



SACRAMENTO REALTOR®

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

FEBRUARY 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

ACHIEVE YOUR

GOAL

4 President's Message



6 CEO Corner



8 Leaders in Lending



10 Legal Update



15 March Calendar



20 MLS Statistics



7 2020 ACE Awards Winners

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!

CLICK HERE FOR MORE DETAILS

*Join the***SHAMROCK SHUFFLE****VIRTUAL FUN RUN***& be entered to win the \$500 pot of gold!*

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**

February – Goals, goals and more goals!

It is hard to believe that we are already nearly two months into 2021! Where has the time gone? Many of us started the year with our own set of goals and aspirations. We make our list of items to accomplish for the year, and then what? Have you revisited your 2021 goals yet? Or, if you have not yet set goals, what is holding you back? Have you already seen success with some of your goals?

As we began the year, I set some goals for our Association to accomplish during my year as President. First, I asked each of our committees to put together their own set of specific, measurable, and achievable goals to accomplish. Second, I want to SHINE LIGHT on diversity, inclusion, and collaboration by organizing at least three experiences that promote these three critical qualities. Lastly, I want to increase our Association participation in the REALTOR® Action Fund to at least 20% of our membership.

Each of these three goals was set with the intention to advance our Association to a new level. While I believe that we already have the best Association in the state, I also believe that we must consistently work to improve. We must improve the ways we help our REALTOR® and Affiliate members succeed in their business. We must improve the ways in which we represent and assist our communities. And we must improve the ways we fight for private property rights.

Our committees have been hard at work setting their goals for 2021. Our chairs and vice-chairs are focused on our Strategic Plan. And, we have even put together an all-star group of SAR volunteers who are partnering with our chairs and vice-chairs to be a resource and to help them make progress on our Strategic Plan priorities. In the coming weeks, I am excited to see what goals our committees put together.

Diversity, inclusion, and collaboration are more critical than ever. We cannot sit back passively, but rather, we must take action for change. Education and introspection are key. From my perspective, the more opportunities that SAR can offer our members to understand and grow, the stronger we will be in the future – as individuals and as an Association. While we may experience growing pains, these are necessary to push us to a place of greater equality and opportunity.

Private property rights are the foundation of our ability to help our clients buy and sell real estate. It is imperative that we fight for private property rights, not only for our buyers and sellers, but also for the viability of our own business. If we do not defend our business, then who will? As such, investing in the REALTOR® Action Fund is an investment in ourselves. The REALTOR® Action Fund (RAF) is a non-partisan tool to help us defend private property rights and our business. I implore each of you to consider investing in yourself and your business by investing in the RAF. An investment of \$148 (less than \$13 per month!) is our “true cost of doing business” investment. But every investment of at least \$20 will count toward our participation goal. You can invest by logging into your SAR member account and clicking on “Make a Contribution.” Please help me reach my goal of 20% participation from our membership!

In conclusion, I want wish each of you a safe and successful 2021. Whether you measure your success by setting and achieving goals or by some other standard, I hope that you continue to learn new skills and to push yourself to new levels. And that in doing so, you find a new appreciation for what you can accomplish. Let YOUR light shine!

 A logo featuring the words "SHINE YOUR LIGHT" in a stylized font. "SHINE" is in blue, "YOUR" is in pink, and "LIGHT" is in blue. The text is surrounded by a sunburst of yellow and orange rays.

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



Goals

Our 2021 President Kellie Swayne is asking us to focus on establishing goals for the association and its committees for this year. That is great to help us know where we want to go and even more importantly how do we plan to get there. The association really needs to make that effort to move forward both in our recovery from the pandemic and in promoting diversity, equity and inclusion. This recovery must occur both within our association and within our communities.

This setting of goals is not only for associations or brokerage firms. We all need to have goals for our personal lives as well. When I was in my early twenties the Viet Nam war was just beginning to accelerate. It became obvious that I was going to be drafted. I decided that if I went in the military I wanted to be an officer. I did my research and determined at that time the only service that allowed you to become an officer without at least an associate degree was the Army. So I joined the Army and applied for Officer Candidate School (OCS). I was accepted and due to incredible timing I was assigned to the first class at the newly-opened Engineer OCS at Fort Belvoir, Virginia and completed my training to be an Engineer Officer. We rode, the Infantry walked. That was my first significant goal that I set and achieved.

My next goal was to bring myself and all the men serving under me back alive from Viet Nam. Even though I volunteered to stay there for a second one-year term I still achieved that goal, with one exception. Last week was 53 years since the death of Specialist Gary Lee Jones in combat and it still haunts me. If I had not been sent away on a mission I might have brought him back too. Having come that far I set a goal of making the Army a career. During the next couple of years I became interested in the Military Justice system and decided I wanted to be an attorney. In order to go to law school I needed my undergraduate degree so keeping my eye on the goal I completed my undergraduate work at Chaminade University in Hawaii in 2 ½ years while serving on active duty.

I applied for law school and was accepted at several schools, including Santa Clara University. After 12 years of active duty service I set aside my goal of completing a military career and went to law school at Santa Clara. After the first semester I decided I could handle it and joined the Army Reserve. In 1981 I completed my fourth goal by graduating from Santa Clara and in 1989 I completed my third goal by completing 23 years of military service.

I was able to accomplish these things by setting goals and then working hard to achieve those goals. I encourage all of you to set goals for yourselves and then work to achieve those goals. Achieving something can give you satisfaction. If what you achieved was a goal for your life it is infinitely more rewarding. As the Army says, Be All You Can Be. And you can only do that with goals.



The SAR ACE Award recognizes SAR Members who are dedicated to perfecting their knowledge and skills by taking advantage of classes at SAR.

- Award winners are acknowledged for their commitment to go “above and beyond” in looking after their clients’ needs through the continual pursuit of educational excellence. Driven to learn and grow, ACE Award recipients stand out from the crowd.
- We believe that education develops opportunities that yield success for the practitioner as well as the clients served. The SAR ACE Award recognizes those who make learning a priority on their way to achievement.

Shonna Burske, Realty ONE Group Complete

Heeyoun Cho, Berkshire Hathaway Home Services

Adrienne Ferron, Berkshire Hathaway Home Services NorCal Real Estate

Marc Gabris, Gabris Real Estate

Tammy Garza, eXp Realty

Pravin Lal, Pravin Lal

Vaneesa Lam, RE/MAX Gold Midtown

Gina LaPlaca, RE/MAX Gold

Nhathy (Tiffany) Le, AAA Financial

Lindsay Levenson, Galster Real Estate Group

Veronica Lugo, Berkshire Hathaway Home Services

Alex McIvor, Dunnigan, REALTORS®

Veronica Nelson, Royal Real Estate

Claudia Norton-Tolbert, eXp Realty

Felicidad Ortega, Berkshire Hathaway Home Services

Sandy Pimento, Intero

Thomas Pirhofer, Lexington Properties

Debbie Rea, Fathom Realty

Manuel Romo, Agave Real Estate Group

Aria Salehpour, Aria Real Estate Group

Christina Schiffmaier, Christina Schiffmaier, Broker

Gurmail Sivia, A-1 Realty & Mortgage

Amy Tzonkov, Keller Williams – Folsom

Kristina Waite, Results Realty & Mortgage

Tavon Willis, All City Homes

Eva Wilson-Lee, Berkshire Hathaway Home Services



[Click here to learn more about ACE Awards](#)



2021 CHAIR OF THE
REAL ESTATE FINANCE

REALTORS® are you aware that your loan officer and clients will have a New Loan application to deal with as of March 1, 2021?

The purpose of my article this month is to inform and ask that you give your loan officer partners a bit leeway in the learning and dynamics of this big change to our application process.

This new version was originally introduced in 2018 and was to go live in 2019 and was delayed twice and has gone into effect January 1st 2021 with a mandatory date of March 1, 2021. The delay was in part to allowing the loan industry at large to improve their technology to implement the changes needed to their various platforms. The last time the Loan application (aka 1003/URLA) was updated was 16 years ago in 2005.

I wanted to share this with you all because it is going to impact your loan officers in a unique way. This is very new in that we are going from a 4 page loan application to a 9 to 13 page loan application depending on one or multiple borrowers.

So far, I have counted 46 additional data points on the new Loan Application (URLA 1003)

I will highlight a few that I find to be helpful for our realtor and lender partners alike:

(Page 1) Requires the borrower to list out their income in greater detail, base, overtime bonus, commission, military entitlements, or other income.

(Page 1) Requests applicant to be specific about self-employment and requests borrower to be specific on whether they have more or less than 25% ownership in the business. It also goes in depth about any other sources of income that can be used on section 1e (page 2).

(Page 2) Outlines and requests whether the borrower is related to their employer, property seller, realtor or any party to the transaction, and is repeated in Declarations on (page 6, Section 5 B).

(Page 5) Requests the borrower to list any grants or gifts that will be given for the purpose of this loan.

(Page 5) Details out in Section 4 what type of property they are buying in detail, including mixed use (ex: daycare, elderly care, beauty barber shop etc.).

(Page 6) Section 5, Declaration "D" also goes into detail about whether they are applying for any other mortgage loan simultaneously with this transaction (ex: refinancing a rental, while purchasing a new primary). It also asks if the borrower is requesting any new credit on or before closing that has not been disclosed on the application (ex: Installment loan, credit card, etc.).

(Page 6) Section 5: Requests that the applicant list whether the home they are buying or refinancing has a clean energy lien paid through your property taxes that could take priority over the first mortgage. ***(This is interesting in that when a loan officer pre-approves a borrower, they do not know this prior to making offers. As REALTORS®, this is something you will need to investigate through tax records or title company and then the LO will need to update the loan application accordingly).***

(Page 7) **Acknowledgement and Agreements** - This section has gone from one paragraph to a full page of declarations to let the consumer know that they are entering into a financial obligation with legal ramifications.

(page 8) Section 7 outlines military service of borrower. ***(This will allow your loan officers to determine quicker if a VA loan is applicable for their clients)***

(Page 8) Section 8 Demographic Information: Now has Male/Female or I do not wish to provide this information option.

(Page 9) We now have a page dedicated for all the loan officer and lender details.

We are just a couple of weeks away from this big industry change and this change has created an IT nightmare for so many systems. In a short time it will be business as usual and the new 1003 will give the loan originators insight to so many questions that may cause a delay or even worse, a declined loan. ***Loan officers study up and make sure you are ready for this update on March 1st 2021.***

PAULA SWAYNE



REALTORS® Succeed!

With so much being written about COVID 19, Black Lives Matter and the Presidential election, I don't think I can possibly write about anything that hasn't already been written. So, let's change it up a bit.

Your association, the California Association of REALTORS®, did something amazing! In a California Association of REALTORS® Taxation and Government Finance Committee meeting in 2017, a new proposal was introduced by your colleagues, the C.A.R. directors. It would allow homeowners to take their property tax base with them to any county in the state. It was heavily debated in that meeting and ultimately passed. From there it had to go to the C.A.R. Board of Directors. After a very long debate, and with the narrowest of margins, it passed. This was a sign of things to come. The proposition lost support from several major groups – the police, firefighters and teachers. Simply put, their funds were put in jeopardy with the cost of this proposition. Without this support, the proposition lost in the vote of the people.

Step ahead two more years. The idea did not lose its appeal. Now it was a matter of how to make it work. By 2020 the proposition had been reworked by some very intelligent REALTORS® and staff at C.A.R. It was again heavily debated in Taxation and Government Finance by your colleagues... people who you might sit next to at meetings at SAR. It went to the C.A.R. Board of Directors where all of the good, bad and ugly were pointed out and debated. Again, it went to vote and it passed.

Ultimately, it gained the support of the very groups who had opposed it in the first round, primarily because it increased their funding. Proposition 19 would help disaster victims such as those who suffered the horrendous fires in our state. It would help the disabled move to more appropriate housing. It would allow our older generation to move closer to their families and the help they might need. It would also increase inventory, allowing tens of thousands of buyers find their dream home.

Why do I share this story? Because you should know you do have a voice and you can make a difference. The people who you vote into office at SAR represent you at these meetings. They are the very people who create the ideas that can affect your clients and your industry. And in the end, this is why we need you to support the REALTOR® Action Fund. Your dollars are what supported Proposition 19 and helped it pass. YOU did this! So, next time you question whether you should give to RAF, know this...YES! And if you haven't done so, do it today! Although the actual cost of doing business is \$148 and we would love you to donate that, even \$20 will make a difference.

You Made it Through 2020!

You made it through 2020 and into 2021. Some of us never thought 2020 would end as it seems like it was 2 years into one. The pandemic has affected all of us, some in more ways than one. Some are struggling financially, some lost loved ones, battling health issues, or inside due to being high risk. Then there are the ones who thrived through 2020, some having their best production year ever. What made them different? What did they do?

They made a conscious decision to pivot and push through the unknown. With Covid stopping open houses, REALTORS® who depended on new business coming from open houses had to pivot and figure another way to get new clients. REALTORS® who depended on networking events had to pivot and figure out to meet new people another way. What did they have in common? They had the right mindset to navigate through a time where we were all uneasy at a point. They made an intentional decision to continue to safely take care of their clients as some people lost jobs and some got new ones.

We are now half way through February 2021 and we are still in a pandemic. Buyers outnumber the amount of inventory on MLS and new builders can't build fast enough. How are you going to thrive through 2021? How can you be a part of creating more inventory? Get creative! Plug into our many classes SAR provides, start reaching out for your database. Get back to the basics, get back to the daily activities that will create the momentum you need to help your clients in 2021.

KELLY PLEASANT





California Enacts SB 91 (COVID-19 Tenant Relief Act)

At the end of August 2020, California passed the COVID-19 Tenant Relief Act of 2020 (AB 3088). That legislation codified an “eviction” moratorium that ran through January 31, 2021. As part of that law, landlords were required to serve notices to pay or quit with 15 day response deadlines, provided tenants with the ability to complete a COVID-19 financial distress declaration, lower required rental payments in some situations, and placed restrictions on filing of eviction lawsuits until February 1, 2021.

The COVID-19 pandemic has been hard on not only tenants, but also on landlords who depend on the rents to cover mortgage payments, pay insurance and property tax bills, and provides for income to live on. A recent survey by the National Multifamily Housing Council indicates that approximately 12% of renters made no rent payment in January and is unclear the percentage of partial payments made by renters during the same time. Landlords who are collecting the limited 25% of contractual rents allowed under AB 3088 but still paying the expense of their rental properties were looking to the expiration of the moratorium to be able to get the property back to full rent. Unfortunately, that will not be the case. On January 29, 2021, the Governor signed SB 91 into law.

Eviction Restrictions:

This statute is similar to the prior AB 3088 there are some very important distinctions that California landlords and property managers must be aware of. The most important item to understand is that under SB 91, the eviction moratorium that was to expire February 1, 2021, has now been extended to June 30, 2021. That means that so long as tenants comply with the declaration process related to COVID rental debt, that a landlord cannot file an eviction lawsuit before July 1, 2021 (Code of Civil Procedure “CCP” 1179.03(g)(2)(A)) nor can a tenant be found liable for unlawful detainer prior to June 30, 2021 if the tenant pays (through one or more payments) an amount equal to 25% of the rent for the period between Sept. 1, 2020 – June 30, 2021 (CCP 1179.03(g)(2)(B)). This law effectively extends the moratorium for another six (6) months.

In addition to the moratorium, like AB 3088, there are several notice restrictions that landlords must comply with related to non-payment of rent. Under 1179.03 there are two notices that must be given related to non-payment of rent that identify the 15 day time period to respond and notifying tenants that even if they pay the 25% reduced rent now, they will have to pay the full amount later. Additionally, the notices will now have to address to possibility that tenants might have rental assistance available to them and provide information about where additional information can be located about rental assistance. Under the revised law, failure to properly provide this information (these new notices) will be a fatal flaw in a landlord’s eviction case, which means, that without strict compliance, the Court will not be able to find in favor of a landlord in an eviction action. (CCP 1179.03(a)(1)).

In addition to the above two notices that landlords are required to serve for non-payment of rent to preserve eviction rights, a third notice must also be served. Pursuant to CCP 1179.04(b) landlords are required to provide to “tenants who, as of February 1, 2021, have not paid one or more rental payments that came due during the covered time period (March 1, 2020 – June 30, 2021) a notice related to the passage of SB 91. This notice must be provided on or before February 28, 2021. A landlord cannot serve a non-payment of rent notice as until this new notice has first been served.

Small Claims Jurisdiction for Collection of Unpaid Rent:

The law extended the small claims jurisdiction of unpaid rent claims to July 1, 2025. Additionally, landlords cannot charge late fees related to non-payment of COVID-19 rental debt if the tenant has provided the COVID-19 financial distress declaration. (Civ. Code 1942.9(a)) and a landlord may not consider “alleged COVID-19 rental debt” as a negative factor when considering a prospective tenant. (Civ. Code 1785.20.4).

California State Rental Assistance Program:

An important change to the law deals with the limitation on recovery of COVID-19 rental debt. Under CCP 871.10(a) the newly added section requires landlords to provide documentation showing how the landlord made a “good faith effort to investigate whether governmental rental assistance was available to the tenant, seek governmental rental assistance for the tenant, or cooperate with tenant’s efforts.” This statute goes further than most and requires a landlord to potentially seek the assistance on behalf of the tenant prior to any action. More problematic is that the statute gives the Court discretion to reduce damages for unpaid rent if the Court determines “that the landlord refused to obtain rental assistance from the state rental assistance program.” (CCP 871.10(b)).

This is of significant importance because SB 91 created the State Rental Assistance Program (“SRAP”), codified in the Health and Safety Code (“HSC”). Under this program, the State has allocated \$1,500,000,000 towards rental assistance. Through the program the State has created a 3-round system for rental assistance. The first round is targeted to assist households with income less than 50% of the area median income; the second round is targeted to assist communities disproportionately impacted by COVID-19; and, the third round is targeted to assist households with an income less than 80% of the area median income. For informational purposes, the US Census Bureau reports that the median household income for 2019 in Sacramento County was \$67,151.

The application process is to open on March 15, 2021 and for applications that are approved, funds disbursed are limited to use for rental arrears, prospective rent payments, utilities (arrears and prospective utility payments), and limited other housing expenses allowed under the Consolidated Appropriations Act. Rental arrearages will only be allowed for the period between April 1, 2020 – March 31, 2021. If your tenant has arrearages that go back to before April 1, 2020, those are covered by this program. However, like every good governmental program, there are strings attached. For landlords that take advantage of this program, landlords will only be able to collect 80% of the eligible rental debt and as a condition of accepting the assistance payment, a landlord will be required to waive the remaining unpaid debt. (HSC 50897.1) This means that for the landlord who accepts the rental assistance they (1) cannot pursue the remaining unpaid rental debt, and (2) may not use the remaining unpaid rental debt as a basis for an eviction. (HSC 50897.1(d))

Potential Legal Implications Related to SRAP and Unpaid Rent Claims:

Additionally, a landlord seeking a judgment for unpaid rent must state under the penalty of perjury that (1) that the landlord has no pending applications for rental assistance; and (2) that the landlord has not received any rental assistance from any other source related to the amount sought under the complaint. (HSC 50897.3(e))

While landlords are not obligated to participate in SRAP, one thing to consider is the limitations related to Civ Code 871 above. As discussed above a landlord’s failure to seek governmental assistance can be considered by the Court as a means to potentially reducing the amount of unpaid rental damages a landlord may be entitled to in the future. It’s a bit of an unintended “catch-22”.

SB 91 creates a complex web of requirements that landlords and property managers need to be aware of and comply with related to COVID-19 rental debt. There may be some benefits for landlords willing to compromise on the rental arrears for payment now related to eligible tenants. The attorneys at BPE Law are well versed in the ever-changing laws impacting landlords and their rental properties and routinely advise landlords and property managers on evictions and compliance matters.

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



2020 Christmas CanTree Season Recap/Donors

Fundraisers in 2020 were definitely and SAR experienced some hurdles while trying to adapt and continue our annual tradition of raising funds for the SAR Christmas CanTree. All funds raised support the local chapter of the Salvation Army where they provide food and supplies to those in need. Although we could not hold the majority of our events (we did manage to have the Crabfest last February!), the generous donations from dedicated members still managed to raise over **\$64,500!**

SAR would like to thank all the individual members and offices who contributed to this great cause during a year that was turned upside down. Your generous contributions surely helped those who needed it most!

Thank you Donors!

Bill Miller	Doug Covill	Lori Heavin	Samantha Tov
Brian DeLisi	Erin Stumpf	Malyna Phan	Sandra King
Carl Carlson	Eva Garcia	Mark Teran	Scott Short
Cathy Smith	Jeff Stevens	Marlena Uhrik	Stephen Ridenour
Cherie Hunt	Jeremiah Henley	Melissa Bittner	Suzanne Thompson
Chip O'Neill	Judy Black	Michael Maddox	Theresa Gorham
Chris Little	Judy Covington	Patrick Lieuw	Tim Weisbeck
Connie Spainhower	Judy Schoer	Paula Swayne	Tracey Saizan
Courtney Edwards	Kathy Smith	Pauline Sheppard	Walter Borland
Cristi Rodda/Farmers Insurance	Kellie Swayne	Preston Collier	Women's Council of REALTORS®
Dave Tanner	Linda Wood	Rico Rivera	

\$1,000+ Individuals/Offices

Century21/ Jodi Ash
Desmond Lenz/American Pacific Dunnigan, REALTORS®
Reverse Mortgage
Jim Hanson/Guild Mortgage
Jeff Stevens
Lyon Real Estate
Sue Galster/Galster Group

\$4,000

SAR Drive-Thru Fundraisers

\$15,000

MetroList

\$20,200

2020 CrabFest

CLICK HERE FOR MORE DETAILS →



2021 Internship Program

SAR's Internship Committee is pleased to announce that 11 SAR members stepped up to mentor our 16 Interns. Returning mentors **Ray Fuentes, Beth Flure, Carol Baker, Ulysses Baltazar** and **Joel Wright** and new mentors **Melissa Allman, Andrew Hernandez, Anderson Clark, Cindi Anderson, Gerael Jones** and **Stefani Rutledge**. We are most grateful to these mentors for guiding our interns during their journey to learn what it takes be a professional, ethical and knowledgeable REALTOR®. Our enthusiastic interns are shown below. Please make them feel welcome if you see them attending an SAR meeting or webinar.

If you have any interest in serving as a mentor in the future, please contact Judy Shrivastava at judy@sacrealtor.org.

SAR SPRING 2021 INTERNS



Kristina Wheeler



Caralyn Roberts



Reyes Lopez



Eric Liu



Gabriela Garcia



Loretta Kilpatrick



Juan Cobarrubias



Renisha Crowther



Abrar Malik



Eleni Tavau



Sarabjit Kaur



Mujtaba Elia



Stanley Ferrell



Antionette Cooks



Lily Hodies



Shanel Allen



Government Affairs
Director



Government Affairs
Coordinator

New Legislation - Senate Bill 91 & Prop. 19: What You Need To Know

SB 91: New State Rental Assistance Program and Extension of COVID-19 Tenant Relief Act

Governor Newsom signed this bill into law on January 29, 2021, and as an emergency bill, it took effect immediately. Below you will find an overview of the bill and the requirements a landlord must follow.

- Landlords are required to send a notice to their residents about this new law no later than **February 28, 2021**. Failure to do so may affect your ability to evict a resident who fails to comply with the COVID-19 Tenant Relief Act (CTRA).
- The California Legislature has appropriated \$1.4 billion of the federal COVID-19 Emergency Rental Assistance Fund to the State Rental Assistance Program.
 - o Local governments in California have received \$1.2 billion in additional funds to administer their local rental assistance programs.
 - o SB 91 requires the State Rental Assistance Program to begin accepting applications no later than March 15, 2021.
 - o There is no specification on a maximum dollar amount that an eligible household can receive. The program limits funds based on a percentage of the past-due rent for the specified period [April 1, 2020- March 31, 2021].

Eligibility:

In order to be eligible to receive rental assistance, a resident's household must meet ALL of the following criteria:

- At least one person in the household EITHER
 - o Qualifies for unemployment benefits, or
 - o Experienced a reduction in household income, incurred high costs, or experienced a financial hardship due to COVID-19;
- At least one person in the household can demonstrate a risk of experiencing homelessness or housing instability, which may include any of the following:
 - o A past due utility or rent notice or eviction notice,
 - o Unsafe or unhealthy living conditions, or
 - o Any other evidence of such risk, as determined by the Department; and
- Household income at or below 80% of the area median, as determined by HUD

Note: Being eligible does not guarantee rental assistance funds. The State Rental Assistance Program will prioritize funds first to eligible households with income less than 50% of the area median, then to communities disproportionately impacted by COVID-19, and finally to all other eligible households.

Prop 19: Property Tax Transfers, Exemptions, and Revenue for Wildfire Agencies and Counties Amendment

Proposition 19 passed in 2020 and goes into effect on April 1, 2021. We will keep you up to date on this law, how it affects Californians, and what information is vital for your business and your clients. Both C.A.R. and Board of Equalization have recently published helpful FAQs on everything Prop 19. You can find the links to these resources below:

CAR: <https://www.car.org/riskmanagement/tools/Prop19>

BOE: [Proposition 19 \(2020\) – Board of Equalization \(ca.gov\)](#)

If you have questions on any real estate related political/government issues, please feel free to reach out to [Erin](#) and [Carter](#).

MARCH 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 WCR Board Meeting (V) 12noon – 1:30pm	2 Main Meeting (V) 9:00 – 10:30am CanTree Committee (V) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am Charity Research Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	3 No SAR Events Scheduled	4 Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am	5 SAR Staff Meeting (V) 7:30 – 8:30am (SAR Offices Closed) SAR Toastmasters Club (V) 7:30am – 9:00am Real Estate Resource Meeting: Topic TBD (V) 9:30 – 10:30am
8 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	9 Virtual Regional Meeting (V) ZOOM LINK YPN Advisory Committee (V) 11:00am – 12:30pm	10 No SAR Events Scheduled Regional Coordinators Quarterly Meeting (V) 1:30 – 2:30pm	11 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	12 SAR Toastmasters Club 7:30am – 9:00am
15 No SAR Events Scheduled	16 Virtual Regional Meeting (V) ZOOM LINK Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	17 SAR New Member Orientation (V) 6:00 – 9:30pm	18 WCR Monthly Business Meeting (V) 11:30am – 2:00pm	19 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Affiliate Task Force (V) 9:00 – 10:30am
22 Tax Reduction Strategies (V) 9:30am – 12noon	23 Virtual Regional Meeting (V) ZOOM LINK Cultural Diversity & Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	24 No SAR Events Scheduled	25 SAR BOD (V) 9:00 – 10:30am Price Strategy Advisor Course (V) 9:00am – 4:45pm Branding Yourself 101 (V) 10:00 – 11:30am	26 SAR Toastmasters Club 7:30am – 9:00am
29 No SAR Events Scheduled	30 Virtual Regional Meeting (V) ZOOM LINK	31 No SAR Events Scheduled		

SAR EDUCATIONAL OFFERINGS

Elevation Through Cooperation

Spend your time expanding your mind and growing your business.

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

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

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

FEBRUARY

CLASS

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

- | | | |
|----|-----------------|--|
| 18 | 10am – 1pm | 45-HOUR DRE CE WEBINAR |
| 19 | 8:30am – 4:30pm | DRE EXAM PREP WEBINAR FOR SALESPERSONS AND BROKERS |
| 22 | 10am – 11am | GEOGRAPHIC FARMING |
| 25 | 10am – 12noon | PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM |
| 26 | 11am – 12noon | THE PSYCHOLOGY BEHIND VIDEO MARKETING |

MARCH


CLASS

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

- | | | |
|----|-----------------|---|
| 12 | 9:30am – 12noon | PROPERTY MANAGEMENT UPDATE! |
| 22 | 9:30am – 12noon | TAX REDUCTION STRATEGIES |
| 25 | 9am – 11:30am | PRICE STRATEGY ADVISOR COURSE |
| 25 | 10am – 11:30am | BRANDING YOURSELF 101 |

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](#).

SMART TIPS TO RUN YOUR RE BUSINESS REMOTELY

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

[REGISTER/MORE INFO HERE](#)

SHORT SALES & FORECLOSURES FROM A LEGAL PERSPECTIVE

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

[REGISTER/MORE INFO HERE](#)

BRANDING YOURSELF 101

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

[REGISTER/MORE INFO HERE](#)

GEOGRAPHIC FARMING ONLINE COURSE OFFER

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

[REGISTER/MORE INFO HERE](#)

PROPERTY MANAGEMENT UPDATE ON COVID, RENT CONTROL AND EVICTIONS

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

[REGISTER/MORE INFO HERE](#)

PROBATE REAL ESTATE SALES

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

[REGISTER/MORE INFO HERE](#)

EVERYTHING VA IN 90 MINUTES

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

[REGISTER/MORE INFO HERE](#)

6 ADVANCED LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

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

[REGISTER/MORE INFO HERE](#)

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

Looking for an Affiliate or REALTOR®?

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



January 2021

AFFILIATES

Cameron Brown
Cal Valley Termite

Dora Cruz
Ken Smalley Insurance Agency

Veronica DeWitt
Fairway Independent Mortgage

Leah Norling
NorCal Home Trends

BROKER ASSOCIATE

John Bartel
Opendoor Brokerage, Inc.

Lawrence Brown
Bruce Mills, Inc.

Barry Dixon
Redfin Corporation

Oluwafemi Elijah
Redfin Corporation

DESIGNATED REALTORS®

Bruce Babcock
Coole Home

Lisa Jones
Suburban Homes Realty

Gabriel Pino
Pino Properties

Nancy Smith
Nancy V. Smith Broker

REALTORS®

Obakhta Ahad
RE/MAX Gold Elk Grove

Ashley Alvord
Arriaga Real Estate

Brandon Aquino Domondon
HomeSmart ICARE Realty

William Avellino
Real Estate Agent Collective

Jennifer Banh
Java Realty

Diana Baratta
Saenz Real Estate

Lesia Brown
Suburban Homes Realty

Leo Bucko
Capitol Realty Center

Kim Bui
Realty One Group Complete

Courtney Campbell
NextHome Premier Properties

John Carino
Sierra Bay R.E. & Development

Aaron Cheline
Keller Williams Realty Natomas

Mary Clouse
Dean Adams Residential R.E.

Susan Cooper
Consumer Plus Realty

Natallia Crawley
Angel Lynn Realty

Nicholas Crew
eXp Realty of California, Inc.

Jose Cruz
Real Broker

Gary Delaney
Lyon RE Elk Grove

George Gamboa
Excel Realty, Inc.

Hugo Guinan-Blaney
Real Estate Source, Inc.

William Henderson
Guide Real Estate

Darlene Horner
eXp Realty of California, Inc.

Kyle Ingersoll
Big Block Realty North

Christopher Jaromay
eXp Realty of California, Inc.

Mercedes Jensen
HomeSmart ICARE Realty

Justin Jones
Waterman Real Estate

Donna Lemire
Palmer Real Estate

Jennifer Mann
Keller Williams Realty Natomas

Jason Marglon
Real Estate Source, Inc.

Todd Maroldo
Lyon RE Downtown

Gayane Martirosyan
Keller Williams Realty Folsom

Jett Mercado
Pacific Home Brokers

JC Miller
Carlile Realty & Lending

Hakeem Mohamed
eXp Realty of California, Inc.

Daniel Newman
Realty One Group Complete

Kim Ninh
Real Estate EBroker, Inc.

Sadiqa Nooristani
The Turtlestone Group Corp

Efrain Padilla
eXp Realty of California, Inc.

Kimberly Prince
House Real Estate

Shane Prophet
Big Block Realty North

Tasawar Ranjha
Keller Williams Realty Natomas

Steve Rath
Alexis McGee Group, Inc.

Crystle Rhine
Home River Group

Kylee Ritchey
Keller Williams Realty

Blythe Romo
Coldwell Banker Realty

Jason Rosario
Berkshire Hathaway HomeService

Miguel Rubio
Redfin Corporation

Lorda Rumbaua
Tower Real Estate Brokers, Inc.

Rachel Schmierer
Redfin Corporation

Suman Sehra
Lyon RE Folsom

David Sievers
Guide Real Estate

James Slan
Lyon RE Elk Grove

Conner Sofka
Realty One Group Complete

Brooke Sproles
Carlile Realty & Lending

Bradly Terra
Guide Real Estate

Antonio Topete Diaz
eXp Realty of California, Inc.

Tyler Tran
eXp Realty of California, Inc.

Corey Trimble
Keller Williams Realty

Joseph Tuiolosega-Radicchi
eXp Realty of California, Inc.

Jose Vidaurri
MBS Realty

Audra Walsh
JTS Realty

Jason Williams
Century 21 Select Real Estate

SACRAMENTO HOUSING STATISTICS

January sales volume up 12% over 2020

January wrapped up with 1,054 sales, down 31% from the 1,528 sales in December. Compared to one year ago (944), the current figure is up 11.7%. Of the 1,054 sales this month, 104 (9.9%) used cash financing, 732 (69.4%) used conventional, 155 (14.7%) used FHA, 53 (5%) used VA and 10 (.9%) used Other types of financing.

The median sales price increased .2% from \$444,500 to \$445,500. This figure is up 18.8% from January 2020 (\$375,000).

The Active Listing Inventory decreased from December to January, from 735 units to 719 units. Compared with January 2020 (1,409), inventory is down 49%. The Months of Inventory, however, increased from .5 Months to .7 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) remained at 7 and the Average DOM increased from 16 to 17. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,054 sales this month, 84.1% (886) were on the market for 30 days or less and 94% (990) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$286 to \$293. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

JANUARY

Let's Talk About Inventory

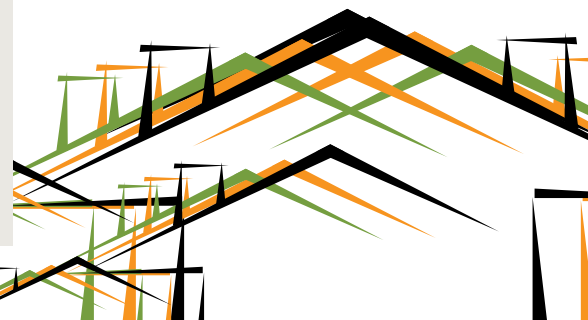
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	5	0	N/A
\$200,000 - \$249,999	5	10	0.5
\$250,000 - \$299,999	24	45	0.5
\$300,000 - \$349,999	64	119	0.5
\$350,000 - \$399,999	90	157	0.6
\$400,000 - \$449,999	90	201	0.4
\$450,000 - \$499,999	91	134	0.7
\$500,000 - \$749,000	191	319	0.6
\$750,000 - \$999,999	75	48	1.6
\$1,000,000 and over	84	21	4.0
Total:	719	1,054	Total: 0.7

Market Snapshot - January 2021

	Jan-21	Dec-20	Change	Jan-20	Change (from '20)
Sales	1,054	1,528	-31.0%	944	11.7%
Median Sales Price	\$445,500	\$444,500	0.2%	\$375,000	18.8%
Active Inventory	719	735	-2.2%	1,325	-45.7%
Median DOM	7	7	0.0%	17	-58.8%
Avg. Price/SqFt	\$293	\$286	2.4%	\$250	17.2%

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

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



MLS STATISTICS

January 2021

MLS STATISTICS for January 2021

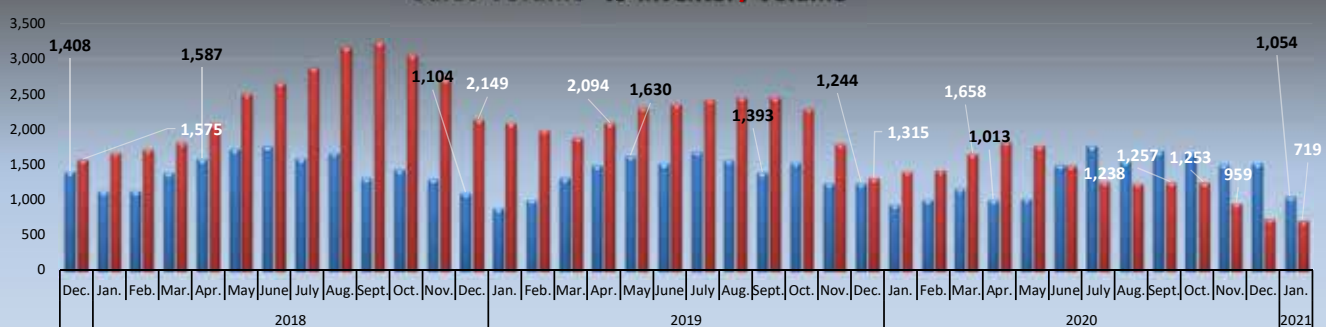
Data for Sacramento County and the City of West Sacramento



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	1,268		1,074	18.1%		1,489		-14.8%
Active Listing Inventory †	719		735	-2.2%		1,409		-49.0%
Pending Sales This Month*	1,462		1,488	-1.7%		1,325		10.3%
Number of REO Sales	0	0.0%	6	-100%	0.4%	12	1.3%	-100.0%
Number of Short Sales	3	0.3%	5	-40%	0.3%	2	0.2%	50.0%
Equity Sales	1,051	99.7%	1,517	-30.7%	99.3%	930	98.5%	13.0%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,054	100%	1,528	-31.0%	100%	944	100.0%	11.7%
Months Inventory	0.7 Months		0.5 Months	40.0%		1.5 Months		-53.3%
Dollar Value of Closed Escrows	\$513,410,840		\$748,521,940	-31.4%		\$390,089,221		31.6%
Median	\$445,500		\$444,500	0.2%		\$375,000		18.8%
Mean	\$487,107		\$489,870	-0.6%		\$413,230		17.9%
Year-to-Date Statistics	1/01/21 to 1/31/21		1/01/21 to 1/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			1/31/2020		Change
Number of Closed Escrows	1,054		1,054			944		11.7%
Dollar Value of Closed Escrows	\$513,410,840		\$513,410,840			\$390,089,221		31.6%
Median	\$445,500		\$445,500			\$375,000		18.8%
Mean	\$487,107		\$487,107			\$413,230		17.9%

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

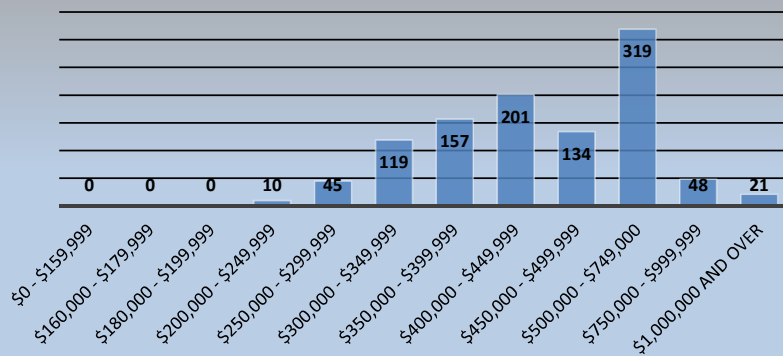
MLS STATISTICS for January 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

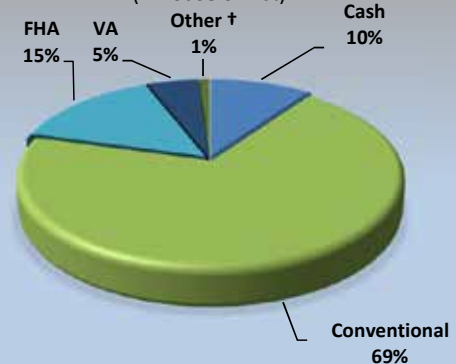
1 House on Lot

Total: 1,054

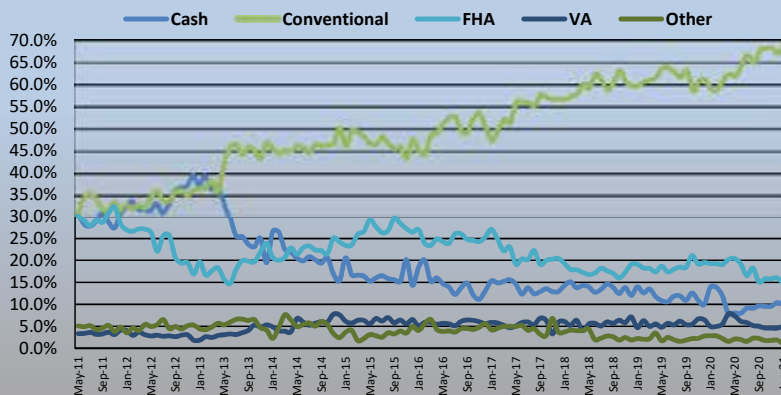


Type of Financing/Days on Market

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		
							Current Month	Last 4 Months	Last 12 Months
Cash	104	9.9%	159	10.4%	0 - 30	886	84.1%	86.3%	81.5%
Conventional	732	69.4%	1,025	67.1%	31 - 60	104	9.9%	8.8%	10.4%
FHA	155	14.7%	245	16.0%	61 - 90	39	3.7%	2.7%	4.1%
VA	53	5.0%	70	4.6%	91 - 120	15	1.4%	1.1%	1.9%
Other †	10	0.9%	29	1.9%	121 - 180	5	0.5%	0.7%	1.4%
Total	1,054	100.0%	1,528	100.0%	181+	5	0.5%	0.5%	0.7%
					Total	1,054	100.0%	100.0%	100.0%

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

Median DOM:	7	7
Average DOM:	17	16
Average Price/Square Foot:	\$292.9	\$286.0

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

Based on Multiple Listing Service data from MetroList® | 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

JANUARY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	36	REO Sales 0	74	43	36
	Median Sales Price	\$465,250	\$0	\$465,000	\$417,000	\$465,250
	Average Price/Square Foot	\$288	Short Sales 0	\$284	\$268	N/A
	Average Sq Ft of Property	1,824	\$0	1,910	1,769	N/A
	Total Listing Inventory *	37	Conventional 36	37	69	N/A
	Total Listing Median Price ∞	\$569,500	Sales \$465,250	\$627,500	\$612,475	N/A
95610 Citrus Heights	Total Sales	25	REO Sales 0	35	29	25
	Median Sales Price	\$445,000	\$0	\$435,000	\$369,000	\$445,000
	Average Price/Square Foot	\$267	Short Sales 0	\$282	\$251	N/A
	Average Sq Ft of Property	1,700	\$0	1,594	1,600	N/A
	Total Listing Inventory *	19	Conventional 25	13	25	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$445,000	\$548,765	\$397,000	N/A
95621 Citrus Heights	Total Sales	27	REO Sales 0	51	29	27
	Median Sales Price	\$400,000	\$0	\$400,000	\$335,000	\$400,000
	Average Price/Square Foot	\$286	Short Sales 0	\$274	\$252	N/A
	Average Sq Ft of Property	1,559	\$0	1,506	1,377	N/A
	Total Listing Inventory *	14	Conventional 27	13	26	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$400,000	\$385,000	\$350,000	N/A
95624 Elk Grove	Total Sales	37	REO Sales 0	61	32	37
	Median Sales Price	\$499,900	\$0	\$500,000	\$439,750	\$499,900
	Average Price/Square Foot	\$266	Short Sales 0	\$266	\$242	N/A
	Average Sq Ft of Property	2,009	\$0	2,140	1,990	N/A
	Total Listing Inventory *	32	Conventional 37	22	60	N/A
	Total Listing Median Price ∞	\$615,000	Sales \$499,900	\$712,950	\$545,996	N/A
95626 Elverta	Total Sales	6	REO Sales 0	5	3	6
	Median Sales Price	\$398,000	\$0	\$410,000	\$340,000	\$398,000
	Average Price/Square Foot	\$301	Short Sales 0	\$274	\$252	N/A
	Average Sq Ft of Property	1,346	\$0	1,501	1,584	N/A
	Total Listing Inventory *	3	Conventional 6	5	3	N/A
	Total Listing Median Price ∞	\$419,500	Sales \$398,000	\$450,000	\$355,000	N/A
95628 Fair Oaks	Total Sales	37	REO Sales 0	57	30	37
	Median Sales Price	\$585,000	\$0	\$520,000	\$454,250	\$585,000
	Average Price/Square Foot	\$261	Short Sales 0	\$275	\$255	N/A
	Average Sq Ft of Property	2,473	\$0	2,122	1,941	N/A
	Total Listing Inventory *	35	Conventional 37	39	82	N/A
	Total Listing Median Price ∞	\$680,000	Sales \$585,000	\$675,000	\$599,950	N/A
95630 Folsom	Total Sales	54	REO Sales 0	79	52	54
	Median Sales Price	\$605,000	\$0	\$618,000	\$547,500	\$605,000
	Average Price/Square Foot	\$314	Short Sales 0	\$304	\$272	N/A
	Average Sq Ft of Property	2,143	\$0	2,203	2,259	N/A
	Total Listing Inventory *	37	Conventional 54	33	59	N/A
	Total Listing Median Price ∞	\$825,000	Sales \$605,000	\$625,000	\$649,950	N/A
95632 Galt	Total Sales	25	REO Sales 0	42	20	25
	Median Sales Price	\$540,000	\$0	\$460,000	\$365,000	\$540,000
	Average Price/Square Foot	\$261	Short Sales 0	\$272	\$241	N/A
	Average Sq Ft of Property	2,158	\$0	1,909	1,721	N/A
	Total Listing Inventory *	17	Conventional 25	16	40	N/A
	Total Listing Median Price ∞	\$542,500	Sales \$540,000	\$550,000	\$409,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	3	1	2
	Median Sales Price	\$825,000	\$0	\$685,000	\$540,000	\$825,000
	Average Price/Square Foot	\$313	Short Sales 0	\$361	\$266	0
	Average Sq Ft of Property	2,740	\$0	1,778	2,030	N/A
	Total Listing Inventory *	1	Conventional 2	1	5	N/A
	Total Listing Median Price ∞	\$500,000	Sales \$825,000	\$500,000	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	1	1
	Median Sales Price	\$400,000	\$0	\$0	\$100,000	\$400,000
	Average Price/Square Foot	\$270	Short Sales 0	\$0	\$93	N/A
	Average Sq Ft of Property	1,480	\$0	0	1,077	N/A
	Total Listing Inventory *	5	Conventional 1	6	6	N/A
	Total Listing Median Price ∞	\$662,450	Sales \$400,000	\$325,000	\$319,900	N/A
95655 Mather	Total Sales	5	REO Sales 0	9	4	5
	Median Sales Price	\$470,000	\$0	\$452,000	\$406,250	\$470,000
	Average Price/Square Foot	\$256	Short Sales 0	\$230	\$211	N/A
	Average Sq Ft of Property	1,922	\$0	2,313	2,097	N/A
	Total Listing Inventory *	1	Conventional 5	1	2	N/A
	Total Listing Median Price ∞	\$415,000	Sales \$470,000	\$475,000	\$406,750	N/A
95660 North Highlands	Total Sales	22	REO Sales 0	31	26	22
	Median Sales Price	\$335,000	\$0	\$340,000	\$275,000	\$335,000
	Average Price/Square Foot	\$280	Short Sales 0	\$267	\$236	N/A
	Average Sq Ft of Property	1,239	\$0	1,329	1,167	N/A
	Total Listing Inventory *	16	Conventional 22	12	16	N/A
	Total Listing Median Price ∞	\$345,000	Sales \$335,000	\$334,200	\$291,950	N/A
95662 Orangevale	Total Sales	26	REO Sales 0	51	16	26
	Median Sales Price	\$457,000	\$0	\$435,000	\$384,000	\$457,000
	Average Price/Square Foot	\$311	Short Sales 0	\$298	\$274	N/A
	Average Sq Ft of Property	1,723	\$0	1,745	1,468	N/A
	Total Listing Inventory *	23	Conventional 26	21	36	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$457,000	\$528,000	\$500,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	32	REO Sales 0	56	36	32
	Median Sales Price	\$434,137	\$0	\$395,000	\$389,000	\$434,137
	Average Price/Square Foot	\$274	Short Sales 0	\$274	\$235	N/A
	Average Sq Ft of Property	1,728	\$0	1,710	1,791	N/A
	Total Listing Inventory *	18	Conventional 32	13	34	N/A
	Total Listing Median Price ∞	\$388,900	Sales \$434,137	\$375,000	\$415,000	N/A
95673 Rio Linda	Total Sales	11	REO Sales 0	18	14	11
	Median Sales Price	\$342,000	\$0	\$365,000	\$327,500	\$342,000
	Average Price/Square Foot	\$333	Short Sales 0	\$278	\$272	N/A
	Average Sq Ft of Property	2,372	\$0	1,399	1,412	N/A
	Total Listing Inventory *	13	Conventional 11	10	13	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$342,000	\$432,500	\$389,000	N/A
95683 Rancho Murieta	Total Sales	9	REO Sales 0	9	6	9
	Median Sales Price	\$590,000	\$0	\$520,000	\$490,000	\$590,000
	Average Price/Square Foot	\$256	Short Sales 0	\$270	\$196	N/A
	Average Sq Ft of Property	2,372	\$0	2,110	2,641	N/A
	Total Listing Inventory *	15	Conventional 9	16	33	N/A
	Total Listing Median Price ∞	\$602,500	Sales \$590,000	\$678,000	\$540,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	1	2	0
	Median Sales Price	\$0	\$0	\$107,000	\$205,500	\$0
	Average Price/Square Foot	\$0	Short Sales 0	\$126	\$157	N/A
	Average Sq Ft of Property	0	\$0	850	1,247	N/A
	Total Listing Inventory *	4	Conventional 0	3	1	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$0	\$445,000	\$359,000	N/A
95693 Wilton	Total Sales	4	REO Sales 0	5	3	4
	Median Sales Price	\$660,000	\$0	\$815,000	\$637,000	\$660,000
	Average Price/Square Foot	\$429	Short Sales 0	\$405	\$236	N/A
	Average Sq Ft of Property	1,538	\$0	1,975	2,620	N/A
	Total Listing Inventory *	6	Conventional 4	7	18	N/A
	Total Listing Median Price ∞	\$949,925	Sales \$660,000	\$900,000	\$847,000	N/A
95742 Rancho Cordova	Total Sales	15	REO Sales 0	31	25	15
	Median Sales Price	\$515,255	\$0	\$513,000	\$440,000	\$515,255
	Average Price/Square Foot	\$244	Short Sales 0	\$223	\$216	N/A
	Average Sq Ft of Property	2,217	\$0	2,389	2,153	N/A
	Total Listing Inventory *	10	Conventional 15	9	35	N/A
	Total Listing Median Price ∞	\$537,038	Sales \$515,255	\$528,176	\$499,303	N/A
95757 Elk Grove	Total Sales	32	REO Sales 0	49	31	32
	Median Sales Price	\$597,000	\$0	\$538,000	\$498,800	\$597,000
	Average Price/Square Foot	\$245	Short Sales 1	\$246	\$224	N/A
	Average Sq Ft of Property	2,605	\$836,000	2,441	2,348	N/A
	Total Listing Inventory *	7	Conventional 31	8	45	N/A
	Total Listing Median Price ∞	\$529,000	Sales \$595,000	\$579,888	\$565,000	N/A
95758 Elk Grove	Total Sales	39	REO Sales 0	76	28	39
	Median Sales Price	\$490,000	\$0	\$460,000	\$438,500	\$490,000
	Average Price/Square Foot	\$272	Short Sales 2	\$271	\$232	N/A
	Average Sq Ft of Property	1,923	\$501,000	1,857	2,113	N/A
	Total Listing Inventory *	26	Conventional 37	21	58	N/A
	Total Listing Median Price ∞	\$549,000	Sales \$449,000	\$499,500	\$460,000	N/A
95811 Midtown/ Downtown	Total Sales	4	REO Sales 0	6	0	4
	Median Sales Price	\$769,000	\$0	\$649,500	\$0	\$769,000
	Average Price/Square Foot	\$304	Short Sales 0	\$354	\$0	N/A
	Average Sq Ft of Property	2,526	\$0	2,008	0	N/A
	Total Listing Inventory *	11	Conventional 4	10	4	N/A
	Total Listing Median Price ∞	\$749,000	Sales \$769,000	\$764,900	\$769,494	N/A
95814 Downtown	Total Sales	6	REO Sales 0	2	2	6
	Median Sales Price	\$602,900	\$0	\$574,500	\$800,000	\$602,900
	Average Price/Square Foot	\$390	Short Sales 0	\$398	\$366	N/A
	Average Sq Ft of Property	1,566	\$0	1,449	2,159	N/A
	Total Listing Inventory *	7	Conventional 6	4	2	N/A
	Total Listing Median Price ∞	\$629,990	Sales \$602,900	\$634,995	\$634,945	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	21	REO Sales 0	19	14	21
	Median Sales Price	\$295,000	\$0	\$275,000	\$260,000	\$295,000
	Average Price/Square Foot	\$278	Short Sales 0	\$280	\$223	N/A
	Average Sq Ft of Property	1,225	\$0	1,044	1,274	N/A
	Total Listing Inventory *	13	Conventional 21	15	15	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$295,000	\$327,000	\$219,950	N/A
95816 Midtown/East Sacramento	Total Sales	13	REO Sales 0	12	14	13
	Median Sales Price	\$635,000	\$0	\$670,000	\$520,000	\$635,000
	Average Price/Square Foot	\$450	Short Sales 0	\$421	\$413	N/A
	Average Sq Ft of Property	1,554	\$0	2,145	1,446	N/A
	Total Listing Inventory *	16	Conventional 13	9	13	N/A
	Total Listing Median Price ∞	\$759,450	Sales \$635,000	\$775,000	\$674,000	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	13	REO Sales 0	19	11	13
	Median Sales Price	\$439,000	\$0	\$480,000	\$400,000	\$439,000
	Average Price/Square Foot	\$407	Short Sales 0	\$393	\$322	N/A
	Average Sq Ft of Property	1,097	\$0	1,203	1,285	N/A
	Total Listing Inventory *	6	Conventional 13	20	8	N/A
	Total Listing Median Price ∞	\$414,000	Sales \$439,000	\$550,000	\$384,500	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

JANUARY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	20	REO Sales 0	33	16	20
	Median Sales Price	\$661,250	\$0	\$620,000	\$557,500	\$661,250
	Average Price/Square Foot	\$464	Short Sales 0	\$481	\$369	N/A
	Average Sq Ft of Property	1,519	\$0	1,509	1,643	N/A
	Total Listing Inventory *	13	Conventional 20	18	21	N/A
	Total Listing Median Price ∞	\$565,000	Sales \$661,250	\$717,500	\$635,000	N/A
95819 East Sacramento	Total Sales	26	REO Sales 0	31	7	26
	Median Sales Price	\$688,500	\$0	\$772,000	\$640,000	\$688,500
	Average Price/Square Foot	\$483	Short Sales 0	\$471	\$420	N/A
	Average Sq Ft of Property	1,656	\$0	1,940	1,815	N/A
	Total Listing Inventory *	20	Conventional 26	26	22	N/A
	Total Listing Median Price ∞	\$884,450	Sales \$688,500	\$833,750	\$724,500	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	34	REO Sales 0	34	22	34
	Median Sales Price	\$355,000	\$0	\$340,500	\$267,500	\$355,000
	Average Price/Square Foot	\$313	Short Sales 0	\$335	\$274	0
	Average Sq Ft of Property	1,331	\$0	1,052	1,056	N/A
	Total Listing Inventory *	18	Conventional 34	29	35	N/A
	Total Listing Median Price ∞	\$372,000	Sales \$355,000	\$344,450	\$289,900	N/A
95821 N. Arden Arcade	Total Sales	27	REO Sales 0	48	22	27
	Median Sales Price	\$415,000	\$0	\$404,500	\$359,500	\$415,000
	Average Price/Square Foot	\$293	Short Sales 0	\$282	\$251	N/A
	Average Sq Ft of Property	1,497	\$0	1,583	1,458	N/A
	Total Listing Inventory *	10	Conventional 27	14	46	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$415,000	\$399,900	\$398,750	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	24	REO Sales 0	34	33	24
	Median Sales Price	\$350,000	\$0	\$375,000	\$320,000	\$350,000
	Average Price/Square Foot	\$312	Short Sales 0	\$310	\$267	N/A
	Average Sq Ft of Property	1,259	\$0	1,341	1,342	N/A
	Total Listing Inventory *	19	Conventional 24	10	35	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$350,000	\$369,000	\$299,900	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	35	REO Sales 0	41	34	35
	Median Sales Price	\$360,000	\$0	\$354,000	\$305,000	\$360,000
	Average Price/Square Foot	\$252	Short Sales 0	\$248	\$209	N/A
	Average Sq Ft of Property	1,531	\$0	1,477	1,469	N/A
	Total Listing Inventory *	11	Conventional 35	13	42	N/A
	Total Listing Median Price ∞	\$371,500	Sales \$360,000	\$340,000	\$309,900	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	13	REO Sales 0	15	20	13
	Median Sales Price	\$315,000	\$0	\$295,000	\$258,500	\$315,000
	Average Price/Square Foot	\$267	Short Sales 0	\$271	\$228	N/A
	Average Sq Ft of Property	1,223	\$0	1,131	1,136	N/A
	Total Listing Inventory *	161	Conventional 13	14	15	N/A
	Total Listing Median Price ∞	\$340,000	Sales \$315,000	\$349,990	\$260,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	12	REO Sales 0	24	9	12
	Median Sales Price	\$411,000	\$0	\$414,500	\$311,000	\$411,000
	Average Price/Square Foot	\$272	Short Sales 0	\$275	\$242	N/A
	Average Sq Ft of Property	1,542	\$0	1,481	1,324	N/A
	Total Listing Inventory *	10	Conventional 12	15	16	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$411,000	\$439,000	\$249,500	N/A
95826 College Glen La Riviera Rosemont	Total Sales	24	REO Sales 0	31	29	24
	Median Sales Price	\$422,500	\$0	\$404,000	\$337,008	\$422,500
	Average Price/Square Foot	\$292	Short Sales 0	\$279	\$238	N/A
	Average Sq Ft of Property	1,519	\$0	1,483	1,473	N/A
	Total Listing Inventory *	15	Conventional 24	7	22	N/A
	Total Listing Median Price ∞	\$459,900	Sales \$422,500	\$425,000	\$369,250	N/A
95827 Lincoln Village	Total Sales	11	REO Sales 0	18	18	11
	Median Sales Price	\$410,000	\$0	\$407,500	\$347,000	\$410,000
	Average Price/Square Foot	\$261	Short Sales 0	\$269	\$234	N/A
	Average Sq Ft of Property	1,752	\$0	1,589	1,707	N/A
	Total Listing Inventory *	4	Conventional 11	3	8	N/A
	Total Listing Median Price ∞	\$397,000	Sales \$410,000	\$420,000	\$364,000	N/A
95828 Florin	Total Sales	34	REO Sales 0	40	34	34
	Median Sales Price	\$372,250	\$0	\$382,500	\$335,000	\$372,250
	Average Price/Square Foot	\$262	Short Sales 0	\$250	\$220	N/A
	Average Sq Ft of Property	1,480	\$0	1,595	1,594	N/A
	Total Listing Inventory *	26	Conventional 34	22	40	N/A
	Total Listing Median Price ∞	\$392,000	Sales \$372,250	\$396,500	\$335,000	N/A
95829 Vineyard	Total Sales	22	REO Sales 0	27	15	22
	Median Sales Price	\$435,000	\$0	\$470,000	\$375,000	\$435,000
	Average Price/Square Foot	\$296	Short Sales 0	\$248	\$246	N/A
	Average Sq Ft of Property	1,582	\$0	2,161	1,862	N/A
	Total Listing Inventory *	18	Conventional 22	18	36	N/A
	Total Listing Median Price ∞	\$564,825	Sales \$435,000	\$723,500	\$479,900	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	1	0
	Median Sales Price	\$0	\$0	\$0	\$1,050,000	\$0
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$332	N/A
	Average Sq Ft of Property	0	\$0	0	3,164	N/A
	Total Listing Inventory *	0	Conventional 0	4	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$0	\$937,000	\$758,888	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	12	REO Sales 0	22	14	12
	Median Sales Price	\$547,000	\$0	\$566,000	\$505,000	\$547,000
	Average Price/Square Foot	\$302	Short Sales 0	\$297	\$267	N/A
	Average Sq Ft of Property	1,927	\$0	2,142	2,043	N/A
	Total Listing Inventory *	12	Conventional 12	10	31	N/A
	Total Listing Median Price ∞	\$749,000	Sales \$547,000	\$604,500	\$610,000	N/A
95832 Meadowview Freeport	Total Sales	7	REO Sales 0	7	6	7
	Median Sales Price	\$329,000	\$0	\$400,000	\$280,000	\$329,000
	Average Price/Square Foot	\$252	Short Sales 0	\$250	\$217	N/A
	Average Sq Ft of Property	1,500	\$0	1,652	1,222	N/A
	Total Listing Inventory *	1	Conventional 7	4	4	N/A
	Total Listing Median Price ∞	\$3,695,000	Sales \$329,000	\$294,950	\$307,500	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	29	REO Sales 0	37	14	29
	Median Sales Price	\$430,000	\$0	\$413,000	\$363,500	\$430,000
	Average Price/Square Foot	\$269	Short Sales 0	\$257	\$228	N/A
	Average Sq Ft of Property	1,729	\$0	1,680	1,524	N/A
	Total Listing Inventory *	17	Conventional 29	11	27	N/A
	Total Listing Median Price ∞	\$384,950	Sales \$430,000	\$410,990	\$334,999	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	27	REO Sales 0	32	23	27
	Median Sales Price	\$475,000	\$0	\$428,050	\$393,780	\$475,000
	Average Price/Square Foot	\$252	Short Sales 0	\$257	\$224	N/A
	Average Sq Ft of Property	1,922	\$0	1,716	1,856	N/A
	Total Listing Inventory *	15	Conventional 27	18	37	N/A
	Total Listing Median Price ∞	\$461,700	Sales \$475,000	\$476,100	\$421,968	N/A
95835 North Natomas	Total Sales	31	REO Sales 0	44	32	31
	Median Sales Price	\$470,000	\$0	\$475,000	\$429,950	\$470,000
	Average Price/Square Foot	\$261	Short Sales 0	\$234	\$223	N/A
	Average Sq Ft of Property	1,978	\$0	2,241	2,038	N/A
	Total Listing Inventory *	19	Conventional 31	10	32	N/A
	Total Listing Median Price ∞	\$510,000	Sales \$470,000	\$449,999	\$460,000	N/A
95838 Del Paso Heights Robla	Total Sales	31	REO Sales 0	31	17	31
	Median Sales Price	\$315,000	\$0	\$325,000	\$265,000	\$315,000
	Average Price/Square Foot	\$269	Short Sales 0	\$261	\$238	N/A
	Average Sq Ft of Property	1,269	\$0	1,238	1,142	N/A
	Total Listing Inventory *	18	Conventional 31	24	66	N/A
	Total Listing Median Price ∞	\$315,000	Sales \$315,000	\$312,000	\$314,900	N/A
95841 Foothill Farms North Highlands	Total Sales	7	REO Sales 0	10	5	7
	Median Sales Price	\$385,000	\$0	\$388,950	\$339,000	\$385,000
	Average Price/Square Foot	\$278	Short Sales 0	\$270	\$227	N/A
	Average Sq Ft of Property	1,680	\$0	1,697	1,385	N/A
	Total Listing Inventory *	3	Conventional 7	5	6	N/A
	Total Listing Median Price ∞	\$374,975	Sales \$385,000	\$359,500	\$417,209	N/A
95842 Foothill Farms	Total Sales	21	REO Sales 0	30	18	21
	Median Sales Price	\$356,000	\$0	\$360,000	\$316,500	\$356,000
	Average Price/Square Foot	\$295	Short Sales 0	\$285	\$239	N/A
	Average Sq Ft of Property	1,291	\$0	1,308	1,360	N/A
	Total Listing Inventory *	2	Conventional 21	4	21	N/A
	Total Listing Median Price ∞	\$429,450	Sales \$356,000	\$343,500	\$322,500	N/A
95843 Antelope	Total Sales	39	REO Sales 0	59	33	39
	Median Sales Price	\$430,000	\$0	\$435,000	\$365,000	\$430,000
	Average Price/Square Foot	\$260	Short Sales 0	\$255	\$215	N/A
	Average Sq Ft of Property	1,789	\$0	1,749	1,745	N/A
	Total Listing Inventory *	21	Conventional 39	18	36	N/A
	Total Listing Median Price ∞	\$434,950	Sales \$430,000	\$467,000	\$389,900	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	20	REO Sales 0	41	19	20
	Median Sales Price	\$536,500	\$0	\$522,500	\$616,000	\$536,500
	Average Price/Square Foot	\$322	Short Sales 0	\$329	\$304	N/A
	Average Sq Ft of Property	2,167	\$0	1,870	2,132	N/A
	Total Listing Inventory *	36	Conventional 20	32	52	N/A
	Total Listing Median Price ∞	\$1,225,000	Sales \$536,500	\$1,100,000	\$934,900	N/A
95605 West Sacramento Bryte Broderick	Total Sales	8	REO Sales 0	6	5	8
	Median Sales Price	\$381,000	\$0	\$421,044	\$314,500	\$381,000
	Average Price/Square Foot	\$324	Short Sales 0	\$296	\$259	N/A
	Average Sq Ft of Property	1,528	\$0	1,700	1,353	N/A
	Total Listing Inventory *	4	Conventional 8	10	5	N/A
	Total Listing Median Price ∞	\$419,999	Sales \$381,000	\$423,999	\$324,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	37	REO Sales 0	31	25	37
	Median Sales Price	\$440,900	\$0	\$467,900	\$425,000	\$440,900
	Average Price/Square Foot	\$296	Short Sales 0	\$267	\$256	N/A
	Average Sq Ft of Property	1,732	\$0	2,052	1,857	N/A
	Total Listing Inventory *	33	Conventional 37	32	43	N/A
	Total Listing Median Price ∞	\$455,000	Sales \$440,900	\$468,900	\$495,000	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

Kari Bryski,
2021 Commercial Chair

Courtney Edwards

Sue Galster

Rosanna Garcia

Randall Hom

Barbara Lebrecht

Chip O'Neill,
MetroList MLS Committee Liaison

Kelly Pleasant

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

Carter Nelson – 916.437.1208
Government Affairs Coordinator

Irene Ruan – 916.437.1203
Staff Accountant

Chrystal Shamp – 916.437.1229
Web Designer

Judy Shrivastava – 916.437.1207
Director of Education & Graphic Services

Erin Teague – 916.437-1227
Government Affairs Director

Yvonne Ukabi – 916.437.1206
Accounts Receivable

Tony Vicari – 916.437.1205
Director of Communications

Spencer Williams – 916 437-1225
IT Manager

SAR Retail Center

Carl Carlson – 916.437.1223
Director of Facilities and Retail Operations

Mari Navarrete – 916-437-1224
Retail Services Specialist

Elizabeth Scambler – 916.437.1222
Retail Services Specialist

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

Editorial Policy

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

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

Sacramento REALTOR® Newsletter

Editor: Tony Vicari

Publisher: Matt Larson, Foley Publications LLC.

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

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

