



SACRAMENTO REALTOR®

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JULY 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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**2021 PRESIDENT**


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Community Realtors

As REALTORS®, we have a unique perspective on our communities. We introduce our local communities to new prospective homeowners. We provide insight about the best local dining, schools, parks, and the hidden gems that each neighborhood has to offer. We help buyers find the community that best fits their lifestyle and their needs as they search for their next place to call home. We spend countless hours driving local streets and meeting neighbors, business owners and community partners. But we do so much more than just sell in our communities! We live and raise our families in these same places. We shop, eat, and play amongst our neighbors and customers. We are ourselves a part of these communities.

I am so proud to be part of an organization that gives SO much to our Greater Sacramento community. REALTORS® give back in so many ways! In fact, our Strategic Plan has an entire pillar devoted to Outreach in addition to several community-related goals woven throughout the remainder of our plan. We CHOOSE to be active and engaged in our community. We CHOOSE to donate our time and money because we believe in the difference that we can make. And, because we care.

Did you know that in their November 2020 rankings for Corporate Foundations, the Sacramento Business Journal placed the Sacramento Association of REALTORS® as number eight for money given back to the community? And this, amongst giants like Wells Fargo, Blue Shield and U.S. Bank. That is a huge accomplishment for our non-profit Association!

SAR gives in so many ways. Our incredible Scholarship Trust provides Sacramento youth with tens of thousands of dollars in scholarships for college each year. Our hardworking CanTree Committee works diligently to donate to the Sacramento Salvation Army in December each year. Our SAR Charitable Foundation Trustees look year-round for local charities to benefit from the generous donations of our SAR members. And we cannot overlook the months of work from our Masters Club to host an annual Golf Tournament to give back to three deserving charities (shameless plug: sign up now for the October 11th event at MastersClubGolf.com). All this giving on top of THOUSANDS of volunteer hours from our members through the Volunteer Coordinating Committee, Young Professionals Network, all the groups already mentioned above and not-to-be-forgotten all of YOU out in the community.

Looking for new ways to help? Check out www.sacrealtor.org for upcoming charitable events or for a committee to join. Purchase a leaf, bird or branch for our Scholarship Learning Tree to help build our endowment fund. Log your personal volunteer hours through a NAR initiative at nar.realtor/rgn. Shopping on Amazon? Sign up for Amazon Smile and choose "Sacramento Association of Realtors Charitable Foundation Inc" as your charity of choice so that a portion of your purchases come back to our Charitable Foundation for even more local giving. With so many ways to give back, find what works for you. Thank you for all that you do in our communities to show how much REALTORS® genuinely care.





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Exposing Interns to the Real World of Real Estate

SAR's Internship Program could not survive without our dedicated mentor volunteers. Mentors introduce their interns to the day-to-day realities of being a REALTOR®, thus enabling them to make an informed decision about their career paths. Ultimately, by having new REALTORS® with some knowledge of and passion for the business, we increase the professionalism of our Association.

This Spring we were fortunate to have six first-time mentors and five returning mentors to guide our 16 interns. As we all know, we were still in the midst of Covid-19 limitations on gathering which meant mentors and interns often met on Zoom. In spite of this inconvenience, 14 out of 16 interns completed the program.

The Internship Committee wishes to acknowledge Spring Semester Mentors **Melissa Allman**, *MegaBliss Real Estate*; **Cindi Cereceres Anderson**, *Dunnigan Realtors®*; **Carol Baker**, *Keller Williams Realty*; **Ulysses Baltazar**, *Keller Williams Realty*; **Antoine Anderson Clark**, *Keller Williams Realty*; **Beth Flure**, *Nick Sadek Sotheby's*; **Ray Fuentes**, *Fathom Realty*; **Andrew Hernandez**, *RE/MAX Grupe Gold*; **Gerael Jones**, *RE/MAX*; **Stefani Rutledge**, *RE/MAX Gold*; and **Joel Wright**, *Keller Williams Realty*.

As a way to recognize our mentors' efforts, we held a Mentor Lapel Pin Design Contest.

Several of our interns submitted entries, and intern Kristina Wheeler was the winner. We had her design reproduced and will present these lapel pins to our Spring 2021 mentors and those going forward. If you see an SAR REALTOR® wearing one of these pins, please thank them for their contributions to our Internship Program.

We also wish to applaud our generous sponsors – Jerry Hernandez and Scott Short of Mason-McDuffie Mortgage along with Natalie Dudding of Chicago Title. Through their contributions teaching educational sessions to our interns and financially supporting our Internship Completion Ceremony (Natalie excepted due to RESPA, SB-133 Laws), these sponsors greatly enriched our program. If you wish to promote your company and services among interns who may become new SAR members and their mentors, contact Judy at judy@sacrealtor.org.

Thank You SPRING 2021 MENTORS



FIRST-TIME MENTORS



Melissa Allman



Cindi Cereceres



Anderson Clark



Andrew Hernandez



Gerael Jones



Stefani Rutledge

RETURNING MENTORS



Ulysses Baltazar



Carol Baker



Beth Flure



Ray Fuentes



Joel Wright

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FARMING FLAGS STICK FLAGS



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2021 SAR SCHOLARSHIP AWARDS CEREMONY

During our virtual June Main Meeting, SAR was proud to present 24 scholarships totaling \$33,000 to local students graduating at the top of their classes. Each year we are amazed by the academic prowess, extracurricular dedication, and the sheer motivation that emanates from these local students – this year was no exception. The SAR Scholarship Trustees and Scholarship Fundraising Committee work tirelessly to ensure the annual awarding of these scholarships, it could not be done without their steadfast commitment each year.

SAR Scholarship Trustees

Peggy Adams
Perry Georgallis
Nick LaPlaca
Chip O'Neill
Judy Schoer

SAR Scholarship Fundraising Committee

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Natalia Budilo
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Jen Lippi
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Thank you to our Major Sponsors for your generosity!

MetroList Services
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Everyone who gave as a part of their dues billing or REALTOR® round up – every donation counts!



Nora Abou-Taleb

Nora Abou-Taleb, daughter of SAR Member Margaret Melville, is receiving a \$1,250 scholarship. Nora will be attending Concordia University Irvine to study Medicine & Biology.

Audrey Brenner

Audrey Brenner is receiving a \$1,250 scholarship. Audrey will be attending Florida State University to study Nutrition Science & Physical Therapy.



Joseph Bly

Joseph Bly is receiving a \$500 scholarship, funded by Last Member Standing. Joseph will be attending American River College to study Neuroscience.



Kayla Brunell

Kayla Brunell, daughter of SAR Member Adrian Petersen, is receiving a \$1,250 scholarship. Kayla will be attending UC Santa Cruz to study Psychology.

Sophia Butler

Sophia Butler, niece of SAR Member Michael Geraghty, is receiving the \$1,750 Mike Messina scholarship, funded by the Participants and Sponsors of the Haunted Hustle. Sophia will be attending San Diego State University to study Medicine.



John Donovan

John Donovan, son of SAR Member Amy Donovan, is receiving a \$1,250 scholarship. John will be attending the University of Arizona to study Aerospace Engineering.



Emma Cahoon

Emma Cahoon is receiving a \$1,250 scholarship. Emma will be attending Brigham Young University - Idaho to study Physical Therapy.



Garrett Heisinger

Garrett Heisinger is receiving the \$1,750 Dale Morris scholarship, funded by MetroList. Garrett will be attending USC to study Biology on a Pre-Med Track.



Taylor Carlson

Taylor Carlson, grandson of SAR Staff Carl Carlson, is receiving a \$1,250 scholarship. Taylor will be attending Chapman University to study Environmental Science.



Dylan Jang

Dylan Jang is receiving the \$1,750 Carl Carlson Creative Genius scholarship, funded by MetroList. Dylan will be attending UC Davis to study Food Science.



Claire Chaves

Claire Chaves is receiving the \$1,750 Mack Powell scholarship, funded by the Participants and Sponsors of the Haunted Hustle. Claire will be attending UC Santa Barbara to study Biological Sciences.



Amy Kalteis

Amy Kalteis, daughter of SAR Member Nikki Kalteis, is receiving the \$1,750 Eugene L. Williams scholarship, funded by MetroList. Amy will be attending UCLA to study Biology on a Pre-Med Track.



Manpreet Kaur

Manpreet Kaur is receiving a \$1,250 scholarship. Manpreet will be attending UC Davis to study Neurobiology, Physiology, and Behavior.



Dante Monsalve

Dante Monsalve is receiving a \$1,250 scholarship. Dante will be attending San Diego State to study Mechanical Engineering.



Nathan Kivley

Nathan Kivley, grandson of SAR Member Gloria Crane, is receiving a \$500 scholarship funded by Last Member Standing. Nathan will be attending Cosumnes River College to study Engineering.



Carly Moran

Carly Moran is receiving a \$1,250 scholarship. Carly will be attending Hillsdale College to study Speech Writing.



Jacob McBeth

Jacob McBeth, son of SAR Member Patrick McBeth, is receiving a \$1,250 scholarship. Jacob will be attending UC Riverside to study Law.



Jenna Pimenta

Jenna Pimenta, daughter of SAR Member Sandy Pimenta, is receiving the \$1,750 Kay Georgallis scholarship, funded by the Participants and Sponsors of the Shamrock Shuffle. Jenna will be attending UCLA to study Neuroscience.



Elizabeth Povey

Elizabeth Povey, is receiving a \$500 scholarship, funded by Last Member Standing. Elizabeth will be attending American River College to study Biomedical Engineering.



Molly Ford

Molly Ford, daughter of SAR Member Robert Anthony Ford, is receiving the \$1,750 MetroList scholarship, funded by the Participants and Sponsors of the Haunted Hustle. Molly will be attending University of Wisconsin - Madison to study International Business.



Hakim Rahimy

Hakim Rahimy, friend of SAR Member Estella Drake, is receiving a \$1,250 scholarship. Hakim will be attending UC Merced to study Engineering.



Samantha Jenson

Samantha Jenson, daughter of SAR Member Nancy Jenson, is receiving the \$1,750 Steve Larson scholarship, funded by the Participants and Sponsors of the Shamrock Shuffle. Samantha will be attending Sac State to study Nursing.



Elizabeth Snyder

Elizabeth Snyder, is receiving a \$1,250 scholarship. Elizabeth will be attending Cal Poly San Luis Obispo to study Materials Engineering.



Samuel Berry

Samuel Berry, son of SAR Member Jennifer Berry, is receiving the \$1,750 Perry Georgallis scholarship, funded by the Participants and Sponsors of the Shamrock Shuffle. Samuel will be attending Loyola Marymount University to study Organizational Psychology.





You're almost too late! **OCTOBER 11th** is the Annual Masters Club Golf Tournament at Northridge Country Club. If you have not already registered and want to play in this "always sold out" event, go to <https://www.eventbrite.com/e/masters-club-golf-tournament-41st-annual-tickets-157876054529> and see if there's still space! Or call Nallely at SAR at 916-437-121 now! Barbara LeBrecht, Galster Group is Chair of golf tourney (916-798-0444).

NEXT: Mark your calendar for **MONDAY, AUGUST 30th** as this is REALTORS® day at Loaves and Fishes to volunteer. Karen Berkovitz is in charge of procuring volunteers and it's a wonderful opportunity to give back to those less fortunate. They're not serving in the dining room yet, but they need volunteers to put together and prepare the lunches then another group to hand-out the lunches. Please call Karen at 916-607-7600 to be included on August 30th.

An on-going topic of discussion at Masters Club Steering Committee meetings revolves around how we can get more agents actively involved in some of the events, especially since most are free and all are great opportunities to mingle with other agents and learn something. Which brings me to the question of "are you at a disadvantage if you and your clients make an offer and present it to a listing agent you've never heard of or spoken to before?" And the answer is a resounding YES. Ask any agent who has been a top producer for a long time and they'll agree 100%. Have there been times in your office when another agent asks you if you've ever heard of a certain agent and someone close by pipes up "OMG they're an idiot" or "sure, they're a great agent"? Other agents' opinions sometimes "skewer" how you may think about that agent, but if you've met them or interacted previously at an SAR class, meeting or social event, you may have a very different opinion of them. It really pays to get to know the agents in the areas you work in because you may very well soon present an offer to them or might "get" an offer on one of your properties from them. That doesn't mean you give preferential treatment to their offer, but at least you might be able to surmise whether you'd have a smooth escrow with them or a nightmare transaction. On one of my last sales, the agent who brought me one of the offers was a great agent and we sailed through that escrow and even ended up doing a short video together even though she was from another company. We wanted to show how easy it could be when both agents work together toward a smooth closing.

Last month's C.A.R. Magazine also said very few agents even call the listing agent before they submit their offer to them! Say what? If you don't contact or call the listing agent before sending your offer, can you imagine how that listing agent thinks the transaction would go if the offer was accepted? Yep, you got it! Just sayin'. Just another good reason to be familiar with the agent before you get into a transaction with them.

Now, on another topic that comes up ALL the time in podcasts, seminars and at your office meetings. **STAY IN TOUCH WITH YOUR SPHERE!** When you're a new agent you tap into business with your family and all your friends, but after a few years when you've got other listings and sales under your belt, it is absolutely imperative that you keep in touch regularly with all your past clients and anyone else you regularly have contact with. I'm not going into the list of people who should be on your list, as I know your managers and mentors have given them to you many, many times. But if you stay in the business long enough, you'll discover that your primary source of business will come from your past and current clients and all the referrals they'll pass along to you. Do not, I repeat, do not overlook this fabulous source of business. It will be the lifeblood of your business! Now get out there and mail a card, make a phone call or send a gift card to those folks who may be the next ones to send you a referral! And do it regularly! A \$5 gift card for a specialty coffee will make someone smile and remember you! Try it, you'll see what I mean!

CARTER NELSON

Government Affairs
Coordinator

ERIN TEAGUE

Government Affairs
Director

C.A.R. State Advocacy Efforts Making Progress

The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) has been successful in advocating for positive legislation and stopping problematic legislation this session. Our efforts will continue as the Legislature continues its session until September 12th.

Below is a snapshot of the successes due to a large part because of our members. If you want to get involved or have questions, please email realtor@realtorparty.com.

Snapshot of 2021 C.A.R. Sponsored or Supported Legislative Bills

SB 7 (Atkins): Support- SIGNED BY GOVERNOR

Provides for a reasonable extension of existing CEQA streamlining provisions to specified housing projects which will help address the need for more urban infill housing units by helping to expedite housing development and reduce development costs.

SB 8 (Skinner): Support – PASSED STATE SENATE

Expands the sunset date for SB 330 (Skinner, 2019) from 2025 to 2030 to continue to assure that developers constructing new units that are consistent with local planning, zoning, and design can develop these projects when we need them most.

SB 263 (Rubio): Sponsor – PASSED STATE SENATE

Requires all real estate licensees to have implicit bias training as part of renewal requirements, and to make the current fair housing training more robust and relevant.

SB 392 (Archuleta): Sponsor – PASSED ASSEMBLY HOUSING COMMITTEE

Requires HOAs with 50 or more units to deliver documents by electronic delivery and requires an HOA to maintain a website where general information unless 2/3rds of the members have voted to opt the HOA opt of these requirements.

SB 539 (Hertzberg): Sponsor Implementing Prop 19: PASSED STATE SENATE

SB 539 provides clarifications and implementing statutory language for Proposition 19. This will help continue the smooth implementation of Prop 19 to benefit clients who are 55 years or older, disabled or a wildfire victim reduce their property taxes when they move to a new home. The bill passed with bipartisan support and without any “No” votes.

AB 491 (Ward and Gonzalez): Sponsor – PASSED STATE ASSEMBLY

Prohibit mixed-rate properties from isolating “affordable” rate renters from common areas and other units.

AB 571 (Mayes): Sponsor – PASSED STATE ASSEMBLY

Prohibits local governments from imposing housing affordability fees on deed restricted affordable units as they only serve to increase the cost to construct units intended for low – very low- and moderate-income families.

AB 633 (Calderon): Sponsor – PASSED STATE ASSEMBLY

Adding California to the list of states that utilize the Uniform Partition of Heirs Property Act (UPHPA) which addresses situations in which a property owner does not leave a will or trust and there are multiple heirs. This measure seeks to preserve family wealth by providing a series of simple due process protections to ensure all parties receive their fair share of the inherited proceeds and ensure the best value for the inherited property is obtained.

Snapshot of 2021 Legislative Bills Stopped This Year

AB 255 (Muratsuchi) Commercial Evictions: STOPPED

C.A.R. served as one of the primary sources of opposition to this bill which would have created onerous requirements complicating commercial evictions and likely provide limited, if any, rental relief to commercial property owners who already are suffering from the economic effects of COVID-19 pandemic tenants.

AB 946 (Lee) Eliminates Mortgage Interest Deduction on Second Homes: STOPPED

This bill was intended to eliminate the state tax deduction for mortgage interest on second homes and direct the increased tax revenues to an existing down payment assistance program. Second homes are often used to house family members, even more so during the COVID-19 pandemic. C.A.R. opposed AB 946 because its author set out to eliminate the mortgage interest deduction on second homes, which would greatly exacerbate housing stability for California's most vulnerable families at a time of great economic uncertainty.

AB 854 (Lee) Ellis Act: STOPPED

The Ellis Act prohibits local government agencies from forcing property owners to continue operating their private properties as rental businesses. AB 854 weakens the Ellis Act by, among other things, forcing property owners to stay in the rental business for at least five years before seeking to use the Ellis Act to go out of business. C.A.R. successfully opposed AB 854, compelling the author to "pull" the bill from its previously scheduled hearing and will not be moving forward this year.

AB 1199 (Gipson) Tax on Rental Housing Providers: STOPPED

AB 1199 imposes, among other things, an annual excise tax upon rental housing providers who: 1) own 10 or more properties that are single-family dwellings; or 2) own 25 or more properties that are either single-family or multifamily dwellings. The tax rate would be 25% of the gross receipts of the housing provider that are derived from rental income. C.A.R. opposes AB 1199: it effectively diminishes the state's already constricted housing stock, thereby exacerbating the housing crisis even further. AB 1199 will not be moving forward this year.

How You Can Get Involved

Stay tuned for future updates as we will be holding District Days in select regions across the state this summer as well as look for the return of our town hall series featuring various legislators.

Juneteenth Recap

By Carter Nelson

Juneteenth (short for "June Nineteenth") marks the day when federal troops arrived in Galveston, Texas in 1865 to take control of the state and ensure that all enslaved people were freed. The arrival of the troops came a full two and a half years after the signing of the Emancipation Proclamation. Juneteenth honors the end to slavery in the United States and is considered the longest-running African American holiday. On June 17th of this year, it officially became a federal holiday.

I am sad to say that Juneteenth was never taught or discussed in my schooling curriculum, and it wasn't until I was working at SAR that I was truly educated on its significance. I encourage anyone reading this to seek out additional information about Juneteenth. You can read more here: [What is Juneteenth? – Juneteenth World Wide Celebration](#) or here: [The Historical Legacy of Juneteenth — Google Arts & Culture](#).

The Cultural Diversity & Fair Housing committee ran a booth at the Juneteenth celebration at William Land Park this year, complete with a wheel for folks to spin and win prizes, but more importantly with some handouts providing valuable information and resources. One of these handouts gave attendees information on who SAR is and what we do in terms of community involvement. We also collected contact information from those who stopped by to receive information for our next homeownership informational event.

Committee members had productive conversations with attendees regarding homeownership and the obstacles being faced as the market continues to be highly competitive. In watching these conversations unfold, I felt that those who stopped by initially frustrated left feeling better, armed with more information on next steps. Conversations like these are always beneficial, as we want people to aspire to homeownership and feel like it is possible for them. This was an important event to be at and one we typically participate in every year.



Plumbing Problem in Folsom, CA: Pinhole Leaks in Copper Pipes

Coauthor - Allison Blake, Attorney

As part of the ongoing COVID-19 relief measures enacted by the State of California, a new Assembly Bill was approved by the Governor of California as of June 28, 2021, taking effect on July 1, 2021. The statewide eviction moratorium was previously set to expire on June 30, 2021, but has now been extended through September 30, 2021. Unlike previous extensions of the moratorium, this new Assembly Bill (AB 832) announced the new COVID-19 Rental Housing Recovery Act, which provides up to 100% rental assistance to tenants that are income-based eligible.

Below are some key dates and changes that were approved of through AB 832:

- The eviction moratorium is extended through September 30, 2021. What does this mean? It means that tenants cannot be evicted for nonpayment of rental debt through September 30, 2021, if they have been financially impacted by COVID-19. A landlord is permitted to serve a 15-day notice to pay unpaid rent, however, the landlord must include a COVID-19 Financial Distress Notice with the Notice to Pay Rent. If a tenant has been negatively impacted by COVID-19, the tenant is able to sign the Financial Distress Notice, under the penalty of perjury, to notify the landlord that they are unable to pay the entire unpaid rental debt. If this is the case, the tenant has until September 30, 2021, to pay 25% of the rental debt that has accrued from September 1, 2020. If the tenant does not submit this form and pay 25% of their unpaid rental debt by September 30, 2021, their landlord may proceed with an unlawful detainer action.
- There are new notice requirements that landlords must abide by during the moratorium, including new language for Notices served after July 1, 2021.
- Landlords cannot initiate a small claims action for unpaid rental debt until November 1, 2021. Under the previous and new assembly bills, the small claims court has jurisdiction over all COVID-19 rental debt cases no matter the amount of rental debt (small claims court retains jurisdiction over all other claims up to \$10,000).
- Starting October 1, 2021, a landlord may serve a 3-day Notice to Pay Rent or Quit on a tenant, in which the tenant must pay 100% of the rental debt prior to the expiration of the Notice. However, under the new Rental Housing Recovery Act, the tenant may apply for government rental assistance to receive up to 100% of the amount due. The criterion for the assistance is based on the tenant's income. In the event a tenant does not pay the unpaid debt by the end of three (3) days of being served with a Notice, the landlord must apply for the governmental rental assistance. Per the amended regulations, it appears the landlord is required to fill out their portion of the assistance application, and the remainder of the application will be sent to the tenant to be filled out by the tenant so the government agency can determine if the tenant is income eligible. If the application is denied, or left incomplete by the tenant for 15 days, the landlord should receive a letter denying the application. At this point, the landlord may proceed with an unlawful detainer action. At this time, this process is required through March 31, 2022.
- For information on how the funding from AB 832 will be distributed throughout the state, see the California Health and Safety Code Section 50897. For information on tenant income eligibility, see the California Health and Safety Code Section 50897.1.

California has taken a tenant protection approach during this unprecedented time. Staying ahead of changes in the law is vital during times of uncertainty. If you have questions or concerns regarding landlord/tenant rights and protections, seek advice from a competent legal professional. 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.

SAR CHARITABLE FOUNDATION'S

PASTA FEED FUNDRAISER

Thursday, August 26th, 2021

SAVE THE DATE!

AT THE NEWLY REMODELED
MACK POWELL EVENT CENTER

▼
sacrealtor.org/pasta

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

Sponsorship Opportunities

All sponsorship levels will receive recognition on social media.

Godfather | \$1,800

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

Consigliere | \$1,200

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

Goodfella | \$900

- 8 Dinner Tickets

Musica | \$600

- 6 Dinner Tickets

Tavolo | \$300

- 4 Dinner Tickets

Tourista | \$100

- 2 Dinner Tickets

Charitable Foundation Tax ID: 30-0691274

For details contact Lyndsey Harank at lharank@sacrealtor.org or visit www.sacrealtor.org/pasta for tickets.

Article 10

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

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

Case #10-7: Use of Harassing Speech on the Basis of Political Affiliation

(Adopted May, 2004. Revised May, 2017.)

REALTOR® A was a registered member of Political Party Y, and routinely engaged in political discussions on social media and in private conversations. REALTOR® A's conversations and social media posts often included insulting, intimidating, and hostile statements about members of Political Party Z, including aggressively insulting their intelligence, implying they were unpatriotic, and telling them that if they disagreed with him, they should leave the country.

REALTOR® B witnessed numerous instances where REALTOR® A harassed others on the basis of their membership in Political Party Z, and believed that REALTOR® A was using harassing speech. He filed an ethics complaint with the local Association of REALTORS®, alleging REALTOR® A violated Article 10 as interpreted by Standard of Practice 10-5.

The complaint was reviewed by the Association's Grievance Committee, who examined the allegations to determine whether, if taken as true, they would constitute a violation of the Code of Ethics. Ultimately the Grievance Committee dismissed the complaint, as the complainant's sole argument was that REALTOR® A had discriminated against individuals based on their political affiliation with Political Party Z. As political affiliation is not a protected class under Article 10, the allegations in the complaint, even if true, could not constitute a violation of the Code of Ethics.



AUGUST 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
2 WCR Board Meeting Zoom	3 August Main Meeting (EC) 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am Charity Research Committee (B1) 10:30 – 11:30am	4 No Events Scheduled	5 Real Estate Finance & Affiliate Forum (EC) 9:00 – 10:30am	6 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) NOHRA Event 10:00am – 5:00pm
9 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	10 LIVE Regional Meetings (various locations) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm	11 No Events Scheduled	12 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm WCR Monthly Business Meeting (EC) 11:30am – 2:00pm	13 SAR Toastmasters Club 7:30am – 9:00am
16 “Lunch & Learn: Probate Real Estate Sales” (EC – W) 12noon – 1:30pm	17 LIVE Regional Meetings (various locations) 9:00 – 10:30am Internship Interviews (B) 10:00am – 4:30pm Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm	18 Property Management Update (EC – W) 10:00 – 11:00am SAR New Member Orientation (V) 6:00 – 9:30pm	19 WCR Monthly Business Meeting (V) 11:30am – 2:00pm	20 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Affiliate Task Force (V) 9:00 – 10:00am MetroList Seminar (EC) 10:00am – 12noon
23 No Events Scheduled	24 LIVE Regional Meetings (various locations) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	25 1031 Exchange w/ Bill Angove (EC - W) 10:00am – 12noon Tacos & Trivia (EC) 5:00 – 9:00pm	26 SAR BOD 11:00am – 1:00pm SAR Charitable Foundation Spaghetti Feed 6:00 – 9:00pm	27 SAR Toastmasters Club 7:30am – 9:00am
30 No Events Scheduled	31 LIVE Regional Meetings (various locations) 9:00 – 10:30am			

SAR EDUCATIONAL OFFERINGS

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

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

JULY

CLASS

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

28

10am – 11am

[EVERYTHING VA LOANS](#)

AUGUST

CLASS

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

4

10am – 11:am

[BEING PRO-ACTIVE AND THRIVING AFTER COVID](#)

16

12pm – 1:30pm

[LUNCH AND LEARN: PROBATE REAL ESTATE SALES](#)

18

10am – 11am

[PROPERTY MANAGEMENT UPDATE: HOW TO MANAGE PROPERTY DURING THE EVICTION MORATORIUM?](#)

25

10am – 11am

[1031 EXCHANGE WITH BILL ANGOVE](#)

SEPTEMBER

CLASS

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

16

9:00am – 1pm

[UNDERSTANDING THE NEW RPA](#)

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!](#)



ON DEMAND WEBINARS

THESE WEBINARS WERE RECORDED AND CAN BE VIEWED AT YOUR LEISURE. PLEASE FEEL FREE TO BROWSE THE WHOLE COLLECTION. YOU CAN [VIEW THE ENTIRE CATALOGUE HERE](#).

RACE IN REAL ESTATE

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

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HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE

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

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RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE

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

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WHAT BUSINESS STRUCTURE IS RIGHT FOR YOU?

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

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BROADENING YOUR SCOPE & RUNNING A SUCCESSFUL BROKERAGE

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

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BRANDING YOURSELF 101

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

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

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June 2021

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Andrea Gunn Real Estate
Photography

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Allison James Estates & Homes

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Intempus Realty

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Sarah Martens Broker

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Holly McWhinnie

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Lyon RE Natomas

Mustafa Ahmed
Realty One Group Complete

Shahrad Alami
Keller Williams Realty Natomas

Anson Asa
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Keller Williams Realty Folsom

Dena Burhans
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Brandon Butler
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Armon I. Batiste R.E. Broker

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Redfin Corporation

Jamie Clenney
Coldwell Banker Realty

Jarrett Cole
CARE Real Estate

Randall Crockett
Fathom Realty Group

Amanda Davidson
Fathom Realty Group

Corion Davis
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Green Isle R.E. & Mortgage

Sandeep Dhillon
RD Realty

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Waterman Real Estate

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Berkshire Hathaway HS Elite

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Compass

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Better Homes and Gardens RE

Richard Hundal
Keller Williams Realty Natomas

Chukwunonso Ifyefobi
Sundae Homes

Patrick Intemann
Chase International

Ralph Izarraras
Security Pacific Real Estate

Joseph Johansen
Century 21 Select Real Estate

Lisanne Jordan
Realty One Group Complete

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Keller Williams Realty

Omar Kharroub
Capitol Realty Center

Keziah Kihu
Portfolio Real Estate

Jessica LaMar
House Real Estate

Miguel Largaespada
Gonsalves R.E. Properties

Andrew Lee
Berkshire Hathaway HS Elite

Jonathan Lessen
Carlile Realty & Lending

Anisha Liebert
Premier Agent Network

Mariah Macias
Pearl R.E. & Prop. Management

Molly Mandel
Keller Williams Realty

Martin McCrory
House Real Estate

Yanett Medrano De Dios
Keller Williams Realty Natomas

Brittney Metildi
Diez and Sigg Properties

Citlaly Miramontes
HomeSmart ICARE Realty

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eXp Realty of California, Inc.

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Lyon RE Corp. Office

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BHHS Drysdale Properties

Michael Smith
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Lyon RE Folsom

Abdel Taeha
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Stephen Taylor
Massey Advantage, Inc.

Rachael Taylor
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Dana Trach
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Kevin Tran
Realty One Group Complete

Dana Twigg
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Na Wang
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WELCOME

SACRAMENTO HOUSING STATISTICS

Sacramento County median sales price reaches \$520,000

JUNE

June closed ended with 1,723 sales, an 11.9% increase from May (1,540). Compared to one year ago (1,506), the current figure is up 14.4%. Of the 1,723 sales this month, 217 (12.6%) used cash financing, 1,242 (72.1%) used conventional, 174 (10.1%) used FHA, 61 (3.5%) used VA and 29 (1.7%) used Other types of financing.

The median sales price increased 4.3% from \$498,500 to \$520,000. This figure is up 25.3% from June 2020 (\$415,000).

The Active Listing Inventory increased 2.4% from May to June, from 1,267 units to 1,297 units. Compared with June 2020 (1,495), inventory is down 13.2%. The Months of Inventory remained at .8 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) remained at 6 and the Average DOM remained at 11. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,540 sales this month, 93.8% (1,617) were on the market for 30 days or less and 98.6% (1,700) were on the market for 60 days or less.

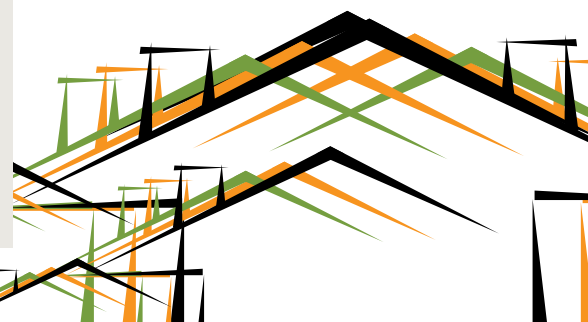
The Average Price/SqFt of all homes sold increased from \$324 to \$331. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	2	2	N/A
\$200,000 - \$249,999	4	2	2.0
\$250,000 - \$299,999	20	23	0.9
\$300,000 - \$349,999	62	77	0.8
\$350,000 - \$399,999	131	179	0.7
\$400,000 - \$449,999	157	246	0.6
\$450,000 - \$499,999	184	231	0.8
\$500,000 - \$749,000	433	730	0.6
\$750,000 - \$999,999	157	162	1.0
\$1,000,000 and over	147	71	2.1
Total:	1,297	1,723	Total: 0.8

Market Snapshot - June 2021					
	Jun-21	May-21	Change	Jun-20	Change (from '20)
Sales	1,723	1,540	11.9%	1,506	14.4%
Median Sales Price	\$520,000	\$498,500	4.3%	\$415,000	25.3%
Active Inventory	1,297	1,267	2.4%	1,495	-13.2%
Median DOM	6	6	0.0%	10	-40.0%
Avg. Price/SqFt	\$331	\$324	2.2%	\$266	24.4%

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

JUNE 2021

MLS STATISTICS for June 2021

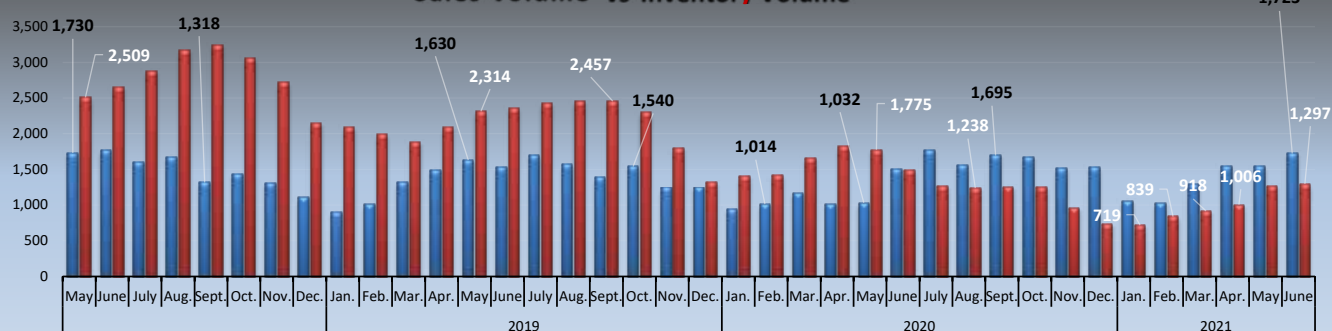
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,110		1,912	10.4%		1,776		18.8%
Active Listing Inventory †	1,297		1,267	2.4%		1,495		-13.2%
Pending Sales This Month*	1,911		1,983	-3.6%		2,253		-15.2%
Number of REO Sales	3	0.2%	7	-57%	0.5%	11	0.7%	-72.7%
Number of Short Sales	4	0.2%	1	300%	0.1%	4	0.3%	0.0%
Equity Sales	1,716	99.6%	1,532	12.0%	99.5%	1,491	99.0%	15.1%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,723	100%	1,540	11.9%	100%	1,506	100.0%	14.4%
Months Inventory	0.8 Months		0.8 Months	0.0%		1 Months		-20.0%
Dollar Value of Closed Escrows	\$985,246,008		\$866,527,014	13.7%		\$681,602,835		44.5%
Median	\$520,000		\$498,500	4.3%		\$415,000		25.3%
Mean	\$571,820		\$562,680	1.6%		\$452,592		26.3%
Year-to-Date Statistics	1/01/21 to 6/30/21		1/01/21 to 6/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			6/30/2020		Change
Number of Closed Escrows	8,183		8,299			6,679		22.5%
Dollar Value of Closed Escrows	\$4,399,946,891		\$4,452,240,645			\$2,897,875,575		51.8%
Median	\$485,000		\$485,000			\$399,900		21.3%
Mean	\$537,694		\$536,479			\$433,879		23.9%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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Your Real Estate Office

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

David Broker
REALTOR®/Specialist

SAR Members Only

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

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

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

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

Data for Sacramento County and the City of West Sacramento

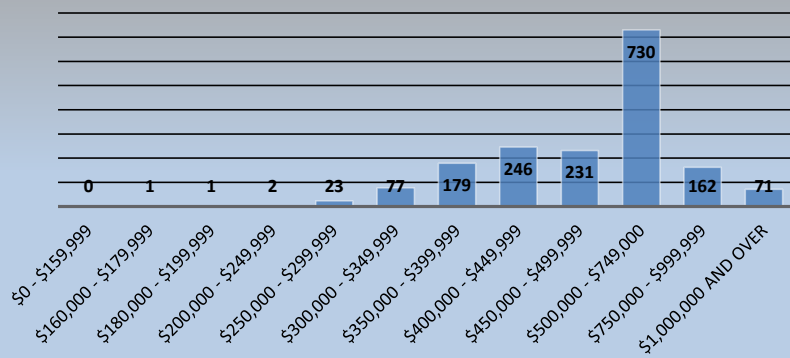
MLS STATISTICS for June 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

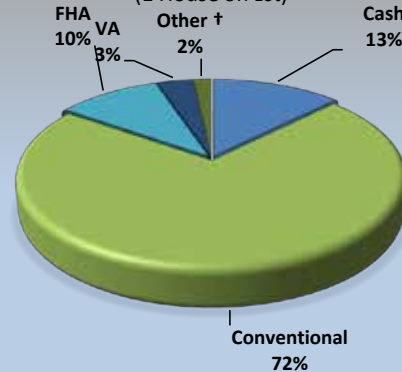
1 House on Lot

Total: 1,723

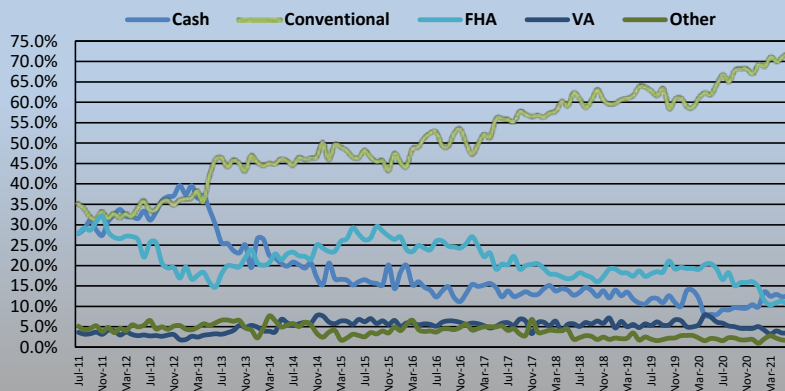


Type of Financing/Days on Market

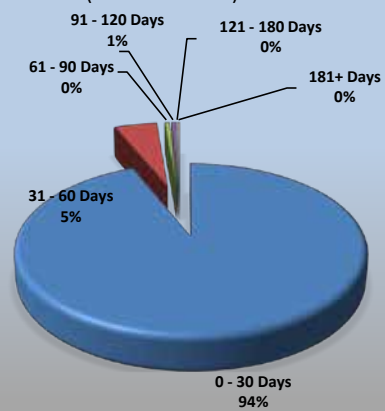
TYPE OF FINANCING (1 House on Lot)



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	217	12.6%	190	12.3%	0 - 30	1,617	93.8%	93.5%	87.0%
Conventional	1,242	72.1%	1,097	71.2%	31 - 60	83	4.8%	4.3%	7.7%
FHA	174	10.1%	173	11.2%	61 - 90	9	0.5%	0.9%	2.7%
VA	61	3.5%	53	3.4%	91 - 120	10	0.6%	0.6%	1.3%
Other †	29	1.7%	27	1.8%	121 - 180	2	0.1%	0.4%	0.9%
Total	1,723	100.0%	1,540	100.0%	181+	2	0.1%	0.2%	0.5%
					Total	1,723	100.0%	100.0%	100.0%

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

	Current	Last Month
Median DOM:	6	6
Average DOM:	11	11
Average Price/Square Foot:	\$331.2	\$324.0

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

JUNE 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	82	REO Sales 0	78	66	285
	Median Sales Price	\$549,000	\$0	\$530,000	\$450,000	\$520
	Average Price/Square Foot	\$325	Short Sales 0	\$335	\$277	N/A
	Average Sq Ft of Property	2,011	\$0	1,928	1,929	N/A
	Total Listing Inventory *	85	Conventional 82	78	72	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$549,000	\$599,000	\$597,000	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	55	38	174
	Median Sales Price	\$508,000	\$0	\$472,000	\$395,250	\$467,950
	Average Price/Square Foot	\$297	Short Sales 0	\$318	\$247	N/A
	Average Sq Ft of Property	1,768	\$0	1,559	1,658	N/A
	Total Listing Inventory *	37	Conventional 35	29	32	N/A
	Total Listing Median Price ∞	\$507,500	Sales \$508,000	\$494,000	\$434,500	N/A
95621 Citrus Heights	Total Sales	63	REO Sales 0	55	45	211
	Median Sales Price	\$440,000	\$0	\$435,000	\$365,000	\$428,000
	Average Price/Square Foot	\$325	Short Sales 0	\$309	\$241	N/A
	Average Sq Ft of Property	1,397	\$0	1,451	1,391	N/A
	Total Listing Inventory *	31	Conventional 63	26	25	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$440,000	\$444,900	\$380,000	N/A
95624 Elk Grove	Total Sales	69	REO Sales 0	49	64	269
	Median Sales Price	\$635,000	\$0	\$635,000	\$462,500	\$568,888
	Average Price/Square Foot	\$314	Short Sales 0	\$310	\$238	N/A
	Average Sq Ft of Property	2,140	\$0	2,316	2,082	N/A
	Total Listing Inventory *	35	Conventional 69	45	49	N/A
	Total Listing Median Price ∞	\$725,000	Sales \$635,000	\$637,750	\$569,000	N/A
95626 Elverta	Total Sales	3	REO Sales 0	8	2	33
	Median Sales Price	\$745,000	\$0	\$387,225	\$445,550	\$401,000
	Average Price/Square Foot	\$379	Short Sales 0	\$370	\$287	N/A
	Average Sq Ft of Property	1,770	\$0	1,104	1,576	N/A
	Total Listing Inventory *	7	Conventional 3	9	5	N/A
	Total Listing Median Price ∞	\$693,500	Sales \$745,000	\$703,944	\$350,000	N/A
95628 Fair Oaks	Total Sales	65	REO Sales 0	66	52	236
	Median Sales Price	\$615,000	\$0	\$606,000	\$485,000	\$585,000
	Average Price/Square Foot	\$318	Short Sales 0	\$320	\$258	N/A
	Average Sq Ft of Property	2,017	\$0	2,183	2,096	N/A
	Total Listing Inventory *	50	Conventional 65	54	83	N/A
	Total Listing Median Price ∞	\$642,500	Sales \$615,000	\$677,500	\$632,000	N/A
95630 Folsom	Total Sales	101	REO Sales 0	83	99	372
	Median Sales Price	\$712,000	\$0	\$720,000	\$625,000	\$671,250
	Average Price/Square Foot	\$366	Short Sales 1	\$347	\$285	N/A
	Average Sq Ft of Property	2,288	\$620,000	2,379	2,405	N/A
	Total Listing Inventory *	71	Conventional 100	63	108	N/A
	Total Listing Median Price ∞	\$739,000	Sales \$713,500	\$770,000	\$641,950	N/A
95632 Galt	Total Sales	39	REO Sales 1	26	40	144
	Median Sales Price	\$460,000	\$590,000	\$468,750	\$382,000	\$467,000
	Average Price/Square Foot	\$293	Short Sales 0	\$282	\$248	N/A
	Average Sq Ft of Property	1,771	\$0	1,768	1,748	N/A
	Total Listing Inventory *	30	Conventional 39	20	39	N/A
	Total Listing Median Price ∞	\$502,500	Sales \$460,000	\$525,000	\$485,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	0	1	5
	Median Sales Price	\$699,000	\$0	\$0	\$555,000	\$710,000
	Average Price/Square Foot	\$372	Short Sales 0	\$0	\$198	N/A
	Average Sq Ft of Property	2,001	\$0	0	2,804	N/A
	Total Listing Inventory *	1	Conventional 3	1	6	N/A
	Total Listing Median Price ∞	\$587,500	Sales \$699,000	\$587,500	\$699,950	N/A
95641 Isleton	Total Sales	0	REO Sales 0	2	2	10
	Median Sales Price	\$0	\$0	\$335,000	\$267,500	\$352,500
	Average Price/Square Foot	\$0	Short Sales 0	\$239	\$204	N/A
	Average Sq Ft of Property	0	\$0	1,399	1,428	N/A
	Total Listing Inventory *	3	Conventional 0	3	8	N/A
	Total Listing Median Price ∞	\$499,450	Sales \$0	\$499,450	\$249,000	N/A
95655 Mather	Total Sales	6	REO Sales 0	38	3	22
	Median Sales Price	\$485,600	\$0	\$350,750	\$365,000	\$472,500
	Average Price/Square Foot	\$321	Short Sales 0	\$300	\$247	N/A
	Average Sq Ft of Property	1,720	\$0	1,617	1,613	N/A
	Total Listing Inventory *	2	Conventional 6	2	3	N/A
	Total Listing Median Price ∞	\$567,950	Sales \$485,600	\$559,450	\$399,000	N/A
95660 North Highlands	Total Sales	37	REO Sales 1	38	31	164
	Median Sales Price	\$360,000	\$360,000	\$350,750	\$285,000	\$345,000
	Average Price/Square Foot	\$302	Short Sales 0	\$313	\$260	N/A
	Average Sq Ft of Property	1,285	\$0	1,234	1,132	N/A
	Total Listing Inventory *	21	Conventional 36	26	25	N/A
	Total Listing Median Price ∞	\$394,450	Sales \$360,000	\$359,000	\$317,500	N/A
95662 Orangevale	Total Sales	45	REO Sales 0	43	49	180
	Median Sales Price	\$560,000	\$0	\$525,000	\$450,000	\$490,000
	Average Price/Square Foot	\$335	Short Sales 0	\$341	\$273	N/A
	Average Sq Ft of Property	1,859	\$0	1,754	1,853	N/A
	Total Listing Inventory *	36	Conventional 45	37	30	N/A
	Total Listing Median Price ∞	\$695,000	Sales \$560,000	\$660,000	\$609,500	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	60	REO Sales 0	58	52	244
	Median Sales Price	\$492,500	\$0	\$472,500	\$386,500	\$459,000
	Average Price/Square Foot	\$317	Short Sales 0	\$303	\$251	N/A
	Average Sq Ft of Property	1,715	\$0	1,784	1,715	N/A
	Total Listing Inventory *	40	Conventional 60	55	48	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$492,500	\$475,000	\$449,450	N/A
95673 Rio Linda	Total Sales	19	REO Sales 0	17	15	66
	Median Sales Price	\$430,000	\$0	\$420,000	\$339,900	\$395,000
	Average Price/Square Foot	\$347	Short Sales 0	\$313	\$250	N/A
	Average Sq Ft of Property	1,318	\$0	1,351	1,518	N/A
	Total Listing Inventory *	20	Conventional 19	17	11	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$430,000	\$582,000	\$315,000	N/A
95683 Rancho Murieta	Total Sales	15	REO Sales 0	12	16	64
	Median Sales Price	\$695,400	\$0	\$677,500	\$512,500	\$616,000
	Average Price/Square Foot	\$284	Short Sales 0	\$287	\$228	N/A
	Average Sq Ft of Property	2,653	\$0	2,497	2,522	N/A
	Total Listing Inventory *	10	Conventional 15	12	29	N/A
	Total Listing Median Price ∞	\$847,000	Sales \$695,400	\$819,000	\$565,950	N/A
95690 Walnut Grove	Total Sales	4	REO Sales 0	2	0	6
	Median Sales Price	\$367,500	\$0	\$432,475	\$0	\$432,475
	Average Price/Square Foot	\$183	Short Sales 0	\$247	\$0	N/A
	Average Sq Ft of Property	1,856	\$0	1,800	0	N/A
	Total Listing Inventory *	4	Conventional 4	2	6	N/A
	Total Listing Median Price ∞	\$507,450	Sales \$367,500	\$944,950	\$479,450	N/A
95693 Wilton	Total Sales	6	REO Sales 0	5	11	24
	Median Sales Price	\$1,028,950	\$0	\$1,100,000	\$735,000	\$887,500
	Average Price/Square Foot	\$353	Short Sales 0	\$356	\$387	N/A
	Average Sq Ft of Property	3,560	\$0	3,104	1,937	N/A
	Total Listing Inventory *	13	Conventional 6	13	13	N/A
	Total Listing Median Price ∞	\$1,095,000	Sales \$1,028,950	\$1,095,000	\$925,000	N/A
95742 Rancho Cordova	Total Sales	31	REO Sales 0	22	31	115
	Median Sales Price	\$610,000	\$0	\$572,500	\$477,000	\$545,000
	Average Price/Square Foot	\$271	Short Sales 0	\$276	\$219	N/A
	Average Sq Ft of Property	2,335	\$0	2,169	2,260	N/A
	Total Listing Inventory *	6	Conventional 31	9	37	N/A
	Total Listing Median Price ∞	\$642,000	Sales \$610,000	\$589,900	\$496,930	N/A
95757 Elk Grove	Total Sales	57	REO Sales 0	45	35	175
	Median Sales Price	\$630,000	\$0	\$635,000	\$495,000	\$605,000
	Average Price/Square Foot	\$316	Short Sales 0	\$285	\$234	N/A
	Average Sq Ft of Property	2,160	\$0	2,472	2,180	N/A
	Total Listing Inventory *	28	Conventional 57	20	51	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$630,000	\$649,944	\$567,450	N/A
95758 Elk Grove	Total Sales	63	REO Sales 0	62	62	235
	Median Sales Price	\$545,000	\$0	\$542,250	\$436,450	\$515,000
	Average Price/Square Foot	\$322	Short Sales 0	\$310	\$255	N/A
	Average Sq Ft of Property	1,787	\$0	1,852	1,912	N/A
	Total Listing Inventory *	42	Conventional 63	36	51	N/A
	Total Listing Median Price ∞	\$590,100	Sales \$545,000	\$589,500	\$460,000	N/A
95811 Midtown/ Downtown	Total Sales	4	REO Sales 0	4	4	20
	Median Sales Price	\$762,500	\$0	\$423,000	\$499,000	\$612,000
	Average Price/Square Foot	\$381	Short Sales 0	\$402	\$332	N/A
	Average Sq Ft of Property	2,089	\$0	1,161	1,763	N/A
	Total Listing Inventory *	12	Conventional 4	14	8	N/A
	Total Listing Median Price ∞	\$709,000	Sales \$762,500	\$724,000	\$829,500	N/A
95814 Downtown	Total Sales	4	REO Sales 0	0	4	13
	Median Sales Price	\$784,500	\$0	\$0	\$722,000	\$565,899
	Average Price/Square Foot	\$436	Short Sales 0	\$0	\$372	N/A
	Average Sq Ft of Property	1,792	\$0	0	1,963	N/A
	Total Listing Inventory *	2	Conventional 4	2	3	N/A
	Total Listing Median Price ∞	\$887,000	Sales \$784,500	\$887,000	\$589,990	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	20	REO Sales 0	13	18	103
	Median Sales Price	\$347,500	\$0	\$327,000	\$260,000	\$327,000
	Average Price/Square Foot	\$338	Short Sales 0	\$284	\$263	N/A
	Average Sq Ft of Property	1,059	\$0	1,310	1,121	N/A
	Total Listing Inventory *	23	Conventional 20	18	11	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$347,500	\$349,900	\$299,000	N/A
95816 Midtown/East Sacramento	Total Sales	23	REO Sales 0	14	16	70
	Median Sales Price	\$687,000	\$0	\$757,500	\$585,000	\$657,000
	Average Price/Square Foot	\$479	Short Sales 0	\$490	\$460	N/A
	Average Sq Ft of Property	1,616	\$0	1,629	1,459	N/A
	Total Listing Inventory *	26	Conventional 23	26	31	N/A
	Total Listing Median Price ∞	\$854,450	Sales \$687,000	\$862,450	\$649,990	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	25	REO Sales 0	10	10	64
	Median Sales Price	\$471,111	\$0	\$495,000	\$395,000	\$452,500
	Average Price/Square Foot	\$460	Short Sales 1	\$474	\$348	N/A
	Average Sq Ft of Property	1,064	\$321,000	1,065	1,233	N/A
	Total Listing Inventory *	27	Conventional 24	25	24	N/A
	Total Listing Median Price ∞	\$537,500	Sales \$485,556	\$525,000	\$399,000	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

JUNE 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	39	REO Sales 0	24	19	100
	Median Sales Price	\$675,000	\$0	\$771,623	\$610,000	\$657,500
	Average Price/Square Foot	\$490	Short Sales 0	\$472	\$431	N/A
	Average Sq Ft of Property	1,549	\$0	1,854	1,551	N/A
	Total Listing Inventory *	35	Conventional 39	37	31	N/A
	Total Listing Median Price ∞	\$749,500	Sales \$675,000	\$675,000	\$617,000	N/A
95819 East Sacramento	Total Sales	37	REO Sales 0	42	24	140
	Median Sales Price	\$710,000	\$0	\$763,750	\$561,500	\$745,000
	Average Price/Square Foot	\$515	Short Sales 0	\$498	\$480	N/A
	Average Sq Ft of Property	1,607	\$0	1,733	1,312	N/A
	Total Listing Inventory *	43	Conventional 37	37	37	N/A
	Total Listing Median Price ∞	\$799,950	Sales \$710,000	\$824,000	\$829,950	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	43	REO Sales 0	47	43	197
	Median Sales Price	\$385,000	\$0	\$402,000	\$315,000	\$375,000
	Average Price/Square Foot	\$375	Short Sales 0	\$367	\$301	N/A
	Average Sq Ft of Property	1,094	\$0	1,188	1,103	N/A
	Total Listing Inventory *	37	Conventional 43	32	35	N/A
	Total Listing Median Price ∞	\$379,000	Sales \$385,000	\$398,850	\$299,900	N/A
95821 N. Arden Arcade	Total Sales	35	REO Sales 0	37	45	151
	Median Sales Price	\$485,000	\$0	\$490,000	\$420,000	\$440,000
	Average Price/Square Foot	\$330	Short Sales 0	\$315	\$265	N/A
	Average Sq Ft of Property	1,671	\$0	1,645	1,692	N/A
	Total Listing Inventory *	34	Conventional 35	30	32	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$485,000	\$499,000	\$387,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	53	REO Sales 0	47	39	171
	Median Sales Price	\$430,000	\$0	\$407,000	\$380,000	\$388,000
	Average Price/Square Foot	\$342	Short Sales 1	\$342	\$278	N/A
	Average Sq Ft of Property	1,458	\$245,000	1,449	1,582	N/A
	Total Listing Inventory *	34	Conventional 52	29	26	N/A
	Total Listing Median Price ∞	\$440,500	Sales \$432,500	\$430,000	\$334,875	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	47	REO Sales 1	41	38	189
	Median Sales Price	\$402,500	\$375,000	\$395,000	\$327,000	\$385,000
	Average Price/Square Foot	\$294	Short Sales 0	\$282	\$229	N/A
	Average Sq Ft of Property	1,402	\$0	1,439	1,510	N/A
	Total Listing Inventory *	37	Conventional 47	25	34	N/A
	Total Listing Median Price ∞	\$415,000	Sales \$402,500	\$399,000	\$319,450	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	22	REO Sales 0	11	22	73
	Median Sales Price	\$345,000	\$0	\$355,000	\$258,000	\$325,000
	Average Price/Square Foot	\$300	Short Sales 0	\$279	\$256	N/A
	Average Sq Ft of Property	1,132	\$0	1,273	1,102	N/A
	Total Listing Inventory *	14	Conventional 22	15	13	N/A
	Total Listing Median Price ∞	\$339,999	Sales \$345,000	\$337,500	\$265,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	14	REO Sales 0	18	17	75
	Median Sales Price	\$459,500	\$0	\$446,250	\$385,000	\$415,000
	Average Price/Square Foot	\$310	Short Sales 0	\$331	\$241	N/A
	Average Sq Ft of Property	1,575	\$0	1,396	1,727	N/A
	Total Listing Inventory *	12	Conventional 14	13	19	N/A
	Total Listing Median Price ∞	\$481,000	Sales \$459,500	\$497,000	\$410,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	42	REO Sales 0	35	36	162
	Median Sales Price	\$467,500	\$0	\$460,000	\$380,000	\$450,000
	Average Price/Square Foot	\$326	Short Sales 0	\$321	\$276	N/A
	Average Sq Ft of Property	1,468	\$0	1,504	1,393	N/A
	Total Listing Inventory *	24	Conventional 42	29	22	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$467,500	\$444,450	\$399,999	N/A
95827 Lincoln Village	Total Sales	15	REO Sales 0	22	13	73
	Median Sales Price	\$472,000	\$0	\$440,100	\$385,000	\$425,000
	Average Price/Square Foot	\$312	Short Sales 0	\$307	\$243	N/A
	Average Sq Ft of Property	1,513	\$0	1,494	1,739	N/A
	Total Listing Inventory *	9	Conventional 15	11	8	N/A
	Total Listing Median Price ∞	\$420,000	Sales \$472,000	\$435,000	\$394,500	N/A
95828 Florin	Total Sales	59	REO Sales 1	40	28	177
	Median Sales Price	\$440,000	\$685,950	\$428,500	\$326,500	\$405,000
	Average Price/Square Foot	\$288	Short Sales 0	\$387	\$227	N/A
	Average Sq Ft of Property	1,623	\$0	1,510	1,515	N/A
	Total Listing Inventory *	41	Conventional 58	47	30	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$439,750	\$425,000	\$367,450	N/A
95829 Vineyard	Total Sales	33	REO Sales 0	30	36	124
	Median Sales Price	\$570,000	\$0	\$532,000	\$413,500	\$490,000
	Average Price/Square Foot	\$301	Short Sales 1	\$306	\$248	N/A
	Average Sq Ft of Property	2,091	\$450,000	1,883	1,905	N/A
	Total Listing Inventory *	28	Conventional 32	21	38	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$571,500	\$575,000	\$459,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	1	0	5
	Median Sales Price	\$0	\$0	\$1,300,000	\$0	\$695,000
	Average Price/Square Foot	\$0	Short Sales 0	\$359	\$0	N/A
	Average Sq Ft of Property	0	\$0	3,622	0	N/A
	Total Listing Inventory *	2	Conventional 0	2	1	N/A
	Total Listing Median Price ∞	\$875,000	Sales \$0	\$875,000	\$738,888	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831 Greenhaven Pocket Riverside	Total Sales	41	REO Sales 0	30	34	114
	Median Sales Price	\$652,422	\$0	\$653,500	\$533,000	\$600,000
	Average Price/Square Foot	\$332	Short Sales 0	\$331	\$270	N/A
	Average Sq Ft of Property	2,113	\$0	2,091	2,163	N/A
	Total Listing Inventory *	20	Conventional 41	20	21	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$652,422	\$599,900	\$649,900	N/A
			0			
95832 Meadowview Freeport	Total Sales	6	REO Sales 0	5	11	23
	Median Sales Price	\$342,500	\$0	\$370,000	\$284,900	\$358,000
	Average Price/Square Foot	\$300	Short Sales 0	\$253	\$217	N/A
	Average Sq Ft of Property	1,160	\$0	1,652	1,267	N/A
	Total Listing Inventory *	9	Conventional 6	7	6	N/A
	Total Listing Median Price ∞	\$440,000	Sales \$342,500	\$380,000	\$324,950	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	34	REO Sales 0	38	30	144
	Median Sales Price	\$447,500	\$0	\$426,500	\$354,950	\$424,000
	Average Price/Square Foot	\$307	Short Sales 0	\$297	\$250	N/A
	Average Sq Ft of Property	1,638	\$0	1,547	1,509	N/A
	Total Listing Inventory *	19	Conventional 34	22	39	N/A
	Total Listing Median Price ∞	\$429,750	Sales \$447,500	\$459,000	\$444,995	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	44	REO Sales 0	30	43	163
	Median Sales Price	\$519,500	\$0	\$519,000	\$423,725	\$490,000
	Average Price/Square Foot	\$285	Short Sales 0	\$280	\$226	N/A
	Average Sq Ft of Property	1,948	\$0	1,966	2,016	N/A
	Total Listing Inventory *	14	Conventional 44	24	49	N/A
	Total Listing Median Price ∞	\$531,495	Sales \$519,500	\$520,000	\$435,702	N/A
95835 North Natomas	Total Sales	63	REO Sales 1	52	45	219
	Median Sales Price	\$580,000	\$455,000	\$535,000	\$450,000	\$510,000
	Average Price/Square Foot	\$284	Short Sales 0	\$280	\$218	N/A
	Average Sq Ft of Property	2,224	\$0	2,041	2,248	N/A
	Total Listing Inventory *	33	Conventional 62	33	29	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$582,500	\$550,000	\$469,450	N/A
95838 Del Paso Heights Robla	Total Sales	31	REO Sales 0	31	46	157
	Median Sales Price	\$397,500	\$0	\$339,999	\$321,000	\$330,000
	Average Price/Square Foot	\$287	Short Sales 0	\$278	\$225	N/A
	Average Sq Ft of Property	1,440	\$0	1,298	1,448	N/A
	Total Listing Inventory *	31	Conventional 31	35	29	N/A
	Total Listing Median Price ∞	\$369,000	Sales \$397,500	\$360,000	\$289,000	N/A
95841 Foothill Farms North Highlands	Total Sales	9	REO Sales 0	10	12	53
	Median Sales Price	\$445,000	\$0	\$436,000	\$367,500	\$405,000
	Average Price/Square Foot	\$296	Short Sales 0	\$277	\$238	N/A
	Average Sq Ft of Property	2,014	\$0	1,635	1,710	N/A
	Total Listing Inventory *	9	Conventional 9	7	8	N/A
	Total Listing Median Price ∞	\$460,000	Sales \$445,000	\$484,000	\$520,000	N/A
95842 Foothill Farms	Total Sales	27	REO Sales 0	35	28	127
	Median Sales Price	\$410,000	\$0	\$402,000	\$338,500	\$382,000
	Average Price/Square Foot	\$312	Short Sales 0	\$314	\$256	N/A
	Average Sq Ft of Property	1,362	\$0	1,311	1,347	N/A
	Total Listing Inventory *	16	Conventional 27	13	13	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$410,000	\$399,450	\$347,250	N/A
95843 Antelope	Total Sales	45	REO Sales 0	60	57	251
	Median Sales Price	\$470,000	\$0	\$496,000	\$385,000	\$457,000
	Average Price/Square Foot	\$303	Short Sales 0	\$283	\$243	N/A
	Average Sq Ft of Property	1,660	\$0	1,889	1,653	N/A
	Total Listing Inventory *	30	Conventional 45	28	50	N/A
	Total Listing Median Price ∞	\$489,950	Sales \$470,000	\$489,950	\$399,000	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	52	REO Sales 0	42	32	164
	Median Sales Price	\$718,000	\$0	\$772,500	\$576,425	\$615,000
	Average Price/Square Foot	\$374	Short Sales 0	\$390	\$312	N/A
	Average Sq Ft of Property	2,330	\$0	2,383	2,107	N/A
	Total Listing Inventory *	51	Conventional 52	53	60	N/A
	Total Listing Median Price ∞	\$1,050,000	Sales \$718,000	\$985,000	\$859,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	10	REO Sales 0	8	11	38
	Median Sales Price	\$455,000	\$0	\$378,500	\$317,000	\$387,500
	Average Price/Square Foot	\$343	Short Sales 0	\$365	\$306	N/A
	Average Sq Ft of Property	1,496	\$0	1,163	1,084	N/A
	Total Listing Inventory *	11	Conventional 10	16	4	N/A
	Total Listing Median Price ∞	\$419,000	Sales \$455,000	\$412,450	\$462,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	41	REO Sales 0	32	40	166
	Median Sales Price	\$524,900	\$0	\$547,450	\$448,450	\$472,500
	Average Price/Square Foot	\$310	Short Sales 0	\$302	\$270	N/A
	Average Sq Ft of Property	1,980	\$0	1,965	1,867	N/A
	Total Listing Inventory *	40	Conventional 41	38	50	N/A
	Total Listing Median Price ∞	\$567,498	Sales \$524,900	\$518,900	\$431,900	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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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

