



# SACRAMENTO REALTOR®

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

AUGUST 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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# PRESIDENT'S MESSAGE

ERIN STUMPF



**2022 PRESIDENT**

Local cities and counties in our region are implementing policies to shift from use of natural gas in residential homes to going ALL-ELECTRIC. "Electrification!" You have probably heard this word thrown around a lot lately -- but what does it really mean as it relates to our profession and our region? Well... it means A LOT. And I would strongly encourage you to attend the "[Electrify Your Education](#)" event coming up on August 30th to learn about the coming required changes. What does this mean for your own home? What does this mean for our clients and transactions? The implications are far reaching.

Climate Action Plans are being created throughout our county. One major component of those plans includes how local communities will reduce greenhouse gas emissions through electrification retrofits of housing. Attend [this event](#), learn, and provide your feedback on how these policies will impact your business. The seminar will end with a presentation by Kevin Cooper on how you can "Bulletproof Your Business." Open to all members, this Masters Club-hosted event will take place on Tuesday, August 30th from 10am – 12noon. For just \$20 you can learn the ins and outs of how our local communities plan to reduce greenhouse gas emissions through electrification retrofits of housing. Don't hesitate – register to "[Electrify Your Education](#)" today! Lunch included.

For decades, the state of California has been at the forefront trying to combat climate change via greenhouse gas reduction. Whether you personally believe that climate change is a problem, or that becoming 'carbon neutral' is the solution -- the state and many local governments are employing carbon reduction strategies to combat climate change. Sacramento and other cities in our region are beginning to implement new policies to reduce or eliminate use of natural gas.

The first phase of these new policies and ordinances primarily affects new construction, and as of January 2023, new residential construction within the City of Sacramento will be all-electric. That's right -- all appliances in a new construction home within the city limits will be required to be electric -- including ovens, water heaters, and furnaces.

The second phase, which is quickly approaching, will be retrofitting existing homes to convert natural gas appliances to electric. The City of Sacramento overall has aging housing stock. I know many of us live in and sell older homes. So to require homes to switch over from gas appliances to all-electric appliances will mean a lot more than just plugging in a new appliance. There are potentially rewiring and panel upgrades that need to happen before a homeowner can even consider the costs of going all-electric.

What does this mean for your own home? What does this mean for our clients and transactions? Again, it means a lot. The implications are far reaching. Please be sure to make it a high priority to attend this education event and learn more.

[See page 7 for Electrify Your Education details](#)







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As I sit and reflect on the eve of my third week as Sacramento Association of REALTORS® new Chief Executive Officer, I am overwhelmed with humility, gratitude, and purpose. 90 days ago, no one could have told me that my family and I would trade the hustle and bustle of the East Coast for a beautiful California sky. I am honored for the opportunity to serve with SAR's excellent staff and our volunteer leaders to helm our Association's evolution.

We are only a few months from the start of a new fiscal year, election season is upon us, and SAR committee member applications will soon open. A prosperous 2023 awaits.

With a great year passing into the rearview I ask, "can we be better? Can we finish this year strong? Can we increase our value and provide more services to our members?" The answer is a resounding YES! The reason I know we can accomplish these goals is because I believe in the strength, determination, and the strong foundation of SAR. I also know we are ready to evolve

On behalf of the SAR leadership, staff, and myself, I can honestly say we will serve our members better. We will increase membership value and create an inclusive, diverse, and equitable environment for everyone. We will rebuild, nurture, and sustain partnerships with our community stakeholders and bring more resources to our members.

At SAR we share a deep desire to tap bright new minds within our industry as the leaders of tomorrow. The foundation that was built by the hard work and vision of our esteemed past and current leaders has positioned SAR to be propelled into a bright future. Our tomorrow is now!

I realize "Rome wasn't built in a day," but with grace and strategic planning we will gain data through surveys and resources to stay in tune with what members need and want to move our Association forward.

As SAR makes positive changes to become the best REALTOR® Association in the country, join us as we write our next chapter. I challenge you to step up and become the change you want to see. My door is always open to new ideas that will improve, energize, and strengthen our Association.

In the next few weeks, be on the lookout to participate in the 2022 SAR comprehensive membership survey. We need your honest and transparent feedback on ways we can improve.

Get ready to ride this wave as we empower our current leaders, recruit new leaders, and develop a culture of love, innovation, and respect for all.

In the next few months, I look forward to getting to know my new work family. I look forward to understanding who we are and why we do what we do. I also look forward to leading a staff of thought leaders to the next level of excellence.

In closing, I'd like to share the inspiration I gained last week during the 2022 National Association of REALTORS® leadership summit held in Chicago. SAR President-Elect Cherie Hunt and I were captivated by 2023 Incoming NAR President Kenny Parcell's "5 Ls of Association Leadership and Service":

1. Legacy - Always leave things better than they were, not just within the REALTOR® family but in all aspects of life.
2. Laugh - In life, it is important to laugh and smile often. When we laugh at our mistakes, we learn and improve. Our best teacher is our last mistake.
3. Love - Always love others no matter what and look for people to love. As people feel loved, they will achieve more.
4. Learn - Always push yourself to be better today than you were yesterday. The more you learn, the more value you bring to others.
5. Lead - The best leaders are the best listeners. Leadership is never about you, it's always about others. Great leaders foster other leaders and help people become better.

I hope that President Parcell's words have energized you the way it did President-Elect Hunt and I, and that my words have sown a seed of enthusiasm that will flourish as we grow SAR.

Jessica Coates, RCE  
Chief Executive Officer  
Sacramento Association of REALTORS®

EVENTS ARE BACK AND YOU DON'T WANT TO MISS THIS ONE!

TWO AWESOME EVENTS. ONE DATE.

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\$20 per person includes lunch

TUESDAY, AUG 30 | 10:00AM - 12:15PM

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# UPCOMING METROLIST® TRAINING

## SAR Association Training (In-Person) (August-October)

### August 22nd

**10 am – 11 am** MetroList 101: What You Need to Know to Get Started [CLICK HERE](#)

**1 pm – 3 pm** Auto Prospecting Workshop: Automated Emailing and Effective Client Interactions! [CLICK HERE](#)

### September 26th

**10 am – 11:30am** 10 Searches You Should be Using in Prospector+: Lecture Session [CLICK HERE](#)

**1 pm – 3 pm** Realist Workshop: Property Reports and Marketing Tools [CLICK HERE](#)

### October 24th

**10 am – 11:30 am** Agent/Client Apps Workshop: Learn How These Mobile Apps Can Change Your Business! [CLICK HERE](#)

**1 pm – 3:30 pm** CMA Workshop: 4 CMA Options to Impress! [CLICK HERE](#)

## August Webinars

### August 1st Webinars

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

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

**2 pm** Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)

### August 3rd Webinars

**8 am** Why The Interactive Map Should Be Your New Favorite Search! | [CLICK HERE](#)

**10 am** How to Easily Create a Professional Looking CMA Report! | [CLICK HERE](#)

**2 pm** Homesnap Pro: Why agents use this popular app! | [CLICK HERE](#)

### August 5th Webinars

**9 am** Beyond Your Market Area: [Realtor.com](#) Professional Search | [CLICK HERE](#)

**1 pm** MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

### August 9th Webinars

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

**1 pm** Homespotter: Your easy on the go app! | [CLICK HERE](#)

### August 11th Webinars

**8 am** How to Get the MOST Exposure For Your Listing | [CLICK HERE](#)

**2 pm** Why The Interactive Map Should Be Your New Favorite Search! | [CLICK HERE](#)

### August 15th Webinars

**10 am** Cloud CMA 101: How to Create an Awesome CMA! | [CLICK HERE](#)

**2 pm** Beyond the CMA: 3 Reports in Cloud CMA That You Might Not Know About! | [CLICK HERE](#)

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

### August 17th Webinars

**8am** A Simpler Way to Schedule Showings with ShowingTime! | [CLICK HERE](#)

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

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



### **August 19th Webinars**

- 8 am** Agent Pro Tips: Advanced Searching Strategies | [CLICK HERE](#)
- 10 am** Realist 101: Introduction to the Realist Tax Program! | [CLICK HERE](#)
- 2 pm** Advanced Realist Training: Enhanced Searching, Market Analysis and More! | [CLICK HERE](#)

### **August 23rd Webinars**

- 9 am** How's the Market? Real Estate Trends in the MLS! | [CLICK HERE](#)
- 1 pm** How to Get the MOST Exposure For Your Listing | [CLICK HERE](#)

### **August 25th Webinars**

- 9 am** Why The Interactive Map Should Be Your New Favorite Search! | [CLICK HERE](#)
- 1 pm** 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

### **August 29th Webinars**

- 8 am** Kickstart Your MLS | [CLICK HERE](#)
- 10 am** Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)
- 2 pm** MetroList Mobile: Take Your MLS with You! | [CLICK HERE](#)

### **August 31st Webinars**

- 8 am** A Simpler Way to Schedule Showings with ShowingTime! | [CLICK HERE](#)
- 10 am** MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)
- 2 pm** Beyond Your Market Area: [Realtor.com](#) Professional Search | [CLICK HERE](#)

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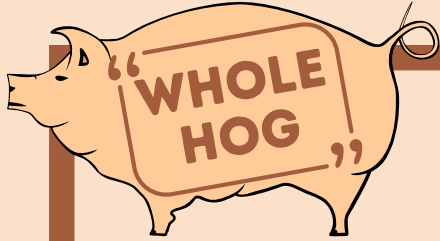


Thursday Sept. 29th  
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to become a sponsor***





## There is No Substitute for Education

It is easy to overlook education in your profession. The DRE requires you to periodically obtain continuing education as a condition of licensure renewal. Some of these classes deal with ethics, some legal updates, and some best practices. While these classes are designed to keep you compliant with a minimum level of competence, they are not designed to give you the skills to become trusted experts in your field.

To become a trusted expert, one that is sought out for their skill and experience and expertise, you must invest in your own education. We have a saying around here at BPE that is: "the day you stop learning, is the day you retire." If you have attended any one of the seminars we have presented, you probably have heard something to that effect from us. The concept is as the profession progresses there are constantly new things to learn to increase your level of proficiency in the service you provide. One must engage in the education to constantly learn and improve.

During COVID, that learning often involved updated rules, regulations, and market strategies as we dealt with the ever-changing executive orders, health department orders, etc. As we enter the post-pandemic world, we again must think about adaptation and education. Within the last week the CDC again updated its COVID guidance. While we can talk ad nauseum about COVID, what other issues should be we thinking about as professionals? As children return to classrooms for the upcoming school, we should do the same.

The end of August marks the end of the legislative cycle in California. That means the bills that were proposed must either be passed and signed by the governor to be enacted or must wait for another legislative cycle. The bills that are passed will have an effective date and that means that usually either January 1 or July 1 of the following year the new law will go into effect. As professionals we need to know about the new laws that affect our professions and the services we provide. Its why in the 4th quarter of every year and into the first quarter of the new year, we provide the training on the news laws and the potential impacts.

Additionally, new forms tend to be rolled out en masse during the 4th quarter by C.A.R. These forms become effective and require the agents and brokers to understand the terms and obligations imposed by these new contractual documents. Both SAR and C.A.R. do a great job of providing updates on the new forms and how to remain compliant with your obligations to your clients relative to the forms they will sign. One of the issues related to forms and the law we routinely see is revival of contingencies post waiver. Contractually the parties release contingencies, but as a matter of law, contingencies can be revived by subsequent disclosures under Civil Code Section 1102.3(b). This law, which is not new, states that an amendment to the disclosure revives the contingency related to that disclosure for a period of 3 to 5 days depending on the delivery of the amended disclosure. A little education on the front end can save a lot of headaches on the back end.

As important as education is for legal and compliance purposes, market education is just as important. As the market shifts, new issues begin to arise. Whether or not we end up in a recessionary market it is important to understand the issues our clients may face. Let's be honest, terms like foreclosure, short sale, loss mitigation, and distressed assets have not been part of the real estate lexicon for the last several years as market appreciation has been at historic levels. However, market changes require additional information. Maybe that education is simply dusting off old tools and refreshing one's skills on things like deficiency liability, foreclosure process and timing, short sale contracts and addendums. It is important to make sure the quiver is full, and the education is up to date with the various market issues that may face any given client.

You are lucky to be involved with an Association that places such a premium on education and provides a plethora of opportunities to learn and enhance your skills. Make education an important component of your professional development and repertoire. Review the educational opportunities available to you and enhance your professional acumen. This education will hopefully allow you to thrive in your profession and the market as it changes.

# GOVERNMENT WATCH

## GOVERNMENT AFFAIRS DIRECTOR

ERIN TEAGUE



As the California legislature closes out the 2020-2022 legislative session, which concludes at the end of this month, C.A.R. and SAR are strongly opposing two bills: Senate Bill 1105 (Hueso) and Senate Bill 679 (Kamlager).

Fortunately, on August 11th, SB 1105 was held in the Assembly Appropriations Committee suspense hearing and defeated. The bill would have established the San Diego Regional Equitable and Environmentally Friendly Housing Agency. The Agency would have been granted a broad taxing authority to an unelected board, which could impose a wide range of taxes without voter approval that could affect homeowners. After a successful social media and legislator outreach campaign by C.A.R. members, the bill was defeated. That is the power of the REALTOR® Party.

Now we must mobilize to deliver the same result for SB 679 (Kamlager), which aims to establish the Los Angeles County Affordable Housing Solutions Agency. The bill would authorize the Agency to utilize specified local financing tools to produce affordable housing among other provisions. This bill would grant vast, unchecked, bonding and taxing authority to an unelected Agency Board that may by resolution, or initiative, impose a wide range of special taxes on real property including: a parcel tax, a gross receipts business license tax, a special business tax, a documentary transfer tax, a special land value windfall tax, and a commercial linkage fee to fund the development of deed restricted affordable housing.

With your support, The Sacramento Association of REALTORS® can help C.A.R. deliver another win to the REALTOR® Party and defeat SB 679. You can make your voice heard by clicking on the link below.

[No on SB679 \(car.org\)](https://car.org)

Additionally, in partnership with Pepperdine University's School of Public Policy, C.A.R.'s Center for California Real Estate (CCRE) presents our six-part Leadership in Local Government Workshop (free for C.A.R. members) that includes instruction from Maureen Tobin, Executive Director at the Davenport Institute for Public Engagement and Civic Leadership (this repeats the course that ended July 7). The six-week program takes place on Tuesdays, beginning Aug. 16. To attend this free C.A.R. member virtual series (Aug. 16 – Sept. 20), a single registration is all that's needed. Members who register will have access to all six on-demand sessions through the end of the year (Dec. 31, 2022).

[Register for free here.](#)

## GOVERNMENT AFFAIRS COORDINATOR

DEREK CATRON



Don't **tax**  
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**SB 679**



SAR SCHOLARSHIP FUND PRESENTS



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# AUGUST SPECIALS

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## Article 3

*REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)*

### Case #3-4: Cooperation Not Mandatory

(Reaffirmed Case #22-4 May, 1988. Transferred to Article 3 November, 1994. Revised May, 2017.)

Client A called on REALTOR® B to list a small commercial property. In stipulating the price at which he wished to list the property, Client A explained that he was aware that it was a relatively low price, but he wanted a quick sale and, he added, a higher price could benefit very little at that time because of certain tax considerations. He told REALTOR® B that a number of prospective buyers had spoken to him about the property within the past year. He gave their names to REALTOR® B and said he felt sure that among them there would be a ready buyer at the price. He told REALTOR® B that he wanted the property submitted to them first.

The next day, REALTOR® C, who had unsuccessfully solicited the listing and learned that the property was listed exclusively with REALTOR® B, called REALTOR® B to ask that he be accepted as a cooperating broker. REALTOR® B told REALTOR® C that because of unusual circumstances the best service to his client did not require cooperation; that a prospective buyer was at that time seriously considering the property; and that under the circumstances he preferred not to invite cooperation.

REALTOR® C complained to the Association of REALTORS® charging REALTOR® B with a violation of Article 3 by refusing to cooperate. Pursuant to the complaint a hearing was scheduled before a Hearing Panel of the Association's Professional Standards Committee.

During the hearing, REALTOR® B outlined fully the circumstances under which the property had been listed by him, and maintained that the interest of Client A would not be advanced by acceptance of cooperation by REALTOR® C.

The panel concluded that REALTOR® B's reasons for not accepting cooperation in this instance were valid and that his action did not constitute a violation of Article 3.

Code of Ethics



# SEPTEMBER 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
			1	2
			RE Finance & Affiliate Forum (EC) 9:00 – 10:30am	SAR Toastmasters (T) 7:30 – 9:00am  SAR Office Closed 7:30 – 8:30am
5	6	7	8	9
SAR Closed Labor Day Holiday	No Main Meeting or Regional Meetings (pushed back one week)  WCR Board Meeting (B) 12noon – 1:30pm  Internship Class (B) 2:30 – 4:00pm	<a href="#">Understanding the RPA with Dave Tanner (EC)</a> 9:00am – 1:00pm	Masters Club Steering Committee (B) 9:30 – 11:00am  Internship Committee (B) 12noon – 1:30pm	SAR Toastmasters (T) 7:30 – 9:00am  Investment Task Force (B) 9:00 – 10:30am
12	13	14	15	16
Education Committee (B) 10:00 – 11:30am  Leadership Academy (B) 1:00 – 2:30pm	Main Meeting (EC) 9:00 – 10:30am  Community Outreach Committee (T) 10:30am – 12noon  CanTree Committee (B) 10:30am – 12noon  Charity Research Committee (B1) 10:30 – 11:30am	<a href="#">Short Sales &amp; Foreclosures from a Legal Perspective (EC-W or Zoom)</a> 10:00 – 11:00am  <a href="#">Commercial Council Presents: Investment Analysis – The Investor's Perspective (EC-E)</a> 11:30am – 1:00pm	<a href="#">WCR Bocce Ball (East Portal Park)</a> 9:30am – 3:00pm	SAR Toastmasters (T) 7:30 – 9:00am
19	20	21	22	23
No Events Scheduled	LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee (B) 10:30 – 11:30am YPN Advisory Committee (T) 11:00am – 12:30pm SAR Charitable Foundation BOD (B) 12:30 – 2:00pm Scholarship Fundraising Committee (B) 1:00 – 2:00pm Internship Class (B) 2:30 – 4:30pm	<a href="#">zipForm® &amp; DocuSign® (EC-W)</a> 9:00 – 11:00am  SAR New Member Orientation (V) 6:00 – 9:30pm	SAR BOD 9:00 – 11:00am  <a href="#">NARPM Rental Property Management Expo (EC)</a> 9:00am – 3:30pm  YPN Mixer (Folsom Powerhouse) 5:00 – 8:00pm	SAR Toastmasters (T) 7:30 – 9:00am
26	27	28	29	30
<a href="#">MetroList In-Person Training @ SAR: 10 Searches You Should be Using in Prospector+ (T)</a> 10:00 – 11:30am	LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am  <a href="#">All About Solar: How it Can Affect Your Escrow (V)</a> 10:00 – 11:00am  DEI/Fair Housing Committee (B) 10:30am – 12noon	<a href="#">Essential Disclosures &amp; How to Read a Preliminary Report (EC-W)</a> 9:00am – 12noon  SAR Offices Closed 1:00 – 2:00pm	<a href="#">Booze, Brews &amp; 'Ques (SAR Parking Lot)</a> 5:00 – 8:00pm	SAR Toastmasters (T) 7:30 – 9:00am



# SAR EDUCATIONAL OFFERINGS

SAR is offering training in various formats – in-person, online and hybrid. Please note the format when you register for your desired class. Feel free to contact [Marcus](#) with any questions and check the [calendar](#) or our [education portal](#) for details.

## SEPTEMBER

### CLASS

- |    |             |  |
|----|-------------|--|
| 7  | 9am – 1pm   | <a href="#">UNDERSTANDING THE RESIDENTIAL PURCHASE AGREEMENT (IN PERSON/ ZOOM)</a>       |
| 14 | 10am – 11am | <a href="#">FORECLOSURES AND SHORT SALES FROM A LEGAL PERSPECTIVE (IN PERSON/ ZOOM)</a>  |
| 15 | 10am – 11am | <a href="#">TIME MANAGEMENT: DOUBLE YOUR INFLUENCE, DOUBLE YOUR INCOME (ZOOM)</a>        |
| 21 | 9am – 11am  | <a href="#">ZIPFORM® AND DOCUSIGN® (IN PERSON)</a>                                       |
| 27 | 10am – 11am | <a href="#">ALL ABOUT SOLAR: HOW IT CAN AFFECT YOUR ESCROW (ZOOM)</a>                    |
| 28 | 9am – 12pm  | <a href="#">ESSENTIAL DISCLOSURES &amp; HOW TO READ A PRELIMINARY REPORT (IN PERSON)</a> |

## OCTOBER

### CLASS

- |    |               |  |
|----|---------------|--|
| 19 | 9:30am – 12pm | <a href="#">TAX REDUCTION STRATEGIES FOR REAL ESTATE PROFESSIONALS (ZOOM)</a>        |
| 20 | 9am – 12am    | <a href="#">HOW TO THINK LIKE AN APPRAISER (IN PERSON)</a>                           |
| 25 | 9am – 4pm     | <a href="#">THE SENIORS REAL ESTATE SPECIALIST® (SRES®) 2 DAY COURSE (IN PERSON)</a> |
| 26 | 9am – 4pm     |  |
| 27 | 9am – 12:30pm | <a href="#">BUILDING A DYNAMIC BUYER STRATEGY (IN PERSON)</a>                        |

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

## FREE TRAINING BY METROLIST®



MetroList® has been offering subscribers free online training, have you taken advantage of this subscriber benefit? There are multiple trainings per day ranging from 30 to 60 minutes. Check out their online catalogue to see which topics are covered.

[Click this link for more details and don't forget to bookmark it!](#)

## ON DEMAND WEBINARS

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

### LEAD GENERATION WITH GEOGRAPHIC FARMING

PRESENTER JASON SCOTT WILL SHOW YOU WHAT YOU NEED TO KNOW ABOUT GEOGRAPHIC FARMING AND HOW TO FIND SELLERS IN THIS MARKET. HE WILL ALSO DISCUSS NICHE FARMING SCENARIOS AND REVIEW SEVERAL CASE STUDIES.

[REGISTER/MORE INFO HERE](#)

### EVERYTHING VA LOANS

YES, VA LOANS ARE NO MONEY DOWN, BUT THERE ARE MANY OTHER ASPECTS OF THE VA LOAN YOU NEED TO UNDERSTAND BEFORE YOU KNOW IT IS THE RIGHT FIT FOR YOUR CLIENT. ALSO, LEARN HOW TO DETERMINE HOW MUCH HOUSE A PROSPECT CAN QUALIFY FOR.

[REGISTER/MORE INFO HERE](#)

### CRYPTOCURRENCY, BLOCKCHAIN AND REAL ESTATE

REAL ESTATE IS BEING BOUGHT, SOLD, AND CLOSED ON THE BLOCKCHAIN. JOIN NATIONAL TRAINER AMY CHOREW AND INDUSTRY EXPERT STEVE BINTZ FOR AN OVERVIEW ON HOW CRYPTOCURRENCY, BLOCKCHAIN, AND SMART CONTRACTS ARE IMPACTING THE REAL ESTATE TRANSACTION..

[REGISTER/MORE INFO HERE](#)

### SHOW ME THE MONEY: INVESTMENT PROPERTY ANALYSIS

INSTRUCTOR BARRY MATHIS (CERTIFIED INVESTMENT EXPERT CDPE, CIPE, AARE, NCREA) EXPLAINS HOW TO DETERMINE IF A PROPERTY IS APPROPRIATE FOR INVESTMENT PURPOSES, FOR YOU OR YOUR CLIENTS. LEARN HOW TO OPERATE AS AN INVESTOR IN THIS MARKET.

[REGISTER/MORE INFO HERE](#)

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

# Looking for an Affiliate or REALTOR®?

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## July 2022

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**Nicki Reichel**  
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Pacific Coast Properties

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**Neil Canlas**  
The Canlas Brothers

**Orhan Tolu**  
Century 21 R. E. Alliance

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**Lucy Vang**  
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**Joseph Wagner**  
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**Fatima Wallace**  
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**Kelly Watt**  
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**Danette Weber**  
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**Joy West**  
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**Ryan Whalen**  
Realty One Group Complete

**Xi Yang**  
Grand Realty Group

**Ovannes Yepiskoposyan**  
eXp Realty of California, Inc.

**Suhui Zeng**  
Lyon RE Folsom

WELCOME



# SACRAMENTO HOUSING STATISTICS

## July sales decline, down 31% from 2021

# JULY

July sales marked 1,081, a 17.5% decrease from June (1,310). Compared to one year ago (1,574), the current figure is down 31.3%. Of the 1,081 sales this month, 143 (13.2%) used cash financing, 694 (64.2%) used conventional, 142 (13.1%) used FHA, 64 (3.5%) used VA and 38 (3.5%) used Other types of financing.

The median sales price decreased 1.8% from \$560,000 to \$549,900. This figure is up 7.8% from July 2021 (\$510,000). 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 12% from June to July, from 2,237 units to 2,505 units. Compared with July 2021 (1,602), inventory is up 56.4%. The Months of Inventory increased from 1.7 Months to 2.3 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) increased from 8 to 11 and the Average DOM increased from 14 to 19. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,081 sales this month, 81.7% (883) were on the market for 30 days or less and 95.2% (1,029) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold dropped from \$362 to \$353. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Inventory by Price Range			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	82	38	2.2
\$350,000 - \$399,999	159	77	2.1
\$400,000 - \$449,999	248	138	1.8
\$450,000 - \$499,999	331	137	2.4
\$500,000 - \$549,999	294	151	1.9
\$550,000 - \$599,999	306	129	2.4
\$600,000 - \$649,999	223	93	2.4
\$650,000 - \$699,999	196	73	2.7
\$700,000 - \$749,999	131	59	2.2
\$750,000 - \$799,999	125	44	2.8
\$800,000 - \$849,999	72	40	1.8
\$850,000 - \$899,999	78	28	2.8
\$900,000 - \$949,999	34	14	2.4
\$950,000 - \$999,999	34	11	3.1
\$1,000,000 and over	192	49	3.9
<b>Total:</b>	<b>2,505</b>	<b>1,081</b>	<b>Total: 2.3</b>

Market Snapshot - July 2022					
	Jul-22	Jun-22	Change	Jul-21	Change (from '21)
<b>Sales</b>	1,081	1,310	-17.5%	1,574	-31.3%
<b>Median Sales Price</b>	\$549,900	\$560,000	-1.8%	\$510,000	7.8%
<b>Active Inventory</b>	2,505	2,237	12.0%	1,602	56.4%
<b>Median DOM</b>	11	8	37.5%	7	57.1%
<b>Avg. Price/SqFt</b>	\$353	\$362	-2.5%	\$335	5.4%

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

JULY 2022

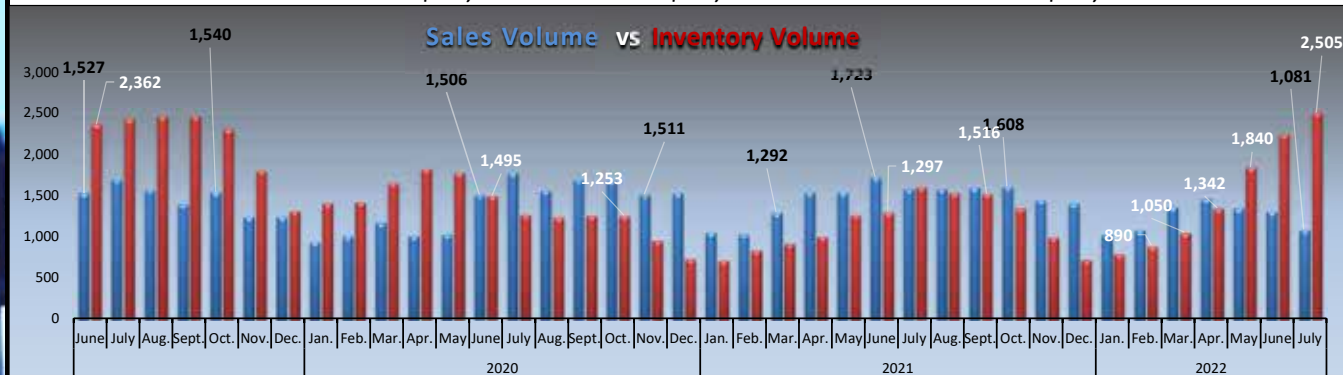
## MLS STATISTICS for July 2022

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		2,066	-11.3%		2,077		-11.7%
Active Listing Inventory †	2,505		2,237	12.0%		1,602		56.4%
Pending Sales This Month*	1,202		1,292	-7.0%		1,825		-34.1%
Number of REO Sales	3	0.3%	1	200%	0.1%	1	0.1%	200.0%
Number of Short Sales	2	0.2%	0	N/A	0.0%	3	0.2%	-33.3%
Equity Sales	1,076	99.5%	1,309	-17.8%	99.9%	1,570	99.7%	-31.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,081	100%	1,310	-17.5%	100%	1,574	100.0%	-31.3%
Months Inventory	2.3 Months		1.7 Months	35.3%		1 Months		130.0%
Dollar Value of Closed Escrows	\$641,096,208		\$795,088,992	-19.4%		\$882,267,686		-27.3%
Median	\$549,900		\$560,000	-1.8%		\$510,000		7.8%
Mean	\$593,058		\$606,938	-2.3%		\$560,882		5.7%
Year-to-Date Statistics	1/01/22 to 7/31/22		1/01/22 to 7/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			7/31/2022		Change
Number of Closed Escrows	8,678		8,856			9,757		-11.1%
Dollar Value of Closed Escrows	\$5,253,018,101		\$5,352,811,500			\$5,282,214,577		-0.6%
Median	\$551,000		\$551,000			\$490,000		12.4%
Mean	\$605,326		\$604,428			\$541,377		11.8%



**SACRAMENTO**  
ASSOCIATION OF REALTORS®

**Jenny Escrow**  
Realtor®

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for details.

\*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



# Data for Sacramento County and the City of West Sacramento

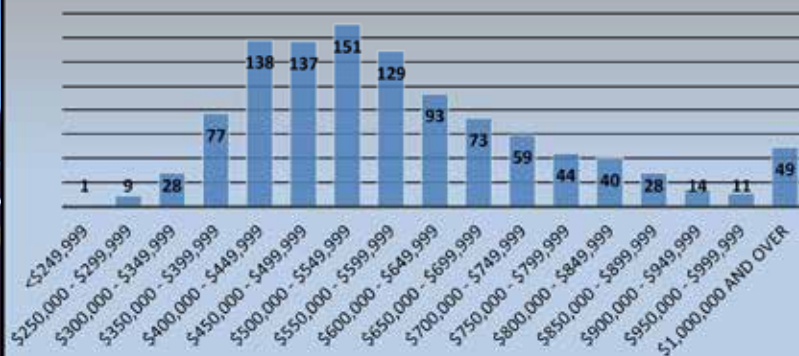
## MLS STATISTICS for July 2022

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

#### BREAKDOWN OF SALES BY PRICE

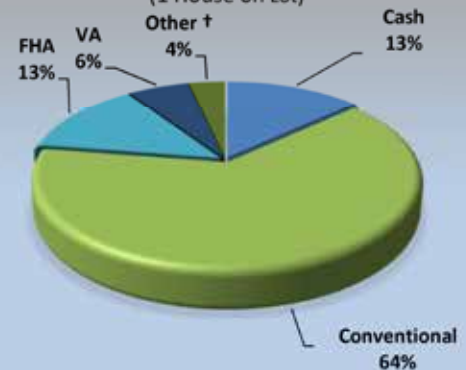
##### 1 House on Lot

Total: 1,081

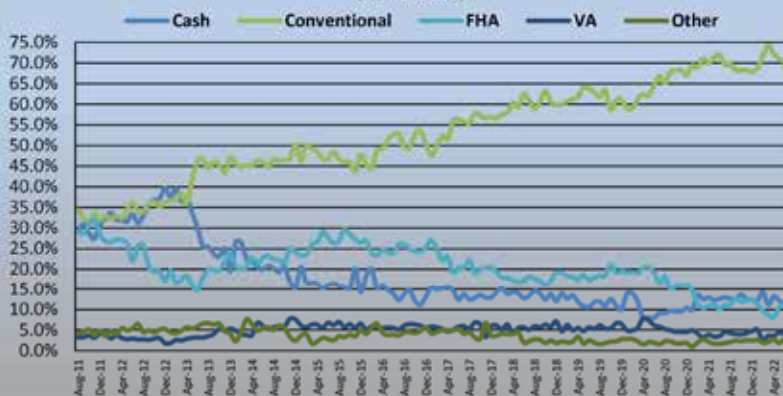


#### Type of Financing/Days on Market

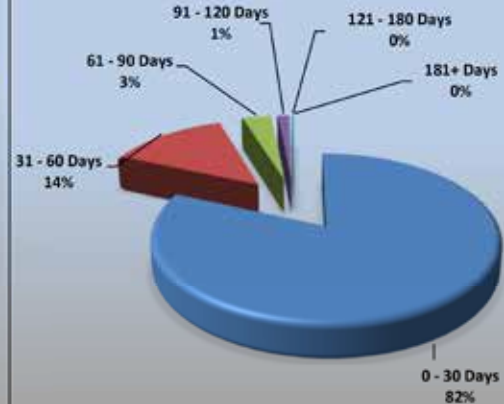
##### TYPE OF FINANCING (1 House on Lot)



##### 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	143	13.2%	151	11.5%	0 - 30	883	81.7%	89.3%	86.4%
Conventional	694	64.2%	918	70.1%	31 - 60	146	13.5%	8.0%	9.3%
FHA	142	13.1%	147	11.2%	61 - 90	35	3.2%	1.7%	2.7%
VA	64	5.9%	56	4.3%	91 - 120	14	1.3%	0.6%	0.9%
Other †	38	3.5%	38	2.9%	121 - 180	3	0.3%	0.3%	0.5%
Total	1,081	100.0%	1,310	100.0%	181+	0	0.0%	0.2%	0.2%
					Total	1,081	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:	11	8
Average Price/Square Foot:	19	14
	\$352.9	\$362.2

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

JULY 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	47	REO Sales 0	66	79	362
	Median Sales Price	\$630,000	\$0	\$602,750	\$565,300	\$588,500
	Average Price/Square Foot	\$345	Short Sales 1	\$354	\$325	N/A
	Average Sq Ft of Property	1,990	\$300,000	1,940	1,906	N/A
	Total Listing Inventory *	94	Conventional 46	92	88	N/A
	Total Listing Median Price ∞	\$640,000	Sales \$639,944	\$622,000	\$590,000	N/A
95610 Citrus Heights	Total Sales	20	REO Sales 0	55	41	286
	Median Sales Price	\$521,500	\$0	\$550,000	\$480,000	\$5,487,750
	Average Price/Square Foot	\$319	Short Sales 0	\$355	\$313	N/A
	Average Sq Ft of Property	1,651	\$0	1,650	1,579	N/A
	Total Listing Inventory *	65	Conventional 20	64	39	N/A
	Total Listing Median Price ∞	\$549,450	Sales \$521,000	\$550,000	\$525,000	N/A
95621 Citrus Heights	Total Sales	27	REO Sales 0	46	42	281
	Median Sales Price	\$465,000	\$0	\$512,500	\$456,250	\$490,000
	Average Price/Square Foot	\$329	Short Sales 0	\$346	\$319	N/A
	Average Sq Ft of Property	1,459	\$0	1,538	1,477	N/A
	Total Listing Inventory *	55	Conventional 27	41	34	N/A
	Total Listing Median Price ∞	\$469,900	Sales \$465,000	\$495,000	\$456,000	N/A
95624 Elk Grove	Total Sales	35	REO Sales 0	50	60	337
	Median Sales Price	\$675,000	\$0	\$663,750	\$639,000	\$675,000
	Average Price/Square Foot	\$327	Short Sales 0	\$346	\$319	N/A
	Average Sq Ft of Property	2,192	\$0	2,031	2,217	N/A
	Total Listing Inventory *	102	Conventional 35	85	64	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$675,000	\$714,000	\$639,000	N/A
95626 Elverta	Total Sales	2	REO Sales 0	3	10	\$31
	Median Sales Price	\$320,500	\$0	\$660,000	\$446,000	\$524,000
	Average Price/Square Foot	\$289	Short Sales 0	\$470	\$349	N/A
	Average Sq Ft of Property	1,107	\$0	1,275	1,402	N/A
	Total Listing Inventory *	10	Conventional 2	7	13	N/A
	Total Listing Median Price ∞	\$537,500	Sales \$320,500	\$650,000	\$639,000	N/A
95628 Fair Oaks	Total Sales	39	REO Sales 0	48	64	297
	Median Sales Price	\$610,000	\$0	\$645,000	\$619,500	\$630,000
	Average Price/Square Foot	\$344	Short Sales 0	\$339	\$332	N/A
	Average Sq Ft of Property	1,968	\$0	2,196	2,021	N/A
	Total Listing Inventory *	79	Conventional 39	88	64	N/A
	Total Listing Median Price ∞	\$730,000	Sales \$610,000	\$737,000	\$694,000	N/A
95630 Folsom	Total Sales	65	REO Sales 0	73	94	521
	Median Sales Price	\$775,000	\$0	\$790,275	\$725,000	\$815,000
	Average Price/Square Foot	\$378	Short Sales 0	\$390	\$375	N/A
	Average Sq Ft of Property	2,224	\$0	2,267	2,178	N/A
	Total Listing Inventory *	188	Conventional 65	158	86	N/A
	Total Listing Median Price ∞	\$802,498	Sales \$775,000	\$860,000	\$749,900	N/A
95632 Galt	Total Sales	46	REO Sales 0	27	24	226
	Median Sales Price	\$547,750	\$0	\$586,000	\$520,000	\$540,975
	Average Price/Square Foot	\$318	Short Sales 0	\$347	\$320	N/A
	Average Sq Ft of Property	1,892	\$0	1,822	1,771	N/A
	Total Listing Inventory *	69	Conventional 46	66	47	N/A
	Total Listing Median Price ∞	\$574,500	Sales \$547,750	\$579,000	\$590,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	0	1	4
	Median Sales Price	\$0	\$0	\$0	\$700,000	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$585	N/A
	Average Sq Ft of Property	0	\$0	0	1,196	N/A
	Total Listing Inventory *	5	Conventional 0	4	3	N/A
	Total Listing Median Price ∞	\$848,000	Sales \$0	\$899,000	\$894,950	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	1	5
	Median Sales Price	\$0	\$0	\$0	\$240,000	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$183	N/A
	Average Sq Ft of Property	0	\$0	0	1,310	N/A
	Total Listing Inventory *	7	Conventional 0	7	3	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$0	\$484,000	\$699,900	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	9	26
	Median Sales Price	\$605,000	\$0	\$645,000	\$650,000	\$583,447
	Average Price/Square Foot	\$2,538	Short Sales 0	\$299	\$282	N/A
	Average Sq Ft of Property	2,441	\$0	2,441	2,376	N/A
	Total Listing Inventory *	7	Conventional 3	8	4	N/A
	Total Listing Median Price ∞	\$759,000	Sales \$605,000	\$799,000	\$584,950	N/A
95660 North Highlands	Total Sales	30	REO Sales 0	33	38	223
	Median Sales Price	\$397,750	\$0	\$405,000	\$370,000	\$409,750
	Average Price/Square Foot	\$357	Short Sales 0	\$329	\$325	N/A
	Average Sq Ft of Property	1,147	\$0	1,293	1,198	N/A
	Total Listing Inventory *	44	Conventional 30	36	20	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$397,750	\$404,000	\$379,900	N/A
95662 Orangevale	Total Sales	36	REO Sales 0	32	40	250
	Median Sales Price	\$547,000	\$0	\$614,000	\$533,000	\$570,000
	Average Price/Square Foot	\$372	Short Sales 0	\$369	\$342	N/A
	Average Sq Ft of Property	1,673	\$0	1,830	1,812	N/A
	Total Listing Inventory *	52	Conventional 36	53	42	N/A
	Total Listing Median Price ∞	\$629,450	Sales \$547,000	\$649,500	\$575,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	43	REO Sales 0	57	63	335
	Median Sales Price	\$515,000	\$0	\$510,000	\$491,000	\$510,000
	Average Price/Square Foot	\$346	Short Sales 0	\$349	\$325	N/A
	Average Sq Ft of Property	1,621	\$0	1,645	1,706	N/A
	Total Listing Inventory *	77	Conventional 43	60	55	N/A
	Total Listing Median Price ∞	\$579,999	Sales \$515,000	\$540,000	\$460,000	N/A
95673 Rio Linda	Total Sales	15	REO Sales 1	23	19	124
	Median Sales Price	\$490,000	\$310,000	\$449,000	\$400,000	\$440,000
	Average Price/Square Foot	\$372	Short Sales 0	\$348	\$326	N/A
	Average Sq Ft of Property	1,335	\$0	1,354	1,391	N/A
	Total Listing Inventory *	34	Conventional 14	29	26	N/A
	Total Listing Median Price ∞	\$465,000	Sales \$497,500	\$499,700	\$449,900	N/A
95683 Rancho Murieta	Total Sales	6	REO Sales 0	6	9	58
	Median Sales Price	\$622,500	\$0	\$774,500	\$653,000	\$705,000
	Average Price/Square Foot	\$308	Short Sales 1	\$346	\$266	N/A
	Average Sq Ft of Property	2,334	\$760,000	2,227	2,786	N/A
	Total Listing Inventory *	25	Conventional 5	25	13	N/A
	Total Listing Median Price ∞	\$729,000	Sales \$610,000	\$764,900	\$662,450	N/A
95690 Walnut Grove	Total Sales	1	REO Sales 0	0	1	4
	Median Sales Price	\$350,000	\$0	\$0	\$965,000	\$512,500
	Average Price/Square Foot	\$481	Short Sales 0	\$0	\$212	N/A
	Average Sq Ft of Property	728	\$0	0	4,548	N/A
	Total Listing Inventory *	6	Conventional 1	4	4	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$350,000	\$712,500	\$469,900	N/A
95693 Wilton	Total Sales	1	REO Sales 0	9	5	43
	Median Sales Price	\$950,000	\$0	\$1,100,000	\$949,630	\$1,010,000
	Average Price/Square Foot	\$383	Short Sales 0	\$456	\$435	N/A
	Average Sq Ft of Property	2,821	\$0	2,855	2,647	N/A
	Total Listing Inventory *	16	Conventional 1	16	18	N/A
	Total Listing Median Price ∞	\$1,225,000	Sales \$950,000	\$1,250,000	\$1,095,000	N/A
95742 Rancho Cordova	Total Sales	22	REO Sales 0	22	20	188
	Median Sales Price	\$667,450	\$0	\$647,250	\$580,000	\$657,500
	Average Price/Square Foot	\$294	Short Sales 0	\$318	\$278	N/A
	Average Sq Ft of Property	2,430	\$0	2,155	2,265	N/A
	Total Listing Inventory *	55	Conventional 22	50	19	N/A
	Total Listing Median Price ∞	\$685,969	Sales \$667,450	\$682,037	\$615,000	N/A
95757 Elk Grove	Total Sales	35	REO Sales 0	34	50	257
	Median Sales Price	\$720,000	\$0	\$722,500	\$672,000	\$730,000
	Average Price/Square Foot	\$321	Short Sales 0	\$343	\$300	N/A
	Average Sq Ft of Property	2,254	\$0	2,254	2,431	N/A
	Total Listing Inventory *	2370	Conventional 35	85	45	N/A
	Total Listing Median Price ∞	\$759,950	Sales \$720,000	\$714,000	\$669,900	N/A
95758 Elk Grove	Total Sales	46	REO Sales 0	46	71	329
	Median Sales Price	\$592,500	\$0	\$623,500	\$550,000	\$622,000
	Average Price/Square Foot	\$356	Short Sales 0	\$360	\$321	N/A
	Average Sq Ft of Property	1,745	\$0	1,827	1,847	N/A
	Total Listing Inventory *	81	Conventional 46	77	53	N/A
	Total Listing Median Price ∞	\$605,000	Sales \$592,500	\$772,495	\$556,450	N/A
95811 Midtown/ Downtown	Total Sales	1	REO Sales 0	5	1	16
	Median Sales Price	\$650,000	\$0	\$888,888	\$590,000	\$819,500
	Average Price/Square Foot	\$503	Short Sales 0	\$461	\$651	N/A
	Average Sq Ft of Property	1,293	\$0	2,114	907	N/A
	Total Listing Inventory *	10	Conventional 1	9	6	N/A
	Total Listing Median Price ∞	\$732,500	Sales \$650,000	\$729,000	\$649,500	N/A
95814 Downtown	Total Sales	2	REO Sales 0	2	6	13
	Median Sales Price	\$772,500	\$0	\$764,500	\$692,482	\$779,000
	Average Price/Square Foot	\$402	Short Sales 0	\$435	\$398	N/A
	Average Sq Ft of Property	1,967	\$0	1,762	1,809	N/A
	Total Listing Inventory *	4	Conventional 2	4	1	N/A
	Total Listing Median Price ∞	\$739,900	Sales \$772,500	\$739,900	\$785,000	N/A
95815 Woodlake Norauto S. Hagginwood	Total Sales	8	REO Sales 0	22	27	135
	Median Sales Price	\$371,000	\$0	\$338,000	\$326,874	\$350,000
	Average Price/Square Foot	\$305	Short Sales 0	\$357	\$317	N/A
	Average Sq Ft of Property	1,384	\$0	936	1,173	N/A
	Total Listing Inventory *	36	Conventional 8	29	19	N/A
	Total Listing Median Price ∞	\$390,000	Sales \$371,000	\$380,000	\$399,000	N/A
95816 Midtown/East Sacramento	Total Sales	18	REO Sales 0	10	17	88
	Median Sales Price	\$802,500	\$0	\$820,000	\$651,000	\$745,000
	Average Price/Square Foot	\$518	Short Sales 0	\$527	\$494	N/A
	Average Sq Ft of Property	1,761	\$0	1,702	1,699	N/A
	Total Listing Inventory *	25	Conventional 18	24	25	N/A
	Total Listing Median Price ∞	\$759,000	Sales \$802,500	\$748,500	\$798,000	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	6	REO Sales 0	18	18	89
	Median Sales Price	\$520,000	\$0	\$462,500	\$500,000	\$525,625
	Average Price/Square Foot	\$521	Short Sales 0	\$447	\$445	N/A
	Average Sq Ft of Property	992	\$0	1,169	1,147	N/A
	Total Listing Inventory *	20	Conventional 6	21	21	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$520,000	\$559,500	\$492,000	N/A

## SINGLE FAMILY HOME SALES BY ZIP CODE

JULY 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	21	REO Sales 0	20	27	133
	Median Sales Price	\$740,000	\$0	\$782,500	\$625,000	\$770,000
	Average Price/Square Foot	\$503	Short Sales 0	\$570	\$467	N/A
	Average Sq Ft of Property	1,439	\$0	1,578	1,442	N/A
	Total Listing Inventory *	38	Conventional 21	40	45	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$740,000	\$704,500	\$725,000	N/A
95819 East Sacramento	Total Sales	24	REO Sales 0	17	30	147
	Median Sales Price	\$875,000	\$0	\$740,000	\$750,000	\$775,000
	Average Price/Square Foot	\$542	Short Sales 0	\$575	\$509	N/A
	Average Sq Ft of Property	1,870	\$0	1,497	1,685	N/A
	Total Listing Inventory *	33	Conventional 24	23	31	N/A
	Total Listing Median Price ∞	\$774,900	Sales \$875,000	\$699,900	\$849,950	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	27	REO Sales 0	26	48	247
	Median Sales Price	\$410,000	\$0	\$450,000	\$406,000	\$425,000
	Average Price/Square Foot	\$383	Short Sales 0	\$416	\$385,000	N/A
	Average Sq Ft of Property	1,145	\$0	1,182	1,083	N/A
	Total Listing Inventory *	67	Conventional 27	49	52	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$410,000	\$435,000	\$399,975	N/A
95821 N. Arden Arcade	Total Sales	27	REO Sales 0	30	30	173
	Median Sales Price	\$559,000	\$0	\$523,000	\$480,000	\$525,000
	Average Price/Square Foot	\$342	Short Sales 0	\$350	\$331	N/A
	Average Sq Ft of Property	1,770	\$0	1,583	1,467	N/A
	Total Listing Inventory *	55	Conventional 27	53	31	N/A
	Total Listing Median Price ∞	\$529,000	Sales \$559,000	\$520,000	\$550,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	33	REO Sales 0	33	36	245
	Median Sales Price	\$435,000	\$0	\$455,000	\$432,500	\$450,000
	Average Price/Square Foot	\$355	Short Sales 0	\$373	\$338	N/A
	Average Sq Ft of Property	1,504	\$0	1,477	1,427	N/A
	Total Listing Inventory *	81	Conventional 33	66	45	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$435,000	\$452,500	\$425,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	44	REO Sales 0	38	51	275
	Median Sales Price	\$427,500	\$0	\$463,000	\$425,000	\$453,000
	Average Price/Square Foot	\$323	Short Sales 0	\$331	\$299	N/A
	Average Sq Ft of Property	1,367	\$0	1,427	1,431	N/A
	Total Listing Inventory *	58	Conventional 44	63	35	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$427,500	\$449,979	\$405,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	10	REO Sales 0	24	14	116
	Median Sales Price	\$375,000	\$0	\$375,000	\$352,500	\$376,000
	Average Price/Square Foot	\$1,097	Short Sales 0	\$358	\$322	N/A
	Average Sq Ft of Property	1,069	\$0	1,069	1,198	N/A
	Total Listing Inventory *	30	Conventional 10	35	23	N/A
	Total Listing Median Price ∞	\$387,950	Sales \$375,000	\$379,500	\$325,450	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	8	REO Sales 0	14	21	74
	Median Sales Price	\$470,000	\$0	\$453,000	\$455,000	\$472,500
	Average Price/Square Foot	\$311	Short Sales 0	\$367	\$325	N/A
	Average Sq Ft of Property	1,636	\$0	1,351	1,595	N/A
	Total Listing Inventory *	22	Conventional 8	19	15	N/A
	Total Listing Median Price ∞	\$484,000	Sales \$470,000	\$459,000	\$499,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	31	REO Sales 0	31	39	204
	Median Sales Price	\$500,000	\$0	\$545,000	\$460,000	\$513,500
	Average Price/Square Foot	\$344	Short Sales 0	\$352	\$333	N/A
	Average Sq Ft of Property	1,485	\$0	1,509	1,417	N/A
	Total Listing Inventory *	58	Conventional 31	42	25	N/A
	Total Listing Median Price ∞	\$499,500	Sales \$500,000	\$499,900	\$449,950	N/A
95827 Lincoln Village	Total Sales	13	REO Sales 0	11	20	116
	Median Sales Price	\$518,000	\$0	\$485,000	\$461,000	\$499,500
	Average Price/Square Foot	\$321	Short Sales 0	\$339	\$308	N/A
	Average Sq Ft of Property	1,630	\$0	1,535	1,528	N/A
	Total Listing Inventory *	25	Conventional 13	22	15	N/A
	Total Listing Median Price ∞	\$504,000	Sales \$518,000	\$525,000	\$445,000	N/A
95828 Florin	Total Sales	32	REO Sales 1	38	41	254
	Median Sales Price	\$469,500	\$386,000	\$482,500	\$445,000	\$471,948
	Average Price/Square Foot	\$331	Short Sales 0	\$332	\$315	N/A
	Average Sq Ft of Property	1,435	\$0	1,545	1,504	N/A
	Total Listing Inventory *	83	Conventional 31	77	55	N/A
	Total Listing Median Price ∞	\$481,000	Sales \$470,000	\$494,000	\$435,000	N/A
95829 Vineyard	Total Sales	20	REO Sales 0	21	36	198
	Median Sales Price	\$575,000	\$0	\$605,000	\$527,500	\$607,500
	Average Price/Square Foot	\$338	Short Sales 0	\$355	\$332	N/A
	Average Sq Ft of Property	1,904	\$0	2,042	1,876	N/A
	Total Listing Inventory *	55	Conventional 20	47	34	N/A
	Total Listing Median Price ∞	\$620,000	Sales \$575,000	\$623,500	\$609,000	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	2	1	4
	Median Sales Price	\$0	\$0	\$1,250,000	\$510,000	\$1,087,500
	Average Price/Square Foot	\$0	Short Sales 0	\$418	\$354	N/A
	Average Sq Ft of Property	0	\$0	2,931	1,440	N/A
	Total Listing Inventory *	0	Conventional 0	1	2	N/A
	Total Listing Median Price ∞	\$0	Sales \$0	\$1,599,000	\$1,497,500	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831	Total Sales	19	REO Sales 0	24	22	145
Greenhaven	Median Sales Price	\$615,000	\$0	\$659,000	\$632,000	\$665,000
Pocket	Average Price/Square Foot	\$344	Short Sales 0	\$379	\$326	N/A
Riverside	Average Sq Ft of Property	1,892	\$0	1,935	2,098	N/A
	Total Listing Inventory *	52	Conventional 19	43	30	N/A
	Total Listing Median Price ∞	\$637,450	Sales \$615,000	\$655,500	\$600,000	N/A
95832	Total Sales	6	REO Sales 0	11	8	60
Meadowview	Median Sales Price	\$440,000	\$0	\$420,000	\$371,000	\$438,000
Freeport	Average Price/Square Foot	\$297	Short Sales 0	\$333	\$274	N/A
	Average Sq Ft of Property	1,484	\$0	1,387	1,467	N/A
	Total Listing Inventory *	20	Conventional 6	18	16	N/A
	Total Listing Median Price ∞	\$424,999	Sales \$440,000	\$439,000	\$424,250	N/A
95833	Total Sales	25	REO Sales 0	19	32	188
South Natomas	Median Sales Price	\$485,000	\$0	\$523,000	\$455,000	\$495,000
Gardenland	Average Price/Square Foot	\$335	Short Sales 0	\$330	\$305	N/A
Willow Creek	Average Sq Ft of Property	1,462	\$0	1,636	1,551	N/A
	Total Listing Inventory *	64	Conventional 25	55	23	N/A
	Total Listing Median Price ∞	\$490,000	Sales \$485,000	\$497,000	\$422,250	N/A
95834	Total Sales	27	REO Sales 0	36	31	241
Natomas Crossing	Median Sales Price	\$549,000	\$0	\$568,500	\$535,000	\$575,000
Gateway West	Average Price/Square Foot	\$325	Short Sales 0	\$337	\$290	N/A
Sundance Lake	Average Sq Ft of Property	1,916	\$0	1,751	1,916	N/A
	Total Listing Inventory *	62	Conventional 27	52	34	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$549,000	\$619,750	\$524,500	N/A
95835	Total Sales	33	REO Sales 0	33	51	261
North Natomas	Median Sales Price	\$590,000	\$0	\$605,000	\$551,000	\$610,000
	Average Price/Square Foot	\$301	Short Sales 0	\$305	\$291	N/A
	Average Sq Ft of Property	2,078	\$0	2,124	2,048	N/A
	Total Listing Inventory *	79	Conventional 33	75	43	N/A
	Total Listing Median Price ∞	\$594,500	Sales \$590,000	\$629,000	\$572,450	N/A
95838	Total Sales	21	REO Sales 1	25	29	196
Del Paso Heights	Median Sales Price	\$385,000	\$359,000	\$373,500	\$400,000	\$405,000
Robla	Average Price/Square Foot	\$308	Short Sales 0	\$341	\$320	N/A
	Average Sq Ft of Property	1,374	\$0	1,186	1,300	N/A
	Total Listing Inventory *	68	Conventional 20	61	48	N/A
	Total Listing Median Price ∞	\$406,000	Sales \$387,500	\$420,000	\$385,000	N/A
95841	Total Sales	11	REO Sales 0	7	13	70
Foothill Farms	Median Sales Price	\$500,000	\$0	\$435,000	\$440,000	\$497,500
North Highlands	Average Price/Square Foot	\$357	Short Sales 0	\$310	\$297	N/A
	Average Sq Ft of Property	1,517	\$0	1,511	1,590	N/A
	Total Listing Inventory *	19	Conventional 11	18	6	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$500,000	\$467,250	\$440,000	N/A
95842	Total Sales	21	REO Sales 0	28	29	196
Foothill Farms	Median Sales Price	\$449,000	\$0	\$449,500	\$415,000	\$449,000
	Average Price/Square Foot	\$323	Short Sales 0	\$350	\$322	N/A
	Average Sq Ft of Property	1,442	\$0	1,329	1,337	N/A
	Total Listing Inventory *	44	Conventional 21	42	27	N/A
	Total Listing Median Price ∞	\$437,500	Sales \$449,000	\$447,000	\$389,000	N/A
95843	Total Sales	28	REO Sales 0	55	66	302
Antelope	Median Sales Price	\$502,500	\$0	\$525,000	\$497,500	\$535,000
	Average Price/Square Foot	\$313	Short Sales 0	\$329	\$302	N/A
	Average Sq Ft of Property	1,657	\$0	1,717	1,699	N/A
	Total Listing Inventory *	78	Conventional 28	58	29	N/A
	Total Listing Median Price ∞	\$506,063	Sales \$502,500	\$535,000	\$525,000	N/A
95864	Total Sales	19	REO Sales 0	28	40	189
Arden Oaks	Median Sales Price	\$844,000	\$0	\$835,000	\$577,500	\$770,000
Arden Park Vista	Average Price/Square Foot	\$421	Short Sales 0	\$437	\$385	N/A
American River Dr.	Average Sq Ft of Property	2,097	\$0	2,121	1,979	N/A
	Total Listing Inventory *	63	Conventional 19	53	49	N/A
	Total Listing Median Price ∞	\$912,500	Sales \$844,000	\$897,450	\$950,000	N/A
95605	Total Sales	4	REO Sales 0	13	10	52
West Sacramento	Median Sales Price	\$408,500	\$0	\$425,000	\$470,000	\$422,450
Bryte	Average Price/Square Foot	\$396	Short Sales 0	\$373	\$319	N/A
Broderick	Average Sq Ft of Property	1,011	\$0	1,479	1,697	N/A
	Total Listing Inventory *	16	Conventional 4	15	13	N/A
	Total Listing Median Price ∞	\$655,900	Sales \$408,500	\$679,000	\$407,450	N/A
95691	Total Sales	22	REO Sales 0	34	39	239
West Sacramento	Median Sales Price	\$527,500	\$0	\$573,000	\$485,000	\$570,000
Southport	Average Price/Square Foot	\$383	Short Sales 0	\$336	\$212	N/A
Jefferson	Average Sq Ft of Property	1,556	\$0	1,937	1,727	N/A
	Total Listing Inventory *	79	Conventional 22	69	60	N/A
	Total Listing Median Price ∞	\$639,900	Sales \$527,500	\$639,000	\$527,950	N/A

\* This number represents the amount of listings still listed as active at the time of this report

∞ This number represents the median listing price of ACTIVE listings at the time of this report

Certain zip codes were omitted from this report for insufficient data

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# STAFF DIRECTORY



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## Sacramento REALTOR® Newsletter

**Editor:** Tony Vicari

**Publisher:** Matt Larson, Foley Publications LLC.

**Design & Layout:** Scott Arnold, Foley Publications, LLC.

**To Sponsor Ads:** Foley Publications - 1-800-628-6983

