



SACRAMENTO REALTOR®

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

SEPTEMBER 2021

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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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**

September Safety

As we highlight and focus this month on Realtor safety, I hope that each of us will take that extra minute to contemplate those small choices we make each day to ensure our wellbeing. Few professions require the meeting of complete strangers in vacant buildings on a regular basis. And yet, as Realtors, we often offer to show empty homes to people we've never met...whether by appointment or by inviting them to an open house with signs placed on busy corners. While most home showings and open houses take place successfully without incident, we have all heard the tragic stories of the appointments that went wrong...the stories of Realtors harmed while doing their job.

This month, I hope that you will take the time to revisit your office policy with your managers on safety protocol. What sort of steps and tools are in place to protect you when meeting a prospective buyer or seller for the first time? Do you require a photocopy of a driver's license? Do you require that the first meeting take place in a public or trusted space? Do you require a loan preapproval before showing homes? Many of these small steps can help prevent the rare tragedies that make news headlines.

As you prepare for your next open house, what sort of actions will you take to ensure your safety? Early in my career, I recall an agent in my office who had been the victim of an attempted robbery as she arrived at her open house. Some of the lessons I remember to this day because of her experience include never parking in the driveway so that my car cannot be blocked in, leaving my valuables at home, and watching for followers when placing directional open house signs. Luckily my colleague did not suffer any major trauma. But I think of her often when pulling up to a house that I am going to hold open. What other types of actions do you take to ensure your safety at an open house?

I also believe that part of our safety and well-being is to watch out for one another. We all understand the stresses and risks in our profession. Let's watch out for one another! Check in with a colleague who seems overwhelmed. Offer to accompany a new agent to their open house and show them the different safety measures you put in place at your own open house. Travel together when viewing vacant homes. After all, we find safety in numbers!

Lastly, listen carefully to your own intuition. I have repeatedly heard this offered as the one best piece of advice from law enforcement. If something doesn't feel right or seem right, LISTEN to that feeling. Trust your intuition. No home sale is worth risking your safety.



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Safety

September has been designated by NAR as REALTOR® Safety Month. This is not just a name to designate a month. It is a very serious and critical subject for real estate professionals. In our business we routinely go into vacant houses with people we barely know. Who else in their right mind would do that? But we often do it without giving it a second thought. That is the point of this month. To cause you to give it a second thought.

One of the first things you can do is to make it your business practice to never work with a prospective buyer that has not been prequalified with your lender. If they refuse to be prequalified, you need to question how serious they are. But it also gives you some assurance that you know who you are dealing with. If that person intends to do you harm you can be sure they are not going to give your lender their real name, date of birth, social security number, etc. And if they try to fake it, they will not get prequalified.

SAR has setup a text alert system for use when we become aware of safety risks. It is easy to sign up by simply sending the text to "saralerts" to the number 545454. When we become aware of an active safety risk in the field, we will text the information to you.

MetroList® is also working to help you practice real estate brokerage safely. They are providing a safety program from [Real Safe Agent](#) to all participants and subscribers at no cost to you. Real Safe Agent is a comprehensive Personal Safety Program that empowers the real estate community to cooperate and collaborate to help keep each other safe.

Based in behavioral science, the Real Safe Agent system helps predict behaviors and provides agents with information they need to prevent being alone with a potentially dangerous prospect. Tools provided on the Real Safe Agent Smartphone App will help keep you knowledgeable, aware, and empowered. Just go to the App Store and download Real Safe Agent to your phone. Then follow the instructions to setup the app on your phone. It can provide you with the ability to ask for assistance using your phone if you feel threatened without letting the party know that you are uncomfortable or seeking help. Please download the app and start enhancing your ability to be safe.

The more MetroList Subscribers sign up to Real Safe Agent, the safer everyone becomes!

Please see additional Safety Resources from NAR below:

- [14 Simple Steps for Safeguarding Your Office](#)
- [56 Safety Tips for REALTORS®](#)
- [10 Tips for Holding a Safe Open House](#)
- [Safety Checklist for Showings](#)



REALTY SUPPLY CENTER

SEPTEMBER SPECIALS

SAVE \$10.00

18" x 24" PVC A-FRAMES

Available in red or blue

\$30.00 each

(Originally \$40.00 each)
Item #5310



SAVE \$10.00

18" x 24" CORRUGATED A-FRAMES

Available in red or blue

\$27.75 each

(Originally \$37.75 each)
Item #5320



SAVE \$12.46

COMPANY LOGO FLYER STANDS

LIMITED SUPPLY LEFT

\$12.49 each

(Originally \$24.95 each)
Item #3648



SAVE \$9.76

COMPANY LOGO FLYER BOXES

LIMITED
SUPPLY
LEFT

\$13.99 each

(Originally \$23.75 each)
Item #5811



SAVE \$8.55

COMPANY LOGO FLAGS

LIMITED SUPPLY LEFT

\$12.95 each

(Originally \$21.50 each)
Item #5316



SAVE \$2.01

"I LOVE SELLING HOMES" LICENSE PLATE FRAMES

\$ 1.99 each

(Originally \$4.00 each)
Item #5200-BLACK



store@sacrealtor.org | Main: 916-437-1222
Visit us online at realtysupplycenter.com



SAFETY TIPS

Share knowledge, awareness, and empowerment with your members year-round

Keep a strong focus on REALTOR® Safety throughout the year when you share these safety tips with your members every week. You can post them on your Web site, add them to your newsletters, or e-mail them directly to your members.

Feel free to rearrange the tips if you like. Regardless of when you send them, these weekly tips will help remind our members of the tenets of REALTOR® Safety: knowledge, awareness, and empowerment.

All tips are taken from the NATIONAL ASSOCIATION OF REALTORS'® REALTOR® Safety Program. Direct your members to your own Association Web site or to nar.realtor/safety for more information on the important topic of REALTOR® safety.



TIP #1*Keep it light*

Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights and open shades prior to going inside with your client.

**TIP #2***Checking in*

When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form (Find a copy online at nar.realtor/safety). Also, photocopy their driver's license and retain this information at your office. Be certain to properly discard this personal information when you no longer need it.

TIP #3*Don't be too public*

Limit the amount of personal information you share. Consider advertising without using your photograph, home phone number and/or home address in the newspaper or on business cards. Don't use your full name with middle name or initial. Use your office address—or list no address at all. Giving out too much of the wrong information can make you a target.

TIP #4*Touch base*

Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting and schedule a time for your office to call you to check in.

TIP #5*Open house: it ain't over till it's over*

Don't assume that everyone has left the premises at the end of an open house. Have a colleague or buddy help you check all of the rooms and the backyard prior to locking the doors.



[CLICK HERE TO VIEW MORE INFORMATION](#)



Become a community minded REALTOR®

Do you enjoy where you live? Do you like helping others? Would you like to make a difference in your community? As a REALTOR®, I can't think of a better way to spend your time than investing time into your own community. Many REALTORS® feel they do not have much time to spare. However, being involved in your community, making it a better place to live for everyone, is not only greatly satisfying but can create so many other opportunities to a businessperson. Your very own community is an awesome place to meet all kinds of people, from all walks of life, that you may never have the chance to meet otherwise until you invest your own time. Personally, I have met many people with such a vast array of backgrounds, cultures, and circumstances. I continue to find it fascinating to hear other people's story about their journey in life and how they arrived where they are now. Not only have I learned much about others through the years, but I have also learned much about myself and how to better serve my community for the greater good.

If you love where you live and plan on being there a while, why not get out there and help make it a better place for everyone? All of our communities, as great as they may be, still have many who are in need of help. Whether it be helping to get families back on their feet with food during trying times, gathering school supplies for your local kids, or even finding a way to help that struggling mom & pop business.

One thing I have to say is that I have personally experienced too many agents who get involved with the community and they have the mind set of "keeping track" of their time put in and the return that comes out. I have heard some REALTORS® say they are "part of this group" and "I have donated" whatever it may be and "I haven't gotten a single deal out of it." Well, if that is your mindset, maybe real estate is not your true calling. As a REALTOR® you always need to remember these are people, they are not transactions. If your mind set is that the goal is to get "deals" and people are paychecks in your eyes, this will often lead to disappointment. I have seen many agents come and go that jumped into a community group or two for a little while and jumped back out after not getting something quickly in return. If one has the mindset of helping and truly wants to make their community a better place, there is no room for a "me first" attitude.

What I have found is that when you donate your time, energy, and financial resources – when possible – the relationships you will build with like-minded people in your community will be more valuable than you could ever imagine. Personally, the amount of great people I now know and have surrounded myself with by pouring myself into my community has become one of the greatest things in my life. I can't imagine it being any other way. And guess what? Some business does actually come from it in the end.

Your investment into your community has to be sincere. Go out there and try out different clubs, non-profits, and community groups. I am not recommending you join them all, but start with one or two. See if the group is a good fit for you to be in it for the long haul. Obviously, it has to be something you enjoy as well. For a start, I would suggest checking out your local food bank, Rotary Club, Business Chamber, Homeless Outreach Team, Community Parks, and check online for anyone looking for Volunteers.

Keep in mind, volunteering enhances the social connections between different sectors, builds relationships with governments, enterprises and employees. Volunteering helps build a more cohesive, safer, stronger community, increasing the social network between communities and neighborhood. It promotes people to be more active in civic engagement. It also has positive effects on volunteers as individuals, increasing self-esteem, enhancing various skills and capacities, and expanding career paths. The volunteer sector plays an important role in contributing to the society as a whole, where its unique position in society often gives it special insight into the needs of local community. And if you approach it sincerely, good things will follow and it will expand your own career.





C.A.R. State Advocacy Efforts Making Progress

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

Below is a snapshot of the successes due to a large part because of our members.

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

SB 9 (Atkins): Support- Pending Signature from Governor:

SB 9 would legalize this middle-income housing by adopting best practices from housing experts. It will also help California respond to historic job loss in the construction sector and a 45-percent decrease in home construction due to COVID-19. C.A.R. was able to have several amendments included into this legislation that provide additional protections.

- It allows homeowners in most areas around the state to divide their property into two lots, thereby increasing opportunities for homeownership in their neighborhood: and
- It allows two homes to be built on each of those lots, with the effect of legalizing fourplexes in areas that previously only allowed one home.

SB 10 (Wiener): Support- Pending Signature from Governor:

SB 10 provides tools for local governments to zone for up to ten homes per parcel in transit-rich areas, or urban infill sites.

- SB 10 makes it easier for cities to zone for smaller, lower-cost housing developments of up to 10 units to address California's housing crisis.
- Current laws can prevent local governments from zoning for smaller, less expensive housing. Even small projects with fewer than 10 homes are often mired in expensive, decades-long legal appeals and litigation. Abuses of the legal process result in the delay or prevention of tens of thousands of homes per year. SB 10 maintains local control, as a local legislative body must pass a resolution to adopt the plan. By creating a pathway for streamlined up zoning in transit-rich areas, SB 10 allows more Californians, including communities of color, to access high-opportunity and will help alleviate traffic congestion and pollution.

AB 491 (Ward): Support- Enrolled September:

Current law allows for the construction of a mixed-income multifamily structure in which the occupants of the affordable units do not have the same access to the common entrances, common areas, and common amenities as the occupants of the market-rate units. C.A.R. is sponsoring AB 491 to prohibit this discriminatory housing practice.

Wildfire Resources and Relief:

In 2020, California saw the most destructive fire season on record. However, it seems 2021 is shaping up to be another one for the record books, with the conditions producing fire behavior never seen before. The most recent Caldor Fire in Northern California continues to burn over 191,000 acres in El Dorado and Alpine Counties, now threatening the Lake Tahoe Basin. The Dixie Fire in the Plumas County area is still raging after seven straight weeks, covering more than 800,000 acres and causing additional communities to evacuate. C.A.R. is prepared to help members of our California REALTOR® family by distributing [grants through our Disaster Relief Fund](#) of up to \$5,000 to those who have experienced loss and/or damage due to wildfires. Those eligible include REALTORS®, employees of REALTORS® and employees of AORs. For those who want to help, please consider donating to the [C.A.R. Disaster Relief Fund](#). Your tax-deductible donation is critical to helping us continue to assist our members when they need it most. Additional information about our [Disaster Relief Fund](#) can be found on our website, as well as important [CalFire resources](#) to share with your members. For questions, please contact disasterrelief@car.org.



An Example of What Not to do When Soliciting for Real Estate Services.

Occasionally, life presents us with perfect examples that can be better than anything we try to come up with on our own. When my family and I returned from vacation, there was one such perfect example awaiting us on our front door. Unfortunately, this was a perfect example of what NOT to do!

We had just returned from vacation so an urgent note from a neighbor placed on the front door required immediate attention. There was no context here, so I called the number provided. I quickly discovered that the intent of the sticky note was a first point of contact solicitation for real estate services. Most readers will recognize the frustration with this type of marketing, but keen readers will also notice that there are several legal problems with the note itself!

The California Business and Professions Code has very specific rules for advertising that real estate salespersons and their brokers must follow.

Issue #1: Disclosing that the solicitation is for real estate activity. "A real estate licensee shall not publish, circulate, [or] distribute... any matter pertaining to any activity for which a real estate license is required that does not contain a designation disclosing that he or she is performing acts for which a real estate license is required." (Cal. Bus. & Prof. Code §10140.6(a).) The ad or solicitation should say its for real estate activity... if it's for real estate activity. Here, the note placed on the door is a distribution, and it does not indicate that it was for real estate activity (which was discovered only after making the call). Why is the note considered an ad? The same statute defines what constitutes an ad in this section as "... [any] materials designed to solicit the creation of a Business and Professions Code 37 professional relationship between the licensee and a consumer." (Cal. Bus. & Prof. Code §10140.6(2).)

Issue #2: Lack of required elements on any real estate advertisement. "A real estate licensee shall disclose his or her name, license identification, [NMLS if applicable] ... and responsible broker's identity, as defined in Section 10015.4, on all solicitation materials intended to be the first point of contact with consumers." (Cal. Bus. & Prof. Code § 10140.6(b)(1).) The agent gets half-a-point for placing their name on the note here, but they are missing a license number and the identity of their broker (typically the company logo is used). Keep in mind that the "broker's identity" can't be a fictitious business name or a team name; the ad must include the legitimate identity of the broker. Section 2773 gets specific with these requirements:

"(a) A real estate broker or salesperson, when engaging in acts for which a license is required, shall disclose its, his or her eight (8) digit real estate license identification number and responsible broker's name as currently licensed, and may, but is not required to, also include the responsible broker's license identification number, on all solicitation materials intended to be the first point of contact with consumers... If the advertising is in written form, the type size of the license identification number shall be no smaller than the smallest size type used in the solicitation material." (Cal. Bus. & Prof. Code §2773.)

Wondering what a sticky note ad left on your door might look like if it were legal? Here is a fictitious example of what that might look like. *Disclaimer: this is for educational use only, you should consult your broker, your attorney, your broker's attorney, or call the C.A.R. Legal Hotline should you have any questions; and please don't duplicate this ad (it may be funny but it's probably ineffective).



SAR SCHOLARSHIP PRESENTS

HAUNTED HUSTLE

- Virtual Fun Run -

\$35

includes shirt,
swag bag &
chance to win
one of two \$250
Cauldron of
Cash prizes!



**COMPLETE YOUR 1-MILE, 5K, 10K
OR HALF-MARATHON RUN/WALK
ANYTIME BETWEEN OCTOBER 16 - 31**

FORM A TEAM OF 20 OR MORE AND GET A FREE
COMMEMORATIVE SMALL LEAF ON OUR
LEARNING TREE (\$500 VALUE)

PRIZES FOR BEST DRESSED INDIVIDUAL & TEAM

SIGN UP BEFORE 9/24 FOR GUARANTEED SHIRT SIZE

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@SARschol

Get RETI

Real Estate Training Institute



Get RETI for your new real estate career or update your skills by attending SAR's premier educational series designed for new or returning agents.

Attend at least 5 out of 7 classes and receive a RETI Certificate to include on listing presentations.

Classes held on consecutive Fridays beginning October 8

9:00am - 12noon

Attend in-person at SAR's Training Room or request a Zoom link at marroyo@sacrealtor.org to attend virtually

Full Institute: \$99
New members: \$74.25
Per class: \$20



NEW MEMBERS:
Request our
25%
Discount

(Join date as of
Sept. 2020)

Start your Real Estate Career Off Right!

SCHEDULE

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

Contact Marcus at marroyo@sacrealtor.org or 916.437.1210

Register:

<https://sacrealtor.org/reti>

All classes are from 9:00am - 12noon

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.

Need to file an ethics complaint?

Breaking down the complaint process

You may find yourself in a situation where you feel a REALTOR® may have acted in violation of the NAR Code of Ethics. Since the Association cannot file complaints on our own behalf, we encourage Members who experience unethical behavior to file complaints to bring attention to these behaviors. You cannot expect unethical behavior to stop if no one files a complaint. There is no charge to file an ethics complaint.

1. We recommend that you speak with your Broker, Office Manager, or Team Lead regarding your situation. They may assist with a resolution that will not involve having to file a formal complaint.
2. C.A.R. offers members a free ethics Infoline to assist with non-legal ethics questions. You can contact the Peer-to-Peer Ethics Hotline to speak with volunteers trained in the Code of Ethics. They can answer questions regarding whether your own anticipated actions might violate the Code or whether the actions of another REALTOR® might have violated the Code. Call (213) 739-9160 or [click here](#) for more information.

The C.A.R. Ombudsmen Hotline is another free service offered to members. Ombudsmen are volunteer REALTORS® that can answer non-legal questions and resolve non-legal disputes. You may also request Ombudsman assistance by calling (213) 739-7227 or [click here](#) for more information. If the action is covered by paragraph 4 below you can also request local Ombudsman services through SAR.

3. [Verify the agent/broker is a REALTOR® and what Association they belong to](#). You can only file an Ethics Complaint against a REALTOR®. You can only file an ethics complaint at the Association where the member belongs. Due to a REGIONAL Agreement SAR accepts complaints against members of SAR, El Dorado County, and Yolo County Associations of REALTORS®.

4. If the person is a member of SAR, EDCAR, or Yolo, you can [download the complaint form and information](#) from the SAR website. If they belong to another Association you will need to obtain forms from that Association.

5. Complaints must be filed within 180 calendar days of the time you knew – or reasonably should have known—that potentially unethical conduct took place.

6. Review [NAR's Before you File an Ethics Complaint](#) for more information on the complaint and hearing process.

7. SAR offers free [Ethics Mediation](#) for our members. This gives you an opportunity to resolve your dispute with a neutral Mediator rather than filing a formal complaint.

8. SAR accepts anonymous complaints. See an advertisement that is unethical? You can send the advertisement via email or mail as an anonymous complaint. Contact [Lyndsey](#) with questions on filing an anonymous complaint.



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.

Monday	Tuesday	Wednesday	Thursday	Friday
				1 No Events Scheduled
4 WCR Board Meeting (B) 12noon – 1:30pm	5 October 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	6 Property Management Basics (T) 9:00am – 12:15pm	7 Real Estate Finance & Affiliate Forum (EC) 9:00 – 10:30am	8 SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) RETI -How to Get Your Offer Accepted (T) 9:00am – 12noon
11 SAR Closed Holiday	12 LIVE Regional Meetings (various locations) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm	13 Property Management Basics (T) 9:00am – 12:15pm	14 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm CAMP Lender Fair (EC) 12noon – 7:00pm	15 SAR Affiliate Task Force (V) 9:00 – 10:00am RETI - Tips for making your Business Life Easier (T) 9:00am – 12noon
18 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	19 LIVE Regional Meetings (various locations) 9:00 – 10:30am Marketing/Communications Committee (V) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm	20 Property Management Basics (T) 9:00am – 12:15pm SAR New Member Orientation (V) 6:00 – 9:30pm	21 WCR Luncheon (EC) 11:00am – 2:00pm	22 RETI - Listing Agreements (T) 9:00am – 12noon
25 MetroList Training (T) 8:00am – 5:00am	26 LIVE Regional Meetings (various locations) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	27 SAR Office Closed 1:00 – 2:00pm	28 SAR BOD 9:00 – 11:00am	29 RETI - Understanding the Residential Purchase Agreement (T) 9:00am – 12noon

Build your brand as you increase your exposure!

Advertise Yourself 365 Days a Year 2022



Enter the quantity of individual calendars to the right of the image of the calendar(s) you wish to order. See reverse for more selections.

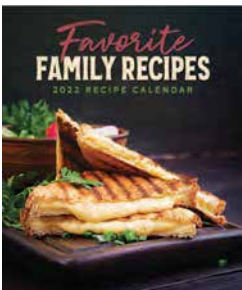
FLIP PAGE MAGNETIC CALENDARS 69¢/ea | 50 for 64¢/ea (\$32) | 100 for 59¢/ea (\$59)



QTY: _____



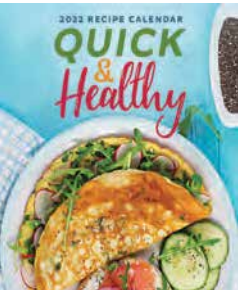
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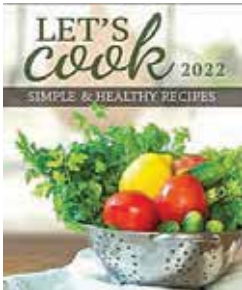
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QTY: _____



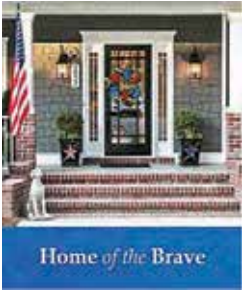
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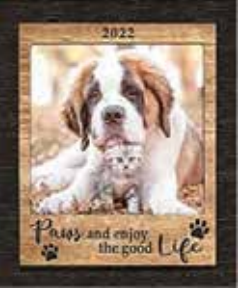
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QTY: _____



QTY: _____



QTY: _____



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SEPTEMBER

CLASS

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- | | | |
|----|---------------|--|
| 22 | 9:30am – 12pm | TAX STRATEGIES FOR REAL ESTATE PROFESSIONALS WEBINAR |
| 28 | 9:00am – 12pm | HOW TO THINK LIKE AN APPRAISER – IN-PERSON |
| 29 | 9:00am – 12pm | PROPERTY MANAGEMENT BASICS SERIES: DAY 1 – IN PERSON |

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OCTOBER

CLASS

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Fridays in October – November

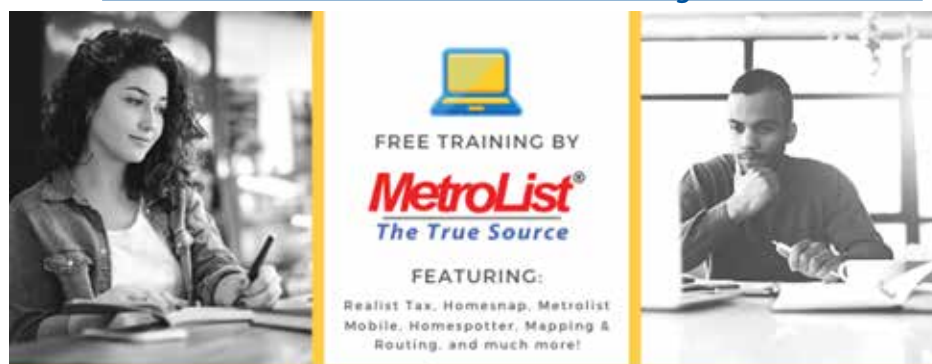
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| 8 | 9am – 12pm | RETI SERIES: HOW TO GET YOUR OFFER ACCEPTED – ATTEND IN-PERSON OR VIA ZOOM |
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| 15 | 9am – 12pm | RETI SERIES: TIPS TO MAKING YOUR BUSINESS LIFE EASIER – ATTEND IN-PERSON OR VIA ZOOM |
| 18 | 10am – 12pm | LEARN TO SPEAK LIKE AN INVESTOR – ATTEND IN-PERSON OR VIA ZOOM |
| 22 | 9am – 12pm | RETI SERIES: LISTING AGREEMENTS – ATTEND IN-PERSON OR VIA ZOOM |
| 29 | 9am – 12pm | RETI SERIES: UNDERSTANDING THE RESIDENTIAL PURCHASE AGREEMENT WITH DAVE TANNER – ATTEND IN-PERSON OR VIA ZOOM |

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

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

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August 2021

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WELCOME

SACRAMENTO HOUSING STATISTICS

Sales, days on market flat month to month

AUGUST

August closed with 1,579 sales, a .3% increase from July (1,579). Compared to one year ago (1,560), the current figure is up 1.2%. Of the 1,579 sales this month, 199 (12.6%) used cash financing, 1,103 (69.9%) used conventional, 176 (11.1%) used FHA, 68 (4.3%) used VA and 33 (2.1%) used Other† types of financing.

The median sales price increased 1% from \$510,000 to \$515,000. This figure is up 21.2% from August 2020 (\$425,000).

The Active Listing Inventory decreased 4.7% from July to August, from 1,602 units to 1,527 units. Compared with July 2020 (1,238), inventory is up 23.3%. 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) remained at 7 and the Average DOM increased from 12 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 1,579 sales this month, 90.3% (1,426) were on the market for 30 days or less and 96.9% (1,531) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$335 to \$334. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	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 - August 2021					
	Aug-21	Jul-21	Change	Aug-20	Change (from '20)
Sales	1,579	1,574	0.3%	1,560	1.2%
Median Sales Price	\$515,000	\$510,000	1.0%	\$425,000	21.2%
Active Inventory	1,527	1,602	-4.7%	1,238	23.3%
Median DOM	7	7	0.0%	7	0.0%
Avg. Price/SqFt	\$334	\$335	-0.3%	\$274	21.9%

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

AUGUST 2021

MLS STATISTICS for August 2021

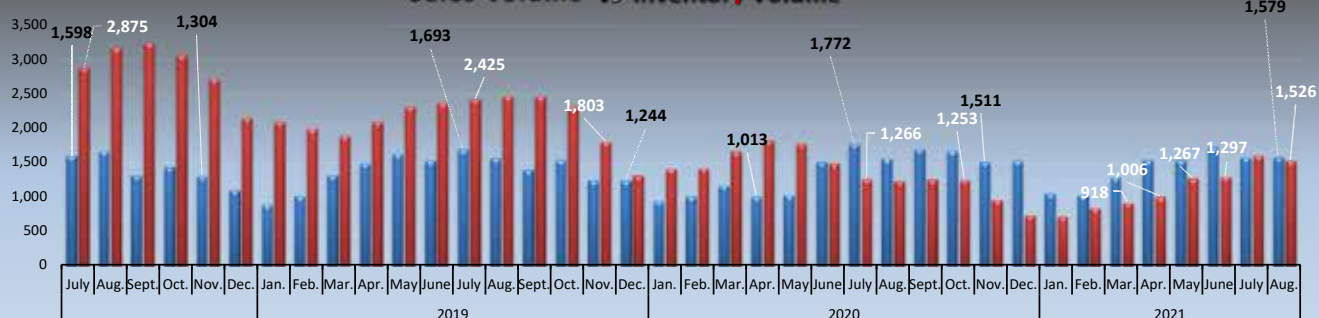
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,005		2,077	-3.5%		1,886		6.3%
Active Listing Inventory †	1,526		1,602	-4.7%		1,238		23.3%
Pending Sales This Month*	1,971		1,825	8.0%		2,343		-15.9%
Number of REO Sales	2	0.1%	1	100%	0.1%	12	0.8%	-83.3%
Number of Short Sales	0	0.0%	3	-100%	0.2%	2	0.1%	-100.0%
Equity Sales	1,577	99.9%	1,570	0.4%	99.7%	1,546	99.1%	2.0%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,579	100%	1,574	0.3%	100%	1,560	100.0%	1.2%
Months Inventory	1 Months		1 Months	0.0%		0.8 Months		25.0%
Dollar Value of Closed Escrows	\$907,039,087		\$882,267,686	2.8%		\$742,360,144		22.2%
Median	\$515,000		\$510,000	1.0%		\$425,000		21.2%
Mean	\$574,439		\$560,882	2.4%		\$475,872		20.7%
Year-to-Date Statistics	1/01/21 to 8/31/21		1/01/21 to 8/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			8/31/2020		Change
Number of Closed Escrows	11,336		11,503			10,011		13.2%
Dollar Value of Closed Escrows	\$6,189,253,664		\$6,268,225,432			\$4,470,575,895		38.4%
Median	\$495,000		\$495,000			\$405,000		22.2%
Mean	\$545,982		\$544,921			\$446,566		22.3%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
brought to you by:

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† 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

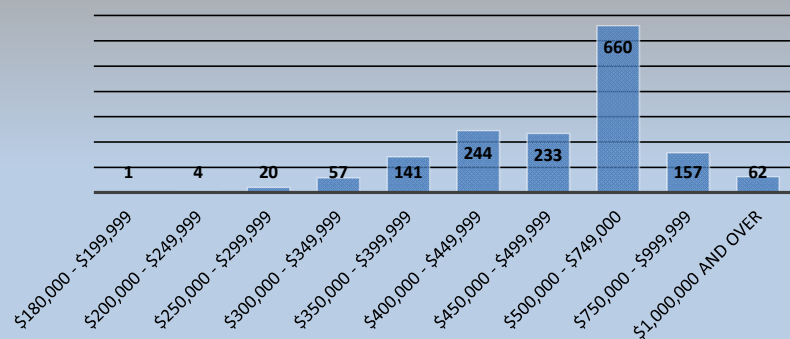
MLS STATISTICS for August 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

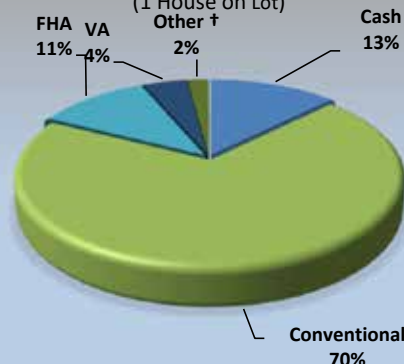
1 House on Lot

Total: 1,579

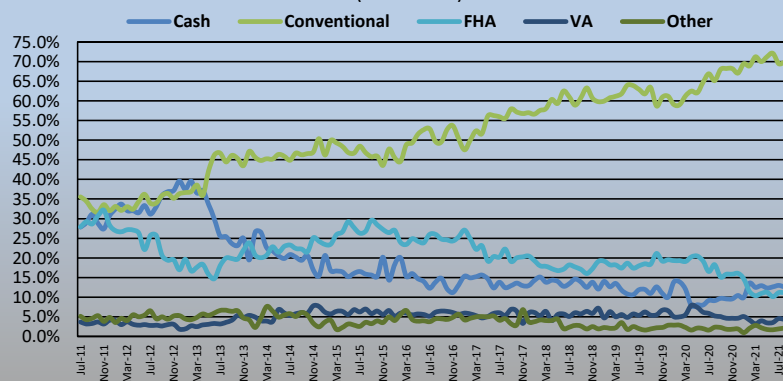


Type of Financing/Days on Market

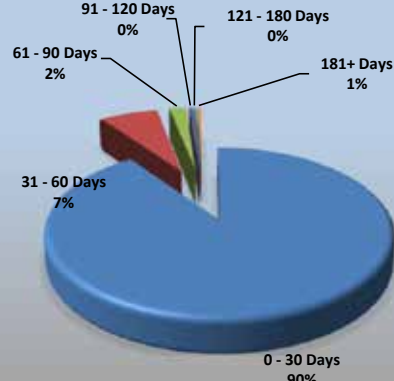
TYPE OF FINANCING (1 House on Lot)



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 Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	199	12.6%	204	13.0%	0 - 30	1,426	90.3%	93.1%	89.6%
Conventional	1,103	69.9%	1,094	69.5%	31 - 60	105	6.6%	5.0%	6.6%
FHA	176	11.1%	175	11.1%	61 - 90	30	1.9%	1.0%	2.0%
VA	68	4.3%	71	4.5%	91 - 120	6	0.4%	0.4%	0.8%
Other †	33	2.1%	30	1.9%	121 - 180	5	0.3%	0.3%	0.6%
Total	1,579	100.0%	1,574	100.0%	181+	7	0.4%	0.2%	0.4%
					Total	1,579	100.0%	100.0%	100.0%

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

Median DOM:	Current	7	Last Month	7
Average DOM:		15		12
Average Price/Square Foot:		\$333.9		\$334.7

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

AUGUST 2021

Zip Code	Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
		(by type)			
95608 Carmichael	Total Sales	68	79	61	516
	Median Sales Price	\$607,500	\$565,300	\$478,000	\$545,000
	Average Price/Square Foot	\$334	\$325	\$281	N/A
	Average Sq Ft of Property	2,141	1,906	2,059	N/A
	Total Listing Inventory *	93	88	63	N/A
	Total Listing Median Price ∞	\$595,900	\$590,000	\$625,000	N/A
95610 Citrus Heights	Total Sales	42	41	39	293
	Median Sales Price	\$496,000	\$480,000	\$401,000	\$475,000
	Average Price/Square Foot	\$325	\$313	\$264	N/A
	Average Sq Ft of Property	1,582	1,579	1,605	N/A
	Total Listing Inventory *	55	39	26	N/A
	Total Listing Median Price ∞	\$522,000	\$525,000	\$449,000	N/A
95621 Citrus Heights	Total Sales	47	42	55	364
	Median Sales Price	\$455,000	\$456,250	\$375,000	\$435,000
	Average Price/Square Foot	\$317	\$319	\$266	N/A
	Average Sq Ft of Property	1,520	1,477	1,471	N/A
	Total Listing Inventory *	27	34	24	N/A
	Total Listing Median Price ∞	\$449,995	\$456,000	\$385,000	N/A
95624 Elk Grove	Total Sales	70	60	68	469
	Median Sales Price	\$621,000	\$639,000	\$477,500	\$595,500
	Average Price/Square Foot	\$317	\$319	\$261	N/A
	Average Sq Ft of Property	2,128	2,217	2,098	N/A
	Total Listing Inventory *	51	64	50	N/A
	Total Listing Median Price ∞	\$655,000	\$639,000	\$557,450	N/A
95626 Elverta	Total Sales	5	10	3	51
	Median Sales Price	\$600,000	\$446,000	\$365,000	\$424,000
	Average Price/Square Foot	\$305	\$349	\$310	N/A
	Average Sq Ft of Property	2,165	1,402	1,377	N/A
	Total Listing Inventory *	7	13	3	N/A
	Total Listing Median Price ∞	\$834,500	\$639,000	\$625,000	N/A
95628 Fair Oaks	Total Sales	64	64	67	429
	Median Sales Price	\$633,000	\$619,500	\$530,000	\$602,000
	Average Price/Square Foot	\$329	\$332	\$264	N/A
	Average Sq Ft of Property	2,048	2,021	2,083	N/A
	Total Listing Inventory *	52	64	69	N/A
	Total Listing Median Price ∞	\$599,999	\$694,000	\$589,999	N/A
95630 Folsom	Total Sales	74	94	95	643
	Median Sales Price	\$775,000	\$725,000	\$635,000	\$695,000
	Average Price/Square Foot	\$376	\$375	\$292	N/A
	Average Sq Ft of Property	2,179	2,178	2,388	N/A
	Total Listing Inventory *	84	86	59	N/A
	Total Listing Median Price ∞	\$782,500	\$749,900	\$604,900	N/A
95632 Galt	Total Sales	38	24	29	246
	Median Sales Price	\$468,500	\$520,000	\$468,000	\$470,000
	Average Price/Square Foot	\$318	\$320	\$243	N/A
	Average Sq Ft of Property	1,634	1,771	1,938	N/A
	Total Listing Inventory *	31	47	29	N/A
	Total Listing Median Price ∞	\$610,588	\$590,000	\$587,450	N/A
95638 Herald	Total Sales	1	1	3	11
	Median Sales Price	\$625,000	\$700,000	\$520,000	\$700,000
	Average Price/Square Foot	\$582	\$585	\$358	N/A
	Average Sq Ft of Property	1,073	1,196	1,496	N/A
	Total Listing Inventory *	3	3	2	N/A
	Total Listing Median Price ∞	\$899,900	\$894,950	\$990,000	N/A
95641 Isleton	Total Sales	0	1	4	11
	Median Sales Price	\$0	\$240,000	\$260,000	\$330,000
	Average Price/Square Foot	\$0	\$183	\$276	N/A
	Average Sq Ft of Property	0	1,310	1,623	N/A
	Total Listing Inventory *	4	3	8	N/A
	Total Listing Median Price ∞	\$514,950	\$699,900	\$222,450	N/A
95655 Mather	Total Sales	3	9	3	40
	Median Sales Price	\$660,000	\$650,000	\$415,000	\$500,000
	Average Price/Square Foot	\$259	\$282	\$238	N/A
	Average Sq Ft of Property	2,701	2,376	1,862	N/A
	Total Listing Inventory *	11	4	4	N/A
	Total Listing Median Price ∞	\$499,900	\$584,950	\$474,425	N/A
95660 North Highlands	Total Sales	48	38	26	288
	Median Sales Price	\$375,000	\$370,000	\$305,000	\$355,000
	Average Price/Square Foot	\$326	\$325	\$256	N/A
	Average Sq Ft of Property	1,217	1,198	1,289	N/A
	Total Listing Inventory *	14	20	14	N/A
	Total Listing Median Price ∞	\$379,394	\$379,900	\$319,000	N/A
95662 Orangevale	Total Sales	52	40	30	323
	Median Sales Price	\$523,750	\$533,000	\$473,885	\$515,000
	Average Price/Square Foot	\$352	\$342	\$299	N/A
	Average Sq Ft of Property	1,673	1,812	1,825	N/A
	Total Listing Inventory *	33	42	28	N/A
	Total Listing Median Price ∞	\$614,450	\$575,000	\$528,950	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	51	REO Sales 0	63	72	419
	Median Sales Price	\$473,000	\$0	\$491,000	\$423,750	\$475,000
	Average Price/Square Foot	\$304	Short Sales 0	\$325	\$262	N/A
	Average Sq Ft of Property	1,769	\$0	1,706	1,805	N/A
	Total Listing Inventory *	63	Conventional 51	55	28	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$473,000	\$460,000	\$449,900	N/A
95673 Rio Linda	Total Sales	14	REO Sales 0	19	12	118
	Median Sales Price	\$461,000	\$0	\$400,000	\$345,000	\$403,500
	Average Price/Square Foot	\$343	Short Sales 0	\$326	\$260	N/A
	Average Sq Ft of Property	1,501	\$0	1,391	1,563	N/A
	Total Listing Inventory *	15	Conventional 14	26	14	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$461,000	\$449,900	\$425,000	N/A
95683 Rancho Murieta	Total Sales	13	REO Sales 0	9	17	102
	Median Sales Price	\$700,000	\$0	\$653,000	\$579,000	\$647,180
	Average Price/Square Foot	\$290	Short Sales 0	\$266	\$240	N/A
	Average Sq Ft of Property	2,602	\$0	2,786	2,516	N/A
	Total Listing Inventory *	19	Conventional 13	13	31	N/A
	Total Listing Median Price ∞	\$630,000	Sales \$700,000	\$662,450	\$662,000	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	1	0	12
	Median Sales Price	\$514,000	\$0	\$965,000	\$0	\$447,500
	Average Price/Square Foot	\$323	Short Sales 0	\$212	\$0	N/A
	Average Sq Ft of Property	1,593	\$0	4,548	0	N/A
	Total Listing Inventory *	4	Conventional 1	4	5	N/A
	Total Listing Median Price ∞	\$469,900	Sales \$514,000	\$469,900	\$379,500	N/A
95693 Wilton	Total Sales	7	REO Sales 0	5	6	42
	Median Sales Price	\$850,000	\$0	\$949,630	\$967,775	\$869,500
	Average Price/Square Foot	\$413	Short Sales 0	\$435	\$416	N/A
	Average Sq Ft of Property	2,462	\$0	2,647	2,819	N/A
	Total Listing Inventory *	17	Conventional 7	18	10	N/A
	Total Listing Median Price ∞	\$1,001,500	Sales \$850,000	\$1,095,000	\$1,124,000	N/A
95742 Rancho Cordova	Total Sales	26	REO Sales 0	20	36	193
	Median Sales Price	\$615,500	\$0	\$580,000	\$504,500	\$570,000
	Average Price/Square Foot	\$291	Short Sales 0	\$278	\$214	N/A
	Average Sq Ft of Property	2,248	\$0	2,265	2,436	N/A
	Total Listing Inventory *	24	Conventional 26	19	34	N/A
	Total Listing Median Price ∞	\$629,950	Sales \$615,500	\$615,000	\$502,450	N/A
95757 Elk Grove	Total Sales	37	REO Sales 0	50	58	320
	Median Sales Price	\$690,000	\$0	\$672,000	\$541,000	\$630,000
	Average Price/Square Foot	\$300	Short Sales 0	\$300	\$230	N/A
	Average Sq Ft of Property	2,464	\$0	2,431	2,467	N/A
	Total Listing Inventory *	44	Conventional 37	45	33	N/A
	Total Listing Median Price ∞	\$669,800	Sales \$690,000	\$669,900	\$584,000	N/A
95758 Elk Grove	Total Sales	75	REO Sales 0	71	72	447
	Median Sales Price	\$560,000	\$0	\$550,000	\$423,500	\$540,000
	Average Price/Square Foot	\$328	Short Sales 0	\$321	\$255	N/A
	Average Sq Ft of Property	1,852	\$0	1,847	1,770	N/A
	Total Listing Inventory *	42	Conventional 75	53	37	N/A
	Total Listing Median Price ∞	\$579,900	Sales \$560,000	\$556,450	\$479,000	N/A
95811 Midtown/ Downtown	Total Sales	5	REO Sales 0	1	1	30
	Median Sales Price	\$595,000	\$0	\$590,000	\$675,000	\$597,500
	Average Price/Square Foot	\$453	Short Sales 0	\$651	\$276	N/A
	Average Sq Ft of Property	1,410	\$0	907	2,448	N/A
	Total Listing Inventory *	7	Conventional 5	6	14	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$595,000	\$649,500	\$787,000	N/A
95814 Downtown	Total Sales	1	REO Sales 0	6	1	25
	Median Sales Price	\$665,967	\$0	\$692,482	\$892,000	\$635,000
	Average Price/Square Foot	\$391	Short Sales 0	\$398	\$366	N/A
	Average Sq Ft of Property	1,704	\$0	1,809	2,436	N/A
	Total Listing Inventory *	2	Conventional 1	1	0	N/A
	Total Listing Median Price ∞	\$657,500	Sales \$665,967	\$785,000	\$0	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	27	REO Sales 0	27	16	181
	Median Sales Price	\$355,000	\$0	\$326,874	\$279,000	\$333,000
	Average Price/Square Foot	\$320	Short Sales 0	\$317	\$273	N/A
	Average Sq Ft of Property	1,177	\$0	1,173	1,164	N/A
	Total Listing Inventory *	17	Conventional 27	19	17	N/A
	Total Listing Median Price ∞	\$399,250	Sales \$355,000	\$399,000	\$325,000	N/A
95816 Midtown/East Sacramento	Total Sales	11	REO Sales 0	17	9	122
	Median Sales Price	\$712,000	\$0	\$651,000	\$535,000	\$672,500
	Average Price/Square Foot	\$442	Short Sales 0	\$494	\$436	N/A
	Average Sq Ft of Property	1,939	\$0	1,699	1,371	N/A
	Total Listing Inventory *	26	Conventional 11	25	23	N/A
	Total Listing Median Price ∞	\$785,000	Sales \$712,000	\$798,000	\$729,000	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	22	REO Sales 0	18	29	129
	Median Sales Price	\$512,000	\$0	\$500,000	\$399,500	\$471,111
	Average Price/Square Foot	\$441	Short Sales 0	\$445	\$391	N/A
	Average Sq Ft of Property	1,218	\$0	1,147	1,088	N/A
	Total Listing Inventory *	16	Conventional 22	21	19	N/A
	Total Listing Median Price ∞	\$567,450	Sales \$512,000	\$492,000	\$439,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

AUGUST 2021

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95818 Land Park Curtis Park	Total Sales	26	REO Sales 0	27	31	19
	Median Sales Price	\$715,000	\$0	\$625,000	\$696,000	\$660,000
	Average Price/Square Foot	\$473	Short Sales 0	\$467	\$450	N/A
	Average Sq Ft of Property	1,738	\$0	1,442	1,676	N/A
	Total Listing Inventory *	38	Conventional 26	45	32	N/A
Total Listing Median Price ∞		\$699,000	Sales \$715,000	\$725,000	\$614,800	N/A
95819 East Sacramento	Total Sales	37	REO Sales 0	30	23	24
	Median Sales Price	\$700,000	\$0	\$750,000	\$675,000	\$725,000
	Average Price/Square Foot	\$484	Short Sales 0	\$509	\$474	N/A
	Average Sq Ft of Property	1,679	\$0	1,685	1,713	N/A
	Total Listing Inventory *	29	Conventional 37	31	48	N/A
Total Listing Median Price ∞		\$775,000	Sales \$700,000	\$849,950	\$774,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	50	REO Sales 0	48	47	34
	Median Sales Price	\$391,250	\$0	\$406,000	\$311,000	\$380,000
	Average Price/Square Foot	\$341	Short Sales 0	\$385,000	\$317	N/A
	Average Sq Ft of Property	1,282	\$0	1,083	1,065	N/A
	Total Listing Inventory *	51	Conventional 50	52	31	N/A
Total Listing Median Price ∞		\$399,999	Sales \$391,250	\$399,975	\$349,950	N/A
95821 I. Arden Arcade	Total Sales	36	REO Sales 0	30	33	25
	Median Sales Price	\$502,300	\$0	\$480,000	\$370,000	\$465,000
	Average Price/Square Foot	\$307	Short Sales 0	\$331	\$272	N/A
	Average Sq Ft of Property	1,668	\$0	1,467	1,487	N/A
	Total Listing Inventory *	40	Conventional 36	31	32	N/A
Total Listing Median Price ∞		\$487,000	Sales \$502,300	\$550,000	\$389,950	N/A
95822 S. Land Park Hollywood Park Wolf Course Terr.	Total Sales	44	REO Sales 0	36	38	30
	Median Sales Price	\$410,000	\$0	\$432,500	\$330,000	\$403,000
	Average Price/Square Foot	\$367	Short Sales 0	\$338	\$285	N/A
	Average Sq Ft of Property	1,359	\$0	1,427	1,346	N/A
	Total Listing Inventory *	49	Conventional 44	45	25	N/A
Total Listing Median Price ∞		\$432,250	Sales \$410,000	\$425,000	\$431,950	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	40	REO Sales 0	51	48	32
	Median Sales Price	\$422,500	\$0	\$425,000	\$326,000	\$395,000
	Average Price/Square Foot	\$300	Short Sales 0	\$299	\$232	N/A
	Average Sq Ft of Property	1,462	\$0	1,431	1,487	N/A
	Total Listing Inventory *	45	Conventional 40	35	24	N/A
Total Listing Median Price ∞		\$410,000	Sales \$422,500	\$405,000	\$327,000	N/A
95824 S. City Farms Gruitridge Manor Avondale	Total Sales	21	REO Sales 0	14	22	13
	Median Sales Price	\$347,000	\$0	\$352,500	\$278,000	\$335,000
	Average Price/Square Foot	\$315	Short Sales 0	\$322	\$253	N/A
	Average Sq Ft of Property	1,184	\$0	1,198	1,144	N/A
	Total Listing Inventory *	24	Conventional 21	23	9	N/A
Total Listing Median Price ∞		\$367,500	Sales \$347,000	\$325,450	\$265,000	N/A
95825 I. Arden Arcade Sierra Oaks Empus Commons	Total Sales	17	REO Sales 0	21	9	12
	Median Sales Price	\$500,000	\$0	\$455,000	\$425,000	\$434,000
	Average Price/Square Foot	\$313	Short Sales 0	\$325	\$266	N/A
	Average Sq Ft of Property	1,555	\$0	1,595	1,595	N/A
	Total Listing Inventory *	13	Conventional 17	15	19	N/A
Total Listing Median Price ∞		\$435,000	Sales \$500,000	\$499,000	\$390,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	37	REO Sales 0	39	40	28
	Median Sales Price	\$465,000	\$0	\$460,000	\$389,000	\$450,000
	Average Price/Square Foot	\$334	Short Sales 0	\$333	\$277	N/A
	Average Sq Ft of Property	1,406	\$0	1,417	1,448	N/A
	Total Listing Inventory *	30	Conventional 37	25	18	N/A
Total Listing Median Price ∞		\$459,900	Sales \$465,000	\$449,950	\$420,000	N/A
95827 Lincoln Village	Total Sales	19	REO Sales 0	20	16	13
	Median Sales Price	\$437,000	\$0	\$461,000	\$384,350	\$435,000
	Average Price/Square Foot	\$313	Short Sales 0	\$308	\$245	N/A
	Average Sq Ft of Property	1,494	\$0	1,528	1,679	N/A
	Total Listing Inventory *	14	Conventional 19	15	15	N/A
Total Listing Median Price ∞		\$446,250	Sales \$437,000	\$445,000	\$384,900	N/A
95828 Florin	Total Sales	32	REO Sales 0	41	45	31
	Median Sales Price	\$462,375	\$0	\$445,000	\$345,000	\$425,000
	Average Price/Square Foot	\$291	Short Sales 0	\$315	\$236	N/A
	Average Sq Ft of Property	1,651	\$0	1,504	1,513	N/A
	Total Listing Inventory *	56	Conventional 32	55	25	N/A
Total Listing Median Price ∞		\$447,500	Sales \$462,375	\$435,000	\$383,950	N/A
95829 Vineyard	Total Sales	32	REO Sales 0	36	23	22
	Median Sales Price	\$567,000	\$0	\$527,500	\$440,000	\$525,000
	Average Price/Square Foot	\$338	Short Sales 0	\$332	\$270	N/A
	Average Sq Ft of Property	1,986	\$0	1,876	2,006	N/A
	Total Listing Inventory *	34	Conventional 32	34	19	N/A
Total Listing Median Price ∞		\$550,000	Sales \$567,000	\$609,000	\$730,000	N/A
95830 East Florin Road	Total Sales	1	REO Sales 0	1	0	
	Median Sales Price	\$1,325,000	\$0	\$510,000	\$0	\$695,000
	Average Price/Square Foot	\$471	Short Sales 0	\$354	\$0	N/A
	Average Sq Ft of Property	2,814	\$0	1,440	0	N/A
	Total Listing Inventory *	1	Conventional 1	2	0	N/A
Total Listing Median Price ∞		\$999,999	Sales \$1,325,000	\$1,497,500	\$0	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831 Greenhaven Pocket Riverside	Total Sales	30	REO Sales 0	22	22	208
	Median Sales Price	\$599,500	\$0	\$632,000	\$599,500	\$611,000
	Average Price/Square Foot	\$347	Short Sales 0	\$326	\$287	N/A
	Average Sq Ft of Property	1,851	\$0	2,098	2,291	N/A
	Total Listing Inventory *	30	Conventional 30	30	17	N/A
	Total Listing Median Price ∞	\$617,950	Sales \$599,500	\$600,000	\$560,000	N/A
			0			
95832 Meadowview Freeport	Total Sales	4	REO Sales 0	8	7	41
	Median Sales Price	\$401,000	\$0	\$371,000	\$315,000	\$360,000
	Average Price/Square Foot	\$285	Short Sales 0	\$274	\$225	N/A
	Average Sq Ft of Property	1,503	\$0	1,467	1,426	N/A
	Total Listing Inventory *	11	Conventional 4	16	8	N/A
	Total Listing Median Price ∞	\$399,500	Sales \$401,000	\$424,250	\$319,950	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	34	REO Sales 0	32	40	242
	Median Sales Price	\$450,000	\$0	\$455,000	\$396,000	\$435,000
	Average Price/Square Foot	\$310	Short Sales 0	\$305	\$251	N/A
	Average Sq Ft of Property	1,490	\$0	1,551	1,706	N/A
	Total Listing Inventory *	24	Conventional 34	23	33	N/A
	Total Listing Median Price ∞	\$440,000	Sales \$450,000	\$422,250	\$414,990	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	44	REO Sales 1	31	47	284
	Median Sales Price	\$527,500	\$505,000	\$535,000	\$409,990	\$505,000
	Average Price/Square Foot	\$307	Short Sales 0	\$290	\$241	N/A
	Average Sq Ft of Property	1,983	\$0	1,916	1,884	N/A
	Total Listing Inventory *	28	Conventional 43	34	29	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$530,000	\$524,500	\$465,000	N/A
95835 North Natomas	Total Sales	52	REO Sales 0	51	45	388
	Median Sales Price	\$575,000	\$0	\$551,000	\$465,000	\$545,000
	Average Price/Square Foot	\$276	Short Sales 0	\$291	\$220	N/A
	Average Sq Ft of Property	2,240	\$0	2,048	2,274	N/A
	Total Listing Inventory *	44	Conventional 52	43	36	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$575,000	\$572,450	\$448,000	N/A
95838 Del Paso Heights Robla	Total Sales	32	REO Sales 0	29	33	253
	Median Sales Price	\$382,500	\$0	\$400,000	\$315,000	\$350,000
	Average Price/Square Foot	\$320	Short Sales 0	\$320	\$240	N/A
	Average Sq Ft of Property	1,231	\$0	1,300	1,374	N/A
	Total Listing Inventory *	44	Conventional 32	48	19	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$382,500	\$385,000	\$270,000	N/A
95841 Foothill Farms North Highlands	Total Sales	12	REO Sales 0	13	14	87
	Median Sales Price	\$427,500	\$0	\$440,000	\$355,000	\$425,000
	Average Price/Square Foot	\$318	Short Sales 0	\$297	\$271	N/A
	Average Sq Ft of Property	1,623	\$0	1,590	1,822	N/A
	Total Listing Inventory *	10	Conventional 12	6	14	N/A
	Total Listing Median Price ∞	\$436,400	Sales \$427,500	\$440,000	\$495,000	N/A
95842 Foothill Farms	Total Sales	34	REO Sales 0	29	28	219
	Median Sales Price	\$425,000	\$0	\$415,000	\$343,750	\$400,000
	Average Price/Square Foot	\$307	Short Sales 0	\$322	\$274	N/A
	Average Sq Ft of Property	1,416	\$0	1,337	1,291	N/A
	Total Listing Inventory *	31	Conventional 34	27	15	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$425,000	\$389,000	\$348,975	N/A
95843 Antelope	Total Sales	50	REO Sales 0	66	61	416
	Median Sales Price	\$486,500	\$0	\$497,500	\$399,000	\$470,000
	Average Price/Square Foot	\$297	Short Sales 0	\$302	\$245	N/A
	Average Sq Ft of Property	1,713	\$0	1,699	1,714	N/A
	Total Listing Inventory *	37	Conventional 50	29	20	N/A
	Total Listing Median Price ∞	\$524,000	Sales \$486,500	\$525,000	\$399,950	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	41	REO Sales 0	40	42	297
	Median Sales Price	\$820,000	\$0	\$577,500	\$633,750	\$647,500
	Average Price/Square Foot	\$399	Short Sales 0	\$385	\$337	N/A
	Average Sq Ft of Property	2,490	\$0	1,979	2,127	N/A
	Total Listing Inventory *	33	Conventional 41	49	51	N/A
	Total Listing Median Price ∞	\$965,000	Sales \$820,000	\$950,000	\$888,975	N/A
95605 West Sacramento Bryte Broderick	Total Sales	8	REO Sales 0	10	6	66
	Median Sales Price	\$380,000	\$0	\$470,000	\$412,500	\$405,000
	Average Price/Square Foot	\$350	Short Sales 0	\$319	\$278	N/A
	Average Sq Ft of Property	1,287	\$0	1,697	1,899	N/A
	Total Listing Inventory *	11	Conventional 8	13	6	N/A
	Total Listing Median Price ∞	\$440,000	Sales \$380,000	\$407,450	\$499	N/A
95691 West Sacramento Southport Jefferson	Total Sales	44	REO Sales 0	39	27	291
	Median Sales Price	\$532,500	\$0	\$485,000	\$450,000	\$490,000
	Average Price/Square Foot	\$315	Short Sales 0	\$212	\$278	N/A
	Average Sq Ft of Property	1,941	\$0	1,727	1,809	N/A
	Total Listing Inventory *	35	Conventional 44	60	47	N/A
	Total Listing Median Price ∞	\$565,000	Sales \$532,500	\$527,950	\$449,450	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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