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MARCH 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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es, tips, etc. Attach Form(s) W-2
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Attach Schedule C or C-EZ
Attach Schedule D if required. If not
Attach Form 4797

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ARE YOU GETTING IT?

We send out the SAR Weekly Docket every Wednesday evening - are you receiving it? If you would like to keep up to date with what's happening at SAR, send a subscription request to tvicari@sacrealtor.org.



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2021 PRESIDENT

Planning for the Future

With April just around the corner, many of us are preparing for the filing of our taxes. We look back through 2020 with a fine-toothed comb. We analyze our expenditures and income. We categorize and calculate. We make important decisions about investments, allocations and savings that will help us plan for the financial future we want to achieve.

As your association, SAR will also take the time to look back at 2020 with a fine-toothed comb. We consider some of our achievements: the development of a new strategic plan; working closely with County officials to obtain a designation of "essential workforce" during the pandemic; broadening engagement with our REALTOR® and Affiliate members through new virtual platforms; and finding creative ways to continue supporting our Sacramento communities through volunteerism and fundraising.

While 2020 was a challenging year to say the least, we also have so much to celebrate. At SAR, we have so many members who remained involved despite the pandemic and despite busy schedules. Dozens of REALTOR® and Affiliate volunteers stepped up last year and made a difference, both for our Association and for our region. This March, we take a few short minutes to celebrate a handful of our volunteer members who truly **Shined Their Light** in 2020. And, while we were not able to hold our traditional Awards ceremony this year, these people deserve our recognition and our appreciation.

Congratulations to my friends: Doug Covill, Deniece Ross-Francom, Theresa Gorham, Nathaniel Perez, Kevin Cooper, John Jennings, Paula Swayne, Karen Berkovitz, Preston Collier, Jeff Slodowitz, Rosanna Garcia, Dan Morasci, Judy Covington, Erin Stumpf and Chris Little. You truly went above and beyond for SAR last year. We appreciate you!

SAR has so many members who deserve recognition and thanks. And, I am hopeful we will have the opportunity to celebrate more of you at an in-person Awards Ceremony in 2022. Until then, I hope that you will remain involved and engaged. Or, find a way to be involved. If you are unsure how to get started, reach out! We will gladly help you find the right fit for your interests.

Finally, much like completing our annual tax return and planning for our future, SAR must plan for its future as well. While we celebrate our volunteers from last year, we also look for those who will step up into leadership roles to help guide the future of SAR. Now is the time! Our applications for Director and Officer positions are open through April 16th at 4:30pm. More information and applications can be found at sacrealtor.org/2022nominee. If you know of someone who would make a great leader for our Association, please send them the application. Or, consider completing one yourself. We look forward to working with SAR's future leaders!





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C.A.R. Meetings – Winter 2021

Each year your state association (C.A.R.) has three series of meetings where leaders from local AORs attend to gather and share information and report back to their respective Members. The meetings over the last year have been virtual, but have not been short of important information that all REALTORS® should know. This report was presented at the March 9th Regional Meeting by your C.A.R. Director Luis Sumpter. We are sharing it here to reiterate the importance of these items. Please take the time to read, absorb the information, and share to your colleagues.

C.A.R. Meeting Report – February 2020

During the period February 1-12, 2021 the California Association of REALTORS® (C.A.R.) met virtually to conduct the business of C.A.R. This is a report of significant activities of those meetings.

C.A.R. Directors Action Items:

Political Positions taken:

To “SPONSOR” in 2022 legislation to (a) conform to federal regulations to provide owner-occupants and public entities an opportunity to purchase GSE backed properties for 20 days (Federal first look program); (b) Require the REO seller to acknowledge all offers within that 20 day period; (c) Require REO sellers to reply to First Look offers prior to considering any offers from investor buyers; and (d) Prohibit a GSE from conducting bulk sales in California.

To “SPONSOR” legislation that states whenever any statute requires a seller in a real estate transaction to deliver to the buyer in that transaction any disclosure, notice, advisory or other document, that requirement shall only apply to a real estate transaction where, unless otherwise stated in the bill, the purchase and sale agreement between the parties is ratified on or after the effective date of that transaction.

To “OPPOSE UNLESS AMENDED” ACA 1, a measure that seeks to reduce the vote requirement from 2/3 to 55% for affordable workforce housing construction and public infrastructure. The amendments sought would limit the vote requirement reduction from 2/3 to 55% to apply only to bonds funding affordable workforce housing construction.

To adopt a “NOT REAL ESTATE RELATED” position on an as yet unnumbered proposition which may appear on the November 2022 ballot entitled:

“Requires State Regulations to Reduce Plastic Waste, Tax Producers of Single-Use Plastics, and Fund Recycling and Environmental Programs. Initiative Statute.”

To “SUPPORT”, in conjunction with NAR, “appraisal bifurcation” also known as hybrid appraisal.

To “SUPPORT”, in conjunction with NAR, the elimination of Fannie Mae and Freddie Mac’s risk-based pricing.

Subsequent to the CAR Meetings two new pieces of legislation were introduced. CAR leadership has taken the following positions:

To “SPONSOR” SB 539, a bill that would clarify the implementation timeline for Proposition 19.

To “OPPOSE” AB 1199, a bill that would require corporations to report the identity of the true owners of properties held in the names of LLCs, LPs or other legal structures into a database to be maintained by the Secretary of State and to place an excise tax of 15 to 40 percent on corporations owning 10 or more rental properties in California. The funds raised would be used to support first-time homebuyer education, down payment assistance programs and rental assistance for low-income families.

Other action items:

CAR announced the April launch date of a peer-to-peer ethics Infoline to serve CAR members, whereby specially trained REALTOR® volunteers will answer questions by phone from CAR members about the interpretation and application of the Code of Ethics.

C.A.R. Report Only Items:

Due to a vacancy being created Leigh Rutledge was moved from Alternate to Voting Trustee for the IMPAC Trustees for a two year period beginning November 2020.

IMPAC Trustees denied additional funding to Californians for Balanced Energy Solutions to advocate for policies that protect the use of natural gas in homes and a balanced approach to energy policy in California.

IMPAC Trustees provided \$20,000 to C.A.R. and the Southern California Association of Nonprofit Housing to place a measure on the November 2022 ballot to Repeal Article 34 of the California Constitution. Article 34 was sponsored by CAR in 1950 to require a ballot measure be approved before any low rent housing project could be built in a community.

SAR's own Rosanna Garcia was installed as the 2021 State President of the Women's Council of REALTORS® during the time the meetings were being held.

Items discussed at C.A.R. meetings but not resulting in action items:

Affordable Housing continues to be a widespread issue throughout all of CA. Likewise, fire insurance cost and availability, particularly in fire prone areas.

The NAR/DOJ settlement will be finalized in the next few months and will result in some new MLS changes and possibly some revised forms. One rule will require the commissions offered to buyer's brokers to be displayed on buyer printouts and included on all publicly accessible internet displays.

Greatly revised CAR Residential Purchase Agreement will be released in December 2021. It is 16 pages long. Classes on the new form will start in August. Will be available for review in April, prior to CAR legislative meetings.

A new group has been formed and will meet at CAR meetings. It is the California Association of Black Real Estate Professionals. They are a network of REALTORS® supporting and promoting African Americans as business, political and community leaders.

Diversity, Equity and Inclusion as well as Fair Housing remain a focus of the REALTOR® community.

COVID compliance remains an issue with many REALTORS® openly violating the restrictions. Complaints can be filed with DRE at 877-373-4542.

Buyer "love letters" are not illegal but are strongly discouraged. They can lead to claims of discrimination against sellers and listing brokers.

Buyer Broker Representation agreements remain optional but may become mandatory in the future. 37 states already mandate their use when representing buyers.

Fire insurance remains a top concern of REALTORS® in many parts of the states. New Fire Hardening Disclosures for homes in High or Very High Risk fire zones became mandatory January 1, 2021.

All REALTORS® are encouraged to complete the Fairhaven scenario regarding Fair Housing on the NAR website. The program is free to members. All REALTORS® are also encouraged to take the Implicit Bias and the At Home With Diversity training courses.

REALTORS® are encouraged to watch what appears on their social media accounts. Discrimination no longer needs to be deliberate to violate Fair Housing laws or the Code of Ethics.

REALTORS® are cautioned to never give tax advice to their clients based upon the provisions of Prop 19, 1031 tax deferred exchanges, Fair Housing or any other matter.

REALTORS® are cautioned to never talk about the commissions charged or business practices of others to avoid serious problems with anti-trust violations. Penalties start at \$10,000 per incident.

In Memoriam



Patty Gillette

SAR is saddened to hear of the tragic sudden passing of long-time REALTOR® and industry leader Patty Gillette on February 14th. Well-known and well-liked throughout the industry, Patty was also very engaged with her Association. Patty was SAR President in 1993 and continued to be involved with SAR over the years by serving on the Professional Standards Committee, as an Ombudsman, and on the Grievance Committee.

Patty began a career in Real Estate at age 18 as a secretary for Steele Realty. Within a few years she had her real estate license and never looked back. Over the years she worked for DRW, Coldwell Banker, Century 21, and, most recently, Lyon Real Estate. Patty was always driven to be the best at whatever she did. She was the first female vice-president for Coldwell Banker and served as president of the Sacramento Association of Realtors. In any list of top performers her name was usually present. She often used her many years of experience to mentor her co-workers.

Patty was definitely a people person and her list of friends and acquaintances was enormous. Patty was well known by her myriad of friends as the person who showed up in time of need with help, food, and comfort.

Please [view full online obituary here](#). For friends and family who wish to share stories and happy memories of Patty on Facebook, you can post on her [memorialized account here](#).

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Home Buying Season is Starting with Limited Inventory.

The spring buying season is upon us and the market is red hot! It is a sellers' market right now, and inventory is extremely low. Since last March when COVID broke out and the stay in place mandate went into effect, it appears new properties just are not hitting the market. This has been really frustrating for buyers who are making offers and, in many cases, getting out bid.

Homes are receiving multiple offers and going into contract over list price; so, what is a buyer to do if they do finally get into contract and run into appraisal issues with the home not appraising for the sales price?

Hopefully, the buyer has extra money and can pay the difference of the appraised value to buffer the gap from the sales price to the appraisal. What are the options if they do not have the additional funds? They can always put down less money and get mortgage insurance or we can get creative.

Here is a scenario: We have a \$575,000 sales price and the borrower is putting \$75,000 down for the down payment. The appraisal comes in \$525,000. What do we do? The borrower does not have the additional \$50,000.

The creative option is instead of the borrower paying mortgage insurance themselves, they have the lender pay it, known as Lender Paid Mortgage Insurance. Looking at the scenario above, we will base our loan off the \$525,000 appraised value and do a 95% loan at \$498,750. The cost for the lender paid mortgage insurance is \$7,372 + the \$1,250 in the reduction in the loan amount. The borrower needs to come up with an additional \$8,622 and not the \$50,000. The best part of this is the original loan with the \$75,000 down payment had a payment of \$2,105 PI + \$71 for mortgage insurance for a total payment of \$2,176. The payment for the 95% loan to value is \$2,100 so it is actually \$76 less! The buyer is still able to purchase the home and avoid the additional \$41,378 buffer for the appraisal not coming in at value. Make sure you are discussing this option with your loan officers; if you have an appraisal that does not come in at value.

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 forum is April 1st.



The Right Business Entity for the RE Professional

Whether it's a sole proprietorship, corporation or partnership, A REALTOR®'s selection of a business entity involves many factors. Among the more commonly considered factors are: (1) tax consequences; (2) liability protection; (3) cost of formation and maintenance; and (4) distribution of profits and assets. It is advisable to assess each of these factors and weigh their importance in choosing the right business entity.

This Q&A answers the most common hot line questions concerning business entities. The accompanying chart gives a summary of the major advantages and disadvantages of each type. Since many considerations are important in the choice of an entity, anyone facing these decisions should consult with his or her own legal and tax professionals about which entity makes the most sense, given the exact facts and circumstances of his or her situation.

I. SOLE PROPRIETORSHIPS

Q1. What is a sole proprietorship?

A1. *It is a business owned by just one person and which has no existence apart from you, the owner. Its liabilities are your personal liabilities. Likewise, all the assets belong to you as the owner. You include the income expenses of the business on your personal tax return.*

Q2. Is it necessary for me to operate my real estate business through a corporation or other type of entity?

A2. *No. There is no requirement whatsoever to operate your brokerage through an entity such as a corporation or partnership.*

Q3. How do I create a sole proprietorship?

A3. *You don't need to do anything. Just being in business under your own name (or a DBA which you have obtained from the county and had approved by the DRE) means you are by default acting as a sole proprietorship.*

Q4. Does a sole proprietorship offer any protection from liability?

A4. *No. Creditors may have access to both personal as well as business assets to satisfy debt, and the individual owner of the sole proprietorship is liable for the actions of the business.*

Q5. Does that mean if I have a broker's license and my name is John Doe, I can just start my brokerage as John Doe, REALTOR®?

A5. *Yes. You do not have to have a DBA or other business form to do business as a broker. You can do business as a sole proprietorship under your own name.*

The above Q&A is just a small sample of the information you can find at www.car.org. If you'd like to see the entire FAQ and Chart, please visit <https://www.car.org/riskmanagement/qa/broker-practice-folder/business-entity-re-prof-faq-chart>. **NOTE: you will have to log into the C.A.R. website to access full information.**





It's Tax Time Again – Things to Think About

The IRS extended the tax deadline to May 17th, but that is still just around the corner and you should be preparing to file your taxes if you have not already done so. As you are preparing your tax filing for 2020 you should also be thinking and preparing for 2021 taxes. As a real estate professional there are a litany of issues to consider related to your tax plan. This is heightened as a result of the various legal changes stemming from the COVID pandemic.

First, as a real estate professional you need to think about the tax treatment of your income. Most agents are commissioned base pay and receive a 1099 from their broker related to the income earned. This means all the payroll tax (social security and Medicare taxes) are paid by the agent rather than the employer covering a portion and the employee covering a portion. One common strategy to reduce taxable income is to fund tax deferred retirement vehicles such as an IRA or 401k. Make sure you consult with your accountant and financial professional in making such decisions.

Next, you need to be considering the implications that COVID-related legislation had on the tax code and on your particular circumstances. Pandemic funding bills created direct stimulus payments to many individuals and increased unemployment benefits. They created PPP loans and EIDL advances. They created the employee retention credit under certain conditions and in some circumstances increased certain credits and deductions. Each of these items has a potential impact on tax filings.

Not only do you need to think about the federal tax implications, but you also must think about the state tax implications. This is important because AB 80 (California's conforming tax legislation) has not been passed. AB 80 is essentially conforming legislation. That means that the proposed bill is seeking to bring some of California's tax laws into conformance with the federal government. Think about the implications related to forgiveness of a PPP loan or the taxability of direct stimulus payments to individuals. While not taxable by the federal government, without conforming legislation, it becomes potentially taxable by the state. While the bill is expected to pass, the question is one of when. It could be relatively soon or a few months down the road. Either way, this is important legislation related to the tax filings for Californians.

Additionally many businesses and independent contractors, including real estate professionals, participated in PPP loans last year. In December 2020, federal legislation was passed to confirm deductibility of PPP covered expenses and the CARES Act dealt directly with the taxability of the loan proceeds and forgiveness at the time of passage. As these statutes have been passed, the implementing rules with the SBA and Treasury continue to change. One such issue that we are awaiting guidance is related to loan forgiveness timing for pass through entities and impacts on income if the business operated at a loss. Guidance will be needed from Treasury and conforming legislation from California will be needed to clear up some of the lingering questions.

Additionally, as tax returns are completed for 2020, you should also be thinking about your 2021 tax strategies. The new administration has already rolled out its wish list on increasing certain taxes, which includes raising the corporate tax rate to at least 28%; increasing tax rates for high earners, and adjustments to inheritance tax. While some have called for a wealth tax, thus far the current administration has been reluctant to publicly endorse such an idea. Nonetheless, it is important to be thinking strategically about the changing tax landscape.

As you navigate the complexities of the tax code, make sure you get proper professional assistance. Work with your accountant and/or tax counsel to make sure you are aware of the risks and benefits of your tax strategy.

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

Article 2

REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)

Case #2-19: Deceptive Information in MLS Database

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

REALTOR® R searched the MLS database of current listings on behalf of his client, Dr. Z, who had recently completed his residency and was returning home to take a position on the staff of the community hospital. REALTOR® R's search returned several listings that satisfied Dr. Z's requirements, including a two-story residence listed with REALTOR® B that showed, in the "Remarks" section, "Pay your mortgage with rent from the apartment upstairs."

REALTOR® R sent the listings he'd identified in an e-mail to Dr. Z. A day later, REALTOR® R received a call from Dr. Z who told him there was something about REALTOR® B's listing that struck him as odd. "That house is in the neighborhood I grew up in," said Dr. Z, "I also remember our neighbors having a problem with the Building Department when they added a kitchen on the second floor so their grandmother could have her own apartment."

REALTOR® R assured Dr. Z that he would make the necessary inquiries and get back to him promptly. His call to the Building Department confirmed Dr. Z's suspicion

that the home was zoned single family.

Feeling embarrassed and misled by REALTOR® B's apparent misrepresentation, REALTOR® R filed a complaint with the local association of REALTORS® alleging misrepresentation on the part of REALTOR® B for publishing inaccurate information in the MLS.

At the hearing convened to consider REALTOR® R's complaint, REALTOR® B acknowledged the seller had told him that the conversion had been made to code but without the necessary permits, and the apartment had never been rented. "I assumed the new owners could get a variance from the Building Department," he said.

The Hearing Panel did not agree with REALTOR® B's defense or rationale and concluded that showing a single family home as having income-producing potential from an upstairs apartment which had never been rented was a misrepresentation that violated Article 2.





Government Affairs
Coordinator

State Legislation: C.A.R. Sponsored

At the beginning of March, C.A.R. unveiled a Fair Housing and Equity legislative package designed to help address ongoing fair housing and equity issues that persist, especially for communities of color. Specifically, the bills address the historic and ongoing inequities facing Black, Indigenous and people of color (BIPOC) that have made it harder for these communities to access and afford housing in California. [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. The bills package below is part of C.A.R.'s [Californians Need Housing Now initiative](#), which urges the Legislature to enact policies that address California's worsening housing affordability and availability crisis with increased housing supply and fair housing reforms.

AB 491 (Gonzalez) Prohibition of Development Planning Discrimination

In 2019, a proposed development project in San Diego would have separated groups of occupants. Specifically, the occupants of the affordable housing units would have been denied the same access to the common entrances, common areas, and amenities as the occupants of the market-rate housing units. In recent years, this inequality in access has come under increased scrutiny as a discriminatory housing practice. C.A.R. is sponsoring AB 491 to end this discriminatory housing practice.

AB 633 (Calderon) Implementation: Uniform Partition of Heirs Property Act

AB 633 will add California to the list of 18 other states that utilize the Uniform Partition of Heirs Property Act. Specifically, 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 where the deceased does not have a will or trust and there are multiple heirs. As working families and communities of color tend to be those where this situation is more common, these protections will stop abuses of the process and help ensure that family wealth is protected and that heirs receive the highest proceeds from the estate.

SB 263 (S. Rubio) Implicit Bias Training for Real Estate Licensees

This legislation will require all real estate licensees to have implicit bias and more robust fair housing training as part of their DRE renewal requirements and to make the current fair housing training more robust and relevant.

SCA 2 (Allen & Wiener) Public Housing Projects

SCA 2 will repeal Article 34 section of the California State Constitution in its entirety which was originally enacted by voters in 1950. Article 34 requires that any development comprised of "low-rent" dwellings, financed in whole or in part by federal, state, or local government, be approved by a vote of the people in the jurisdiction where the project is located. Article 34 does not just apply to "public housing", but also affects mixed income developments which often contain units partially "subsidized" by local government. Since 1992, C.A.R. has had policy supporting affordable workforce housing and has sought to advance policies seeking to increase the state's housing supply, such as repealing Article 34.

Please contact Erin Teague: eteague@sacrealtor.org or Carter Nelson: cnelson@sacrealtor.org with any questions.

APRIL 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	5 SAR Staff Meeting (V) 7:30 – 8:30am (SAR Offices Closed) SAR Toastmasters Club (V) 7:30am – 9:00am What Business Structure is Right for You? (V) 10:00am – 12noon
5 WCR Board Meeting (V) 12noon – 1:30pm	6 Main Meeting (V) 9:00 – 10:30am CanTree Committee (V) 10:30am – 12noon Volunteer Coordinating Committee (V) 10:30 – 11:30am Charity Research Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	7 No SAR Events Scheduled	8 Masters Club Steering Committee (V) 9:30 – 11:00am How to Grow Your Real Estate Business Online (V) 10:00 – 11:30am Internship Committee (V) 12noon – 1:30pm	9 SAR Toastmasters Club 7:30am – 9:00am Running Your Brokerage from a Legal Perspective (V) 10:00am – 1:00pm
12 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	13 Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am Accredited Buyer Representative Designation (V) 9:00am – 5:00pm YPN Advisory Committee (V) 11:00am – 12:30pm	14 Accredited Buyer Representative Designation (V) 9:00am – 5:00pm	15 Google Your Business (V) 10:00 – 11:30am WCR Monthly Business Meeting (V) 11:30am – 2:00pm	16 SAR Toastmasters Club (V) 7:30am – 9:00am SAR Affiliate Task Force (V) 9:00 – 10:00am Making Your Office DRE Compliant (V) 10:00am – 12:45pm
19 Nominating Committee (V) 1:00 – 2:00pm	20 Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am Marketing/Communications Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm Intern Class (V) 2:30 – 4:30pm	21 SAR New Member Orientation (V) 6:00 – 9:30pm	22 SAR BOD (V) 9:00 – 10:30am Social Media Marketing Strategies for Real Estate Pros (V) 10:00am – 12noon Price Strategy Advisor Course (V) 9:00am – 4:45pm	23 SAR Toastmasters Club 7:30am – 9:00am Panel of Successful Brokers (V) 10:00 – 11:30am Real Estate Resource Meeting: Topic TBD (V) 9:30 – 10:30am
26 No SAR Events Scheduled	27 Virtual Regional Meeting (V) ZOOM LINK 9:00 – 10:30am Cultural Diversity & Fair Housing Committee (V) 10:30am – 12noon	28 Fundamentals of Transaction Coordination (V) 9:00am – 2:30pm	29 No SAR 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

CLASS

MARCH

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

18 10am – 12noon [RACE AND REAL ESTATE: HOW WE GOT HERE](#)

26 10am – 11:30am [BRANDING YOURSELF 101](#)

26 10am – 12noon [BTI DAY 1: RUNNING A SUCCESSFUL BROKERAGE](#)

APRIL

CLASS

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

2 10am – 12noon [BTI DAY 2: WHAT BUSINESS STRUCTURE IS RIGHT FOR YOU?](#)

8 10am – 11:30am [HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE](#)

9 10am – 1:00pm [BTI DAY 3: RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE](#)

13 9am – 5:00pm [ACCREDITED BUYER REPRESENTATIVE DESIGNATION](#)

14

15 10am – 11:30am [GOOGLE YOUR BUSINESS](#)

16 10am – 12:45pm [MAKING YOUR OFFICE DRE COMPLIANT](#)

22 10am – 12noon [SOCIAL MEDIA MARKETING STRATEGIES FOR REAL ESTATE PROS](#)

23 10am – 11:30am [PANEL OF SUCCESSFUL BROKERS](#)

28 9am – 2:30pm [FUNDAMENTALS OF TRANSACTION COORDINATION](#)

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

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

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GEOGRAPHIC FARMING ONLINE COURSE OFFER

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

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February 2021

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SACRAMENTO HOUSING STATISTICS

Median sales price 15.7% higher than February 2020

February closed with 1,034 sales, down 1.9% from the 1,054 sales in January. Compared to one year ago (1,014), the current figure is up 2%. Of the 1,034 sales this month, 140 (13.5%) used cash financing, 712 (68.9%) used conventional, 118 (11.4%) used FHA, 43 (4.2%) used VA and 21 (2%) used Other types of financing.

The median sales price increased 3.3% from \$445,500 to \$460,000. This figure is up 15.7% from February 2020 (\$397,750).

The Active Listing Inventory increased from January to February, from 719 units to 839 units. Compared with February 2020 (1,422), inventory is down 41%. The Months of Inventory, however, increased from .7 Months 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) decreased from 7 to 6 and the Average DOM decreased from 17 to 15. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,034 sales this month, 87.4% (904) were on the market for 30 days or less and 94.7% (979) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$293 to \$296. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

FEBRUARY

Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	4	2	2.0
\$200,000 - \$249,999	7	13	0.5
\$250,000 - \$299,999	31	38	0.8
\$300,000 - \$349,999	51	91	0.6
\$350,000 - \$399,999	112	142	0.8
\$400,000 - \$449,999	137	186	0.7
\$450,000 - \$499,999	93	152	0.6
\$500,000 - \$749,000	220	330	0.7
\$750,000 - \$999,999	90	56	1.6
\$1,000,000 and over	94	24	3.9
Total:	839	1,034	Total: 0.8

Market Snapshot - February 2021

	Feb-21	Jan-21	Change	Feb-20	Change (from '20)
Sales	1,034	1,054	-1.9%	1,014	2.0%
Median Sales Price	\$460,000	\$445,500	3.3%	\$397,750	15.7%
Active Inventory	839	719	16.7%	1,422	-41.0%
Median DOM	6	7	-14.3%	10	-40.0%
Avg. Price/SqFt	\$296	\$293	1.0%	\$255	16.1%

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

February 2021

MLS STATISTICS for February 2021

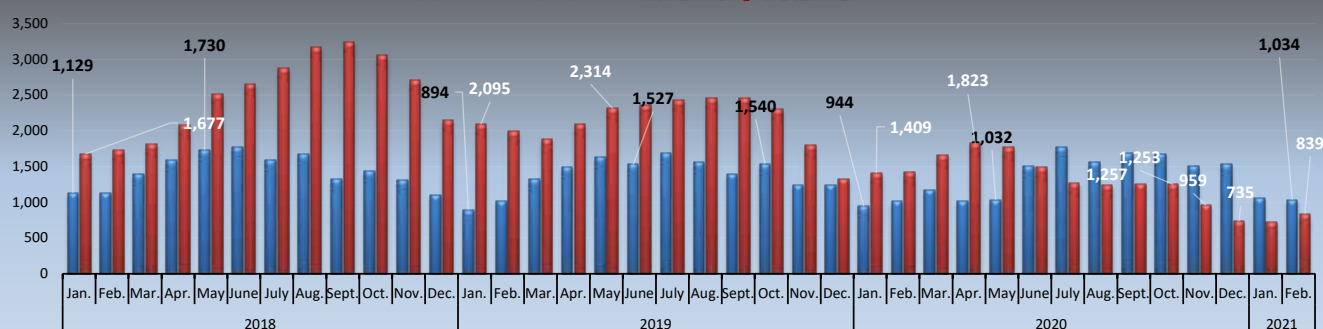
Data for Sacramento County and the City of West Sacramento



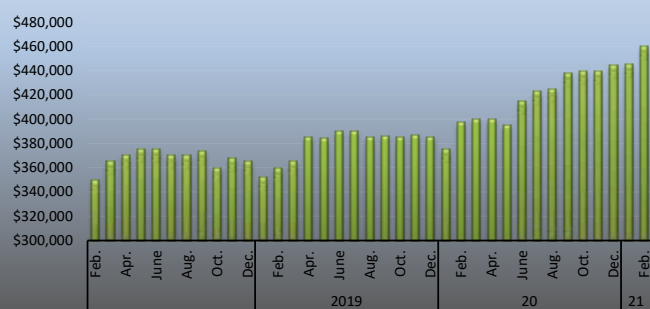
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,392		1,268	9.8%		1,517		-8.2%
Active Listing Inventory †	839		719	16.7%		1,422		-41.0%
Pending Sales This Month*	1,560		1,462	6.7%		1,667		-6.4%
Number of REO Sales	4	0.4%	0	#####	0.0%	14	1.4%	-71.4%
Number of Short Sales	2	0.2%	3	-33%	0.3%	3	0.3%	-33.3%
Equity Sales	1,028	99.4%	1,051	-2.2%	99.7%	997	98.3%	3.1%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,034	100%	1,054	-1.9%	100%	1,014	100.0%	2.0%
Months Inventory	0.8 Months		0.7 Months	14.3%		1.4 Months		-42.9%
Dollar Value of Closed Escrows	\$520,087,566		\$513,410,840	1.3%		\$430,584,716		20.8%
Median	\$460,000		\$445,500	3.3%		\$397,750		15.7%
Mean	\$502,986		\$487,107	3.3%		\$424,640		18.4%
Year-to-Date Statistics	1/01/21 to 2/28/21		1/01/21 to 2/28/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			2/29/2020		Change
Number of Closed Escrows	2,088		2,109			1,958		6.6%
Dollar Value of Closed Escrows	\$1,033,498,406		\$1,042,839,419			\$820,673,937		25.9%
Median	\$451,000		\$451,000			\$388,000		16.2%
Mean	\$494,971		\$494,471			\$419,139		18.1%

Sales Volume vs Inventory Volume



Median Sales Price

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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

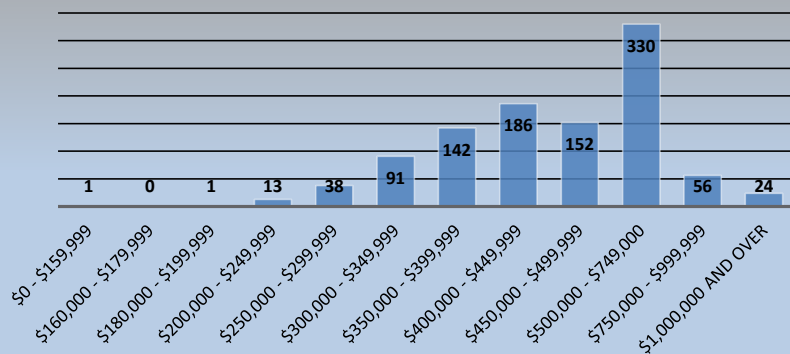
MLS STATISTICS for February 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

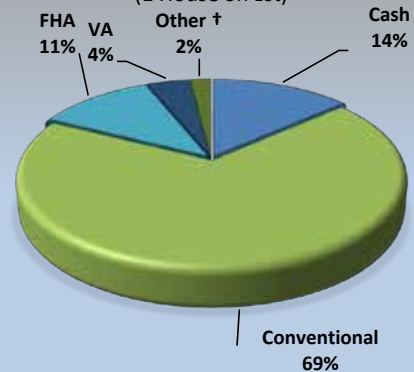
1 House on Lot

Total: 1,034

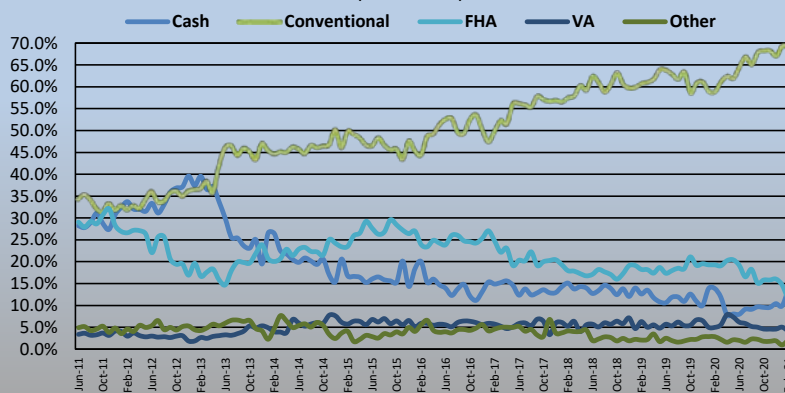


Type of Financing/Days on Market

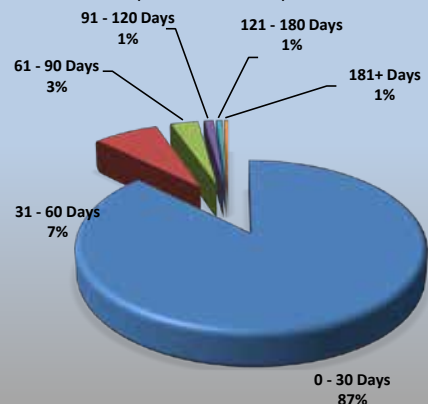
TYPE OF FINANCING (1 House on Lot)



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	140	13.5%	104	9.9%	0 - 30	904	87.4%	86.2%	82.5%
Conventional	712	68.9%	732	69.4%	31 - 60	75	7.3%	8.7%	10.0%
FHA	118	11.4%	155	14.7%	61 - 90	32	3.1%	2.8%	3.9%
VA	43	4.2%	53	5.0%	91 - 120	11	1.1%	1.1%	1.8%
Other †	21	2.0%	10	0.9%	121 - 180	7	0.7%	0.6%	1.2%
Total	1,034	100.0%	1,054	100.0%	181+	5	0.5%	0.5%	0.6%
					Total	1,034	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	6	7
Average Price/Square Foot:	15	17
	\$296.2	\$292.9

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

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SINGLE FAMILY HOME SALES BY ZIP CODE

FEBRUARY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	45	REO Sales 0	36	37	83
	Median Sales Price	\$495,000	\$0	\$465,250	\$4,650,000	\$486,500
	Average Price/Square Foot	\$308	Short Sales 0	\$288	\$259	N/A
	Average Sq Ft of Property	1,828	\$0	1,824	2,078	N/A
	Total Listing Inventory *	32	Conventional 45	37	72	N/A
	Total Listing Median Price ∞	\$858,013	Sales \$495,000	\$569,500	\$549,975	N/A
95610 Citrus Heights	Total Sales	18	REO Sales 0	25	24	44
	Median Sales Price	\$470,500	\$0	\$445,000	\$371,250	\$450,000
	Average Price/Square Foot	\$275	Short Sales 0	\$267	\$258	N/A
	Average Sq Ft of Property	1,889	\$0	1,700	1,752	N/A
	Total Listing Inventory *	19	Conventional 18	19	26	N/A
	Total Listing Median Price ∞	\$567,831	Sales \$470,500	\$499,000	\$396,900	N/A
95621 Citrus Heights	Total Sales	32	REO Sales 0	27	23	59
	Median Sales Price	\$412,250	\$0	\$400,000	\$362,000	\$405,000
	Average Price/Square Foot	\$289	Short Sales 0	\$286	\$247	N/A
	Average Sq Ft of Property	1,557	\$0	1,559	1,487	N/A
	Total Listing Inventory *	18	Conventional 32	14	27	N/A
	Total Listing Median Price ∞	\$433,771	Sales \$412,250	\$425,000	\$352,150	N/A
95624 Elk Grove	Total Sales	43	REO Sales 0	37	38	80
	Median Sales Price	\$547,500	\$0	\$499,900	\$472,500	\$525,500
	Average Price/Square Foot	\$283	Short Sales 0	\$266	\$223	N/A
	Average Sq Ft of Property	2,135	\$0	2,009	2,260	N/A
	Total Listing Inventory *	43	Conventional 43	32	58	N/A
	Total Listing Median Price ∞	\$1,417,135	Sales \$547,500	\$615,000	\$535,000	N/A
95626 Elverta	Total Sales	4	REO Sales 0	6	5	10
	Median Sales Price	\$433,000	\$0	\$398,000	\$287,000	\$405,750
	Average Price/Square Foot	\$323	Short Sales 0	\$301	\$298	N/A
	Average Sq Ft of Property	1,323	\$0	1,346	1,382	N/A
	Total Listing Inventory *	4	Conventional 4	3	3	N/A
	Total Listing Median Price ∞	\$539,626	Sales \$433,000	\$419,500	\$355,000	N/A
95628 Fair Oaks	Total Sales	34	REO Sales 0	37	41	72
	Median Sales Price	\$564,000	\$0	\$585,000	\$438,000	\$566,450
	Average Price/Square Foot	\$297	Short Sales 0	\$261	\$260	N/A
	Average Sq Ft of Property	2,071	\$0	2,473	1,865	N/A
	Total Listing Inventory *	39	Conventional 34	35	72	N/A
	Total Listing Median Price ∞	\$712,297	Sales \$564,000	\$680,000	\$607,475	N/A
95630 Folsom	Total Sales	51	REO Sales 0	54	43	106
	Median Sales Price	\$650,000	\$0	\$605,000	\$582,000	\$630,000
	Average Price/Square Foot	\$333	Short Sales 0	\$314	\$294	N/A
	Average Sq Ft of Property	2,117	\$0	2,143	2,086	N/A
	Total Listing Inventory *	51	Conventional 51	37	61	N/A
	Total Listing Median Price ∞	\$849,526	Sales \$650,000	\$825,000	\$648,688	N/A
95632 Galt	Total Sales	22	REO Sales 0	25	25	46
	Median Sales Price	\$433,500	\$0	\$540,000	\$385,000	\$487,500
	Average Price/Square Foot	\$272	Short Sales 0	\$261	\$237	N/A
	Average Sq Ft of Property	1,710	\$0	2,158	1,826	N/A
	Total Listing Inventory *	10	Conventional 22	17	34	N/A
	Total Listing Median Price ∞	\$1,207,301	Sales \$433,500	\$542,500	\$474,950	N/A
95638 Herald	Total Sales	1	REO Sales 0	2	0	3
	Median Sales Price	\$708,000	\$0	\$825,000	\$0	\$710,000
	Average Price/Square Foot	\$309	Short Sales 0	\$313	\$0	0
	Average Sq Ft of Property	2,292	\$0	2,740	0	N/A
	Total Listing Inventory *	1	Conventional 1	1	5	N/A
	Total Listing Median Price ∞	\$500,000	Sales \$708,000	\$500,000	\$544,900	N/A
95641 Isleton	Total Sales	1	REO Sales 0	1	0	2
	Median Sales Price	\$375,000	\$0	\$400,000	\$0	\$387,500
	Average Price/Square Foot	\$293	Short Sales 0	\$270	\$0	N/A
	Average Sq Ft of Property	1,280	\$0	1,480	0	N/A
	Total Listing Inventory *	5	Conventional 1	5	10	N/A
	Total Listing Median Price ∞	\$983,984	Sales \$375,000	\$662,450	\$340,750	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	3	8
	Median Sales Price	\$470,000	\$0	\$470,000	\$374,000	\$470,000
	Average Price/Square Foot	\$255	Short Sales 0	\$256	\$215	N/A
	Average Sq Ft of Property	2,085	\$0	1,922	2,223	N/A
	Total Listing Inventory *	2	Conventional 3	1	4	N/A
	Total Listing Median Price ∞	\$394,996	Sales \$470,000	\$415,000	\$425,000	N/A
95660 North Highlands	Total Sales	27	REO Sales 0	22	28	51
	Median Sales Price	\$340,000	\$0	\$335,000	\$280,500	\$335,500
	Average Price/Square Foot	\$289	Short Sales 0	\$280	\$241	N/A
	Average Sq Ft of Property	1,168	\$0	1,239	1,167	N/A
	Total Listing Inventory *	21	Conventional 27	16	10	N/A
	Total Listing Median Price ∞	\$354,259	Sales \$340,000	\$345,000	\$299,000	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	26	22	57
	Median Sales Price	\$482,500	\$0	\$457,000	\$456,000	\$466,000
	Average Price/Square Foot	\$318	Short Sales 0	\$311	\$244	N/A
	Average Sq Ft of Property	1,788	\$0	1,723	2,176	N/A
	Total Listing Inventory *	20	Conventional 30	23	39	N/A
	Total Listing Median Price ∞	\$718,997	Sales \$482,500	\$535,000	\$499,900	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	34	REO Sales 0	32	32	68
	Median Sales Price	\$469,000	\$0	\$434,137	\$373,000	\$451,500
	Average Price/Square Foot	\$288	Short Sales 0	\$274	\$254	N/A
	Average Sq Ft of Property	1,740	\$0	1,728	1,640	N/A
	Total Listing Inventory *	22	Conventional 34	18	39	N/A
	Total Listing Median Price ∞	\$467,872	Sales \$469,000	\$388,900	\$409,900	N/A
95673 Rio Linda	Total Sales	10	REO Sales 0	11	16	21
	Median Sales Price	\$345,000	\$0	\$342,000	\$307,500	\$342,000
	Average Price/Square Foot	\$306	Short Sales 0	\$333	\$219	N/A
	Average Sq Ft of Property	1,351	\$0	2,372	1,488	N/A
	Total Listing Inventory *	9	Conventional 10	13	15	N/A
	Total Listing Median Price ∞	\$447,212	Sales \$345,000	\$499,000	\$395,000	N/A
95683 Rancho Murieta	Total Sales	16	REO Sales 0	9	13	25
	Median Sales Price	\$615,000	\$0	\$590,000	\$480,000	\$595,000
	Average Price/Square Foot	\$272	Short Sales 0	\$256	\$227	N/A
	Average Sq Ft of Property	2,655	\$0	2,372	2,111	N/A
	Total Listing Inventory *	14	Conventional 16	15	40	N/A
	Total Listing Median Price ∞	\$730,394	Sales \$615,000	\$602,500	\$610,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	0	0	0
	Median Sales Price	\$0	\$0	\$0	\$0	\$0
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	3	Conventional 0	4	2	N/A
	Total Listing Median Price ∞	\$415,003	Sales \$0	\$450,000	\$352,000	N/A
95693 Wilton	Total Sales	2	REO Sales 0	4	7	6
	Median Sales Price	\$904,500	\$0	\$660,000	\$648,000	\$682,500
	Average Price/Square Foot	\$324	Short Sales 0	\$429	\$348	N/A
	Average Sq Ft of Property	3,145	\$0	1,538	2,056	N/A
	Total Listing Inventory *	6	Conventional 2	6	16	N/A
	Total Listing Median Price ∞	\$1,022,992	Sales \$904,500	\$949,925	\$799,000	N/A
95742 Rancho Cordova	Total Sales	19	REO Sales 0	15	24	34
	Median Sales Price	\$540,000	\$0	\$515,255	\$465,000	\$519,835
	Average Price/Square Foot	\$244	Short Sales 0	\$244	\$218	N/A
	Average Sq Ft of Property	2,229	\$0	2,217	2,282	N/A
	Total Listing Inventory *	12	Conventional 19	10	38	N/A
	Total Listing Median Price ∞	\$539,866	Sales \$540,000	\$537,038	\$499,691	N/A
95757 Elk Grove	Total Sales	25	REO Sales 0	32	30	58
	Median Sales Price	\$638,000	\$0	\$597,000	\$500,000	\$600,000
	Average Price/Square Foot	\$285	Short Sales 0	\$245	\$223	N/A
	Average Sq Ft of Property	2,520	\$0	2,605	2,486	N/A
	Total Listing Inventory *	14	Conventional 25	7	50	N/A
	Total Listing Median Price ∞	\$560,320	Sales \$638,000	\$529,000	\$530,963	N/A
95758 Elk Grove	Total Sales	45	REO Sales 0	39	57	86
	Median Sales Price	\$495,000	\$0	\$490,000	\$424,755	\$492,500
	Average Price/Square Foot	\$273	Short Sales 0	\$272	\$242	N/A
	Average Sq Ft of Property	1,867	\$0	1,923	1,827	N/A
	Total Listing Inventory *	26	Conventional 45	26	54	N/A
	Total Listing Median Price ∞	\$554,811	Sales \$495,000	\$549,000	\$449,000	N/A
95811 Midtown/ Downtown	Total Sales	3	REO Sales 0	4	1	7
	Median Sales Price	\$745,000	\$0	\$769,000	\$548,888	\$760,000
	Average Price/Square Foot	\$413	Short Sales 0	\$304	\$200	N/A
	Average Sq Ft of Property	1,740	\$0	2,526	2,750	N/A
	Total Listing Inventory *	7	Conventional 3	11	3	N/A
	Total Listing Median Price ∞	\$695,898	Sales \$745,000	\$749,000	\$975,000	N/A
95814 Downtown	Total Sales	3	REO Sales 0	6	1	9
	Median Sales Price	\$564,990	\$0	\$602,900	\$725,000	\$565,899
	Average Price/Square Foot	\$364	Short Sales 0	\$390	\$399	N/A
	Average Sq Ft of Property	1,610	\$0	1,566	1,818	N/A
	Total Listing Inventory *	2	Conventional 3	7	4	N/A
	Total Listing Median Price ∞	\$614,986	Sales \$564,990	\$629,990	\$647,445	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	22	REO Sales 0	21	19	45
	Median Sales Price	\$332,500	\$0	\$295,000	\$212,000	\$305,000
	Average Price/Square Foot	\$282	Short Sales 0	\$278	\$223	N/A
	Average Sq Ft of Property	1,161	\$0	1,225	1,185	N/A
	Total Listing Inventory *	15	Conventional 22	13	20	N/A
	Total Listing Median Price ∞	\$347,653	Sales \$332,500	\$350,000	\$267,500	N/A
95816 Midtown/East Sacramento	Total Sales	12	REO Sales 0	13	12	25
	Median Sales Price	\$589,525	\$0	\$635,000	\$647,500	\$628,800
	Average Price/Square Foot	\$483	Short Sales 0	\$450	\$430	N/A
	Average Sq Ft of Property	1,451	\$0	1,554	1,686	N/A
	Total Listing Inventory *	18	Conventional 12	16	15	N/A
	Total Listing Median Price ∞	\$843,275	Sales \$589,525	\$759,450	\$659,500	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	11	REO Sales 0	13	12	24
	Median Sales Price	\$489,000	\$0	\$439,000	\$357,000	\$439,500
	Average Price/Square Foot	\$403	Short Sales 0	\$407	\$329	N/A
	Average Sq Ft of Property	1,175	\$0	1,097	1,115	N/A
	Total Listing Inventory *	8	Conventional 11	6	17	N/A
	Total Listing Median Price ∞	\$456,738	Sales \$489,000	\$414,000	\$286,000	N/A

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

FEBRUARY 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	14	REO Sales 0	20	19	34
	Median Sales Price	\$680,000	\$0	\$661,250	\$593,000	\$666,250
	Average Price/Square Foot	\$447	Short Sales 0	\$464	\$398	N/A
	Average Sq Ft of Property	1,904	\$0	1,519	1,612	N/A
	Total Listing Inventory *	13	Conventional 14	13	26	N/A
	Total Listing Median Price ∞	\$717,183	Sales \$680,000	\$565,000	\$622,500	N/A
95819 East Sacramento	Total Sales	15	REO Sales 0	26	14	42
	Median Sales Price	\$628,500	\$0	\$688,500	\$699,000	\$658,000
	Average Price/Square Foot	\$446	Short Sales 0	\$483	\$462	N/A
	Average Sq Ft of Property	1,520	\$0	1,656	1,912	N/A
	Total Listing Inventory *	22	Conventional 15	20	28	N/A
	Total Listing Median Price ∞	\$1,089,912	Sales \$628,500	\$884,450	\$749,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	38	REO Sales 0	34	33	71
	Median Sales Price	\$372,500	\$0	\$355,000	\$285,000	\$365,000
	Average Price/Square Foot	\$332	Short Sales 0	\$313	\$295	0
	Average Sq Ft of Property	1,139	\$0	1,331	1,099	N/A
	Total Listing Inventory *	25	Conventional 38	18	34	N/A
	Total Listing Median Price ∞	\$395,511	Sales \$372,500	\$372,000	\$298,850	N/A
95821 N. Arden Arcade	Total Sales	22	REO Sales 0	27	26	49
	Median Sales Price	\$430,000	\$0	\$415,000	\$394,000	\$410,000
	Average Price/Square Foot	\$298	Short Sales 0	\$293	\$254	N/A
	Average Sq Ft of Property	1,541	\$0	1,497	1,606	N/A
	Total Listing Inventory *	14	Conventional 22	10	44	N/A
	Total Listing Median Price ∞	\$423,856	Sales \$430,000	\$399,000	\$389,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	21	REO Sales 0	24	34	47
	Median Sales Price	\$390,000	\$0	\$350,000	\$320,000	\$375,000
	Average Price/Square Foot	\$302	Short Sales 0	\$312	\$259	N/A
	Average Sq Ft of Property	1,519	\$0	1,259	1,429	N/A
	Total Listing Inventory *	17	Conventional 21	19	34	N/A
	Total Listing Median Price ∞	\$480,693	Sales \$390,000	\$350,000	\$332,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	33	REO Sales 0	35	26	67
	Median Sales Price	\$387,000	\$0	\$360,000	\$311,345	\$375,000
	Average Price/Square Foot	\$261	Short Sales 0	\$252	\$214	N/A
	Average Sq Ft of Property	1,501	\$0	1,531	1,417	N/A
	Total Listing Inventory *	18	Conventional 33	11	38	N/A
	Total Listing Median Price ∞	\$409,985	Sales \$387,000	\$371,500	\$314,450	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	12	REO Sales 1	13	14	25
	Median Sales Price	\$301,990	\$285,000	\$315,000	\$252,500	\$314,000
	Average Price/Square Foot	\$238	Short Sales 0	\$267	\$217	N/A
	Average Sq Ft of Property	1,386	\$0	1,223	1,200	N/A
	Total Listing Inventory *	15	Conventional 11	161	22	N/A
	Total Listing Median Price ∞	\$362,939	Sales \$303,980	\$340,000	\$254,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	15	REO Sales 0	12	13	29
	Median Sales Price	\$420,000	\$0	\$411,000	\$385,000	\$412,000
	Average Price/Square Foot	\$303	Short Sales 0	\$272	\$268	N/A
	Average Sq Ft of Property	1,394	\$0	1,542	1,471	N/A
	Total Listing Inventory *	7	Conventional 15	10	17	N/A
	Total Listing Median Price ∞	\$420,698	Sales \$420,000	\$450,000	\$374,875	N/A
95826 College Glen La Riviera Rosemont	Total Sales	34	REO Sales 0	24	22	59
	Median Sales Price	\$441,000	\$0	\$422,500	\$351,000	\$432,000
	Average Price/Square Foot	\$294	Short Sales 0	\$292	\$240	N/A
	Average Sq Ft of Property	1,545	\$0	1,519	1,481	N/A
	Total Listing Inventory *	21	Conventional 34	15	16	N/A
	Total Listing Median Price ∞	\$448,981	Sales \$441,000	\$459,900	\$353,500	N/A
95827 Lincoln Village	Total Sales	5	REO Sales 0	11	8	16
	Median Sales Price	\$4,420,000	\$0	\$410,000	\$312,750	\$415,000
	Average Price/Square Foot	\$304	Short Sales 0	\$261	\$230	N/A
	Average Sq Ft of Property	1,343	\$0	1,752	1,541	N/A
	Total Listing Inventory *	9	Conventional 5	4	8	N/A
	Total Listing Median Price ∞	\$420,654	Sales \$420,000	\$397,000	\$369,950	N/A
95828 Florin	Total Sales	25	REO Sales 1	34	42	60
	Median Sales Price	\$415,000	\$468,000	\$372,250	\$346,000	\$382,500
	Average Price/Square Foot	\$254	Short Sales 0	\$262	\$224	N/A
	Average Sq Ft of Property	1,648	\$0	1,480	1,563	N/A
	Total Listing Inventory *	41	Conventional 24	26	30	N/A
	Total Listing Median Price ∞	\$412,108	Sales \$411,000	\$392,000	\$345,000	N/A
95829 Vineyard	Total Sales	15	REO Sales 0	22	20	36
	Median Sales Price	\$470,000	\$0	\$435,000	\$419,000	\$442,500
	Average Price/Square Foot	\$258	Short Sales 0	\$296	\$242	N/A
	Average Sq Ft of Property	2,103	\$0	1,582	1,748	N/A
	Total Listing Inventory *	18	Conventional 15	18	30	N/A
	Total Listing Median Price ∞	\$699,587	Sales \$470,000	\$564,825	\$485,450	N/A
95830 East Florin Road	Total Sales	2	REO Sales 0	0	0	2
	Median Sales Price	\$572,500	\$0	\$0	\$0	\$572,500
	Average Price/Square Foot	\$260	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	2,217	\$0	0	0	N/A
	Total Listing Inventory *	0	Conventional 2	0	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$572,500	\$0	\$758,888	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	23	REO Sales 0	12	10	36
	Median Sales Price	\$580,000	\$0	\$547,000	\$483,500	\$547,000
	Average Price/Square Foot	\$306	Short Sales 0	\$302	\$283	N/A
	Average Sq Ft of Property	1,978	\$0	1,927	1,773	N/A
	Total Listing Inventory *	13	Conventional 23	12	33	N/A
	Total Listing Median Price ∞	\$815,028	Sales \$580,000	\$749,000	\$567,500	N/A
95832 Meadowview Freeport	Total Sales	4	REO Sales 1	7	8	11
	Median Sales Price	\$340,000	\$270,000	\$329,000	\$300,500	\$330,000
	Average Price/Square Foot	\$245	Short Sales 0	\$252	\$227	N/A
	Average Sq Ft of Property	1,431	\$0	1,500	1,555	N/A
	Total Listing Inventory *	2	Conventional 3	1	9	N/A
	Total Listing Median Price ∞	\$1,996,998	Sales \$350,000	\$3,695,000	\$299,990	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	17	REO Sales 0	29	14	46
	Median Sales Price	\$390,000	\$0	\$430,000	\$365,750	\$413,500
	Average Price/Square Foot	\$283	Short Sales 0	\$269	\$247	N/A
	Average Sq Ft of Property	1,508	\$0	1,729	1,862	N/A
	Total Listing Inventory *	11	Conventional 17	17	30	N/A
	Total Listing Median Price ∞	\$675,268	Sales \$390,000	\$384,950	\$347,500	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	33	REO Sales 1	27	22	60
	Median Sales Price	\$476,000	\$555,000	\$475,000	\$387,490	\$475,500
	Average Price/Square Foot	\$258	Short Sales 0	\$252	\$240	N/A
	Average Sq Ft of Property	1,958	\$0	1,922	1,745	N/A
	Total Listing Inventory *	14	Conventional 32	15	30	N/A
	Total Listing Median Price ∞	\$674,729	Sales \$473,000	\$461,700	\$449,000	N/A
95835 North Natomas	Total Sales	34	REO Sales 0	31	26	63
	Median Sales Price	\$471,563	\$0	\$470,000	\$402,500	\$470,000
	Average Price/Square Foot	\$265	Short Sales 0	\$261	\$210	N/A
	Average Sq Ft of Property	2,169	\$0	1,978	2,120	N/A
	Total Listing Inventory *	24	Conventional 34	19	33	N/A
	Total Listing Median Price ∞	\$491,683	Sales \$471,563	\$510,000	\$450,000	N/A
95838 Del Paso Heights Robla	Total Sales	32	REO Sales 0	31	24	64
	Median Sales Price	\$309,000	\$0	\$315,000	\$312,000	\$314,950
	Average Price/Square Foot	\$275	Short Sales 0	\$269	\$240	N/A
	Average Sq Ft of Property	1,217	\$0	1,269	1,366	N/A
	Total Listing Inventory *	20	Conventional 32	18	50	N/A
	Total Listing Median Price ∞	\$373,044	Sales \$309,000	\$315,000	\$302,000	N/A
95841 Foothill Farms North Highlands	Total Sales	15	REO Sales 0	7	8	22
	Median Sales Price	\$395,000	\$0	\$385,000	\$352,445	\$391,000
	Average Price/Square Foot	\$267	Short Sales 1	\$278	\$232	N/A
	Average Sq Ft of Property	1,669	\$400,000	1,680	1,603	N/A
	Total Listing Inventory *	2	Conventional 14	3	10	N/A
	Total Listing Median Price ∞	\$407,499	Sales \$391,000	\$374,975	\$379,659	N/A
95842 Foothill Farms	Total Sales	17	REO Sales 0	21	25	40
	Median Sales Price	\$390,000	\$0	\$356,000	\$310,000	\$372,500
	Average Price/Square Foot	\$275	Short Sales 1	\$295	\$249	N/A
	Average Sq Ft of Property	1,416	\$222,160	1,291	1,271	N/A
	Total Listing Inventory *	6	Conventional 16	2	25	N/A
	Total Listing Median Price ∞	\$356,652	Sales \$397,500	\$429,450	\$319,999	N/A
95843 Antelope	Total Sales	35	REO Sales 0	39	38	75
	Median Sales Price	\$445,000	\$0	\$430,000	\$369,950	\$440,000
	Average Price/Square Foot	\$254	Short Sales 0	\$260	\$231	N/A
	Average Sq Ft of Property	1,864	\$0	1,789	1,731	N/A
	Total Listing Inventory *	21	Conventional 35	21	26	N/A
	Total Listing Median Price ∞	\$470,437	Sales \$445,000	\$434,950	\$389,500	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	28	REO Sales 0	20	24	48
	Median Sales Price	\$587,500	\$0	\$536,500	\$470,000	\$577,000
	Average Price/Square Foot	\$331	Short Sales 0	\$322	\$288	N/A
	Average Sq Ft of Property	2,221	\$0	2,167	1,767	N/A
	Total Listing Inventory *	36	Conventional 28	36	56	N/A
	Total Listing Median Price ∞	\$1,326,639	Sales \$587,500	\$1,225,000	\$999,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	7	REO Sales 0	8	3	15
	Median Sales Price	\$380,000	\$0	\$381,000	\$333,000	\$380,000
	Average Price/Square Foot	\$279	Short Sales 0	\$324	\$262	N/A
	Average Sq Ft of Property	1,691	\$0	1,528	1,397	N/A
	Total Listing Inventory *	7	Conventional 7	4	10	N/A
	Total Listing Median Price ∞	\$419,999	Sales \$380,000	\$419,999	\$325,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	24	REO Sales 0	37	28	61
	Median Sales Price	\$464,950	\$0	\$440,900	\$445,000	\$455,000
	Average Price/Square Foot	\$301	Short Sales 0	\$296	\$254	N/A
	Average Sq Ft of Property	1,754	\$0	1,732	2,013	N/A
	Total Listing Inventory *	40	Conventional 24	33	45	N/A
	Total Listing Median Price ∞	\$573,893	Sales \$464,950	\$455,000	\$492,500	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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