



# SACRAMENTO REALTOR®

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

AUGUST 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

A blurred photograph of a classroom or meeting room. In the foreground, the backs of several people's heads are visible as they sit at desks. In the background, a person stands and appears to be presenting or speaking to the group.

## CONTINUING EDUCATION

4 President's Message



6 CEO Corner



8 Masters Club Corner



10 Leaders in Lending



15 September Calendar



20 MLS Statistics



12 Pasta Feed Fundraiser

## SPONSORS

SUPPORT THOSE THAT SUPPORT YOU.

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

Mason McDuffie Mortgage

page 3

Personal Express Insurance

page 5

*Thank you for your continued support!*

## ARE YOU GETTING IT?

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





# STABILITY SINCE 1887

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



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



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



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



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



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



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



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

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

*We have over 124 Years of combined lending experience*



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

**916.929.2333**

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



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



2021 PRESIDENT

## Always Learning

As thousands of children and young people head back to school, we are reminded of the importance of learning and education. This, in a year with continued uncertainty surrounding COVID, the value of understanding and adapting to changes in our world has become paramount. Now, more than ever, as REALTORS® and members of the real estate community we must seek information. We must make the time to understand how factors like COVID, critically low levels of housing supply, changing market conditions, governmental policies, (the list goes on) affect our businesses and our communities. Take the time to educate yourself!

The SAR Education Department and Committee work tirelessly to bring courses of value to our membership. Check out all that they have to offer! Have ideas of your own? Join the Education Committee or reach out to our committee members to give them your ideas and feedback. After all, that is what we are here to do...offer courses of value to YOU – our members. Our education website is: <https://sacrealtor.org/members/education>.

If you missed my article in April, I highlighted the importance of understanding our own impact in the world of diversity, equity, and inclusion. We must take a hard look at our own place in this cycle and seek information so that we can affect change. Check out these opportunities:

### Bias Override:

<https://www.nar.realtor/videos/bias-override-overcoming-barriers-to-fair-housing>

### Fairhaven Simulation:

<https://fairhaven.realtor/home>

### At Home With Diversity Designation:

<https://www.nar.realtor/at-home-with-diversity>

Malcolm X said, "Education is the passport to the future, for tomorrow belongs to those who prepare for it today." As REALTORS®, I hope that we accept the challenge to help define and shape the future of our profession and, therefore, in our communities. Let's take the time now to prepare, to educate ourselves, to understand our impact and to make the future better. Check out all the courses available to you through your REALTOR® membership today.

SHINE  
YOUR  
LIGHT

education





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

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

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

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

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

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

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

**personalexpress**  
INSURANCE

Home & Auto    Lic. No. 0660193



## Education

For those of you that are regular readers of this space you know that I believe that education is the key to success in all that we do. That applies especially to real estate. Really knowing what you are talking about projects confidence to your clients that you are able to provide exceptional service.

Historically we have offered almost all our classes strictly in live format. Over the years we explored ways to provide them in a remote format, either livestreaming or in recorded webinar format. We were constantly reviewing products offered to allow us to offer courses that way, but either the technology did not seem reliable or it was cost prohibitive.

Then came the pandemic of 2020 and all the rules changed. We could not have live classes so we quickly changed to online classes and it worked out quite well. Thanks to C.A.R. picking up part of the cost, we were able to establish Zoom accounts that have helped us keep operations afloat. This included education courses.

We also found a cost-effective service provider that allows us to provide online webinars for our members. Things have really changed, in part due to the pandemic and in part due to changing market conditions.

We are now providing online course offerings on the new [Residential Purchase Agreement](#). It is a very significant change both in format and content from the previous edition. If you want to protect your client's interest and keep yourself from being sued I urge you to attend one of these classes at your earliest opportunity.

Now we are looking at the new future of education. While some members have expressed an eagerness to attend live classes, many have indicated they enjoy the convenience of remote learning. Some of that may depend on the remote environment in which you are able to attend the classes.

As we move forward slowly and carefully through the recovery process you can expect many more live offerings, some of which may offer a remote option. The goal of SAR is to provide education courses to the members in the manner that the members prefer. Whatever the delivery method you choose the skills you learn can be invaluable to you in progressing in your real estate career.

*Save the Date!*

**YPN CHARITY GALA**

**Friday Nov. 5th  
Mack Powell Event Center**



REALTY SUPPLY CENTER

# AUGUST SPECIALS

SAVE \$2.01

## "I LOVE SELLING HOMES"

LICENSE PLATE FRAMES



**\$1.99 each**

(Originally \$4.00 each)

Item #5200-BLACK

SAVE \$1.50

## AUTO EXPENSE LOG BOOK

VARIOUS COLORS



**\$3.49 each**

(Originally \$4.99 each)

Item #3605

SAVE \$2.00

## ROUND CAR MAGNETS

VARIOUS VERBIAGES



**\$6.50 each**

(Originally \$8.50 each)

ITEM #3682

SAVE \$3.00

## WATER TUMBLER WITH STRAW

VARIOUS COLORS



**\$9.99 each**

(Originally \$12.99 each)

ITEM #4233

SAVE \$6.51

## DELUXE METAL KEY RING



**\$1.99 each**

(Originally \$8.50 each)

ITEM #1351

SAVE \$2.55

## 3 PIECE MINI CHARM KEY RING



**\$ 5.95 each**

(Originally \$8.50 each)

ITEM #10104

[store1@sacrealtor.org](mailto:store1@sacrealtor.org) | Main: 916.437.1222

Visit us online at [realtysupplycenter.com](http://realtysupplycenter.com)



### Save the Date!

The Masters Club Steering Committee is so happy to share some GREAT news with everyone! After a year and a half of not being able to properly celebrate due to the pandemic, we will finally have our highly-anticipated awards dinner. Please be sure to save the date for September 23, as we would love to see all of our Members there. We have all worked so hard to achieve Masters Club status and a proper celebration is definitely in order! Stay tuned – we will be sending more details on the celebration soon. We also wanted to share that after having to postpone it last year, we will also get to have our Annual Golf Tournament! We rely on this event to raise money for our beloved charities and we can't wait to finally do it again this year. Stay healthy everyone, and we will see you soon!



**MASTERS CLUB**  
SACRAMENTO ASSOCIATION OF REALTORS®

AWARDS RECEPTION

*Save the date*

9.23.21

*Brillant en Blanc*





## California COVID-19 Rent Relief Program

### Landlord Guide to Applying for COVID-19 Rent Relief

Landlords and tenants both have to participate in the [rent relief application process](#).

There are parts of the application that each party will need to fill out. When a landlord and tenant apply for rent relief funds, the money goes directly to the landlord. Qualified landlords who have had eligible tenants move out of their unit while still owing COVID-19 back rent can now apply for rent relief.

**STEP 1:** If you have one or more tenants who are behind on their rent and need financial assistance due income loss, you may apply for the state's COVID-19 Rent Relief program as long as:

- o Your tenant's household is income-eligible (the state will calculate this when you apply).\*
- o All payments you receive are used to satisfy the tenant's unpaid rent. Eligible timeframe for financial assistance dates back to April 1, 2020.
- o Your tenant takes steps to verify that they meet eligibility requirements and signs the application. They will be notified once your application is submitted and asked to submit their required information.

\*Income-eligible tenants may qualify regardless of immigration status and will not be required to show proof of citizenship.

**STEP 2:** If your tenant qualifies, gather one of the following to make the application process faster for you to complete.\*\*

- o Lease or rental agreement containing tenant's name, residence address, and monthly rent due.
- o Rent ledger or rent statement showing the balance of unpaid rent starting from April 1, 2020.
- o W-9 (for tax purposes)

\*\*If you do not have the above paperwork, you can still apply. Most of the information can be certified in the application; you will just need to provide proof of identification.

If you have 10 or more qualified tenants and would like to upload information for all of them at once when you apply, please fill out this form.

**STEP 3:** Complete and submit your application. When landlords apply first, the state will get in touch with the tenant to gather additional information, like their income.

**STEP 4:** You can get answers regarding eligibility or help with applying by calling the state's hotline at (833) 430-2122. If you need help in a language other than English, you can get assistance by calling (833) 687-0967.

# House Keys Podcast

Sacramento Real Estate, Lending & More

Click to Listen on





2021 CHAIR OF THE REAL  
ESTATE FINANCE FORUM

## A Consumer's Checklist to Verify Information on Their Credit Report

Each Year, consumers are entitled to a **Free** credit report from each of the credit bureaus. When you receive your credit report, it is a great time to check for any errors, before deciding to buy a home.

You can request and review your free report online at:

[AnnualCreditReport.com](https://AnnualCreditReport.com)

When you view your credit report, the CFPB [Consumer Financial Protection Bureau] recommends the following:

- Check that it contains only items about you.
- Look for information that is inaccurate or incomplete.

Some common errors in credit reports are:

- Errors made to your identity information (wrong name, phone number, address)
- Accounts belonging to another person with the same or a similar name as yours (this mixing of two consumers' information in a single file is called a mixed file)
- Incorrect accounts resulting from identity theft
- Incorrect reporting of account status
- Closed accounts reported as open
- You are reported as the owner of the account, when you are actually just an authorized user
- Accounts that are incorrectly reported as late or delinquent
- Incorrect date of last payment, date opened, or date of first delinquency
- Same debt listed more than once (possibly with different names)
- Accounts that appear multiple times with different creditors listed (especially in the case of delinquent accounts or accounts in collections)
- Accounts with an incorrect current balance
- Accounts with an incorrect credit limit
- If you find errors, you should contact the credit reporting company who sent you the report, and the creditor or company that provided the information (called the "furnisher" of the information).

Checking your credit and correcting an error is a great first step when you are considering a home purchase. Many of my clients are surprised by the errors that we find during the processing of their loan. When you find the errors prior to buying a home it saves you time and stress during the home financing process.

# 3rd Annual CAR SHOW

**SATURDAY SEPT. 25TH 10AM - 2PM**

Individuals only \$5 each, kids under 12 are Free!  
Vehicles \$25 online | \$30 at the door

- Vendors
- BBQ & Drinks
- Raffle
- Hosted Continental Breakfast
- Kid Friendly: Magician, Face Painting, A Dunk Tank & More!

*Pet Friendly for Friendly Pets!*





## Understanding the Seller License to Remain In Possession Addendum

A low inventory and a historic demand have often placed California homeowners in precarious positions as they consider if and when to sell. Many Sellers dream of selling at the top of the market but without a magic eight ball, that is a very difficult thing to predict! The traditional 7/8 year business cycle is presently out the window. Fortunately, California Association of REALTORS® ("C.A.R.") provides some excellent tools to help Sellers plan and strategize when the best time to sell might be for them, and for the market.

One of these tools is the Seller License to Remain in Possession Addendum ("SIP"). This is not a standalone agreement or a lease agreement, but instead is to be used in conjunction with the original offer (Residential Purchase Agreement ("RPA")) or any other negotiated instrument that's a part of the main contract to purchase the home (e.g. a Counter-Offer). This form should be used when the Seller wishes to occupy the home for less than 30 days after the close of escrow. One example of when this might be useful is if the Seller wants to get the home on the market but needs more than 30 days and less than 60 days to move out. There could be an infinite number of reasons for this, but if the Seller accepts an offer with a 30-day escrow that has a SIP agreement attached, the Seller will have that extra time to move their personal belongings out of the home after close of escrow. Another example may be if the Seller receives an enticing all-cash 7-day close offer from an investor, but understandably needs more time to make arrangements. This is a great opportunity to use the SIP to close early, take the funds, and still have a few weeks to move out.

A critical legal point to understand about the SIP is that when the Buyer agrees to its terms, the Buyer is granting a license, not a lease. "[A] license is an authority to do a particular act, or series of acts, upon another's land, without possessing any estate therein." 2 James Kent, Commentaries on American Law \*452-53 (George Comstock ed., 11th ed. 1866). In more modern terms, a licensee occupies the land only by permission and holds no legal interest in the property. In Property Law, an owner has what is called a "bundle of sticks" which are the many rights that come along with ownership. A lease is when the owner actually gives one of these "sticks," the right of possession, to the lessee. With a license, the owner is not giving away any "sticks," only allowing the licensee to be on the property without trespassing. As we go through the form, keeping this in mind will help explain why the SIP looks different than a lease agreement... because it is not one!

The SIP form begins with an opportunity to attach this agreement with the RPA or another key agreement for the sale of the property. The SIP explains that "the Addendum is intended to grant Seller a license to remain in possession of, and use, the Property after the Close of Escrow." (C.A.R. Form SIP, Revised 12/17). The length of time is selectable by Agents and their clients and may be deemed in days after close of escrow or a specific date that the license ends. Section two determines the consideration that the Seller is providing to the Buyer in accepting the agreement. Without getting too much into Contract Law, every contract must have consideration. This is basically a requirement that one side gives something to the other in exchange for a promise; otherwise, the agreement may be interpreted as a non-binding gift. In this case, the Seller is giving money to the Buyer in exchange (i.e. consideration) of the promise to be able to occupy the home with permission from the Buyer/new homeowner. You'll notice that this is called a "License Fee" and is not rent. The most common way this is handled is one large sum is given to the Buyer from the Seller's proceeds and it is either held in escrow, or just given to the Buyer at closing. Some previous tenants may be familiar with a security deposit, which won't be found on the SIP form. Instead, there is a "Delivery of Possession Fee." This is an amount of money that must be returned to the Seller within 5 days after the Seller leaves the property, as long as the property was maintained in the same condition as agreed.

The Seller is responsible for maintaining the property, any pool, all landscaping and will pay the utilities during their occupancy. The Seller also agrees to allow the Buyer/new homeowner to enter the home with 24 hours' notice for any number of reasons; including allowing prospective purchasers to view the property (well that's a quick turnaround!) and/or allowing services like contractors or even to make repairs. A key difference between a lease and this license is that the license is not assignable or transferable without the Buyer/new homeowner's permission; meaning it is only good for the Seller. Of course, like almost all other C.A.R. forms there is space to negotiate these terms further in the last section. Agents and Sellers should be advised that for a short time period, use of the SIP is recommended but if the Seller needs to remain for longer than 30 days, the Residential Lease After Sale ("RLAS") form should be used instead of adding further terms to the bottom of the SIP.

The SIP is a great tool to add some much-needed flexibility to the rigidity of the Purchase Agreement and give homeowners some options on when they sell and when they need to move out. Keep in mind the limitations of a license versus a lease and make sure that it's the right tool for the job.

SAR CHARITABLE FOUNDATION'S

# PASTA FEED FUNDRAISER

*Thursday, August 26th, 2021  
6:00 - 9:00 PM*

**\$25 ADULTS | \$15 KIDS 12 & UNDER**

Catered by



At the Newly Remodeled  
Mack Powell Event Center!

▼  
[sacrealtor.org/pasta](https://sacrealtor.org/pasta)

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



# Sponsorship Opportunities

*All sponsorship levels will receive recognition on social media.*

## Godfather | \$1,800

- 10 Dinner Tickets
- 20 Drink Tickets
- Premium Press Release
- Company Promo Materials Displayed on Lobby Table

## Consigliere | \$1,200

- 10 Dinner Tickets
- 10 Drink Tickets
- Premium Press Release

## Goodfella | \$900

- 8 Dinner Tickets

## Musica | \$600

- 6 Dinner Tickets

## Tavolo | \$300

- 4 Dinner Tickets

## Tourista | \$100

- 2 Dinner Tickets

*Charitable Foundation Tax ID: 30-0691274*

For details contact Lyndsey Harank at [lharank@sacrealtor.org](mailto:lharank@sacrealtor.org)  
or visit [www.sacrealtor.org/pasta](http://www.sacrealtor.org/pasta) for tickets.



## Article 10

*REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14)*

*REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14)*

### Case #10-8: Use of Harassing Speech Against Protestors

A group of protestors, supporting the equal treatment of women, gathered peacefully for a march in Washington, D.C. The group requested and was approved for the appropriate permits, and while local law enforcement was on site to provide assistance, no criminal activity was reported.

REALTOR® A, in response to the march, posted on social media, "These morons have nothing better to do than come all the way to Washington to gripe about a problem that doesn't even exist. This is why women shouldn't be allowed to leave the house. Get back in the kitchen where you belong." REALTOR® B saw REALTOR® A's comments, and filed a complaint with the local Association of REALTORS® alleging REALTOR® A's comments against the protestors constituted harassing speech against members of a protected class, and as such were a violation of Article 10 as illustrated by Standard of Practice 10-5. The Association's

Grievance Committee forwarded the complaint for a hearing.

At the hearing, REALTOR® B argued that REALTOR® A's comments constituted objectively harassing speech against individuals on the basis of sex. In response, REALTOR® A argued that his comments were directed at protestors, which are not a protected class, and that, in fact, the group was comprised of both men and women.

In their decision, the panel noted that while REALTOR® A's comments were addressed to a group of both men and women, they included disparaging, discriminatory comments about women such that the complainant had demonstrated with clear, strong, and convincing proof that REALTOR® A had used harassing speech under Standard of Practice 10-5 and thus was in violation of Article 10.





# SEPTEMBER 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  No Events Scheduled	2  Real Estate Finance & Affiliate Forum (EC) 9:00 – 10:30am	3  SAR Toastmasters Club (V) 7:30am – 9:00am SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed)
6  SAR Closed Labor Day Holiday	7  NO MAIN MEETING NO REGIONAL MEETINGS (pushed back one week) CanTree Committee (B) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am	8  Regional Coordinators Quarterly Meeting (V) 1:30 – 2:30pm	9  Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	10  SAR Toastmasters Club 7:30am – 9:00am
13  Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	14  September Main Meeting (EC) 9:00 – 10:30am Charity Research Committee (B1) 10:30 – 11:30am YPN Advisory Committee (V) 11:00am – 12:30pm	15  SAR New Member Orientation (V) 6:00 – 9:30pm	16  Understanding the New RPA (V) 9:00am – 1:00pm WCR Monthly Business Meeting (V) 11:30am – 2:00pm	17  SAR Toastmasters Club (V) 7:30am – 9:00am SAR Affiliate Task Force (V) 9:00 – 10:00am RETI – Living the Dream & Profiting From It (EC) 9:00am – 12noon
20  No Events Scheduled	21  LIVE Regional Meetings (various locations) 9:00 – 10:30am Marketing/Communications Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm	22  No Events Scheduled	23  SAR BOD 9:00 – 11:00am	24  SAR Toastmasters Club 7:30am – 9:00am RETI – zipForm and DocuSign (EC) 9:00am – 12noon
27  No Events Scheduled	28  LIVE Regional Meetings (various locations) 9:00 – 10:30am Think Like an Appraiser (EC) 9:00am – 12noon Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon	29  Property Management Basics (T) 9:00am – 12noon SAR Office Closed 1:00 – 2:00pm	30  No Events Scheduled	

# 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

## AUGUST

### CLASS

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

4	10am – 11:am	<a href="#">BEING PRO-ACTIVE AND THRIVING AFTER COVID</a>
16	12pm – 1:30pm	<a href="#">LUNCH AND LEARN: PROBATE REAL ESTATE SALES</a>
18	10am – 11am	<a href="#">PROPERTY MANAGEMENT UPDATE: HOW TO MANAGE PROPERTY DURING THE EVICTION MORATORIUM?</a>
25	10am – 11am	<a href="#">1031 EXCHANGE WITH BILL ANGOVE</a>

## SEPTEMBER

### CLASS

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

16	9:00am – 1pm	<a href="#">UNDERSTANDING THE NEW RPA</a>
17	9:00am – 12pm	REAL ESTATE TRAINING INSTITUTE (RETI) DAY 1: TIPS TO MAKE YOUR BUSINESS LIFE EASIER – IN PERSON
22	9:30am – 12pm	<a href="#">TAX STRATEGIES FOR REAL ESTATE PROFESSIONALS WEBINAR</a>
24	9:00am – 12pm	REAL ESTATE TRAINING INSTITUTE (RETI) DAY 2: HOW TO GET YOUR OFFER ACCEPTED – IN PERSON
28	9:00am – 12pm	THINK LIKE AN APPRAISER – IN PERSON
29	9:00am – 12pm	PROPERTY MANAGEMENT BASICS SERIES: DAY 1 – IN PERSON

## 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!](#)



FREE TRAINING BY

**MetroList®**

The True Source

FEATURING:

Realist Tax, Homesnap, Metrolist Mobile, Homespottter, Mapping & Routing, and much more!



## 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?

[REGISTER/MORE INFO HERE](#)

### HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE

INSTRUCTOR ULYSSES BALTAZAR, REAL ESTATE TECHNOLOGIST & MARKETING STRATEGIST WILL SHOW YOU "WHAT AND WHERE" DOES YOUR BRAND & INFORMATION ONLINE MATTER MOST.

[REGISTER/MORE INFO HERE](#)

### 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.

[REGISTER/MORE INFO HERE](#)

### 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.

[REGISTER/MORE INFO HERE](#)

### 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.

[REGISTER/MORE INFO HERE](#)

### BRANDING YOURSELF 101

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.

[REGISTER/MORE INFO HERE](#)

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

# Looking for an Affiliate or REALTOR®?

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



## SAR NEW MEMBERS

## July 2021

## AFFILIATES

**Kimberly Davis**  
Golden Bay Mortgage

**Robert DeSomber Grasons**  
Estate Sales of N. Sac

**Sean Dunn**  
Directors Mortgage

**Kate Gitchell**  
West Shore Mortgage

**Mari Medina**  
loanDepot

**Pete Vlahos**  
Goosehead Insurance

## DESIGNATED REALTORS®

**Peggy Caruso**  
The Avalon Group

**Christopher Long**  
Christopher Long

**Ibrahim Matar**  
Avenue 8, Inc.

**Mamata Pochampalli**  
Mamata Rani Pochampalli

## REALTORS®

**Natalya Adamson**  
eXp Realty of California, Inc.

**Natalie Afendykiw-Clark**  
AARE

**Manuel Alcaraz**  
eXp Realty of California, Inc.

**Elizabeth Allen**  
EM Realty Group

**Juan Alvarado**  
eXp Realty of California, Inc.

**Barbara Ashton**  
Coldwell Banker Realty

**Natasha Bazzo**  
Keller Williams Realty So Placer

**Sean Berry**  
eXp Realty of California, Inc.

**Gurmeet Bhatia**  
Coldwell Banker Realty

**Gurdeep Boparai**  
HomeSmart ICARE Realty

**Cynthia Breton**  
Thrive Real Estate

**Manuel Carlos**  
Lyon RE Fair Oaks

**Jennifer Carter**  
Coldwell Banker Realty

**Harbans Chehal**  
Golden One Realty, Inc.

**Kevin Chou**  
Keller Williams Realty

**Andrew Christensen**  
Coldwell Banker Realty

**Joana Cordova**  
Keller Williams Realty Natomas

**Melissa Cornago**  
Realty Executives Elite All St

**Lindsay Crosby**  
Delta Metro Realty Svcs, Inc.

**Seymantha Cross**  
Berkshire Hathaway HS Elite

**Veronica Davis**  
eXp Realty of California, Inc.

**Justin Dean**  
Capitol Realty Center

**Lydia DeVolder**  
Sundae Homes

**Chanel Dorn**  
Melody Royal Real Estate

**Denise Edmunds**  
Redfin Corporation

**Alyse Elmore**  
Security Pacific Real Estate

**Ryan Favorite**  
Lyon RE LP

**Nicole Fitt**  
Nick Sadek Sotheby's International

**Ronnie Garner**  
Realty One Group Complete

**Harpreet Gill**  
Keller Williams Realty Natomas

**Michael Giuntoli**  
Intero Real Estate Services

**Mayra Gomez**  
Keller Williams Realty Natomas

**Shellie Gore**  
Keller Williams Realty Natomas

**Wayne Gross**  
Amen Real Estate

**Stacey Groth**  
RE/MAX Gold Natomas

**Brett Halverson**  
Lyon RE Sierra Oaks

**Brenda Her**  
Realty One Group Complete

**Evangeline Hibbert**  
Lyon RE West Sacramento

**Mark Hilton**  
Lyon RE Natomas

**Patrick Jordan**  
Realty One Group Complete

**Delila Kajmic**  
eXp Realty of California, Inc.

**Kiana Kelly**  
eXp Realty of California, Inc.

**Justin Lintean**  
Opendoor Brokerage, Inc.

**Oanh Luu**  
HP Real Estate

**Christopher Lynch**  
Cook Realty

**Brian Maker**  
RE/MAX Gold Fair Oaks

**Tanjanica Marks**  
Melody Royal Real Estate

**Robert McCoy**  
eXp Realty of California, Inc.

**Inessa Miller**  
Sierra Bay R.E. & Development

**Jillian Miller**  
Lyon RE West Sacramento

**Domenique Mitchell**  
eXp Realty of California, Inc.

**Breanna Mittone**  
eXp Realty of California, Inc.

**Dora Moreno**  
Lyon RE Elk Grove

**Vedad Muhic**  
eXp Realty of California, Inc.

**Judy Muthoni**  
eXp Realty of California, Inc.

**Shahrazad Nabavi**  
eXp Realty of California, Inc.

**Shwarene Nand**  
Keller Williams Realty Natomas

**Mei Shan Ng**  
Portfolio Real Estate

**Martinique Nickleberry**  
Keller Williams Realty

**Kimberly Oliver**  
J Castle Group

**Serena Parra**  
eXp Realty of California, Inc.

**Callahan Ragsdale**  
Trillium Real Estate

**Monte Roberts**  
eXp Realty of California, Inc.

**Jenny Saelee**  
Keller Williams Realty

**Stephan Sanders**  
Keller Williams Realty Natomas

**Isaac Seher**  
Realty One Group Complete

**Raja Shabbir**  
Melody Royal Real Estate

**Liliya Shikin**  
USKO Realty

**Sajanjiv Singh**  
Statewide Realty & Mortgage

**Rebecca Sinton**  
The Turtlestone Group Corp

**Daniel Smallie**  
Coldwell Banker Realty

**La Kesha Smith**  
Coldwell Banker Realty

**Zachary Snow**  
Redfin Corporation

**Ann Sung**  
Goodview Financial & R.E.

**Samantha Tai**  
Keller Williams Realty

**Roger Toledano**  
Lyon RE Natomas

**Arica Valasquez**  
eXp Realty of California, Inc.

**Joseph Valencia**  
Tribe Realty

**Tara Van**  
Keller Williams Realty

**Nou Vang**  
Big Block Realty North

**Chandler Velasco**  
RE/MAX Gold Elk Grove

**Matthew Vitullo**  
Better Homes and Gardens RE

**Dorothy Weiler**  
Coldwell Banker Realty

**Ashley White**  
Big Block Realty North

**Wayne Wilson**  
Keller Williams Realty Natomas

**Julie Woong**  
Redfin Corporation

**April Xie**  
Legend Realty & Finance Group

**Bao Xiong**  
Realty One Group Complete

**Maria Zagal**  
Consumer Plus Realty

WELCOME



# SACRAMENTO HOUSING STATISTICS

## Median sales price dips, inventory rises

# JULY

July closed ended with 1,574 sales, an 8.6% decrease from June (1,723). Compared to one year ago (1,772), the current figure is down 11.2%. Of the 1,574 sales this month, 204 (13%) used cash financing, 1,094 (69.5%) used conventional, 175 (11.1%) used FHA, 71 (4.5%) used VA and 30 (1.9%) used Other types of financing.

The median sales price decreased 1.9% from \$520,000 to \$510,000. This figure is up 20.6% from July 2020 (\$422,745).

The Active Listing Inventory increased 23.5% from June to July, from 1,297 units to 1,602 units. Compared with June 2020 (1,266), inventory is up 26.5%. The Months of Inventory increased from .8 Months to 1 Month. 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) increased from 6 to 7 and the Average DOM increased from 11 to 12. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,574 sales this month, 93.2% (1,467) were on the market for 30 days or less and 98.3% (1,548) were on the market for 60 days or less.

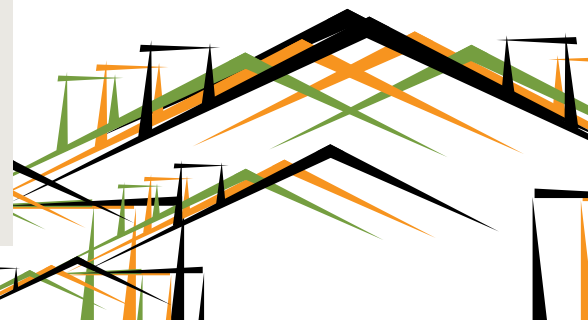
The Average Price/SqFt of all homes sold increased from \$331 to \$335. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	4	0	N/A
\$200,000 - \$249,999	4	5	0.8
\$250,000 - \$299,999	26	21	1.2
\$300,000 - \$349,999	74	67	1.1
\$350,000 - \$399,999	180	144	1.3
\$400,000 - \$449,999	183	235	0.8
\$450,000 - \$499,999	202	255	0.8
\$500,000 - \$749,000	597	653	0.9
\$750,000 - \$999,999	203	131	1.5
\$1,000,000 and over	129	63	2.0
<b>Total:</b>	<b>1,602</b>	<b>1,574</b>	<b>Total: 1.0</b>

Market Snapshot - July 2021					
	Jul-21	Jun-21	Change	Jul-20	Change (from '20)
<b>Sales</b>	<b>1,574</b>	<b>1,723</b>	<b>-8.6%</b>	<b>1,772</b>	<b>-11.2%</b>
<b>Median Sales Price</b>	<b>\$510,000</b>	<b>\$520,000</b>	<b>-1.9%</b>	<b>\$422,745</b>	<b>20.6%</b>
<b>Active Inventory</b>	<b>1,602</b>	<b>1,297</b>	<b>23.5%</b>	<b>1,266</b>	<b>26.5%</b>
<b>Median DOM</b>	<b>7</b>	<b>6</b>	<b>16.7%</b>	<b>9</b>	<b>-22.2%</b>
<b>Avg. Price/SqFt</b>	<b>\$335</b>	<b>\$331</b>	<b>1.2%</b>	<b>\$258</b>	<b>29.8%</b>

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

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



## MLS STATISTICS

JULY 2021

## MLS STATISTICS for July 2021

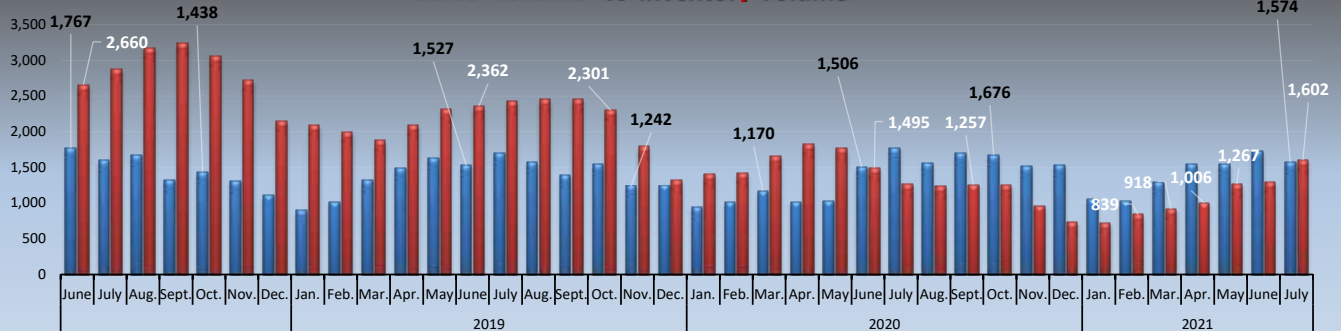
Data for Sacramento County and the City of West Sacramento



## 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	2,077		2,110	-1.6%		1,873		10.9%
Active Listing Inventory †	1,602		1,297	23.5%		1,266		26.5%
Pending Sales This Month*	1,825		1,911	-4.5%		2,325		-21.5%
Number of REO Sales	1	0.1%	3	-67%	0.2%	12	0.7%	-91.7%
Number of Short Sales	3	0.2%	4	-25%	0.2%	5	0.3%	-40.0%
Equity Sales	1,570	99.7%	1,716	-8.5%	99.6%	1,755	99.0%	-10.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,574	100%	1,723	-8.6%	100%	1,772	100.0%	-11.2%
Months Inventory	1 Months		0.8 Months	25.0%		0.7 Months		42.9%
Dollar Value of Closed Escrows	\$882,267,686		\$985,246,008	-10.5%		\$830,340,176		6.3%
Median	\$510,000		\$520,000	-1.9%		\$422,745		20.6%
Mean	\$560,882		\$571,820	-1.9%		\$468,589		19.7%
Year-to-Date Statistics	1/01/21 to 7/31/21		1/01/21 to 7/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			7/31/2020		Change
Number of Closed Escrows	9,757		9,897			8,451		15.5%
Dollar Value of Closed Escrows	\$5,282,214,577		\$5,347,203,943			\$3,728,215,751		41.7%
Median	\$490,000		\$490,000			\$402,000		21.9%
Mean	\$541,377		\$540,285			\$441,157		22.7%

## Sales Volume vs Inventory Volume



## Median Sales Price

Sacramento County Statistics  
brought to you by:

**Your Real Estate Office**

Would you like to see your contact info here?  
Contact [tony@sacrealtor.org](mailto:tony@sacrealtor.org) for details.

*David 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](http://www.sacrealtor.org) | 916.437.1205

# Data for Sacramento County and the City of West Sacramento

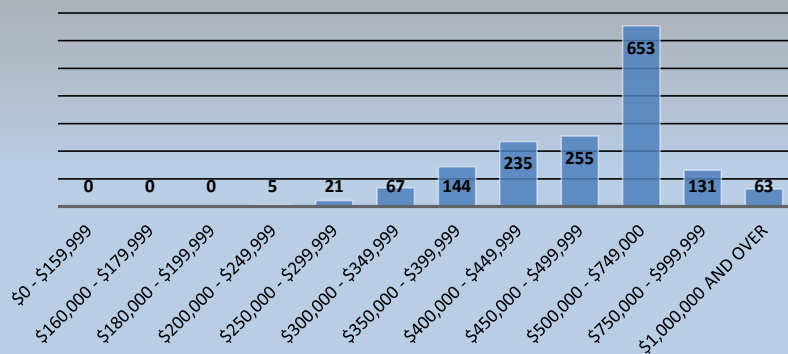
## MLS STATISTICS for July 2021

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

#### BREAKDOWN OF SALES BY PRICE

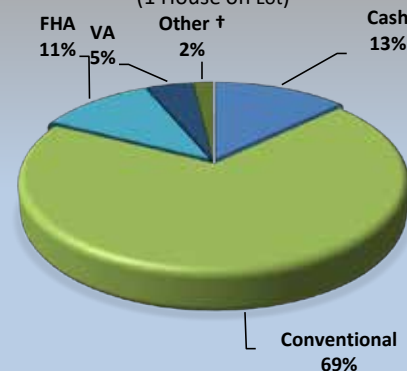
##### 1 House on Lot

Total: 1,574

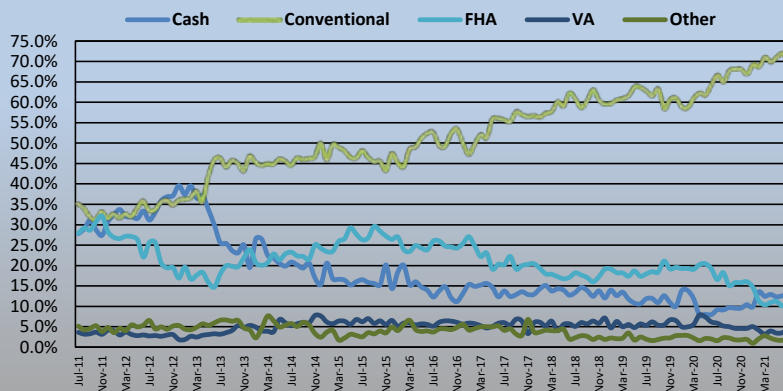


#### Type of Financing/Days on Market

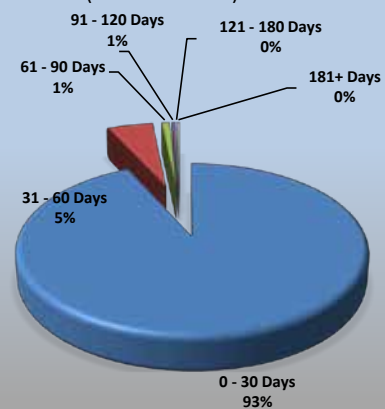
##### TYPE OF FINANCING (1 House on Lot)



##### 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	204	13.0%	217	12.6%	0 - 30	1,467	93.2%	93.9%	88.7%
Conventional	1,094	69.5%	1,242	72.1%	31 - 60	81	5.1%	4.4%	6.9%
FHA	175	11.1%	174	10.1%	61 - 90	14	0.9%	0.8%	2.2%
VA	71	4.5%	61	3.5%	91 - 120	7	0.4%	0.5%	1.1%
Other †	30	1.9%	29	1.7%	121 - 180	3	0.2%	0.3%	0.7%
<b>Total</b>	<b>1,574</b>	<b>100.0%</b>	<b>1,723</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>0.1%</b>	<b>0.1%</b>	<b>0.4%</b>
					<b>Total</b>	<b>1,574</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

<b>Median DOM:</b>	<b>Current</b>	<b>Last Month</b>
<b>Average DOM:</b>	<b>7</b>	<b>6</b>
<b>Average Price/Square Foot:</b>	<b>12</b>	<b>11</b>
	<b>\$334.7</b>	<b>\$331.2</b>

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

Based on Multiple Listing Service data from MetroList® | 2021 SAR

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



## SINGLE FAMILY HOME SALES BY ZIP CODE

JULY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	79	REO Sales 0	82	74	447
	Median Sales Price	\$565,300	\$0	\$549,000	\$487,500	\$535,000
	Average Price/Square Foot	\$325	Short Sales 0	\$325	\$275	N/A
	Average Sq Ft of Property	1,906	\$0	2,011	2,021	N/A
	Total Listing Inventory *	88	Conventional 79	85	59	N/A
	Total Listing Median Price ∞	\$590,000	Sales \$565,300	\$625,000	\$617,450	N/A
95610 Citrus Heights	Total Sales	41	REO Sales 0	35	40	251
	Median Sales Price	\$480,000	\$0	\$508,000	\$407,500	\$475,000
	Average Price/Square Foot	\$313	Short Sales 0	\$297	\$269	N/A
	Average Sq Ft of Property	1,579	\$0	1,768	1,676	N/A
	Total Listing Inventory *	39	Conventional 41	37	32	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$480,000	\$507,500	\$439,450	N/A
95621 Citrus Heights	Total Sales	42	REO Sales 0	63	56	316
	Median Sales Price	\$456,250	\$0	\$440,000	\$365,000	\$431,000
	Average Price/Square Foot	\$319	Short Sales 0	\$325	\$287	N/A
	Average Sq Ft of Property	1,477	\$0	1,397	2,620	N/A
	Total Listing Inventory *	34	Conventional 42	31	29	N/A
	Total Listing Median Price ∞	\$456,000	Sales \$456,250	\$445,000	\$375,000	N/A
95624 Elk Grove	Total Sales	60	REO Sales 0	69	71	399
	Median Sales Price	\$639,000	\$0	\$635,000	\$474,000	\$590,000
	Average Price/Square Foot	\$319	Short Sales 0	\$314	\$247	N/A
	Average Sq Ft of Property	2,217	\$0	2,140	2,117	N/A
	Total Listing Inventory *	64	Conventional 60	35	48	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$639,000	\$725,000	\$585,900	N/A
95626 Elverta	Total Sales	10	REO Sales 0	3	6	46
	Median Sales Price	\$446,000	\$0	\$745,000	\$448,500	\$422,000
	Average Price/Square Foot	\$349	Short Sales 0	\$379	\$312	N/A
	Average Sq Ft of Property	1,402	\$0	1,770	1,484	N/A
	Total Listing Inventory *	13	Conventional 10	7	4	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$446,000	\$693,500	\$394,450	N/A
95628 Fair Oaks	Total Sales	64	REO Sales 0	65	73	365
	Median Sales Price	\$619,500	\$0	\$615,000	\$480,000	\$600,000
	Average Price/Square Foot	\$332	Short Sales 0	\$318	\$281	N/A
	Average Sq Ft of Property	2,021	\$0	2,017	1,949	N/A
	Total Listing Inventory *	64	Conventional 64	50	66	N/A
	Total Listing Median Price ∞	\$694,000	Sales \$619,500	\$642,500	\$649,900	N/A
95630 Folsom	Total Sales	94	REO Sales 0	101	113	568
	Median Sales Price	\$725,000	\$0	\$712,000	\$570,000	\$685,000
	Average Price/Square Foot	\$375	Short Sales 0	\$366	\$304	N/A
	Average Sq Ft of Property	2,178	\$0	2,288	2,106	N/A
	Total Listing Inventory *	86	Conventional 94	71	63	N/A
	Total Listing Median Price ∞	\$749,900	Sales \$725,000	\$739,000	\$595,000	N/A
95632 Galt	Total Sales	24	REO Sales 0	39	45	208
	Median Sales Price	\$520,000	\$0	\$460,000	\$462,000	\$475,000
	Average Price/Square Foot	\$320	Short Sales 0	\$293	\$256	N/A
	Average Sq Ft of Property	1,771	\$0	1,771	1,903	N/A
	Total Listing Inventory *	47	Conventional 24	30	32	N/A
	Total Listing Median Price ∞	\$590,000	Sales \$520,000	\$502,500	\$485,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	3	4	10
	Median Sales Price	\$700,000	\$0	\$699,000	\$649,000	\$704,000
	Average Price/Square Foot	\$585	Short Sales 0	\$372	\$331	N/A
	Average Sq Ft of Property	1,196	\$0	2,001	1,837	N/A
	Total Listing Inventory *	3	Conventional 1	1	4	N/A
	Total Listing Median Price ∞	\$894,950	Sales \$700,000	\$587,500	\$745,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	2	11
	Median Sales Price	\$240,000	\$0	\$0	\$499,750	\$330,000
	Average Price/Square Foot	\$183	Short Sales 0	\$0	\$302	N/A
	Average Sq Ft of Property	1,310	\$0	0	1,626	N/A
	Total Listing Inventory *	3	Conventional 1	3	8	N/A
	Total Listing Median Price ∞	\$699,900	Sales \$240,000	\$499,450	\$385,000	N/A
95655 Mather	Total Sales	9	REO Sales 0	6	4	37
	Median Sales Price	\$650,000	\$0	\$485,600	\$405,000	\$490,000
	Average Price/Square Foot	\$282	Short Sales 0	\$321	\$257	N/A
	Average Sq Ft of Property	2,376	\$0	1,720	1,583	N/A
	Total Listing Inventory *	4	Conventional 9	2	1	N/A
	Total Listing Median Price ∞	\$584,950	Sales \$650,000	\$567,950	\$449,900	N/A
95660 North Highlands	Total Sales	38	REO Sales 0	37	34	240
	Median Sales Price	\$370,000	\$0	\$360,000	\$306,000	\$350,500
	Average Price/Square Foot	\$325	Short Sales 0	\$302	\$250	N/A
	Average Sq Ft of Property	1,198	\$0	1,285	1,291	N/A
	Total Listing Inventory *	20	Conventional 38	21	19	N/A
	Total Listing Median Price ∞	\$379,900	Sales \$370,000	\$394,450	\$285,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	45	51	269
	Median Sales Price	\$533,000	\$0	\$560,000	\$430,000	\$510,000
	Average Price/Square Foot	\$342	Short Sales 0	\$335	\$285	N/A
	Average Sq Ft of Property	1,812	\$0	1,859	1,697	N/A
	Total Listing Inventory *	42	Conventional 40	36	31	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$533,000	\$695,000	\$528,950	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	63	REO Sales 0	60	65	368
	Median Sales Price	\$491,000	\$0	\$492,500	\$405,000	\$475,000
	Average Price/Square Foot	\$325	Short Sales 0	\$317	\$253	N/A
	Average Sq Ft of Property	1,706	\$0	1,715	1,841	N/A
	Total Listing Inventory *	55	Conventional 63	40	27	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$491,000	\$460,000	\$449,900	N/A
95673 Rio Linda	Total Sales	19	REO Sales 0	19	20	104
	Median Sales Price	\$400,000	\$0	\$430,000	\$322,500	\$401,000
	Average Price/Square Foot	\$326	Short Sales 0	\$347	\$261	N/A
	Average Sq Ft of Property	1,391	\$0	1,318	1,434	N/A
	Total Listing Inventory *	26	Conventional 19	20	11	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$400,000	\$499,000	\$462,000	N/A
95683 Rancho Murieta	Total Sales	9	REO Sales 0	15	17	89
	Median Sales Price	\$653,000	\$0	\$695,400	\$525,000	\$640,000
	Average Price/Square Foot	\$266	Short Sales 0	\$284	\$241	N/A
	Average Sq Ft of Property	2,786	\$0	2,653	2,611	N/A
	Total Listing Inventory *	13	Conventional 9	10	24	N/A
	Total Listing Median Price ∞	\$662,450	Sales \$653,000	\$847,000	\$677,000	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	4	1	11
	Median Sales Price	\$965,000	\$0	\$367,500	\$379,000	\$440,000
	Average Price/Square Foot	\$212	Short Sales 0	\$183	\$278	N/A
	Average Sq Ft of Property	4,548	\$0	1,856	1,364	N/A
	Total Listing Inventory *	4	Conventional 1	4	4	N/A
	Total Listing Median Price ∞	\$469,900	Sales \$965,000	\$507,450	\$320,000	N/A
95693 Wilton	Total Sales	5	REO Sales 0	6	5	35
	Median Sales Price	\$949,630	\$0	\$1,028,950	\$710,000	\$915,000
	Average Price/Square Foot	\$435	Short Sales 0	\$353	\$350	N/A
	Average Sq Ft of Property	2,647	\$0	3,560	2,321	N/A
	Total Listing Inventory *	18	Conventional 5	13	12	N/A
	Total Listing Median Price ∞	\$1,095,000	Sales \$949,630	\$1,095,000	\$1,089,000	N/A
95742 Rancho Cordova	Total Sales	20	REO Sales 0	31	42	167
	Median Sales Price	\$580,000	\$0	\$610,000	\$475,726	\$565,000
	Average Price/Square Foot	\$278	Short Sales 0	\$271	\$214	N/A
	Average Sq Ft of Property	2,265	\$0	2,335	2,337	N/A
	Total Listing Inventory *	19	Conventional 20	6	35	N/A
	Total Listing Median Price ∞	\$615,000	Sales \$580,000	\$642,000	\$488,959	N/A
95757 Elk Grove	Total Sales	50	REO Sales 0	57	62	282
	Median Sales Price	\$672,000	\$0	\$630,000	\$525,000	\$627,000
	Average Price/Square Foot	\$300	Short Sales 0	\$316	\$228	N/A
	Average Sq Ft of Property	2,431	\$0	2,160	2,470	N/A
	Total Listing Inventory *	45	Conventional 50	28	35	N/A
	Total Listing Median Price ∞	\$669,900	Sales \$672,000	\$675,000	\$589,000	N/A
95758 Elk Grove	Total Sales	71	REO Sales 0	63	100	371
	Median Sales Price	\$550,000	\$0	\$545,000	\$425,000	\$535,000
	Average Price/Square Foot	\$321	Short Sales 0	\$322	\$255	N/A
	Average Sq Ft of Property	1,847	\$0	1,787	1,829	N/A
	Total Listing Inventory *	53	Conventional 71	42	39	N/A
	Total Listing Median Price ∞	\$556,450	Sales \$550,000	\$590,100	\$450,000	N/A
95811 Midtown/ Downtown	Total Sales	1	REO Sales 0	4	2	25
	Median Sales Price	\$590,000	\$0	\$762,500	\$724,500	\$639,000
	Average Price/Square Foot	\$651	Short Sales 0	\$381	\$412	N/A
	Average Sq Ft of Property	907	\$0	2,089	1,788	N/A
	Total Listing Inventory *	6	Conventional 1	12	15	N/A
	Total Listing Median Price ∞	\$649,500	Sales \$590,000	\$709,000	\$838,888	N/A
95814 Downtown	Total Sales	6	REO Sales 0	4	1	23
	Median Sales Price	\$692,482	\$0	\$784,500	\$535,000	\$635,000
	Average Price/Square Foot	\$398	Short Sales 0	\$436	\$369	N/A
	Average Sq Ft of Property	1,809	\$0	1,792	1,448	N/A
	Total Listing Inventory *	1	Conventional 6	2	3	N/A
	Total Listing Median Price ∞	\$785,000	Sales \$692,482	\$887,000	\$695,000	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	27	REO Sales 0	20	25	153
	Median Sales Price	\$326,874	\$0	\$347,500	\$270,000	\$326,874
	Average Price/Square Foot	\$317	Short Sales 1	\$338	\$220	N/A
	Average Sq Ft of Property	1,173	\$220,000	1,059	1,306	N/A
	Total Listing Inventory *	19	Conventional 26	23	11	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$327,000	\$350,000	\$300,000	N/A
95816 Midtown/East Sacramento	Total Sales	17	REO Sales 0	23	17	111
	Median Sales Price	\$651,000	\$0	\$687,000	\$660,000	\$670,000
	Average Price/Square Foot	\$494	Short Sales 0	\$479	\$447	N/A
	Average Sq Ft of Property	1,699	\$0	1,616	1,793	N/A
	Total Listing Inventory *	25	Conventional 17	26	28	N/A
	Total Listing Median Price ∞	\$798,000	Sales \$651,000	\$854,450	\$729,000	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	18	REO Sales 0	25	27	107
	Median Sales Price	\$500,000	\$0	\$471,111	\$429,000	\$468,000
	Average Price/Square Foot	\$445	Short Sales 0	\$460	\$358	N/A
	Average Sq Ft of Property	1,147	\$0	1,064	1,176	N/A
	Total Listing Inventory *	21	Conventional 18	27	15	N/A
	Total Listing Median Price ∞	\$492,000	Sales \$500,000	\$537,500	\$512,000	N/A

# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

JULY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	27	REO Sales 0	39	25	166
	Median Sales Price	\$625,000	\$0	\$675,000	\$600,000	\$657,500
	Average Price/Square Foot	\$467	Short Sales 0	\$490	\$450	N/A
	Average Sq Ft of Property	1,442	\$0	1,549	1,386	N/A
	Total Listing Inventory *	45	Conventional 27	35	27	N/A
	Total Listing Median Price ∞	\$725,000	Sales \$625,000	\$749,500	\$625,000	N/A
95819 East Sacramento	Total Sales	30	REO Sales 0	37	26	208
	Median Sales Price	\$750,000	\$0	\$710,000	\$753,950	\$740,000
	Average Price/Square Foot	\$509	Short Sales 0	\$515	\$447	N/A
	Average Sq Ft of Property	1,685	\$0	1,607	1,801	N/A
	Total Listing Inventory *	31	Conventional 30	43	44	N/A
	Total Listing Median Price ∞	\$849,950	Sales \$750,000	\$799,950	\$710,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	48	REO Sales 0	43	50	289
	Median Sales Price	\$406,000	\$0	\$385,000	\$319,500	\$379,000
	Average Price/Square Foot	\$385,000	Short Sales 0	\$375	\$310	N/A
	Average Sq Ft of Property	1,083	\$0	1,094	1,129	N/A
	Total Listing Inventory *	52	Conventional 48	37	40	N/A
	Total Listing Median Price ∞	\$399,975	Sales \$406,000	\$379,000	\$329,000	N/A
95821 N. Arden Arcade	Total Sales	30	REO Sales 1	35	30	217
	Median Sales Price	\$480,000	\$320,000	\$485,000	\$409,500	\$459,900
	Average Price/Square Foot	\$331	Short Sales 0	\$330	\$267	N/A
	Average Sq Ft of Property	1,467	\$0	1,671	1,620	N/A
	Total Listing Inventory *	31	Conventional 29	34	26	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$481,000	\$475,000	\$379,500	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	36	REO Sales 0	53	38	263
	Median Sales Price	\$432,500	\$0	\$430,000	\$352,250	\$400,000
	Average Price/Square Foot	\$338	Short Sales 0	\$342	\$283	N/A
	Average Sq Ft of Property	1,427	\$0	1,458	1,521	N/A
	Total Listing Inventory *	45	Conventional 36	34	24	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$432,500	\$440,500	\$406,450	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	51	REO Sales 0	47	60	288
	Median Sales Price	\$425,000	\$0	\$402,500	\$308,750	\$394,750
	Average Price/Square Foot	\$299	Short Sales 0	\$294	\$215	N/A
	Average Sq Ft of Property	1,431	\$0	1,402	1,453	N/A
	Total Listing Inventory *	35	Conventional 51	37	29	N/A
	Total Listing Median Price ∞	\$405,000	Sales \$425,000	\$415,000	\$339,777	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	14	REO Sales 0	22	15	109
	Median Sales Price	\$352,500	\$0	\$345,000	\$285,000	\$330,000
	Average Price/Square Foot	\$322	Short Sales 0	\$300	\$240	N/A
	Average Sq Ft of Property	1,198	\$0	1,132	1,171	N/A
	Total Listing Inventory *	23	Conventional 14	14	9	N/A
	Total Listing Median Price ∞	\$325,450	Sales \$352,500	\$339,999	\$265,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	21	REO Sales 0	14	16	110
	Median Sales Price	\$455,000	\$0	\$459,500	\$415,000	\$425,000
	Average Price/Square Foot	\$325	Short Sales 0	\$310	\$261	N/A
	Average Sq Ft of Property	1,595	\$0	1,575	1,676	N/A
	Total Listing Inventory *	15	Conventional 21	12	22	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$455,000	\$481,000	\$414,818	N/A
95826 College Glen La Riviera Rosemont	Total Sales	39	REO Sales 0	42	37	243
	Median Sales Price	\$460,000	\$0	\$467,500	\$385,000	\$450,000
	Average Price/Square Foot	\$333	Short Sales 1	\$326	\$271	N/A
	Average Sq Ft of Property	1,417	\$350,000	1,468	1,435	N/A
	Total Listing Inventory *	25	Conventional 38	24	21	N/A
	Total Listing Median Price ∞	\$449,950	Sales \$462,000	\$475,000	\$379,000	N/A
95827 Lincoln Village	Total Sales	20	REO Sales 0	15	13	109
	Median Sales Price	\$461,000	\$0	\$472,000	\$380,000	\$435,000
	Average Price/Square Foot	\$308	Short Sales 0	\$312	\$248	N/A
	Average Sq Ft of Property	1,528	\$0	1,513	1,567	N/A
	Total Listing Inventory *	15	Conventional 20	9	13	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$461,000	\$420,000	\$396,950	N/A
95828 Florin	Total Sales	41	REO Sales 0	59	34	279
	Median Sales Price	\$445,000	\$0	\$440,000	\$352,500	\$420,000
	Average Price/Square Foot	\$315	Short Sales 0	\$288	\$241	N/A
	Average Sq Ft of Property	1,504	\$0	1,623	1,595	N/A
	Total Listing Inventory *	55	Conventional 41	41	32	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$445,000	\$435,000	\$389,000	N/A
95829 Vineyard	Total Sales	36	REO Sales 0	33	30	193
	Median Sales Price	\$527,500	\$0	\$570,000	\$422,000	\$515,000
	Average Price/Square Foot	\$332	Short Sales 0	\$301	\$248	N/A
	Average Sq Ft of Property	1,876	\$0	2,091	1,881	N/A
	Total Listing Inventory *	34	Conventional 36	28	21	N/A
	Total Listing Median Price ∞	\$609,000	Sales \$527,500	\$550,000	\$695,000	N/A
95830 East Florin Road	Total Sales	1	REO Sales 0	0	0	6
	Median Sales Price	\$510,000	\$0	\$0	\$0	\$690,000
	Average Price/Square Foot	\$354	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,440	\$0	0	0	N/A
	Total Listing Inventory *	2	Conventional 1	2	1	N/A
	Total Listing Median Price ∞	\$1,497,500	Sales \$510,000	\$875,000	\$738,888	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831 Greenhaven Pocket Riverside	Total Sales	22	REO Sales 0	41	39	178
	Median Sales Price	\$632,000	\$0	\$652,422	\$548,000	\$617,500
	Average Price/Square Foot	\$326	Short Sales 0	\$332	\$285	N/A
	Average Sq Ft of Property	2,098	\$0	2,113	2,169	N/A
	Total Listing Inventory *	30	Conventional 22	20	15	N/A
	Total Listing Median Price ∞	\$600,000	Sales \$632,000	\$625,000	\$550,000	N/A
			0			
95832 Meadowview Freeport	Total Sales	8	REO Sales 0	6	13	37
	Median Sales Price	\$371,000	\$0	\$342,500	\$325,000	\$360,000
	Average Price/Square Foot	\$274	Short Sales 0	\$300	\$246	N/A
	Average Sq Ft of Property	1,467	\$0	1,160	1,408	N/A
	Total Listing Inventory *	16	Conventional 8	9	4	N/A
	Total Listing Median Price ∞	\$424,250	Sales \$371,000	\$440,000	\$299,450	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	32	REO Sales 0	34	41	209
	Median Sales Price	\$455,000	\$0	\$447,500	\$351,000	\$428,000
	Average Price/Square Foot	\$305	Short Sales 0	\$307	\$244	N/A
	Average Sq Ft of Property	1,551	\$0	1,638	1,523	N/A
	Total Listing Inventory *	23	Conventional 32	19	34	N/A
	Total Listing Median Price ∞	\$422,250	Sales \$455,000	\$429,750	\$399,900	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	31	REO Sales 0	44	40	238
	Median Sales Price	\$535,000	\$0	\$519,500	\$383,000	\$495,000
	Average Price/Square Foot	\$290	Short Sales 0	\$285	\$247	N/A
	Average Sq Ft of Property	1,916	\$0	1,948	1,839	N/A
	Total Listing Inventory *	34	Conventional 31	14	30	N/A
	Total Listing Median Price ∞	\$524,500	Sales \$535,000	\$531,495	\$462,500	N/A
95835 North Natomas	Total Sales	51	REO Sales 0	63	65	333
	Median Sales Price	\$551,000	\$0	\$580,000	\$450,000	\$537,500
	Average Price/Square Foot	\$291	Short Sales 0	\$284	\$221	N/A
	Average Sq Ft of Property	2,048	\$0	2,224	2,183	N/A
	Total Listing Inventory *	43	Conventional 51	33	35	N/A
	Total Listing Median Price ∞	\$572,450	Sales \$551,000	\$594,000	\$439,900	N/A
95838 Del Paso Heights Robla	Total Sales	29	REO Sales 0	31	32	220
	Median Sales Price	\$400,000	\$0	\$397,500	\$325,000	\$350,000
	Average Price/Square Foot	\$320	Short Sales 0	\$287	\$230	N/A
	Average Sq Ft of Property	1,300	\$0	1,440	1,403	N/A
	Total Listing Inventory *	48	Conventional 29	31	23	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$400,000	\$369,000	\$287,500	N/A
95841 Foothill Farms North Highlands	Total Sales	13	REO Sales 0	9	15	75
	Median Sales Price	\$440,000	\$0	\$445,000	\$362,000	\$425,000
	Average Price/Square Foot	\$297	Short Sales 0	\$296	\$244	N/A
	Average Sq Ft of Property	1,590	\$0	2,014	1,606	N/A
	Total Listing Inventory *	6	Conventional 13	9	11	N/A
	Total Listing Median Price ∞	\$440,000	Sales \$440,000	\$460,000	\$545,000	N/A
95842 Foothill Farms	Total Sales	29	REO Sales 0	27	29	184
	Median Sales Price	\$415,000	\$0	\$410,000	\$332,500	\$395,000
	Average Price/Square Foot	\$322	Short Sales 0	\$312	\$267	N/A
	Average Sq Ft of Property	1,337	\$0	1,362	1,322	N/A
	Total Listing Inventory *	27	Conventional 29	16	16	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$415,000	\$399,000	\$369,900	N/A
95843 Antelope	Total Sales	66	REO Sales 0	45	61	364
	Median Sales Price	\$497,500	\$0	\$470,000	\$404,900	\$466,500
	Average Price/Square Foot	\$302	Short Sales 1	\$303	\$241	N/A
	Average Sq Ft of Property	1,699	\$375,000	1,660	1,749	N/A
	Total Listing Inventory *	29	Conventional 65	30	27	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$498,000	\$489,950	\$399,900	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	40	REO Sales 0	52	50	256
	Median Sales Price	\$577,500	\$0	\$718,000	\$654,750	\$625,000
	Average Price/Square Foot	\$385	Short Sales 0	\$374	\$319	N/A
	Average Sq Ft of Property	1,979	\$0	2,330	2,319	N/A
	Total Listing Inventory *	49	Conventional 40	51	53	N/A
	Total Listing Median Price ∞	\$950,000	Sales \$577,500	\$1,050,000	\$922,500	N/A
95605 West Sacramento Bryte Broderick	Total Sales	10	REO Sales 0	10	11	58
	Median Sales Price	\$470,000	\$0	\$455,000	\$340,000	\$407,500
	Average Price/Square Foot	\$319	Short Sales 0	\$343	\$285	N/A
	Average Sq Ft of Property	1,697	\$0	1,496	1,624	N/A
	Total Listing Inventory *	13	Conventional 10	11	9	N/A
	Total Listing Median Price ∞	\$407,450	Sales \$470,000	\$419,000	\$385,900	N/A
95691 West Sacramento Southport Jefferson	Total Sales	39	REO Sales 0	41	43	247
	Median Sales Price	\$485,000	\$0	\$524,900	\$465,000	\$480,900
	Average Price/Square Foot	\$212	Short Sales 0	\$310	\$272	N/A
	Average Sq Ft of Property	1,727	\$0	1,980	1,898	N/A
	Total Listing Inventory *	60	Conventional 39	40	42	N/A
	Total Listing Median Price ∞	\$527,950	Sales \$485,000	\$567,498	\$439,000	N/A

\* This number represents the amount of listings still listed as active at the time of this report  
 ∞ This number represents the median listing price of ACTIVE listings at the time of this report  
 Certain zip codes were omitted from this report for insufficient data

This information 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 may not reflect all real estate activity in the market. All information provided is deemed reliable, but is not guaranteed and should be independently verified.

# STAFF DIRECTORY



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



## MetroList

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

## 2021 SAR Board of Directors

**Kellie Swayne**  
*2021 SAR President*

**Erin Stumpf**  
*President-Elect*

**Cherie Hunt**  
*Secretary/Treasurer*

**Judy Covington**  
*Immediate Past President*

## SAR Member Services MetroList Administrative Center

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

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

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

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

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

## Directors

Jodi Ash

Ranga Pathak,  
2021 Commercial Chair

Courtney Edwards

Sue Galster

Rosanna Garcia

Randall Hom

Barbara Lebrecht

Chip O'Neill,  
MetroList MLS Committee Liaison

Kelly Pleasant

Rico Rivera

Luis Sumpter

Ujjal "Breeze" Singh

Maurice Thomas

Samantha Tov

Leo Whitton,  
2021 Affiliate and Finance Forum Chair

## SAR Staff

*Feel free to call us direct.*

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

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

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

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

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

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

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

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

**Sam Sger – 916.437.1208**  
*Government Affairs Coordinator*

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

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

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

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

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

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

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

## SAR Retail Center

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

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

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

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

### Editorial Policy

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

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

### Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

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

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

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

