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OCTOBER 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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4 President's Message



6 C.A.R. Meeting Report



10 Leaders in Lending



11 Government Watch



17 November Calendar



23 MLS Statistics



8

Folsom Ranch:
A Rare Community Planned from the Ground Up

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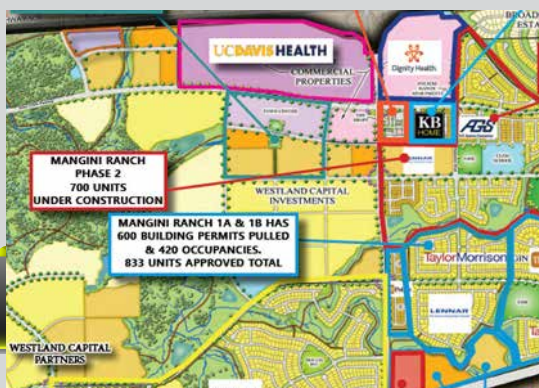
This edition of the Sacramento REALTOR® is made possible by the following businesses:

Mason McDuffie Mortgage

page 3

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page 5

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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**

Why Volunteer?

Why volunteer at SAR? I've heard many claim the time would be better spent looking for my next buyer or seller prospect or preparing my next marketing effort. After all, selling real estate is our business. Shouldn't my time be spent focused on sales? I'd love to share with you why I feel that the time I spend volunteering with SAR is far more valuable than the hours I dedicate there.

Expertise and Insight. SAR offers some of the best real-world information and education about selling real estate than nearly any other source I've found. Our education classes are top notch. And our main and regional meetings always deliver timely and interesting speakers and topics for discussion. Taking things one step further, the conversations we have around the table (or on the zoom screen) at our committee meetings focus on the most current issues and challenges that face our industry today. My involvement as a volunteer at SAR has helped me better understand what is happening in the market and in our city. Volunteering has, without a doubt, made me a more knowledgeable and professional agent and better able to serve my clients.

Impact. SAR is an organization with over 7700 members. Our collective voice has had an impact both on our business as well as in our region. I'm proud to be one of the voices who can bring positive change to the people around me. Whether we are fighting to help keep homeownership affordable, supporting local charities, educating first-time homebuyers, or fighting for private property rights, REALTORS® have an impact in our community. The sense of personal pride that I feel to be involved in my community in that way cannot be measured.

Business. In spending time on committees and with other REALTORS® and Affiliates at SAR, I have had the opportunity to do so much more business than I would have thought. From learning a new skill or technique that has made me more competitive, to having the opportunity to sell the listing of a SAR colleague, to referral business, I have sold more homes because of the time I've spent at SAR. It's such a wonderful experience when collective REALTOR® minds have in-depth conversations about our market...trends...data...and what to expect in the coming weeks. The sharing of ideas from our SAR members and the willingness of others to help has always impressed me.

Relationships. We work in a business of relationships. By far and away, the best thing that has come from my time volunteering at SAR are the relationships I have forged. The people I have had the privilege of getting to know through volunteering have pushed me to be better – not only as a REALTOR® but as a person. SAR has some of the most brilliant, selfless, inspiring people whom I have ever had the privilege of knowing. I count myself lucky to have the opportunity to spend time with them.

Take a chance...get involved! Come see for yourself all that volunteering at SAR has to offer. Apply for a committee today!

https://docs.google.com/forms/d/e/1FAIpQLSfKJ_fIIDuIrJgiP0c6YtOwgfARP75MA78iuQ83BHg2oG2r_g/viewform

 A logo featuring the words "SHINE YOUR LIGHT" in a stylized font. "SHINE" and "LIGHT" are in blue, and "YOUR" is in pink. The text is centered within a circular sunburst graphic made of many thin, radiating lines in yellow and orange.

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YOUR
LIGHT



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C.A.R. MEETING REPORT

October 2021

During the period September 20 – October 8, 2021 the California Association of REALTORS® (C.A.R.) met in person and 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:

C.A.R. Directors unanimously passed a Resolution of Grateful Appreciation to Joel Singer for his more than 43 years of service to the Association. Joel will be retiring effective December 31, 2021.

Doug Covill was elected for a two-year term as C.A.R. IMPAC Trustee for the period Nov 2021- Nov 2023.

The following SAR Members were granted C.A.R. Honorary Members-for-Life status:

Kristine Anderson	Mae Serkin
Ed Favinger	Kathy Chigbrow
Allen Purdy	Nick LaPlaca
Hazar Bazirgan	David Sersi
Margaret Graf	Kathleen Dunnigan
Richard Resch	Terri Maino
Lynda Beaver	Edmund Tompkins
Dennis Jay Johnson	Pouri Farro
Thomas Roth	Angela Pogacar
Merddyn Benard	James Waters
Jerry Kays	

That C.A.R. reaffirms its commitment to the Pathway to Homeownership project and its stated objectives. The C.A.R. Leadership Team shall appoint an eight-member team to negotiate a Memorandum of Understanding with a developer to construct affordable workforce housing and a new headquarters office on the property currently occupied by C.A.R. Headquarters at 525 S. Virgil Avenue in Los Angeles. The MOU will be brought back to the Directors for review at a future meeting.

That C.A.R. sponsor legislation to require the state to allocate a minimum of 20% of federal housing funds to homeownership housing programs.

The Housing Affordability Fund will enter into Restricted Grant Agreements with Richmond Neighborhood Housing Services, L.A. County Neighborhood Housing Services and N.P.H.S. Community Land Trust to administer \$250,000 each in HAF money for the C.A.R. Closing Cost Assistance programs, subject to terms satisfactory to HAF.

Approved nine items recommended by the Professional Standards Committee Disciplinary Complaint Alternatives Work Group for implementation subject to changes to the C.A.R. Code of Ethics and Arbitration Manual. The changes were intended to encourage more members to file complaints when they are aware of unethical conduct.

Approved a 2022 budget of approximately \$40 million with a deficit of approximately \$2.7 million. This is the 20th consecutive budget without a direct dues increase on the members.

C.A.R. will transfer \$10.5 million in investments to minority owned investment companies to provide diversity in its investment accounts.

The CREPAC Mission Statement was revised to read: The mission of CREPAC is to administer bipartisan political

expenditures, on behalf of the REALTOR® Party of California, to advance homeownership and protect private property rights. CREPAC supports local, state and federal candidates who uphold the values of democracy and Fair Housing laws.

C.A.R. Report Only Items

Californians for Homeownership (CFH), an entity established by C.A.R., continues to pursue litigation measures to support the removal of barriers to housing related transactions.

In Huntington Beach the organization prevailed in its lawsuit against the City to overturn a rejection of a 48 unit mixed-income condominium project. The project was denied based upon community opposition with no legal basis for the denial.

In San Mateo CFH filed an amicus brief in support of an appeal from a lower court finding that the CA Housing Accountability Act was unconstitutional. The appellate court reversed and spelled out in detail the manner in which the law should be interpreted and made clear that the law applies to all cities, including charter cities such as Sacramento.

The Group is currently filing an amicus brief in a Newport Beach case in which CEQA protections are being abused by a neighboring property owner to attack a housing project unanimously approved by the local government.

Standard Forms Advisory Committee reported that the long-awaited new Residential Purchase Agreement (RPA0 will be released in December 2021. Four other purchase agreements will be revised consistent with the new RPA and about 70 other forms that reference the RPA will be revised to be compatible with the new RPA and will be released at the same time.

Items discussed at C.A.R. meetings but not resulting in action or reporting items to the BOD:

It appears likely that pressure from C.A.R. and NAR may be keeping Congress from making changes to 1031 like-kind exchanges or stepped-up basis rules in this round of tax proposals. Changes in capital gains tax rates are likely but hopefully will be minimized.

Wire fraud is still prevalent and perpetrators are becoming more resourceful. Do not simply forward wiring instructions received from a third-party. By using licensees as an intermediary they hope buyers will be less suspicious of the message. A REALTOR® recently was found to owe the client 85% of their nearly \$200,000 loss for forwarding bogus wiring instructions without verifying their accuracy. REALTORS® are advised to have a Wiring Safety notice above their signature block, at least on all business emails.

Insurance continues to be a major concern in many areas of the state due to wildfires and flooding risks. Buyers are cautioned against removing all contingencies until that are sure they have insurance availability resolved.

Housing shortfall continues to be a major issue. Housing prices and rents cannot be stabilized until there is a balance in supply and demand.

The sale of fractional ownership interests is an increasing area of business. Multiple Listing Services will have to decide how to handle the issue. REALTORS® are advised to seek legal review of fractional interest documents before getting involved as you may be selling a security requiring a Securities and Exchange Commission license rather than a real estate license. Selling a security without an SEC license can lead to large fines and even jail time.

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Item #4224

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(Originally \$8.50 each)

Item #10104

SAVE \$2.51



REALTOR® LAPEL PIN

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(Originally \$4.00 each)

Item #4802

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15 oz. CERAMIC COFFEE MUG

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(Originally \$7.95 each)

Item #10160

SAVE \$3.00



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(Originally \$12.99 each)

Item #4233

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FOLSOM RANCH:

A Rare Community Planned from the Ground Up

On October 13, SAR's Commercial Council led by REALTOR® Ranga Pathak, brought together four key players to enlighten SAR Members on the inside story of Folsom Ranch, a project bounded by Highway 50, White Rock Road, Prairie City Road and the El Dorado County Line. Moderated by Ken Turton of Turton Commercial Real Estate, presenters Pam Johns of the City of Folsom, Rob Aragon with Westland Capital Partners, Todd Eschelman of Newmark Knight Frank and Sean Herra with Tri Pointe Homes spoke about the roles they and their companies played in the design and execution of the project.

According to Pam Johns, this project has been in the making for over 15 years. The plan began in 2004 when 69% of the City of Folsom electorate voted in favor of Measure W, an amendment to the City Charter regarding local control of the land south of Highway 50. Among its stipulations, Measure W required that Folsom Ranch would secure its own water supply, provide for the construction of all transportation improvements needed to mitigate traffic impacts, and ensure 30 percent of the area to be maintained as natural open space to preserve the oak woodlands. In addition, Measure W required submission of a plan to provide funding for all necessary school facilities so Folsom residents north of Highway 50 were not required to pay for the construction of new school facilities.

A network of more than 30 miles of bike paths, trails and picnic areas will wind through the Plan Area for residents to enjoy the area's natural setting, as well as provide a connection to shopping, transit, schools, parks, woodlands, the American River Parkway and beyond. This 3,500 acre area will contain a town center, job centers and enough neighborhood businesses to support 30,000 new residents in Folsom and the greater region. Attendees questioned presenters about whether there were adequate sources of water. They stated there was more than enough water available, plus all new homes will come with drought tolerant landscaping.

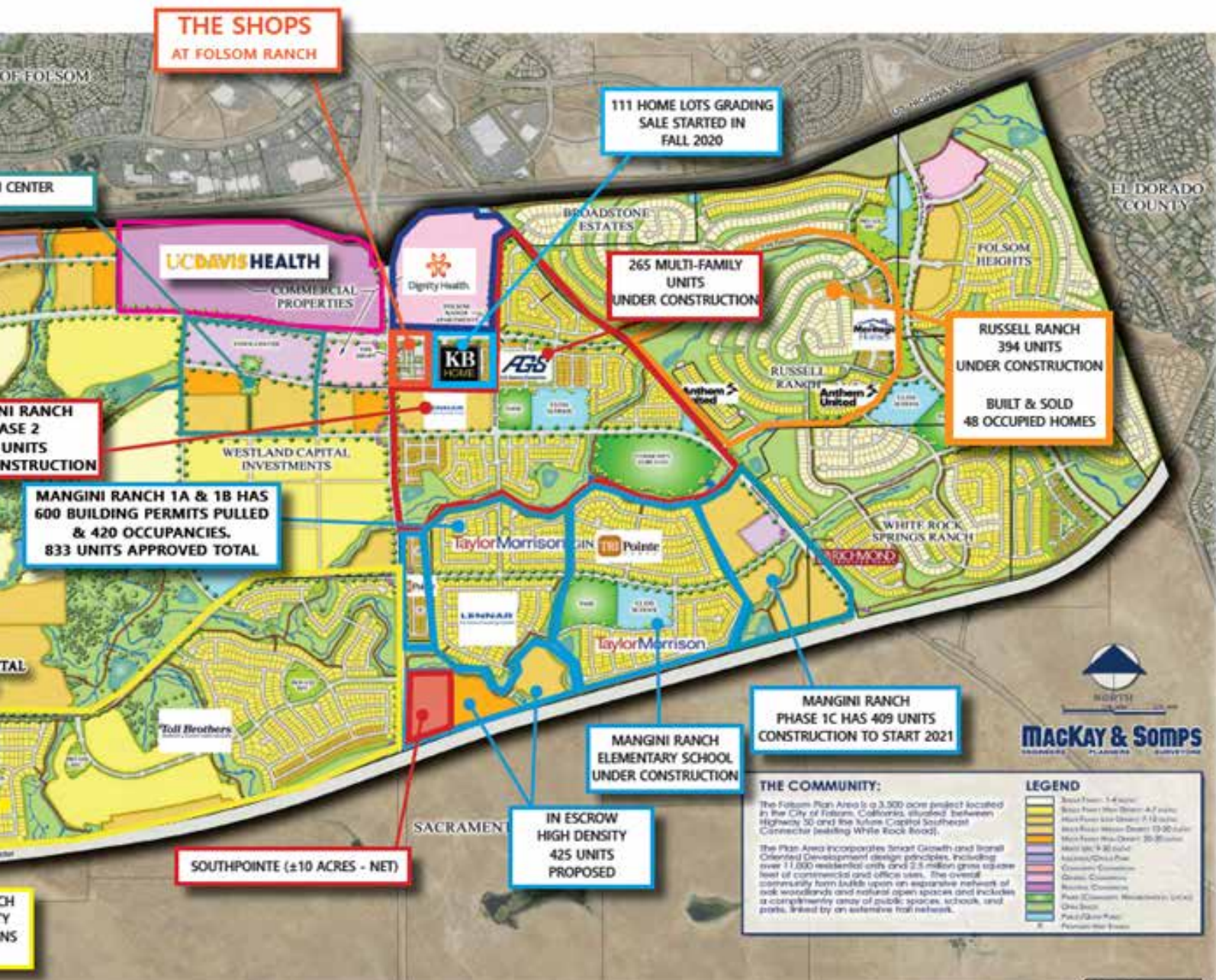
Some of the new commercial buildings will include The Shops at Folsom Ranch, high density units in the southern portion of the area, 265 multi-family units, 75,000 to 100,000 sq. ft. of retail, restaurants and shops and 75,000 to 100,000 sq ft of office space in the Town Center. Southpointe of Folsom Ranch will contain high-end office/medical/retail and senior housing. UC Davis and Dignity Health will also build large campuses within Folsom Ranch.



Sean Herra gave an in-depth presentation on the seven new housing developments Tri Pointe Homes plans on building. The average home price will be a little over \$650,000, with most of the homes designed for families of four. He said they incorporated the design features of home buyers today, like home offices, who may have shifted to working from home after the pandemic. 37% of their home buyer demographic will earn annual incomes of \$250k - \$299K. His demographics state that 68% of homebuyers will

come from the Sacramento Region, 25% from the Bay Area and the rest for out-of-state and other areas of California.

Attendees walked away with a wealth of information on the future of Folsom Ranch. SAR's Commercial Council is most grateful for the time and effort our presenters for illuminating our members on this fascinating topic. They also thank Bill Angove of Asset Preservation for his sponsorship. For more info, visit <http://folsomranch.com/>.





2021 CHAIR OF THE REAL
ESTATE FINANCE FORUM

Fannie, Freddie loan limits set for record 50-year leap in 2022

Each year Fannie Mae & Freddie Mac evaluate loan limits and make adjustments based on market conditions. The new conforming loan limits go into effect officially on Jan 1st.

The surge in home prices during the pandemic could fuel the biggest dollar increase in the conforming loan limit for Fannie Mae and Freddie Mac in records dating to 1970.

An increase in the conforming loan limit means more homebuyers will be able to apply for conforming mortgages instead of “jumbo” loans, which are typically harder to qualify for and carry higher interest rates because they’re not backed by Fannie and Freddie.

Some lenders, including PennyMac and United Wholesale Mortgage (UWM), are already offering what they’re calling “conforming loans” of up to \$625,000 — even though that’s well above the current \$598,000 high balance conforming loan limit for single-family homes in the greater Sacramento market.

Those lenders are betting that home prices kept rocketing skyward during the third quarter, and that they’ll be able to sell the bigger loans to Fannie and Freddie once the conforming loan limit officially goes up on Jan. 1.

Recent home price trends suggest that in terms of raw dollars, the conforming loan limit will make its biggest leap ever on Jan. 1, increasing by more than \$75,000. In percentage terms, the increase may fall short of the record 15.9 percent jump seen in 2006.



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C.A.R. State Advocacy Efforts Making Progress to Increase Housing Supply

Sam Sger



The 2021-2022 legislative has officially come to an end and C.A.R. was very successful advancing sponsored bills primarily in the areas of fair housing and increasing the supply of housing. C.A.R. is supporting legislation which corresponds to C.A.R.'s policy priorities and opposing legislation which is averse to those priorities. In addition to sponsored bills, C.A.R. seeks "targets of opportunity" or amendments to protect and promote the ability of REALTORS® to do business and to advance C.A.R.'s policy agenda.

A considerable number of fair housing bills in which C.A.R. was an integral part moved forward this year, including C.A.R.-sponsored bills **AB 491 (Ward & Gonzalez)**, which prohibits discrimination against affordable housing residents living in mixed-income multifamily developments and **SB 263 (S. Rubio)**, which requires California real estate professionals and applicants for a real estate license to take implicit bias training and more robust fair housing training. In addition, Gov. Newsom signed C.A.R.-supported **AB 1466 (McCarty)**, which creates a proactive means for the removal of illegal restrictive covenants from property records and **AB 948 (Holden)**, which addresses the issue of discrimination in appraisals. C.A.R. worked with the authors of both bills to ensure that these important issues were addressed, but at the same time, would not have adverse effects on the homeowners and buyers of homes whom the laws are intended to benefit. Also, as I reported last month, Gov. Newsom signed C.A.R.-sponsored **AB 633 (Calderon)** into law, which enacts the Uniform Partition of Heirs Property Act in California to help protect those persons who inherit property where there are multiple heirs, but no will or trust exists.

Earlier this month, Gov. Newsom signed three other important housing bills — **SB 8 (Skinner)**, **SB 9 (Atkins)** and **SB 10 (Weiner)** — that will make a meaningful impact on the state's housing crisis. SB 8, SB 9, and SB 10 are prudent, reasonable actions in the path forward to helping the state reach its housing goals and create greater homeownership opportunities for working Californians. Also signed, C.A.R.-sponsored **AB 571 (Mayes)**, which prohibits local governments from assessing affordable housing fees on the "affordable" units contained within a density bonus application and thereby helps reduce the cost of affordable units.

Speaking of SB 9, C.A.R.'s latest episode of **Unlocking California Politics** podcast, featuring C.A.R. SVP, Government Affairs Sanjay Wagle, and C.A.R. Legislative Advocates Karim Drissi and Jennifer Svec, gives an inside look at SB 9 (Atkins), the expiration of the state eviction moratorium, and other topics. Listen to "Unlocking the CA Legislature: An Inside Look at How Housing Policy is Built," on [Apple Podcasts here](#), on [Spotify here](#), or you can watch it on [YouTube here](#).

As a reminder, California's eviction moratorium under the COVID-19 Tenant Relief Act (CTRA) has ended as of September 30th. However, the law will not simply return to its pre-pandemic form. Instead, a new law, the COVID-19 **Rental Housing Recovery Act**, (the "Recovery Act"), will take its place. [Read the key differences in practices and procedures here](#).



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What is this about Website Compatibility?

You may have heard rumors about the necessity of ADA compliance related to websites. More importantly you may be asking yourself is this real and should I be worried. The short answer is: yes, it is real, and you should be checking on your compliance. In 1990 the Americans with Disabilities Act was signed into law by George H.W. Bush with purpose of increasing access to commercial facilities for the disabled and thereby reducing discriminatory impacts against the disabled based on accessibility.

For many years, ADA litigation focused on access to brick-and-mortar stores. Much of the litigation involved accessibility so that individuals with a disability were not denied or deprived of the opportunity to engage in commercial activity, unless there is a significant difficulty or expense in compliance. However, as more and more commercial activity has transferred to web-based platforms, new liability exposure has been created. In California, in addition to the ADA, businesses must also comply with the requirements of the Unruh Act, which in pertinent part prohibits the discrimination against all individuals based on disability or medical condition, along with a host of other characteristics. Further, current regulations require that businesses be compliant with the effective communication requirements that "visually delivered materials be available to individuals who are blind or have low vision."

Here unfortunately, is where the law gets sticky. In general, the case law supports the notion that websites and mobile apps are not places of public accommodation and the *Robles v. Domino's* decision supports that contention. However, the court went further and states that "where a 'website and app facilitate access to the goods and services of a place of public accommodation'...the ADA covers the website..." *Robles*, 913 F.3d at 905. What this means is that websites used to promote the services of real estate professionals will likely be subject to ADA compliance requirements. While most of your work may be done on the phone or from your car, you still have an address (through your broker) where you technically provide services. Those physical locations that engage in the public commercial sphere create the requirement to comply with the ADA requirements.

The question that follows is how could a website potentially violate the ADA requirements? There are a number of ways, but as the market goes to a more web-based model think about virtual showings. Many of these are simply videos showing the property. If you have a hearing-impaired person, watching are the descriptions shown with a closed caption so the hearing-impaired individual can read how the property is being described. Or maybe an individual with a visual impairment needs to have an auditory description of what is being shown in the virtual showing. Maybe additional technologies need to be included to enhance the function of the website for those who are unable to use a mouse or keyboard. There are innumerable ways in which a website could be found to be non-compliant and raise the potential for liability.

The cost of non-compliance can be significant. Between the ADA and the Unruh Act, a company found liable for non-compliance can be subject to injunctive relief (an order requiring compliance), monetary penalties of up to \$4,000 per violation, plus plaintiff and defense attorney's fees. It can get very expensive, very quickly.

While this can seem daunting, one can start to work on compliance before claims rear their ugly heads. You can begin to employ digital assistive technology like closed captioning, audio captions, and ensuring your website is designed for screen-reader accessibility to name a few. Additionally, you should work with your webmaster to make sure that your website is compliant with the Web Content Accessibility Guidelines. Simple steps to increase accessibility will become the norm. As more and more commerce is taking place on the web, it is only natural that compliance with accessibility requirements will only become more prevalent.

The information presented in this Article is not to be taken as legal advice. Every person's 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.

SAVE ON YOUR NEXT GETAWAY

As an SAR Member you can now save on hotels, rental cars & entertainment

This new SAR affinity program, which is also available to friends and family, will offer you exclusive discounts that may exceed **50%** and **average 10-20%** savings below market on hotels, car rentals, and entertainment worldwide.

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Questions: Wendy Hand
wendy@themeetingsnetwork.com

How to Access Your Travel Network Program

- Scan the **QR Code** or you can also get to Your Travel Network site at <https://bit.ly/3km9pRw>.
- You are now at the **Your Travel Network** homepage where you will see three large buttons (one for hotels, one for car rentals, and one for entertainment).
- Only the "Search Discounts on Hotels" will require a passcode.
- To search for hotel discounts, click the "Search Discounts on Hotels" button and click on the red sentence that says "click here to request passcode via email."
- Your email provider will automatically generate an email requesting the passcode from YourTravel Network. Simply push "Send."
- A passcode will immediately be sent to your email address. Enter the passcode in the two gray boxes and you are all ready to go.

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Per class: \$20



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Get your Offer Accepted
October 8

**Tips for Making your
Business Life Easier**
October 15

Listing Agreements
October 22

**Understanding the
New RPA**
October 29

Working with Buyers
November 5

**Lead Generation/
Objection Handling**
November 12

Essential Disclosures
November 19

*See class details
on reverse side.*

To register as a New Member

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Attend in-person at SAR's Training Room upstairs

(mask-wearing required)

Or request a Zoom link to attend virtually - marryo@sacrealtor.org



Get your Offer Accepted

October 8 | Instructor: Courtney Ellison

Learn what you must do that the average agents are not willing to do. How to explain and write offers with your clients. Understand how to negotiate.



Tips for Making your Business Life Easier

October 15 | Instructor: Paula Swayne

Learn how to establish a niche, develop work/life balance, make a good first impression, set your buyer's expectations, find the silver lining in a home and much more.



Listing Agreements

October 22 | Instructor: Dave Tanner

Learn the elements required to make a listing agreement valid, how to select the right agreement for a specific situation, and other forms to be used with listing contracts.



Understanding the New Residential Purchase Agreement

October 29 | Instructor: Dave Tanner

Learn how to complete and present the NEW RPA to buyers and sellers, along with the general timelines of a standard offer.



Working with Buyers

November 5 | Instructor: Joey Satariano

Learn how to set yourself apart, conduct an amazing initial meeting to set the stage for success, receive a dialog to ask the right questions while showing properties, and much more!



Lead Generation/Objection Handling

November 12 | Instructor: Joey Satariano

Discover how to optimize your relationships, leverage social media, and work with business owners to expand your network. Also, take away low or no-cost strategies to get your business to the next level.



Essential Disclosures

November 19 | Instructor: Theresa Gorham

Review the most utilized disclosures, learn how to complete disclosures, reduce disclosure liability, and discover the latest disclosures.

Article 16

REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04)

Case #16-20: Continued Contact With Potential Seller Who Enters Into an Exclusive Listing With Another REALTOR®

(Adopted November, 2011, Revised November 2019)

At the conclusion of a detailed listing presentation, REALTOR® B asked the sellers whether they had any questions. “No,” said Seller Z. “Your presentation was professional and complete and we very much appreciate your time. We have appointments with two other firms and after we talk to them we’ll make our decision.” REALTOR® B thanked the sellers and encouraged them to contact him with any questions they might have. “I really look forward to being your broker,” he added.

Several days later, REALTOR® B noticed that Seller Z’s property had come on the market, listed with REALTOR® A. REALTOR® B and REALTOR® A were friends, but were also quite competitive, both frequently pursuing the same potential seller-clients. “I wonder why Seller Z decided to list with REALTOR® A,” mused REALTOR® B, “it won’t matter if I just call and ask why they decided to list with my friend REALTOR® A instead of me.” REALTOR® B called the sellers and left a message on their voicemail asking for a return call at their convenience.

That evening, Seller Z returned REALTOR® B’s phone call. REALTOR® B started the conversation by thanking Seller Z and his wife for their time. “What I’d like to know is why you chose to give your listing to REALTOR® A instead of me?” he then asked. “Don’t get me wrong, REALTOR® A is a good broker and will do a good job for you. I’m not suggesting you cancel your listing with REALTOR® A but if your listing expires and REALTOR® A hasn’t sold it, I’d be pleased to talk to you about listing with me.”

Seller Z did not follow up on REALTOR® B’s offer and the following weekend at REALTOR® A’s open house Seller Z and his wife recounted REALTOR® B’s follow-up phone call. Over the next few days REALTOR® A debated filing an

ethics complaint. He weighed his friendship with REALTOR® B against what he saw as his duty to bring potentially unethical conduct to the attention of the association of REALTORS®. Somewhat reluctantly, he filed an ethics complaint alleging a violation of Article 16, as interpreted by Standard of Practice 16-13.

At the hearing, REALTOR® A called Seller Z as a witness. Seller Z faithfully recounted the substance of REALTOR® B’s conversation with Seller Z and his wife, commenting that while REALTOR® B had said he was only trying to understand why he hadn’t been given the listing, it appeared to Seller Z that REALTOR® B wanted Seller Z to cancel his listing with REALTOR® A. Then REALTOR® B testified in his own defense. He acknowledged he had been aware that REALTOR® A had already exclusively listed the property when he contacted Seller Z and asked for a follow-up appointment. He defended his actions stating he was not trying to induce Seller Z to cancel the listing, he was simply trying to find out what he had said – or failed to say – that led Seller Z to list with REALTOR® A instead of with him, and wanted Seller Z and his wife to be fully aware of the services he would provide if their listing with REALTOR® A expired.

The Hearing Panel did not agree with REALTOR® B’s defense, noting that REALTOR® B’s curiosity or desire to enhance his listing presentation skills did not justify continued contact with a potential seller-client after that seller had entered into an exclusive representation agreement with another broker. REALTOR® B was found in violation of Article 16 as interpreted by Standard of Practice 16-13.



NOVEMBER CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change. SAR will be reevaluating the COVID-19 situation month-to-month. Unless otherwise noted, all meetings/classes will be held virtually.

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
1 WCR Board Meeting (B) 12noon – 1:30pm	2 November Main Meeting (EC) 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Charity Research Committee (B1) 10:30 – 11:30am Volunteer Coordinating Committee (V) 10:30 – 11:30am	3 Closing More Deals with Fewer Leads (V) 10:00am – 12noon	4 Real Estate Finance & Affiliate Forum (EC) 9:00 – 10:30am Masters Club Steering Committee (V) 9:30 – 11:00am	5 SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) RETI – Working with Buyers (T) 9:00am – 12noon YPN Roaring 20s Charity Gala (EC) 7:00pm – 11:00pm
8 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	9 LIVE Regional Meetings (various locations) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm Lunch & Learn: Selling Country Land & Property Issues (EC) 12noon - 1:30pm	10 Masters Club Annual Breakfast (EC) 8:00 – 11:00am	11 SAR Offices Closed Veterans Day Internship Committee (V) 12noon – 1:30pm	12 RETI - Lead Generation/ Objection Handling (T) 9:00am – 12noon
15 No Events Scheduled	16 LIVE Regional Meetings (various locations) 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	17 SAR New Member Orientation (V) 6:00 – 9:30pm	18 SAR BOD 9:00 – 11:00am WCR Leadership Installation (EC) 6:00 – 9:00pm	19 RETI - Essential Disclosures (T) 9:00am – 12noon SAR Affiliate Task Force (V) 9:00 – 10:00am 2022 SAR Leadership Orientation (V) 9:00am – 12:30pm
22 No Events Scheduled	23 NO Regional Meetings (week of Thanksgiving) Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon	24 SAR Offices Closed 1:00 – 2:00pm	25 SAR Offices Closed Happy Thanksgiving	26 SAR Offices Closed Happy Thanksgiving
29 MetroList Training – Auto Prospecting (T) 10:00 – 11:30am MetroList Training – All About Listings (T) 1:00 – 2:00pm	30 LIVE Regional Meetings (various locations) 9:00 – 10:30am			

SAR EDUCATIONAL OFFERINGS

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

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

OCTOBER

CLASS

- | | | |
|----|-------------|---|
| 22 | 9am – 12pm | LISTING AGREEMENTS WITH DAVE TANNER – ZOOM/ IN – PERSON |
| 25 | 10am – 11am | REV' UP YOUR LISTING IN REVERSE! – WEBINAR ONLY |
| 29 | 9am – 12pm | UNDERSTANDING THE NEW RESIDENTIAL PURCHASE AGREEMENT WITH DAVE TANNER – ZOOM/ IN – PERSON |

NOVEMBER

CLASS

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

- | | | |
|----|-------------|--|
| 3 | 10am – 12pm | CLOSING MORE DEALS WITH FEWER LEADS - WEBINAR ONLY |
| 5 | 9am – 12pm | WORKING WITH BUYERS – ZOOM/ IN – PERSON |
| 9 | 9am – 12pm | LUNCH AND LEARN: SELLING COUNTRY LAND AND PROPERTY ISSUES – IN – PERSON ONLY |
| 12 | 9am – 12pm | LEAD GENERATION AND OBJECTION HANDLING – ZOOM/ IN – PERSON |
| 19 | 9am – 12pm | ESSENTIAL DISCLOSURES – ZOOM/ IN – PERSON |

DECEMBER

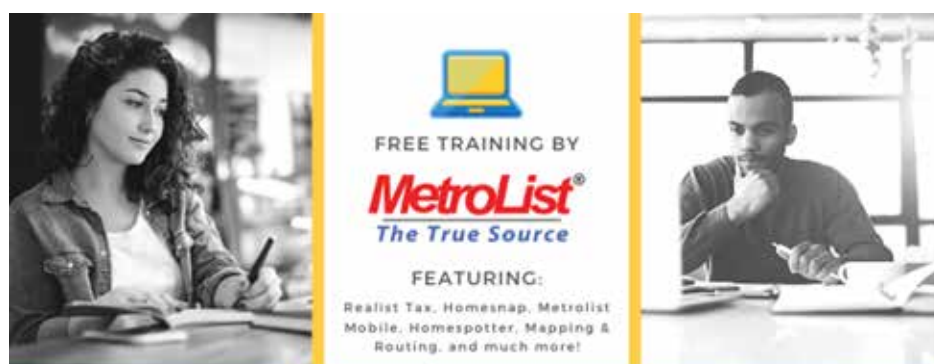
CLASS

- | | | |
|----|--------------|--|
| 6 | 9am – 2:30pm | FUNDAMENTALS OF TRANSACTION COORDINATION – WEBINAR ONLY |
| 15 | 10am – 12pm | TRANSACTION COORDINATION 2: BEYOND THE CONTRACT – WEBINAR ONLY |

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

FREE TRAINING BY METROLIST®

MetroList® has been offering subscribers free online training, have you taken advantage of this subscriber benefit? There are multiple trainings per day ranging from 30 to 60 minutes. Check out their online catalogue to see which topics are covered. [Click this link for more details and don't forget to bookmark it!](#)



ON DEMAND WEBINARS

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

RACE IN REAL ESTATE

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

[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.

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September 2021

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Sinful Treats

Jay McMullen
Fidelity National Title

DESIGNATED REALTORS®

Mark Cheng
IRN Realty

Michael Pezzi
The REO Real Estate Store

Leyhun Tan
Leyhun L. Tan

REALTORS®

Joshua Abad
eXp Realty of California, Inc.

Ahmed Ali
Keller Williams Realty Natomas

Farid Aliyev
HomeSmart ICARE Realty

Brett Barker
Consumer Plus Realty

Francis Bautista
Exclusive Realty and Mortgage

Guihua Bayse
Grand Realty Group

Kenneth Bennett
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Michelle Goldenberg
Dean Adams Residential R.E.

Sandra Gonzali
Better Homes and Gardens RE

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Nick Sadek Sotheby's International

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MTM Realty

Anastasiya Khorovets
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Justine Lane
Opendoor Brokerage, Inc.

Jacob Lenhart
Help-U-Sell Sunrise

Susan Leonard
Coldwell Banker Realty

Maria Lopez
Keller Williams Realty

Frank Lorenzana
Keller Williams Realty Natomas

Andres Madrid
Lyon RE Sierra Oaks

Vicki Mann
Realty One Group Complete

Eduardo Martinez
eXp Realty of California, Inc.

Jenelle McCallum
HomeGuard, Inc.

Michele McCarville
eXp Realty of California, Inc.

Christian McFarland
Keller Williams Realty Natomas

Rolando Membreno
Equity One Real Estate

Adeel Mian
Berkshire Hathaway HS Elite

Laura Montez
Coldwell Banker Realty

Pablo Montoya
Redfin Corporation

Darius Moore
Realty ONE Group Complete

Elisabeth Morgan
Redfin Corporation

Pedram Niktash
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Tuesday Nolden
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Kallie Orr
Security Pacific Real Estate

Eric Pacheco
Lyon RE Natomas

Austin Palmi
eXp Realty of California, Inc.

Amanda Palmquist
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Taylor Prosser
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Lucia Rael Broker

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Allison James Estates & Homes

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WELCOME

SACRAMENTO HOUSING STATISTICS

Sales, days on market flat month to month

September closed with 1,594 sales, a .9% increase from August (1,579). Compared to one year ago (1,695), the current figure is down 6%. Of the 1,594 sales this month, 200 (12.5%) used cash financing, 1,088 (68.3%) used conventional, 202 (12.7%) used FHA, 65 (4.1%) used VA and 39 (2.4%) used Other types of financing.

The median sales price decreased 1.9% from \$515,000 to \$505,000. This figure is up 20.6% from September 2020 (\$438,000).

The Active Listing Inventory decreased .7% from August to September, from 1,527 units to 1,516 units. Compared with September 2020 (1,257), inventory is up 20.6%. The Months of Inventory remained at 1 Month. 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) increased from 7 to 8 and the Average DOM remained at 15. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,594 sales this month, 87.5% (1,395) were on the market for 30 days or less and 96.9% (1,545) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$334 to \$331. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

SEPTEMBER

Let's Talk About Inventory

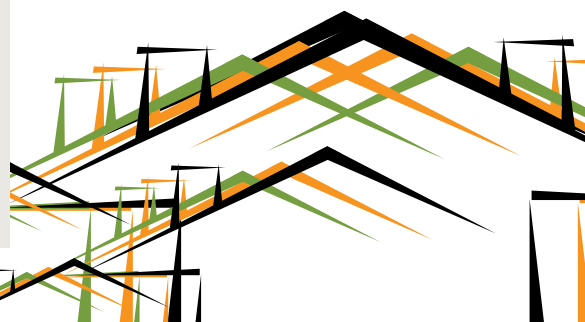
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	4	1	4.0
\$200,000 - \$249,999	3	4	0.8
\$250,000 - \$299,999	19	20	1.0
\$300,000 - \$349,999	71	57	1.2
\$350,000 - \$399,999	155	141	1.1
\$400,000 - \$449,999	203	244	0.8
\$450,000 - \$499,999	185	233	0.8
\$500,000 - \$749,000	583	660	0.9
\$750,000 - \$999,999	186	157	1.2
\$1,000,000 and over	117	62	1.9
Total:	1,526	1,579	Total: 1.0

Market Snapshot - September 2021

	Sep-21	Aug-21	Change	Sep-20	Change (from '20)
Sales	1,594	1,579	0.9%	1,695	-6.0%
Median Sales Price	\$505,000	\$515,000	-1.9%	\$438,000	15.3%
Active Inventory	1,516	1,527	-0.7%	1,257	20.6%
Median DOM	8	7	14.3%	6	33.3%
Avg. Price/SqFt	\$331	\$334	-0.9%	\$278	19.1%

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

SEPTEMBER 2021

MLS STATISTICS for September 2021

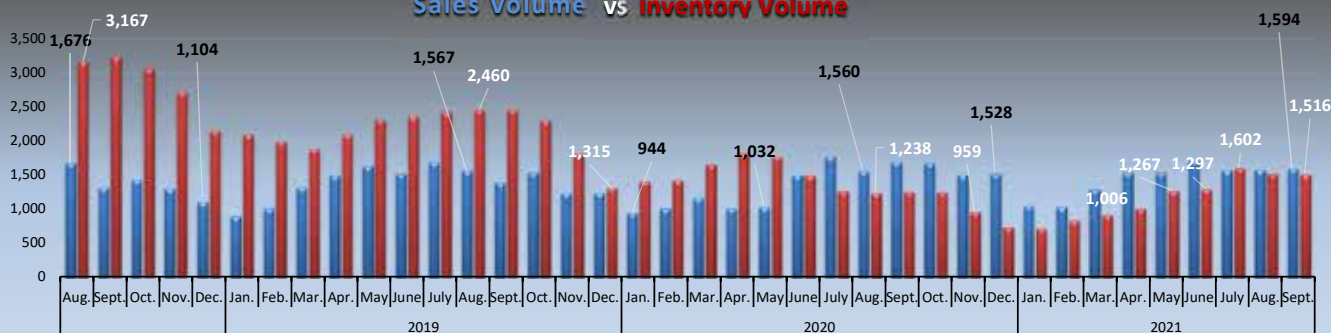
Data for Sacramento County and the City of West Sacramento



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	1,913		2,005	-4.6%		1,875		2.0%
Active Listing Inventory †	1,516		1,526	-0.7%		1,257		20.6%
Pending Sales This Month*	1,961		1,971	-0.5%		2,252		-12.9%
Number of REO Sales	1	0.1%	2	-50%	0.1%	11	0.6%	-90.9%
Number of Short Sales	0	0.0%	0	#####	0.0%	3	0.2%	-100.0%
Equity Sales	1,593	99.9%	1,577	1.0%	99.9%	1,681	99.2%	-5.2%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,594	100%	1,579	0.9%	100%	1,695	100.0%	-6.0%
Months Inventory	1 Months		1 Months	0.0%		0.7 Months		42.9%
Dollar Value of Closed Escrows	\$881,219,399		\$907,039,087	-2.8%		\$819,901,009		7.5%
Median	\$505,000		\$515,000	-1.9%		\$438,000		15.3%
Mean	\$552,835		\$574,439	-3.8%		\$483,717		14.3%
Year-to-Date Statistics	1/01/21 to 9/30/21		1/01/21 to 9/30/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			9/30/2020		Change
Number of Closed Escrows	12,930		13,155			11,706		10.5%
Dollar Value of Closed Escrows	\$7,070,473,063		\$7,179,481,980			\$5,290,476,904		33.6%
Median	\$495,000		\$495,000			\$410,000		20.7%
Mean	\$546,827		\$545,761			\$451,946		21.0%

Sales Volume vs Inventory Volume



Median Sales Price



Sacramento County Statistics

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David Brooker
REALTOR/Specialist

SAR Members Only

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

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

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

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

Data for Sacramento County and the City of West Sacramento

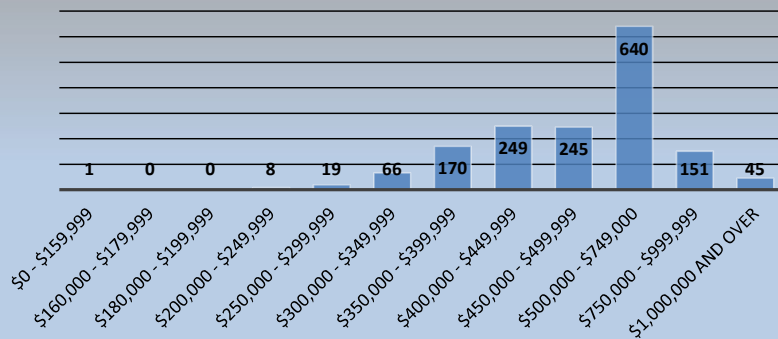
MLS STATISTICS for September 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

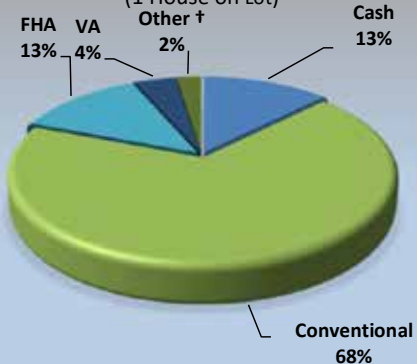
1 House on Lot

Total: 1,594

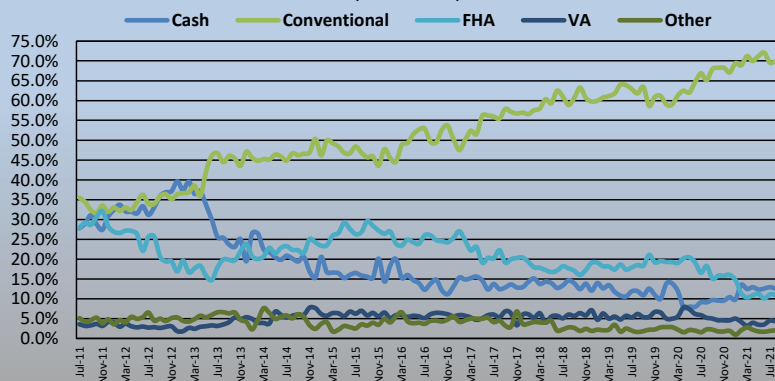


Type of Financing/Days on Market

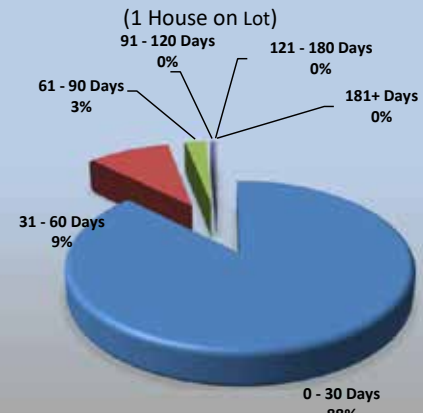
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
Cash	200	12.5%	199	12.6%	0 - 30	1,395	87.5%	91.3%	89.9%
Conventional	1,088	68.3%	1,103	69.9%	31 - 60	150	9.4%	6.5%	6.7%
FHA	202	12.7%	176	11.1%	61 - 90	39	2.4%	1.4%	1.8%
VA	65	4.1%	68	4.3%	91 - 120	6	0.4%	0.4%	0.7%
Other †	39	2.4%	33	2.1%	121 - 180	3	0.2%	0.2%	0.5%
Total	1,594	100.0%	1,579	100.0%	181+	1	0.1%	0.2%	0.3%
					Total	1,594	100.0%	100.0%	100.0%

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

Median DOM:	8	7
Average DOM:	15	15
Average Price/Square Foot:	\$331.1	\$333.9

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

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

SINGLE FAMILY HOME SALES BY ZIP CODE

SEPTEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	78	REO Sales 0	68	64	598
	Median Sales Price	\$582,750	\$0	\$607,500	\$477,500	\$550,000
	Average Price/Square Foot	\$330	Short Sales 0	\$334	\$297	N/A
	Average Sq Ft of Property	1,841	\$0	2,141	1,811	N/A
	Total Listing Inventory *	70	Conventional 78	93	63	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$582,750	\$595,900	\$644,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	42	37	337
	Median Sales Price	\$526,000	\$0	\$496,000	\$403,750	\$480,000
	Average Price/Square Foot	\$318	Short Sales 0	\$325	\$281	N/A
	Average Sq Ft of Property	1,685	\$0	1,582	1,517	N/A
	Total Listing Inventory *	52	Conventional 43	55	19	N/A
	Total Listing Median Price ∞	\$526,773	Sales \$526,000	\$522,000	\$444,500	N/A
95621 Citrus Heights	Total Sales	42	REO Sales 0	47	50	407
	Median Sales Price	\$450,000	\$0	\$455,000	\$375,000	\$435,000
	Average Price/Square Foot	\$342	Short Sales 0	\$317	\$265	N/A
	Average Sq Ft of Property	1,485	\$0	1,520	1,482	N/A
	Total Listing Inventory *	19	Conventional 42	27	26	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$450,000	\$449,995	\$385,000	N/A
95624 Elk Grove	Total Sales	61	REO Sales 0	70	76	530
	Median Sales Price	\$615,000	\$0	\$621,000	\$505,000	\$596,400
	Average Price/Square Foot	\$315	Short Sales 0	\$317	\$262	N/A
	Average Sq Ft of Property	2,091	\$0	2,128	2,231	N/A
	Total Listing Inventory *	51	Conventional 61	51	43	N/A
	Total Listing Median Price ∞	\$694,450	Sales \$615,000	\$655,000	\$585,900	N/A
95626 Elverta	Total Sales	5	REO Sales 0	5	6	57
	Median Sales Price	\$420,000	\$0	\$600,000	\$399,725	\$424,000
	Average Price/Square Foot	\$379	Short Sales 0	\$305	\$312	N/A
	Average Sq Ft of Property	1,342	\$0	2,165	1,287	N/A
	Total Listing Inventory *	11	Conventional 5	7	8	N/A
	Total Listing Median Price ∞	\$509,400	Sales \$420,000	\$834,500	\$349,444	N/A
95628 Fair Oaks	Total Sales	69	REO Sales 0	64	63	498
	Median Sales Price	\$545,000	\$0	\$633,000	\$557,000	\$600,000
	Average Price/Square Foot	\$334	Short Sales 0	\$329	\$274	N/A
	Average Sq Ft of Property	1,893	\$0	2,048	2,154	N/A
	Total Listing Inventory *	43	Conventional 69	52	71	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$545,000	\$599,999	\$579,000	N/A
95630 Folsom	Total Sales	78	REO Sales 0	74	99	724
	Median Sales Price	\$685,000	\$0	\$775,000	\$607,000	\$695,000
	Average Price/Square Foot	\$367	Short Sales 0	\$376	\$301	N/A
	Average Sq Ft of Property	2,183	\$0	2,179	2,216	N/A
	Total Listing Inventory *	76	Conventional 78	84	69	N/A
	Total Listing Median Price ∞	\$744,950	Sales \$685,000	\$782,500	\$615,000	N/A
95632 Galt	Total Sales	53	REO Sales 0	38	32	302
	Median Sales Price	\$485,000	\$0	\$468,500	\$483,500	\$472,500
	Average Price/Square Foot	\$325	Short Sales 0	\$318	\$257	N/A
	Average Sq Ft of Property	1,689	\$0	1,634	2,015	N/A
	Total Listing Inventory *	38	Conventional 53	31	36	N/A
	Total Listing Median Price ∞	\$580,000	Sales \$485,000	\$610,588	\$569,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	1	1	14
	Median Sales Price	\$1,125,000	\$0	\$625,000	\$735,000	\$704,000
	Average Price/Square Foot	\$408	Short Sales 0	\$582	\$247	N/A
	Average Sq Ft of Property	2,403	\$0	1,073	2,981	N/A
	Total Listing Inventory *	2	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$643,700	Sales \$1,125,000	\$899,900	\$665,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	2	12
	Median Sales Price	\$375,000	\$0	\$0	\$646,500	\$352,500
	Average Price/Square Foot	\$276	Short Sales 0	\$0	\$346	N/A
	Average Sq Ft of Property	1,360	\$0	0	1,736	N/A
	Total Listing Inventory *	5	Conventional 1	4	7	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$375,000	\$514,950	\$256,450	N/A
95655 Mather	Total Sales	7	REO Sales 0	3	11	47
	Median Sales Price	\$500,000	\$0	\$660,000	\$419,000	\$500,000
	Average Price/Square Foot	\$273	Short Sales 0	\$259	\$252	N/A
	Average Sq Ft of Property	2,192	\$0	2,701	1,867	N/A
	Total Listing Inventory *	8	Conventional 7	11	5	N/A
	Total Listing Median Price ∞	\$569,000	Sales \$500,000	\$499,900	\$507,425	N/A
95660 North Highlands	Total Sales	37	REO Sales 0	48	32	328
	Median Sales Price	\$365,000	\$0	\$375,000	\$322,500	\$360,000
	Average Price/Square Foot	\$335	Short Sales 0	\$326	\$248	N/A
	Average Sq Ft of Property	1,198	\$0	1,217	1,333	N/A
	Total Listing Inventory *	29	Conventional 37	14	12	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$365,000	\$379,394	\$318,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	52	39	364
	Median Sales Price	\$490,000	\$0	\$523,750	\$435,000	\$515,000
	Average Price/Square Foot	\$365	Short Sales 0	\$352	\$287	N/A
	Average Sq Ft of Property	1,569	\$0	1,673	1,728	N/A
	Total Listing Inventory *	43	Conventional 40	33	37	N/A
	Total Listing Median Price ∞	\$532,400	Sales \$490,000	\$614,450	\$475,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	78	REO Sales 0	68	64	598
	Median Sales Price	\$582,750	\$0	\$607,500	\$477,500	\$550,000
	Average Price/Square Foot	\$330	Short Sales 0	\$334	\$297	N/A
	Average Sq Ft of Property	1,841	\$0	2,141	1,811	N/A
	Total Listing Inventory *	70	Conventional 78	93	63	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$582,750	\$595,900	\$644,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	42	37	337
	Median Sales Price	\$526,000	\$0	\$496,000	\$403,750	\$480,000
	Average Price/Square Foot	\$318	Short Sales 0	\$325	\$281	N/A
	Average Sq Ft of Property	1,685	\$0	1,582	1,517	N/A
	Total Listing Inventory *	52	Conventional 43	55	19	N/A
	Total Listing Median Price ∞	\$526,773	Sales \$526,000	\$522,000	\$444,500	N/A
95621 Citrus Heights	Total Sales	42	REO Sales 0	47	50	407
	Median Sales Price	\$450,000	\$0	\$455,000	\$375,000	\$435,000
	Average Price/Square Foot	\$342	Short Sales 0	\$317	\$265	N/A
	Average Sq Ft of Property	1,485	\$0	1,520	1,482	N/A
	Total Listing Inventory *	19	Conventional 42	27	26	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$450,000	\$449,995	\$385,000	N/A
95624 Elk Grove	Total Sales	61	REO Sales 0	70	76	530
	Median Sales Price	\$615,000	\$0	\$621,000	\$505,000	\$596,400
	Average Price/Square Foot	\$315	Short Sales 0	\$317	\$262	N/A
	Average Sq Ft of Property	2,091	\$0	2,128	2,231	N/A
	Total Listing Inventory *	51	Conventional 61	51	43	N/A
	Total Listing Median Price ∞	\$694,450	Sales \$615,000	\$655,000	\$585,900	N/A
95626 Elverta	Total Sales	5	REO Sales 0	5	6	57
	Median Sales Price	\$420,000	\$0	\$600,000	\$399,725	\$424,000
	Average Price/Square Foot	\$379	Short Sales 0	\$305	\$312	N/A
	Average Sq Ft of Property	1,342	\$0	2,165	1,287	N/A
	Total Listing Inventory *	11	Conventional 5	7	8	N/A
	Total Listing Median Price ∞	\$509,400	Sales \$420,000	\$834,500	\$349,444	N/A
95628 Fair Oaks	Total Sales	69	REO Sales 0	64	63	498
	Median Sales Price	\$545,000	\$0	\$633,000	\$557,000	\$600,000
	Average Price/Square Foot	\$334	Short Sales 0	\$329	\$274	N/A
	Average Sq Ft of Property	1,893	\$0	2,048	2,154	N/A
	Total Listing Inventory *	43	Conventional 69	52	71	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$545,000	\$599,999	\$579,000	N/A
95630 Folsom	Total Sales	78	REO Sales 0	74	99	724
	Median Sales Price	\$685,000	\$0	\$775,000	\$607,000	\$695,000
	Average Price/Square Foot	\$367	Short Sales 0	\$376	\$301	N/A
	Average Sq Ft of Property	2,183	\$0	2,179	2,216	N/A
	Total Listing Inventory *	76	Conventional 78	84	69	N/A
	Total Listing Median Price ∞	\$744,950	Sales \$685,000	\$782,500	\$615,000	N/A
95632 Galt	Total Sales	53	REO Sales 0	38	32	302
	Median Sales Price	\$485,000	\$0	\$468,500	\$483,500	\$472,500
	Average Price/Square Foot	\$325	Short Sales 0	\$318	\$257	N/A
	Average Sq Ft of Property	1,689	\$0	1,634	2,015	N/A
	Total Listing Inventory *	38	Conventional 53	31	36	N/A
	Total Listing Median Price ∞	\$580,000	Sales \$485,000	\$610,588	\$569,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	1	1	14
	Median Sales Price	\$1,125,000	\$0	\$625,000	\$735,000	\$704,000
	Average Price/Square Foot	\$408	Short Sales 0	\$582	\$247	N/A
	Average Sq Ft of Property	2,403	\$0	1,073	2,981	N/A
	Total Listing Inventory *	2	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$643,700	Sales \$1,125,000	\$899,900	\$665,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	2	12
	Median Sales Price	\$375,000	\$0	\$0	\$646,500	\$352,500
	Average Price/Square Foot	\$276	Short Sales 0	\$0	\$346	N/A
	Average Sq Ft of Property	1,360	\$0	0	1,736	N/A
	Total Listing Inventory *	5	Conventional 1	4	7	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$375,000	\$514,950	\$256,450	N/A
95655 Mather	Total Sales	7	REO Sales 0	3	11	47
	Median Sales Price	\$500,000	\$0	\$660,000	\$419,000	\$500,000
	Average Price/Square Foot	\$273	Short Sales 0	\$259	\$252	N/A
	Average Sq Ft of Property	2,192	\$0	2,701	1,867	N/A
	Total Listing Inventory *	8	Conventional 7	11	5	N/A
	Total Listing Median Price ∞	\$569,000	Sales \$500,000	\$499,900	\$507,425	N/A
95660 North Highlands	Total Sales	37	REO Sales 0	48	32	328
	Median Sales Price	\$365,000	\$0	\$375,000	\$322,500	\$360,000
	Average Price/Square Foot	\$335	Short Sales 0	\$326	\$248	N/A
	Average Sq Ft of Property	1,198	\$0	1,217	1,333	N/A
	Total Listing Inventory *	29	Conventional 37	14	12	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$365,000	\$379,394	\$318,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	52	39	364
	Median Sales Price	\$490,000	\$0	\$523,750	\$435,000	\$515,000
	Average Price/Square Foot	\$365	Short Sales 0	\$352	\$287	N/A
	Average Sq Ft of Property	1,569	\$0	1,673	1,728	N/A
	Total Listing Inventory *	43	Conventional 40	33	37	N/A
	Total Listing Median Price ∞	\$532,400	Sales \$490,000	\$614,450	\$475,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

SEPTEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	78	REO Sales 0	68	64	598
	Median Sales Price	\$582,750	\$0	\$607,500	\$477,500	\$550,000
	Average Price/Square Foot	\$330	Short Sales 0	\$334	\$297	N/A
	Average Sq Ft of Property	1,841	\$0	2,141	1,811	N/A
	Total Listing Inventory *	70	Conventional 78	93	63	N/A
	Total Listing Median Price ∞	\$575,000	Sales \$582,750	\$595,900	\$644,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	42	37	337
	Median Sales Price	\$526,000	\$0	\$496,000	\$403,750	\$480,000
	Average Price/Square Foot	\$318	Short Sales 0	\$325	\$281	N/A
	Average Sq Ft of Property	1,685	\$0	1,582	1,517	N/A
	Total Listing Inventory *	52	Conventional 43	55	19	N/A
	Total Listing Median Price ∞	\$526,773	Sales \$526,000	\$522,000	\$444,500	N/A
95621 Citrus Heights	Total Sales	42	REO Sales 0	47	50	407
	Median Sales Price	\$450,000	\$0	\$455,000	\$375,000	\$435,000
	Average Price/Square Foot	\$342	Short Sales 0	\$317	\$265	N/A
	Average Sq Ft of Property	1,485	\$0	1,520	1,482	N/A
	Total Listing Inventory *	19	Conventional 42	27	26	N/A
	Total Listing Median Price ∞	\$445,000	Sales \$450,000	\$449,995	\$385,000	N/A
95624 Elk Grove	Total Sales	61	REO Sales 0	70	76	530
	Median Sales Price	\$615,000	\$0	\$621,000	\$505,000	\$596,400
	Average Price/Square Foot	\$315	Short Sales 0	\$317	\$262	N/A
	Average Sq Ft of Property	2,091	\$0	2,128	2,231	N/A
	Total Listing Inventory *	51	Conventional 61	51	43	N/A
	Total Listing Median Price ∞	\$694,450	Sales \$615,000	\$655,000	\$585,900	N/A
95626 Elverta	Total Sales	5	REO Sales 0	5	6	57
	Median Sales Price	\$420,000	\$0	\$600,000	\$399,725	\$424,000
	Average Price/Square Foot	\$379	Short Sales 0	\$305	\$312	N/A
	Average Sq Ft of Property	1,342	\$0	2,165	1,287	N/A
	Total Listing Inventory *	11	Conventional 5	7	8	N/A
	Total Listing Median Price ∞	\$509,400	Sales \$420,000	\$834,500	\$349,444	N/A
95628 Fair Oaks	Total Sales	69	REO Sales 0	64	63	498
	Median Sales Price	\$545,000	\$0	\$633,000	\$557,000	\$600,000
	Average Price/Square Foot	\$334	Short Sales 0	\$329	\$274	N/A
	Average Sq Ft of Property	1,893	\$0	2,048	2,154	N/A
	Total Listing Inventory *	43	Conventional 69	52	71	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$545,000	\$599,999	\$579,000	N/A
95630 Folsom	Total Sales	78	REO Sales 0	74	99	724
	Median Sales Price	\$685,000	\$0	\$775,000	\$607,000	\$695,000
	Average Price/Square Foot	\$367	Short Sales 0	\$376	\$301	N/A
	Average Sq Ft of Property	2,183	\$0	2,179	2,216	N/A
	Total Listing Inventory *	76	Conventional 78	84	69	N/A
	Total Listing Median Price ∞	\$744,950	Sales \$685,000	\$782,500	\$615,000	N/A
95632 Galt	Total Sales	53	REO Sales 0	38	32	302
	Median Sales Price	\$485,000	\$0	\$468,500	\$483,500	\$472,500
	Average Price/Square Foot	\$325	Short Sales 0	\$318	\$257	N/A
	Average Sq Ft of Property	1,689	\$0	1,634	2,015	N/A
	Total Listing Inventory *	38	Conventional 53	31	36	N/A
	Total Listing Median Price ∞	\$580,000	Sales \$485,000	\$610,588	\$569,000	N/A
95638 Herald	Total Sales	3	REO Sales 0	1	1	14
	Median Sales Price	\$1,125,000	\$0	\$625,000	\$735,000	\$704,000
	Average Price/Square Foot	\$408	Short Sales 0	\$582	\$247	N/A
	Average Sq Ft of Property	2,403	\$0	1,073	2,981	N/A
	Total Listing Inventory *	2	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$643,700	Sales \$1,125,000	\$899,900	\$665,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	2	12
	Median Sales Price	\$375,000	\$0	\$0	\$646,500	\$352,500
	Average Price/Square Foot	\$276	Short Sales 0	\$0	\$346	N/A
	Average Sq Ft of Property	1,360	\$0	0	1,736	N/A
	Total Listing Inventory *	5	Conventional 1	4	7	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$375,000	\$514,950	\$256,450	N/A
95655 Mather	Total Sales	7	REO Sales 0	3	11	47
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	Total Listing Inventory *	8	Conventional 7	11	5	N/A
	Total Listing Median Price ∞	\$569,000	Sales \$500,000	\$499,900	\$507,425	N/A
95660 North Highlands	Total Sales	37	REO Sales 0	48	32	328
	Median Sales Price	\$365,000	\$0	\$375,000	\$322,500	\$360,000
	Average Price/Square Foot	\$335	Short Sales 0	\$326	\$248	N/A
	Average Sq Ft of Property	1,198	\$0	1,217	1,333	N/A
	Total Listing Inventory *	29	Conventional 37	14	12	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$365,000	\$379,394	\$318,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	52	39	364
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	Average Price/Square Foot	\$365	Short Sales 0	\$352	\$287	N/A
	Average Sq Ft of Property	1,569	\$0	1,673	1,728	N/A
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Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
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	Average Sq Ft of Property	1,893	\$0	2,048	2,154	N/A
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	Average Sq Ft of Property	1,689	\$0	1,634	2,015	N/A
	Total Listing Inventory *	38	Conventional 53	31	36	N/A
	Total Listing Median Price ∞	\$580,000	Sales \$485,000	\$610,588	\$569,000	N/A
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	Average Sq Ft of Property	2,403	\$0	1,073	2,981	N/A
	Total Listing Inventory *	2	Conventional 1	3	7	N/A
	Total Listing Median Price ∞	\$643,700	Sales \$1,125,000	\$899,900	\$665,000	N/A
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	Median Sales Price	\$375,000	\$0	\$0	\$646,500	\$352,500
	Average Price/Square Foot	\$276	Short Sales 0	\$0	\$346	N/A
	Average Sq Ft of Property	1,360	\$0	0	1,736	N/A
	Total Listing Inventory *	5	Conventional 1	4	7	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$375,000	\$514,950	\$256,450	N/A
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	Median Sales Price	\$500,000	\$0	\$660,000	\$419,000	\$500,000
	Average Price/Square Foot	\$273	Short Sales 0	\$259	\$252	N/A
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	Total Listing Inventory *	8	Conventional 7	11	5	N/A
	Total Listing Median Price ∞	\$569,000	Sales \$500,000	\$499,900	\$507,425	N/A
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	Median Sales Price	\$365,000	\$0	\$375,000	\$322,500	\$360,000
	Average Price/Square Foot	\$335	Short Sales 0	\$326	\$248	N/A
	Average Sq Ft of Property	1,198	\$0	1,217	1,333	N/A
	Total Listing Inventory *	29	Conventional 37	14	12	N/A
	Total Listing Median Price ∞	\$389,000	Sales \$365,000	\$379,394	\$318,000	N/A
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	Median Sales Price	\$490,000	\$0	\$523,750	\$435,000	\$515,000
	Average Price/Square Foot	\$365	Short Sales 0	\$352	\$287	N/A
	Average Sq Ft of Property	1,569	\$0	1,673	1,728	N/A
	Total Listing Inventory *	43	Conventional 40	33	37	N/A
	Total Listing Median Price ∞	\$532,400	Sales \$490,000	\$614,450	\$475,000	N/A

STAFF DIRECTORY



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(916) 922-7711
Fax (916) 922-1221 or Fax (916) 922-3904



MetroList

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2021 SAR President

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Robin Mayer – 916.437.1216
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Denise Stone – 916.437.1219
Member Services Manager

Henry Lorenzo – 916.437.1218
Member Services Specialist

Hailey Odell – 916.437.1221
Member Services Specialist

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SAR Staff

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Chief Executive Officer

Chris Ly – 916.437.1204
Chief Operating Officer

Marcus Arroyo – 916.437.1210
Education Services Coordinator

Kayla Chew – 916.437.1202
Association Services Coordinator

Brian DeLisi – 916.437.1209
Director of Meetings & Events

Madison Hall – 916.437.1211
Event Manager

Lyndsey Harank – 916.437.1226
Director of Professional Standards & Administration

Nallely Lopez – 916.437.1212
Meetings & Events Manager

Sam Sger – 916.437.1208
Government Affairs Coordinator

Irene Ruan – 916.437.1203
Staff Accountant

Chrystal Shamp – 916.437.1229
Web Designer

Judy Shrivastava – 916.437.1207
Director of Education & Graphic Services

Erin Teague – 916.437-1227
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