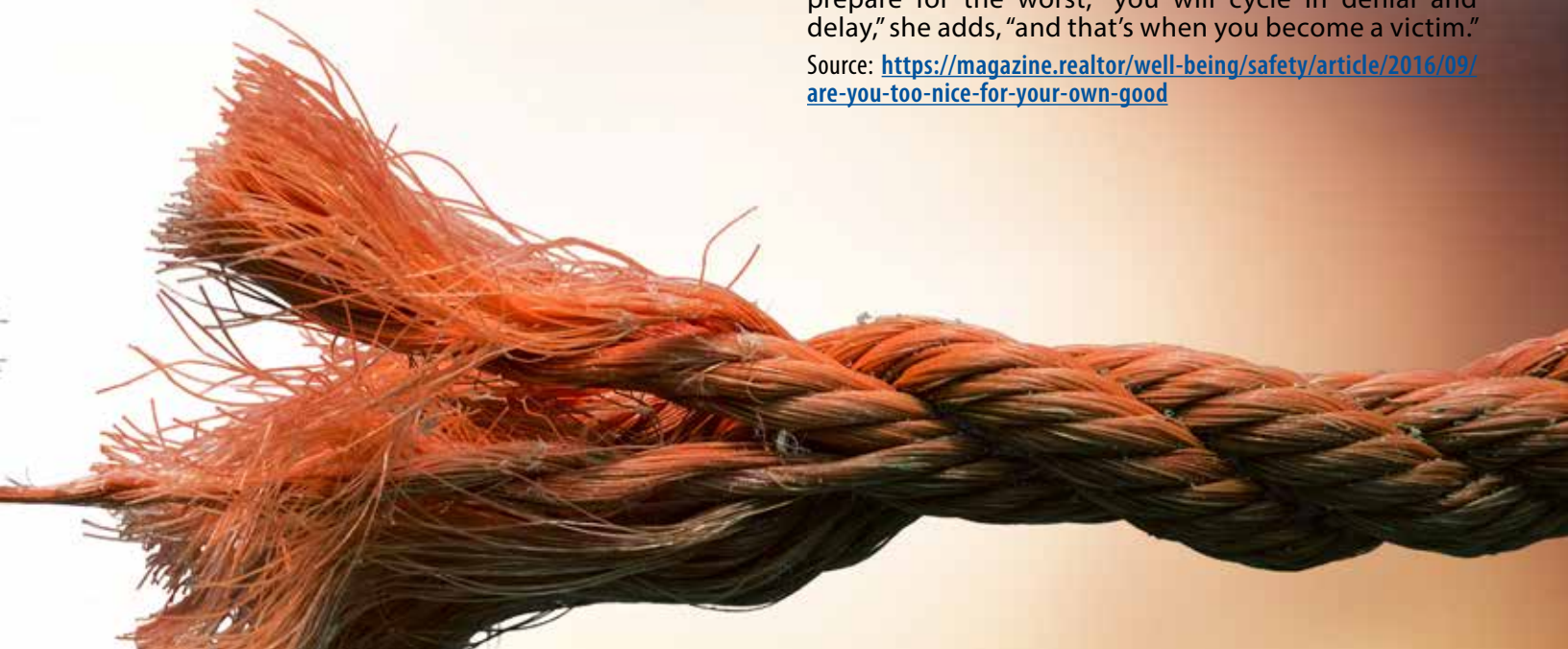
While it takes a concerted effort to change your thinking around safety, it appears many real estate professionals are making strides. With 42 percent of REALTORS® saying they use a safety app on their smartphone, according to the National Association of REALTORS®' [2016 Member Safety Report](#) — a staggering leap from the 13 percent who said so in NAR's [2015 survey](#) — a sea change is evident in the way pros are preparing for danger.

More REALTORS® also say they carry a self-defense weapon in the field, the most popular ones being pepper spray, a firearm, or a pocket knife. However, fewer indicated that their brokerage has standard procedures for agent safety — 44 percent in 2016 versus 46 percent in 2015 — a possible indicator that agents are taking on more ownership of their own protocols.

Still, it can be difficult to get agents who have never experienced an attack to think about common-sense safety measures, says Kimberly Allard-Moccia, who helped develop the Massachusetts Association of REALTORS®' first safety class. "You think you're going to just run if something happens," says Allard-Moccia, GRI, broker-owner of Century 21 Professionals in Braintree, Mass. "Let's face it: If most of us in the room are over 50 and wearing inch-and-a-half heels, you're not going to make it."

If you don't think about safety ahead of time and prepare for the worst, "you will cycle in denial and delay," she adds, "and that's when you become a victim."

Source: <https://magazine.realtor/well-being/safety/article/2016/09/are-you-too-nice-for-your-own-good>



September Main Meeting Video

Following the REALTOR® Safety Month theme, our September Main Meeting featured Sacramento Police Chief Daniel Hahn. Chief Hahn spoke about the recent protests and social unrest in Sacramento, along with the challenges his department faces with COVID-19.

CLICK HERE TO SEE VIDEO



Sign Up for the Haunted Hustle Today!

Don't be scared! It's just running.

The SAR Scholarship Fundraising Committee invites you to participate in their first annual Haunted Hustle Virtual Fun Run! All proceeds will help send local high school seniors to college.

Registration is \$35 and you will get a commemorative race shirt. You will have 2 weeks to complete your run - take a photo and post to this group when you do! We'd love to share our runner/walker's photos.

Got an office that wants to participate? Create an office team of more than 20 people and your office will get a commemorative plaque on the SAR Learning Tree for free!

Limited sponsorship opportunities remain - all sponsors will have their logo on the back of the race shirts and be recognized in digital marketing.

Contact [Madison](#) to become a sponsor and for details!

[More details and registration here.](#)

<https://sacaor.redpodium.com/hauntedhustle>



ABOUT THE MARKET

This month we have two special videos. First, Scott talks with Alexandra Erlich (My Credit Guy) and they cover the following topics:

- The canary is screaming in the coal mine theory
- This is your heads up on credit
- Inactive Credit: (not used in the last 6months of more)
- Use and pay off when bill arrives
- USAA mortgage just raised their minimum credit score to 720
- Much, much more! Tune in to hear it all

[CLICK HERE TO SEE VIDEO](#)



In the second video, Scott talks with Meagan Harris, a trainer for GSFA (Golden State Finance Authority) and they cover:

- Income changes for Open Doors (July 12th start)
- Differences between GSFA Platinum and Open Doors programs
- Tune in below!

[CLICK HERE TO SEE VIDEO](#)





State Passes AB 3088 Providing COVID Related Eviction Relief

On the last day of the legislative session, the California legislature passed and the Governor subsequently signed AB 3088 into law, establishing a moratorium on evictions for non-payment of rent due to COVID-19 financial hardship until January 31, 2021.

Under this new legislation, tenants who are able to demonstrate hardship as a result of the pandemic are only required to pay 25% of their rent from September 1, 2020 through January 31, 2021. If tenants are unable to pay this 25% the landlord may proceed with filing for an eviction beginning February 1, 2021.

The applicability of the moratorium is subject to proof that the tenant is unable to pay rent as a result of the COVID-19 pandemic. While a former version of the bill would have allowed tenants to file an attestation that they were experiencing a pandemic-caused financial hardship, the law would now require that the tenant swear under penalty of perjury that they are enduring hardship due to the COVID-19 pandemic. Furthermore, if a tenant earns 130% of a county's area median income or higher, the owner of the property can ask for proof that the tenant is suffering from financial hardship due to COVID-19, such as a wage-reduction notice from an employer, or notice of a layoff.

This legislation effectively ends the uncertainty as to moratoriums placed on evictions by the individual counties throughout the state. Eviction moratoriums previously passed by counties and cities will be "grandfathered" in, however they will no longer be allowed to pass any extensions regarding non-payment of rent. If a local ordinance gives tenants a period in which to pay off an unpaid rental balance, that period must begin at least by March 1, 2021 and must end no later than March 31, 2022.

Unfortunately, this bill does not provide for protection for property owners who may be relying on the rental income to pay their mortgage. Mortgage forbearance was not included in AB 3088, and property owners are not permitted to sue tenants for unpaid COVID-19 rental debt (other than the debt accrued from September through January as mentioned above) until March 1, 2021.

In an effort to mitigate costs for property owners who have to proceed with eviction cases, this new legislation temporarily expands the jurisdiction of small claims court (which removes the burden and expense of attorney involvement) to allow a property owner to collect rent from their tenant even if the amount sought exceeds the small claims court limits.

However, presumably recognizing the potential hardships this new legislation may cause, the bill also increases penalties for illegal lockouts and intimidation of tenants. As the courts remain closed and the property owners remain helpless as to remedies for non-payment, there have been reports that landlords are increasingly turning toward "self-help," such as simply locking out their tenants from the premises. In an effort to curtail illegal evictions the legislature has decided to increase the penalties for these types of "self-help" measures.

This bill is seen by some as a compromise on the COVID related restrictions that were being sought in other bills, most notably AB 1436. Still the new legislation provides for the protection of tenants and is potentially troublesome for landlords who are relying on the rental income to pay their mortgage, as evictions are once again prohibited for inability to pay rent as a result of COVID-19. The silver lining is that beginning on October 5, 2020, landlords will once again be allowed to proceed with eviction cases for nonpayment of rent or other charges if the tenant has not been impacted by the COVID-19 pandemic. In order to do so however, the landlord must give a 15 business-day notice to the tenant to either pay the demanded amount, vacate the premises, or return a declaration to the landlord, under penalty of perjury, that they have suffered financial hardship as a result of the COVID-19 pandemic.

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

Article 3

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

Case #3-8: REALTOR®'s Obligation to Disclose Dual Commission Arrangements

(Deleted Case #9-25 May, 1988. Revised and reinstated November, 1988 and subsequently revised May, 1989. Reaffirmed April, 1991. Transferred to Article 3 November, 1994. Revised November, 2001. Revised May, 2017.)

REALTORS® A and B were members of the same Association and Participants in the MLS. REALTOR® A, cooperating with REALTOR® B on REALTOR® B's listing, submitted an offer to purchase signed by buyers offering the listed price, and a check for earnest money. The only contingency was a financing contingency, and REALTOR® A shared with REALTOR® B the buyers' loan prequalification letter. The following day, REALTOR® B emailed the offer back to REALTOR® A with "REJECTED" written on it and initialed by the seller, and explained that the seller had accepted another offer secured by one of REALTOR® B's sales Associates. REALTOR® A inquired about the seller's reason for rejecting the full price offer with only a mortgage contingency, and what had caused the seller to accept the other offer. REALTOR® B responded that he did not know, but with equal offers, he supposed the seller would favor the offer secured by the listing broker.

Later, REALTOR® A saw the seller at a dinner party. The seller thanked him for his efforts in connection with the recent sale of the seller's home. The seller hoped REALTOR® A understood there was nothing personal in his decision, adding that the money he saved through his "special agreement" with REALTOR® B had been the deciding factor. When REALTOR® A asked about the "special agreement," the seller explained he had signed a listing agreement for the sale of his property which authorized the submission of the listing to the Multiple Listing Service and specified a certain amount of compensation. However, the seller stated that he had also signed an addendum to the listing agreement specifying that if REALTOR® B sold the listing through his own office, a percentage of the agreed compensation would be discounted to the seller's credit, resulting in a lower commission payable by the seller.

REALTOR® A filed a complaint with the Association of REALTORS® against REALTOR® B, alleging a violation of Article 3. After its review of the complaint, the Grievance Committee requested that an ethics hearing be arranged.

REALTOR® A, in restating his complaint to the Hearing Panel, said that REALTOR® B's failure to disclose the actual terms and conditions of the compensation offered through the MLS resulted in concealment and misrepresentation of pertinent facts to REALTOR® A and to the prospective buyers served by REALTOR® A who had, in good faith, offered to purchase the property at the listed price with only a mortgage contingency. REALTOR® A told the Hearing Panel that if he had known the facts which were not disclosed by REALTOR® B, he could have

fully and accurately informed the buyers who could have taken those facts into consideration when making their offer. As it was, said REALTOR® A, the buyers acting in good faith were deceived by facts unknown to them because they were unknown to REALTOR® A. Further, REALTOR® A said that REALTOR® B's failure to fully disclose the true terms and conditions relating to compensation made it impossible to have a responsible relationship with REALTOR® B and make proper value judgments as to accepting the offer of compensation.

REALTOR® B stated that it was his business what he charged and the Association or MLS could not regulate his charges for his services. If he wished to establish a dual commission charge by agreement with his client, that was his right, and there was no need or right of the Association or MLS to interfere.

The Hearing Panel agreed that it was REALTOR® B's right to establish his fees and charges as he saw fit, and that the Association or MLS could not and would not interfere. However, the Hearing Panel noted that his complete freedom to establish charges for his services did not relieve him of his obligation to fully disclose the real terms and conditions of the compensation offered to the other Participants of the Multiple Listing Service, and did not justify his failure to disclose the dual commission arrangement. In the case of a dual commission arrangement, the listing broker must disclose not only the existence of the "special arrangement" but also must disclose, in response to an inquiry from a potential cooperating broker, the differential that would result in the total commission in a cooperative transaction. The Hearing Panel concluded that by submitting a listing to the MLS indicating that he was offering a certain amount of compensation to cooperating brokers while other relevant terms and conditions were not disclosed to the other MLS Participants, he had concealed and misrepresented real facts and was in violation of Article 3 of the Code of Ethics.



ERIN TEAGUE

Government Affairs
Director

CARTER NELSON

Government Affairs
Coordinator

The general election is coming up fast and your SAR Government Affairs team is working full throttle. In preparation for the general election, we need your help. SAR membership and staff worked hard to make sure we did our part to qualify Proposition 19 for the November ballot. To remind you – Prop 19 is the **“Property Tax Transfers, Exemptions, and Revenue for Wildfire Agencies and Counties Amendment.”**

C.A.R. has been promoting and engaging membership to get the word out about Prop 19 as their top priority for this election. We want to do our part in mobilizing membership to spread the word with your networks to educate people in our region on how valuable this proposition will be to real estate and beyond. This initiative limits property tax increases on primary residences for seniors, people with severe disabilities, families, and wildfire and natural disaster victims. With our clear supply shortage of housing in our region, combined with the impact of wildfires we continue to see, it is pivotal that Prop 19 passes. If passed it removes unfair location restrictions for people who may need to move closer to family for medical care, downsize, have home damage due to wildfires or to find a home that better fits their needs. In practice, this will open up tens of thousands of housing opportunities to make homes more readily available for first-time homeowners, families, and Californians throughout the state.

This Initiative closes unfair loopholes, such as non-Californians avoiding paying their fair share of property taxes on vacation homes, which will generate hundreds of millions for local governments, school districts and fire protection. If passed, Prop 19 will stop tax schemes and deceptive practices that cost California’s local government and schools up to \$1.5 billion every year. Not only does Prop 19 help our schools and increase funding for fire protection, it also provides tax relief for California’s family-owned farms and ranches so they can continue to operate affordably and feed much of our nation and world. Prop 19 protects generational farming by limiting property taxes for family farmers when parents pass the family homes to their children and provides tax savings and protections on the family’s agricultural land.

It’s important as an association to come out in support of this any way we can, both for the good of our region and our state as a whole. This campaign has a very strong social media presence as we know our membership has extensive networks. Please check out C.A.R.’s Prop 19 website and get involved here: <https://www.carhomecoalition.com/get-involved>. We will be posting on social media as well, please feel free to share our posts or check out other tools for generating your own post on the website.

If you have any questions or want to get more involved, please contact our Government Affairs Team.

OCTOBER CALENDAR OF EVENTS

PLEASE NOTE:

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

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am	2 SAR Toastmasters Club (V) 7:30am – 9:00am RETI Series (V) 9:00am – 12noon Broker/Manager Forum (V) 9:30 – 10:30am
5 Education Committee (V) 9:00 – 10:30am WCR Board Meeting (V) 12noon – 1:30pm	6 Main Meeting (V) 9:00 – 10:30am CanTree Committee (V) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am Charity Research Committee (V) 1:00 – 2:00pm SAR Intern Class (V) 2:30 – 4:30pm	7 SAR New Member Orientation (V) 9:00am – 12:30pm	8 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	9 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Staff Meeting (V) 7:30 – 8:30am RETI Series (V) 9:00am – 12noon Sac Area RE Exchange Network (V) 10:00am – 12:30pm
12 SAR Offices Closed Columbus Day Holiday	13 Virtual Regional Meeting (V) ZOOM LINK YPN Advisory Committee 11:00am – 12:30pm	14 AREAA (V) 10:00 – 11:00am New Member Orientation (V) 1:00 – 4:30pm	15 No SAR Events Scheduled	16 SAR Toastmasters Club 7:30am – 9:00am RETI Series (V) 9:00am – 12noon
19 Leadership Academy (V) 1:00 – 2:30pm	20 Virtual Regional Meeting (V) ZOOM LINK Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm SAR Intern Class (V) 2:30 – 4:30pm	21 New Member Orientation (V) 6:00 – 9:30pm	22 No SAR Events Scheduled	23 SAR Toastmasters Club 7:30am – 9:00am RETI Series (V) 9:00am – 12noon
26 No SAR Events Scheduled	27 Virtual Regional Meeting (V) ZOOM LINK Cultural Diversity & Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	28 No SAR Events Scheduled	29 No SAR Events Scheduled	30 SAR Toastmasters Club (V) 7:30am – 9:00am SAR BOD (V) 9:00 – 11:00am RETI Series (V) 9:00am – 12noon

SAR CHARITABLE FOUNDATION'S

DRIVE THRU PASTA FEED

Friday, September 25, 2020

Pick Up from 4:30 - 6:30pm

SAR Parking Lot - 2003 Howe Ave

\$20 PER MEAL

8oz Pasta Dinner, your choice
of meat or marinara sauce.
Served with bread and salad.

Preorder by September 21st, 4:00pm

To keep everyone safe we cannot accept payment on-site.
You must preorder.

Catered by



sacrealtor.org/pasta

*While you're picking up, see the Mack Powell Event Center Renovation in progress!
Visit SacRealtor.org/renovation to keep up on the transformation.*

SAR Charitable Foundation, Inc. is a 501(c)(3) organization

Sponsorship Opportunities

All sponsorship levels will receive recognition on social media.

Godfather | \$1,500

15 Meals Included

Consigliere | \$1,000

10 Meals Included

Goodfella | \$750

8 Meals Included

Musica | \$500

6 Meals Included

Tavolo | \$250

4 Meals Included

Charitable Foundation Tax ID: 30-0691274

For details contact Lyndsey Harank at lharank@sacrealtor.org
or visit www.sacrealtor.org/pasta to pre-order.



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.

SEPTEMBER

CLASS

15	12noon – 1:30pm	PROPERTY MANAGEMENT UPDATES: COVID, RENT CONTROL & EVICTIONS	REGISTER/MORE INFO HERE
18	9:00am – 12noon	UNDERSTANDING THE RESIDENTIAL PURCHASE AGREEMENT RETI SERIES – DAY 2	REGISTER/MORE INFO HERE
25	9:00am – 12noon	BUYER CONSULTATION AND MORTGAGE PRODUCTS & PRESENTING OFFERS RETI SERIES – DAY 3	REGISTER/MORE INFO HERE
28	9:00 – 10:30am	HOW TO TRIPLE YOUR INCOME WITH SHORT-TERM RENTALS	REGISTER/MORE INFO HERE

OCTOBER

CLASS

2	9:00am – 12noon	LISTING AGREEMENTS RETI SERIES – DAY 4	REGISTER/MORE INFO HERE
9	9:00am – 12noon	ESSENTIAL DISCLOSURES RETI SERIES – DAY 5	REGISTER/MORE INFO HERE
16	9:00am – 12noon	ZIPFORM® AND DOCUSIGN RETI SERIES – DAY 6	REGISTER/MORE INFO HERE
23	9:00am – 12noon	LEAD GENERATION RETI SERIES – DAY 7	REGISTER/MORE INFO HERE
30	9:00am – 12noon	TIME MASTERY FOR REALTORS® RETI SERIES – DAY 8	REGISTER/MORE INFO HERE

Please View [online education resource page](#) 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](#).

ESSENTIAL DISCLOSURES 2

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

[REGISTER/MORE INFO HERE](#)

THE A-Z OF LEAD GENERATION

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

[REGISTER/MORE INFO HERE](#)

PANDEMIC MARKET TRENDS 2

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

[REGISTER/MORE INFO HERE](#)

SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY

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

[REGISTER/MORE INFO HERE](#)

SHORT SALES & FORECLOSURES FROM A LEGAL PERSPECTIVE

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

[REGISTER/MORE INFO HERE](#)

BRANDING YOURSELF 101

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

[REGISTER/MORE INFO HERE](#)

STAYING OUT OF COURT - RISK MANAGEMENT

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

[REGISTER/MORE INFO HERE](#)

6 SURPRISING LINKEDIN TIPS FOR REALTORS®

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

[REGISTER/MORE INFO HERE](#)

ESSENTIAL DISCLOSURES 1

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

[REGISTER/MORE INFO HERE](#)

PROBATE REAL ESTATE SALES

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

[REGISTER/MORE INFO HERE](#)

EVERYTHING VA IN 90 MINUTES

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

[REGISTER/MORE INFO HERE](#)

6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

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

[REGISTER/MORE INFO HERE](#)

STAYING OUT OF COURT 2

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

[REGISTER/MORE INFO HERE](#)

August 2020

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Ashley Bailey-Curtin
Two Men And A Truck

Bailey Burke
Sierra Oak Insurance Services

Elena Crawford
Orange Coast Title

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Martin Atencio
Bear Flag Realty

Sergio Casas
Sergio Casas

Scott MacDonald
Residential Agent, Inc.

Jacqueline Shipley
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Victor Avila
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Matthew Balance
eXp Realty of California, Inc.

Abigail Ballesteros
Consumer Plus Realty

Jeffrey Bangerter
Mid Valley Funding & Inv., Inc.

Melanie Barrett
Better Homes and Gardens RE

Michele Bartucca
Redfin Corporation

Thomas Beaner
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Daniel Bebermeyer
Claiborne Real Estate

Charles Blaskoski
California Realty Partners

Michael Breinke
Laura Frey, Broker

Mark Brown
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Jonathan Cabrera Rodriguez
CB Legends Real Estate

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SacRental Property Management

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Martha Czosnyka
RE/MAX Gold Folsom

Ramesh Dasari
Reed Block Realty

Clifford Dees
Keller Williams Realty Folsom

Steven Duarte
Quest Realty

Sara Easterbrook
CB Legends Real Estate

Harvey Edwards
Frank Guidi

Kyle Flohr-Jemmings
Gonsalves R.E. Properties

Kathleen Gerhardy-Jones
Plumas Lake Properties

Serina Gomez
Keller Williams Realty Natomas

Narciso Gonzalez
HomeMart Realty Services

Travis Grossman
Lyon RE LP

Carol Hoyt
Keller Williams Realty Natomas

Ryan Huson
eXp Realty of California, Inc.

Yolanda Johnson
Drum Key Investments

Mandip Kaile
Berkshire Hathaway HS Elite

Sumeet Kaur
Lyon RE Elk Grove

Charlene Lane
Redfin Corporation

Meghan Laymance
Keller Williams Realty Natomas

Chau Le
Portfolio Real Estate

Angelica Levko
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Melinda Levy-Storms
Lyon RE Sierra Oaks

Jeannine Loop
Dynamic Real Estate

Sean Mani
Keller Williams Realty Natomas

Byllee Jo McClure
HomeSmart ICARE Realty

Alexander McIvor
Dunnigan, REALTORS®

Bhavesh Mehta
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Dalton Melvin
Keller Williams Realty Natomas

Aaron Merlo
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Mohammad Mishal
HomeSmart ICARE Realty

Alexander Ossa
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Angelica Ponce
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Miles Pruitt
Maloof Properties

Patricia Sapiens
Keller Williams Realty Natomas

Cole Shepherd
Prime Real Estate

Jadadish Shrestha
Lyon RE Elk Grove

David Straughter
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Shiloh Temple
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Mi-Chelle Thomas
Century 21 Select Real Estate

Quang Tran
eXp Realty of California, Inc.

Annalise Tran
Portfolio Real Estate

Michael von Quilich
Melody Royal Real Estate

Kyri Washington
Carlile Realty & Lending

Rialee Williams
Coldwell Banker Realty

WELCOME

SACRAMENTO HOUSING STATISTICS

July home sales rebound, sales price climbs

JULY

July ended with 1,772 sales, up 17.7% from the 1,506 sales in June. Compared to one year ago (1,693), the current figure is up 4.7%. Of the 1,772 sales this month, 162 (9.1%) used cash financing, 1,185 (66.9%) used conventional, 293 (16.5%) used FHA, 104 (5.9%) used VA and 28 (1.6%) used Other† types of financing.

The median sales price increased 1.9% for the month from \$415,000 to \$422,745. This figure is up 8.4% from July 2019 (\$390,000).

The Active Listing Inventory decreased 15.3% from June to July, from 1,495 units to 1,266 units. Compared with July 2019 (2,425), inventory is down 47.8%. The Months of Inventory decreased from 1 Month to .7 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) decreased from 10 to 9 and the Average DOM increased from 23 to 25. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,772 sales this month, 74.8% (1,326) were on the market for 30 days or less and 88.3% (1,565) were on the market for 60 days or less.

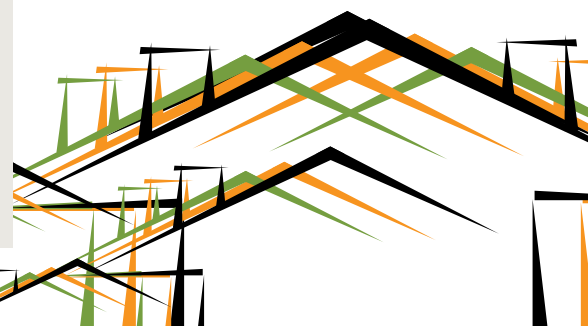
The Average Price/SqFt of all homes sold decreased from \$261 to \$258 from June to July. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	13	8	1.6
\$200,000 - \$249,999	19	30	0.6
\$250,000 - \$299,999	76	112	0.7
\$300,000 - \$349,999	109	254	0.4
\$350,000 - \$399,999	168	328	0.5
\$400,000 - \$449,999	153	289	0.5
\$450,000 - \$499,999	140	219	0.6
\$500,000 - \$749,000	364	413	0.9
\$750,000 - \$999,999	117	82	1.4
\$1,000,000 and over	107	37	2.9
Total:	1,266	1,772	Total: 0.7

Market Snapshot - July 2020					
	Jul-20	Jun-20	Change	Jul-19	Change (from '19)
Sales	1,772	1,506	17.7%	1,693	4.7%
Median Sales Price	\$422,745	\$415,000	1.9%	\$390,000	8.4%
Active Inventory	1,266	1,495	-15.3%	2,425	-47.8%
Median DOM	9	10	-10.0%	11	-18.2%
Avg. Price/SqFt	\$258	\$266	-3.0%	\$250	3.2%

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

July 2020

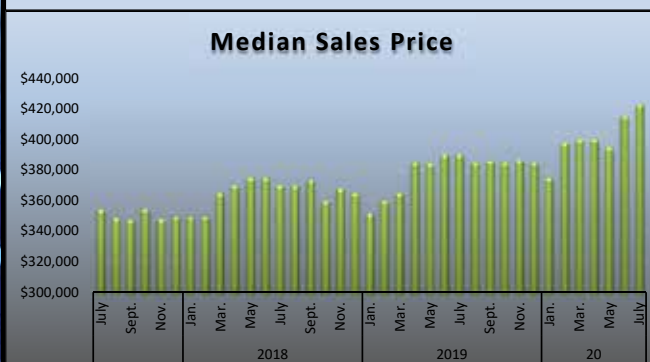
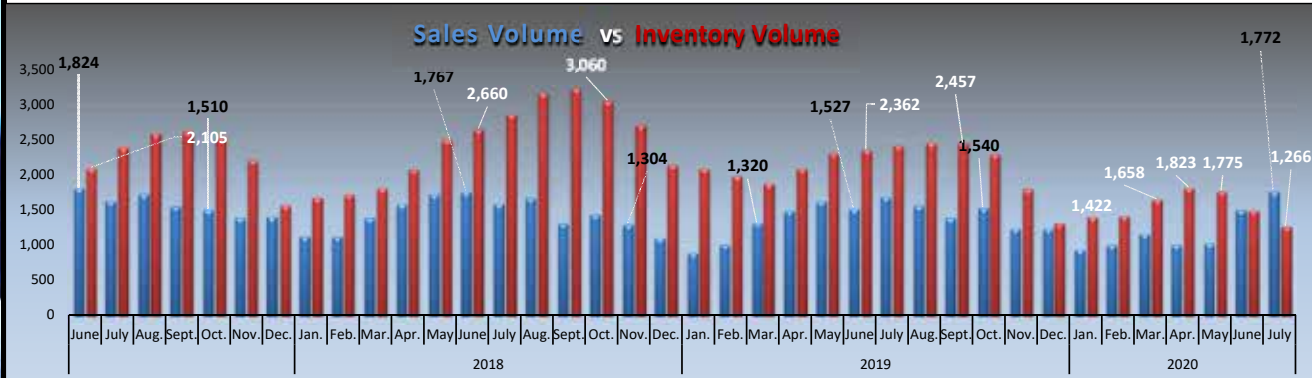
MLS STATISTICS for July 2020

Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,873		1,776	5.5%		2,138		-12.4%
Active Listing Inventory †	1,266		1,495	-15.3%		2,425		-47.8%
Pending Sales This Month*	2,325		2,253	3.2%		2,030		14.5%
Number of REO Sales	12	0.7%	11	9%	0.7%	18	1.1%	-33.3%
Number of Short Sales	5	0.3%	4	25%	0.3%	8	0.5%	-37.5%
Equity Sales	1,755	99.0%	1,491	17.7%	99.0%	1,667	98.5%	5.3%
Other (non-REO/-Short Sale/-Equi	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,772	100%	1,506	17.7%	100%	1,693	100.0%	4.7%
Months Inventory	0.7 Months		1 Months	-30.0%		1.4 Months		-50.0%
Dollar Value of Closed Escrows	\$830,340,176		\$681,602,835	21.8%		\$738,531,935		12.4%
Median	\$422,745		\$415,000	1.9%		\$390,000		8.4%
Mean	\$468,589		\$452,592	3.5%		\$436,227		7.4%
Year-to-Date Statistics	1/01/20 to 7/31/20		1/01/20 to 7/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			7/31/2019		Change
Number of Closed Escrows	8,451		8,631			9,575		-11.7%
Dollar Value of Closed Escrows	\$3,728,215,751		\$3,800,822,471			\$3,928,834,131		-5.1%
Median	\$402,000		\$402,000			\$375,000		7.2%
Mean	\$441,156.76		\$440,369			\$410,322		7.5%



Sacramento County Statistics
brought to you by:

Your Real Estate Office

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

David Brooker
REALTOR®/Specialist

"SAR Members Only"

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

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

Data for Sacramento County and the City of West Sacramento

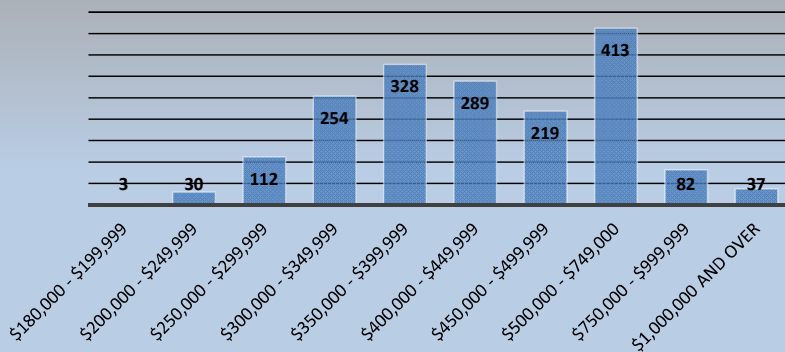
MLS STATISTICS for July 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

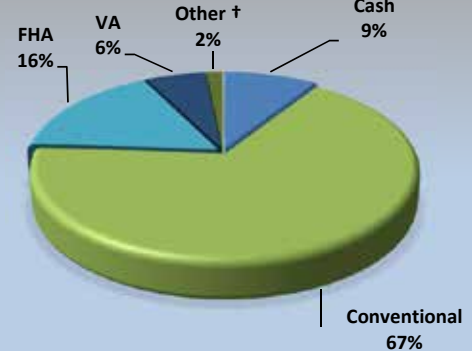
1 House on Lot

Total: 1,772

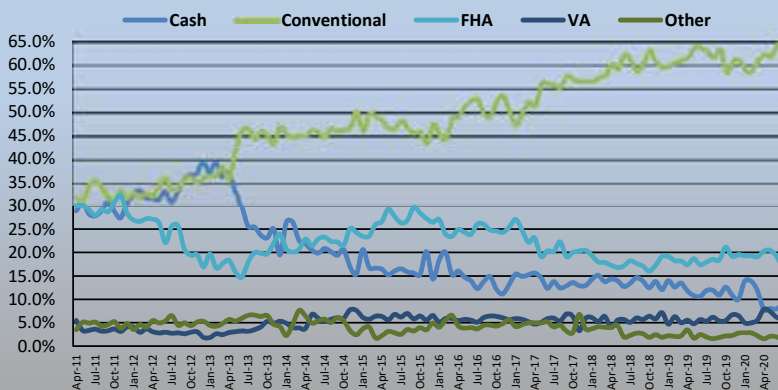


Type of Financing/Days on Market

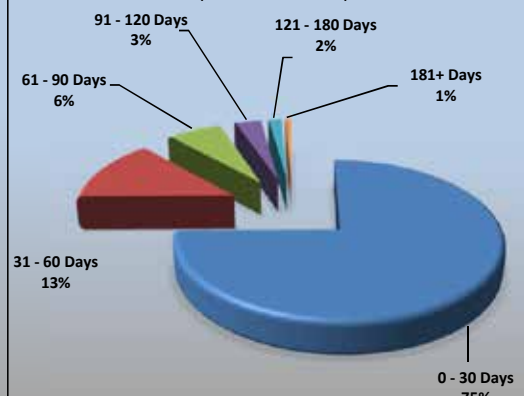
TYPE OF FINANCING (1 House on Lot)



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	162	9.1%	120	8.0%	0 - 30	1,326	74.8%	78.6%	73.6%
Conventional	1,185	66.9%	974	64.7%	31 - 60	239	13.5%	12.6%	14.6%
FHA	293	16.5%	289	19.2%	61 - 90	114	6.4%	4.9%	6.2%
VA	104	5.9%	93	6.2%	91 - 120	54	3.0%	2.2%	3.0%
Other †	28	1.6%	30	2.0%	121 - 180	27	1.5%	1.2%	1.9%
Total	1,772	100.0%	1,506	100.0%	181+	12	0.7%	0.5%	0.8%
					Total	1,772	100.0%	100.0%	100.0%

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

Median DOM:	9	9
Average DOM:	25	19
Average Price/Square Foot:	\$258.0	\$261.0

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

JULY 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	74	REO Sales 0	66	63	356
	Median Sales Price	\$487,500	\$0	\$450,000	\$430,000	\$450,500
	Average Price/Square Foot	\$275	Short Sales 0	\$277	\$260	N/A
	Average Sq Ft of Property	2,021	\$0	1,929	1,977	N/A
	Total Listing Inventory *	59	Conventional 74	72	122	N/A
	Total Listing Median Price ∞	\$617,450	Sales \$487,500	\$597,000	\$519,950	N/A
95610 Citrus Heights	Total Sales	40	REO Sales 0	38	52	215
	Median Sales Price	\$407,500	\$0	\$395,250	\$370,500	\$395,000
	Average Price/Square Foot	\$269	Short Sales 0	\$247	\$235	N/A
	Average Sq Ft of Property	1,676	\$0	1,658	1,730	N/A
	Total Listing Inventory *	32	Conventional 40	32	78	N/A
	Total Listing Median Price ∞	\$439,450	Sales \$407,500	\$434,500	\$399,900	N/A
95621 Citrus Heights	Total Sales	56	REO Sales 1	45	45	270
	Median Sales Price	\$365,000	\$340,000	\$365,000	\$343,000	\$355,000
	Average Price/Square Foot	\$287	Short Sales 0	\$241	\$247	N/A
	Average Sq Ft of Property	2,620	\$0	1,391	1,439	N/A
	Total Listing Inventory *	29	Conventional 55	25	48	N/A
	Total Listing Median Price ∞	\$375,000	Sales \$365,000	\$380,000	\$352,500	N/A
95624 Elk Grove	Total Sales	71	REO Sales 0	64	84	340
	Median Sales Price	\$474,000	\$0	\$462,500	\$461,500	\$460,000
	Average Price/Square Foot	\$247	Short Sales 0	\$238	\$229	N/A
	Average Sq Ft of Property	2,117	\$0	2,082	2,290	N/A
	Total Listing Inventory *	48	Conventional 71	49	107	N/A
	Total Listing Median Price ∞	\$585,900	Sales \$474,000	\$569,000	\$519,950	N/A
95626 Elverta	Total Sales	6	REO Sales 0	2	2	24
	Median Sales Price	\$448,500	\$0	\$445,550	\$334,500	\$346,000
	Average Price/Square Foot	\$312	Short Sales 0	\$287	\$244	N/A
	Average Sq Ft of Property	1,484	\$0	1,576	1,447	N/A
	Total Listing Inventory *	4	Conventional 6	5	12	N/A
	Total Listing Median Price ∞	\$394,450	Sales \$448,500	\$350,000	\$347,500	N/A
95628 Fair Oaks	Total Sales	73	REO Sales 1	52	67	325
	Median Sales Price	\$480,000	\$450,000	\$485,000	\$465,000	\$473,000
	Average Price/Square Foot	\$281	Short Sales 0	\$258	\$242	N/A
	Average Sq Ft of Property	1,949	\$0	2,096	2,109	N/A
	Total Listing Inventory *	66	Conventional 72	83	121	N/A
	Total Listing Median Price ∞	\$649,900	Sales \$482,500	\$632,000	\$599,900	N/A
95630 Folsom	Total Sales	113	REO Sales 0	99	84	461
	Median Sales Price	\$570,000	\$0	\$625,000	\$572,165	\$589,000
	Average Price/Square Foot	\$304	Short Sales 0	\$285	\$280	N/A
	Average Sq Ft of Property	2,106	\$0	2,405	2,281	N/A
	Total Listing Inventory *	63	Conventional 113	108	156	N/A
	Total Listing Median Price ∞	\$595,000	Sales \$570,000	\$641,950	\$624,975	N/A
95632 Galt	Total Sales	45	REO Sales 0	40	39	198
	Median Sales Price	\$462,000	\$0	\$382,000	\$382,500	\$400,000
	Average Price/Square Foot	\$256	Short Sales 0	\$248	\$229	N/A
	Average Sq Ft of Property	1,903	\$0	1,748	1,900	N/A
	Total Listing Inventory *	32	Conventional 45	39	67	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$462,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	4	REO Sales 0	1	4	7
	Median Sales Price	\$649,000	\$0	\$555,000	\$553,725	\$555,000
	Average Price/Square Foot	\$331	Short Sales 0	\$198	\$333	N/A
	Average Sq Ft of Property	1,837	\$0	2,804	1,650	N/A
	Total Listing Inventory *	4	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$745,000	Sales \$649,000	\$699,950	\$557,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	2	2	8
	Median Sales Price	\$499,750	\$0	\$267,500	\$500,000	\$357,500
	Average Price/Square Foot	\$302	Short Sales 0	\$204	\$210	N/A
	Average Sq Ft of Property	1,626	\$0	1,428	2,382	N/A
	Total Listing Inventory *	8	Conventional 2	8	10	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$499,750	\$249,000	\$449,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	3	9	24
	Median Sales Price	\$405,000	\$0	\$365,000	\$357,000	\$401,000
	Average Price/Square Foot	\$257	Short Sales 0	\$247	\$234	N/A
	Average Sq Ft of Property	1,583	\$0	1,613	1,859	N/A
	Total Listing Inventory *	1	Conventional 4	3	4	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$405,500	\$399,000	\$360,000	N/A
95660 North Highlands	Total Sales	34	REO Sales 0	31	26	191
	Median Sales Price	\$306,000	\$0	\$285,000	\$277,450	\$285,000
	Average Price/Square Foot	\$250	Short Sales 0	\$260	\$231	N/A
	Average Sq Ft of Property	1,291	\$0	1,132	1,253	N/A
	Total Listing Inventory *	19	Conventional 34	25	32	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$306,000	\$317,500	\$264,900	N/A
95662 Orangevale	Total Sales	51	REO Sales 0	49	49	220
	Median Sales Price	\$430,000	\$0	\$450,000	\$389,000	\$436,500
	Average Price/Square Foot	\$285	Short Sales 0	\$273	\$264	N/A
	Average Sq Ft of Property	1,697	\$0	1,853	1,684	N/A
	Total Listing Inventory *	31	Conventional 51	30	62	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$430,000	\$609,500	\$519,999	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
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	Median Sales Price	\$487,500	\$0	\$450,000	\$430,000	\$450,500
	Average Price/Square Foot	\$275	Short Sales 0	\$277	\$260	N/A
	Average Sq Ft of Property	2,021	\$0	1,929	1,977	N/A
	Total Listing Inventory *	59	Conventional 74	72	122	N/A
	Total Listing Median Price ∞	\$617,450	Sales \$487,500	\$597,000	\$519,950	N/A
95610 Citrus Heights	Total Sales	40	REO Sales 0	38	52	215
	Median Sales Price	\$407,500	\$0	\$395,250	\$370,500	\$395,000
	Average Price/Square Foot	\$269	Short Sales 0	\$247	\$235	N/A
	Average Sq Ft of Property	1,676	\$0	1,658	1,730	N/A
	Total Listing Inventory *	32	Conventional 40	32	78	N/A
	Total Listing Median Price ∞	\$439,450	Sales \$407,500	\$434,500	\$399,900	N/A
95621 Citrus Heights	Total Sales	56	REO Sales 1	45	45	270
	Median Sales Price	\$365,000	\$340,000	\$365,000	\$343,000	\$355,000
	Average Price/Square Foot	\$287	Short Sales 0	\$241	\$247	N/A
	Average Sq Ft of Property	2,620	\$0	1,391	1,439	N/A
	Total Listing Inventory *	29	Conventional 55	25	48	N/A
	Total Listing Median Price ∞	\$375,000	Sales \$365,000	\$380,000	\$352,500	N/A
95624 Elk Grove	Total Sales	71	REO Sales 0	64	84	340
	Median Sales Price	\$474,000	\$0	\$462,500	\$461,500	\$460,000
	Average Price/Square Foot	\$247	Short Sales 0	\$238	\$229	N/A
	Average Sq Ft of Property	2,117	\$0	2,082	2,290	N/A
	Total Listing Inventory *	48	Conventional 71	49	107	N/A
	Total Listing Median Price ∞	\$585,900	Sales \$474,000	\$569,000	\$519,950	N/A
95626 Elverta	Total Sales	6	REO Sales 0	2	2	24
	Median Sales Price	\$448,500	\$0	\$445,550	\$334,500	\$346,000
	Average Price/Square Foot	\$312	Short Sales 0	\$287	\$244	N/A
	Average Sq Ft of Property	1,484	\$0	1,576	1,447	N/A
	Total Listing Inventory *	4	Conventional 6	5	12	N/A
	Total Listing Median Price ∞	\$394,450	Sales \$448,500	\$350,000	\$347,500	N/A
95628 Fair Oaks	Total Sales	73	REO Sales 1	52	67	325
	Median Sales Price	\$480,000	\$450,000	\$485,000	\$465,000	\$473,000
	Average Price/Square Foot	\$281	Short Sales 0	\$258	\$242	N/A
	Average Sq Ft of Property	1,949	\$0	2,096	2,109	N/A
	Total Listing Inventory *	66	Conventional 72	83	121	N/A
	Total Listing Median Price ∞	\$649,900	Sales \$482,500	\$632,000	\$599,900	N/A
95630 Folsom	Total Sales	113	REO Sales 0	99	84	461
	Median Sales Price	\$570,000	\$0	\$625,000	\$572,165	\$589,000
	Average Price/Square Foot	\$304	Short Sales 0	\$285	\$280	N/A
	Average Sq Ft of Property	2,106	\$0	2,405	2,281	N/A
	Total Listing Inventory *	63	Conventional 113	108	156	N/A
	Total Listing Median Price ∞	\$595,000	Sales \$570,000	\$641,950	\$624,975	N/A
95632 Galt	Total Sales	45	REO Sales 0	40	39	198
	Median Sales Price	\$462,000	\$0	\$382,000	\$382,500	\$400,000
	Average Price/Square Foot	\$256	Short Sales 0	\$248	\$229	N/A
	Average Sq Ft of Property	1,903	\$0	1,748	1,900	N/A
	Total Listing Inventory *	32	Conventional 45	39	67	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$462,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	4	REO Sales 0	1	4	7
	Median Sales Price	\$649,000	\$0	\$555,000	\$553,725	\$555,000
	Average Price/Square Foot	\$331	Short Sales 0	\$198	\$333	N/A
	Average Sq Ft of Property	1,837	\$0	2,804	1,650	N/A
	Total Listing Inventory *	4	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$745,000	Sales \$649,000	\$699,950	\$557,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	2	2	8
	Median Sales Price	\$499,750	\$0	\$267,500	\$500,000	\$357,500
	Average Price/Square Foot	\$302	Short Sales 0	\$204	\$210	N/A
	Average Sq Ft of Property	1,626	\$0	1,428	2,382	N/A
	Total Listing Inventory *	8	Conventional 2	8	10	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$499,750	\$249,000	\$449,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	3	9	24
	Median Sales Price	\$405,000	\$0	\$365,000	\$357,000	\$401,000
	Average Price/Square Foot	\$257	Short Sales 0	\$247	\$234	N/A
	Average Sq Ft of Property	1,583	\$0	1,613	1,859	N/A
	Total Listing Inventory *	1	Conventional 4	3	4	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$405,500	\$399,000	\$360,000	N/A
95660 North Highlands	Total Sales	34	REO Sales 0	31	26	191
	Median Sales Price	\$306,000	\$0	\$285,000	\$277,450	\$285,000
	Average Price/Square Foot	\$250	Short Sales 0	\$260	\$231	N/A
	Average Sq Ft of Property	1,291	\$0	1,132	1,253	N/A
	Total Listing Inventory *	19	Conventional 34	25	32	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$306,000	\$317,500	\$264,900	N/A
95662 Orangevale	Total Sales	51	REO Sales 0	49	49	220
	Median Sales Price	\$430,000	\$0	\$450,000	\$389,000	\$436,500
	Average Price/Square Foot	\$285	Short Sales 0	\$273	\$264	N/A
	Average Sq Ft of Property	1,697	\$0	1,853	1,684	N/A
	Total Listing Inventory *	31	Conventional 51	30	62	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$430,000	\$609,500	\$519,999	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

JULY 2020

July 2020

Zip Code	Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	74	66	63	356
	Median Sales Price	\$487,500	\$450,000	\$430,000	\$450,500
	Average Price/Square Foot	\$275	\$277	\$260	N/A
	Average Sq Ft of Property	2,021	1,929	1,977	N/A
	Total Listing Inventory *	59	72	122	N/A
	Total Listing Median Price ∞	\$617,450	\$597,000	\$519,950	N/A
95610 Citrus Heights	Total Sales	40	38	52	215
	Median Sales Price	\$407,500	\$395,250	\$370,500	\$395,000
	Average Price/Square Foot	\$269	\$247	\$235	N/A
	Average Sq Ft of Property	1,676	1,658	1,730	N/A
	Total Listing Inventory *	32	32	78	N/A
	Total Listing Median Price ∞	\$439,450	\$434,500	\$399,900	N/A
95621 Citrus Heights	Total Sales	56	45	45	270
	Median Sales Price	\$365,000	\$365,000	\$343,000	\$355,000
	Average Price/Square Foot	\$287	\$241	\$247	N/A
	Average Sq Ft of Property	2,620	1,391	1,439	N/A
	Total Listing Inventory *	29	25	48	N/A
	Total Listing Median Price ∞	\$375,000	\$380,000	\$352,500	N/A
95624 Elk Grove	Total Sales	71	64	84	340
	Median Sales Price	\$474,000	\$462,500	\$461,500	\$460,000
	Average Price/Square Foot	\$247	\$238	\$229	N/A
	Average Sq Ft of Property	2,117	2,082	2,290	N/A
	Total Listing Inventory *	48	49	107	N/A
	Total Listing Median Price ∞	\$585,900	\$569,000	\$519,950	N/A
95626 Elverta	Total Sales	6	2	2	24
	Median Sales Price	\$448,500	\$445,550	\$334,500	\$346,000
	Average Price/Square Foot	\$312	\$287	\$244	N/A
	Average Sq Ft of Property	1,484	1,576	1,447	N/A
	Total Listing Inventory *	4	5	12	N/A
	Total Listing Median Price ∞	\$394,450	\$350,000	\$347,500	N/A
95628 Fair Oaks	Total Sales	73	52	67	325
	Median Sales Price	\$480,000	\$485,000	\$465,000	\$473,000
	Average Price/Square Foot	\$281	\$258	\$242	N/A
	Average Sq Ft of Property	1,949	2,096	2,109	N/A
	Total Listing Inventory *	66	83	121	N/A
	Total Listing Median Price ∞	\$649,900	\$632,000	\$599,900	N/A
95630 Folsom	Total Sales	113	99	84	461
	Median Sales Price	\$570,000	\$625,000	\$572,165	\$589,000
	Average Price/Square Foot	\$304	\$285	\$280	N/A
	Average Sq Ft of Property	2,106	2,405	2,281	N/A
	Total Listing Inventory *	63	108	156	N/A
	Total Listing Median Price ∞	\$595,000	\$641,950	\$624,975	N/A
95632 Galt	Total Sales	45	40	39	198
	Median Sales Price	\$462,000	\$382,000	\$382,500	\$400,000
	Average Price/Square Foot	\$256	\$248	\$229	N/A
	Average Sq Ft of Property	1,903	1,748	1,900	N/A
	Total Listing Inventory *	32	39	67	N/A
	Total Listing Median Price ∞	\$485,000	\$485,000	\$475,000	N/A
95638 Herald	Total Sales	4	1	4	7
	Median Sales Price	\$649,000	\$555,000	\$553,725	\$555,000
	Average Price/Square Foot	\$331	\$198	\$333	N/A
	Average Sq Ft of Property	1,837	2,804	1,650	N/A
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	Average Sq Ft of Property	1,291	1,132	1,253	N/A
	Total Listing Inventory *	19	25	32	N/A
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			(by type)			
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	Median Sales Price	\$365,000	\$340,000	\$365,000	\$343,000	\$355,000
	Average Price/Square Foot	\$287	Short Sales 0	\$241	\$247	N/A
	Average Sq Ft of Property	2,620	\$0	1,391	1,439	N/A
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	Average Price/Square Foot	\$312	Short Sales 0	\$287	\$244	N/A
	Average Sq Ft of Property	1,484	\$0	1,576	1,447	N/A
	Total Listing Inventory *	4	Conventional 6	5	12	N/A
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	Average Sq Ft of Property	1,949	\$0	2,096	2,109	N/A
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	Average Sq Ft of Property	1,903	\$0	1,748	1,900	N/A
	Total Listing Inventory *	32	Conventional 45	39	67	N/A
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95638 Herald	Total Sales	4	REO Sales 0	1	4	7
	Median Sales Price	\$649,000	\$0	\$555,000	\$553,725	\$555,000
	Average Price/Square Foot	\$331	Short Sales 0	\$198	\$333	N/A
	Average Sq Ft of Property	1,837	\$0	2,804	1,650	N/A
	Total Listing Inventory *	4	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$745,000	Sales \$649,000	\$699,950	\$557,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	2	2	8
	Median Sales Price	\$499,750	\$0	\$267,500	\$500,000	\$357,500
	Average Price/Square Foot	\$302	Short Sales 0	\$204	\$210	N/A
	Average Sq Ft of Property	1,626	\$0	1,428	2,382	N/A
	Total Listing Inventory *	8	Conventional 2	8	10	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$499,750	\$249,000	\$449,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	3	9	24
	Median Sales Price	\$405,000	\$0	\$365,000	\$357,000	\$401,000
	Average Price/Square Foot	\$257	Short Sales 0	\$247	\$234	N/A
	Average Sq Ft of Property	1,583	\$0	1,613	1,859	N/A
	Total Listing Inventory *	1	Conventional 4	3	4	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$405,500	\$399,000	\$360,000	N/A
95660 North Highlands	Total Sales	34	REO Sales 0	31	26	191
	Median Sales Price	\$306,000	\$0	\$285,000	\$277,450	\$285,000
	Average Price/Square Foot	\$250	Short Sales 0	\$260	\$231	N/A
	Average Sq Ft of Property	1,291	\$0	1,132	1,253	N/A
	Total Listing Inventory *	19	Conventional 34	25	32	N/A
	Total Listing Median Price ∞	\$285,000	Sales \$306,000	\$317,500	\$264,900	N/A
95662 Orangevale	Total Sales	51	REO Sales 0	49	49	220
	Median Sales Price	\$430,000	\$0	\$450,000	\$389,000	\$436,500
	Average Price/Square Foot	\$285	Short Sales 0	\$273	\$264	N/A
	Average Sq Ft of Property	1,697	\$0	1,853	1,684	N/A
	Total Listing Inventory *	31	Conventional 51	30	62	N/A
	Total Listing Median Price ∞	\$528,950	Sales \$430,000	\$609,500	\$519,999	N/A

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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

