



# SACRAMENTO REALTOR®

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

JUNE 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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## The Value of Homeownership

June is National Homeownership Month. The financial benefits of homeownership have been reported in journals, studies, and articles for decades. We can discuss the tax benefits, long-term wealth building, and retirement flexibility as a jumping off point for the many financial benefits of homeownership. But, as REALTORS®, we must understand and promote the many other values of homeownership. The value of owning a home goes far beyond dollars and cents.

In a report released by Habitat for Humanity in 2019, homeowners reported overall better health – both physical and mental. Homes occupied by owners tend to be in better overall condition and, as a result, have less likelihood to be a contributor for exposure to unhealthy substances or dangerous conditions. In addition, homeowners experienced higher self-esteem and greater satisfaction with their lives. The report discusses greater feelings of safety and security for the owners and their families. They noted that 74% of homeowners reported improved overall health for their families since they began living in their homes.

Not only are homeowners healthier, but they and their families also tend to perform better in school as documented in a study completed by NAR in 2012. While there are many factors that play into educational performance, children of homeowners tend to have higher levels of achievement in reading and math, are more likely to graduate high school and exhibit fewer behavioral problems. As I mentioned above, there are likely other factors playing into these educational outcomes for children, but homeownership and having the stable environment of a home to return to after school each day are positive influences for families.

Stable neighborhoods and consistent housing can also contribute to reduced crime. On average, homeowners are more invested in their homes and their communities. They are more engaged and show a higher likelihood to get involved with local groups and elections.

And, finally, we cannot speak of the value of homeownership without talking about the opportunity to build a place for memories with family and friends. A place of comfort and security. Shelter from the weather and an opportunity for pride of ownership. A place where we belong. As REALTORS®, we are the lucky guides for so many as they consider the possibility of the American Dream of homeownership. We must continue to share the message of the value of homeownership with as many people in our communities as we can. And, our message must be more than just the financial benefits. We need to continue to tell the story of a place we can call home and all that it can offer.





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## REALTOR® Broker Summit

Virtual Event: June 29-30, 2021.

NAR is pleased to announce the launch of the first-ever REALTOR® Virtual Broker Summit, our version of the elite in-person broker event. Virtual Broker Summit will offer NAR members enriched broker content and virtual networking to complement today's managing brokers in a quickly changing industry.

Discover technologies and business strategies from real estate leaders for practical and actionable ways to position your brokerage for success.

Join NAR and managing brokers from across the nation virtually on **June 29 – 30, 2021**, for the exciting 2021 REALTOR® Virtual Broker Summit.

[View 2021 Event Program](#)

[Registration is now open – register today!](#)

## All 2021 NAR Events:

### [REALTOR® Broker Summit](#)

Dates: June 29-30  
Location: Virtual

### [Leadership Summit](#)

Dates: August 23-24  
Location: Chicago, IL

### [Communication Directors Institute](#)

Dates: July 14-16  
Location: Minneapolis, MN and Virtual

### [C5 Summit](#)

Dates: September 27-29  
Location: New York City, NY

### [Government Affairs Directors \(GAD\) Institute](#)

Dates: July 20-22  
Location: Denver, CO

### [Annual Governance Meetings](#)

Dates: November 10-15  
Location: San Diego, CA

### [NAR Real Estate Forecast Summit: Residential Update](#)

Date: July 26, 2021  
Location: Virtual

### [REALTORS® Conference & Expo](#)

Dates: November 12-15  
Location: San Diego, CA

### [iOi Summit](#)

Dates: August 17-18  
Location: Dallas, TX

### [Sustainability Summit](#)

Dates: TBD  
Location: TBD

### [Leadership Week](#)

Dates: August 22-27  
Location: Chicago, IL

### [2022 REALTOR® Party Training Conference](#)

Dates: December 1-3, 2021  
Location: Nashville, TN

[View all NAR events by year](#)

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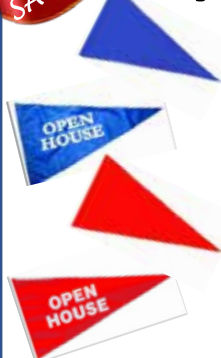
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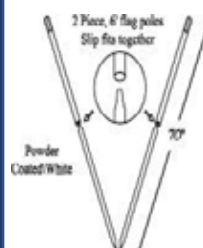
ITEM #5309 (OPEN HOUSE)

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

## C.A.R. launches new Fair Housing website

C.A.R. is proud to present a [brand new website](#) dedicated to providing REALTORS® with information about fair housing best practices, building inclusive businesses and organizations, and promoting more equitable communities. On the website, you will find:

[C.A.R.'s Fair Housing Initiatives](#) - Learn about what C.A.R. is doing to expand housing opportunity for all Californians and to address the legacy of once-legal discrimination.

As the first point of contact for many home seekers and owners, REALTORS® can make a huge difference in someone's homeownership journey. We've compiled [books](#), [reports](#), [C.A.R.](#) and [NAR resources](#), [videos](#) and more to help ensure that REALTORS® are stewards of fair housing.

Bookmark the [Events Page](#) and mark your calendars for upcoming events where you can get involved and make a difference.

While we celebrate and commemorate Fair Housing month every April, REALTORS® are committed to fair housing day in and day out as a key part of a compliant and professional real estate practice. We hope you will visit the [site](#), use the resources and continue to find ways to ensure that every Californian has an equal opportunity for housing and homeownership.

Source: <https://www.car.org/aboutus/mediacenter/news/fairhousingite>

## Coalition Requests State Budget Prioritize Homeownership Opportunities

Earlier this month Governor Newsom announced his May Budget Revise, which increases spending to account for California's largest projected budget surplus. C.A.R., along with Habitat for Humanity and the California Building Industry Association, have requested that the State Budget prioritize funding policies and programs to increase homeownership opportunities. That request is contained in this letter which also includes other groups that have now joined this coalition.

Specifically, the letter requests that the budget be amended to:

1. Ensure the new California Dream for All tax credit program also applies to new construction of owner-occupied units and to qualified non-profit developers building and providing interest-free loans to low- and moderate-income families.
2. Provide \$200 million for the CalHome program to increase development and acquisition rehabilitation of affordable homeownership projects
3. Allocate 20% of the Governor's proposed \$9.3 billion in affordable rental housing funding to affordable owner-occupied workforce housing developments to provide long-term housing stability.

Source: <https://www.car.org/knowledge/pubs/newsletters/Newsline/CoalitionLetter>



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## Cultural Diversity/Fair Housing

In late May I had the opportunity to listen to the panel discussion entitled “Driving Equitable Real Estate” sponsored by the Cultural Diversity and Fair Housing SAR subcommittee on which I serve. Panelists Bryan Green, Director of Fair Housing Policy and Advocacy Group for NAR and Farrah Wilder, Chief Diversity, Equity and Inclusion Officer at CAR both presented timely and valuable information.

The topics discussed were also somewhat overwhelming and difficult to hear: the continuing incidents of blatant appraisal bias which are now being widely reported on nearly a weekly basis; how implicit bias works against both individuals AND entire communities; the coded language that’s often used by REALTORS®, sometimes knowingly, sometimes not, that discourages some buyers from purchasing a home in certain areas; the cascading and long term effects on minority wealth creation of a housing financing system that is fundamentally unfair; and how lack of financial resources, including help from parents, a higher level of student debt, and lack of equity from the sale of a prior home, impacts many young minority buyers’ ability to purchase real estate.

These are not comfortable topics, for any of us. It’s hard to acknowledge that I may have a racially biased view of my community and that I unknowingly communicate this view to my clients as I advise them about the pros and cons of buying in different neighborhoods. When they ask me about how the schools are in a certain neighborhood, for example, do I give them my opinion as well-informed as it may be, or do I direct them to public websites and advise them to talk with the school principal to learn about the schools. One of the takeaways from the panel for me was that, as REALTORS®, we tend to think we’re the keepers and knowers of all information about our communities, which of course includes the schools. Perhaps we need to take a step back and acknowledge that we aren’t experts in the field of education, and that we really don’t know, other than numeric test scores and where our children and/or friends’ children went to school, all that much about the quality of the school system.

I recall visiting an open house a few years back in East Sacramento, where I live and sell real estate. The agent was describing different neighborhoods to a buyer. He diplomatically advised the buyer to steer clear of one diverse neighborhood nearby because of the high crime rate and poor quality of the schools. I think about this instance a lot and it pains me that even today such conversations still take place.

So what can I do? First and foremost, I need to continue to educate myself about the myriad of ways that both implicit and explicit bias perpetuates inequities in real estate and what can and should be done to address them. I can also become increasingly aware of where my particular blind spots, aka biases, are. One of the panelists said it best: as trusted advisors to our clients AND our communities, we can all do better. Our industry deserves better and our clients deserve better.



## NAR Engages With Treasury on Beneficial Ownership Matters

June 11, 2021

By: Nia Duggins

NAR met with staff from the Financial Crimes Enforcement Network (FinCEN) at the U.S. Department of Treasury to discuss a number of matters including anti-money laundering laws and beneficial ownership regulations. NAR discussed the new Anti-Money Laundering Act, and the Corporate Transparency Act (CTA) contained within the National Defense Authorization Act (NDAA), which passed Congress this year. Under the Corporate Transparency Act, FinCEN is statutorily required to develop beneficial ownership regulations by January 1, 2022. Earlier this year, FinCEN issued an Advanced Notice of Proposed Rulemaking (ANPR) announcing development of the beneficial ownership regulations and to seek comments from stakeholders regarding recommendations proposed regulations.

On May 5, 2021, NAR submitted comments(link is external) in response to the Financial Crimes Enforcement Network's (FinCEN's) Advance Notice of Proposed rulemaking to implement the beneficial ownership information reporting provisions of the Corporate Transparency Act (CTA). In the comments, NAR raised support for FinCEN's collection of beneficial ownership information and expressed concerns regarding any regulations that may be burdensome to small businesses and privacy concerns. NAR will continue to engage with the Department of Treasury on anti-money laundering matters impacting the real estate industry.

Source: <https://www.nar.realtor/washington-report/nar-engages-with-treasury-on-beneficial-ownership-matters>

## Instant Reaction: Consumer Price Index

June 10, 2021

By: Nadia Evangelou

Inflation rose more than expected in May to the fastest pace since 2008. Over the last 12 months, inflation rate rose 5.0%, compared to 4.2% in April and 2.6% in March, respectively. In the meantime, economists and policymakers typically pay close attention to core inflation, which is the overall inflation rate excluding Food and Energy. In May, core inflation also rose to 3.8%, well above the Federal Reserve's 2.0% core target. Nevertheless, remember that the Fed has reassured that it will allow inflation to run above the 2.0% goal since it has been below that target for more than a year.

Due to the base effect, these higher readings were expected, especially for the period from March through May. Last year, prices were weak as nearly all states were under pandemic-related restrictions. However, the CPI basket started to rise last June and the year-over-year comparisons will be more realistic in upcoming months.

Parsing out by expenditure category, inflation seems to be rising mainly due to the supply – demand imbalances as the economy reopens and people resume traveling, going to restaurants, bars, events and shows. In the meantime, keep in mind that consumers



have saved like never before during the pandemic. As a result, prices for airline fares rose 24.1% over the past 12 months. Similarly, prices for used cars and trucks were 29.7% higher than a year earlier.

While people are moving back to big city centers, rents are also expected to rise faster. For instance, the number of people moving in a zip code in New York City has risen so far by 41% in 2021 compared to 2020; 29% compared to 2019; 23% compared to 2018. Specifically, rents rose by 1.8% over the past 12 months to May nearly at the same pace as in April.

Source: <https://www.nar.realtor/blogs/economists-outlook/instant-reaction-consumer-price-index-june-10-2021>



# NAR Announces Partnership with LGBTQ+ Real Estate Alliance as Pride Month Approaches



WASHINGTON (May 26, 2021) – The National Association of Realtors® announced today a new partnership with the LGBTQ+ Real Estate Alliance. The Alliance was founded June 2020 and currently has chapters throughout the U.S., Canada and Puerto Rico. The collaboration will allow the groups to identify training opportunities that cultivate LGBTQ+ leaders and mobilize members in support of mutually beneficial federal policies, among other pro-LGBTQ+ and real estate industry initiatives.

“NAR has long championed LGBTQ+ rights in the housing market, and we’re proud to continue leading today’s industry in the fight against discrimination,” said NAR President Charlie Oppler. “As the nation recognizes Pride Month this June, we’re excited to announce this partnership with The Alliance and begin our work toward initiatives that will provide tremendous benefits to American real estate and our society as a whole.”

NAR amended its Code of Ethics in 2011 and 2014 to ensure Realtors® were upholding housing protections for members of the LGBTQ+ community. More recently, it worked with the Department of Housing and Urban Development as the agency reformed its enforcement of the Fair Housing Act to prohibit discrimination based on sexual orientation and gender identity.

“This partnership between NAR and The Alliance is built on a mutual desire to advance the shared interests of our members, supporting both the [Alliance’s mission](#) and NAR’s core values to lead change while advancing diversity and inclusion,” said NAR CEO Bob Goldberg. “NAR will continue to explore partnerships with organizations that share our values and our commitment to private property rights and the American Dream of homeownership.”

The Alliance advocates on behalf of the LGBTQ+ community on a variety of home-related topics. A 501(c)6 non-profit, it also provides its members with a variety of learning and business opportunities.

“Having the leading trade association in the U.S. as a part of The Alliance is a huge step for our members and the entirety of the LGBTQ+ community,” said John Thorpe, The Alliance’s national president and board chairman. “NAR has been at the forefront of removing barriers that members of our community may face in the journey to homeownership, including ensuring the Realtor® community refrains from discrimination based on gender identity and sexual orientation.”

Thorpe also commended NAR for its “prominent” role in the push to secure fair housing protections for LGBTQ+ Americans in states where those safeguards are not already codified.

“NAR’s support has been present for several months through acts of solidarity in the face of discriminatory acts against LGBTQ+ Realtors®, their participation in our Policy Symposium this past April and their incredible support for our National Convention this September in Vegas,” said Ryan Weyandt, The Alliance’s CEO. “Bob Goldberg, President Oppler and Past President Malta have all been incredible to work with. The Alliance thanks them, as well as President-Elect Leslie Rouda Smith, Bryan Greene, Charlie Dawson and so many others.”

The National Association of Realtors® is America’s largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

Source: <https://www.nar.realtor/newsroom/nar-announces-partnership-with-lgbtq-real-estate-alliance-as-pride-month-approaches>



## **“Tacos and Tiny Homes” ADU Showcase Recap and ADU Information**

It was a steamy 93 degrees on May 5th as the Sacramento Association of REALTORS® Masters Club hosted a delicious and informative event on Accessory Dwelling Unit's (ADU's). Over 200 industry professionals were present to enhance their knowledge of ADU and Tiny home guidelines. City of Sacramento Senior Planner Jessica Brandt and Associate Planner Garrett Norman, as well as County of Sacramento Principal Building Inspector John Durborough, joined our members in a live question and answer exchange.

Our host, Anchored Tiny Homes, welcomed us to their new warehouse facility with a sparkling tiny home that was available to tour. Anchor Homes CEO Colton Paulhus was on-site as well to showcase their manufactured ADU options through a tour of a tiny home.

### **For Information on getting a client referral fee for ADU's:**

Colton Paulhus  
 Founder & CEO  
 916.461.TINY (8469)  
[www.anchoredtinyhomes.com](http://www.anchoredtinyhomes.com)  
 5800 88th St  
 Sacramento, Ca 95828

### **Basic City of Sacramento ADU information:**

An ADU is an Accessory Dwelling Unit (ADU) is a permanent dwelling unit that may share at least one wall with the primary residence (attached) or be a stand-alone structure (detached) from the primary residence. ADUs provide permanent facilities for living, sleeping, eating, cooking, and sanitation.

The City of Sacramento allows a total of two (2) ADUs on one lot. There must be an existing (or proposed) primary residential structure on the property (i.e. house, duplex, apartment, etc.).

- All detached ADUs cannot exceed a total of 1,200 square feet. (i.e. if you have two detached ADUs, each can be 600 square feet or some combination that does not exceed 1,200 square feet.)
- Each attached ADU may be 50% of the primary residence or a maximum of 850 square feet, whichever is greater. Attached ADUs with 2 or more bedrooms may be 50% of the primary residence or a maximum of 1,000 square feet, whichever is greater.
- ADUs that are 800 square feet or less are exempt from lot coverage requirements. Any ADU larger than 800 square feet must meet the lot coverage requirements of the properties zone.
- Structures are required to be located a certain distance (in feet) from the property line, depending on the zone in which your property is located.

For more details on City of Sacramento ADU's go here:

<https://www.cityofsacramento.org/Community-Development/Resources/Accessory-Dwelling-Units>



### Basic County of Sacramento ADU information:

**Accessory Dwelling Unit:** An attached or detached dwelling unit that provides complete independent living facilities (permanent provisions for living, sleeping, eating, cooking, and sanitation) for one or more persons and which is located on a lot with a proposed or existing primary dwelling. An ADU also includes the following:

- An Efficiency Unit - Residential unit occupied by no more than two persons and which has a minimum floor area of 150 square feet and may have a full or efficiency kitchen or bathroom facility.
- A manufactured home - As defined in the Zoning Code and in Section 18007 of the California Health and Safety Code.

**Junior Accessory Dwelling Unit:** A residential dwelling unit that is no more than 500 square feet in size and contained entirely within the permitted area of a single-family residence. A JADU shall include an efficiency kitchen and may include separate sanitation facilities, or may share sanitation facilities with the existing structure. An efficiency kitchen is a cooking facility with appliances, a food preparation counter, and storage units.

**Single Family Homes and half-plex:**

- One ADU, attached or detached, and
- One JADU within the existing space of the primary dwelling.

**Multifamily:**

- Up to two new-construction detached ADUs, and
- Up to twenty-five percent (25%) of the total unit count in ADUs converted from existing non-living space. [Non-living space can include storage rooms, boiler rooms, passageways, attics, basements, or garages.]

**For more details on County of Sacramento ADU's go here:**

<https://pers.saccounty.net/Pages/Residential-Accessory-Uses.aspx>

[https://pers.saccounty.net/LandUseRegulationDocuments/Documents/Residential Accessory Uses Handouts/Accessory Dwelling Units Handout.pdf](https://pers.saccounty.net/LandUseRegulationDocuments/Documents/Residential%20Accessory%20Uses%20Handouts/Accessory%20Dwelling%20Units%20Handout.pdf)

## Real Estate Facts Column: Homeownership Month

Each year during the month of June, the Sacramento Association of REALTORS® takes the opportunity to celebrate homeownership by showcasing individual homeowners, government officials, and various programs that protect and promote the American Dream of homeownership.

Homeownership Month was created both to encourage current and future homeowners to be advocates for homeownership and to ensure current and prospective homeowners have their voices heard at local, state, and national levels of government.

To many, the very nature of owning a home offers people a sense of pride and security. It also represents a testament to one's hard work and sacrifices. As an organization, the Sacramento Association of REALTORS® believes it is vital to take time out to observe and promote homeownership not only for the personal benefits it provides, but also because of its proven ability to strengthen American communities, offer long-term, generational building opportunities, and for the institutions ability to stabilize and solidify America's broader economy.

To that point, real estate is an essential driver of our economic growth, accounting for more than 16% – or \$3 trillion – of America's Gross Domestic Product. In the United States, home sales support more than 2.5 million private-sector jobs in an average year. And over this past year, thanks in part to millions of dedicated Realtors® and countless hardworking homebuyers, the real estate industry did its part to keep the country's economy afloat during the pandemic.

A recent study from NAR – the [Social Benefits of Homeownership and Stable Housing Report](#) – shows that homeowners tend to be happier and healthier. On average, they vote more, volunteer more, and contribute more to their communities. And their children tend to perform better academically and socially, too.

As Homeownership Month continues, the Sacramento Association of REALTORS® hopes to facilitate a conversation – engaging current and future homeowners – to highlight the importance and critical benefits of homeownership in America.

The Sacramento Association of REALTORS® was founded in 1908 and proudly serves over 7,000 REALTOR® Members.



2021 CHAIR OF THE  
REAL ESTATE FINANCE

## Top 10 Things Every Loan Originator Should Know to Avoid Problems and Save Deals on conventional loans:

- **Appraisal Waivers**

- o Fannie Mae & Freddie Mac: Better Chance of getting an Appraisal Waiver when adding the Zip + 4 (for eligible loan purpose and LTV limitations). Use the USPS to get the full nine-digit zip code.

- **Employment starts post-closing/funding**

- o Fannie Mae offers two options to accommodate a borrower starting employment after the note date.
- o Freddie Mac offers two options to accommodate a borrower starting employment after the note date. Freddie Mac even has a salary/or promotion increase component.

- **Income for Affordable Lending Programs**

- o Fannie Mae You do not have to count all the income on the 1003, only the income used for qualifying (think Overtime, Commission, and Bonus). Sometimes this can save a deal when anything over their base pay would disqualify them on income limits.
- o Freddie Mac You do not have to count all the income on the 1003, only the income used for qualifying (think Overtime, Commission, and Bonus or rental income from nonowner-occupied units on 2-4 unit property). Sometimes this can save a deal when anything over their base pay would disqualify them on income limits.

- **Alimony Payments**

- o Fannie allows for the income to be treated either as a long-term debt or as a reduction to income which can help with the DTI calculation.
- o Freddie allows for the income to be treated either as a long-term debt or as a reduction to income which can help with the DTI calculation.

- **Income from Marijuana**

- o Fannie Mae allows this when derived from W2 wage income, but not from self-employment income (think worker, not grower)
- o Freddie Mac does not allow.

- **Student Loans**

- o Fannie Mae allows for an income-based repayment option.
- o Freddie allows a lower overall payment of .50% of balance vs. 1% of balance that Fannie Mae requires.

- **Boarder Income**

- o Fannie allows boarder income on their HomeReady product for one-unit properties, subject to conditions.
- o Freddie allows boarder income on their Home Possible product for one-unit properties, subject to conditions.

- **DACA Borrowers**

- o Fannie Mae allows, Freddie Mac does not allow.

- **Automatic MI Termination Requirements**

- o Fannie Mae: for 2-4 Family Primary Residence or 1-4 Family Investment Properties, automatic termination occurs the month following the mid-point of the amortization period.
- o Freddie Mac: for 2-4 Family Primary Residence or 1-4 Family Investment Properties, automatic termination is not eligible.

- **Rental Income**

- o Both agencies require you to own a primary residence and/or have a current housing expense to be able to (at a minimum) use rents to offset the investment property PITI. No positive cash flow can be given, unless they have at least one year history of receiving rental income. If the borrower does not own a primary residence and/or they have no current housing expense, the full PITI of the investment property must be added to ratios.

As a reminder, the Real Estate Finance Forum is the 1st Thursday of the month via a Zoom meeting until we can meet in person at SAR from 9:00 – 10:30 a.m. Be sure to mark it on your calendar as a recurring event. Our next Real Estate Finance Forum is scheduled for August 5th 2021.



SAR CHARITABLE FOUNDATION'S

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*Thursday, August 26th, 2021*

# SAVE THE DATE!

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

Coauthor - Allison Blake, Attorney

Sellers and real estate agents both owe a statutory and common law duty of disclosure to buyers of residential real estate. The law requires that known defects likely to affect price or desirability must be disclosed to the buyers. Nearly ten years ago, the big plumbing issue that dominated the disclosure world was the defects related to PEX plumbing (what was generally referred to as Kitec plumbing). It was so big that a major class action settlement resulted providing relief to some of the early cases of damage resulting from the faulty PEX plumbing issues.

Now here we are again with another potential major localized plumbing issue affecting a broad population base. During the summer of 2020, pinhole-sized leaks began to appear in copper plumbing pipes in homes located in the city of Folsom, California. Around 1,150 people were affected by these leaks, costing affected Folsom residents thousands of dollars in damage.

Initially, the cause of the problem was unclear. Some pointed their fingers at the pipes themselves, while others claimed it to be an issue with the water quality. The City of Folsom released a study explaining that the potential cause was likely a water purity issue, combined with a high pH level and the use of chlorine. As of October 8, 2020, the city began to resolve the problem by adding a non-harmful acid to the water that would act as a barrier to avoid leaks. However, many residents believed that the treatment was too late, as they had already incurred significant damages from the leaky pipes.

In August 2020, there were 680 pinhole leak occurrences. This occurrence has dropped largely, with only four pinhole leaks occurring in May 2021. Although the occurrences appear to be decreasing, the leaky pipes present a problem for property owners, specifically related to the disclosure of the problem upon the sale of the property.

Problems that arise after the sale of a home are not required to be disclosed to the buyer if the seller was not aware of the problem. However, there are many issues in determining when the problem arose and whether the seller actually knew. If a seller has previously repaired the leaky pipes, they should disclose this to the buyer. A future leak in the piping could give rise to a legal cause of action to the buyer if the seller fails to disclose this. A seller located in Folsom may also be charged with knowledge of the problem, despite the leaks never occurring on their property. What we saw with Kitec plumbing issues was the Kitec disclosure, which effectively told buyers that the house was constructed during the time of prevalent use of PEX plumbing and that buyers needed to satisfy themselves on the suitability of the plumbing components. The same maybe true in the Folsom issue. There has been a broad enough problem that it may for a time period be common to see a disclosure related to the pinhole plumbing leaks. Buyers would do well to investigate and agents (both selling and buying) should be advising clients related to this potential defect.

The City of Folsom is offering a waiver (or reimbursement) of permit and inspection fees for all repairs relating to the pinhole leaks. For more information, visit:

<https://www.folsom.ca.us/government/pinhole-leaks-investigation>.

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.

# BREWS & 'QUES

## BBQ COOK OFF FUNDRAISER

*For the benefit of the Salvation Army  
thru Christmas CanTree*



**\$35 TASTER**

Includes sides,  
AYCE\* BBQ & 1 Drink

**\$50 BBQER**

Includes  
10'x10' space & 6' table

**GRAND PRIZE  
TRAEGER GRILL  
FOR THE BEST BBQ  
PROVIDED BY OUR  
MAIN EVENT  
SPONSOR:**



**BIG  
VALLEY  
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SAR Back Parking Lot  
2003 Howe Avenue  
Sacramento



Friday July 23rd  
Tasting 4 - 7PM  
BBQers may arrive as  
early as 8am

**Get your tickets online at  
[cantreebbq.eventbrite.com](http://cantreebbq.eventbrite.com)**

*Sponsorship opportunities available  
\*AYCE while supplies last\**





Government Affairs  
Coordinator



Government Affairs  
Director

## C.A.R. Fair Housing Package

C.A.R. is advocating for fair housing legislation to ensure all Californians can share in the California dream. We put together a short explainer video about the legislation we're sponsoring and supporting as it relates to fair housing.

- SPONSOR: SB 263- implicit bias training for all real estate licensees
- SPONSOR: AB 491- stops discriminatory practice of treating residents of affordable housing units and mixed income developments differently from market-rate housing residents.
- SPONSOR AB 633 – makes changes to current law to preserve intergenerational wealth
- SUPPORT AB 948 – requires information be provided to buyers and sellers on how to report discriminatory appraisals by licensed real estate appraisers

Watch the video and share it with your clients to show how REALTORS® are fighting for fair housing. <https://youtu.be/Ycf6s3HTYYI>

**C.A.R. recently released a report** showing that less than half of Black households earned the minimum income needed to purchase a home as compared to whites, illustrating the homeownership gap and wealth disparity for people of color, women, people with disabilities, indigenous people and members of the LGBTQ community.

Check out this video from Assemblywoman Lorena Gonzales (D-San Diego): <https://www.car.org/advocacy/legislation/stategovernmentaffairs/Fair-Housing-Legislation> announcing her partnership with REALTORS® on the C.A.R.-sponsored, AB 491. The legislation would eliminate so-called "poor doors" in mixed-income multifamily housing, in which the occupants of the affordable units do not have the same access to the common entrances, common areas, and common amenities of that structure as do the occupants of the market-rate units.

Please also see the [C.A.R. Fair Housing Website](#) for more information.

## ETHICS CORNER

### Peer to Peer Ethics Infoline

<https://www.car.org/en/helplines/Ethics>

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

Members can ask questions about:

- whether their own actions might violate the Code of Ethics
- whether the actions of another REALTOR® member might violate the Code of Ethics

The Infoline volunteer is NOT an attorney and CANNOT give legal advice or answer legal questions! Additionally, the Peer-to-Peer Ethics Infoline is only available for members who are NOT currently involved in an ethics case at a local association OR members who are not a plaintiff or defendant in related, pending litigation.

The Peer-to-Peer Ethics volunteer will not provide answers or opinions in writing. All information will be provided orally. Local association grievance committees and ethics hearing panels are not bound by the opinions provided by Peer-to-Peer Ethics volunteers.

#### What you will need

If you would like Peer-to-Peer ethics assistance, you must provide the following information:

- Your name, email address, and telephone number
- Your license number
- A brief description of your ethics issue

#### Is this process anonymous?

The intake coordinator requires license information to properly assign the call to an infoline volunteer. This process is completely anonymous, and information will not be shared with any third parties.

#### REQUEST ASSISTANCE

You may also get Peer-to-Peer ethics assistance by calling (213) 739-9160. The coordinator will ask for information required to screen your call for assignment to an infoline volunteer. You MUST provide the requested information for qualifying purposes.

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

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

# JULY 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  Real Estate Finance & Affiliate Forum (V) 9:00 – 10:30am	2  SAR Toastmasters Club (V) 7:30am – 9:00am
5  SAR Closed Independence Day	6  No Main Meeting in July  CanTree Committee (V) 10:30am – 12noon  Volunteer Coordinating Committee (V) 10:30 – 11:30am  Charity Research Committee (V) 1:00 – 2:00pm	7  No Events Scheduled	8  Masters Club Steering Committee (V) 9:30 – 11:00am  Internship Committee (V) 12noon – 1:30pm	9  SAR Staff Meeting (V) 7:30 – 8:30am  (SAR Offices Closed) SAR Toastmasters Club 7:30am – 9:00am
12  Education Committee (V) 9:00 – 10:30am  Leadership Academy (V) 1:00 – 2:30pm	13  Virtual Regional Meeting (V) <a href="#">ZOOM LINK</a> 9:00 – 10:30am  YPN Advisory Committee (V) 11:00am – 12:30pm	14  Close More Sales/Improve FICO Webinar (V) 10:00 – 11:00am	15  Marketing Strategy & Lead Generation (V) 8:30am – 5:00pm  WCR Monthly Business Meeting (V) 11:30am – 2:00pm	16  SAR Event Center Grand Opening by RSVP ONLY  SAR Toastmasters Club (V) 7:30am – 9:00am  SAR Affiliate Task Force (V) 9:00 – 10:00am
19  No Events Scheduled	20  Virtual Regional Meeting (V) <a href="#">ZOOM LINK</a> 9:00 – 10:30am  Marketing/Communications Committee (V) 10:30am – 12noon  Scholarship Fundraising Committee (V) 1:00 – 2:00pm	21  Essential Disclosures (V) 10:00am – 12noon  SAR New Member Orientation (V) 6:00 – 9:30pm	22  SAR BOD 11:00am – 1:00pm	23  SAR Toastmasters Club 7:30am – 9:00am  CanTree Brews & 'Ques 4:00 – 7:00pm
26  No Events Scheduled	27  Virtual Regional Meeting (V) <a href="#">ZOOM LINK</a> 9:00 – 10:30am  Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon  SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	28  No Events Scheduled	29  No Events Scheduled	30  SAR Toastmasters Club 7:30am – 9:00am

# 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

## JUNE

### CLASS

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

- |    |                |                                                                                          |
|----|----------------|------------------------------------------------------------------------------------------|
| 17 | 10am – 11:30am | <a href="#">WRITE OFFERS THAT WIN IN TODAY'S COMPETITIVE MARKET</a>                      |
| 21 | 10am – 11am    | <a href="#">LISTING AND SELLING TENANT OCCUPIED PROPERTIES &amp; EVICTION MORATORIUM</a> |
| 24 | 10am – 11am    | <a href="#">MARKET UPDATE WITH RYAN LUNDQUIST</a>                                        |

## JULY

### CLASS

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

- |    |                 |                                                                                            |
|----|-----------------|--------------------------------------------------------------------------------------------|
| 14 | 10am – 11am     | <a href="#">CLOSE MORE SALES WITH SECRETS TO IMPROVE FICO/ CREDIT AND LOAN ELIGIBILITY</a> |
| 15 | 8:30:30am – 5pm | <a href="#">MARKETING STRATEGY AND LEAD GENERATION</a>                                     |
| 21 | 10am – 12am     | <a href="#">ESSENTIAL DISCLOSURES</a>                                                      |
| 28 | 10am – 11am     | <a href="#">EVERYTHING VA LOANS</a>                                                        |

## 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!](#)



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FEATURING:

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



## ON DEMAND WEBINARS

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

### RACE IN REAL ESTATE

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

[REGISTER/MORE INFO HERE](#)

### HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE

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

[REGISTER/MORE INFO HERE](#)

### RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE

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

[REGISTER/MORE INFO HERE](#)

### WHAT BUSINESS STRUCTURE IS RIGHT FOR YOU?

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

[REGISTER/MORE INFO HERE](#)

### BROADENING YOUR SCOPE & RUNNING A SUCCESSFUL BROKERAGE

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

[REGISTER/MORE INFO HERE](#)

### BRANDING YOURSELF 101

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

[REGISTER/MORE INFO HERE](#)

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

# Looking for an Affiliate or REALTOR®?

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



# May 2021

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**Elisa Holcomb**  
SnapNHD

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Lyon RE Folsom

**Kent Meyer**  
Galster Real Estate Group

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**Loren Brooks**  
Loren Brooks

**Edward Calvin**  
Calvin Realty & Investment

**Moises Carlos**  
Escala Realty Group

**Lee Garrido**  
GC Real Estate Inc.

**Mona Lee**  
Mona Lee, Broker

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Excel Realty

**Don Nguyen**  
Don Nguyen R.E. Investments

**Hongran Stone**  
Stone & Associates

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Realty World Westcamp Realty

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**Yan Hong Yang**  
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**Zhanglun Zeng**  
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WELCOME



# SACRAMENTO HOUSING STATISTICS

## Sales volume flat, county median sales price nears \$500,000

# MAY

May closed ended with 1,540 sales, the same amount as April. Compared to one year ago (1,032), the current figure is up 49%. Of the 1,540 sales this month, 190 (12.3%) used cash financing, 1,097 (71.2%) used conventional, 173 (11.2%) used FHA, 53 (3.4%) used VA and 27 (1.8%) used Other† types of financing.

The median sales price increased 1.8% from \$489,500 to \$498,500. This figure is up 26.2% from May 2020 (\$395,000).

The Active Listing Inventory increased 26% from April to May, from 1,006 units to 1,267 units. Compared with May 2020 (1,775), inventory is down 28.6%. The Months of Inventory increased from .7 to .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, 94.9% (1,462) were on the market for 30 days or less and 98.5% (1,517) were on the market for 60 days or less.

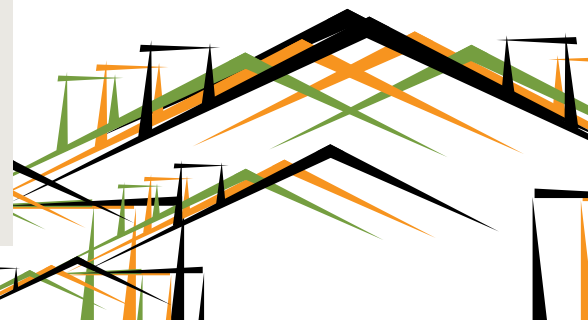
The Average Price/SqFt of all homes sold increased from \$303 to \$324. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	3	0	N/A
\$200,000 - \$249,999	2	2	1.0
\$250,000 - \$299,999	23	22	1.0
\$300,000 - \$349,999	62	81	0.8
\$350,000 - \$399,999	138	173	0.8
\$400,000 - \$449,999	153	247	0.6
\$450,000 - \$499,999	191	247	0.8
\$500,000 - \$749,000	408	556	0.7
\$750,000 - \$999,999	142	140	1.0
\$1,000,000 and over	145	72	2.0
<b>Total:</b>	<b>1,267</b>	<b>1,540</b>	<b>Total: 0.8</b>

Market Snapshot - May 2021					
	May-21	Apr-21	Change	May-20	Change (from '20)
<b>Sales</b>	1,540	1,540	0.0%	1,032	49.2%
<b>Median Sales Price</b>	\$498,500	\$489,500	1.8%	\$395,000	26.2%
<b>Active Inventory</b>	1,267	1,006	25.9%	1,775	-28.6%
<b>Median DOM</b>	6	6	0.0%	9	-33.3%
<b>Avg. Price/SqFt</b>	\$324	\$303	6.9%	\$261	24.1%

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

## MAY 2021

### MLS STATISTICS for May 2021

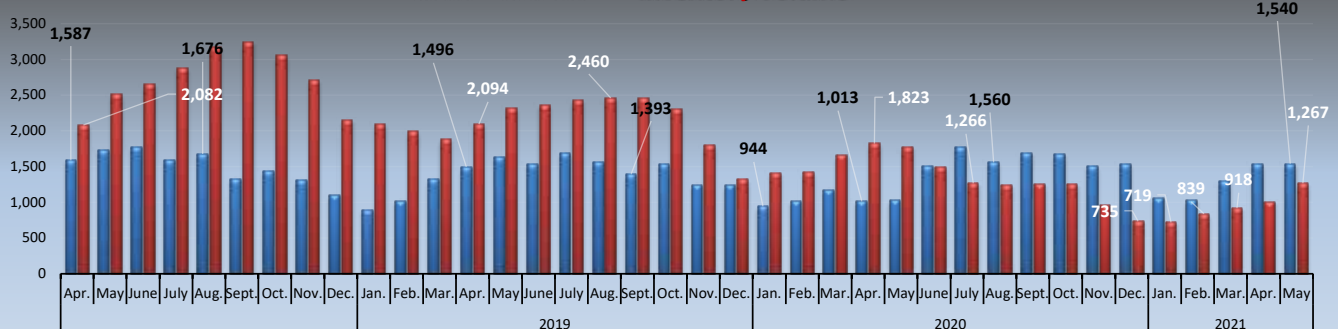
Data for Sacramento County and the City of West Sacramento



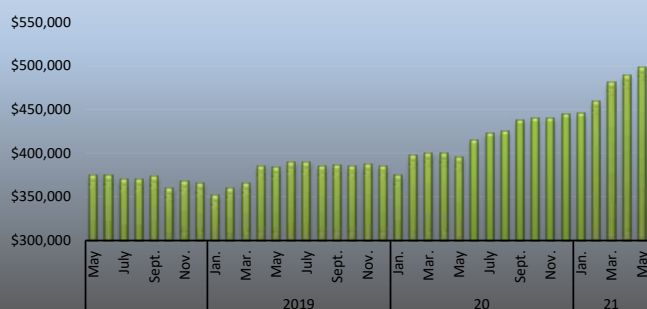
#### SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,912		1,904	0.4%		1,700		12.5%
Active Listing Inventory †	1,267		1,006	25.9%		1,775		-28.6%
Pending Sales This Month*	1,983		1,960	1.2%		1,920		3.3%
Number of REO Sales	7	0.5%	4	75%	0.3%	11	1.1%	-36.4%
Number of Short Sales	1	0.1%	2	-50%	0.1%	4	0.4%	-75.0%
Equity Sales	1,532	99.5%	1,534	-0.1%	99.6%	1,017	98.5%	50.6%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,540	100%	1,540	0.0%	100%	1,032	100.0%	49.2%
Months Inventory	0.8 Months		0.7 Months	14.3%		1.7 Months		-52.9%
Dollar Value of Closed Escrows	\$866,527,014		\$839,720,020	3.2%		\$443,888,793		95.2%
Median	\$498,500		\$489,500	1.8%		\$395,000		26.2%
Mean	\$562,680		\$545,273	3.2%		\$430,125		30.8%
Year-to-Date Statistics	1/01/21 to 5/31/21		1/01/21 to 5/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			5/31/2020		Change
Number of Closed Escrows	6,460		6,563			5,173		24.9%
Dollar Value of Closed Escrows	\$3,414,700,883		\$3,461,277,878			\$2,216,272,740		54.1%
Median	\$475,000		\$475,000			\$395,000		20.3%
Mean	\$528,591		\$527,393			\$428,431		23.4%

#### Sales Volume vs Inventory Volume



#### Median Sales Price



#### Sacramento County Statistics brought to you by:

**Your Real Estate Office**

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

\*SAR Members Only\*

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

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

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

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

# Data for Sacramento County and the City of West Sacramento

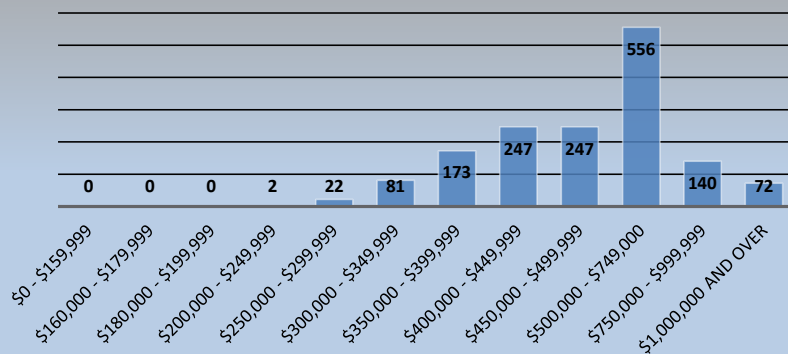
## MLS STATISTICS for May 2021

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

#### BREAKDOWN OF SALES BY PRICE

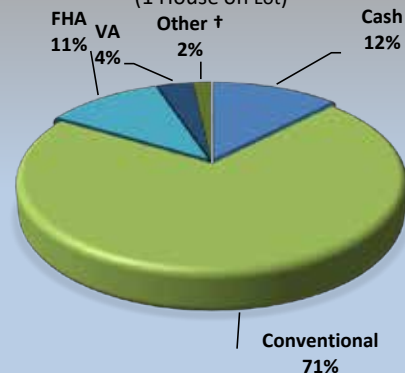
##### 1 House on Lot

Total: 1,540

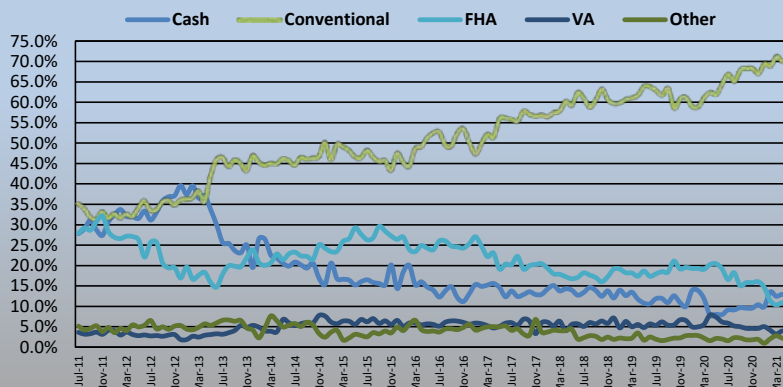


#### Type of Financing/Days on Market

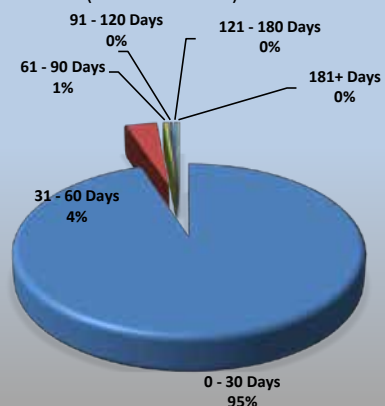
##### TYPE OF FINANCING (1 House on Lot)



##### 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	190	12.3%	199	12.9%	0 - 30	1,462	94.9%	92.2%	85.3%
Conventional	1,097	71.2%	1,078	70.0%	31 - 60	55	3.6%	4.8%	8.6%
FHA	173	11.2%	168	10.9%	61 - 90	9	0.6%	1.5%	3.2%
VA	53	3.4%	61	4.0%	91 - 120	5	0.3%	0.7%	1.4%
Other †	27	1.8%	34	2.2%	121 - 180	7	0.5%	0.6%	1.0%
<b>Total</b>	<b>1,540</b>	<b>100.0%</b>	<b>1,540</b>	<b>100.0%</b>	<b>181+</b>	<b>2</b>	<b>0.1%</b>	<b>0.3%</b>	<b>0.5%</b>
					<b>Total</b>	<b>1,540</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

	Current	Last Month
Median DOM:	6	6
Average DOM:	11	11
Average Price/Square Foot:	\$324.0	\$306.3

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

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

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

## SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	78	REO Sales 0	70	32	285
	Median Sales Price	\$530,000	\$0	\$540,000	\$464,000	\$520
	Average Price/Square Foot	\$335	Short Sales 0	\$316	\$258	N/A
	Average Sq Ft of Property	1,928	\$0	1,937	1,908	N/A
	Total Listing Inventory *	78	Conventional 78	74	95	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$530,000	\$649,950	\$544,900	N/A
95610 Citrus Heights	Total Sales	55	REO Sales 1	41	34	174
	Median Sales Price	\$472,000	\$394,500	\$505,000	\$390,000	\$467,950
	Average Price/Square Foot	\$318	Short Sales 0	\$311	\$246	N/A
	Average Sq Ft of Property	1,559	\$0	1,702	1,609	N/A
	Total Listing Inventory *	29	Conventional 54	30	29	N/A
	Total Listing Median Price ∞	\$494,000	Sales \$473,500	\$494,900	\$449,972	N/A
95621 Citrus Heights	Total Sales	55	REO Sales 0	52	31	211
	Median Sales Price	\$435,000	\$0	\$431,000	\$350,000	\$428,000
	Average Price/Square Foot	\$309	Short Sales 0	\$304	\$262	N/A
	Average Sq Ft of Property	1,451	\$0	1,511	1,408	N/A
	Total Listing Inventory *	26	Conventional 55	31	38	N/A
	Total Listing Median Price ∞	\$444,900	Sales \$435,000	\$425,000	\$364,999	N/A
95624 Elk Grove	Total Sales	49	REO Sales 0	68	50	269
	Median Sales Price	\$635,000	\$0	\$567,563	\$445,550	\$568,888
	Average Price/Square Foot	\$310	Short Sales 0	\$301	\$237	N/A
	Average Sq Ft of Property	2,316	\$0	2,313	2,076	N/A
	Total Listing Inventory *	45	Conventional 49	42	59	N/A
	Total Listing Median Price ∞	\$637,750	Sales \$635,000	\$638,888	\$585,000	N/A
95626 Elverta	Total Sales	8	REO Sales 0	9	1	33
	Median Sales Price	\$387,225	\$0	\$401,000	\$342,000	\$401,000
	Average Price/Square Foot	\$370	Short Sales 0	\$350	\$339	N/A
	Average Sq Ft of Property	1,104	\$0	1,382	1,008	N/A
	Total Listing Inventory *	9	Conventional 8	3	4	N/A
	Total Listing Median Price ∞	\$703,944	Sales \$387,225	\$489,000	\$525,000	N/A
95628 Fair Oaks	Total Sales	66	REO Sales 0	51	35	236
	Median Sales Price	\$606,000	\$0	\$580,000	\$410,000	\$585,000
	Average Price/Square Foot	\$320	Short Sales 1	\$321	\$267	N/A
	Average Sq Ft of Property	2,183	\$600,000	1,964	1,707	N/A
	Total Listing Inventory *	54	Conventional 65	37	99	N/A
	Total Listing Median Price ∞	\$677,500	Sales \$610,000	\$659,000	\$598,750	N/A
95630 Folsom	Total Sales	83	REO Sales 0	97	52	372
	Median Sales Price	\$720,000	\$0	\$685,000	\$589,500	\$671,250
	Average Price/Square Foot	\$347	Short Sales 0	\$339	\$298	N/A
	Average Sq Ft of Property	2,379	\$0	2,238	2,099	N/A
	Total Listing Inventory *	63	Conventional 83	47	126	N/A
	Total Listing Median Price ∞	\$770,000	Sales \$720,000	\$719,000	\$575,500	N/A
95632 Galt	Total Sales	26	REO Sales 1	40	18	144
	Median Sales Price	\$468,750	\$590,000	\$457,500	\$382,500	\$467,000
	Average Price/Square Foot	\$282	Short Sales 0	\$293	\$254	N/A
	Average Sq Ft of Property	1,768	\$0	1,752	1,653	N/A
	Total Listing Inventory *	20	Conventional 25	16	43	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$467,500	\$575,000	\$469,950	N/A
95638 Herald	Total Sales	0	REO Sales 0	0	1	5
	Median Sales Price	\$0	\$0	\$0	\$510,000	\$710,000
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$236	N/A
	Average Sq Ft of Property	0	\$0	0	2,158	N/A
	Total Listing Inventory *	1	Conventional 0	4	6	N/A
	Total Listing Median Price ∞	\$587,500	Sales \$0	\$717,500	\$725,000	N/A
95641 Isleton	Total Sales	2	REO Sales 0	3	2	10
	Median Sales Price	\$335,000	\$0	\$330,000	\$422,500	\$352,500
	Average Price/Square Foot	\$239	Short Sales 0	\$311	\$219	N/A
	Average Sq Ft of Property	1,399	\$0	1,087	1,938	N/A
	Total Listing Inventory *	3	Conventional 2	2	11	N/A
	Total Listing Median Price ∞	\$499,450	Sales \$335,000	\$1,774,500	\$296,500	N/A
95655 Mather	Total Sales	38	REO Sales 0	5	2	22
	Median Sales Price	\$350,750	\$0	\$535,000	\$468,500	\$472,500
	Average Price/Square Foot	\$300	Short Sales 0	\$296	\$216	N/A
	Average Sq Ft of Property	1,617	\$0	1,846	2,279	N/A
	Total Listing Inventory *	2	Conventional 5	4	2	N/A
	Total Listing Median Price ∞	\$559,450	Sales \$475,000	\$427,000	\$479,500	N/A
95660 North Highlands	Total Sales	38	REO Sales 0	44	18	164
	Median Sales Price	\$350,750	\$0	\$360,000	\$285,000	\$345,000
	Average Price/Square Foot	\$313	Short Sales 0	\$292	\$241	N/A
	Average Sq Ft of Property	1,234	\$0	1,266	1,190	N/A
	Total Listing Inventory *	26	Conventional 38	17	32	N/A
	Total Listing Median Price ∞	\$359,000	Sales \$350,750	\$360,000	\$309,000	N/A
95662 Orangevale	Total Sales	43	REO Sales 0	38	22	180
	Median Sales Price	\$525,000	\$0	\$485,000	\$409,000	\$490,000
	Average Price/Square Foot	\$341	Short Sales 0	\$341	\$268	N/A
	Average Sq Ft of Property	1,754	\$0	1,669	1,729	N/A
	Total Listing Inventory *	37	Conventional 43	38	26	N/A
	Total Listing Median Price ∞	\$660,000	Sales \$525,000	\$575,000	\$499,000	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	58	REO Sales 0	61	30	244
	Median Sales Price	\$472,500	\$0	\$490,000	\$343,500	\$459,000
	Average Price/Square Foot	\$303	Short Sales 0	\$300	\$245	N/A
	Average Sq Ft of Property	1,784	\$0	1,846	1,547	N/A
	Total Listing Inventory *	55	Conventional 58	26	42	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$472,500	\$429,950	\$439,500	N/A
95673 Rio Linda	Total Sales	17	REO Sales 0	17	7	66
	Median Sales Price	\$420,000	\$0	\$405,000	\$325,000	\$395,000
	Average Price/Square Foot	\$313	Short Sales 0	\$296	\$245	N/A
	Average Sq Ft of Property	1,351	\$0	1,628	1,360	N/A
	Total Listing Inventory *	17	Conventional 17	7	20	N/A
	Total Listing Median Price ∞	\$582,000	Sales \$420,000	\$459,900	\$322,750	N/A
95683 Rancho Murieta	Total Sales	12	REO Sales 0	11	8	64
	Median Sales Price	\$677,500	\$0	\$825,000	\$571,000	\$616,000
	Average Price/Square Foot	\$287	Short Sales 0	\$290	\$237	N/A
	Average Sq Ft of Property	2,497	\$0	3,014	2,557	N/A
	Total Listing Inventory *	12	Conventional 12	13	34	N/A
	Total Listing Median Price ∞	\$819,000	Sales \$677,500	\$812,450	\$684,450	N/A
95690 Walnut Grove	Total Sales	2	REO Sales 0	4	0	6
	Median Sales Price	\$432,475	\$0	\$545,000	\$0	\$432,475
	Average Price/Square Foot	\$247	Short Sales 0	\$469	\$0	N/A
	Average Sq Ft of Property	1,800	\$0	1,148	0	N/A
	Total Listing Inventory *	2	Conventional 2	2	6	N/A
	Total Listing Median Price ∞	\$944,950	Sales \$432,475	\$1,182,500	\$354,900	N/A
95693 Wilton	Total Sales	5	REO Sales 0	8	3	24
	Median Sales Price	\$1,100,000	\$0	\$918,000	\$380,000	\$887,500
	Average Price/Square Foot	\$356	Short Sales 0	\$356	\$366	N/A
	Average Sq Ft of Property	3,104	\$0	2,762	1,374	N/A
	Total Listing Inventory *	13	Conventional 5	10	15	N/A
	Total Listing Median Price ∞	\$1,095,000	Sales \$1,100,000	\$1,037,500	\$950,000	N/A
95742 Rancho Cordova	Total Sales	22	REO Sales 0	23	32	115
	Median Sales Price	\$572,500	\$0	\$580,000	\$468,944	\$545,000
	Average Price/Square Foot	\$276	Short Sales 0	\$248	\$218	N/A
	Average Sq Ft of Property	2,169	\$0	2,467	2,606	N/A
	Total Listing Inventory *	9	Conventional 22	6	49	N/A
	Total Listing Median Price ∞	\$589,900	Sales \$572,500	\$582,500	\$477,633	N/A
95757 Elk Grove	Total Sales	45	REO Sales 0	50	33	175
	Median Sales Price	\$635,000	\$0	\$592,500	\$510,000	\$605,000
	Average Price/Square Foot	\$285	Short Sales 0	\$277	\$225	N/A
	Average Sq Ft of Property	2,472	\$0	2,311	2,432	N/A
	Total Listing Inventory *	20	Conventional 45	22	56	N/A
	Total Listing Median Price ∞	\$649,944	Sales \$635,000	\$664,394	\$562,000	N/A
95758 Elk Grove	Total Sales	62	REO Sales 0	42	50	235
	Median Sales Price	\$542,250	\$0	\$533,904	\$410,000	\$515,000
	Average Price/Square Foot	\$310	Short Sales 0	\$291	\$255	N/A
	Average Sq Ft of Property	1,852	\$0	1,954	1,724	N/A
	Total Listing Inventory *	36	Conventional 62	27	75	N/A
	Total Listing Median Price ∞	\$589,500	Sales \$542,250	\$499,000	\$437,444	N/A
95811 Midtown/ Downtown	Total Sales	4	REO Sales 0	4	2	20
	Median Sales Price	\$423,000	\$0	\$562,000	\$495,840	\$612,000
	Average Price/Square Foot	\$402	Short Sales 0	\$452	\$415	N/A
	Average Sq Ft of Property	1,161	\$0	1,182	1,218	N/A
	Total Listing Inventory *	14	Conventional 4	7	9	N/A
	Total Listing Median Price ∞	\$724,000	Sales \$423,000	\$749,000	\$809,000	N/A
95814 Downtown	Total Sales	0	REO Sales 0	0	2	13
	Median Sales Price	\$0	\$0	\$0	\$602,495	\$565,899
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$354	N/A
	Average Sq Ft of Property	0	\$0	0	1,703	N/A
	Total Listing Inventory *	2	Conventional 0	1	2	N/A
	Total Listing Median Price ∞	\$887,000	Sales \$0	\$747,000	\$622,495	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	13	REO Sales 1	18	11	103
	Median Sales Price	\$327,000	\$297,500	\$351,000	\$265,000	\$327,000
	Average Price/Square Foot	\$284	Short Sales 0	\$285	\$222	N/A
	Average Sq Ft of Property	1,310	\$0	1,364	1,316	N/A
	Total Listing Inventory *	18	Conventional 12	18	25	N/A
	Total Listing Median Price ∞	\$349,900	Sales \$328,500	\$327,937	\$298,500	N/A
95816 Midtown/East Sacramento	Total Sales	14	REO Sales 0	18	9	70
	Median Sales Price	\$757,500	\$0	\$746,000	\$585,000	\$657,000
	Average Price/Square Foot	\$490	Short Sales 0	\$453	\$411	N/A
	Average Sq Ft of Property	1,629	\$0	1,900	1,541	N/A
	Total Listing Inventory *	26	Conventional 14	17	27	N/A
	Total Listing Median Price ∞	\$862,450	Sales \$757,500	\$888,000	\$673,500	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	10	REO Sales 0	13	13	64
	Median Sales Price	\$495,000	\$0	\$560,000	\$400,000	\$452,500
	Average Price/Square Foot	\$474	Short Sales 0	\$441	\$347	N/A
	Average Sq Ft of Property	1,065	\$0	1,322	1,333	N/A
	Total Listing Inventory *	25	Conventional 10	14	23	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$495,000	\$499,450	\$449,000	N/A

# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	24	REO Sales 0	19	13	100
	Median Sales Price	\$771,623	\$0	\$645,000	\$599,000	\$657,500
	Average Price/Square Foot	\$472	Short Sales 0	\$515	\$480	N/A
	Average Sq Ft of Property	1,854	\$0	1,367	1,382	N/A
	Total Listing Inventory *	37	Conventional 24	22	32	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$771,623	\$677,500	\$661,475	N/A
95819 East Sacramento	Total Sales	42	REO Sales 0	36	22	140
	Median Sales Price	\$763,750	\$0	\$819,000	\$594,500	\$745,000
	Average Price/Square Foot	\$498	Short Sales 0	\$490	\$431	N/A
	Average Sq Ft of Property	1,733	\$0	1,848	1,680	N/A
	Total Listing Inventory *	37	Conventional 42	30	40	N/A
	Total Listing Median Price ∞	\$824,000	Sales \$763,750	\$719,950	\$899,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	47	REO Sales 0	47	30	197
	Median Sales Price	\$402,000	\$0	\$385,000	\$293,500	\$375,000
	Average Price/Square Foot	\$367	Short Sales 0	\$356	\$286	N/A
	Average Sq Ft of Property	1,188	\$0	1,177	1,091	N/A
	Total Listing Inventory *	32	Conventional 47	31	39	N/A
	Total Listing Median Price ∞	\$398,850	Sales \$402,000	\$399,000	\$299,900	N/A
95821 N. Arden Arcade	Total Sales	37	REO Sales 0	26	35	151
	Median Sales Price	\$490,000	\$0	\$452,500	\$375,000	\$440,000
	Average Price/Square Foot	\$315	Short Sales 0	\$323	\$266	N/A
	Average Sq Ft of Property	1,645	\$0	1,561	1,444	N/A
	Total Listing Inventory *	30	Conventional 37	20	44	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$490,000	\$482,500	\$386,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	47	REO Sales 0	40	30	171
	Median Sales Price	\$407,000	\$0	\$399,000	\$322,500	\$388,000
	Average Price/Square Foot	\$342	Short Sales 0	\$339	\$283	N/A
	Average Sq Ft of Property	1,449	\$0	1,471	1,518	N/A
	Total Listing Inventory *	29	Conventional 47	23	33	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$407,000	\$389,000	\$359,999	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	41	REO Sales 1	43	29	189
	Median Sales Price	\$395,000	\$375,000	\$385,000	\$323,000	\$385,000
	Average Price/Square Foot	\$282	Short Sales 0	\$273	\$225	N/A
	Average Sq Ft of Property	1,439	\$0	1,467	1,522	N/A
	Total Listing Inventory *	25	Conventional 41	27	43	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$395,000	\$382,500	\$295,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	11	REO Sales 0	15	12	73
	Median Sales Price	\$355,000	\$0	\$337,250	\$277,500	\$325,000
	Average Price/Square Foot	\$279	Short Sales 0	\$308	\$236	N/A
	Average Sq Ft of Property	1,273	\$0	1,171	1,156	N/A
	Total Listing Inventory *	15	Conventional 11	13	21	N/A
	Total Listing Median Price ∞	\$337,500	Sales \$355,000	\$329,000	\$272,450	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	18	REO Sales 0	15	6	75
	Median Sales Price	\$446,250	\$0	\$355,000	\$349,950	\$415,000
	Average Price/Square Foot	\$331	Short Sales 0	\$340	\$259	N/A
	Average Sq Ft of Property	1,396	\$0	1,132	1,518	N/A
	Total Listing Inventory *	13	Conventional 18	14	17	N/A
	Total Listing Median Price ∞	\$497,000	Sales \$446,250	\$458,500	\$425,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	35	REO Sales 0	40	21	162
	Median Sales Price	\$460,000	\$0	\$460,000	\$370,000	\$450,000
	Average Price/Square Foot	\$321	Short Sales 0	\$316	\$258	N/A
	Average Sq Ft of Property	1,504	\$0	1,491	1,493	N/A
	Total Listing Inventory *	29	Conventional 35	12	27	N/A
	Total Listing Median Price ∞	\$444,450	Sales \$460,000	\$462,500	\$362,000	N/A
95827 Lincoln Village	Total Sales	22	REO Sales 0	20	13	73
	Median Sales Price	\$440,100	\$0	\$426,250	\$360,000	\$425,000
	Average Price/Square Foot	\$307	Short Sales 0	\$312	\$244	N/A
	Average Sq Ft of Property	1,494	\$0	1,413	1,497	N/A
	Total Listing Inventory *	11	Conventional 22	13	6	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$440,100	\$424,900	\$344,950	N/A
95828 Florin	Total Sales	40	REO Sales 1	41	30	177
	Median Sales Price	\$428,500	\$310,000	\$404,500	\$330,000	\$405,000
	Average Price/Square Foot	\$387	Short Sales 0	\$262	\$231	N/A
	Average Sq Ft of Property	1,510	\$0	1,635	1,450	N/A
	Total Listing Inventory *	47	Conventional 39	31	44	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$430,000	\$429,000	\$346,000	N/A
95829 Vineyard	Total Sales	30	REO Sales 1	26	23	124
	Median Sales Price	\$532,000	\$460,000	\$545,000	\$425,000	\$490,000
	Average Price/Square Foot	\$306	Short Sales 0	\$305	\$227	N/A
	Average Sq Ft of Property	1,883	\$0	2,112	1,921	N/A
	Total Listing Inventory *	21	Conventional 29	13	51	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$535,000	\$626,500	\$459,000	N/A
95830 East Florin Road	Total Sales	1	REO Sales 0	1	0	5
	Median Sales Price	\$1,300,000	\$0	\$750,000	\$0	\$695,000
	Average Price/Square Foot	\$359	Short Sales 0	\$272	\$0	N/A
	Average Sq Ft of Property	3,622	\$0	2,753	0	N/A
	Total Listing Inventory *	2	Conventional 1	0	1	N/A
	Total Listing Median Price ∞	\$875,000	Sales \$1,300,000	\$0	\$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	30	REO Sales 0	26	19	114
	Median Sales Price	\$653,500	\$0	\$605,500	\$485,000	\$600,000
	Average Price/Square Foot	\$331	Short Sales 0	\$335	\$272	N/A
	Average Sq Ft of Property	2,091	\$0	2,058	2,090	N/A
	Total Listing Inventory *	20	Conventional 30	19	26	N/A
	Total Listing Median Price ∞	\$599,900	Sales \$653,500	\$640,000	\$669,700	N/A
			0			
95832 Meadowview Freeport	Total Sales	5	REO Sales 1	5	5	23
	Median Sales Price	\$370,000	\$470,000	\$431,000	\$285,000	\$358,000
	Average Price/Square Foot	\$253	Short Sales 0	\$271	\$228	N/A
	Average Sq Ft of Property	1,652	\$0	1,505	1,304	N/A
	Total Listing Inventory *	7	Conventional 4	4	8	N/A
	Total Listing Median Price ∞	\$380,000	Sales \$366,500	\$865,000	\$304,975	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	38	REO Sales 0	28	32	144
	Median Sales Price	\$426,500	\$0	\$444,500	\$350,000	\$424,000
	Average Price/Square Foot	\$297	Short Sales 0	\$308	\$239	N/A
	Average Sq Ft of Property	1,547	\$0	1,534	1,586	N/A
	Total Listing Inventory *	22	Conventional 38	22	49	N/A
	Total Listing Median Price ∞	\$459,000	Sales \$426,500	\$469,450	\$395,370	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	30	REO Sales 0	38	34	163
	Median Sales Price	\$519,000	\$0	\$488,500	\$403,568	\$490,000
	Average Price/Square Foot	\$280	Short Sales 0	\$281	\$221	N/A
	Average Sq Ft of Property	1,966	\$0	1,879	1,885	N/A
	Total Listing Inventory *	24	Conventional 30	14	47	N/A
	Total Listing Median Price ∞	\$520,000	Sales \$519,000	\$539,450	\$407,500	N/A
95835 North Natomas	Total Sales	52	REO Sales 0	60	28	219
	Median Sales Price	\$535,000	\$0	\$522,500	\$433,000	\$510,000
	Average Price/Square Foot	\$280	Short Sales 0	\$262	\$216	N/A
	Average Sq Ft of Property	2,041	\$0	2,217	2,322	N/A
	Total Listing Inventory *	33	Conventional 52	27	39	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$535,000	\$544,950	\$448,975	N/A
95838 Del Paso Heights Robla	Total Sales	31	REO Sales 0	29	29	157
	Median Sales Price	\$339,999	\$0	\$350,000	\$327,000	\$330,000
	Average Price/Square Foot	\$278	Short Sales 0	\$275	\$219	N/A
	Average Sq Ft of Property	1,298	\$0	1,296	1,476	N/A
	Total Listing Inventory *	35	Conventional 31	21	33	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$339,999	\$360,000	\$299,000	N/A
95841 Foothill Farms North Highlands	Total Sales	10	REO Sales 0	10	6	53
	Median Sales Price	\$436,000	\$0	\$420,000	\$357,500	\$405,000
	Average Price/Square Foot	\$277	Short Sales 0	\$286	\$244	N/A
	Average Sq Ft of Property	1,635	\$0	1,541	1,718	N/A
	Total Listing Inventory *	7	Conventional 10	6	19	N/A
	Total Listing Median Price ∞	\$484,000	Sales \$436,000	\$479,450	\$379,500	N/A
95842 Foothill Farms	Total Sales	35	REO Sales 0	35	21	127
	Median Sales Price	\$402,000	\$0	\$380,000	\$330,000	\$382,000
	Average Price/Square Foot	\$314	Short Sales 0	\$312	\$264	N/A
	Average Sq Ft of Property	1,311	\$0	1,273	1,278	N/A
	Total Listing Inventory *	13	Conventional 35	12	25	N/A
	Total Listing Median Price ∞	\$399,450	Sales \$402,000	\$368,950	\$319,750	N/A
95843 Antelope	Total Sales	60	REO Sales 0	64	37	251
	Median Sales Price	\$496,000	\$0	\$465,500	\$375,000	\$457,000
	Average Price/Square Foot	\$283	Short Sales 0	\$277	\$244	N/A
	Average Sq Ft of Property	1,889	\$0	1,766	1,651	N/A
	Total Listing Inventory *	28	Conventional 60	28	40	N/A
	Total Listing Median Price ∞	\$489,950	Sales \$496,000	\$451,000	\$409,950	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	42	REO Sales 0	43	25	164
	Median Sales Price	\$772,500	\$0	\$570,000	\$395,000	\$615,000
	Average Price/Square Foot	\$390	Short Sales 0	\$376	\$313	N/A
	Average Sq Ft of Property	2,383	\$0	2,005	1,678	N/A
	Total Listing Inventory *	53	Conventional 42	48	68	N/A
	Total Listing Median Price ∞	\$985,000	Sales \$772,500	\$1,311,111	\$849,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	8	REO Sales 0	9	7	38
	Median Sales Price	\$378,500	\$0	\$399,000	\$288,000	\$387,500
	Average Price/Square Foot	\$365	Short Sales 0	\$321	\$287	N/A
	Average Sq Ft of Property	1,163	\$0	1,386	1,072	N/A
	Total Listing Inventory *	16	Conventional 8	10	9	N/A
	Total Listing Median Price ∞	\$412,450	Sales \$378,500	\$490,000	\$329,900	N/A
95691 West Sacramento Southport Jefferson	Total Sales	32	REO Sales 0	37	25	166
	Median Sales Price	\$547,450	\$0	\$480,000	\$457,000	\$472,500
	Average Price/Square Foot	\$302	Short Sales 0	\$316	\$257	N/A
	Average Sq Ft of Property	1,965	\$0	1,914	2,008	N/A
	Total Listing Inventory *	38	Conventional 32	29	57	N/A
	Total Listing Median Price ∞	\$518,900	Sales \$547,450	\$556,900	\$450,000	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



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**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

