



SACRAMENTO REALTOR®

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

APRIL 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

A stylized, colorful illustration of a city map or neighborhood layout. It features various shades of brown, orange, and red for the buildings and streets, with yellow and white for the windows and doorways. The style is reminiscent of a hand-drawn or painted map.

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



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2021 PRESIDENT

Time for Action

Each April, we celebrate the passage of the Fair Housing Act of 1968 which put laws in place to end discriminatory practices in housing. But, REALTORS must do more than celebrate these critical policy changes. First, we must understand and acknowledge that our industry played a part in discrimination in housing for too long. Second, we must continue to advance policy – like the Fair Housing Act – that supports diversity and inclusion in housing. Finally, we must do more than celebrate and discuss these important policies...we must act within our own community. Ask yourself how you can further Fair Housing here in Sacramento. What can you do to advance equality in housing and in your business every day? Then, do it.

How can you get started? C.A.R. and NAR have put together an incredible library of resources for REALTORS. I would encourage every SAR member to begin with implicit bias training. Seek to understand how your experiences have impacted the way in which you view the world. And, how that view may impact your business. Watch this video from NAR: <https://www.nar.realtor/videos/bias-override-overcoming-barriers-to-fair-housing>.

Consider walking through Fairhaven, where NAR has created a virtual world designed to educate members about Fair Housing. In Fairhaven, we are challenged with real world situations and scenarios that help us better understand discrimination in housing. In this exercise, you will be presented with different forms of discrimination as you navigate through deals and will receive feedback about your performance and choices. Check it out here: <https://fairhaven.realtor/home>.

How about obtaining the At Home with Diversity (AHWD) designation from NAR? This course is designed to give you the background you need to be more aware of bias in our business. It will offer you insights into more inclusive practices and can assist you in adding strategies to your own business plan that will help you be a part of the solution to end housing discrimination. Learn more here: <https://www.nar.realtor/at-home-with-diversity>.

Locally, we would love for you to get involved at SAR as well. The Sacramento Association of Realtors is committed to advancing Fair Housing and diversity within our community. Many of our committees at SAR help to advance diversity, equity, and inclusion every day: Cultural Diversity and Fair Housing committee, Education committee, Government Relations committee – just to name a few. Bring your voice and your ideas to help us be a driving force for positive changes in our region.

I challenge each of us to seek actions, however big or small, that we can take every day to make Fair Housing in Sacramento – and beyond – a reality for every member of our diverse community.





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Fair Housing

April is Fair Housing month every year. So why have we not achieved equity in housing? We need to take a long hard look at that aspect of the Fair Housing picture.

In our recent class entitled *Race in Real Estate – How Did We Get Here*, available online at our [On Demand Education portal](#) or at [the following link](#), we discussed many reasons that equity in housing has not been achieved. We looked at deliberate actions by the government at all levels, federal, state and local, as well as lending institutions, and REALTORS® both as individuals and as organizations. You should view this class and get a picture not of who we are, but of who we have been. Our industry has been far from the model for Fair Housing in our shameful past.

This must change. Not only do we need to change our ways of the past but we need to find ways to be proactive in righting the wrongs that our past actions have caused. A well-documented look at the wrongs of the past is contained in the book entitled *The Color of Law – A Forgotten History of How Our Government Segregated America*, written by Richard Rothstein. It has been a best seller and is readily available both online and in local bookstores. This book needs to be read cover-to-cover by anyone that is sincerely interested in the topic of Fair Housing.

There is another great book on the sordid history of *Fair Housing* entitled *Race For Profit – How Banks and The Real Estate Industry Undermined Black Homeownership*, written by Keeanga-Yamahtta Taylor. It documents how, with the stated purpose of enhancing Black homeownership, we developed programs that actually worsened the situation for Black homeowners just trying to get their share of the American Dream of homeownership. In my CEO Corner in April 2017 I talked about REALTORS® not being a part of the solution and not exhibiting Fair Housing when they help families buy properties that any reasonable person knows they cannot afford and will not be able to keep.

The third book I would like to mention is *Caste – The Origins of Our Discontent*, written by Isabel Wilkerson. In this book she documents not only the explicit bias in America as documented in the first two books but also the implicit bias that ties us, even in the absence of laws requiring segregation, to continue to impose segregation through the application of implicit bias. She also expresses some hope and ideas for our ability to move beyond where we are and hopefully at some point in the not too distant future to beginning to see the reality of actual Fair Housing.

I encourage you to view the SAR class and read the three books mentioned above. But above all I encourage you to remember that Fair Housing is not just a law, it is an ideal, and every member of organized real estate has an obligation to place the achievement of that ideal above all else. We must be better than we have been.

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April 2021

Every April, REALTORS® commemorate the passage of the Fair Housing Act of 1968 with events and education that shine a light on housing discrimination and segregation. Fair Housing Month signifies a recommitment to expanding equal access to housing.

Implicit bias is often a manifestation of muscle memory. A go-with-your-gut unconscious choice, act, or opinion with immeasurable consequences that can—and have—impacted generations.

Slow down, course correct, and take action. Throughout the year we must remain steadfast in our commitment breaking down biases, holding ourselves accountable, and upholding the letter of the law.

So, refresh your memory, and open your mind. There's always more to know, and we can all do better.

Fair Housing Month Toolkit

Check out the [Fair Housing Month Toolkit](#) to download the poster and get additional resources to help state and local associations commemorate Fair Housing Month.

Fair Housing Book Recommendations

Residential segregation in America didn't happen by accident. Americans of different racial backgrounds live apart because of deliberate actions by public and private actors. NAR's Vice President of Policy Advocacy, Bryan Greene, compiled a [collection of fair housing titles](#) to help NAR members deepen their understanding of how we became divided, and of the ramifications of living in a segregated society.

Don't have time to read an entire book? Each recommendation also includes book reviews, interviews, videos and other tools to give you a quick recap.

Fair Housing Film and Video Recommendations

[Short videos, documentaries, and a featured length major motion picture](#) help educate about housing discrimination, segregation, and the people working to correct these social and economic wrongs.

Fair Housing Podcasts

Like to learn about the world from [podcasts](#)? We've got you covered. From This American Life to The Bowery Boys, NAR presents podcasts that will educate you on Fair Housing.

Fair Housing Journalism

A [compilation of articles](#) featuring the work of investigative journalists who have uncovered critical fair housing stories, along with civil rights scholars who have condensed their books into a shorter form. They'll help you deepen your understanding of fair housing in less time than it takes to read an entire book.

Spotlight on Local and National Fair Organizations

[Fair housing organizations](#) work in communities across the country, as well as at the state and national levels, to educate the public about fair housing, investigate claims of discrimination, and push for policies that promote housing rights. They work in partnership with governments and private housing providers to promote best practices to prevent discrimination and foster diverse, inclusive communities.



APRIL IS FAIR HOUSING MONTH

Rolling through your day on autopilot? Just because it's second nature, doesn't mean it's right. Slow down and make sure you're providing equal service to all.

April is Fair Housing Month and a great time to affirm you're helping to build thriving, inclusive communities. Fair housing impacts all NAR members, all markets, and all neighborhoods.

Check yourself. Educate yourself. Hold yourself accountable. Because That's Who We R®.

Visit nar.realtor/FHM to access tools to help you prevent discrimination in real estate.



NATIONAL
ASSOCIATION OF
REALTORS®

2020 SAR AWARDS CEREMONY

Each year, the current SAR President acknowledges the volunteers that contribute exceptional time and effort to our Association. Our 2020 President Judy Covington presented these awards in a video ceremony at a recent weekly Regional Meeting.

The dictionary defines a volunteer as "someone who performs or gives their services of their own free will." That truly describes our group category award winners for the year 2020. Not only do they give their time freely, but we can always count on them to perform tasks with smiles and good cheer.

Category awards are given in recognition of outstanding service by the recipient during the award year. Preferably only one, but not more than three individuals shall be recognized in a Category. No individual shall receive more than two Category Awards in any given year.

Congratulations to our winners!

Political Involvement

- Doug Covill
- Kevin Cooper
- Kellie Swayne

Educational Excellence

- John Jennings
- Paula Swayne

Community Service

- Karen Berkovitz
- Preston Collier
- Jeff Slodowitz

Local Association Activities

- Karen Berkovitz
- Rossana Garcia
- Dan Morasci

State Association Activities

- Judy Covington
- Erin Stumpf
- Paula Swayne

National Association Activities

- Judy Covington
- Chris Little

Rising Star Award

Nathaniel Perez

Lifetime Service Award

Doug Covill

Affiliate of the Year

Theresa Gorham

REALTOR® of the Year

Deniece Ross-Francom

President's Award

SAR Staff



Please view the awards ceremony in full in the video below.

(Also - the recipients in the videos were told they were participating in a video for another reason and did not know they were going to receive the awards!)

[CLICK HERE TO SEE VIDEO](#)



As Lease Addendums Rise, Marijuana Businesses Adapt by Purchasing Commercial Property

Key Highlights

- Members residing in states with legalized marijuana saw an increase in demand for warehouses.
- Nearly half of those in states that legalized marijuana prior to 2016 have seen addendums added to leases restricting growing on properties.
- There is an increase in purchasing properties for marijuana-related businesses instead of leasing.

WASHINGTON (April 16, 2021) – As marijuana becomes legalized in more parts of the country and as an increasing number of states grow, harvest, store, sell and allow consumption, the nation's real estate industry has felt the effects.

According to a new report from the National Association of Realtors®, there has been a noticeable rise in demand for warehouses, land and store fronts used for marijuana. The 2021 survey, [Marijuana and Real Estate: A Budding Issue](#), examines the legality of marijuana in terms of medical only, legalized medical and recreational prior to or after 2016.

More than one-third of respondents in states where marijuana has been legalized the longest said inventory was tight for multiple reasons and cited the marijuana industry as one of the factors. This is also true for those in areas where marijuana was more recently legalized, as 23% of Realtors® also partially blamed the marijuana industry for the limited inventory.

"The dynamics of marijuana have been far-reaching over the past year, which is evident when you see how it has impacted real estate," said Jessica Lautz, vice president of demographics and behavioral insights for NAR. "As the marijuana laws continue to evolve, Realtors® have witnessed increased demand for commercial properties to store, grow and sell marijuana."

Additionally, 29% of commercial members in states that legalized recreational marijuana during the past four years reported growth in property purchasing over leasing in the last year. Nearly half of those in states that legalized both medical and recreational marijuana before 2016 have experienced addendums added to residential leases restricting growing on properties, compared to one quarter or less in other states. Sixty-nine percent of commercial members in states where only medical marijuana is lawful said that no additional addendums were inserted to their leases concerning marijuana plants. This is compared to 45% to 55% of those where medical and recreational use are legal.

Possibly in an effort to steer clear of landlord addendums, some business owners outright bought property rather than leasing. In these cases, business owners no longer had to adhere to marijuana rules or regulations that they may have considered burdensome. This trend was seen the most in states where marijuana is newly legal.

Among respondents in states where recreational marijuana is legal, they more often answered that homeowner associations regularly had some policies or restrictions in place pertaining to smoking and growing the product in common areas or exposed areas. Nearly half of homeowner associations were against smoking in common areas, while about two-fifths prohibited growing in mutual open areas, such as a private yard without fences.

Those surveyed within states with only prescription marijuana said there often were not any homeowner association rules and regulations related to marijuana.

"We saw that a number of property owners at some point in the past had difficulty leasing their property after a previous tenant consumed marijuana there over an extended period," said Lautz. "To avoid repeats of those issues, landlords have implemented various guidelines that place numerous restrictions on the use of marijuana."

Lautz says property owners who have imposed such constraints tend to reside or own property in states where marijuana has been legal the longest.

"As the marijuana industry evolves, both commercial and residential landlords are balancing efforts to profit from the progressions, while also ensuring that their property remains desirable and at a high value," Lautz continued.

Methodology

The 2021 Marijuana and Real Estate survey was sent through email in March 2021 to a random sample of 75,000 NAR members who practice residential real estate and 72,000 NAR members who practice commercial real estate. The survey received 8,320 responses for an overall response rate of 5.7%.

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

###



Amongst the fluctuating atmosphere of landlord tenant law during the COVID-19 pandemic, today we will discuss the options available to property owners who want to take their properties off the rental market and sell them instead. These owners are faced with a maze of restrictions when it comes to terminating the tenancy of the tenant occupying the property. However, if done correctly, landlords can successfully evict their tenants despite the eviction moratorium currently in place in California.

As many know, on January 29, 2021, the California legislature passed Senate Bill 91 which extended the state's eviction moratorium through June 30, 2021. Under SB-91, a tenant may only be found guilty of an unlawful detainer for certain reasons which are listed in the law. Essentially, the law extends the "just cause" eviction requirements contained within the 2019 Tenant Protections and Relief Act to nearly all rental property owners. Typically, owners of single-family residences were not subject to this law and did not need to give a reason for terminating the tenancy of a tenant outside of a termed lease. Under SB-91, a property owner must give their tenant a notice of termination of tenancy that lists one of the "just cause" requirements found in the law in order for a Court to find that tenant guilty of an unlawful detainer if the tenant refuses to leave.

Many landlords mistakenly assume that simply conveying their intent to sell the property will be enough to evict their tenant during the COVID eviction moratorium. Not quite. Pursuant to California Civil Code 1179.03.5, a tenant may be found guilty of an unlawful detainer, even during the eviction moratorium, if the owner of the property has entered a contract for the sale of that property with a buyer who intends to occupy the property. Thus, the owner's intent to sell is not enough, the property must be sold before the notice to terminate tenancy is issued.

Notices to terminate tenancy under this section should follow the procedure set forth in California Civil Code 1946.1, which states that an owner may give a tenant a 30 day notice to terminate tenancy, regardless of the length of time the tenant has occupied the property, if all of the following apply: (1) The property is a single-family residence (2) The owner has contracted to sell the dwelling or unit to a bona fide purchaser for value, and has established escrow; (3) The purchaser is a natural person or persons; (4) The notice is given no more than 120 days after the escrow has been established; (5) The tenant has not previously been served with a notice to terminate tenancy based on the same reason; and (6) The purchaser in good faith intends to reside in the property for at least one full year after the termination of the tenancy.

If the landlord follows the above procedure and the tenant does not leave voluntarily before the 30-day period expires, the landlord may ask the Court to find the tenant guilty of an unlawful detainer, even during the eviction moratorium.

But, how does the landlord find a buyer for the property while the tenant still occupies it? The answer lies within a little-known provision of California Civil Code Section 1954(D) (2), which states that a landlord may give the tenant a 120-day notice of the landlord's intent to sell the property. Once this notice is given, the landlord or their agent may enter the property upon a 24-hour notice for the purpose of showing the property to actual or prospective purchasers or their agents. Section 1954 usually only permits the landlord to enter the property during normal business hours (Monday through Friday 8AM to 5PM). However, California Courts have held that as a matter of law, landlords who use this notice are able to enter the property for the purpose of holding open houses on weekends, as hours during the weekend are normal business hours in the real estate industry. See *Dromy v. Lukovsky*, 219 Cal. App. 4th 278, 286 (2013).

It is not known at this time whether the eviction moratorium currently in place through the end of June will be extended yet again. Real estate professionals assisting owners who want to take advantage of the current market conditions and sell their property quickly should take great care in ensuring that the proper notices are given to their tenants.

The information presented in this article is not to be taken as legal advice. Every 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.

The attorneys at BPE law are here to help. If you would like a consultation with us, please contact our office at 916-966-2260.

Appropriate Interpretation of Standard of Practice 10-5 and Statement of Professional Standards Policy 29

Standard of Practice 10-5 prohibits REALTORS® from using harassing speech, hate speech, epithets or slurs based on the protected classes of Article 10. Statement of Professional Standards Policy 29 provides that REALTORS® are subject to disciplinary action with respect to all of their activities.

To assist Hearing Panels in the appropriate interpretation and application of Standard of Practice 10-5 of the Code of Ethics and Statement of Professional Standards Policy 29, the Professional Standards Committee of the National Association provides the following for consideration by Hearing Panels when asked to determine whether a violation of Article 10 as supported by Standard of Practice 10-5 has occurred.

While the overall focus of Standard of Practice 10-5 is on what might be loosely termed “offensive” or “discriminatory” speech, Hearing Panels should be clear that the Standard of Practice is narrowly limited to conduct related to the requirements of equal professional service of Article 10. Hearing Panels should also be fully aware of the nature and scope of the Standards of Practice under Article 10 and their relationship to fair housing law as described in Appendix III to Part Four of the *Code of Ethics and Arbitration Manual*. As described in Appendix III, Article 10 and its Standards of Practice fully integrate the five basic fair housing obligations that were recognized by NAR’s Code of Fair Housing Practices before it was sunset.

Hearing Panels should note that while all of the Standards of Practice under Article 10 inform them as to the interpretation and application of Standard of Practice 10-5, Standard of Practice 10-3 is particularly analogous in its application to discriminatory speech in advertising based on the protected classes of Article 10.

Standard of Practice 10-5 is not focused on types of speech that might be subjectively deemed “offensive” or “discriminatory” by one person and not another. The Standard of Practice is based on very particular types of speech that are directly connected to the protected classes of race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity under Article 10. Only the use of harassing speech, hate speech, epithets and slurs **based on** the protected classes of Article 10 are prohibited. The terms “harassing speech,” “hate speech,” “epithets,” and “slurs” can be commonly understood by use of a dictionary as well as other easily available references.

For example, NAR’s Code of Conduct and Anti-Harassment Policy clearly defines “harassment” and “sexual harassment.”

Harassment includes inappropriate conduct, comment, display, action, or gesture based on another person’s sex, color, race, religion, national origin, age, disability, sexual orientation, gender identity, and any other protected characteristic.

Examples of harassment include, but are not limited to: epithets, slurs or negative stereotyping; threatening, intimidating or hostile acts; denigrating jokes; and the display or circulation of written or graphic material that denigrates or shows hostility toward an individual or group based on a protected characteristic.

“Sexual Harassment” includes not only physical acts but also includes verbal and non-verbal/non-physical acts.

Sexual harassment can be:

- Verbal: Sexual innuendoes, suggestive comments, jokes of a sexual nature, sexual propositions, or threats.
- Non-Verbal: Sexually suggestive objects or pictures, graphic commentaries, suggestive or insulting sounds, leering, whistling, or obscene gestures. ...

Hearing Panels should look to this existing information on harassment to determine whether harassing speech has occurred and then look to determine whether the harassing speech was based on one of the protected classes.

In similar fashion, Merriam Webster’s Dictionary defines “hate speech,” “epithets,” and “slurs” as follows:

Hate Speech: speech that is intended to insult, offend, or intimidate a person because of some trait (as race, religion, sexual orientation, national origin, or disability).

*Epithet: **1a:** a characterizing word or phrase accompanying or occurring in place of the name of a person or thing; **b:** a disparaging or abusive word or phrase*

*Slur: **1a:** an insulting or disparaging remark or innuendo: ASPERSION; **b:** a shaming or degrading effect: STAIN, STIGMA*

Again, Hearing Panels must look to whether the hate speech, epithet or slur is based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity and not on some other non-protected characteristic.

Under Statement of Professional Standards Policy #29, REALTORS® are subject to the Code of Ethics’ standards in all of their activities. Thus, a violation of Article 10, as supported by Standard of Practice 10-5, can occur when a REALTOR® uses harassing speech, hate speech, epithets and slurs based on the protected classes in any media or context, regardless of whether related to their activities in the real estate business or their identification as a REALTOR®.

(Adopted 11/20)

[NAR Code of Ethics & Arbitration Manual: Part 4, Appendix XII — Appropriate Interpretation of Standard of Practice 10-5 and Statement of Professional Standards Policy 29](#)



Government Affairs
Coordinator

Please join us for C.A.R.'s first ever fully virtual Legislative Day!

C.A.R. is hosting its first-ever, fully virtual Legislative Day on Tuesday, April 27th and we encourage you to join other REALTORS® from the Sacramento Association of REALTORS® in participating.

If you've ever been curious about Legislative Day but couldn't commit to going to Sacramento to experience it live, this is a great opportunity for you to take part without leaving home!

Here are some of the highlights of the content for the day:

- Hear from dynamic political leaders – Senate President Pro Tem Toni Atkins and Assembly Member Blanca Rubio.
- Receive a state legislative update from C.A.R.'s Sr. Vice President of Government Affairs, Sanjay Wagle.
- A Fireside Chat with Legendary Political Columnist Dan Walters and C.A.R. CEO Joel Singer
- The State of California's Housing Market: An Economic Update by C.A.R.'s Chief Economist, Jordan Levine.
- Fair Housing Stories: Current Challenges and a Call to Action
- Virtual Meetings with individual state legislators

There will plenty more to see and do!

Legislative Day is important because legislators hear from REALTORS® about how policies impact real estate in their hometowns. And it also demonstrates the strength of the REALTOR® army by showing them how many of us are committed to spending time advocating for our industry and homeownership. The more of us who participate in Legislative Day, the stronger we all are!

For more information: <https://www.car.org/difference/getinvolved/LegislativeDay>

To register: https://whova.com/web/legis_202104/

Please note – you will need your NRDS ID to register. If you're unsure of it, here's a link to look it up: <http://on.car.org/nrdslookup>

For more information: <https://www.car.org/difference/getinvolved/LegislativeDay>

If you have any questions, please reach us at legislativeday@car.org



MAY 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
3 WCR Board Meeting (V) 12noon – 1:30pm	4 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 Intern Class (V) 2:30 – 4:30pm	5 TC2: Beyond the Contract (V) 9:00am – 12noon Masters Club: Tacos & Tiny Homes (Offsite) 11:00 – 3:00pm	6 Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am RENE Certification (V) 9:00am – 4:00pm	7 SAR Staff Meeting (V) 7:30 – 8:30am (SAR Offices Closed) SAR Toastmasters Club (V) 7:30am – 9:00am
10 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	11 Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm Intern Class (V) 2:30 – 4:30pm	12 Unlocking Power with a Reverse Mortgage (V) 11:00am – 12:30pm	13 Masters Club Steering Committee (V) 9:30 – 11:00am Hiring the Right Virtual Assistant (V) 10:00 – 11:30am Internship Committee (V) 12noon – 1:30pm	14 SAR Toastmasters Club 7:30am – 9:00am
17 No Events Scheduled	18 SRES Designation – Day 1 (V) 9:00am – 1:00pm Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am Marketing/Communications Committee (V) 10:30am – 12noon	19 SRES Designation – Day 2 (V) 9:00am – 1:00pm Estate Planning Basics and Beyond (V) 10:00 – 11:00am SAR New Member Orientation (V) 6:00 – 9:30pm	20 SRES Designation – Day 3 (V) 9:00am – 1:00pm WCR Monthly Business Meeting (V) 11:30am – 2:00pm	21 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Affiliate Task Force (V) 9:00 – 10:00am
24 No Events Scheduled	25 Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	26 Staying Out of Court, Advanced Level Disclosures (V) 10:00 – 11:00am	27 SAR BOD (V) 9:00 – 10:30am	28 SAR Toastmasters Club 7:30am – 9:00am Real Estate Resource Meeting: Topic TBD (V) 9:30 – 10:30am
31 SAR Closed – Memorial Day				

SAR EDUCATIONAL OFFERINGS

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.

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

CLASS

APRIL

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

- | | | |
|----|----------------|--|
| 22 | 10am – 12noon | SOCIAL MEDIA MARKETING STRATEGIES FOR REAL ESTATE PROS |
| 23 | 10am – 11:30am | PANEL OF SUCCESSFUL BROKERS |
| 27 | 11am – 12noon | HOW TO GET LEADS AND LISTINGS FROM ONE SIMPLE EMAIL |
| 28 | 9am – 2:30pm | FUNDAMENTALS OF TRANSACTION COORDINATION |

MAY

CLASS

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

- | | | |
|----|-------------------|---|
| 5 | 9am – 12:30pm | TRANSACTION COORDINATION 2: BEYOND THE CONTRACT |
| 6 | 9am – 4pm | REAL ESTATE NEGOTIATION EXPERT (RENE) |
| 12 | 11am – 12:30pm | UNLOCKING PURCHASING POWER WITH A REVERSE MORTGAGE |
| 13 | 10am – 11:30pm | HIRING THE RIGHT VIRTUAL ASSISTANT FOR YOUR BUSINESS |
| 18 | 9am – 1pm | SENIOR REAL ESTATE SPECIALIST (SRES) DESIGNATION COURSE |
| 21 | | |
| 19 | 10am – 11am | ESTATE PLANNING: BASICS AND BEYOND |
| 26 | 10am – 11am | STAYING OUT OF COURT: ADVANCED LEVEL DISCLOSURES |
| 27 | 11:30am – 12:30pm | SAR'S TOP FEMALE REALTORS® SHARE THEIR SECRETS TO SUCCESS |

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](#).

RACE IN REAL ESTATE

THIS CLASS LOOKS AT THE ISSUE OF RACE IN REAL ESTATE FROM A HISTORICAL PERSPECTIVE. HOW DID WE GET TO WHERE WE ARE TODAY? WHAT ROLE DID NAR/C.A.R., THE FEDERAL GOVERNMENT, LENDERS, AND THE INDIVIDUAL REALTOR PLAY?

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HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE

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RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE

THERE ARE MANY LEGAL RISKS TO RUNNING A BROKERAGE. LEARN ABOUT THE FEDERAL, STATE, AND LOCAL REGULATIONS YOU NEED TO KNOW IN ORDER TO STAY IN COMPLIANCE, INCLUDING RESPA, TRUST FUND HANDLING, LICENSING, SIGN ORDINANCES, AND ADVERTISING.

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WHAT BUSINESS STRUCTURE IS RIGHT FOR YOU?

DISCOVER THE DIFFERENCES BETWEEN THE GENERAL PARTNERSHIP, LIMITED PARTNERSHIPS, AND CORPORATIONS AND ALSO LOOK AT HOW PROFESSIONALS ARE NOW USING A BLEND OF PARTNERSHIPS AND CORPORATE ENTITIES TO MANAGE AND OPERATE THEIR BUSINESSES.

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BROADENING YOUR SCOPE & RUNNING A SUCCESSFUL BROKERAGE

LEARN HOW TO CREATE A CORE GROUP AROUND YOU, HOW TO GROW YOUR BROKERAGE, DEVELOP AN ENVIRONMENT THAT IS COLLABORATIVE, AND THE 21 ECONOMIC FUNDAMENTALS.

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

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

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SACRAMENTO HOUSING STATISTICS

Sales volume up 25% over Feb., sales price over \$480k

MARCH

March closed with 1,292 sales, up 25% from the 1,034 sales in February. Compared to one year ago (1,170), the current figure is up 10.4%. Of the 1,292 sales this month, 161 (12.5%) used cash financing, 920 (71.2%) used conventional, 134 (10.4%) used FHA, 41 (3.2%) used VA and 36 (2.8%) used Other types of financing.

The median sales price increased 4.6% from \$460,000 to \$481,000. This figure is up 20.3% from March 2020 (\$400,000).

The Active Listing Inventory increased 9.4% from February to March, from 839 units to 918 units. Compared with March 2020 (1,658), inventory is down 44.6%. The Months of Inventory decreased from .8 Months 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) remained at 6 and the Average DOM decreased from 15 to 13. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,292 sales this month, 91.2% (1,178) were on the market for 30 days or less and 96.5% (1,246) were on the market for 60 days or less.

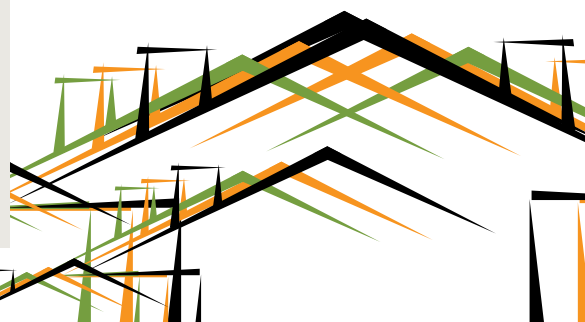
The Average Price/SqFt of all homes sold increased from \$296 to \$306. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	0	5	0.0
\$200,000 - \$249,999	8	13	0.6
\$250,000 - \$299,999	22	43	0.5
\$300,000 - \$349,999	56	97	0.6
\$350,000 - \$399,999	108	165	0.7
\$400,000 - \$449,999	139	197	0.7
\$450,000 - \$499,999	121	170	0.7
\$500,000 - \$749,000	275	488	0.6
\$750,000 - \$999,999	89	76	1.2
\$1,000,000 and over	100	38	2.6
Total:	918	1,292	Total: 0.7

Market Snapshot - March 2021					
	Mar-21	Feb-21	Change	Mar-20	Change (from '20)
Sales	1,292	1,034	25.0%	1,170	10.4%
Median Sales Price	\$481,000	\$460,000	4.6%	\$400,000	20.3%
Active Inventory	918	839	9.4%	1,658	-44.6%
Median DOM	6	6	0.0%	8	-25.0%
Avg. Price/SqFt	\$306	\$296	3.4%	\$260	17.7%

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

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



MLS STATISTICS

March 2021

MLS STATISTICS for March 2021

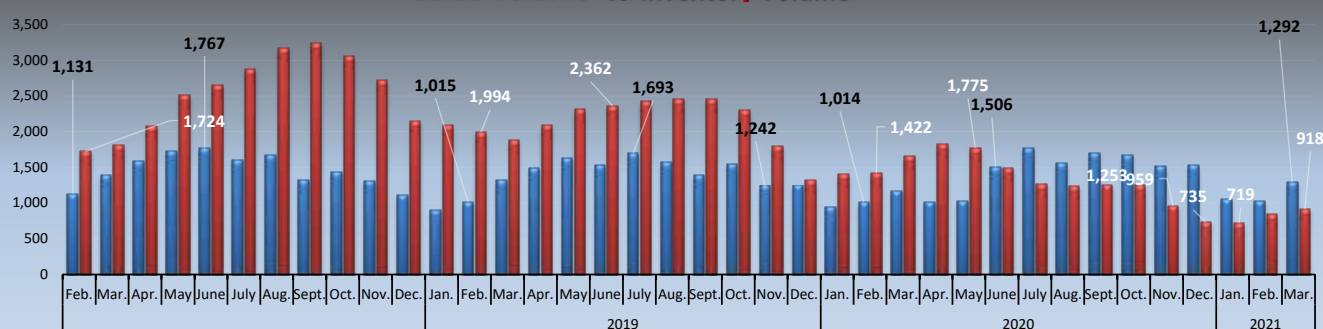
Data for Sacramento County and the City of West Sacramento



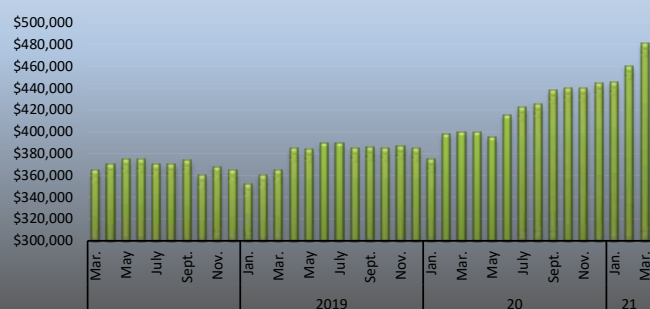
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,851		1,392	33.0%		1,755		5.5%
Active Listing Inventory †	918		839	9.4%		1,658		-44.6%
Pending Sales This Month*	1,843		1,560	18.1%		1,498		23.0%
Number of REO Sales	5	0.4%	4	25%	0.4%	10	0.9%	-50.0%
Number of Short Sales	5	0.4%	2	150%	0.2%	3	0.3%	66.7%
Equity Sales	1,282	99.2%	1,028	24.7%	99.4%	1,157	98.9%	10.8%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,292	100%	1,034	25.0%	100%	1,170	100.0%	10.4%
Months Inventory	0.7 Months		0.8 Months	-12.5%		1.4 Months		-50.0%
Dollar Value of Closed Escrows	\$674,955,443		\$520,087,566	29.8%		\$508,086,069		32.8%
Median	\$481,000		\$460,000	4.6%		\$400,000		20.3%
Mean	\$522,411		\$502,986	3.9%		\$434,262		20.3%
Year-to-Date Statistics	1/01/21 to 3/31/21		1/01/21 to 3/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			3/31/2020		Change
Number of Closed Escrows	3,380		3,411			3,128		8.1%
Dollar Value of Closed Escrows	\$1,708,453,849		\$1,722,029,079			\$1,328,760,006		28.6%
Median	\$461,990		\$461,990			\$388,000		19.1%
Mean	\$505,460		\$504,846			\$424,795		19.0%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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David Broker
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® | 2021 SAR

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

Data for Sacramento County and the City of West Sacramento

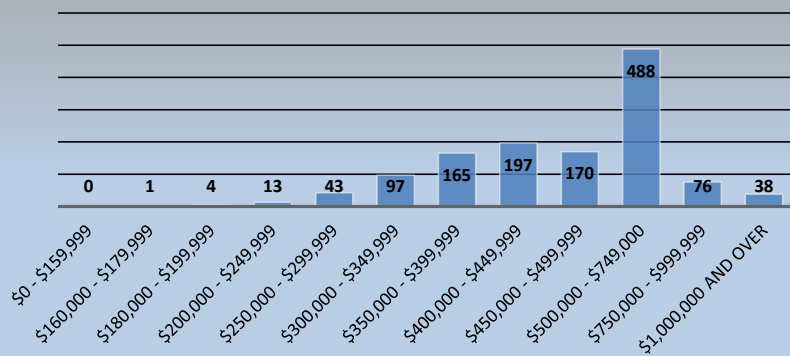
MLS STATISTICS for March 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

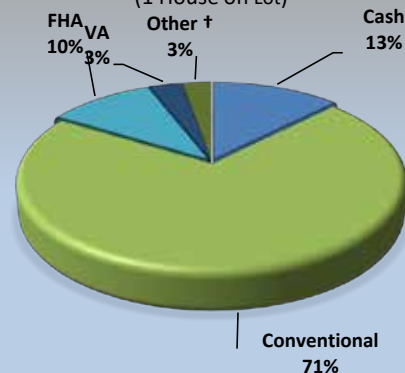
1 House on Lot

Total: 1,292

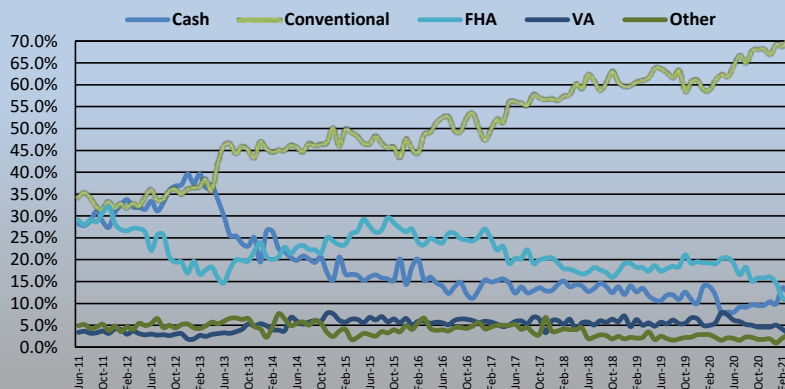


Type of Financing/Days on Market

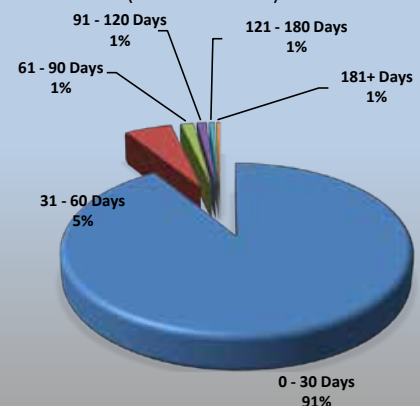
TYPE OF FINANCING (1 House on Lot)



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 Total				
(Single Family Home only) Financing Method	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	161	12.5%	140	13.5%	0 - 30	1,178	91.2%	87.6%	83.5%
Conventional	920	71.2%	712	68.9%	31 - 60	68	5.3%	7.8%	9.7%
FHA	134	10.4%	118	11.4%	61 - 90	18	1.4%	2.5%	3.6%
VA	41	3.2%	43	4.2%	91 - 120	14	1.1%	1.1%	1.7%
Other †	36	2.8%	21	2.0%	121 - 180	8	0.6%	0.5%	1.0%
Total	1,292	100.0%	1,034	100.0%	181+	6	0.5%	0.5%	0.6%
					Total	1,292	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	6	6
Average Price/Square Foot:	13	15
	\$306.3	\$296.2

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® | 2021 SAR

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

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	52	REO Sales 0	45	53	135
	Median Sales Price	\$562,500	\$0	\$495,000	\$447,000	\$510,500
	Average Price/Square Foot	\$303	Short Sales 0	\$308	\$265	N/A
	Average Sq Ft of Property	2,044	\$0	1,828	2,058	N/A
	Total Listing Inventory *	54	Conventional 52	32	79	N/A
	Total Listing Median Price ∞	\$600,000	Sales \$562,500	\$858,013	\$539,000	N/A
95610 Citrus Heights	Total Sales	33	REO Sales 0	18	23	77
	Median Sales Price	\$460,000	\$0	\$470,500	\$411,000	\$450,000
	Average Price/Square Foot	\$305	Short Sales 0	\$275	\$243	N/A
	Average Sq Ft of Property	1,665	\$0	1,889	1,720	N/A
	Total Listing Inventory *	38	Conventional 33	19	42	N/A
	Total Listing Median Price ∞	\$452,250	Sales \$460,000	\$567,831	\$411,950	N/A
95621 Citrus Heights	Total Sales	42	REO Sales 1	32	33	101
	Median Sales Price	\$426,250	\$436,000	\$412,250	\$357,000	\$415,000
	Average Price/Square Foot	\$297	Short Sales 0	\$289	\$242	N/A
	Average Sq Ft of Property	1,476	\$0	1,557	1,535	N/A
	Total Listing Inventory *	29	Conventional 41	18	33	N/A
	Total Listing Median Price ∞	\$420,500	Sales \$423,500	\$433,771	\$351,178	N/A
95624 Elk Grove	Total Sales	70	REO Sales 0	43	41	150
	Median Sales Price	\$575,508	\$0	\$547,500	\$450,000	\$544,250
	Average Price/Square Foot	\$281	Short Sales 0	\$283	\$240	N/A
	Average Sq Ft of Property	2,278	\$0	2,135	2,055	N/A
	Total Listing Inventory *	38	Conventional 70	43	65	N/A
	Total Listing Median Price ∞	\$649,950	Sales \$575,508	\$1,417,135	\$549,900	N/A
95626 Elverta	Total Sales	6	REO Sales 0	4	1	16
	Median Sales Price	\$705,000	\$0	\$433,000	\$298,000	\$420,750
	Average Price/Square Foot	\$307	Short Sales 0	\$323	\$276	N/A
	Average Sq Ft of Property	2,125	\$0	1,323	1,080	N/A
	Total Listing Inventory *	2	Conventional 6	4	4	N/A
	Total Listing Median Price ∞	\$368,000	Sales \$705,000	\$539,626	\$337,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 0	34	52	118
	Median Sales Price	\$608,625	\$0	\$564,000	\$480,848	\$583,500
	Average Price/Square Foot	\$290	Short Sales 0	\$297	\$275	N/A
	Average Sq Ft of Property	2,214	\$0	2,071	1,987	N/A
	Total Listing Inventory *	42	Conventional 46	39	81	N/A
	Total Listing Median Price ∞	\$669,500	Sales \$608,625	\$712,297	\$589,000	N/A
95630 Folsom	Total Sales	82	REO Sales 0	51	51	189
	Median Sales Price	\$652,399	\$0	\$650,000	\$595,000	\$635,500
	Average Price/Square Foot	\$337	Short Sales 0	\$333	\$302	N/A
	Average Sq Ft of Property	2,164	\$0	2,117	2,177	N/A
	Total Listing Inventory *	46	Conventional 82	51	92	N/A
	Total Listing Median Price ∞	\$825,000	Sales \$652,399	\$849,526	\$649,000	N/A
95632 Galt	Total Sales	28	REO Sales 0	22	30	75
	Median Sales Price	\$449,000	\$0	\$433,500	\$455,000	\$485,000
	Average Price/Square Foot	\$293	Short Sales 0	\$272	\$246	N/A
	Average Sq Ft of Property	1,729	\$0	1,710	1,967	N/A
	Total Listing Inventory *	20	Conventional 28	10	44	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$449,000	\$1,207,301	\$480,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	1	0	5
	Median Sales Price	\$667,500	\$0	\$708,000	\$0	\$710,000
	Average Price/Square Foot	\$379	Short Sales 0	\$309	\$0	0
	Average Sq Ft of Property	1,754	\$0	2,292	0	N/A
	Total Listing Inventory *	1	Conventional 2	1	4	N/A
	Total Listing Median Price ∞	\$719,000	Sales \$667,500	\$500,000	\$522,450	N/A
95641 Isleton	Total Sales	3	REO Sales 1	1	0	5
	Median Sales Price	\$307,568	\$307,568	\$375,000	\$0	\$375,000
	Average Price/Square Foot	\$325	Short Sales 0	\$293	\$0	N/A
	Average Sq Ft of Property	1,421	\$0	1,280	0	N/A
	Total Listing Inventory *	5	Conventional 2	5	13	N/A
	Total Listing Median Price ∞	\$402,500	Sales \$605,200	\$983,984	\$343,000	N/A
95655 Mather	Total Sales	4	REO Sales 0	3	3	12
	Median Sales Price	\$482,500	\$0	\$470,000	\$361,000	\$470,000
	Average Price/Square Foot	\$298	Short Sales 0	\$255	\$274	N/A
	Average Sq Ft of Property	1,750	\$0	2,085	1,355	N/A
	Total Listing Inventory *	0	Conventional 4	2	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$482,500	\$394,996	\$595,000	N/A
95660 North Highlands	Total Sales	29	REO Sales 1	27	25	81
	Median Sales Price	\$330,000	\$249,000	\$340,000	\$285,000	\$330,000
	Average Price/Square Foot	\$305	Short Sales 0	\$289	\$243	N/A
	Average Sq Ft of Property	1,102	\$0	1,168	1,206	N/A
	Total Listing Inventory *	15	Conventional 28	21	24	N/A
	Total Listing Median Price ∞	\$340,000	Sales \$331,625	\$354,259	\$285,000	N/A
95662 Orangevale	Total Sales	39	REO Sales 0	30	35	96
	Median Sales Price	\$470,000	\$0	\$482,500	\$435,000	\$469,500
	Average Price/Square Foot	\$315	Short Sales 2	\$318	\$285	N/A
	Average Sq Ft of Property	1,725	\$437,500	1,788	1,672	N/A
	Total Listing Inventory *	32	Conventional 37	20	36	N/A
	Total Listing Median Price ∞	\$559,750	Sales \$499,000	\$718,997	\$520,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	49	REO Sales 0	34	46	117
	Median Sales Price	\$455,000	\$0	\$469,000	\$405,000	\$455,000
	Average Price/Square Foot	\$316	Short Sales 0	\$288	\$256	N/A
	Average Sq Ft of Property	1,614	\$0	1,740	1,712	N/A
	Total Listing Inventory *	26	Conventional 49	22	43	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$455,000	\$467,872	\$399,700	N/A
95673 Rio Linda	Total Sales	10	REO Sales 0	10	17	32
	Median Sales Price	\$380,000	\$0	\$345,000	\$334,965	\$355,000
	Average Price/Square Foot	\$291	Short Sales 1	\$306	\$242	N/A
	Average Sq Ft of Property	1,451	\$299,250	1,351	1,539	N/A
	Total Listing Inventory *	7	Conventional 9	9	8	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$385,000	\$447,212	\$349,950	N/A
95683 Rancho Murieta	Total Sales	16	REO Sales 0	16	14	41
	Median Sales Price	\$593,450	\$0	\$615,000	\$527,500	\$595,000
	Average Price/Square Foot	\$262	Short Sales 0	\$272	\$229	N/A
	Average Sq Ft of Property	2,236	\$0	2,655	2,328	N/A
	Total Listing Inventory *	10	Conventional 16	14	37	N/A
	Total Listing Median Price ∞	\$789,878	Sales \$593,450	\$730,394	\$639,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	0	1	0
	Median Sales Price	\$0	\$0	\$0	\$429,000	\$0
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$291	N/A
	Average Sq Ft of Property	0	\$0	0	1,472	N/A
	Total Listing Inventory *	3	Conventional 0	3	1	N/A
	Total Listing Median Price ∞	\$965,000	Sales \$0	\$415,003	\$868,888	N/A
95693 Wilton	Total Sales	5	REO Sales 0	2	7	11
	Median Sales Price	\$1,100,000	\$0	\$904,500	\$749,000	\$784,000
	Average Price/Square Foot	\$304	Short Sales 0	\$324	\$294	N/A
	Average Sq Ft of Property	3,673	\$0	3,145	1,803	N/A
	Total Listing Inventory *	9	Conventional 5	6	19	N/A
	Total Listing Median Price ∞	\$832,700	Sales \$1,100,000	\$1,022,992	\$900,000	N/A
95742 Rancho Cordova	Total Sales	32	REO Sales 0	19	19	66
	Median Sales Price	\$560,000	\$0	\$540,000	\$493,000	\$540,000
	Average Price/Square Foot	\$243	Short Sales 0	\$244	\$214	N/A
	Average Sq Ft of Property	2,381	\$0	2,229	2,378	N/A
	Total Listing Inventory *	4	Conventional 32	12	55	N/A
	Total Listing Median Price ∞	\$569,450	Sales \$560,000	\$539,866	\$479,000	N/A
95757 Elk Grove	Total Sales	21	REO Sales 0	25	35	80
	Median Sales Price	\$565,000	\$0	\$638,000	\$540,166	\$591,000
	Average Price/Square Foot	\$279	Short Sales 0	\$285	\$222	N/A
	Average Sq Ft of Property	2,157	\$0	2,520	2,559	N/A
	Total Listing Inventory *	14	Conventional 21	14	54	N/A
	Total Listing Median Price ∞	\$585,000	Sales \$565,000	\$560,320	\$538,950	N/A
95758 Elk Grove	Total Sales	44	REO Sales 0	45	42	130
	Median Sales Price	\$500,000	\$0	\$495,000	\$417,000	\$495,000
	Average Price/Square Foot	\$303	Short Sales 0	\$273	\$248	N/A
	Average Sq Ft of Property	1,878	\$0	1,867	1,767	N/A
	Total Listing Inventory *	29	Conventional 44	26	68	N/A
	Total Listing Median Price ∞	\$508,894	Sales \$500,000	\$554,811	\$429,000	N/A
95811 Midtown/ Downtown	Total Sales	5	REO Sales 0	3	2	12
	Median Sales Price	\$680,500	\$0	\$745,000	\$832,000	\$752,500
	Average Price/Square Foot	\$401	Short Sales 0	\$413	\$489	N/A
	Average Sq Ft of Property	2,344	\$0	1,740	1,750	N/A
	Total Listing Inventory *	12	Conventional 5	7	2	N/A
	Total Listing Median Price ∞	\$749,450	Sales \$680,500	\$695,898	\$772,000	N/A
95814 Downtown	Total Sales	4	REO Sales 0	3	3	13
	Median Sales Price	\$565,000	\$0	\$564,990	\$594,990	\$565,899
	Average Price/Square Foot	\$296	Short Sales 0	\$364	\$374	N/A
	Average Sq Ft of Property	2,037	\$0	1,610	1,633	N/A
	Total Listing Inventory *	1	Conventional 4	2	5	N/A
	Total Listing Median Price ∞	\$800,000	Sales \$565,000	\$614,986	\$689,990	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	26	REO Sales 0	22	21	71
	Median Sales Price	\$332,500	\$0	\$332,500	\$235,000	\$310,000
	Average Price/Square Foot	\$265	Short Sales 0	\$282	\$232	N/A
	Average Sq Ft of Property	1,308	\$0	1,161	1,073	N/A
	Total Listing Inventory *	9	Conventional 26	15	20	N/A
	Total Listing Median Price ∞	\$299,500	Sales \$332,500	\$347,653	\$274,000	N/A
95816 Midtown/East Sacramento	Total Sales	12	REO Sales 0	12	6	37
	Median Sales Price	\$601,599	\$0	\$589,525	\$594,000	\$610,000
	Average Price/Square Foot	\$508	Short Sales 0	\$483	\$427	N/A
	Average Sq Ft of Property	1,527	\$0	1,451	1,412	N/A
	Total Listing Inventory *	21	Conventional 12	18	18	N/A
	Total Listing Median Price ∞	\$774,000	Sales \$601,599	\$843,275	\$681,500	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	16	REO Sales 0	11	9	40
	Median Sales Price	\$461,500	\$0	\$489,000	\$379,000	\$440,000
	Average Price/Square Foot	\$380	Short Sales 0	\$403	\$342	N/A
	Average Sq Ft of Property	1,311	\$0	1,175	1,218	N/A
	Total Listing Inventory *	16	Conventional 16	8	21	N/A
	Total Listing Median Price ∞	\$479,950	Sales \$461,500	\$456,738	\$395,000	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MARCH 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	21	REO Sales 0	14	16	55
	Median Sales Price	\$626,000	\$0	\$680,000	\$617,250	\$650,000
	Average Price/Square Foot	\$501	Short Sales 0	\$447	\$420	N/A
	Average Sq Ft of Property	1,327	\$0	1,904	1,653	N/A
	Total Listing Inventory *	19	Conventional 21	13	34	N/A
	Total Listing Median Price ∞	\$669,000	Sales \$626,000	\$717,183	\$659,000	N/A
95819 East Sacramento	Total Sales	21	REO Sales 0	15	16	63
	Median Sales Price	\$740,000	\$0	\$628,500	\$577,448	\$676,000
	Average Price/Square Foot	\$507	Short Sales 1	\$446	\$449	N/A
	Average Sq Ft of Property	1,675	\$550,000	1,520	1,425	N/A
	Total Listing Inventory *	17	Conventional 20	22	40	N/A
	Total Listing Median Price ∞	\$874,450	Sales \$762,500	\$1,089,912	\$649,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	30	REO Sales 0	38	43	101
	Median Sales Price	\$345,000	\$0	\$372,500	\$300,000	\$356,000
	Average Price/Square Foot	\$333	Short Sales 0	\$332	\$287	0
	Average Sq Ft of Property	1,107	\$0	1,139	1,158	N/A
	Total Listing Inventory *	30	Conventional 30	25	29	N/A
	Total Listing Median Price ∞	\$396,950	Sales \$345,000	\$395,511	\$320,000	N/A
95821 N. Arden Arcade	Total Sales	35	REO Sales 0	22	27	85
	Median Sales Price	\$440,000	\$0	\$430,000	\$370,000	\$430,000
	Average Price/Square Foot	\$295	Short Sales 0	\$298	\$245	N/A
	Average Sq Ft of Property	1,590	\$0	1,541	1,637	N/A
	Total Listing Inventory *	21	Conventional 35	14	49	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$440,000	\$423,856	\$386,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	36	REO Sales 0	21	32	83
	Median Sales Price	\$363,750	\$0	\$390,000	\$300,000	\$365,000
	Average Price/Square Foot	\$328	Short Sales 0	\$302	\$263	N/A
	Average Sq Ft of Property	1,344	\$0	1,519	1,346	N/A
	Total Listing Inventory *	19	Conventional 36	17	39	N/A
	Total Listing Median Price ∞	\$444,500	Sales \$363,750	\$480,693	\$325,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	35	REO Sales 0	33	40	103
	Median Sales Price	\$378,000	\$0	\$387,000	\$325,000	\$375,000
	Average Price/Square Foot	\$275	Short Sales 0	\$261	\$223	N/A
	Average Sq Ft of Property	1,410	\$0	1,501	1,518	N/A
	Total Listing Inventory *	21	Conventional 33	18	42	N/A
	Total Listing Median Price ∞	\$370,000	Sales \$387,000	\$409,985	\$315,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	19	REO Sales 0	12	10	44
	Median Sales Price	\$335,000	\$0	\$301,990	\$267,500	\$315,000
	Average Price/Square Foot	\$285	Short Sales 0	\$238	\$234	N/A
	Average Sq Ft of Property	1,234	\$0	1,386	1,143	N/A
	Total Listing Inventory *	9	Conventional 19	15	17	N/A
	Total Listing Median Price ∞	\$329,900	Sales \$335,000	\$362,939	\$269,900	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	13	REO Sales 1	15	13	42
	Median Sales Price	\$427,000	\$322,130	\$420,000	\$400,000	\$419,000
	Average Price/Square Foot	\$269	Short Sales 0	\$303	\$255	N/A
	Average Sq Ft of Property	1,710	\$0	1,394	1,669	N/A
	Total Listing Inventory *	8	Conventional 12	7	15	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$436,000	\$420,698	\$415,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	26	REO Sales 0	34	33	85
	Median Sales Price	\$450,000	\$0	\$441,000	\$370,000	\$440,000
	Average Price/Square Foot	\$320	Short Sales 0	\$294	\$268	N/A
	Average Sq Ft of Property	1,439	\$0	1,545	1,440	N/A
	Total Listing Inventory *	12	Conventional 26	21	21	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$450,000	\$448,981	\$379,000	N/A
95827 Lincoln Village	Total Sales	11	REO Sales 0	5	10	27
	Median Sales Price	\$390,000	\$0	\$4,420,000	\$370,000	\$410,000
	Average Price/Square Foot	\$298	Short Sales 0	\$304	\$246	N/A
	Average Sq Ft of Property	1,360	\$0	1,343	1,477	N/A
	Total Listing Inventory *	11	Conventional 11	9	9	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$390,000	\$420,654	\$365,000	N/A
95828 Florin	Total Sales	35	REO Sales 1	25	37	95
	Median Sales Price	\$405,000	\$620,000	\$415,000	\$335,000	\$390,000
	Average Price/Square Foot	\$256	Short Sales 0	\$254	\$229	N/A
	Average Sq Ft of Property	1,631	\$0	1,648	1,532	N/A
	Total Listing Inventory *	31	Conventional 34	41	53	N/A
	Total Listing Median Price ∞	\$429,000	Sales \$404,350	\$412,108	\$340,000	N/A
95829 Vineyard	Total Sales	30	REO Sales 0	15	19	66
	Median Sales Price	\$487,500	\$0	\$470,000	\$414,900	\$463,000
	Average Price/Square Foot	\$291	Short Sales 0	\$258	\$237	N/A
	Average Sq Ft of Property	1,809	\$0	2,103	2,117	N/A
	Total Listing Inventory *	18	Conventional 30	18	41	N/A
	Total Listing Median Price ∞	\$737,500	Sales \$487,500	\$699,587	\$460,000	N/A
95830 East Florin Road	Total Sales	1	REO Sales 0	2	0	3
	Median Sales Price	\$695,000	\$0	\$572,500	\$0	\$685,000
	Average Price/Square Foot	\$494	Short Sales 0	\$260	\$0	N/A
	Average Sq Ft of Property	1,408	\$0	2,217	0	N/A
	Total Listing Inventory *	1	Conventional 1	0	1	N/A
	Total Listing Median Price ∞	\$400,000	Sales \$695,000	\$0	\$738,888	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	22	REO Sales 0	23	28	58
	Median Sales Price	\$600,000	\$0	\$580,000	\$482,750	\$582,500
	Average Price/Square Foot	\$327	Short Sales 0	\$306	\$278	N/A
	Average Sq Ft of Property	1,959	\$0	1,978	1,904	N/A
	Total Listing Inventory *	13	Conventional 22	13	33	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$600,000	\$815,028	\$554,500	N/A
95832 Meadowview Freeport	Total Sales	2	REO Sales 0	4	4	13
	Median Sales Price	\$327,500	\$0	\$340,000	\$292,500	\$330,000
	Average Price/Square Foot	\$268	Short Sales 0	\$245	\$219	N/A
	Average Sq Ft of Property	1,219	\$0	1,431	1,702	N/A
	Total Listing Inventory *	5	Conventional 2	2	5	N/A
	Total Listing Median Price ∞	\$399,900	Sales \$327,500	\$1,996,998	\$230,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	31	REO Sales 0	17	28	77
	Median Sales Price	\$421,500	\$0	\$390,000	\$357,750	\$415,000
	Average Price/Square Foot	\$271	Short Sales 0	\$283	\$245	N/A
	Average Sq Ft of Property	1,632	\$0	1,508	1,517	N/A
	Total Listing Inventory *	17	Conventional 31	11	47	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$421,500	\$675,268	\$369,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	32	REO Sales 0	33	31	92
	Median Sales Price	\$470,500	\$0	\$476,000	\$433,990	\$475,500
	Average Price/Square Foot	\$288	Short Sales 0	\$258	\$233	N/A
	Average Sq Ft of Property	1,839	\$0	1,958	2,098	N/A
	Total Listing Inventory *	20	Conventional 32	14	40	N/A
	Total Listing Median Price ∞	\$494,450	Sales \$470,500	\$674,729	\$418,975	N/A
95835 North Natomas	Total Sales	41	REO Sales 0	34	35	104
	Median Sales Price	\$535,000	\$0	\$471,563	\$457,000	\$490,500
	Average Price/Square Foot	\$270	Short Sales 0	\$265	\$228	N/A
	Average Sq Ft of Property	2,125	\$0	2,169	2,153	N/A
	Total Listing Inventory *	20	Conventional 41	24	32	N/A
	Total Listing Median Price ∞	\$539,900	Sales \$535,000	\$491,683	\$444,200	N/A
95838 Del Paso Heights Robla	Total Sales	28	REO Sales 0	32	51	94
	Median Sales Price	\$332,500	\$0	\$309,000	\$300,000	\$320,000
	Average Price/Square Foot	\$280	Short Sales 0	\$275	\$231	N/A
	Average Sq Ft of Property	1,233	\$0	1,217	1,386	N/A
	Total Listing Inventory *	26	Conventional 28	20	51	N/A
	Total Listing Median Price ∞	\$354,900	Sales \$332,500	\$373,044	\$275,000	N/A
95841 Foothill Farms North Highlands	Total Sales	11	REO Sales 0	15	7	33
	Median Sales Price	\$392,000	\$0	\$395,000	\$340,000	\$392,000
	Average Price/Square Foot	\$266	Short Sales 0	\$267	\$231	N/A
	Average Sq Ft of Property	1,521	\$0	1,669	1,514	N/A
	Total Listing Inventory *	4	Conventional 11	2	11	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$392,000	\$407,499	\$359,418	N/A
95842 Foothill Farms	Total Sales	15	REO Sales 0	17	27	55
	Median Sales Price	\$375,000	\$0	\$390,000	\$312,500	\$375,000
	Average Price/Square Foot	\$302	Short Sales 0	\$275	\$262	N/A
	Average Sq Ft of Property	1,317	\$0	1,416	1,210	N/A
	Total Listing Inventory *	9	Conventional 15	6	21	N/A
	Total Listing Median Price ∞	\$398,500	Sales \$375,000	\$356,652	\$329,000	N/A
95843 Antelope	Total Sales	50	REO Sales 0	35	35	126
	Median Sales Price	\$444,500	\$0	\$445,000	\$385,000	\$441,500
	Average Price/Square Foot	\$270	Short Sales 0	\$254	\$243	N/A
	Average Sq Ft of Property	1,755	\$0	1,864	1,646	N/A
	Total Listing Inventory *	23	Conventional 50	21	37	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$444,500	\$470,437	\$399,988	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	30	REO Sales 0	28	26	78
	Median Sales Price	\$617,500	\$0	\$587,500	\$512,000	\$594,000
	Average Price/Square Foot	\$361	Short Sales 0	\$331	\$306	N/A
	Average Sq Ft of Property	2,221	\$0	2,221	1,834	N/A
	Total Listing Inventory *	44	Conventional 30	36	59	N/A
	Total Listing Median Price ∞	\$1,147,500	Sales \$617,500	\$1,326,639	\$799,900	N/A
95605 West Sacramento Bryte Broderick	Total Sales	4	REO Sales 0	7	2	19
	Median Sales Price	\$417,500	\$0	\$380,000	\$267,500	\$380,000
	Average Price/Square Foot	\$345	Short Sales 0	\$279	\$297	N/A
	Average Sq Ft of Property	1,287	\$0	1,691	895	N/A
	Total Listing Inventory *	5	Conventional 4	7	9	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$417,500	\$419,999	\$325,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	36	REO Sales 0	24	31	97
	Median Sales Price	\$483,500	\$0	\$464,950	\$440,888	\$460,000
	Average Price/Square Foot	\$282	Short Sales 1	\$301	\$266	N/A
	Average Sq Ft of Property	1,936	\$477,000	1,754	1,803	N/A
	Total Listing Inventory *	30	Conventional 35	40	48	N/A
	Total Listing Median Price ∞	\$485,900	Sales \$490,000	\$573,893	\$454,950	N/A

* This number represents the amount of listings still listed as active at the time of this report

∞ This number represents the median listing price of ACTIVE listings at the time of this report

Certain zip codes were omitted from this report for insufficient data

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