



SACRAMENTO REALTOR®

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

DECEMBER 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

Happy Holidays



4 President's Message



6 CEO Corner



7 Government Watch



10 Legal Update



13 January Calendar



17 MLS Statistics

12 2022 SAR Office and Director
Installation & Awards Ceremony

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.



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

Proud, Grateful and Humbled

It is hard to believe that 2021 is coming to an end. Where has the time gone?! As we prepare to wrap up the year and look forward to 2022, I cannot help but reflect on the last twelve months. What a year we have had together!

I am so proud of our Association for placing diversity, equity, and inclusion efforts at the forefront. We brought Dr. Tricia Rose from Brown University to speak with us about equity in real estate. Our own CEO, Dave Tanner, prepared and taught an educational course "Race in Real Estate: How We Got Here" to help us understand our history of discrimination as well as the efforts we have and continue to make to bring equity into home ownership. And we championed collaboration with our fellow real estate associations like AREAA, Realtists, NAHREP, NHORA, and Women's Council to increase awareness and participation in our communities.

The philanthropic efforts of our Association exceeded every expectation this year, even as the pandemic continued to challenge the world. Our committees all found new and creative ways to bring SAR members together to volunteer and to raise money. Through all those efforts, our Scholarship Program gave over \$30,000 in scholarships to deserving young students and our CanTree committee raised over \$60,000 for the Salvation Army. All of this on top of dozens of events organized and championed by our hard-working committees. And our ever-diligent Charitable Foundation hard at work giving back to deserving local charities. As a result, the Sacramento Association of REALTORS® Charitable Foundation continues to rank among one of the top Foundations in our area (number seven this year!), as published by the [Sacramento Business Journal](#).

Our stellar Government Affairs team came out shining bright with tremendous local efforts to affect change in policy as well as key local elections and initiatives. We brought new and better-defined policies to fruition for our Association as a guide for taking action at the local level. We expanded our efforts and leveraged new tools to educate our membership about the critical role of the [REALTOR® Action Fund](#) and the importance of investing in RAF to protect our business and our clients. And, in October, our Government Affairs team organized an engaging and poignant conversation about local electrification efforts in housing. They brought together individuals from the City of Sacramento, the County of Sacramento and SMUD for a collaborative and informative discussion focused on the push for all-electric homes in our region. The level of engagement elicited through our Government Affairs department this year has been nothing short of impressive.

We launched a new leadership development and committee support effort with our Strategic Plan Partners. This rock star group of six dedicated SAR volunteer leaders helped to craft and shape a program that I hope will continue for years to come in our Association. Serving as mentors, advisors, guides and cheerleaders, our Strategic Plan Partners worked with committee chairs and vice-chairs to focus their efforts on our Strategic Plan, to find success in achieving their committee's goals, and to navigate a challenging year to serve as a volunteer. Their efforts were absolutely heroic in my book and deserve more thanks than I can possibly express.

I cannot forget the excitement of completing our building expansion this year! After nearly a decade of meetings, brainstorming, meetings, planning, meetings, setbacks, meetings and successes, our new Mack Powell Event Center is up and running. This will be a tremendous asset for our Association for decades to come and is a wonderful benefit to our members. If you were not able to join us for our grand opening this summer or if you haven't yet taken a look, I'd encourage you to come by SAR and take a tour. It is a beautiful space and something for all of us to celebrate!

I could write several more pages to describe for you many more successes that I had the privilege of witnessing at the Sacramento Association of REALTORS® in 2021. But in the end, I'd rather tell you about how they made me feel. Proud...for all the ways YOU continue to improve our Association and our region and for all the ways you continue to show up for our community. Grateful...for all of YOU who made each and every one of our achievements a reality because of your hard work and dedication to SAR. Humbled...that I could be a part of all that YOU have accomplished this year. Thank you for the honor of serving as your President and for Shining Your Light.

SHINE
YOUR
LIGHT



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

**personalexpress**
INSURANCE

Home & Auto Lic. No. 0660193



As the year comes to an end it is traditional to take a look back to see what we have accomplished as well as to plan for the year ahead.

2021 has been an interesting year in real estate. The National Association of REALTORS® (NAR) reached its highest membership level ever, approximately 1.5 million members. The California Association of REALTORS® (C.A.R.) is near its highest membership level of approximately 212,000 members. That means that about 1 of every 7 REALTORS® in the country is located in California. But that is to be expected because approximately 1 in every 7.5 Americans lives in California as well.

Locally the Sacramento Association of REALTORS® (SAR) will likely end the year with about 8,200 REALTOR® members and will be within 200 members of our highest recorded membership level as well. Therefore, of the 104 local Associations in the State we will be the 6th largest and will have a membership count larger than 12 state and 4 territorial Associations.

As we prepare for 2022, we must keep in mind that there are some actions that are necessary on our part to allow us to be prepared for that new market.

1. We need to get all the education we can to prepare ourselves for the work that lies ahead.
2. We must invest in our business by marketing ourselves to be able to capture our fair share of the market.
3. We must be willing to do the work that is required to achieve success, even though that success may not be immediate.
4. We must develop a business plan that is reasonably attainable so that we have a roadmap for where we are going and know what we need to do to get there.

As we move through the month of December, we recognize that there are several events of religious significance to many of our Members. We also recognize that many of our Members do not participate in some or all these religious observances. That is certainly fine. Freedom of Religion was one of the building blocks of this great country. Our recognition of some of these events is not intended to exclude others. We will be putting up holiday decorations around SAR during this month. These decorations are not meant to offend or exclude anyone. We welcome all to join in the celebration much as you do in celebrating someone else's wedding or anniversary. It has no direct impact on you, but you can join in the celebration just the same. We welcome all as we celebrate the end of another year.

Happy New Year to all!





What does it mean to be part of the REALTOR® Party?

Being a part of the REALTOR® party comes with not just great honor but comes with a rich history. Since the establishment of the National Association of REALTORS® hired its first lobbyist in 1973, it has been working non-stop to advance public policies and candidates that build strong communities, protect property interests, and promote a vibrant business environment. When being an active member of the Association, it is important to know we are not seen as Democratic or Republican. We are affiliated to any candidate who is deemed to be a REALTOR® Friendly Candidate.

What is a REALTOR® Friendly Candidate you ask?

A REALTOR® Friendly Candidate means not only has the candidate heard your concerns about property rights and homeownership rights, but that promotes policy to keep those rights protected and amend, or even take out language from policies that may hinder those rights.

How do we make sure a candidate is a REALTOR® Friendly Candidate?

Within SAR, the Local Candidate Recommendation Committee, a group of politically active members who are staffed by SAR Government Affairs Team, go through a process vetting each candidate. As part of that process the committee decides if they are going to endorse, support, or provide both for a candidate that has proven themselves as a REALTOR® Party candidate. This process spans many of months, which includes meeting each of the candidates running for office to understand their platform and accomplishment and educate them on the REALTOR® party policy positions and an interview with LCRC. Additionally, we seek out information from the larger community and partners to evaluate the viability of each candidate.

How does the REALTOR® Party benefit you? How can I support the REALTOR® Party?

Simple! By making sure each candidate is a REALTOR® Party Candidate we try to make sure these candidates get elected. These REALTOR® Party candidates then become local elected officials that we work with to develop and create policy that protects your business. The best way to support the REALTOR® Party is to invest in your Local Associations RAF Investment. The \$148 investment is the best way to help support your Local Association's Government Affairs Team in pursuing their mission to protect your business and your property rights.

[Invest in the REALTOR® Party Here](#)



ROCK N ROLL CRABFEST 2022

FUNDRAISER FOR THE BENEFIT OF
THE SALVATION ARMY

TICKETS
\$75

SAT FEB 19, 2022

5:30 - 10:30 PM

COMPLETED VAX
OR NEGATIVE
TEST REQUIRED

DINNER, DANCING, DESSERT,
FABULOUS PRIZES & ROCK N ROLL!
CITRUS HEIGHTS COMMUNITY CTR
6000 FOUNTAIN SQUARE DRIVE



SEE REVERSE FOR
SPONSORSHIP
OPPORTUNITIES



SPONSORSHIPS

HEADLINER

1 AVAILABLE \$4000

Includes 2 VIP tables for you & 19 guests; full page ad in the event program; verbal recognition at dinner & throughout the year; your company logo featured prominently on photo backdrop, pre-event marketing & event signage; reserved table at CanTree Dedication Breakfast in December

SUPPORTING ACT

5 AVAILABLE - \$2800

Includes 1 VIP table for you & 9 guests; half page ad in the event program; verbal recognition at dinner & throughout the year; your company logo featured prominently on pre-event marketing & event signage; your choice of sponsorship of:

BAR

(2 available)
create a signature
drink & your logo
at your bar

DJ

(1 available)
your logo on the
event stage and
DJ set up

PRIZE

(1 available)
your business
card/branding on high
quality raffle items

PHOTOBOOTH

(1 available)
your logo or message
on every take home
photo strip

ROADIE

UNLIMITED - \$750

Includes 2 tickets at a VIP table, your logo on your table and event signage. Option to buy out remaining spots at your table for \$1200 total

MERCH

UNLIMITED - \$150

Your logo/business card with a \$100 gift card to be raffled off during the evening, verbal recognition during dinner and in the printed program

**CONTACT A CANTREE COMMITTEE MEMBER
OR MADISON AT MHALL@SACREALTOR.ORG
TO BECOME A SPONSOR**



Lead Generation Pitfalls:

As I look back on 2021 – I ask myself – did the year go as I thought it would? In 2020 we all answered that question with a resounding “NO.” But what about 2021? This has been a year for sure – but was it what we anticipated?

Coming into 2021 we were hopeful that the COVID Pandemic would end with the rollout of several vaccines. We hoped to a return to a new normal (whatever that may be). We have seen glimpses of a new normal between COVID surges and it seems as though the surges are getting farther and farther apart. We remain hopeful that 2022 will bring this pandemic to an end and that we can all begin to resume our lives in whatever that new normal looks like.

Businesses had a rollercoaster of a year. Some businesses started the year still in lockdowns and government forced closures as January saw a large COVID surge across the nation. California saw particularly difficult times in the business community as some of the most draconian COVID restrictions in the nation were placed on California businesses. As the business restrictions began to lift, California saw significant challenges in finding qualified people and businesses found it difficult to staff, difficulties that continue to be part of the daily business cycle and readily visible in many industries.

For the second time in California’s state history, we had a governor face a recall election that qualified in March of this year. Although, the governor survived the recall challenge, he will again face the voters in a general election in 2022. Elections should be a reminder to all politicians that they serve the citizens of the state.

The real estate world here in the Sacramento Metro Area continued to see low inventory which led to record home sale prices during much of 2021. It seemed like homes were pending as fast as they hit the MLS and many had multiple offers over list. This created the unusual problem of homes not appraising because the prices were rising so fast.

For the first time in a long time, there was not a major real estate case decided by the appellate courts. But while the appeals court docket was quiet, we saw a major revision to the C.A.R. Form RPA, which rolls out in December 2021. While it is a work in process, it should be beneficial to agents working with their clients on the malleable terms in the agreement. As a result of the hot market advertising issues like lead generation, inside sales tactics, and website compliance became hot topics in the real estate lexicon. They are reminder of the business issues that we need to be mindful of when advertising real estate services to the public.

What we saw in the business world was that generally speaking; those businesses that adapted early to the COVID business climate did well. While many businesses struggled in 2021, there were many that had a very successful 2021. Uncertainty in tax issues led some business owners to exit and sell now – while others are waiting to see what happens. With the Build Back Better Act having passed the House and currently in the Senate, some businesses may be looking at the tax implications to determine whether or not to sell. If it does pass – you will likely see fewer small businesses willing to engage in a stock sale and more likely look to asset sales as a means of addressing potential tax issues in the transaction process. The bill has not passed and is not law, so there is still much to learn and much that can change on this front.

For BPE, we launched our Reno office and we are providing valuable services to the people of the Reno Metro Area and Nevada. We said goodbye to a few friends and welcomed many more friends to the friendly halls of BPE Law. We are truly grateful for the trust all of you have put in our company and we are honored that you trust us with your legal needs.

Have a Happy Holiday Season and a Prosperous New Year!



In the Spirit of the Giving Season

As Masters Club members, I'm sure most of us feel blessed and fortunate. The Holiday Season tends to bring out the generosity in us all. We may adopt a family, donate toys, host a blanket drive or serve food to the homeless and some of us may even do all these things! There is something about the holiday season that brings out a desire to help the less fortunate in our community. And it is beautiful.

The Masters Club Steering Committee was created as an entity to help give back to our community. Did you know we operate as a non-profit? This year we were able to give about \$50,000 to local charities. Our annual golf tournament is where most of these funds are raised. (Thank you, Evergreen Home Loans, for your generous matching donation to get us to this massive number this year!)

While all this giving is meaningful, I want to encourage you to add another kind of giving to your life this year- and that is to our fellow REALTORS®. Most of us in the Masters Club are coming off the 2 best years of our careers. But, there are many REALTORS® who are struggling to survive. I know this has always been the case, but I think there is more that we can do as leaders in our industry to help other agents.

There are many ways you can help other agents. A simple idea is to just work from your office more and make yourself available to answer questions from other agents. You can even become a mentor to an agent in your office or hire one as your buyer's agent if you have more business than you can comfortably handle. You could sign up through [SAR's Internship Program](#) and become a mentor to an aspiring REALTOR® for a semester. When given the opportunity to do a transaction with a newer agent on the other side, try not to patronize, but give gentle guidance for them to seek their broker's counsel if necessary.

I'm sure many of us would not be in our positions without the help of our own mentors. I encourage you to consider how you can turn around and lend a hand to another agent this year.

Rising tides raise all ships.

MASTERS CLUB
SACRAMENTO ASSOCIATION OF REALTORS®

2022 QUALIFICATIONS

**5.75 MILLION & 8
CLOSED ENDS OR
20 CLOSED ENDS**

APPLY NOW!

Year End Recap

SAR processes disciplinary and arbitration complaints involving members of Sacramento AOR, Yolo AOR, and El Dorado AOR.

In 2021, the SAR Grievance Committee reviewed 20 ethics complaints. Of the complaints received, 7 were forwarded to a full professional standards hearing, 12 were dismissed, and 1 citation was issued. Articles 1 and 16 were the most cited as an alleged violation.

The SAR Professional Standards Committee conducted 12 virtual hearings. Of those hearings conducted, 5 cases had Respondents found in violation of the Code of Ethics and 6 were found not in violation of the Code of Ethics. One arbitration hearing held found both parties owed money each other.

NAR Code of Ethics Training Requirement Due December 31, 2021!

REALTORS® must complete the required cycle 6 Code of Ethics training by end of this year. *We urge you to complete your classes as soon as possible to avoid any lapse in your membership.*

Check your current status [HERE](#). Take the free NAR course [HERE](#).

Please email Lyndsey at LHarank@sacrealtor.org or Member Services at membership@sacrealtor.org should you have any questions regarding your current status.

C.A.R. Peer to Peer Ethics Infoline

C.A.R. now offers our REALTOR® members a free ethics infoline where they can be assigned a volunteer member who is trained in the Code of Ethics to assist them with their non-legal ethics questions.

Find all information for this **free** service [HERE](#).

Interested in serving as a Peer-to-Peer Ethics Infoline volunteer?

Become part of the team! A member of our team will contact you upon submission of your application and provide you with the Code of Ethics Training course. Pass the exam and you're in! [Click here to download an application.](#)

Free C.A.R. Ethics Webinars

C.A.R. has free webinars for Members on the Code of Ethics, Procuring Cause, and other professional standards processes [HERE](#).



2022 SAR Office and Director
Installation & Awards Brunch

Thursday January 6, 2020
 10:00 am - 12:30 pm
 Mack Powell Event Center | 2003 Howe Ave Sacramento CA

[Click Here to Purchase your Ticket!](#)

JANUARY 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	4	5	6	7
WCR Board Meeting (B) 12noon – 1:30pm	CanTree Committee (B) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am	No Events Scheduled	SAR Installation Brunch (EC) 10:00am – 12:30pm NHORA Installation (EC) 5:30 – 9:00pm	SAR Toastmasters (Virtual) 7:30 – 9:00am
10	11	12	13	14
Education Committee (V) 9:00 – 10:30am MetroList Training – MetroList 101 (Webinar) 9:00am Leadership Academy (V) 1:00 – 2:30pm MetroList Training – Real Estate Trends (Webinar) 1:00pm MetroList Training – How to Get the MOST Exposure For Your Listing (Recorded Webinar) 6:00pm	LIVE Regional Meetings (various locations) 9:00 – 10:30am Charity Research Committee (B) 10:30 – 11:30am YPN Advisory Committee (V) 11:00am – 12:30pm	MetroList Training – How to Easily Create a Professional Looking CMA Report! (Recorded Webinar) 8:00am CREB Annual Meeting (EC) 9:00am – 12noon MetroList Training – Auto Prospecting (Webinar) 10:00am MetroList Training – HomeSnap Pro (Webinar) 2:00pm	NARPM Legal Update (EC) 9:00am – 12noon Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) SAR Toastmasters (Virtual) 7:30 – 9:00am MetroList Training – Realist 101 (Webinar) 10:00am MetroList Training – Advanced Realist (Webinar) 2:00pm MetroList Training - Advanced Searching Strategies (Recorded Webinar) 6:00pm
17	18	19	20	21
SAR Closed MLK, Jr. Day	LIVE Regional Meetings (various locations) 9:00 – 10:30am Market Update with Ryan Lundquist (EC) 9:00 – 10:30am MetroList Training – Cloud CMA 101 (Webinar) 9:00am Marketing/Communications Committee (V) 10:30am – 12noon MetroList Training – Beyond the CMA (Webinar) 1:00pm	SAR New Member Orientation (V) 6:00 – 9:30pm	MetroList Training – How to Get the MOST Exposure For Your Listing (Webinar) 9:00am WCR Business Luncheon (EC) 11:00am – 1:30pm MetroList Training – 10 Searches You Should Be Using (Webinar) 1:00pm	SAR Toastmasters (Virtual) 7:30 – 9:00am
24	25	26	27	28
MetroList Training – Auto Prospecting (Recorded Webinar) 8:00am MetroList Training – Homespotter App (Webinar) 10:00am MetroList Training – MetroList Mobile App (Webinar) 2:00pm	LIVE Regional Meetings (various locations) 9:00 – 10:30am Legal Update with Keith Dunnagan (EC) 10:00 – 11:00am Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	MetroList Training – Interactive Map Search (Webinar) 10:00am SAR Offices Closed 1:00 – 2:00pm MetroList Training – Real Estate Trends in the MLS (Webinar) 2:00pm MetroList Training – Schedule Showings with ShowingTime (Recorded Webinar) 6:00am	SAR BOD 9:00 – 11:00am	SAR Toastmasters (Virtual) 7:30 – 9:00am MetroList Training – MetroList 101 (Recorded Webinar) 8:00am Real Estate Resource Meeting (TBD) 9:30 – 10:30am MetroList Training – Create a CMA (Webinar) 10:00am MetroList Training – Searching Nationwide (Webinar) 2:00pm
31				
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.

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

JANUARY

CLASS

- | | | |
|-----------|---------------|---|
| 18 | 9am – 10:30pm | MARKET UPDATE WITH RYAN LUNDQUIST – IN PERSON ONLY |
| 25 | 10am – 11pm | LEGAL UPDATE WITH KEITH DUNNAGAN – HYBRID
Attend via zoom registration - https://education.sacrealtor.org/offers/2byV2CQK
Attend In-person registration - https://education.sacrealtor.org/offers/H9459Fa7 |

FEBRUARY

CLASS

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


- | | | |
|-----------|-------------|--|
| 2 | 9am – 1pm | UNDERSTANDING THE NEW RPA - HYBRID |
| 9 | 9am – 11pm | WANT TO PAY FEWER TAXES – HYBRID
Attend via zoom registration - https://education.sacrealtor.org/offers/SAb8QB5H
Attend In-person registration - https://education.sacrealtor.org/offers/rBi9zvbK |
| 15 | 10am – 11pm | PROTECT YOUR RE BUSINESS WITH THE BUYER BROKER SYSTEM – HYBRID
Attend via zoom registration - https://education.sacrealtor.org/offers/SAb8QB5H
Attend In-person registration - https://education.sacrealtor.org/offers/a25L9FZY |
| 16 | 10am – 11pm | REV' UP YOUR LISTINGS IN REVERSE |

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

FREE TRAINING BY METROLIST®

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





FREE TRAINING BY

MetroList®

The True Source

FEATURING:

Realist Tax, Homesnap, Metrolist Mobile, Homespotter, 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](#).

UNDERSTANDING THE NEW RESIDENTIAL PURCHASE AGREEMENT

INSTRUCTOR DAVE TANNER TEACHES YOU HOW TO COMPLETE AND PRESENT THE NEW RESIDENTIAL PURCHASE AGREEMENT TO BUYERS AND SELLERS. CLOSE TRANSACTIONS SUCCESSFULLY BY UNDERSTANDING THIS CONTRACT. ALSO, BECOME FAMILIAR WITH THE GENERAL TIMELINES OF A STANDARD OFFER.

[REGISTER/MORE INFO HERE](#)

LISTING AGREEMENTS

INSTRUCTOR DAVE TANNER REVIEWS THE ELEMENTS REQUIRED TO MAKE A LISTING AGREEMENT VALID, HOW TO SELECT THE RIGHT AGREEMENT FOR A SPECIFIC SITUATION, AND OTHER FORMS TO BE USED WITH LISTING CONTRACTS.

[REGISTER/MORE INFO HERE](#)

ESSENTIAL DISCLOSURES

POPULAR PRESENTER THERESA GORHAM WITH JCP-LGS DISCLOSURES WILL INSTRUCT YOU ON HOW TO ENSURE YOUR CLIENT RECEIVES ALL THE APPROPRIATE DISCLOSURE DOCUMENTS. LEARN TO IDENTIFY PACE TAX LIENS, MELLO-ROOS, 1915 BONDS, AND MANY OTHERS. ALSO, DISCOVER HOW TO NAVIGATE THE NHD.

[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](#)

GEOGRAPHIC FARMING

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

[REGISTER/MORE INFO HERE](#)

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!



November 2021

AFFILIATES

Gillia Balbierz
Caliber Home Loans

Isaac Camacho
Socotra Capital

Camille Hill
Camille Hill-NEXA Mortgage

Ken Kelley
Ridgeline Property Inspection

DESIGNATED REALTORS®

Joseph Costa
Park Place Financial Group

Tina Mancebo
Better Real Estate CA, Inc.

Matthew Pratt
Matthew Pratt R.E. Broker

Jason Sawchuk
Blu Oak, Inc.

Gina Washburn
Seeking Homes, Inc.

Robert Yarrigle
Robert Yarrigle

REALTORS®

Farah Abadi
eXp Realty of California, Inc.

Payam Ahmadi
Terra Firma Group, Inc.

Simsolika Akuluze
Keller Williams Realty Natomas

Julian Alcala
Bacon Commercial Real Estate

Gavin Allen
Realty One Group Complete

Melina Alvarez
HomeSmart ICARE Realty

Alexander Amaya
Keller Williams Realty

Sierra Austin
Keller Williams Realty Folsom

Randy Ayala
Coldwell Banker Realty

Ruichen Bai
Goodview Financial & R.E.

Khisraw Barekzai
Direct Realty and Mortgage

Brian Beatson
Opendoor Brokerage, Inc.

Tamiko Broms
Keller Williams Realty

Heidi Buhl
Backyard Real Estate

Anita Butler
Lyon RE Downtown

Delia Cardenas
eXp Realty of California, Inc.

Annette Caruso
Trelora Realty, Inc.

Carrie Cerezo
Redfin Corporation

Gurinder Chahal
Keller Williams Realty Natomas

Christopher Clark
Keller Williams Realty

Ashley Cook
Pursuit Properties

Tuyen Danh
Premier Realty

Caitlyn Davis
Prime Real Estate

Kendall DeKreek
Keller Williams Realty Natomas

Kimberly Eckert
Keller Williams Realty Folsom

Lauren Engelman
Redfin Corporation

Benjamin Escobar
@home

Leah Garrison
Keller Williams Realty

Sandeep Gidda
Realty ONE Group Complete

Benjamin Glasco
Galster Real Estate Group

Mario Gonzalez
Keller Williams Realty

Myles Goudreau
Newpoint Realty

Dominique Green
Thrive Real Estate

Nada Hamed
Lyon RE Downtown

Norma Hannemann
Coldwell Banker Realty

Chelsea Hanson
Amen Real Estate

Kayla Hattery
Legacy Properties

Lyndsi Hernandez
BHHS NorCal Real Estate

Keyanna Hicks
eXp Realty of California, Inc.

Jonathan Huff
Backyard Real Estate

Mary Huffman
Keller Williams Realty Folsom

Oswaldo Jaramillo
Blvd. Real Estate

DeVon Johnson
Lochan Real Estate

Kirandeep Kaur
RE/MAX Gold Green Valley

Jeremy King
eXp Realty of California, Inc.

Candice Lee
Grand Realty Group

Adina Lopez
RE/MAX Gold Sierra Oaks

Amie Love
Autumn Novo

Kieu-Loan Luc
Big Block Realty North

Amber Ludeking
Guide Real Estate

Raymond Ly
RE/MAX Gold Elk Grove

Marina Martynyuk
Sterling Royal Real Estate

Jacqueline Medina-Manzanares
Red Dog Real Estate

Poua Moua
Paramount Realty

Xue Moua
eXp Realty of California, Inc.

Shilpa Nayyar
eXp Realty of California, Inc.

Tim Nguyen
Big Block Realty North

Hung Nguyen
Lyon RE Elk Grove

Kate O'Connor
Redfin Corporation

Nicholas Owens
Redfin Corporation

Mikenzie Palmer
Palmer Real Estate

Annimai Pham
Keller Williams Realty

Robert Ragadio
Coldwell Banker Realty

Alyssa Ramirez
Keller Williams Realty So Placer

Stacey Reardon
Lyon RE Sierra Oaks

Daniel Reyes
Redfin Corporation

Todd Ricker
Rick Fuller Team

Nancy Rios
Keller Williams Realty Natomas

Gabriel Rodriguez
Lyon RE Downtown

Melissa Roybal
eXp Realty of California, Inc.

Kristina Salem
eXp Realty of California, Inc.

Manpreet Sangha
Keller Williams Realty Natomas

Yuhang Shi
Goodview Financial & R.E.

Albina Silchuk
Lyon RE Downtown

Alek Silva
RE/MAX Gold Fair Oaks

Gurpreet Singh
Ornate, Inc.

Niels Skou
Keller Williams Realty EDH

Miriam Smith
Keller Williams Realty Capital

Andrea Sparlin
Keller Williams Realty Folsom

Shawna Steinbrecher
eXp Realty of California, Inc.

Alice Stoick
Keller Williams Realty

Ann Stygar
Keller Williams Realty Natomas

Inger Sullivan
Keller Williams Realty

Quincita Thedford
Opendoor Brokerage, Inc.

Amber Thomas
eXp Realty of California, Inc.

Hung Tran
eXp Realty of California, Inc.

Armando Villalobos
Keller Williams Realty Natomas

Zuzana Vona
Consumer Plus Realty

Hayden Wittman
Keller Williams Realty Folsom

Shannon Wood
Citywide Realty & Property Mgmt

SACRAMENTO HOUSING STATISTICS

Total Value of Year to Date Sales up 28% from 2020

November closed with 1,445 sales, a 10.1% decrease from October (1,608). Compared to one year ago (1,511), the current figure is down 4.4%. Of the 1,445 sales this month, 182 (12.6%) used cash financing, 988 (68.4%) used conventional, 176 (12.2%) used FHA, 62 (4.3%) used VA and 37 (2.6%) used Other† types of financing. Year to date, the total value of closed sales is up 28.3% from 2020 for the same time period. For 2021, the total value of sales from January 1st to November 30th is \$8,771,191,576. Compare this to \$6,837,550,182 for the same time period in 2020.

The median sales price increased 1% from \$510,000 to \$515,000. This figure is up 17% from November 2020 (\$440,000).

The Active Listing Inventory decreased 26% from October to November, from 1,344 units to 995 units. Compared with November 2020 (959), inventory is up 3.8%. The Months of Inventory stands at .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 9 and the Average DOM increased from 17 to 18. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,445 sales this month, 83% (1,200) were on the market for 30 days or less and 94% (1,359) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$329 to \$336. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

NOVEMBER

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	2	2	1.0
\$200,000 - \$249,999	2	2	1.0
\$250,000 - \$299,999	17	17	1.0
\$300,000 - \$349,999	37	63	0.6
\$350,000 - \$399,999	108	121	0.9
\$400,000 - \$449,999	106	212	0.5
\$450,000 - \$499,999	133	225	0.6
\$500,000 - \$749,000	359	629	0.6
\$750,000 - \$999,999	143	124	1.2
\$1,000,000 and over	88	50	1.8
Total:	995	1,445	Total: 0.7

Market Snapshot - November 2021					
	Nov-21	Oct-21	Change	Nov-20	Change (from '20)
Sales	1,445	1,608	-10.1%	1,511	-4.4%
Median Sales Price	\$515,000	\$510,000	1.0%	\$440,000	17.0%
Active Inventory	995	1,344	-26.0%	959	3.8%
Median DOM	9	9	0.0%	7	28.6%
Avg. Price/SqFt	\$336	\$329	2.2%	\$282	19.2%

Tony Vicari, Director of Communications
tvicari@sacrealtor.org
 916-437-1205

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 for November 2021

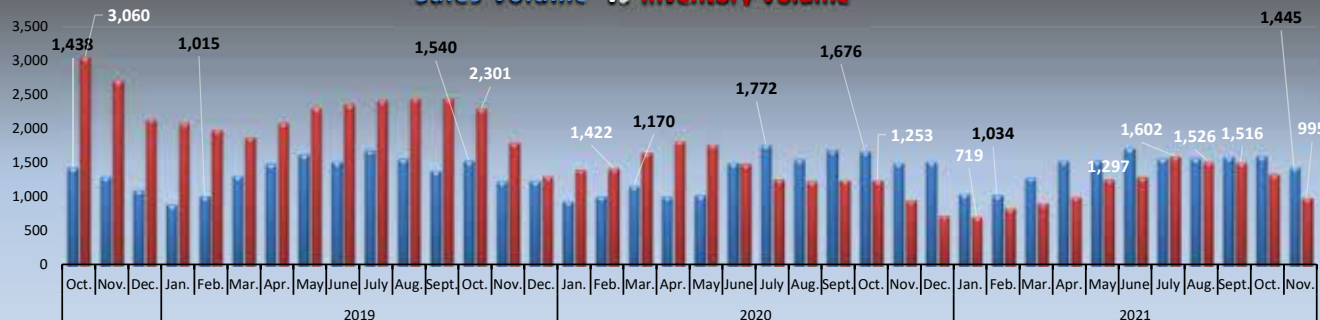
Data for Sacramento County and the City of West Sacramento



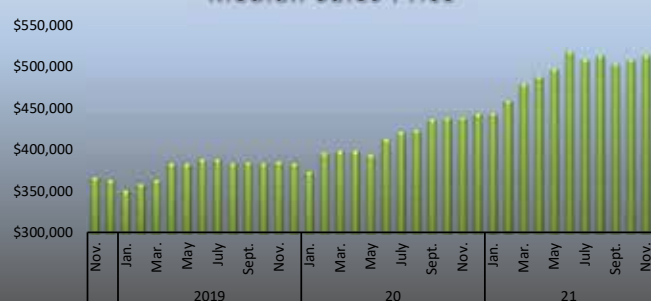
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,259		1,675	-24.8%		1,307		-3.7%
Active Listing Inventory †	995		1,344	-26.0%		959		3.8%
Pending Sales This Month*	1,756		1,855	-5.3%		2,052		-14.4%
Number of REO Sales	5 0.3%		3	67%	0.2%	3 0.2%		66.7%
Number of Short Sales	0 0.0%		0	N/A	0.0%	1 0.1%		-100.0%
Equity Sales	1,440 99.7%		1,605	-10.3%	99.8%	1,507 99.7%		-4.4%
Other (non-REO/-Short Sale/-Equ)	0 0.0%		0	0%	0.0%	0 0.0%		N/A
Total Number of Closed Escrows	1,445	100%	1,608	-10.1%	100%	1,511	100.0%	-4.4%
Months Inventory	0.7 Months		0.8 Months	-12.5%		0.6 Months		16.7%
Dollar Value of Closed Escrows	\$809,762,664		\$890,955,849	-9.1%		\$738,599,095		9.6%
Median	\$515,000		\$510,000	1.0%		\$440,000		17.0%
Mean	\$560,389		\$554,077	1.1%		\$488,815		14.6%
Year-to-Date Statistics	1/01/21 to 11/30/21		1/01/21 to 11/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			11/30/2020		Change
Number of Closed Escrows	15,983		16,326			14,893		7.3%
Dollar Value of Closed Escrows	\$8,771,191,576		\$8,943,081,901			\$6,837,550,182		28.3%
Median	\$500,000		\$500,000			\$419,000		19.3%
Mean	\$548,783		\$547,782			\$459,112		19.5%

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 for details.

David Brooker
REALTOR®/Specialist

*SAR Members Only

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

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

Based on Multiple Listing Service data from MetroList® | 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

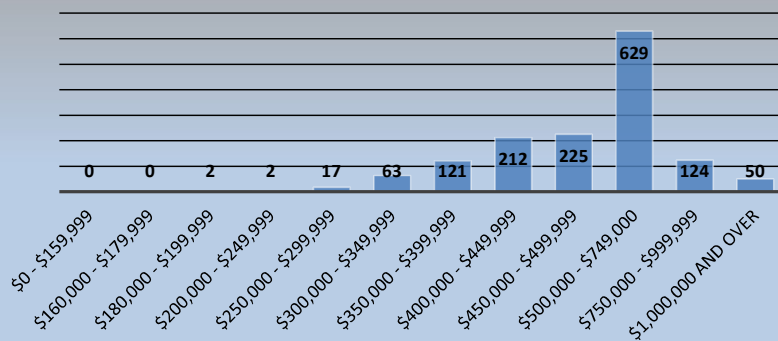
MLS STATISTICS for November 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

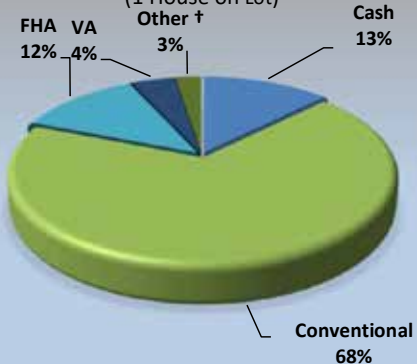
1 House on Lot

Total: 1,445

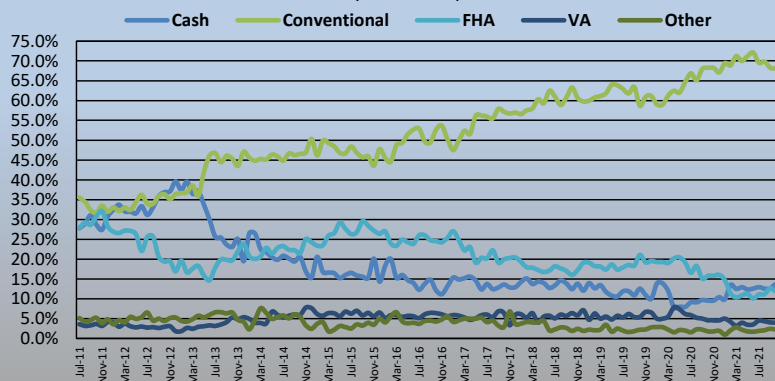


Type of Financing/Days on Market

TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
Cash	182	12.6%	220	13.7%	0 - 30	1,200	83.0%	86.5%	89.5%
Conventional	988	68.4%	1,096	68.2%	31 - 60	159	11.0%	9.5%	7.1%
FHA	176	12.2%	191	11.9%	61 - 90	59	4.1%	2.9%	2.1%
VA	62	4.3%	64	4.0%	91 - 120	19	1.3%	0.6%	0.7%
Other †	37	2.6%	37	2.3%	121 - 180	6	0.4%	0.3%	0.4%
Total	1,445	100.0%	1,608	100.0%	181+	2	0.1%	0.2%	0.2%
					Total	1,445	100.0%	100.0%	100.0%

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

Median DOM:	9	9
Average DOM:	18	17
Average Price/Square Foot:	\$336.2	\$328.8

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

NOVEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	59	REO Sales 0	60	57	721
	Median Sales Price	\$549,950	\$0	\$552,500	\$441,000	\$550,000
	Average Price/Square Foot	\$337	Short Sales 0	\$321	\$283	N/A
	Average Sq Ft of Property	1,811	\$0	2,038	1,764	N/A
	Total Listing Inventory *	46	Conventional 59	72	46	N/A
	Total Listing Median Price ∞	\$597,000	Sales \$549,950	\$558,000	\$599,900	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	52	35	430
	Median Sales Price	\$494,000	\$0	\$499,950	\$425,000	\$490,000
	Average Price/Square Foot	\$314	Short Sales 0	\$322	\$257	N/A
	Average Sq Ft of Property	1,612	\$0	1,627	1,779	N/A
	Total Listing Inventory *	42	Conventional 36	34	25	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$494,000	\$537,000	\$459,500	N/A
95621 Citrus Heights	Total Sales	43	REO Sales 0	53	49	506
	Median Sales Price	\$445,000	\$0	\$450,000	\$395,000	\$438,250
	Average Price/Square Foot	\$336	Short Sales 0	\$322	\$273	N/A
	Average Sq Ft of Property	1,409	\$0	1,444	1,511	N/A
	Total Listing Inventory *	17	Conventional 43	18	17	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$445,000	\$442,450	\$389,500	N/A
95624 Elk Grove	Total Sales	65	REO Sales 0	65	60	665
	Median Sales Price	\$590,000	\$0	\$620,000	\$512,500	\$600,000
	Average Price/Square Foot	\$326	Short Sales 0	\$313	\$260	N/A
	Average Sq Ft of Property	2,088	\$0	2,144	2,196	N/A
	Total Listing Inventory *	36	Conventional 65	51	41	N/A
	Total Listing Median Price ∞	\$699,999	Sales \$590,000	\$682,850	\$575,000	N/A
95626 Elverta	Total Sales	13	REO Sales 0	8	9	78
	Median Sales Price	\$470,000	\$0	\$537,500	\$365,000	\$427,500
	Average Price/Square Foot	\$357	Short Sales 0	\$331	\$337	N/A
	Average Sq Ft of Property	1,381	\$0	1,897	1,311	N/A
	Total Listing Inventory *	5	Conventional 13	6	6	N/A
	Total Listing Median Price ∞	\$624,500	Sales \$470,000	\$675,950	\$499,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 0	57	66	603
	Median Sales Price	\$558,750	\$0	\$625,000	\$532,000	\$600,000
	Average Price/Square Foot	\$322	Short Sales 0	\$327	\$276	N/A
	Average Sq Ft of Property	2,017	\$0	2,044	2,152	N/A
	Total Listing Inventory *	26	Conventional 46	48	43	N/A
	Total Listing Median Price ∞	\$641,950	Sales \$558,750	\$629,900	\$650,000	N/A
95630 Folsom	Total Sales	59	REO Sales 0	78	83	866
	Median Sales Price	\$700,000	\$0	\$730,000	\$636,333	\$700,000
	Average Price/Square Foot	\$377	Short Sales 0	\$367	\$311	N/A
	Average Sq Ft of Property	2,074	\$0	2,208	2,286	N/A
	Total Listing Inventory *	63	Conventional 59	85	42	N/A
	Total Listing Median Price ∞	\$779,000	Sales \$700,000	\$785,000	\$657,000	N/A
95632 Galt	Total Sales	41	REO Sales 0	31	37	376
	Median Sales Price	\$510,000	\$0	\$520,000	\$465,000	\$485,000
	Average Price/Square Foot	\$317	Short Sales 0	\$324	\$256	N/A
	Average Sq Ft of Property	1,833	\$0	1,786	1,912	N/A
	Total Listing Inventory *	28	Conventional 41	34	19	N/A
	Total Listing Median Price ∞	\$609,000	Sales \$510,000	\$597,000	\$580,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	2	2	17
	Median Sales Price	\$699,900	\$0	\$970,000	\$600,000	\$708,000
	Average Price/Square Foot	\$420	Short Sales 0	\$381	\$330	N/A
	Average Sq Ft of Property	1,666	\$0	2,542	1,839	N/A
	Total Listing Inventory *	1	Conventional 1	3	1	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$699,900	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	3	12
	Median Sales Price	\$0	\$0	\$0	\$360,000	\$352,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$235	N/A
	Average Sq Ft of Property	0	\$0	0	1,552	N/A
	Total Listing Inventory *	1	Conventional 0	3	5	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$0	\$299,900	\$345,000	N/A
95655 Mather	Total Sales	10	REO Sales 0	5	8	64
	Median Sales Price	\$542,500	\$0	\$580,000	\$487,000	\$520,000
	Average Price/Square Foot	\$296	Short Sales 0	\$264	\$217	N/A
	Average Sq Ft of Property	1,943	\$0	2,194	2,339	N/A
	Total Listing Inventory *	1	Conventional 10	5	2	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$542,500	\$648,888	\$405,000	N/A
95660 North Highlands	Total Sales	22	REO Sales 0	41	32	391
	Median Sales Price	\$372,500	\$0	\$377,777	\$330,000	\$360,000
	Average Price/Square Foot	\$331	Short Sales 0	\$325	\$289	N/A
	Average Sq Ft of Property	1,196	\$0	1,180	1,164	N/A
	Total Listing Inventory *	30	Conventional 22	31	17	N/A
	Total Listing Median Price ∞	\$377,950	Sales \$372,500	\$380,000	\$315,000	N/A
95662 Orangevale	Total Sales	46	REO Sales 0	36	53	447
	Median Sales Price	\$517,500	\$0	\$552,500	\$465,250	\$520,000
	Average Price/Square Foot	\$361	Short Sales 0	\$333	\$292	N/A
	Average Sq Ft of Property	1,617	\$0	1,760	1,900	N/A
	Total Listing Inventory *	26	Conventional 46	38	28	N/A
	Total Listing Median Price ∞	\$549,950	Sales \$517,500	\$530,000	\$645,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	59	REO Sales 0	60	57	721
	Median Sales Price	\$549,950	\$0	\$552,500	\$441,000	\$550,000
	Average Price/Square Foot	\$337	Short Sales 0	\$321	\$283	N/A
	Average Sq Ft of Property	1,811	\$0	2,038	1,764	N/A
	Total Listing Inventory *	46	Conventional 59	72	46	N/A
	Total Listing Median Price ∞	\$597,000	Sales \$549,950	\$558,000	\$599,900	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	52	35	430
	Median Sales Price	\$494,000	\$0	\$499,950	\$425,000	\$490,000
	Average Price/Square Foot	\$314	Short Sales 0	\$322	\$257	N/A
	Average Sq Ft of Property	1,612	\$0	1,627	1,779	N/A
	Total Listing Inventory *	42	Conventional 36	34	25	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$494,000	\$537,000	\$459,500	N/A
95621 Citrus Heights	Total Sales	43	REO Sales 0	53	49	506
	Median Sales Price	\$445,000	\$0	\$450,000	\$395,000	\$438,250
	Average Price/Square Foot	\$336	Short Sales 0	\$322	\$273	N/A
	Average Sq Ft of Property	1,409	\$0	1,444	1,511	N/A
	Total Listing Inventory *	17	Conventional 43	18	17	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$445,000	\$442,450	\$389,500	N/A
95624 Elk Grove	Total Sales	65	REO Sales 0	65	60	665
	Median Sales Price	\$590,000	\$0	\$620,000	\$512,500	\$600,000
	Average Price/Square Foot	\$326	Short Sales 0	\$313	\$260	N/A
	Average Sq Ft of Property	2,088	\$0	2,144	2,196	N/A
	Total Listing Inventory *	36	Conventional 65	51	41	N/A
	Total Listing Median Price ∞	\$699,999	Sales \$590,000	\$682,850	\$575,000	N/A
95626 Elverta	Total Sales	13	REO Sales 0	8	9	78
	Median Sales Price	\$470,000	\$0	\$537,500	\$365,000	\$427,500
	Average Price/Square Foot	\$357	Short Sales 0	\$331	\$337	N/A
	Average Sq Ft of Property	1,381	\$0	1,897	1,311	N/A
	Total Listing Inventory *	5	Conventional 13	6	6	N/A
	Total Listing Median Price ∞	\$624,500	Sales \$470,000	\$675,950	\$499,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 0	57	66	603
	Median Sales Price	\$558,750	\$0	\$625,000	\$532,000	\$600,000
	Average Price/Square Foot	\$322	Short Sales 0	\$327	\$276	N/A
	Average Sq Ft of Property	2,017	\$0	2,044	2,152	N/A
	Total Listing Inventory *	26	Conventional 46	48	43	N/A
	Total Listing Median Price ∞	\$641,950	Sales \$558,750	\$629,900	\$650,000	N/A
95630 Folsom	Total Sales	59	REO Sales 0	78	83	866
	Median Sales Price	\$700,000	\$0	\$730,000	\$636,333	\$700,000
	Average Price/Square Foot	\$377	Short Sales 0	\$367	\$311	N/A
	Average Sq Ft of Property	2,074	\$0	2,208	2,286	N/A
	Total Listing Inventory *	63	Conventional 59	85	42	N/A
	Total Listing Median Price ∞	\$779,000	Sales \$700,000	\$785,000	\$657,000	N/A
95632 Galt	Total Sales	41	REO Sales 0	31	37	376
	Median Sales Price	\$510,000	\$0	\$520,000	\$465,000	\$485,000
	Average Price/Square Foot	\$317	Short Sales 0	\$324	\$256	N/A
	Average Sq Ft of Property	1,833	\$0	1,786	1,912	N/A
	Total Listing Inventory *	28	Conventional 41	34	19	N/A
	Total Listing Median Price ∞	\$609,000	Sales \$510,000	\$597,000	\$580,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	2	2	17
	Median Sales Price	\$699,900	\$0	\$970,000	\$600,000	\$708,000
	Average Price/Square Foot	\$420	Short Sales 0	\$381	\$330	N/A
	Average Sq Ft of Property	1,666	\$0	2,542	1,839	N/A
	Total Listing Inventory *	1	Conventional 1	3	1	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$699,900	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	3	12
	Median Sales Price	\$0	\$0	\$0	\$360,000	\$352,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$235	N/A
	Average Sq Ft of Property	0	\$0	0	1,552	N/A
	Total Listing Inventory *	1	Conventional 0	3	5	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$0	\$299,900	\$345,000	N/A
95655 Mather	Total Sales	10	REO Sales 0	5	8	64
	Median Sales Price	\$542,500	\$0	\$580,000	\$487,000	\$520,000
	Average Price/Square Foot	\$296	Short Sales 0	\$264	\$217	N/A
	Average Sq Ft of Property	1,943	\$0	2,194	2,339	N/A
	Total Listing Inventory *	1	Conventional 10	5	2	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$542,500	\$648,888	\$405,000	N/A
95660 North Highlands	Total Sales	22	REO Sales 0	41	32	391
	Median Sales Price	\$372,500	\$0	\$377,777	\$330,000	\$360,000
	Average Price/Square Foot	\$331	Short Sales 0	\$325	\$289	N/A
	Average Sq Ft of Property	1,196	\$0	1,180	1,164	N/A
	Total Listing Inventory *	30	Conventional 22	31	17	N/A
	Total Listing Median Price ∞	\$377,950	Sales \$372,500	\$380,000	\$315,000	N/A
95662 Orangevale	Total Sales	46	REO Sales 0	36	53	447
	Median Sales Price	\$517,500	\$0	\$552,500	\$465,250	\$520,000
	Average Price/Square Foot	\$361	Short Sales 0	\$333	\$292	N/A
	Average Sq Ft of Property	1,617	\$0	1,760	1,900	N/A
	Total Listing Inventory *	26	Conventional 46	38	28	N/A
	Total Listing Median Price ∞	\$549,950	Sales \$517,500	\$530,000	\$645,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

NOVEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	59	REO Sales 0	60	57	721
	Median Sales Price	\$549,950	\$0	\$552,500	\$441,000	\$550,000
	Average Price/Square Foot	\$337	Short Sales 0	\$321	\$283	N/A
	Average Sq Ft of Property	1,811	\$0	2,038	1,764	N/A
	Total Listing Inventory *	46	Conventional 59	72	46	N/A
	Total Listing Median Price ∞	\$597,000	Sales \$549,950	\$558,000	\$599,900	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	52	35	430
	Median Sales Price	\$494,000	\$0	\$499,950	\$425,000	\$490,000
	Average Price/Square Foot	\$314	Short Sales 0	\$322	\$257	N/A
	Average Sq Ft of Property	1,612	\$0	1,627	1,779	N/A
	Total Listing Inventory *	42	Conventional 36	34	25	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$494,000	\$537,000	\$459,500	N/A
95621 Citrus Heights	Total Sales	43	REO Sales 0	53	49	506
	Median Sales Price	\$445,000	\$0	\$450,000	\$395,000	\$438,250
	Average Price/Square Foot	\$336	Short Sales 0	\$322	\$273	N/A
	Average Sq Ft of Property	1,409	\$0	1,444	1,511	N/A
	Total Listing Inventory *	17	Conventional 43	18	17	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$445,000	\$442,450	\$389,500	N/A
95624 Elk Grove	Total Sales	65	REO Sales 0	65	60	665
	Median Sales Price	\$590,000	\$0	\$620,000	\$512,500	\$600,000
	Average Price/Square Foot	\$326	Short Sales 0	\$313	\$260	N/A
	Average Sq Ft of Property	2,088	\$0	2,144	2,196	N/A
	Total Listing Inventory *	36	Conventional 65	51	41	N/A
	Total Listing Median Price ∞	\$699,999	Sales \$590,000	\$682,850	\$575,000	N/A
95626 Elverta	Total Sales	13	REO Sales 0	8	9	78
	Median Sales Price	\$470,000	\$0	\$537,500	\$365,000	\$427,500
	Average Price/Square Foot	\$357	Short Sales 0	\$331	\$337	N/A
	Average Sq Ft of Property	1,381	\$0	1,897	1,311	N/A
	Total Listing Inventory *	5	Conventional 13	6	6	N/A
	Total Listing Median Price ∞	\$624,500	Sales \$470,000	\$675,950	\$499,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 0	57	66	603
	Median Sales Price	\$558,750	\$0	\$625,000	\$532,000	\$600,000
	Average Price/Square Foot	\$322	Short Sales 0	\$327	\$276	N/A
	Average Sq Ft of Property	2,017	\$0	2,044	2,152	N/A
	Total Listing Inventory *	26	Conventional 46	48	43	N/A
	Total Listing Median Price ∞	\$641,950	Sales \$558,750	\$629,900	\$650,000	N/A
95630 Folsom	Total Sales	59	REO Sales 0	78	83	866
	Median Sales Price	\$700,000	\$0	\$730,000	\$636,333	\$700,000
	Average Price/Square Foot	\$377	Short Sales 0	\$367	\$311	N/A
	Average Sq Ft of Property	2,074	\$0	2,208	2,286	N/A
	Total Listing Inventory *	63	Conventional 59	85	42	N/A
	Total Listing Median Price ∞	\$779,000	Sales \$700,000	\$785,000	\$657,000	N/A
95632 Galt	Total Sales	41	REO Sales 0	31	37	376
	Median Sales Price	\$510,000	\$0	\$520,000	\$465,000	\$485,000
	Average Price/Square Foot	\$317	Short Sales 0	\$324	\$256	N/A
	Average Sq Ft of Property	1,833	\$0	1,786	1,912	N/A
	Total Listing Inventory *	28	Conventional 41	34	19	N/A
	Total Listing Median Price ∞	\$609,000	Sales \$510,000	\$597,000	\$580,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	2	2	17
	Median Sales Price	\$699,900	\$0	\$970,000	\$600,000	\$708,000
	Average Price/Square Foot	\$420	Short Sales 0	\$381	\$330	N/A
	Average Sq Ft of Property	1,666	\$0	2,542	1,839	N/A
	Total Listing Inventory *	1	Conventional 1	3	1	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$699,900	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	3	12
	Median Sales Price	\$0	\$0	\$0	\$360,000	\$352,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$235	N/A
	Average Sq Ft of Property	0	\$0	0	1,552	N/A
	Total Listing Inventory *	1	Conventional 0	3	5	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$0	\$299,900	\$345,000	N/A
95655 Mather	Total Sales	10	REO Sales 0	5	8	64
	Median Sales Price	\$542,500	\$0	\$580,000	\$487,000	\$520,000
	Average Price/Square Foot	\$296	Short Sales 0	\$264	\$217	N/A
	Average Sq Ft of Property	1,943	\$0	2,194	2,339	N/A
	Total Listing Inventory *	1	Conventional 10	5	2	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$542,500	\$648,888	\$405,000	N/A
95660 North Highlands	Total Sales	22	REO Sales 0	41	32	391
	Median Sales Price	\$372,500	\$0	\$377,777	\$330,000	\$360,000
	Average Price/Square Foot	\$331	Short Sales 0	\$325	\$289	N/A
	Average Sq Ft of Property	1,196	\$0	1,180	1,164	N/A
	Total Listing Inventory *	30	Conventional 22	31	17	N/A
	Total Listing Median Price ∞	\$377,950	Sales \$372,500	\$380,000	\$315,000	N/A
95662 Orangevale	Total Sales	46	REO Sales 0	36	53	447
	Median Sales Price	\$517,500	\$0	\$552,500	\$465,250	\$520,000
	Average Price/Square Foot	\$361	Short Sales 0	\$333	\$292	N/A
	Average Sq Ft of Property	1,617	\$0	1,760	1,900	N/A
	Total Listing Inventory *	26	Conventional 46	38	28	N/A
	Total Listing Median Price ∞	\$549,950	Sales \$517,500	\$530,000	\$645,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	59	REO Sales 0	60	57	721
	Median Sales Price	\$549,950	\$0	\$552,500	\$441,000	\$550,000
	Average Price/Square Foot	\$337	Short Sales 0	\$321	\$283	N/A
	Average Sq Ft of Property	1,811	\$0	2,038	1,764	N/A
	Total Listing Inventory *	46	Conventional 59	72	46	N/A
	Total Listing Median Price ∞	\$597,000	Sales \$549,950	\$558,000	\$599,900	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	52	35	430
	Median Sales Price	\$494,000	\$0	\$499,950	\$425,000	\$490,000
	Average Price/Square Foot	\$314	Short Sales 0	\$322	\$257	N/A
	Average Sq Ft of Property	1,612	\$0	1,627	1,779	N/A
	Total Listing Inventory *	42	Conventional 36	34	25	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$494,000	\$537,000	\$459,500	N/A
95621 Citrus Heights	Total Sales	43	REO Sales 0	53	49	506
	Median Sales Price	\$445,000	\$0	\$450,000	\$395,000	\$438,250
	Average Price/Square Foot	\$336	Short Sales 0	\$322	\$273	N/A
	Average Sq Ft of Property	1,409	\$0	1,444	1,511	N/A
	Total Listing Inventory *	17	Conventional 43	18	17	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$445,000	\$442,450	\$389,500	N/A
95624 Elk Grove	Total Sales	65	REO Sales 0	65	60	665
	Median Sales Price	\$590,000	\$0	\$620,000	\$512,500	\$600,000
	Average Price/Square Foot	\$326	Short Sales 0	\$313	\$260	N/A
	Average Sq Ft of Property	2,088	\$0	2,144	2,196	N/A
	Total Listing Inventory *	36	Conventional 65	51	41	N/A
	Total Listing Median Price ∞	\$699,999	Sales \$590,000	\$682,850	\$575,000	N/A
95626 Elverta	Total Sales	13	REO Sales 0	8	9	78
	Median Sales Price	\$470,000	\$0	\$537,500	\$365,000	\$427,500
	Average Price/Square Foot	\$357	Short Sales 0	\$331	\$337	N/A
	Average Sq Ft of Property	1,381	\$0	1,897	1,311	N/A
	Total Listing Inventory *	5	Conventional 13	6	6	N/A
	Total Listing Median Price ∞	\$624,500	Sales \$470,000	\$675,950	\$499,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 0	57	66	603
	Median Sales Price	\$558,750	\$0	\$625,000	\$532,000	\$600,000
	Average Price/Square Foot	\$322	Short Sales 0	\$327	\$276	N/A
	Average Sq Ft of Property	2,017	\$0	2,044	2,152	N/A
	Total Listing Inventory *	26	Conventional 46	48	43	N/A
	Total Listing Median Price ∞	\$641,950	Sales \$558,750	\$629,900	\$650,000	N/A
95630 Folsom	Total Sales	59	REO Sales 0	78	83	866
	Median Sales Price	\$700,000	\$0	\$730,000	\$636,333	\$700,000
	Average Price/Square Foot	\$377	Short Sales 0	\$367	\$311	N/A
	Average Sq Ft of Property	2,074	\$0	2,208	2,286	N/A
	Total Listing Inventory *	63	Conventional 59	85	42	N/A
	Total Listing Median Price ∞	\$779,000	Sales \$700,000	\$785,000	\$657,000	N/A
95632 Galt	Total Sales	41	REO Sales 0	31	37	376
	Median Sales Price	\$510,000	\$0	\$520,000	\$465,000	\$485,000
	Average Price/Square Foot	\$317	Short Sales 0	\$324	\$256	N/A
	Average Sq Ft of Property	1,833	\$0	1,786	1,912	N/A
	Total Listing Inventory *	28	Conventional 41	34	19	N/A
	Total Listing Median Price ∞	\$609,000	Sales \$510,000	\$597,000	\$580,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	2	2	17
	Median Sales Price	\$699,900	\$0	\$970,000	\$600,000	\$708,000
	Average Price/Square Foot	\$420	Short Sales 0	\$381	\$330	N/A
	Average Sq Ft of Property	1,666	\$0	2,542	1,839	N/A
	Total Listing Inventory *	1	Conventional 1	3	1	N/A
	Total Listing Median Price ∞	\$799,900	Sales \$699,900	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	3	12
	Median Sales Price	\$0	\$0	\$0	\$360,000	\$352,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$235	N/A
	Average Sq Ft of Property	0	\$0	0	1,552	N/A
	Total Listing Inventory *	1	Conventional 0	3	5	N/A
	Total Listing Median Price ∞	\$299,900	Sales \$0	\$299,900	\$345,000	N/A
95655 Mather	Total Sales	10	REO Sales 0	5	8	64
	Median Sales Price	\$542,500	\$0	\$580,000	\$487,000	\$520,000
	Average Price/Square Foot	\$296	Short Sales 0	\$264	\$217	N/A
	Average Sq Ft of Property	1,943	\$0	2,194	2,339	N/A
	Total Listing Inventory *	1	Conventional 10	5	2	N/A
	Total Listing Median Price ∞	\$485,000	Sales \$542,500	\$648,888	\$405,000	N/A
95660 North Highlands	Total Sales	22	REO Sales 0	41	32	391
	Median Sales Price	\$372,500	\$0	\$377,777	\$330,000	\$360,000
	Average Price/Square Foot	\$331	Short Sales 0	\$325	\$289	N/A
	Average Sq Ft of Property	1,196	\$0	1,180	1,164	N/A
	Total Listing Inventory *	30	Conventional 22	31	17	N/A
	Total Listing Median Price ∞	\$377,950	Sales \$372,500	\$380,000	\$315,000	N/A
95662 Orangevale	Total Sales	46	REO Sales 0	36	53	447
	Median Sales Price	\$517,500	\$0	\$552,500	\$465,250	\$520,000
	Average Price/Square Foot	\$361	Short Sales 0	\$333	\$292	N/A
	Average Sq Ft of Property	1,617	\$0	1,760	1,900	N/A
	Total Listing Inventory *	26	Conventional 46	38	28	N/A
	Total Listing Median Price ∞	\$549,950	Sales \$517,500	\$530,000	\$645,000	N/A

STAFF DIRECTORY



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



MetroList

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

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

