

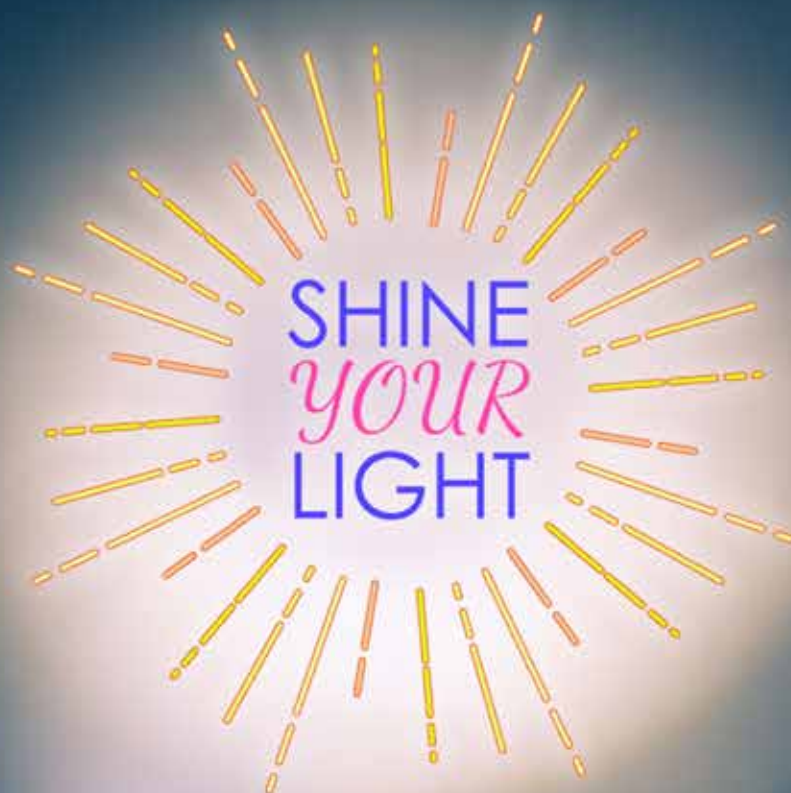


SACRAMENTO REALTOR®

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JANUARY 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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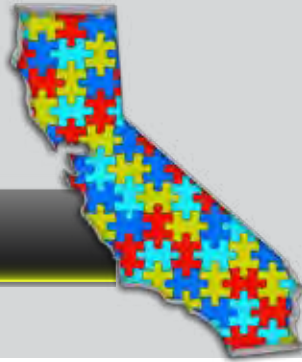
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Thank you for your continued support!

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.



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2021 PRESIDENT

Shine YOUR Light

The start of a New Year is often a time of reflection and planning. So many of us take this time to look back on the prior year to take note of our victories and learn from our failures. We turn our eyes to the year ahead with renewed motivation to change and a fresh set of goals to accomplish. Yet, there is a consistency we carry with us through each New Year. It is the light we carry within ourselves.

The theme I chose for this year is Shine YOUR Light. The phrase comes from a song and holds special meaning to me and my family. The lyrics, written by Dave Matthews, hang on the wall in my children's room. They are words that I hope my boys will grow up reading and taking to heart. And, I wanted to share them with all of you. They go something like this:

"Keep your head up; try and listen to your heart; be kind always, no matter."

"Fill up your head and fill up your heart; take your shot; don't waste time trying to be something you're not."

"Through your window, that's one way to see the world; step outside and look back in too; look and listen and you decide what to believe; shine your light while you've got one."

What I hope that my children take from these words is the understanding that they have a unique light within them to shine in this world. The one constant that each of us brings with us year to year is this light, this view of the world that only we can share. By sharing who we are – our unique talents and insights – with the world, we can collectively make it that much brighter.

I hope that each of you will join us in 2021 at SAR to shine YOUR light. Whether you choose to attend a virtual meeting for the very first time, volunteer on a committee that you have not tried before (yes, we still have some open spaces!), or you step up into a new leadership role – we want to see YOUR light. Your thoughts, your ideas, your feedback make us all better and stronger. I look forward to serving as your President in 2021 and sharing my light with you.

SHINE
YOUR
LIGHT



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2021 PRESIDENT



2021 PRESIDENT-ELECT



2021 SECRETARY/
TREASURER

SAR Welcomes New Leadership for 2021

REALTOR® Kellie Swayne Elected to President

Each New Year the Sacramento Association of REALTORS® installs a new president, a Member who has shown her passion and commitment to helping SAR grow and continue to be a leading REALTOR® Association in the state and nation. SAR is proud and excited to welcome long-time Member **Kellie Swayne as 2021 President.**

Kellie first joined SAR 15 years ago and immediately got involved as being part of the team that launched one of the first Young Professionals Networks (YPN) in the country. The drive to excel and see her career and association flourish kept Kellie heavily involved in SAR matters. Over the years she served on many committees including Marketing/Communications, Grievance, Strategic Planning & Finance (SPF), Government Relations, Local Candidate Recommendation Committee (LCRC), to name a few.

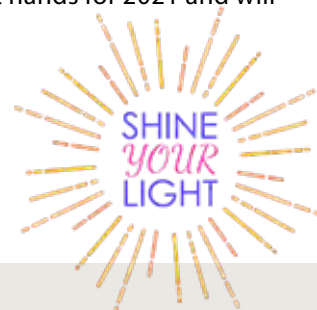
Moving ever onward, Kellie was elected to the Board of Directors in 2012 and continued to lead by Chairing the Leadership Academy, SPF, and LCRC. She also helped the Downtown/Midtown Regional Meeting grow into one of the most successful weekly SAR gatherings by serving as Meeting Coordinator for years. In 2018 she campaigned to become SAR Secretary/Treasurer and was successfully elected to that position for the 2019 year.

Just last year as President-Elect, Kellie stayed busy by serving on the Executive, SPF, LCRC, and Government Relations Committees, being a C.A.R. Director, and Chairing the Broker/Manager Forum. Her commitment in 2020 during the Pandemic certainly helped guide SAR through one of its most difficult years and helped keep it a high-functioning and productive Association.

As 2021 President, Kellie joins both her father, Dick Swayne (2003), and mother, Paula Swayne (2014), as the only Mother/Father/Daughter trio to serve as presidents of the Sacramento Association of REALTORS®. With the proven leadership skills this family has brought to SAR over the years, there is no doubt that SAR is in great hands for 2021 and will continue to be one of the leading Associations in the Country.

Congratulations, Kellie!

Shine Your Light!



In addition to the president, there are a number of other changes in the SAR Leadership for 2021. Congratulations to our President-Elect, Secretary/Treasurer and Board of Directors! We look forward to many years of prosperity under your guidance.

Executive Leadership

Kellie Swayne, 2021 President
Erin Stumpf, 2021 President-Elect
Cherie Hunt, 2021 Secretary/Treasurer
Judy Covington, Immediate Past President

Sue Galster
Rosanna Garcia
Randall Hom
Barbara Lebrecht
Chip O'Neill, MetroList MLS Committee Liaison
Kelly Pleasant

Board of Directors

Jodi Ash
Del Barbray
Kari Bryski, 2021 Commercial Chair
Courtney Edwards

Luis Sumpter
Ujjal "Breeze" Singh
Maurice Thomas
Samantha Tov
Leo Whitton, 2021 Affiliate and Finance Forum Chair

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Karin M. Kwong
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NMLSR ID 448184



Chinh Nhat Pham
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NMLSR ID 648466



Erik Landers
916-678-3851
NMLSR ID 362151



Ruby Fernandez
916-833-7935
NMLSR ID: 687961
Hablo Español



Daniel J. Chen
916-599-2436
NMLSR ID: 461685



Javier Heredia Jr.
831-229-2904
NMLSR ID 887171



Debra James
831-229-2904
NMLSR ID 453358

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Sacramento, CA 95815
916-678-3840

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Together we'll go far



ABOUT THE MARKET

LEO WHITTON



2021 CHAIR OF THE
REAL ESTATE FINANCE

CAM VILLA



AFFILIATE FORUM
2021 VICE-CHAIR

Happy New Year! I am honored and excited to be the Chair of this year's Real Estate Finance and Affiliate Forum. I want to take this opportunity to thank Scott Short for the recommendation and the current SAR president Kellie Swayne for appointing me to this position. My Vice-Chair this year will be Cam Villa. Together we look forward to bringing timely and informative presentations to the SAR membership. We have some big shoes to fill taking over for Scott Short! Scott is a pillar in our industry and community and his contributions are endless. Scott enrolled me as a speaker at the finance forum over 10 years ago and I feel blessed that each leader has asked me to come back and present year after year.

For those of you who may not know me or for those I have yet to have the pleasure of meeting, I am one of three owners of a local mortgage brokerage, located in Fair Oaks. My mortgage career started back in 1993 and I have spent over 20 years in the wholesale lending side of mortgage helping loan officers close complicated loans and educating them on underwriting guideline changes. Two years ago, I opened Empire Home Loans Inc. with Anthony Lombardo & Julie Yarbrough to create a unique platform for Loan Officers in the mortgage broker space as the market started transitioning back to mortgage brokers.

With the New Year upon us many of you may be wondering what will happen in 2021 in the world of finance. The Consumer Financial Protection Bureau (CFPB) is scheduled to make a final ruling for the Qualified Mortgage Rule (QM), we have a new loan application coming to the mortgage industry in the first quarter, and we have a new administration taking office. The mortgage industry will be business as usual, which boasts lots of changes.

Cam and I have brought back some familiar faces for the finance forum this year and we have added some new faces and we're really looking forward to bringing everyone a great meeting each month. We are excited to finally be able to meet in person again at some point in 2021 at the remodeled SAR building.

As a reminder, the Real Estate Finance Forum is the 1st Thursday of the month from 9:00 – 10:30 a.m. via Zoom meeting – until we can meet in person at SAR. Be sure to mark it on your calendar as a recurring event.

Our next Real Estate Finance Forum is scheduled for February 4th 2021.



MASTERS CLUB CORNER

YURI RAMIREZ-VILLANUEVA



We made it to 2021! What a year 2020 was! We hope this newsletter finds you healthy and thriving. Our hearts go out to anyone that was directly affected by the pandemic. It feels like we've all been hit with COVID either directly or through a loved one. Last year was certainly unlike any other and we're so happy it's now behind us. Hoping for a brighter future!

The Masters Club Steering Committee had an eventful year planned full of mixers, happy hours, and charity events; but as you know just about everything in 2020 was cancelled. This was the first year in the history of Masters Club that we couldn't have our awards ceremony. We weren't able to celebrate our triumphs, however, we certainly hope you enjoyed your award gifts.

We also weren't able to properly welcome our president Hyrum Gray, but we hope to in the near future! Hopefully soon we will all be able to see each other's smiling faces in person again. 2020 was a year that demanded so much of us. We all had to make shifts in our businesses. For those of us that have kids we had to learn to work from home with our kids. We also had to learn how to become teachers, and not only that, but many of us had to learn a whole new way of conducting business as virtually and safely as possible. Without a doubt 2020 changed the way we did business and yet many of us continued to push through and succeed in such a way that we had some of the best numbers we have had in a while. Congratulations to everyone who had a great year!

Cheers to the New Year and we wish you continued success as we all continue to navigate these challenging times. Don't forget to turn in your applications for Masters Club and stay safe everyone!

APPLICATIONS ARE ONLY AVAILABLE ONLINE.

[CLICK HERE FOR APPLICATION](#)

APPLICATION DEADLINE IS JANUARY 29, 2021 AT 4:30 PM.





Understanding the Impacts of SB 1079

Today, we will take a look at SB 1079, which was signed into law on September 28, 2020. SB 1079 will likely be of particular interest to real estate professionals, as it alters the way the residential foreclosure process takes place. There are several ambiguities within the new law, and its long-term effects are still unknown. However, those who understand SB 1079 will have the best chance of reaping any potential benefits that it may have.

So, what does SB1079 actually do? Essentially, the new law prohibits bulk foreclosure sales and gives certain "Eligible Bidders" a right of first refusal in foreclosure actions when the property is sold to anyone other than a prospective owner occupant. A prospective owner occupant is defined as an individual who will occupy the property as their primary residence within sixty days after the sale, will live in the property for at least one year, is not the defaulting borrower or the borrower's family member, and is not acting as an agent of any other person buying the property. If the prospective owner occupant is the last and highest bidder at the trustee sale, the sale is final.

If the property is not sold to an individual or entity other than an owner occupant, then certain parties will be given the opportunity to exercise a right of first refusal during the 45-day period immediately following the sale. These parties are either known under the law as "Eligible Bidders" or "Eligible Tenant Buyers."

Eligible Bidders include prospective owner occupants; nonprofits of which the occupant is a member; nonprofits that are housing related; community land trusts; limited equity housing cooperative; or state entities, including universities.

An **Eligible Tenant Buyer** is an individual who, at the time of the trustee's sale occupies the property as the person's primary residence; has an arm's length lease agreement with the Borrower that is dated before the Notice of Default was recorded; is not the Borrower or the Borrower's family member.

Eligible Tenant Buyers may purchase the foreclosed property by (i) delivering written notice of intent to place a bid to the trustee within 15 days after the trustee sale, and (ii) matching the last and highest bid price at auction. Other Eligible Bidders have the same right, but must exceed, instead of match, the last and highest bid price at auction. The bid itself must be received by the trustee no later than 5:00 p.m. on the 45th day after the trustee's sale. The Eligible Bidder must also deliver an affidavit to the trustee that identifies in which category of Eligible Bidder the person belongs and states that the person meets the criteria for that category.

In order to give practical application this new right of first refusal period, the law states that the trustee must make the following information available within 48 hours of a trustee's sale: (i) the date the trustee's sale took place, (ii) the amount of the last and highest bid at the trustee's sale, and (iii) an address where the trustee can receive documents sent by mail and overnight delivery. Real Estate Professionals assisting buyers interested in taking advantage of SB1079 should become familiar with the websites and phone numbers trustees use to disseminate this information.

The information presented in this article is not to be taken as legal advice. Every situation is different. Attorneys at BPE are familiar with SB1079 and can help real estate professionals and their clients navigate the new law.

Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)

Case #12-2: Exaggeration in Advertising

(Reaffirmed Case #19-4 May, 1988. Transferred to Article 12 November, 1994. Revised November, 2001 and May, 2017.)

Prospect A noted REALTOR® B's advertisement on his website describing a home with five acres "about 20 miles from the city" giving directions to the "modern 3-bedroom home, well maintained, and set in a charmingly landscaped site."

After visiting the property, Prospect A filed a complaint with the Association of REALTORS® complaining of the gross exaggeration contained in the advertisement, which had induced him to waste time and money in inspecting the property. The property, he said, was actually 36 miles from the city limits. Its wood-lath support for plaster, which was visible in many large breaks in the walls, indicated it to be 80 years old or more. There was no evidence of painting in recent years. Several windows were broken, half of the back steps were missing. The house was located at the end of a crude dirt road in a small cleared area that had become densely overgrown in weeds— a picture of extreme neglect.

REALTOR® B was notified of the charge of misleading advertising, and a hearing was held. REALTOR® B criticized the complainant for bringing the matter to the Association, pointing out that Prospect A had failed to mention that the property was priced at only \$90,000; that at such a price it was an exceptionally good buy to anyone looking for a small place with a few acres; that to get attention to such properties it was necessary to do a bit of "puffing" to attract attention in advertising; that as a matter of fact the general lines of the house were similar to many of modern design; that the house had been well enough maintained to be salvageable by anyone who would do a reasonable amount of work on it; and that, in his opinion, the site was truly "charming" in its rugged simplicity.

The Hearing Panel concluded that REALTOR® B had used gross exaggeration in his advertisement and was found in violation of Article 12 of the Code of Ethics.





Government Affairs
Director

What's Up with Redistricting?

Why does Redistricting matter?

As many of you heard us reference prior to and during the 2020 census, making sure as many people were counted as possible was extremely important. Data from the census drives redistricting, which will likely change the make up of many of our region's local jurisdictions.

This is extremely important because it determines who we can vote for, and subsequently who gets elected when the new lines are drawn.

When will we get data?

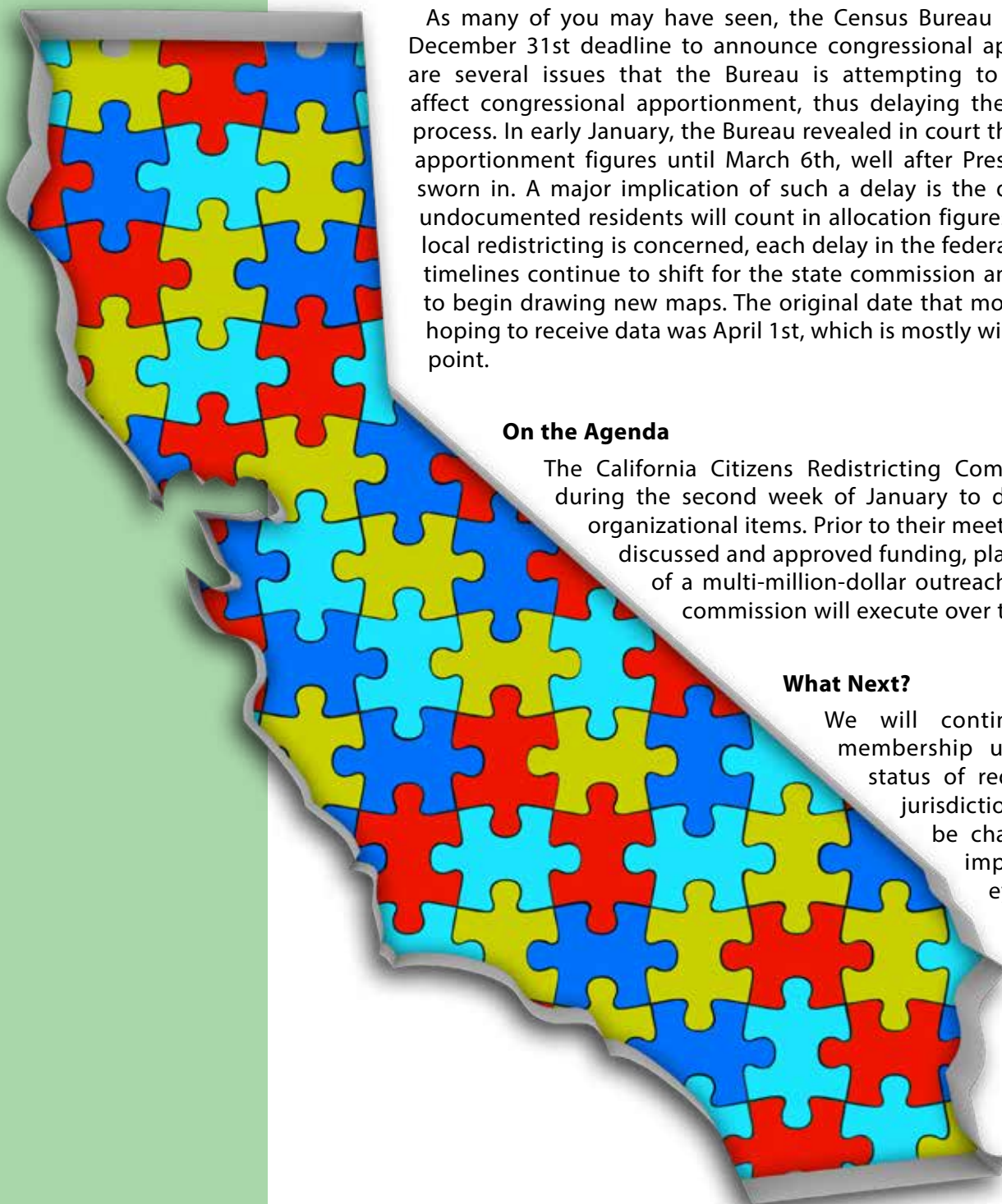
As many of you may have seen, the Census Bureau failed to meet their December 31st deadline to announce congressional apportionment. There are several issues that the Bureau is attempting to resolve that could affect congressional apportionment, thus delaying the entire redistricting process. In early January, the Bureau revealed in court that it will not release apportionment figures until March 6th, well after President-elect Biden is sworn in. A major implication of such a delay is the question of whether undocumented residents will count in allocation figures. As far as state and local redistricting is concerned, each delay in the federal process means the timelines continue to shift for the state commission and local jurisdictions to begin drawing new maps. The original date that most jurisdictions were hoping to receive data was April 1st, which is mostly wishful thinking at this point.

On the Agenda

The California Citizens Redistricting Commission is meeting during the second week of January to discuss a number of organizational items. Prior to their meeting, the commission discussed and approved funding, planning, and approval of a multi-million-dollar outreach campaign that the commission will execute over the next year.

What Next?

We will continue to keep our membership up to date on the status of redistricting, as many jurisdictions in our region will be changing. This will be important to keep an eye on.



FEBRUARY 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	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 SAR Closed Presidents Day	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 No SAR Events Scheduled	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	26 SAR Toastmasters Club 7:30am – 9:00am

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.

JANUARY

CLASS

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

- | | | |
|----|----------------|--|
| 25 | 10am – 12noon | ZIPFORM AND DOCUSIGN |
| 25 | 10am – 12noon | ESSENTIAL DISCLOSURES |
| 27 | 11am – 12:30pm | UNLOCKING PURCHASING POWER WITH A REVERSE MORTGAGE |
| 29 | 10am – 1pm | DUANE GOMER: 45 -HOUR CONTINUING EDUCATION |
| 29 | 9am – 11am | ZIPFORM AND DOCUSIGN |

FEBRUARY

CLASS

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

- | | | |
|----|----------------|---|
| 10 | 10am – 12noon | FORECLOSURES AND SHORT SALES FROM A LEGAL PERSPECTIVE |
| 11 | 10am – 11am | CLOSE MORE SALES WITH SECRETS TO IMPROVE FICO/CREDIT AND LOAN ELIGIBILITY |
| 22 | 11am – 12:30pm | UNLOCKING PURCHASING POWER WITH A REVERSE MORTGAGE |
| 25 | 10am – 11noon | PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM |

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

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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.

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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.

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December 2020

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Chyrstal Seavers LLC-Farmers Inc.

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Endeavor Group Real Estate

REALTORS®

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Coldwell Banker Realty

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Consumer Plus Realty

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WELCOME

SACRAMENTO HOUSING STATISTICS

December sales volume up 23%, inventory at .5 months

December ended with 1,528 sales, up 1.1% from the 1,511 sales in November. Compared to one year ago (1,244), the current figure is up 22.8%. Of the 1,528 sales this month, 159 (10.4%) used cash financing, 1,025 (67.1%) used conventional, 245 (16%) used FHA, 70 (4.6%) used VA and 29 (1.9%) used Other types of financing.

The median sales price increased 1% from \$440,000 to \$444,500. This figure is up 15.5% from December 2019 (\$385,000).

The Active Listing Inventory decreased 23.4% from November to December, from 959 units to 735 units. Compared with December 2019 (1,315), inventory is down 44.1%. The Months of Inventory dropped from .6 Months to .5 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 remained at 16. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,528 sales this month, 87% (1,329) were on the market for 30 days or less and 95.8% (1,463) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$281.8 to \$286. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

DECEMBER

Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	3	10	0.3
\$200,000 - \$249,999	6	16	0.4
\$250,000 - \$299,999	39	60	0.7
\$300,000 - \$349,999	62	156	0.4
\$350,000 - \$399,999	102	237	0.4
\$400,000 - \$449,999	68	305	0.2
\$450,000 - \$499,999	82	214	0.4
\$500,000 - \$749,000	207	415	0.5
\$750,000 - \$999,999	88	75	1.2
\$1,000,000 and over	78	40	2.0
Total:	735	1,528	Total: 0.5

Market Snapshot - December 2020

	Dec-20	Nov-20	Change	Dec-19	Change (from '19)
Sales	1,528	1,511	1.1%	1,244	22.8%
Median Sales Price	\$444,500	\$440,000	1.0%	\$385,000	15.5%
Active Inventory	735	959	-23.4%	1,315	-44.1%
Median DOM	7	7	0.0%	19	-63.2%
Avg. Price/SqFt	\$286	\$282	1.4%	\$240	19.2%

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

December 2020

MLS STATISTICS for December 2020

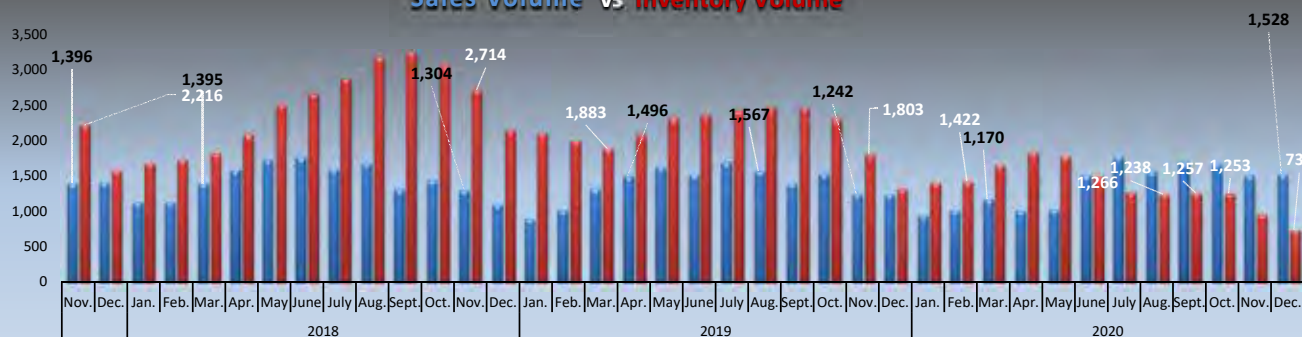
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,074		1,307	-17.8%		829		29.6%
Active Listing Inventory †	735		959	-23.4%		1,315		-44.1%
Pending Sales This Month*	1,488		2,052	-27.5%		1,205		23.5%
Number of REO Sales	6	0.4%	3	100%	0.2%	14	1.1%	-57.1%
Number of Short Sales	5	0.3%	1	400%	0.1%	5	0.4%	0.0%
Equity Sales	1,517	99.3%	1,507	0.7%	99.7%	1,225	98.5%	23.8%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,528	100%	1,511	1.1%	100%	1,244	100.0%	22.8%
Months Inventory	0.5 Months		0.6 Months	-16.7%		1.1 Months		-54.5%
Dollar Value of Closed Escrows	\$748,521,940		\$738,599,095	1.3%		\$521,066,614		43.7%
Median	\$444,500		\$440,000	1.0%		\$385,000		15.5%
Mean	\$489,870		\$488,815	0.2%		\$418,864		17.0%
Year-to-Date Statistics	1/01/20 to 12/31/20		1/01/20 to 12/31/20			1/1/2019		
	SAR monthly data, compiled		MetroList YTD data			12/31/2019		Change
Number of Closed Escrows	16,421		16,794			16,561		-0.8%
Dollar Value of Closed Escrows	\$7,586,072,122		\$7,745,808,722			\$6,891,156,551		10.1%
Median	\$420,000		\$420,000			\$380,000		10.5%
Mean	\$461,974		\$461,225			\$416,107		11.0%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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*SAR Members Only

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

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

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

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

Data for Sacramento County and the City of West Sacramento

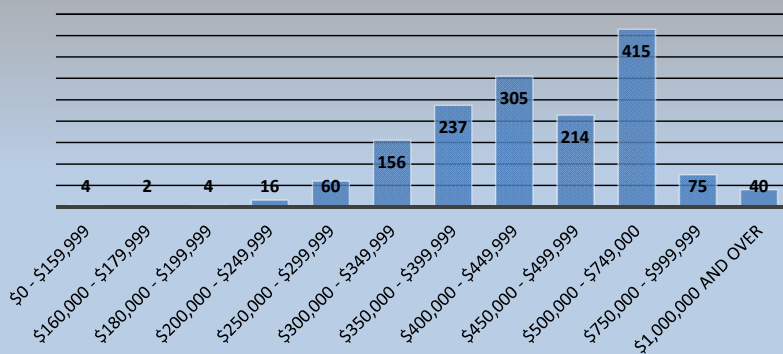
MLS STATISTICS for December 2020

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

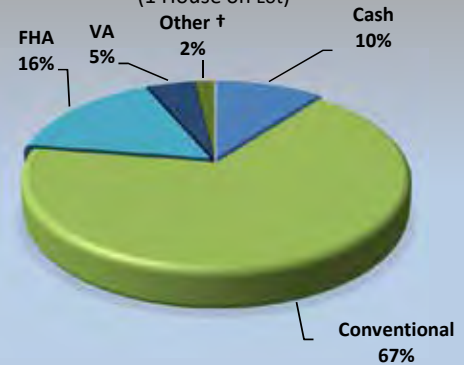
1 House on Lot

Total: 1,528

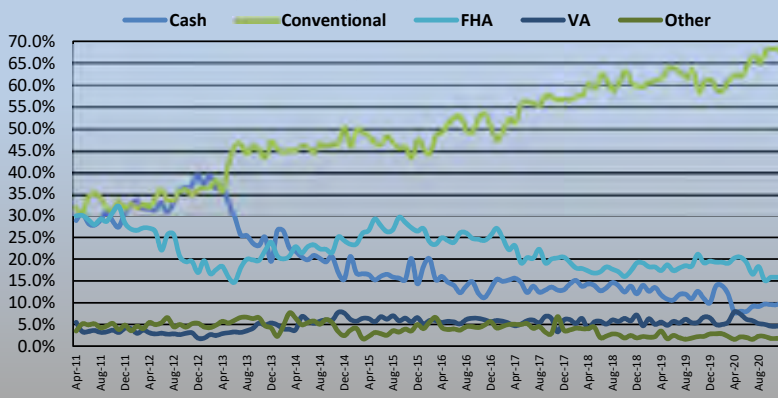


Type of Financing/Days on Market

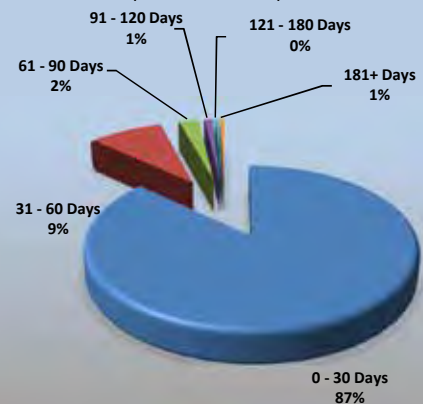
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
					% of Total				
(Single Family Home only) Financing Method	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	159	10.4%	137	9.1%	0 - 30	1,329	87.0%	86.1%	80.3%
Conventional	1,025	67.1%	1,022	67.6%	31 - 60	134	8.8%	8.5%	10.8%
FHA	245	16.0%	253	16.7%	61 - 90	36	2.4%	2.8%	4.5%
VA	70	4.6%	71	4.7%	91 - 120	15	1.0%	1.1%	2.2%
Other †	29	1.9%	28	1.9%	121 - 180	6	0.4%	1.0%	1.5%
Total	1,528	100.0%	1,511	100.0%	181+	8	0.5%	0.5%	0.7%
					Total	1,528	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	7	7
Average Price/Square Foot:	16	16
	\$286.0	\$281.8

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® | 2020 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

DECEMBER 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	74	REO Sales 0	57	44	688
	Median Sales Price	\$465,000	\$0	\$441,000	\$449,750	\$464,500
	Average Price/Square Foot	\$284	Short Sales 1	\$283	\$273	N/A
	Average Sq Ft of Property	1,910	\$335,100	1,764	2,039	N/A
	Total Listing Inventory *	37	Conventional 73	46	104	N/A
	Total Listing Median Price ∞	\$627,500	Sales \$465,000	\$599,900	\$504,450	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	35	35	406
	Median Sales Price	\$435,000	\$0	\$425,000	\$365,000	\$405,000
	Average Price/Square Foot	\$282	Short Sales 0	\$257	\$250	N/A
	Average Sq Ft of Property	1,594	\$0	1,779	1,580	N/A
	Total Listing Inventory *	13	Conventional 35	25	40	N/A
	Total Listing Median Price ∞	\$548,765	Sales \$435,000	\$459,500	\$402,450	N/A
95621 Citrus Heights	Total Sales	51	REO Sales 0	49	43	530
	Median Sales Price	\$400,000	\$0	\$395,000	\$339,000	\$369,000
	Average Price/Square Foot	\$274	Short Sales 0	\$273	\$252	N/A
	Average Sq Ft of Property	1,506	\$0	1,511	1,390	N/A
	Total Listing Inventory *	13	Conventional 51	17	31	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$400,000	\$389,500	\$345,000	N/A
95624 Elk Grove	Total Sales	61	REO Sales 0	60	57	684
	Median Sales Price	\$500,000	\$0	\$512,500	\$459,773	\$480,000
	Average Price/Square Foot	\$266	Short Sales 0	\$260	\$243	N/A
	Average Sq Ft of Property	2,140	\$0	2,196	2,168	N/A
	Total Listing Inventory *	22	Conventional 61	41	83	N/A
	Total Listing Median Price ∞	\$712,950	Sales \$500,000	\$575,000	\$529,493	N/A
95626 Elverta	Total Sales	5	REO Sales 0	9	5	55
	Median Sales Price	\$410,000	\$0	\$365,000	\$341,000	\$365,000
	Average Price/Square Foot	\$274	Short Sales 0	\$337	\$263	N/A
	Average Sq Ft of Property	1,501	\$0	1,311	1,795	N/A
	Total Listing Inventory *	5	Conventional 5	6	5	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$410,000	\$499,500	\$350,000	N/A
95628 Fair Oaks	Total Sales	57	REO Sales 0	66	35	657
	Median Sales Price	\$520,000	\$0	\$532,000	\$459,000	\$500,000
	Average Price/Square Foot	\$275	Short Sales 0	\$276	\$242	N/A
	Average Sq Ft of Property	2,122	\$0	2,152	2,334	N/A
	Total Listing Inventory *	39	Conventional 57	43	104	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$520,000	\$650,000	\$624,900	N/A
95630 Folsom	Total Sales	79	REO Sales 0	83	64	940
	Median Sales Price	\$618,000	\$0	\$636,333	\$559,250	\$605,000
	Average Price/Square Foot	\$304	Short Sales 0	\$311	\$280	N/A
	Average Sq Ft of Property	2,203	\$0	2,286	2,138	N/A
	Total Listing Inventory *	33	Conventional 79	42	97	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$618,000	\$657,000	\$635,000	N/A
95632 Galt	Total Sales	42	REO Sales 0	37	24	387
	Median Sales Price	\$460,000	\$0	\$465,000	\$420,000	\$435,000
	Average Price/Square Foot	\$272	Short Sales 0	\$256	\$235	N/A
	Average Sq Ft of Property	1,909	\$0	1,912	1,971	N/A
	Total Listing Inventory *	16	Conventional 42	19	54	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$460,000	\$580,000	\$449,900	N/A
95638 Herald	Total Sales	3	REO Sales 0	2	2	17
	Median Sales Price	\$685,000	\$0	\$600,000	\$416,000	\$605,000
	Average Price/Square Foot	\$361	Short Sales 0	\$330	\$274	0
	Average Sq Ft of Property	1,778	\$0	1,839	1,488	N/A
	Total Listing Inventory *	1	Conventional 3	1	4	N/A
	Total Listing Median Price ∞	\$500,000	Sales \$685,000	\$500,000	\$459,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	3	0	17
	Median Sales Price	\$0	\$0	\$360,000	\$0	\$330,000
	Average Price/Square Foot	\$0	Short Sales 0	\$235	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,552	0	N/A
	Total Listing Inventory *	6	Conventional 0	5	6	N/A
	Total Listing Median Price ∞	\$325,000	Sales \$0	\$345,000	\$414,950	N/A
95655 Mather	Total Sales	9	REO Sales 0	8	6	56
	Median Sales Price	\$452,000	\$0	\$487,000	\$392,500	\$416,250
	Average Price/Square Foot	\$230	Short Sales 0	\$217	\$204	N/A
	Average Sq Ft of Property	2,313	\$0	2,339	2,367	N/A
	Total Listing Inventory *	1	Conventional 9	2	8	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$452,000	\$405,000	\$425,000	N/A
95660 North Highlands	Total Sales	31	REO Sales 0	32	16	363
	Median Sales Price	\$340,000	\$0	\$330,000	\$257,500	\$305,000
	Average Price/Square Foot	\$267	Short Sales 0	\$289	\$241	N/A
	Average Sq Ft of Property	1,329	\$0	1,164	1,099	N/A
	Total Listing Inventory *	12	Conventional 31	17	28	N/A
	Total Listing Median Price ∞	\$334,200	Sales \$340,000	\$315,000	\$275,000	N/A
95662 Orangevale	Total Sales	51	REO Sales 0	53	34	447
	Median Sales Price	\$435,000	\$0	\$465,250	\$383,000	\$447,000
	Average Price/Square Foot	\$298	Short Sales 0	\$292	\$254	N/A
	Average Sq Ft of Property	1,745	\$0	1,900	1,926	N/A
	Total Listing Inventory *	21	Conventional 51	28	31	N/A
	Total Listing Median Price ∞	\$528,000	Sales \$435,000	\$645,000	\$501,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	56	REO Sales 1	47	49	637
	Median Sales Price	\$395,000	\$368,000	\$419,000	\$362,500	\$395,000
	Average Price/Square Foot	\$274	Short Sales 1	\$268	\$245	N/A
	Average Sq Ft of Property	1,710	\$320,000	1,753	1,584	N/A
	Total Listing Inventory *	13	Conventional 54	23	42	N/A
	Total Listing Median Price ∞	\$375,000	Sales \$397,500	\$469,900	\$434,000	N/A
95673 Rio Linda	Total Sales	18	REO Sales 0	14	16	177
	Median Sales Price	\$365,000	\$0	\$345,000	\$319,500	\$335,000
	Average Price/Square Foot	\$278	Short Sales 1	\$342	\$248	N/A
	Average Sq Ft of Property	1,399	\$375,000	1,154	1,446	N/A
	Total Listing Inventory *	10	Conventional 17	10	27	N/A
	Total Listing Median Price ∞	\$432,500	Sales \$360,000	\$407,500	\$345,000	N/A
95683 Rancho Murieta	Total Sales	9	REO Sales 0	15	12	168
	Median Sales Price	\$520,000	\$0	\$510,000	\$626,900	\$538,475
	Average Price/Square Foot	\$270	Short Sales 0	\$259	\$234	N/A
	Average Sq Ft of Property	2,110	\$0	2,193	2,892	N/A
	Total Listing Inventory *	16	Conventional 9	24	32	N/A
	Total Listing Median Price ∞	\$678,000	Sales \$520,000	\$646,950	\$562,450	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	2	1	12
	Median Sales Price	\$107,000	\$0	\$302,500	\$250,000	\$325,000
	Average Price/Square Foot	\$126	Short Sales 0	\$277	\$343	N/A
	Average Sq Ft of Property	850	\$0	2,281	728	N/A
	Total Listing Inventory *	3	Conventional 1	0	3	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$107,000	\$0	\$400,000	N/A
95693 Wilton	Total Sales	5	REO Sales 0	11	4	76
	Median Sales Price	\$815,000	\$0	\$800,000	\$774,500	\$749,500
	Average Price/Square Foot	\$405	Short Sales 0	\$358	\$289	N/A
	Average Sq Ft of Property	1,975	\$0	2,548	1,925	N/A
	Total Listing Inventory *	7	Conventional 5	9	24	N/A
	Total Listing Median Price ∞	\$900,000	Sales \$815,000	\$689,000	\$847,000	N/A
95742 Rancho Cordova	Total Sales	31	REO Sales 0	37	22	394
	Median Sales Price	\$513,000	\$0	\$510,000	\$443,700	\$480,792
	Average Price/Square Foot	\$223	Short Sales 0	\$227	\$217	N/A
	Average Sq Ft of Property	2,389	\$0	2,359	2,156	N/A
	Total Listing Inventory *	9	Conventional 31	15	45	N/A
	Total Listing Median Price ∞	\$528,176	Sales \$513,000	\$548,888	\$463,595	N/A
95757 Elk Grove	Total Sales	49	REO Sales 0	47	41	547
	Median Sales Price	\$538,000	\$0	\$550,000	\$512,000	\$530,000
	Average Price/Square Foot	\$246	Short Sales 0	\$245	\$212	N/A
	Average Sq Ft of Property	2,441	\$0	2,455	2,501	N/A
	Total Listing Inventory *	8	Conventional 49	131	65	N/A
	Total Listing Median Price ∞	\$579,888	Sales \$538,000	\$589,000	\$529,444	N/A
95758 Elk Grove	Total Sales	76	REO Sales 0	75	58	754
	Median Sales Price	\$460,000	\$0	\$463,000	\$415,500	\$440,000
	Average Price/Square Foot	\$271	Short Sales 0	\$259	\$237	N/A
	Average Sq Ft of Property	1,857	\$0	1,948	1,888	N/A
	Total Listing Inventory *	21	Conventional 76	33	41	N/A
	Total Listing Median Price ∞	\$499,500	Sales \$460,000	\$543,993	\$449,975	N/A
95811 Midtown/ Downtown	Total Sales	6	REO Sales 0	1	3	31
	Median Sales Price	\$649,500	\$0	\$650,000	\$630,000	\$675,000
	Average Price/Square Foot	\$354	Short Sales 0	\$374	\$374	N/A
	Average Sq Ft of Property	2,008	\$0	1,737	1,725	N/A
	Total Listing Inventory *	10	Conventional 6	11	2	N/A
	Total Listing Median Price ∞	\$764,900	Sales \$649,500	\$799,000	\$862,494	N/A
95814 Downtown	Total Sales	2	REO Sales 0	2	1	27
	Median Sales Price	\$574,500	\$0	\$690,000	\$630,816	\$635,000
	Average Price/Square Foot	\$398	Short Sales 0	\$409	\$362	N/A
	Average Sq Ft of Property	1,449	\$0	1,689	1,745	N/A
	Total Listing Inventory *	4	Conventional 2	5	3	N/A
	Total Listing Median Price ∞	\$634,995	Sales \$574,500	\$647,207	\$599,900	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	19	REO Sales 0	14	20	215
	Median Sales Price	\$275,000	\$0	\$300,000	\$251,000	\$273,500
	Average Price/Square Foot	\$280	Short Sales 0	\$252	\$231	N/A
	Average Sq Ft of Property	1,044	\$0	1,349	1,223	N/A
	Total Listing Inventory *	15	Conventional 19	25	22	N/A
	Total Listing Median Price ∞	\$327,000	Sales \$275,000	\$285,000	\$265,000	N/A
95816 Midtown/East Sacramento	Total Sales	12	REO Sales 0	11	13	152
	Median Sales Price	\$670,000	\$0	\$650,000	\$555,000	\$604,000
	Average Price/Square Foot	\$421	Short Sales 0	\$445	\$410	N/A
	Average Sq Ft of Property	2,145	\$0	1,529	1,647	N/A
	Total Listing Inventory *	9	Conventional 12	11	23	N/A
	Total Listing Median Price ∞	\$775,000	Sales \$670,000	\$698,888	\$624,500	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	19	REO Sales 0	19	13	198
	Median Sales Price	\$480,000	\$0	\$440,000	\$375,000	\$411,000
	Average Price/Square Foot	\$393	Short Sales 0	\$403	\$320	N/A
	Average Sq Ft of Property	1,203	\$0	1,147	1,295	N/A
	Total Listing Inventory *	20	Conventional 19	29	19	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$480,000	\$526,975	\$399,000	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

DECEMBER 2020

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	33	REO Sales 0	19	13	282
	Median Sales Price	\$620,000	\$0	\$575,000	\$515,000	\$601,000
	Average Price/Square Foot	\$481	Short Sales 0	\$448	\$409	N/A
	Average Sq Ft of Property	1,509	\$0	1,452	1,313	N/A
	Total Listing Inventory *	18	Conventional 33	27	31	N/A
	Total Listing Median Price ∞	\$717,500	Sales \$620,000	\$699,000	\$599,450	N/A
95819 East Sacramento	Total Sales	31	REO Sales 1	24	24	261
	Median Sales Price	\$772,000	\$817,500	\$692,500	\$591,000	\$655,000
	Average Price/Square Foot	\$471	Short Sales 0	\$476	\$459	N/A
	Average Sq Ft of Property	1,940	\$0	1,732	1,586	N/A
	Total Listing Inventory *	26	Conventional 30	28	29	N/A
	Total Listing Median Price ∞	\$833,750	Sales \$768,500	\$858,750	\$715,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	34	REO Sales 1	39	40	484
	Median Sales Price	\$340,500	\$250,000	\$389,500	\$285,000	\$318,500
	Average Price/Square Foot	\$335	Short Sales 0	\$311	\$266	0
	Average Sq Ft of Property	1,052	\$0	1,297	1,178	N/A
	Total Listing Inventory *	29	Conventional 33	27	48	N/A
	Total Listing Median Price ∞	\$344,450	Sales \$341,000	\$347,700	\$310,000	N/A
95821 N. Arden Arcade	Total Sales	48	REO Sales 0	35	26	404
	Median Sales Price	\$404,500	\$0	\$419,000	\$371,250	\$395,000
	Average Price/Square Foot	\$282	Short Sales 0	\$290	\$249	N/A
	Average Sq Ft of Property	1,583	\$0	1,476	1,504	N/A
	Total Listing Inventory *	14	Conventional 48	20	47	N/A
	Total Listing Median Price ∞	\$399,900	Sales \$404,500	\$447,000	\$399,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	34	REO Sales 0	37	32	443
	Median Sales Price	\$375,000	\$0	\$385,000	\$304,500	\$345,000
	Average Price/Square Foot	\$310	Short Sales 0	\$312	\$270	N/A
	Average Sq Ft of Property	1,341	\$0	1,416	1,345	N/A
	Total Listing Inventory *	10	Conventional 34	12	38	N/A
	Total Listing Median Price ∞	\$369,000	Sales \$375,000	\$425,000	\$367,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	41	REO Sales 0	45	39	498
	Median Sales Price	\$354,000	\$0	\$351,000	\$300,000	\$325,000
	Average Price/Square Foot	\$248	Short Sales 0	\$248	\$215	N/A
	Average Sq Ft of Property	1,477	\$0	1,461	1,410	N/A
	Total Listing Inventory *	13	Conventional 41	22	48	N/A
	Total Listing Median Price ∞	\$340,000	Sales \$354,000	\$369,900	\$307,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	15	REO Sales 0	14	23	188
	Median Sales Price	\$295,000	\$0	\$300,000	\$250,000	\$275,000
	Average Price/Square Foot	\$271	Short Sales 0	\$236	\$219	N/A
	Average Sq Ft of Property	1,131	\$0	1,441	1,187	N/A
	Total Listing Inventory *	14	Conventional 15	15	26	N/A
	Total Listing Median Price ∞	\$349,990	Sales \$295,000	\$320,000	\$260,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	24	REO Sales 0	16	9	164
	Median Sales Price	\$414,500	\$0	\$399,250	\$405,000	\$390,950
	Average Price/Square Foot	\$275	Short Sales 1	\$272	\$252	N/A
	Average Sq Ft of Property	1,481	\$207,100	1,614	1,553	N/A
	Total Listing Inventory *	15	Conventional 23	21	19	N/A
	Total Listing Median Price ∞	\$439,000	Sales \$419,000	\$485,000	\$369,995	N/A
95826 College Glen La Riviera Rosemont	Total Sales	31	REO Sales 0	31	38	393
	Median Sales Price	\$404,000	\$0	\$392,000	\$354,000	\$382,000
	Average Price/Square Foot	\$279	Short Sales 0	\$291	\$249	N/A
	Average Sq Ft of Property	1,483	\$0	1,450	1,483	N/A
	Total Listing Inventory *	7	Conventional 31	13	21	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$404,000	\$417,500	\$359,500	N/A
95827 Lincoln Village	Total Sales	18	REO Sales 0	20	15	176
	Median Sales Price	\$407,500	\$0	\$385,000	\$349,000	\$376,550
	Average Price/Square Foot	\$269	Short Sales 0	\$257	\$231	N/A
	Average Sq Ft of Property	1,589	\$0	1,562	1,605	N/A
	Total Listing Inventory *	3	Conventional 18	8	17	N/A
	Total Listing Median Price ∞	\$420,000	Sales \$407,500	\$412,450	\$355,000	N/A
95828 Florin	Total Sales	40	REO Sales 1	42	28	450
	Median Sales Price	\$382,500	\$250,000	\$375,000	\$322,750	\$349,500
	Average Price/Square Foot	\$250	Short Sales 1	\$245	\$213	N/A
	Average Sq Ft of Property	1,595	\$260,000	1,627	1,627	N/A
	Total Listing Inventory *	22	Conventional 38	21	46	N/A
	Total Listing Median Price ∞	\$396,500	Sales \$388,000	\$389,000	\$339,000	N/A
95829 Vineyard	Total Sales	27	REO Sales 0	34	30	330
	Median Sales Price	\$470,000	\$0	\$522,500	\$402,500	\$435,000
	Average Price/Square Foot	\$248	Short Sales 0	\$263	\$235	N/A
	Average Sq Ft of Property	2,161	\$0	2,329	2,026	N/A
	Total Listing Inventory *	18	Conventional 27	19	36	N/A
	Total Listing Median Price ∞	\$723,500	Sales \$470,000	\$749,000	\$440,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	0	0	2
	Median Sales Price	\$0	\$0	\$0	\$0	\$780,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	4	Conventional 0	2	2	N/A
	Total Listing Median Price ∞	\$937,000	Sales \$0	\$1,012,000	\$693,944	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	22	REO Sales 0	29	33	297
	Median Sales Price	\$566,000	\$0	\$545,000	\$487,000	\$535,000
	Average Price/Square Foot	\$297	Short Sales 0	\$301	\$254	N/A
	Average Sq Ft of Property	2,142	\$0	1,877	1,998	N/A
	Total Listing Inventory *	10	Conventional 22	11	31	N/A
	Total Listing Median Price ∞	\$604,500	Sales \$566,000	\$649,000	\$649,000	N/A
95832 Meadowview Freeport	Total Sales	7	REO Sales 0	9	5	94
	Median Sales Price	\$400,000	\$0	\$330,000	\$345,000	\$315,000
	Average Price/Square Foot	\$250	Short Sales 0	\$246	\$167	N/A
	Average Sq Ft of Property	1,652	\$0	1,327	1,962	N/A
	Total Listing Inventory *	4	Conventional 7	7	9	N/A
	Total Listing Median Price ∞	\$294,950	Sales \$400,000	\$382,450	\$269,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	37	REO Sales 0	47	25	386
	Median Sales Price	\$413,000	\$0	\$387,000	\$326,000	\$374,950
	Average Price/Square Foot	\$257	Short Sales 0	\$254	\$233	N/A
	Average Sq Ft of Property	1,680	\$0	1,628	1,504	N/A
	Total Listing Inventory *	11	Conventional 37	21	35	N/A
	Total Listing Median Price ∞	\$410,990	Sales \$413,000	\$429,499	\$337,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	32	REO Sales 0	32	27	446
	Median Sales Price	\$428,050	\$0	\$432,400	\$360,000	\$415,000
	Average Price/Square Foot	\$257	Short Sales 0	\$239	\$232	N/A
	Average Sq Ft of Property	1,716	\$0	1,923	1,653	N/A
	Total Listing Inventory *	18	Conventional 32	13	48	N/A
	Total Listing Median Price ∞	\$476,100	Sales \$428,050	\$485,000	\$440,000	N/A
95835 North Natomas	Total Sales	44	REO Sales 0	57	39	534
	Median Sales Price	\$475,000	\$0	\$455,000	\$415,395	\$448,500
	Average Price/Square Foot	\$234	Short Sales 0	\$245	\$210	N/A
	Average Sq Ft of Property	2,241	\$0	1,983	2,097	N/A
	Total Listing Inventory *	10	Conventional 44	15	59	N/A
	Total Listing Median Price ∞	\$449,999	Sales \$475,000	\$539,990	\$449,000	N/A
95838 Del Paso Heights Robla	Total Sales	31	REO Sales 2	25	41	405
	Median Sales Price	\$325,000	\$194,425	\$327,500	\$306,000	\$310,000
	Average Price/Square Foot	\$261	Short Sales 0	\$258	\$218	N/A
	Average Sq Ft of Property	1,238	\$0	1,339	1,431	N/A
	Total Listing Inventory *	24	Conventional 29	35	57	N/A
	Total Listing Median Price ∞	\$312,000	Sales \$325,000	\$325,000	\$310,000	N/A
95841 Foothill Farms North Highlands	Total Sales	10	REO Sales 0	12	11	120
	Median Sales Price	\$388,950	\$0	\$355,000	\$341,500	\$360,000
	Average Price/Square Foot	\$270	Short Sales 0	\$249	\$207	N/A
	Average Sq Ft of Property	1,697	\$0	1,547	2,038	N/A
	Total Listing Inventory *	5	Conventional 10	12	13	N/A
	Total Listing Median Price ∞	\$359,500	Sales \$388,950	\$467,450	\$374,975	N/A
95842 Foothill Farms	Total Sales	30	REO Sales 0	31	26	327
	Median Sales Price	\$360,000	\$0	\$364,000	\$315,000	\$338,000
	Average Price/Square Foot	\$285	Short Sales 0	\$280	\$257	N/A
	Average Sq Ft of Property	1,308	\$0	1,330	1,205	N/A
	Total Listing Inventory *	4	Conventional 30	8	31	N/A
	Total Listing Median Price ∞	\$343,500	Sales \$360,000	\$335,000	\$325,000	N/A
95843 Antelope	Total Sales	59	REO Sales 0	49	39	580
	Median Sales Price	\$435,000	\$0	\$414,000	\$370,000	\$399,700
	Average Price/Square Foot	\$255	Short Sales 0	\$250	\$230	N/A
	Average Sq Ft of Property	1,749	\$0	1,689	1,791	N/A
	Total Listing Inventory *	18	Conventional 59	15	34	N/A
	Total Listing Median Price ∞	\$467,000	Sales \$435,000	\$407,500	\$360,000	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	41	REO Sales 0	38	22	394
	Median Sales Price	\$522,500	\$0	\$662,500	\$434,250	\$554,000
	Average Price/Square Foot	\$329	Short Sales 0	\$365	\$282	N/A
	Average Sq Ft of Property	1,870	\$0	2,092	1,848	N/A
	Total Listing Inventory *	32	Conventional 41	40	61	N/A
	Total Listing Median Price ∞	\$1,100,000	Sales \$522,500	\$1,199,995	\$850,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	6	REO Sales 0	7	8	84
	Median Sales Price	\$421,044	\$0	\$379,000	\$343,500	\$339,000
	Average Price/Square Foot	\$296	Short Sales 0	\$286	\$274	N/A
	Average Sq Ft of Property	1,700	\$0	1,858	1,619	N/A
	Total Listing Inventory *	10	Conventional 6	7	9	N/A
	Total Listing Median Price ∞	\$423,999	Sales \$421,044	\$359,750	\$319,900	N/A
95691 West Sacramento Southport Jefferson	Total Sales	31	REO Sales 0	29	31	404
	Median Sales Price	\$467,900	\$0	\$440,000	\$418,390	\$454,000
	Average Price/Square Foot	\$267	Short Sales 0	\$267	\$242	N/A
	Average Sq Ft of Property	2,052	\$0	1,907	1,925	N/A
	Total Listing Inventory *	32	Conventional 31	40	61	N/A
	Total Listing Median Price ∞	\$468,900	Sales \$467,900	\$491,400	\$465,000	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

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STAFF DIRECTORY



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



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

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