



# SACRAMENTO REALTOR®

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

APRIL 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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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](mailto:tvicari@sacrealtor.org).





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2022 PRESIDENT

## Regional Meetings – Are You Attending Them?

Dear SAR REALTOR® and Affiliate Members,

Often when I mention SAR's Regional Meetings, my colleagues have no idea what I'm even talking about. It seems that our weekly regional meetings are one of the best kept secrets of the association. I love the Regional Meetings because they allow SAR to engage at a micro-level. We always discuss "location, location, location" and these meetings allow the association to literally meet our members where they live and work.

**Regional Meetings** – also sometimes referred to as Caravans – are held each Tuesday, with the exception of the 1st Tuesday of the month when we have our main membership meeting. The Regional Meetings are designed to help you get to know members and listings in areas close to you. There are currently 5 different Regional Meetings: Arden/Carmichael, Downtown/Midtown (which ironically meets in Curtis Park), Elk Grove, Folsom, and Northeast (meets in Orangevale). Regional Meetings provide weekly opportunities to meet and network with your fellow REALTORS® and Affiliate Members, pitch your listings and learn about upcoming listings, listen to industry-relevant speakers present on a variety of topics, learn about upcoming association issues and activities, and more.

Each Regional Meeting has a coordinator and small team that helps to organize the listing tour (aka caravan) plan the content, schedule speakers, orchestrate logistics, and —best of all — get sponsors for things like coffee or donuts (I mean really who doesn't love a free donut!).

Our hard-working REALTOR and Affiliate volunteer coordinators are:

**Arden/Carmichael:** Chris Clark and Izzy Delancey

**Downtown/Midtown:** Elise Brown

**Elk Grove:** April Cooke

**Folsom:** Margaret Melville

**Northeast:** Nan Danford and Tom Digiacomio

I encourage you all to pick a region (or regions!) that fit where you live and work and to attend. I love the camaraderie with my fellow colleagues, sharing of information, industry scoop, pitching/touring of listings, and the abundance of chocolate donuts I find there. I look forward to every Tuesday morning.

Cheers,

2022 SAR President

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April has come to be identified as Fair Housing Month. But in reality, every day should be known as Fair Housing Day.

Although the history of the concept of fair housing goes back the Civil Rights Act of 1866, the implementation of Fair Housing Month is of more recent roots.

Closely allied with Fair Housing Month in the Sacramento area was a program called Christmas in April. This program found the REALTORS® joining together to rehabilitate housing for seniors or disabled persons that were no longer able to care for their own homes. This program lives on in the Rebuilding Together programs in which SAR acts as both a sponsor and source of volunteer help. Held regularly the last Saturday of the months of April and September each year, this program continues to maintain homes for those who have lost the ability to do the work themselves. Due to the impact of the pandemic, they have spread out the effort over several Saturdays in 2022. SAR is sponsoring a house for our workday on Saturday, June 4, 2022. Please watch for future announcements and join us in this incredibly worthwhile project. [Click here to register as a volunteer.](#)

But in a larger sense the concept of Fair Housing is a part of the daily lives and activities of all those in the real estate community. Each day we pursue our careers with the goals of Fair Housing as a significant part of our work ethic. It is important both to our industry and to our individual livelihoods that we do so.

Statutory Fair Housing is rooted in providing housing opportunities to members of designated protected classes. It is based in large part on the Civil Rights Act of 1968, the Housing and Community Development Act of 1974 and the Fair Housing Amendments Act of 1988 which together prohibited discrimination based on race, color, religion, national origin, sex, mental or physical handicaps or familial status. The latter, in 1988, also gave the United States Department of Housing and Urban Development the authority to enforce the Acts.

But true Fair Housing is insuring that housing opportunities are available to all persons, regardless of whether or not they are members of a protected class. In providing our services to the community we must be sure that everyone has a fair chance to obtain suitable housing. Only then can we be making an effort to realize the goals of Fair Housing Month.

For more information on Fair Housing Month, please visit the following links:

- <https://www.nar.realtor/fair-housing>
- [Fairhaven: A Fair Housing Simulation](#)
- [Fair Housing California](#)
- <https://realtorparty.realtor/community-outreach/fair-housing/fair-housing-month-2022>



**STOP AND THINK.**

APRIL IS  
**FAIR**  
HOUSING  
MONTH

# LET'S MAKE UNFAIR HOUSING HISTORY.

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NATIONAL  
ASSOCIATION OF  
REALTORS®





## AB 2179—Yet Another Obstacle to Evictions for Nonpayment of Rent

As landlords were finally about to breathe a sigh of relief with the end of the last time period affected by COVID-19 protections, the notice requirements and eviction procedures originally enacted by the COVID-19 Tenant Relief Act and the COVID-19 Rental Housing Recovery Act were extended when the California legislature passed AB 2179 on March 31, 2022. The extended requirements and procedures will be in effect until June 30, 2022. While it appears that the passage of AB 2179 will be applauded by tenants and bemoaned by landlords, the details of the new law and its effects still require a closer look to understand what exactly the new status quo is.

First, it is worth noting that the extensions afforded by AB 2179 only apply to evictions for failure to pay rent. Landlords who move forward with an eviction based on other grounds are not affected in any way, that is assuming another of California's score of tenant protection laws does not apply. For example, the 2019 Tenant Protection Act.

Second, the only evictions that are stayed by AB 2179 are those where rental assistance is pending. This makes some sense; the idea is that tenants should not be punished for the State's inability to effectively process the flood of applications it has received in a timely manner. Assemblymember Tim Grayson, who wrote AB 2179, said "we're not going to allow for Californians to suffer, to lose their homes or even their income because of application processing times."

As such, to evict based on a failure to pay rent for any time period within March 1, 2020 through March 31, 2022, all notice and procedure requirements must have been abided. Additionally, evictions based on a failure to pay rent for the time period of October 1, 2021 through March 31, 2022 have the extra requirement of a rental assistance application being filled out by the landlord. This six-month period from October 2021 through March 2022 is perhaps the most affected by the passing of AB 2179—if landlords find themselves in a situation where rent has not been paid and no application has been filed, they may be out of luck in evicting tenants for nonpayment of during that six-month period.

But landlords are not wholly without recourse. If an application has been completed and denied by the applicable housing authority, the landlord may move forward with an eviction based on a failure to pay rent. Similarly, if a tenant refuses to cooperate in the rental assistance application process, the landlord may also move forward with an eviction. With that said, the landlord will likely bear the burden of proof in showing it is the tenant who has refused to cooperate or has failed to apply correctly. This may be a tall order as housing authorities are heavily inundated with applications and slow to respond to inquiries and requests for documents. Not to mention, California goes above and beyond in protecting tenants' rights, and landlords seeking eviction will likely come under more intense scrutiny in court.

Remarkably, AB 2179 does not provide a means for collecting rent owed during October 1, 2021 through March 1, 2022, where no application has been filed. Previous legislation, such as AB 832, directed landlords to small claims court to collect rent from protected periods. However, no such instruction can be found in AB 2179. As such, this debt is, at least as the law stands, in limbo, with no clear path for landlords to recover the money they are owed.

Third, AB 2179 will not stay evictions for failure to pay rent where the tenant has failed to pay rent for April 1, 2022 and forward, regardless of whether there is a rental assistance application pending or not. Thus, a landlord may move forward with an eviction based on failure to pay April rent immediately, provided that the landlord complied with the notice periods of Civil Code section 798.56(e). Additionally, AB 2179 also does not grant additional time to apply for rental assistance, so no new applications will have been accepted after Thursday, March 31, 2022. Thus, without getting into California's other landlord-tenant laws, it would appear that a landlord can now move forward on a three-day notice to pay or quit immediately upon the notice expiring. This may be an attractive option for landlords who would like to recover possession of their property while waiting on substantial sums of money to be disbursed by the applicable housing authorities.

Lastly, one of the more interesting provisions in AB 2179 is the explicit preemption of some local ordinances, resolutions, regulations, or administrative actions until June 30, 2022. Many local jurisdictions, including Sacramento and Los Angeles counties, have passed their own, often times more stringent, eviction moratoriums, which may now have been rendered ineffective by AB 2179. However, landlords should exercise due diligence and ascertain whether the local laws in their jurisdiction have in fact been affected by AB 2179.

The content of this article is for educational purposes only and not to be considered legal advice. Every person's situation is different. If you are facing a legal issue of any kind, get competent legal advice so that you can determine your best options.



## CA REALTORS® show commitment for National Fair Housing Month

California REALTORS® show commitment for National Fair Housing Month 2022

LOS ANGELES (April 11) – **The CALIFORNIA ASSOCIATION OF REALTORS®** (C.A.R.) promotes and advocates for fair housing every month, but each April, it celebrates the passage of the 1968 landmark Fair Housing Act, which was signed into law only seven days after the assassination of Dr. Martin Luther King Jr.

C.A.R. kicked off Fair Housing Month with event announcements, social media posts, a home buying assistance program and legislative action to enable its 200,000+ members to expand homeownership and advance equity in housing and securing equal access to housing opportunities for all.

While more than 50 years have gone by since the law was passed, there are still wide racial homeownership disparities. Many communities remain segregated and housing discrimination and barriers to equal housing opportunity persist for communities of color, women, people with disabilities, members of the LGBTQ+ community and other historically marginalized communities.

California fair housing laws are ever-changing and wide-ranging. And knowledge of fair housing laws isn't only essential for a legally compliant business, it's one of the best ways that REALTORS® can help address wealth and homeownership barriers that may be higher for people of color and other underserved groups.

The first of several events that C.A.R. is hosting for its members to commemorate Fair Housing Month is a Fair Housing and Diversity Forum on April 21. Experts will address land development for equity and housing inventory issues in communities of color. Speakers include Nikki Beasley, executive director of Richmond Neighborhood Housing Services; Ricardo Flores, executive director of Local Initiatives Support Corp San Diego; Neily Soto, Century 21; and Matt Gelfand, in-house counsel for C.A.R.'s Californians for Homeownership.

C.A.R. is also hosting Fair Housing Day on May 17 for all C.A.R. members to discuss current challenges as well as how REALTORS® can help address racial and other homeownership disparities. This day-long event features exciting keynote speakers, industry leaders and practitioners with deep experience working to expand homeownership and housing opportunities. Speakers include representatives from the National Fair Housing Alliance, National Association of REALTORS®, Fair Housing Advocates of Northern California, California Department of Fair Employment and Housing and other nationally recognized fair housing experts and advocates.

Fair Housing Day offers attendees an opportunity to learn critical business tools, fair housing basics and how they can help promote greater access and fairness in housing for Californians from every community.

Study after study shows that the best way for working Californians to achieve economic and housing security and stability is through homeownership. Among legislative actions C.A.R. is undertaking this year that promote fair housing and expand homeownership opportunity:

Co-sponsoring SCA 2 (Allen & Wiener), which seeks to repeal Article 34 in its entirety. Article 34 of the California Constitution requires that any affordable housing development, financed in whole or in part by federal, state, or local government be approved by voters in the jurisdiction where the project is located.

Sponsoring AB 2166 (Mayes), which increases federal funding for ownership housing. HOME Investment Partnerships Program (HOME) is a block grant provided by the federal government directly to large cities, towns, or counties and states. Currently, under state programs, which allocate federal funds, homeownership housing programs receive, at most, 10% of federal funds from one program and zero funding from most other programs. This bill would increase funding for homeownership housing by prioritizing 30% of federal HOME funds to facilitate the construction and purchase of owner-occupied housing and directing at least 10% of program funds for down payment assistance.

Working with a coalition of housing and building industry organizations to call for an increase in the State Budget for funding the construction of affordable owner-occupied homes and down payment assistance programs. Greater funding for affordable ownership housing and down payment assistance will expand opportunities for Californians to build equity in a home they own.

Sponsoring AB 2245 (Ramos), which would require all tenancies in common to be partitioned in a similar manner to the Uniform Partition of Heirs Property Act (UPHPA) and that the property be marketed by a real estate broker as opposed to a court ordered sale at auction to ensure the best value for the property. In 2021, C.A.R. sponsored legislation that enacted the UPHPA in California. Similar to the UPHPA, this bill will create a partition framework with greater safeguards and help prevent abuse of the partition law by speculators and others who target tenants in common properties in historically disadvantaged communities.

Additionally, in an effort to address California's growing housing affordability crisis and racial homeownership disparities, C.A.R. is partnering with nonprofit housing organizations to **[provide closing cost grants up to \\$10,000](#)** for eligible first-time home buyers who are members of historically underserved communities.

As we work together to close racial homeownership gaps, we encourage our members to become involved in diversity and fair housing conversations happening at the local, state and national REALTOR® association levels. **[Visit C.A.R.'s Fair Housing website here.](#)**

Leading the way...® in California real estate for more than 110 years, the CALIFORNIA ASSOCIATION OF REALTORS® (**[www.car.org](http://www.car.org)**) is one of the largest state trade organizations in the United States with more than 217,000 members dedicated to the advancement of professionalism in real estate. C.A.R. is headquartered in Los Angeles.

ERIN TEAGUE



SAM SGER



## Fair Housing Month

April is a busy month for the Government Relations Team. Not only is the Month of April known as "Fair Housing Month", but this April 27th is C.A.R.'s Annual Legislative Day at the Sacramento Convention Center!

### C.A.R. Legislative Day

Legislative Day is and always will be C.A.R.'s pinnacle REALTOR® legislative event. This year it will take place at the Sacramento Convention Center, [Click Here to Register!](#) Legislative Day gives California REALTORS® the opportunity to meet and discuss real estate related issues directly with their State Legislators and their staff. Attending Legislative Day is not only a great investment in your business, but it also provides you with an opportunity to hear from California's political leaders and the leadership of your State Association. The event will be held at the Sacramento Convention Center starting off with our Morning Briefing at 9AM and closing at 6PM with our Capitol Reception. Keep in mind, to attend the Capitol Reception your investment into the Realtor® ACTION FUND must be completed. [Click Here for Link to invest prior to Legislative Day.](#)

If there are any questions, comments, and or concerns contact Sam Sger at [ssger@sacrealtor.org](mailto:ssger@sacrealtor.org).

### What is Fair Housing?

The Fair Housing Act was enacted in 1968 and is enforced jointly by the U.S. Department of Housing and Urban Development and the U.S. Department of Justice. When the law was first passed, it prohibited discrimination based on race, color, religion and national origin. However, over time that definition has led the include more groups such as gender, military or veteran status, and gender expression.

Here is a Quick Housing Guide provided by C.A.R. to help reference all you need to know about Fair Housing!





# QUICK GUIDE

## Fair Housing Laws

1. **EQUAL ACCESS TO HOUSING FOR ALL:** All housing in California is available to all persons. Discrimination (the practice of treating someone unequally) is prohibited by law.
2. **LAWS:** Multiple federal and state laws, along with applicable local ordinances, make up “fair housing laws.” Primarily, these laws are the: Federal Fair Housing Act (FHA); California Fair Employment and Housing Act (FEHA); and California Unruh Civil Rights Act (Unruh).
3. **WHO/WHAT ENTITY IS REQUIRED TO COMPLY:** Providers of housing accommodations – sellers, landlords, sublessors, property managers, real estate licensees, real estate firms, HOAs - or financial assistance services- lenders, insurance companies – are all subject to fair housing laws.
4. **PURPOSE:** Prohibit discrimination in the sale, rental, or financing of residential housing against any person based on that person’s belonging to, association with, possessing, or perceived membership in protected classes or characteristics.
5. **PROTECTED CLASSES/CHARACTERISTICS:** The following list identifies protected classes and characteristics:
 

<ul style="list-style-type: none"> <li>• Race</li> <li>• Color</li> <li>• Ancestry</li> <li>• National Origin</li> <li>• Religion</li> <li>• Sex</li> <li>• Sexual Orientation</li> <li>• Gender</li> <li>• Gender Identity</li> </ul>	<ul style="list-style-type: none"> <li>• Gender Expression</li> <li>• Marital Status</li> <li>• Age</li> <li>• Primary Language</li> <li>• Immigration Status</li> <li>• Medical Condition</li> <li>• Citizenship</li> <li>• Familial Status (family with child under 18)</li> </ul>	<ul style="list-style-type: none"> <li>• Disability (Mental &amp; Physical)</li> <li>• Members of military or Veterans</li> <li>• Source of Income (Section 8 Voucher)</li> <li>• Criminal History</li> <li>• Any arbitrary characteristic</li> </ul>
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------
6. **BEST PRACTICES to AVOID Violating Fair Housing Laws:**
  - A. Selection of location/neighborhood, property features, price range and other considerations should come from the buyer/tenant.
  - B. Real estate licensees should provide complete and objective information to all clients based on the client’s selection criteria and not selectively provide information to clients based on protected class or characteristics.
  - C. Real estate licensees should provide the same professional courtesy in responding to all inquiries, sharing of information, and offers of assistance to all clients and prospects.
  - D. Housing providers should not make any statement or advertisement that directly or indirectly implies preference, limitation, or discrimination regarding any protected class or characteristic.
  - E. Housing providers should use a selection process relying on objective information about a prospective buyer’s offer or tenant’s application and not seek any information that may disclose any protected classes or characteristics. This will ensure the same qualification criteria and procedure will be used and equal terms and privileges will be made available.
  - F. Reasonable accommodation requests or reasonable modification requests should be handled in a prompt manner with an interactive process if immediate approval is not available.
  - G. Be aware of possible unconscious bias and act consciously to treat all equally.
7. **PENALTIES**
  - A. Violations of various fair housing laws may result in monetary civil fines, injunctive relief, compensatory and/or punitive damages, and attorney fees and costs.
  - B. A violation of DRE regulations or real estate laws prohibiting housing discrimination by a real estate licensee may result in the loss or suspension of the licensee’s real estate license.
  - C. **REALTOR® ORGANIZATIONS PROHIBIT DISCRIMINATION:** NAR Code of Ethics Article 10 prohibits discrimination in employment practices or in rendering real estate license services against any person because of race, color, religion, sex handicap, familial status, national origin, sexual orientation, or gender identity by REALTORS®.





SAR AFFILIATE VICE CHAIR

## Stay In Your Lanes, My Friends

Not many clients see, let alone appreciate, what goes on behind the scenes from approval to close of escrow. From an insurance standpoint, our relationship with the REALTOR®, client, lender, and title is one that is even more time-sensitive than ever. We can give a quote last-minute, of course, but with the changes in Fireline here in California, California Fair Plan, to the new changes in Flood insurance rules, it is more important today than ever to get insurance rates looked at early and often from your trusted insurance advisor. We have seen insurance rates in areas in the foothills be high enough that it can affect the debt-income ratios. Flood insurance is now more of a wildcard as FEMA no longer blankets the rates by zone or zip code, but actually relates the premium to actual risk of flooding using satellites and tech that they haven't used until about 4 months ago. So lenders and REALTORS® will now need to start getting quotes much earlier in the process to make sure that you and your clients are well-informed of not only of possible elevated risk, but also elevated premiums. We have had a lot of "new normals" these last few years, and I recommend a few changes to your routines so there are never any last-minute surprises.

With these changes, I cannot stress too much - please don't try to become the client's licensed insurance agent. If a flood zone comes back as A or V, meaning not required by the lender, does this mean they don't need flood insurance? "Required" is a VERY different word than "NEED." What I tell my clients is "you don't need flood insurance unless you have a...flood." The 2 floods I have seen in my insurance career of 18 years have both been in a zone that is not required by a mortgage. Did those people need flood insurance? YES. Did they have it? One did and one did not. We had a waiver of flood insurance from the client that did not. So for you as their lender, I recommend giving facts only. **"This property is not required to have flood insurance by your lender"** holds a much different meaning from "you don't need flood insurance." Once you say they don't "need" flood insurance, who is on the line for this? Does your license cover giving insurance advice? You are their trusted professional. If they have a claim and you told them they do not need a particular line of insurance, who do you think their eyes will turn to? The best advice I can give is to stay in your lane and let your insurance partners give the insurance advice and educate your clients to make their own informed decisions. Most agencies have waivers for declining coverages after explaining risk. This protects the insurance agent, the client who has now been informed properly, and our lenders and REALTORS®.

Lastly, I wanted to give one more little tip when we look at what insurance covers: Replacement Cost VS Market Value VS Loan Amount. Right now, the market is AMAZING. Equity is skyrocketing, home values are record high. We get a lot of clients asking about raising their coverage because their home is worth a lot more now than it was when they first bought it. The look of pride of the value of their home is only surpassed by the relief on their face as I explain that insurance covers rebuilding the home structure and does not follow market value. Imagine our home insurance rates if we followed Market Value these last few years! Premiums so high and jumping up and down mid-term or even annually. So what I explain is that Market Value is the structure of the home PLUS land value. It's the land value that fluctuates, and land doesn't burn. One example I use is "pick up your house that is worth \$500,000 here in Sacramento and drop it in San Francisco. The house is now worth \$1.5 million. Do you want to now insure that home for \$1.5 million? Your rate will be astronomical. It would STILL only cost us \$400,000 to rebuild it." There is a good reason we don't follow the market rates and we don't follow loan amounts. Your home insurance is rated and designed to rebuild your home in the event of a total loss. The land value should still be there as their home gets rebuilt.

We have made it through some challenging yet potentially lucrative times in our industries, so we do what we always do: roll with the changes and embrace the future. Hope these little tips help as we move forward into 2022!

## Annual Homebuyers Assistance Expo a Success!

Congratulations to Florin Square Community Development Corporation for putting on a successful first "Annual Homebuyers Assistance Expo" on Saturday March 26th from 11AM to 4PM. The expo was held at the ever-growing Florin Square Community Development Center also known as Sacramento's Black Wall Street. Hats off to Aaron Boyce, Marketing Director, and Tom Donaldson, Owner, for having the vision of a one stop shop of minority owned businesses for the community.

Florin Square development center and the Sacramento Association of REALTORS® volunteers were able to present a FREE Housing Expo to those who are first time homebuyers, existing homeowners, prospective property owners, and those just seeking more information regarding the homebuying process.

Thank you, Councilmember Jay Schenirer, of district 5, and Tamiko Heim, candidate for district 5, for opening, and welcoming our guest at the housing expo, which included information such as:

- Homebuyer process 101
- Repairing Your Credit
- Down Payment Assistance programs
- How to Invest in Commercial Property
- Real Estate & The Law
- The Truth About Rehab and Equity Programs
- How to Buy Foreclosures
- So, You Want to Be a Real Estate Agent

There was a wealth of valuable homeownership information not to be missed for the future "Annual Homebuyers Assistance Expos."

The Florin Square Community Development Center has a lot of other great features. Home of 25 to 30 small minority businesses. Also, beautiful cultural murals surround the inside of the building with history and knowledge. We cannot forget about the Sojourner Truth Museum located inside, that is a must to visit. We are hoping for a repeat expo in September or October of this year for which we expect will be bigger and better.

Thank you.

Stephen T Webb

Yuri- Ramirez-Villanueva



# FAIR HOUSING MONTH

## Fair Housing Month Resources

Both C.A.R. and NAR offer important resources on Fair Housing, please explore the links below to grow your Fair Housing knowledge.

### C.A.R. Resources

- [Fair Housing Laws](#)
- [Fair Housing Legal Q&As](#)
- [Furthering Fair Housing in the Housing Element | video](#)
- [Bold Ideas for Unlocking Homeownership Opportunities for Black Californians | videos](#)
- [Transaction Rescue](#)
- [Predatory Lending](#)
- [Richard Rothstein Keynote at REI](#)
- [Bill Dedman Keynote at REI](#)
- [Fair Housing and Discrimination Advisory](#)
- [Using the Fair Housing and Discrimination Advisory Form in zipForm | zipTips Video](#)
- [Buyer Interest Letters](#)
- [C.A.R. opposes HUD's repeal of the Affirmatively Furthering Fair Housing rule \(07/29/2020\)](#)
- [CRE, The Fair Housing Issue March/April 2021](#)
- [The Homeownership Divide | California Association of REALTORS®](#)
- [Housing Affordability by Ethnicity | California Association of REALTORS®](#)
- [STEPS Toward Financing the American Dream Resources](#)
- [California REALTORS® Unveil Fair Housing and Equity Legislative Package to Address Housing Barriers Facing Communities of Color | PR Newswire](#)

### NAR Resources

- [Bias Override: Overcoming Barriers to Fair Housing](#)
- [Fairhaven: A Fair Housing Simulation](#)
- [Fair Housing Resources for REALTORS®](#)
- [NAR's Role -- Past, Present and Future in Fair Housing \(video\)](#)
- [NAR's Fair Housing Action Plan \(ACT Initiative\)](#)
- [Steer Clear of "Steering"](#)
- [Fair Housing, Diversity and Inclusion Grants](#)
- [Fair Housing Challenge](#)
- [A Snapshot of Race and Home Buying in America](#)

- [REALTOR Magazine - Repairers of the Breach](#)

- [Fair Housing Products](#)

### Video Resources

- [The Disturbing History of the Suburbs - Adam Ruins Everything](#)
- [Housing Segregation and Redlining in America: A Short History - NPR](#)
- [Jim Crow of the North - Minnesota Experience](#)
- [Owned: A Tale of Two Americas](#)
- [Racism and the Economy: Focus on Housing - presented by the Federal Reserve Bank](#)
- [B.E.T.'s Disrupt and Dismantle](#)

### Recommended Books

- [The Color of Law: A Forgotten History of How Our Government Segregated America by Richard Rothstein](#)
- [Know Your Price by Andre Perry](#)
- [Race for Profit by Keeanga-Yamahtta Taylor | University of North Carolina Press](#)
- [The Color of Money by Mehrsa Baradaran](#)
- [How to Be an Antiracist by Ibram X. Kendi](#)
- [The Road to Resegregation by Alex Schafran](#)
- [Levittown: Two Families, One Tycoon, and the Fight for Civil Rights in America's Legendary Suburb](#)
- [Golden Gates: Fighting for Housing in America by Conor Dougherty](#)

Source:

<https://www.car.org/en/difference/diversityprograms/fairhousing>





REALTY SUPPLY CENTER

# APRIL SPECIALS

## SEE'S CANDIES

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Prices vary from \$0.73 each lollypop to \$50.00 each 2 lb. box of chocolates.

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Total Firm Savings:

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CALIFORNIA ASSOCIATION OF REALTORS®



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CalHFA's Impact on Housing Market **\$116**

Preserving Dual Agency (Agent) **\$2,975**

Preserving Dual Agency (Firm) **\$8,196**

Preserving Mortgage Interest Deduction **\$2,598**

Preventing Point-of-Sale Retrofits **\$3,523**

Reducing Exposure to Lawsuits **\$1,244**



On January 8, 2020, NAR passed the new Fair Housing Action Plan, abbreviated 'ACT,' emphasizes (A)ccountability, (C)ulture Change, and (T)raining to ensure America's 1.4 million REALTORS® are doing everything possible to protect housing rights in America. [The New York Newsday investigation](#) in November 2019 underscored the need for NAR to further ramp up and reinvigorate its fair housing commitment.

On November 13, 2020, the NAR Board of Directors voted to make some significant changes to its professional standards policies. The changes went into effect immediately upon enactment by the Board. Specifically, NAR voted to do the following:

- Add a new Standard of Practice 10-5 to the Code of Ethics stating the following: "REALTORS® must not use harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity."
- Revise a professional standards policy statement to expand the applicability of the Code of Ethics to all of a REALTOR®'s activities, not just real estate-related activities and transactions involving REALTORS®.
- Revise the definition of a "public trust" violation to include all forms of discrimination and fraud. Pursuant to NAR policy, "public trust" violations must be reported by the local association to the real estate licensing authority in the state and/or other relevant governmental agencies.

NAR hosted monthly training to provide guidance to members regarding changes and reasoning for the creation of Standard of Practice 10-5. Recordings of each session and corresponding PowerPoint presentations can be found [HERE](#). NAR has also provided case interpretations related to Standard of Practice 10-5; specifically, interpretations 10-6, 10-7, 10-8, 10-9, 10-10, 10-11. You can read these interpretations [HERE](#).

C.A.R. Professional Standards Attorney, Brian Polinsky, conducted a webinar discussing the update to Standard of Practice 10-5 and can be viewed [HERE](#).

# Code of Ethics



# MAY CALENDAR OF EVENTS

## PLEASE NOTE:

**SAR Calendar Subject to Change. Some classes/meetings/events held are LIVE and IN-PERSON.**

(V) – Virtual | (EC) – Event Center | (B) – Boardroom | (T) – Training Room | (B1) – Breakout Room 1 | (B2) – Breakout Room 2

Monday	Tuesday	Wednesday	Thursday	Friday
<p>2</p> <p>WCR Board Meeting (B) 12noon – 1:30pm</p>	<p>3</p> <p>Main Meeting (V) 9:00 – 10:30am</p> <p>CanTree Committee (B) 10:30am – 12noon</p> <p>Community Relations Committee (T) 10:30 – 11:30am</p> <p>Charity Research Committee (B1) 10:30 – 11:30am</p>	<p>4</p> <p><a href="#">Lunch and Learn: Generate More Listings in a Low Inventory Market</a> (EC) 12noon – 1:30pm</p>	<p>5</p> <p>RE Finance &amp; Affiliate Forum (EC) 9:00 – 10:30am</p>	<p>6</p> <p>SAR Toastmasters (T) 7:30 – 9:00am</p> <p>SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed)</p>
<p>9</p> <p>Education Committee (V) 9:00 – 10:30am</p> <p>Leadership Academy (V) 1:00 – 2:30pm</p>	<p>10</p> <p>LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am</p> <p>YPN Advisory Committee (V) 11:00am – 12:30pm</p>	<p>11</p> <p><a href="#">Fundamentals of Transaction Coordination</a> (V) 9:00am – 2:30pm</p>	<p>12</p> <p>Masters Club Steering Committee (V) 9:30 – 11:00am</p> <p><a href="#">Everything VA Loans</a> (V) 10:00 – 11:00am</p> <p>Internship Committee (V) 12noon – 1:30pm</p>	<p>13</p> <p>SAR Toastmasters (T) 7:30 – 9:00am</p>
<p>16</p> <p>No Events Scheduled</p>	<p>17</p> <p>LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am</p> <p>Marketing/Communications Committee (B) 10:30am – 12noon</p> <p>NARPM Luncheon (EC) 11:00am – 1:30pm</p> <p>Scholarship Fundraising Committee (V) 1:00 – 2:00pm</p>	<p>18</p> <p><a href="#">Fundamentals of Transaction Coordination</a> (V) 10:00 – 11:00am</p> <p>SAR New Member Orientation (V) 6:00 – 9:30pm</p>	<p>19</p> <p><a href="#">Market Update with Ryan Lundquist</a> (V) 10:00 – 11:00am</p> <p>NHORA Event (EC) 6:00 – 8:00pm</p>	<p>20</p> <p>SAR Toastmasters (T) 7:30 – 9:00am</p>
<p>23</p> <p><a href="#">SRES</a> (EC) 9:00am – 4:00pm</p>	<p>24</p> <p>LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am</p> <p><a href="#">SRES</a> (EC) 9:00am – 4:00pm</p> <p>Cultural Diversity/Fair Housing Committee (B) 10:30am – 12noon</p> <p>SAR Charitable Foundation BOD (B) 12:30 – 2:30pm</p>	<p>25</p> <p><a href="#">Understanding the RPA with Dave Tanner</a> (EC/V) 9:00am – 1:00pm</p> <p>SAR Offices Closed 1:00 – 2:00pm</p>	<p>26</p> <p>SAR BOD 9:00 – 11:00am</p>	<p>27</p> <p>SAR Toastmasters (T) 7:30 – 9:00am</p>
<p>30</p> <p>SAR Closed Memorial Day</p>	<p>31</p> <p>CANCELED: All Regional Meetings Memorial Day Conflict</p>			

# 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.

## APRIL

### CLASS

- |    |               |                                                                                 |
|----|---------------|---------------------------------------------------------------------------------|
| 22 | 9am – 12pm    | <a href="#">RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE – IN PERSON</a>        |
| 28 | 9am – 12pm    | <a href="#">THINK LIKE AN APPRAISER – IN PERSON ONLY</a>                        |
| 29 | 9am – 10:30am | <a href="#">SECRETS TO HAVING A PROSPEROUS REAL ESTATE BUSINESS – IN PERSON</a> |

## MAY

### CLASS

- |    |                   |                                                                                          |
|----|-------------------|------------------------------------------------------------------------------------------|
| 4  | 12pm – 1:30pm     | <a href="#">LUNCH AND LEARN: HOW TO GENERATE LISTINGS IN A MARKET WITH LOW INVENTORY</a> |
| 11 | 9am – 2:30pm      | <a href="#">FUNDAMENTALS OF TRANSACTION COORDINATION – ZOOM</a>                          |
| 12 | 10am – 11am       | <a href="#">EVERYTHING VA LOANS – ZOOM</a>                                               |
| 18 | 10:00am – 11:00am | <a href="#">REV UP YOUR LISTING IN REVERSE – ZOOM</a>                                    |
| 23 | 9am – 4pm         | <a href="#">SENIORS REAL ESTATE SPECIALIST® (SRES®) 2 DAY COURSE – IN PERSON</a>         |

24

- |    |              |                                                                     |
|----|--------------|---------------------------------------------------------------------|
| 25 | 9am – 1:00pm | <a href="#">UNDERSTANDING THE NEW RPA WITH DAVE TANNER – HYBRID</a> |
|----|--------------|---------------------------------------------------------------------|

## JUNE

### CLASS

- |    |                  |                                                                                                  |
|----|------------------|--------------------------------------------------------------------------------------------------|
| 1  | 9am – 5pm        | <a href="#">THE ULTIMATE GUIDE TO LIST &amp; SELL COMMERCIAL INVESTMENT PROPERTY – IN PERSON</a> |
| 9  | 10am – 11am      | <a href="#">STAYING OUT OF COURT: ADVANCED LEVEL DISCLOSURES – ZOOM</a>                          |
| 14 | 10am – 12pm      | <a href="#">ATTRACTING SENIORS AS CLIENTS – ZOOM</a>                                             |
| 16 | 11:00am – 2:15pm | <a href="#">PROPERTY MANAGEMENT BASICS SERIES – IN PERSON</a>                                    |
| 23 | 30               | 7/7                                                                                              |
| 16 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: GETTING STARTED IN PROPERTY MANAGEMENT AND NEW LAWS</a>  |
| 21 | 9am – 12:30pm    | <a href="#">BUILDING A DYNAMIC BUYER STRATEGY – IN PERSON</a>                                    |
| 23 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: THE NUTS &amp; BOLTS OF YOUR DOCUMENTS – IN PERSON</a>   |
| 30 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: YOU ARE BEING AUDITED, ARE YOU READY? – IN PERSON</a>    |

## JULY

### CLASS

- |    |               |                                                                                       |
|----|---------------|---------------------------------------------------------------------------------------|
| 7  | 11am – 2:15pm | <a href="#">PROPERTY MANAGEMENT BASICS: LET'S MAKE SOME SERIOUS MONEY – IN PERSON</a> |
| 14 | 12pm – 1:30pm | <a href="#">LUNCH AND LEARN: SELLING COUNTRY PROPERTY AND LAND ISSUES – IN PERSON</a> |



## 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](#).

### WINNING WITH RENTAL PROPERTIES: BUY, SELL, INVEST, MANAGE

CHRIS AIROLA IS A SUCCESSFUL PROPERTY MANAGER WHO EXPLAINS HOW OWNING RENTAL PROPERTY CAN BUILD WEALTH. LEARN SOME IMPORTANT TIPS TO AVOID THE PITFALLS OF MANAGING PROPERTY IN 2022.

[REGISTER/MORE INFO HERE](#)

### PROBATE REAL ESTATE SALES

BREAKING DOWN THE PROBATE SALE FROM START TO FINISH WHILE UNDERSTANDING THAT TIMING IS EVERYTHING. LEARN THE ROLES OF THE PROBATE ATTORNEY AND EXECUTOR, NUANCES OF LISTING AGREEMENTS AND OFFERS, AND WHEN THE COURTS MUST BE INVOLVED.

[REGISTER/MORE INFO HERE](#)

### LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

LEARN HOW TO USE LINKEDIN TO FOCUS ON BRAND AWARENESS, REPUTATION ENHANCEMENT, AND CONTENT MARKETING FOR YOU AND YOUR BUSINESS.

[REGISTER/MORE INFO HERE](#)

### PROTECT YOUR BUSINESS WITH YOUR OWN BUYER BROKER SYSTEM

INSTRUCTOR ARIA SALEHPOUR WILL SHOW YOU HOW TO USE THE BUYER BROKER SYSTEM TO ENSURE YOUR BUYERS' COMMITMENT AND CONFIDENCE IN YOU.

[REGISTER/MORE INFO HERE](#)

### ZIPFORM® AND DOCUSIGN®

PRESENTER RAY FUENTES PROVIDES AN OVERVIEW OF THE VARIOUS FUNCTIONS OF ZIPFORM® PLUS, HOW TO ACCESS THE FORMS LIBRARY, AND HOW TO USE TEMPLATES. ALSO LEARN IMPORTANT TIPS REGARDING DOCUSIGN®

[REGISTER/MORE INFO HERE](#)

### 2022 REAL ESTATE LEGAL UPDATE

THIS CLASS WILL REVIEW THE KEY REVISIONS TO THE RPA YOU SHOULD BE AWARE OF IN ORDER TO AVOID A LAWSUIT AND BE COMPLIANT FOR 2022. INSTRUCTOR KEITH DUNNAGAN WILL ALSO SPEAK ABOUT THE NEW LEGISLATION RELATED TO WEBSITES. IN ADDITION, LEARN HOW CONSTRUCTIVE EVICTION COULD AFFECT YOUR CLIENTS.

[REGISTER/MORE INFO HERE](#)

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

## UPCOMING METROLIST® TRAINING IN-PERSON @ SAR

**MetroList®**  
INFORMATION CENTER

### April 18th Sessions:

10am How to Get the MOST Exposure for Your Listing! | [CLICK HERE](#)

1pm 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

### WEBINARS

### April 19th Webinars:

9am MetroList Mobile: Take Your MLS with You! | [CLICK HERE](#)

1pm How to Get the MOST Exposure For Your Listing | [CLICK HERE](#)

### April 21st Webinars:

9am Homesnap Pro: Why agents use this popular app! | [CLICK HERE](#)

1pm How to Easily Create a Professional Looking CMA Report! | [CLICK HERE](#)

### April 25th Webinars:

8am Kickstart Your MLS | [CLICK HERE](#)

10am Auto Prospecting: Automated Emailing and Effective Client Interactions!  
[CLICK HERE](#)

2pm Agent Pro Tips: Advanced Searching Strategies | [CLICK HERE](#)

### April 27th Webinars:

10am Realist 101: Introduction to the Realist Tax Program! | [CLICK HERE](#)

2pm Advanced Realist Training: Enhanced Searching, Market Analysis and More!  
[CLICK HERE](#)

5pm How's the Market? Real Estate Trends in the MLS! | [CLICK HERE](#)

### April 29th Webinars:

8am Homespotter: Your Easy on the Go app! | [CLICK HERE](#)

10am Why the Interactive Map should be Your New Favorite Search! | [CLICK HERE](#)

2pm 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

# March 2022

## AFFILIATES

**Stephany Booth**  
loanDepot  
**Mai Cha**  
Equity 123 Lending  
**Laurie Wright**  
Tri Counties Bank

## DESIGNATED REALTORS®

**Kama Burton**  
CMB Realty Services  
**Gayle Eskridge**  
Gayle Lenore Eskridge  
**Daniel Miller**  
Upward Realty, Inc.  
**Linda Steele**  
MV Realty of California  
**Darryl Willis**  
Mynd Management, Inc.

## REALTORS®

**Kyler Abramowicz**  
RE/MAX Gold Vacaville  
**Reynando Accooe**  
USKO Realty  
**Jacob Ackerman**  
Century 21 Select Real Estate  
**Anum Ali**  
Lyon RE Elk Grove  
**Charlene Andrade**  
Capitol Realty Center  
**Jessica Arce**  
Premier Realty Associates  
**Hannah Arntzen**  
Opendoor Brokerage, Inc.  
**Georgina Ashraf**  
HomeSmart ICARE Realty  
**Carla Barahona**  
Redfin Corporation  
**Hennessey Barraza-Jones**  
eXp Realty of California, Inc.  
**Olivia Becker**  
Redfin Corporation  
**Maxwell Biedrzycki**  
Big Block Realty North  
**Beau Billingsley**  
Consumer Plus Realty  
**Steve Birdsong**  
ERA Carile Realty Group  
**Alex Bourriague**  
Realty One Group Complete  
**Brandon Bradbury**  
eXp Realty of California, Inc.  
**Cindy Brilla**  
Mynd Management, Inc.  
**Gary Brunt**  
Keller Williams Realty Natomas  
**Cameron Buell**  
Thrive Real Estate  
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Loans Realty Elite Corporation  
**Janice Cadwallader**  
Opendoor Brokerage, Inc.  
**Tommy Chao**  
eXp Realty of California, Inc.  
**Alyssa Cooper**  
eXp Realty of California, Inc.  
**Jordan Cristobal**  
eXp Realty of California, Inc.  
**Emily Davenport**  
Coldwell Banker Realty  
**Jonathan Delossantos**  
Century 21 Select Real Estate  
**Michael DeMartini**  
Century 21 Select Real Estate

**Sanveer Dhillon**  
Keller Williams Realty Folsom  
**Christopher D'Hondt**  
Alliance Bay Realty  
**Michelle Drewes**  
Coldwell Banker Realty  
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Dunnigan, REALTORS  
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Redfin Corporation  
**Nasser Erakat**  
Pellego, Inc.  
**Lavonne Ferreira**  
eXp Realty of California, Inc.  
**Mindy Flatt**  
Better Homes and Gardens RE  
**Christopher Flores**  
Redfin Corporation  
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Fordy Realty  
**Nathan Garcia**  
HomeSmart ICARE Realty  
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**Stacey Gray**  
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**Christopher Green**  
Stocker And Watts  
**Mayra Guevara**  
Pellego, Inc.  
**Lai Gutierrez**  
Coldwell Banker Realty  
**Sheel Heer**  
Legends Real Estate  
**Britany Higgins**  
MV Realty of California  
**Darius Hobbs**  
Keller Williams Realty Natomas  
**Lawrence Holliday**  
Lyon RE Natomas  
**Shalin Huell Williams**  
Keller Williams Realty South  
Placer  
**Jennifer Jacobson**  
Gonsalves R.E. Properties  
**Herman Johnson**  
Fordy Realty  
**Garrien Johnson**  
Fordy Realty  
**Walter Johnson**  
eXp Realty of California, Inc.  
**Prabhpreet Kaur**  
Emerica Realty  
**Novelle Kayano**  
Keller Williams Realty Natomas  
**Kayla Kerney**  
Pursuit Properties  
**Ashok Kumar**  
Capstone Property RE  
**Abril Leon**  
Coldwell Banker Realty  
**Alissa Leonard**  
Keller Williams Realty Folsom  
**Anthony Lewis**  
Coldwell Banker Realty  
**Yingwen Li**  
Lyon RE Elk Grove  
**Huilin Liang**  
Grand Realty Group  
**Xue Yang Lin**  
Grand Realty Group  
**Adriana Liarena**  
Big Block Realty North  
**Amy Luong**  
Big Block Realty North  
**Priscilla Ly**  
Portfolio Real Estate  
**Norma Jean Mackay**  
eXp Realty of California, Inc.

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KW Folsom Lake Estates  
**Lovdeep Mander**  
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The Residence R.E. Group  
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Capitol City Real Estate  
**Amy Miller**  
BHHS Drysdale Properties  
**Jamie Millsaps**  
Keller Williams Realty Capital  
**Nereyda Molina**  
Red Dog Real Estate  
**Ivy Mooc**  
Keller Williams Realty Capital  
**Nima Moradi**  
Tower Real Estate Brokers, Inc.  
**Robert Myren**  
Keller Williams Realty Capital  
**Julia Nechay**  
Capital Group Realty, Inc.  
**Jennifer Nelson**  
Rustic Windmill Realty  
**Fernando Nepomuceno**  
Imperial Homes and Investments  
**Anh Nguyen**  
eXp Realty of California, Inc.  
**Cameron Nutter**  
Sterling Royal Real Estate  
**Melanie Oberlander**  
CARE Real Estate  
**Francesca Odunlami**  
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Pamela J. Campbell  
**Ruvim Oleynic**  
Commercial Capital Funding  
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Keep It Realty  
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**Megan Poulos**  
Coldwell Banker Realty  
**Arnold Powers**  
Lyon RE Elk Grove  
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E3 Realty & Loans  
**Ravneel Pratap**  
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**Melanie Prescott**  
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**Nina Purdy**  
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**Ruben Ramirez Castro**  
eXp Realty of California, Inc.  
**Harman Randhawa**  
Attorneys Funding Group, Inc.  
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CARE Real Estate

**Michael Rehm**  
The 916 Agency  
**Daniel Roy**  
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Century 21 Select Real Estate  
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Realty One Group Complete  
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Redfin Corporation  
**Michael Turner**  
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**Aaryn Val**  
Echelon Real Estate  
**George Van Dyke**  
Berkshire Hathaway HS Elite  
**Garrett Van Gerpen**  
Galster Real Estate Group  
**Aleo Vang**  
Loans Realty Elite Corporation  
**Vashon Varner**  
CMB Realty Services  
**Jennifer Voong**  
Great Valley Realty & Mortgage  
**Carlton Wright**  
Real Estate Source, Inc.  
**Shi Min Xiao**  
Grand Realty Group

# SACRAMENTO HOUSING STATISTICS

## Market sees spring surge in March

March ended with 1,366 sales, a 26.2% increase from February (1,082). Compared to one year ago (1,292), the current figure is up 5.7%. Of the 1,366 sales this month, 153 (11.2%) used cash financing, 1,015 (74.3%) used conventional, 119 (8.7%) used FHA, 50 (3.7%) used VA and 29 (2.1%) used Other types of financing.

The median sales price increased 3% from \$540,000 to \$556,000. This figure is up 15.6% from March 2021 (\$481,000). The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory increased 18% from February to March, from 890 units to 1,050 units. Compared with March 2021 (918), inventory is up 14.4%. The Months of Inventory remains .8 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) remained at 7 and the Average DOM decreased from 17 to 15. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,366 sales this month, 89.2% (1,218) were on the market for 30 days or less and 95.5% (1,304) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$355 to \$364. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

# MARCH

### Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	38	47	0.8
\$350,000 - \$399,999	67	81	0.8
\$400,000 - \$449,999	99	142	0.7
\$450,000 - \$499,999	124	164	0.8
\$500,000 - \$549,999	99	206	0.5
\$550,000 - \$599,999	131	160	0.8
\$600,000 - \$649,999	96	129	0.7
\$650,000 - \$699,999	77	111	0.7
\$700,000 - \$749,999	52	67	0.8
\$750,000 - \$799,999	66	70	0.9
\$800,000 - \$849,999	43	48	0.9
\$850,000 - \$899,999	33	37	0.9
\$900,000 - \$949,999	18	23	0.8
\$950,000 - \$999,999	16	14	1.1
\$1,000,000 and over	91	67	1.4

Total: 1,050 1,366 Total: 0.8

### Market Snapshot - March 2022

	Mar-22	Feb-22	Change	Mar-21	Change (from '21)
<b>Sales</b>	1,366	1,082	26.2%	1,292	5.7%
<b>Median Sales Price</b>	\$556,000	\$540,000	3.0%	\$481,000	15.6%
<b>Active Inventory</b>	1,050	890	18.0%	918	14.4%
<b>Median DOM</b>	7	7	0.0%	6	16.7%
<b>Avg. Price/SqFt</b>	\$364	\$355	2.5%	\$306	19.0%

Tony Vicari, Director of Communications

[tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org)

916-437-1205

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

MARCH 2022

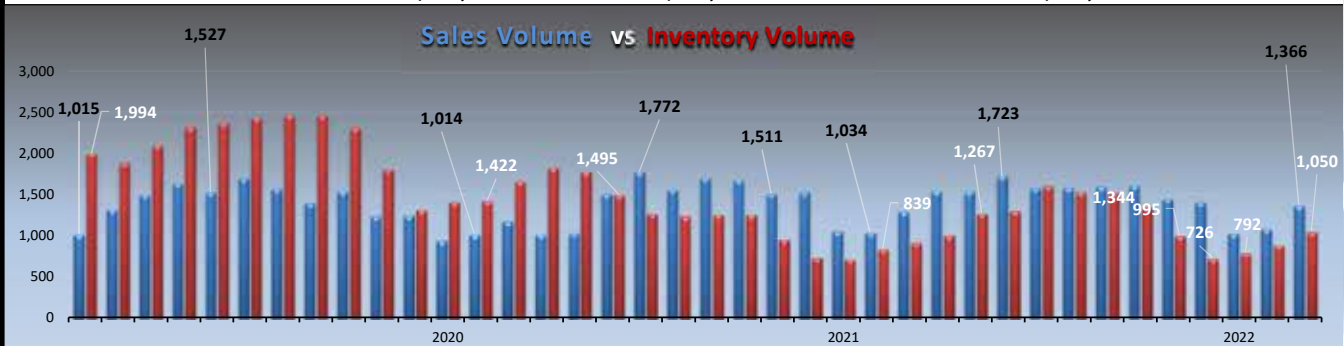
## MLS STATISTICS for March 2022

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	1,833		1,475	24.3%		1,851		-1.0%
Active Listing Inventory †	1,050		890	18.0%		918		14.4%
Pending Sales This Month*	1,567		1,456	7.6%		1,843		-15.0%
Number of REO Sales	2	0.1%	3	-33%	0.3%	5	0.4%	-60.0%
Number of Short Sales	0	0.0%	1	-100%	0.1%	5	0.4%	-100.0%
Equity Sales	1,364	99.9%	1,078	26.5%	99.6%	1,282	99.2%	6.4%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,366	100%	1,082	26.2%	100%	1,292	100.0%	5.7%
Months Inventory	0.8 Months		0.8 Months	0.0%		0.7 Months		14.3%
Dollar Value of Closed Escrows	\$833,541,236		\$638,386,390	30.6%		\$674,955,443		23.5%
Median	\$556,000		\$540,000	3.0%		\$481,000		15.6%
Mean	\$610,206		\$590,006	3.4%		\$522,411		16.8%
Year-to-Date Statistics	1/01/22 to 3/31/22		1/01/22 to 3/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			3/31/2021		Change
Number of Closed Escrows	3,478		3,528			3,380		2.9%
Dollar Value of Closed Escrows	\$2,060,718,904		\$2,088,092,399			\$1,708,453,849		20.6%
Median	\$530,000		\$340,450			\$461,990		14.7%
Mean	\$592,501		\$591,863			\$505,460		17.2%



**SACRAMENTO ASSOCIATION OF REALTORS®**

**Jenny Escrow**  
Realtor®

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\*must be current SAR Member in good standing

† 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® | 2022 SAR

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

# Data for Sacramento County and the City of West Sacramento

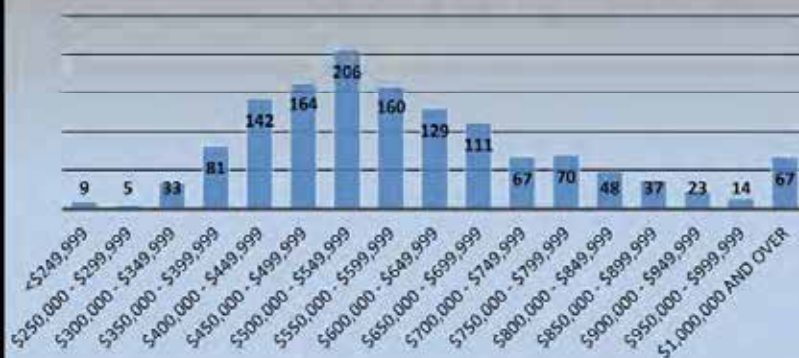
## MLS STATISTICS for March 2022

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

#### BREAKDOWN OF SALES BY PRICE

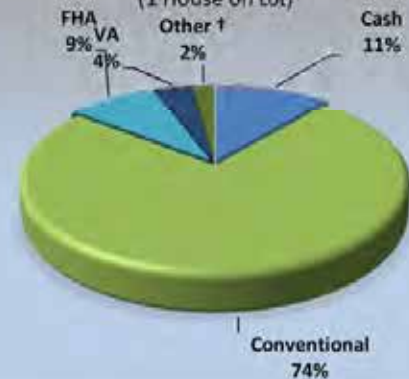
##### 1 House on Lot

Total: 1,366

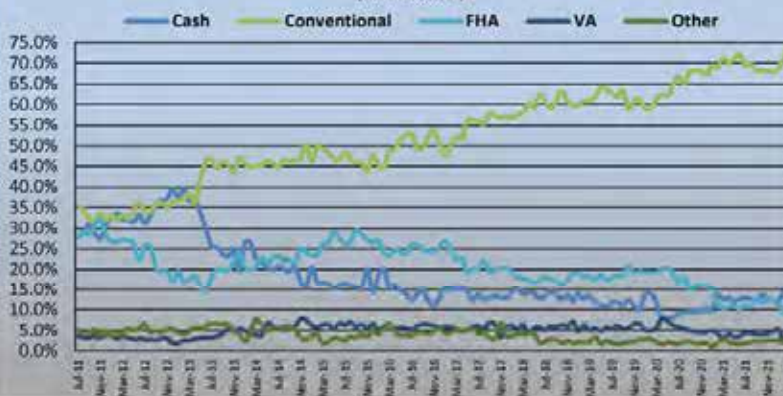


#### Type of Financing/Days on Market

##### 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)							Current Month	Last 4 Months	Last 12 Months
Financing Method									
Cash	153	11.2%	155	14.3%	0 - 30	1,218	89.2%	83.2%	88.3%
Conventional	1,015	74.3%	774	71.5%	31 - 60	86	6.3%	10.3%	7.9%
FHA	119	8.7%	105	9.7%	61 - 90	19	1.4%	3.4%	2.3%
VA	50	3.7%	27	2.5%	91 - 120	21	1.5%	1.6%	0.9%
Other †	29	2.1%	21	1.9%	121 - 180	17	1.2%	1.1%	0.5%
Total	1,366	100.0%	1,082	100.0%	181+	5	0.4%	0.3%	0.2%
					Total	1,366	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	7	7
Average Price/Square Foot:	15	17
	\$364.1	\$355.0

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

Based on Multiple Listing Service data from MetroList® | 2022 SAR



# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

# MARCH 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	45	REO Sales 1	42	52	139
	Median Sales Price	\$560,000	\$360,000	\$545,500	\$562,500	\$546,000
	Average Price/Square Foot	\$362	Short Sales 0	\$377	\$303	N/A
	Average Sq Ft of Property	1,878	\$0	1,648	2,044	N/A
	Total Listing Inventory *	44	Conventional 44	47	54	N/A
	Total Listing Median Price ∞	\$644,000	Sales \$566,091	\$649,500	\$600,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	34	33	14
	Median Sales Price	\$575,000	\$0	\$549,250	\$460,000	\$550,000
	Average Price/Square Foot	\$356	Short Sales 0	\$344	\$305	N/A
	Average Sq Ft of Property	1,729	\$0	1,612	1,665	N/A
	Total Listing Inventory *	28	Conventional 43	27	38	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$575,000	\$550,000	\$452,250	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 0	39	42	117
	Median Sales Price	\$510,000	\$0	\$480,000	\$426,250	\$48,000
	Average Price/Square Foot	\$352	Short Sales 0	\$350	\$297	N/A
	Average Sq Ft of Property	1,478	\$0	1,389	1,476	N/A
	Total Listing Inventory *	25	Conventional 46	25	29	N/A
	Total Listing Median Price ∞	\$494,500	Sales \$510,000	\$481,900	\$420,500	N/A
95624 Elk Grove	Total Sales	56	REO Sales 0	35	70	134
	Median Sales Price	\$682,500	\$0	\$675,000	\$575,508	\$669,500
	Average Price/Square Foot	\$362	Short Sales 0	\$347	\$281	N/A
	Average Sq Ft of Property	2,192	\$0	2,318	2,278	N/A
	Total Listing Inventory *	42	Conventional 56	28	38	N/A
	Total Listing Median Price ∞	\$729,000	Sales \$682,500	\$700,000	\$649,950	N/A
95626 Elverta	Total Sales	3	REO Sales 0	2	6	9
	Median Sales Price	\$487,000	\$0	\$557,500	\$705,000	\$487,000
	Average Price/Square Foot	\$366	Short Sales 0	\$353	\$307	N/A
	Average Sq Ft of Property	1,363	\$0	1,581	2,125	N/A
	Total Listing Inventory *	6	Conventional 3	2	2	N/A
	Total Listing Median Price ∞	\$552,498	Sales \$487,000	\$576,750	\$368,000	N/A
95628 Fair Oaks	Total Sales	51	REO Sales 0	31	46	116
	Median Sales Price	\$624,900	\$0	\$639,900	\$608,625	\$627,450
	Average Price/Square Foot	\$353	Short Sales 0	\$369	\$290	N/A
	Average Sq Ft of Property	2,051	\$0	2,071	2,214	N/A
	Total Listing Inventory *	41	Conventional 3	33	42	N/A
	Total Listing Median Price ∞	\$698,000	Sales \$487,000	\$645,000	\$669,500	N/A
95630 Folsom	Total Sales	80	REO Sales 0	53	82	188
	Median Sales Price	\$835,000	\$0	\$795,000	\$652,399	\$820,000
	Average Price/Square Foot	\$400	Short Sales 0	\$396	\$337	N/A
	Average Sq Ft of Property	2,280	\$0	2,171	2,164	N/A
	Total Listing Inventory *	77	Conventional 80	52	46	N/A
	Total Listing Median Price ∞	\$800,000	Sales \$835,000	\$849,900	\$825,000	N/A
95632 Galt	Total Sales	36	REO Sales 0	26	28	83
	Median Sales Price	\$516,000	\$0	\$515,000	\$449,000	\$520,000
	Average Price/Square Foot	\$344	Short Sales 0	\$339	\$293	N/A
	Average Sq Ft of Property	1,693	\$0	1,781	1,729	N/A
	Total Listing Inventory *	27	Conventional 36	17	20	N/A
	Total Listing Median Price ∞	\$630,000	Sales \$516,000	\$600,000	\$499,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	0	2	3
	Median Sales Price	\$620,000	\$0	\$0	\$667,500	\$835,000
	Average Price/Square Foot	\$760	Short Sales 0	\$0	\$379	N/A
	Average Sq Ft of Property	816	\$0	0	1,754	N/A
	Total Listing Inventory *	0	Conventional 1	1	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$620,000	\$779,900	\$719,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	1	3	2
	Median Sales Price	\$0	\$0	\$3,000,000	\$307,568	\$1,752,750
	Average Price/Square Foot	\$0	Short Sales 0	\$779	\$325	N/A
	Average Sq Ft of Property	0	\$0	3,850	1,421	N/A
	Total Listing Inventory *	2	Conventional 0	2	5	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$0	\$339,450	\$402,500	N/A
95655 Mather	Total Sales	2	REO Sales 0	3	4	8
	Median Sales Price	\$727,500	\$0	\$625,000	\$482,500	\$524,500
	Average Price/Square Foot	\$306	Short Sales 0	\$315	\$298	N/A
	Average Sq Ft of Property	2,700	\$0	1,988	1,750	N/A
	Total Listing Inventory *	2	Conventional 2	2	0	N/A
	Total Listing Median Price ∞	\$614,900	Sales \$727,500	\$567,000	\$0	N/A
95660 North Highlands	Total Sales	31	REO Sales 0	26	29	90
	Median Sales Price	\$410,000	\$0	\$397,500	\$330,000	\$398,500
	Average Price/Square Foot	\$367	Short Sales 0	\$33	\$305	N/A
	Average Sq Ft of Property	1,160	\$0	1,255	1,102	N/A
	Total Listing Inventory *	21	Conventional 31	28	15	N/A
	Total Listing Median Price ∞	\$409,000	Sales \$410,000	\$409,900	\$340,000	N/A
95662 Orangevale	Total Sales	35	REO Sales 0	29	39	92
	Median Sales Price	\$565,000	\$0	\$580,000	\$470,000	\$557,500
	Average Price/Square Foot	\$376	Short Sales 0	\$354	\$315	N/A
	Average Sq Ft of Property	1,779	\$0	1,779	1,725	N/A
	Total Listing Inventory *	33	Conventional 35	26	32	N/A
	Total Listing Median Price ∞	\$649,998	Sales \$565,000	\$557,050	\$559,750	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
		(by type)				
95608 Carmichael	Total Sales	45	REO Sales 1	42	52	139
	Median Sales Price	\$560,000	\$360,000	\$545,500	\$562,500	\$546,000
	Average Price/Square Foot	\$362	Short Sales 0	\$377	\$303	N/A
	Average Sq Ft of Property	1,878	\$0	1,648	2,044	N/A
	Total Listing Inventory *	44	Conventional 44	47	54	N/A
	Total Listing Median Price ∞	\$644,000	Sales \$566,091	\$649,500	\$600,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	34	33	14
	Median Sales Price	\$575,000	\$0	\$549,250	\$460,000	\$550,000
	Average Price/Square Foot	\$356	Short Sales 0	\$344	\$305	N/A
	Average Sq Ft of Property	1,729	\$0	1,612	1,665	N/A
	Total Listing Inventory *	28	Conventional 43	27	38	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$575,000	\$550,000	\$452,250	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 0	39	42	117
	Median Sales Price	\$510,000	\$0	\$480,000	\$426,250	\$48,000
	Average Price/Square Foot	\$352	Short Sales 0	\$350	\$297	N/A
	Average Sq Ft of Property	1,478	\$0	1,389	1,476	N/A
	Total Listing Inventory *	25	Conventional 46	25	29	N/A
	Total Listing Median Price ∞	\$494,500	Sales \$510,000	\$481,900	\$420,500	N/A
95624 Elk Grove	Total Sales	56	REO Sales 0	35	70	134
	Median Sales Price	\$682,500	\$0	\$675,000	\$575,508	\$669,500
	Average Price/Square Foot	\$362	Short Sales 0	\$347	\$281	N/A
	Average Sq Ft of Property	2,192	\$0	2,318	2,278	N/A
	Total Listing Inventory *	42	Conventional 56	28	38	N/A
	Total Listing Median Price ∞	\$729,000	Sales \$682,500	\$700,000	\$649,950	N/A
95626 Elverta	Total Sales	3	REO Sales 0	2	6	9
	Median Sales Price	\$487,000	\$0	\$557,500	\$705,000	\$487,000
	Average Price/Square Foot	\$366	Short Sales 0	\$353	\$307	N/A
	Average Sq Ft of Property	1,363	\$0	1,581	2,125	N/A
	Total Listing Inventory *	6	Conventional 3	2	2	N/A
	Total Listing Median Price ∞	\$552,498	Sales \$487,000	\$576,750	\$368,000	N/A
95628 Fair Oaks	Total Sales	51	REO Sales 0	31	46	116
	Median Sales Price	\$624,900	\$0	\$639,900	\$608,625	\$627,450
	Average Price/Square Foot	\$353	Short Sales 0	\$369	\$290	N/A
	Average Sq Ft of Property	2,051	\$0	2,071	2,214	N/A
	Total Listing Inventory *	41	Conventional 3	33	42	N/A
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	Average Sq Ft of Property	2,280	\$0	2,171	2,164	N/A
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	Median Sales Price	\$516,000	\$0	\$515,000	\$449,000	\$520,000
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95638 Herald	Total Sales	1	REO Sales 0	0	2	3
	Median Sales Price	\$620,000	\$0	\$0	\$667,500	\$835,000
	Average Price/Square Foot	\$760	Short Sales 0	\$0	\$379	N/A
	Average Sq Ft of Property	816	\$0	0	1,754	N/A
	Total Listing Inventory *	0	Conventional 1	1	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$620,000	\$779,900	\$719,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	1	3	2
	Median Sales Price	\$0	\$0	\$3,000,000	\$307,568	\$1,752,750
	Average Price/Square Foot	\$0	Short Sales 0	\$779	\$325	N/A
	Average Sq Ft of Property	0	\$0	3,850	1,421	N/A
	Total Listing Inventory *	2	Conventional 0	2	5	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$0	\$339,450	\$402,500	N/A
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MARCH 2022

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	Total Listing Median Price ∞	\$630,000	Sales \$516,000	\$600,000	\$499,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	0	2	3
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	Average Price/Square Foot	\$760	Short Sales 0	\$0	\$379	N/A
	Average Sq Ft of Property	816	\$0	0	1,754	N/A
	Total Listing Inventory *	0	Conventional 1	1	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$620,000	\$779,900	\$719,000	N/A
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	Median Sales Price	\$0	\$0	\$3,000,000	\$307,568	\$1,752,750
	Average Price/Square Foot	\$0	Short Sales 0	\$779	\$325	N/A
	Average Sq Ft of Property	0	\$0	3,850	1,421	N/A
	Total Listing Inventory *	2	Conventional 0	2	5	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$0	\$339,450	\$402,500	N/A
95655 Mather	Total Sales	2	REO Sales 0	3	4	8
	Median Sales Price	\$727,500	\$0	\$625,000	\$482,500	\$524,500
	Average Price/Square Foot	\$306	Short Sales 0	\$315	\$298	N/A
	Average Sq Ft of Property	2,700	\$0	1,988	1,750	N/A
	Total Listing Inventory *	2	Conventional 2	2	0	N/A
	Total Listing Median Price ∞	\$614,900	Sales \$727,500	\$567,000	\$0	N/A
95660 North Highlands	Total Sales	31	REO Sales 0	26	29	90
	Median Sales Price	\$410,000	\$0	\$397,500	\$330,000	\$398,500
	Average Price/Square Foot	\$367	Short Sales 0	\$33	\$305	N/A
	Average Sq Ft of Property	1,160	\$0	1,255	1,102	N/A
	Total Listing Inventory *	21	Conventional 31	28	15	N/A
	Total Listing Median Price ∞	\$409,000	Sales \$410,000	\$409,900	\$340,000	N/A
95662 Orangevale	Total Sales	35	REO Sales 0	29	39	92
	Median Sales Price	\$565,000	\$0	\$580,000	\$470,000	\$557,500
	Average Price/Square Foot	\$376	Short Sales 0	\$354	\$315	N/A
	Average Sq Ft of Property	1,779	\$0	1,779	1,725	N/A
	Total Listing Inventory *	33	Conventional 35	26	32	N/A
	Total Listing Median Price ∞	\$649,998	Sales \$565,000	\$557,050	\$559,750	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	45	REO Sales 1	42	52	139
	Median Sales Price	\$560,000	\$360,000	\$545,500	\$562,500	\$546,000
	Average Price/Square Foot	\$362	Short Sales 0	\$377	\$303	N/A
	Average Sq Ft of Property	1,878	\$0	1,648	2,044	N/A
	Total Listing Inventory *	44	Conventional 44	47	54	N/A
	Total Listing Median Price ∞	\$644,000	Sales \$566,091	\$649,500	\$600,000	N/A
95610 Citrus Heights	Total Sales	43	REO Sales 0	34	33	14
	Median Sales Price	\$575,000	\$0	\$549,250	\$460,000	\$550,000
	Average Price/Square Foot	\$356	Short Sales 0	\$344	\$305	N/A
	Average Sq Ft of Property	1,729	\$0	1,612	1,665	N/A
	Total Listing Inventory *	28	Conventional 43	27	38	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$575,000	\$550,000	\$452,250	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 0	39	42	117
	Median Sales Price	\$510,000	\$0	\$480,000	\$426,250	\$48,000
	Average Price/Square Foot	\$352	Short Sales 0	\$350	\$297	N/A
	Average Sq Ft of Property	1,478	\$0	1,389	1,476	N/A
	Total Listing Inventory *	25	Conventional 46	25	29	N/A
	Total Listing Median Price ∞	\$494,500	Sales \$510,000	\$481,900	\$420,500	N/A
95624 Elk Grove	Total Sales	56	REO Sales 0	35	70	134
	Median Sales Price	\$682,500	\$0	\$675,000	\$575,508	\$669,500
	Average Price/Square Foot	\$362	Short Sales 0	\$347	\$281	N/A
	Average Sq Ft of Property	2,192	\$0	2,318	2,278	N/A
	Total Listing Inventory *	42	Conventional 56	28	38	N/A
	Total Listing Median Price ∞	\$729,000	Sales \$682,500	\$700,000	\$649,950	N/A
95626 Elverta	Total Sales	3	REO Sales 0	2	6	9
	Median Sales Price	\$487,000	\$0	\$557,500	\$705,000	\$487,000
	Average Price/Square Foot	\$366	Short Sales 0	\$353	\$307	N/A
	Average Sq Ft of Property	1,363	\$0	1,581	2,125	N/A
	Total Listing Inventory *	6	Conventional 3	2	2	N/A
	Total Listing Median Price ∞	\$552,498	Sales \$487,000	\$576,750	\$368,000	N/A
95628 Fair Oaks	Total Sales	51	REO Sales 0	31	46	116
	Median Sales Price	\$624,900	\$0	\$639,900	\$608,625	\$627,450
	Average Price/Square Foot	\$353	Short Sales 0	\$369	\$290	N/A
	Average Sq Ft of Property	2,051	\$0	2,071	2,214	N/A
	Total Listing Inventory *	41	Conventional 3	33	42	N/A
	Total Listing Median Price ∞	\$698,000	Sales \$487,000	\$645,000	\$669,500	N/A
95630 Folsom	Total Sales	80	REO Sales 0	53	82	188
	Median Sales Price	\$835,000	\$0	\$795,000	\$652,399	\$820,000
	Average Price/Square Foot	\$400	Short Sales 0	\$396	\$337	N/A
	Average Sq Ft of Property	2,280	\$0	2,171	2,164	N/A
	Total Listing Inventory *	77	Conventional 80	52	46	N/A
	Total Listing Median Price ∞	\$800,000	Sales \$835,000	\$849,900	\$825,000	N/A
95632 Galt	Total Sales	36	REO Sales 0	26	28	83
	Median Sales Price	\$516,000	\$0	\$515,000	\$449,000	\$520,000
	Average Price/Square Foot	\$344	Short Sales 0	\$339	\$293	N/A
	Average Sq Ft of Property	1,693	\$0	1,781	1,729	N/A
	Total Listing Inventory *	27	Conventional 36	17	20	N/A
	Total Listing Median Price ∞	\$630,000	Sales \$516,000	\$600,000	\$499,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	0	2	3
	Median Sales Price	\$620,000	\$0	\$0	\$667,500	\$835,000
	Average Price/Square Foot	\$760	Short Sales 0	\$0	\$379	N/A
	Average Sq Ft of Property	816	\$0	0	1,754	N/A
	Total Listing Inventory *	0	Conventional 1	1	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$620,000	\$779,900	\$719,000	N/A
95641 Isleton	Total Sales	0	REO Sales 0	1	3	2
	Median Sales Price	\$0	\$0	\$3,000,000	\$307,568	\$1,752,750
	Average Price/Square Foot	\$0	Short Sales 0	\$779	\$325	N/A
	Average Sq Ft of Property	0	\$0	3,850	1,421	N/A
	Total Listing Inventory *	2	Conventional 0	2	5	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$0	\$339,450	\$402,500	N/A
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	Total Listing Inventory *	33	Conventional 35	26	32	N/A
	Total Listing Median Price ∞	\$649,998	Sales \$565,000	\$557,050	\$559,750	N/A



# STAFF DIRECTORY



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