



SACRAMENTO REALTOR®

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

DECEMBER 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

Happy Holidays



4 President's Message



5 MetroList® Training



10 Leagal Update



11 Cultural Diversity/Fair Housing



13 January Calendar



20 MLS Statistics



6-9 In Memoriam

SPONSORS

SUPPORT THOSE THAT SUPPORT YOU.

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

Personal Express Insurance page 3

Thank you for your continued support!

ARE YOU GETTING IT?

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





Great Rates with the Local Advantage!

- Specializing in high value homes
- Multi-Policy, Safe Driver and Good Student Discounts
- Headquartered in the Central Valley since 1984

Three Convenient Local Offices!

Elk Grove 5030 Elk Grove Blvd. (in the Raley's Shopping Center)

Rancho Cordova 2180 Golden Centre Ln. (in the Bel Air Shopping Center)

Roseville 3980 Douglas Blvd. (at Douglas & Sierra College Blvd)

(916) 770-4277 www.expressinsurance.com

**personalexpress**
INSURANCE

Home & Auto Lic. No. 0660193



2022 PRESIDENT

CanTree Committee Wraps Up a Memorable 2022

Pop quiz! What is the significance of these numbers?

\$68,000: The amount of money the SAR Cantree raised for the Salvation Army and donated in 2022.

109,246: The number of Sacramento region residents supported by Salvation Army programs last year. That number is undoubtedly higher in 2022.

Did you know that Salvation Army provides numerous programs in our region, such as transitional housing, shelter, workforce development, food boxes, preschool, and more?

Fun fact: some of our SAR events have been catered by their culinary program!

I want to thank our 2022 CanTree Committee, Chaired by Sue Galster and Vice Chaired by Breeze Singh.

The members of the committee are:

Chair: Sue Galster | Vice Chair: Breeze Singh

Liz Anderson • Jodi Ash • Elvia Cervantes • Chris Clark • Patti Delgado • Indika Fonseka • Taylor Greer • Lori Heavin • Jai Jett • Amber Martchenke • Nicole McKane • Dan Morasci • Anthony Nunez • Nathaniel Perez • Erika Robertson • Cristi Rodda • Jeff Slodowitz • Mark Teran • Tim Weisbeck

Their efforts will help numerous area families this year.



UPCOMING METROLIST® TRAINING

IN-PERSON AT SAR

January 30th Sessions:

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

1 pm | CMA Workshop: 4 CMA Options to Impress! | [CLICK HERE](#)

February 27th Sessions:

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

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

March 27th Sessions:

10 am | Realist Workshop: Property Reports and Marketing Tools | [CLICK HERE](#)

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

Webinars

January 9th Webinars:

9 am MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

10 am MetroList.com Complimentary Package | [CLICK HERE](#)

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

January 11th Webinars:

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

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

January 13th Webinars:

9 am How to easily Create a Professional Looking CMA Report | [CLICK HERE](#)

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

January 17th Webinars:

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

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

2 pm Homespotter: Your easy on the Go app! | [CLICK HERE](#)

January 18th Webinars:

10 am MetroList.com Advanced Package | [CLICK HERE](#)

January 19th Webinars:

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

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

2 pm Why the Interactive Map Should be Your New Favorite Search! | [CLICK HERE](#)

January 20th Webinars:

9 am MetroList.com Professional Package | [CLICK HERE](#)

January 23rd Webinars:

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

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

January 25th Webinars:

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

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

January 27th Webinars:

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

1 pm Beyond Your Market Area: Realtor.com Professional Search | [CLICK HERE](#)

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

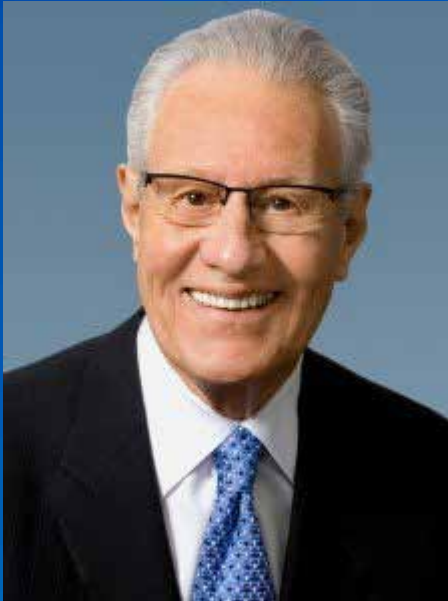
January 31st Webinars:

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

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

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

In Memoriam



Perry Georgallis

SAR is saddened to announce the passing of long time REALTOR® and SAR Icon Pericles "Perry" Georgallis on November 17th at the age of 90.

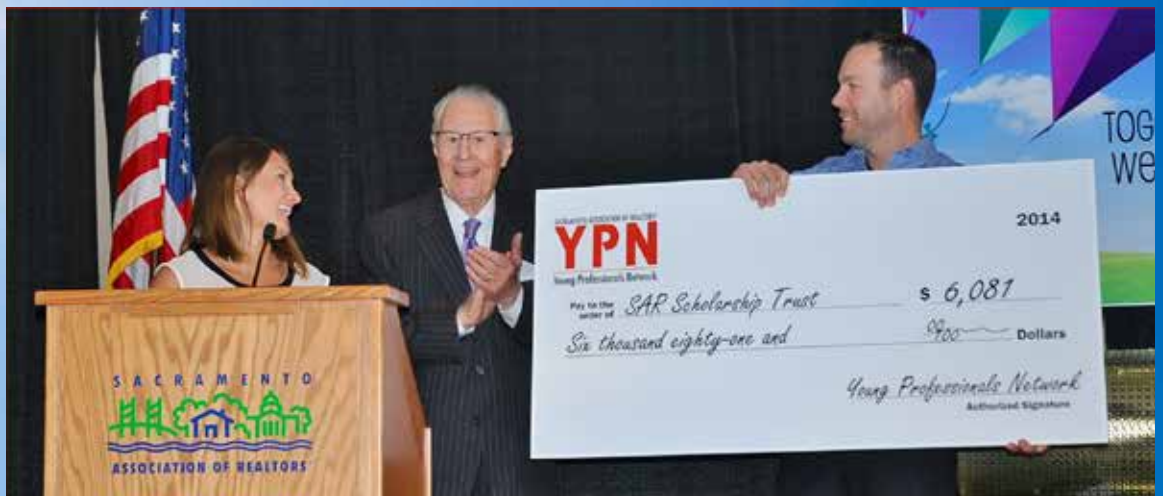
Born in San Francisco, CA, 19-year-old Perry moved to Sacramento in 1951 when he married Kay Thompson, his wife of 57 years until her passing in 2009.

He began his residential real estate career with Milano Realty in 1957 after delivering Falstaff beer to all of the Greek restaurants in Old Sacramento. Perry earned his Broker's license in 1972 and in 1974 he formed the trio of GBC Realtors, comprised of Perry and colleagues Frank Bianchini and Sophie Ciavarella. He then associated with Lyon Real Estate in 2008 after selling the GBC office building which is now home to Happy Tails Pet Sanctuary. For numerous consecutive years, he earned either the "Mr. Lister" award (for most listings) or "Mr. Multiple" title (for most sales volume) and was repeatedly recognized for multi-million-dollar sales by SAR. Perry was a lifetime member of the SAR Masters Club. Known as the "King of River Park," Perry sold almost every home in the River Park area if not once, but twice, to and for young couples, parents, grandparents, and other family members.

As chair of the SAR Scholarship Committee and a Scholarship Trustee, Perry helped transform this program. He, along with his fellow Trustees, awarded over \$600,000 in scholarships to more than 600 high school students during the past 20 years. Perry's dedication to SAR and the Scholarship Trust is a testament of giving selflessly. He touched the lives of many college-bound students and loved handing their award checks at the SAR June Main Meetings.

Perry lit up a room when he entered and greeted everyone with a smile and a handshake. Family, friends, colleagues and SAR staff will remember him fondly for his kindness and compassion for others. He will be truly missed by all who knew him.

[**View Full Obituary Here.**](#)



In Memoriam



Gerald Thomas Kirrene

SAR is saddened to announce the passing of long time REALTOR® Jerry Kirrene.

Jerry moved with his family to Sacramento in 1941. He graduated from Christian Brothers High School in 1953 where he was on the all-city basketball team. He then graduated from The University of Santa Clara in 1957 where he was Student Body President. Before his real estate career, Jerry served as a Lieutenant in the US Army.

Jerry was a Member of SAR for over 55 years, first joining in July of 1967. For the majority of his professional career he hung his license with Dunnigan, REALTORS®, selling homes to many generations of families. He was a well respected REALTOR® and will be remembered for his generous spirit, his friendly smile, and sense of humor.

[**View Full Obituary Here.**](#)



Ron LaBella

SAR is saddened to announce the passing of long time REALTOR® Ron LaBella on November 27th at the age of 87.

Born in Newark, New Jersey on May 12, 1935, Ron was one of five siblings. In the early 1960s, Ron and his wife Nancy moved out West to Sacramento. Here he built the iconic local company Camelot Realty. Ron joined SAR in May of 1964 and remained a proud REALTOR® for 58 years. Ron became very active with his association, serving on various committees over the years. Some of these committees included Equal Rights, Community Affairs, Golf Tournament Committee, Political Action Committee and Grievance Committees. Ron also served on the MLS Board of Directors, was a C.A.R. Director, became a C.A.R. Member for Life and achieved REALTOR® Emeritus Status in 2006.

Ron was a wonderful mentor and guided many throughout their careers in the real estate industry. He helped countless families achieve the American Dream of Homeownership. He will be remembered for his laugh and witty humor and will be truly missed by all who knew him.

[**View Full Obituary Here.**](#)



2022 – A Year in Review

As I look back on 2022 – I ask myself – where did it go. It seems like 2022 just flew by. I feel like yesterday I was writing about 2021 and now we are wrapping up 2022.

It seems as though 2022 was a tale of two stories. Coming into 2022 the housing market was booming. Interest rates remained low, values continued to climb and wall street was racing to new records. As the markets raced up, inflation took off as well. Energy prices, food and fuel hit new highs. In an effort to curb inflation the Fed instituted significant rate hikes and the market responded. By summer Wall Street was declining and housing prices were cooling significantly. As we ponder the financial decisions made, we begin to question when the markets will return to some normalcy. For the last couple years the markets have accelerated at an unsustainable pace.

The California Assembly and Senate were each busy with legislation to make housing more affordable and to increase the availability of housing. An example of a bill to improve housing affordability is SB 197, which allocates additional funds to CalFHA to fund a new equity sharing down payment assistance program entitled the California Dream for All Program plus provides funding for low cost loans to homeowners seeking to construct auxiliary dwelling units (ADUs). Bills that help increase the availability of housing include SB 6 which provides a statutory allowance for housing development projects on a parcel that is in a zone where parking, retail, or office space are principally permitted; AB 2221 seeks to resolve some of the roadblocks to obtaining permits for ADUs; and AB 1410 bans HOAs from placing restrictions on an owner who wants to rent out a portion of their property when the owner still lives at the residence

For BPE, we launched our Washington office and we are providing valuable services to the people of Central Washington to compliment our legal service offerings in California and Nevada. We said goodbye to a few friends and welcomed many more friends to the friendly halls of BPE Law. We are truly grateful for the trust all of you have put in our company and we are honored that you trust us with your legal needs.

Have a Happy Holiday Season and a Prosperous New Year!





A Study on Discrimination in the Housing Market

The Fair Housing Act, passed in 1968, prohibits discrimination based on race, religion, sex and nation of origin in the sale, rental or financing of housing. However, a new [report](#) entitled [Appraised: The Persistent Evaluation of White Neighborhoods as More Valuable Than Communities of Color](#) concluded that more than 50 years later, discrimination in the housing market not only exists, but is getting worse.

Using the newly released [Uniform Appraisal Dataset](#), the most comprehensive set of market appraisals in the nation, the report's authors university researchers Junia Howell and Elizabeth Korver-Glenn find that homes today in white neighborhoods are appraised at double the value of comparable homes in communities of color. This represents a 75% increase in neighborhood racial inequality in home values over the last decade.

The Uniform Appraisal Dataset includes nearly 50 million market appraisals of single family residences conducted between 2013 and the second quarter of 2022. Using census tracts as a proxy for neighborhoods, Howell and Korver-Glenn compared communities with comparable housing stock, socioeconomic status and local amenities.

Other key findings of the report include:

- **COVID-19 pandemic worsened inequality**

The unprecedented rise in home values during the COVID-19 pandemic further exacerbated racial inequality in appraised home values. Over the last two years, the average home in white neighborhoods increased in value by \$136,000, more than twice the appreciation a comparable house in a community of color experienced.

- **Racial inequality is growing fastest in the hottest housing markets**

In the past two years, racial inequality in appraised values increased by 43% or \$91,000 in metropolitan areas experiencing the largest home price inflation. These areas include Miami, Seattle, Austin and Sacramento. This increase in inequality is nearly three times greater than the increase in racial inequity in stable housing markets.

- **Unequal harm among communities of color**

The difference between white neighborhoods and communities of color is most pronounced for American Indian, Alaska Native, Southeast Asian and Pacific Islander communities. In 2021, homes in white neighborhoods were appraised as being over three times more valuable than comparable homes in similar American Indian and Alaska Native neighborhoods.

The report concludes that racial inequality in home values largely results from the use of the sales comparison approach to property valuation. Appraisers are trained to conceptualize similar neighborhoods as those with the same racial demographics. Moving forward, the authors call for a new approach to appraising property, one that does not rely on past sales but rather an evaluation of the property's cost and societal contribution.





SAR Changes Office Hours for 2023

Earlier this year, SAR sent out the first comprehensive Member Survey since 2016.

We received 971 responses – roughly 12% of our entire Membership! Two lucky Members who completed the survey won the raffle to have the SAR portion of their 2023 dues waived!

The first question of that survey asked Members if they'd prefer SAR to change its Monday – Friday hours of operation. While many chose to keep the hours the same, the overwhelming majority (over 69%!) of respondents chose later hours of operation.

In an effort to better support the needs of our Members, SAR will be changing its **Monday – Friday operating hours to 8:30am – 5:30pm** effective Tuesday, January 3, 2023.

The Saturday hours will remain the same at 9:00am – 2:30pm.

NEW OPERATING HOURS FOR 2023:

Monday – Friday, 8:30am – 5:30pm

Saturday, 9:00am – 2:30pm

We look forward to serving you and improving your Membership experience, thank you for your dedication to your Association!



2023 SAR Officer and Director Installation & Awards

Wednesday January 11, 2023
11am - 2pm

Mack Powell Event Center
2003 Howe Ave Sacramento CA

[REGISTER HERE](#)

For Sponsorship opportunities please contact
Sabrina at sterrazas@sacrealtor.org



JANUARY 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
2 SAR Office Closed	3 CanTree Committee (B) 10:30am – 12noon Canceled - Community Outreach Committee (pushed to February)	4 No Events Scheduled	5 REALTOR® Party Task Force (EC)	6 SAR Office Closed 8:30 – 9:30am
9 Education Committee (B) 10:00 – 11:30am WCR Board Meeting (P) 12noon – 1:30pm Leadership Academy (B) 1:00 – 2:30pm	10 LIVE Regional Meetings (see meeting/tour info here) 9:00 – 10:30am Charity Research Committee (P) 10:30 – 11:30am YPN Advisory Committee (T) 11:00am – 12:30pm Intern Interviews (B) 1:00 – 4:30pm	11 2023 Officer/Director Installation (EC) 11:00am – 2:00pm	12 Pricing Homes in a Changing Market (EC) 9:00am – 12:30pm Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	13 No Events Scheduled
16 SAR Offices Closed In Honor of Dr. Martin Luther King, Jr.	17 LIVE Regional Meetings (see meeting/tour info here) 9:00 – 10:30am Optimizing your Google Business Profile (EC) 9:00 – 11:00am CanTree Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (B) 1:00 – 2:00pm Intern Classes (B) 2:30 – 4:30pm SAR New Member Orientation (EC) 6:00 – 8:00pm	18 No Events Scheduled	19 WCR Business Luncheon (EC) 10:00am – 2:00pm	20 NARPM Luncheon 11:30am – 2:00pm
23 No Events Scheduled	24 LIVE Regional Meetings (see meeting/tour info here) 9:00 – 10:30am Want to Pay Fewer Taxes? Incorporating May be Right for You (EC) 10:00 – 11:00am DEI/Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:00pm	25 SAR Office Closed 1:00 – 2:00pm YPN Mixer @ BarWest (Midtown) 5:30 – 7:30pm	26 SAR BOD 9:00 – 11:00am LGBTQ Alliance (B) 12noon – 1:00pm	27 SAR Closed All Day
30 MetroList Training @ SAR: 10 Searches You Should be Using in Prospector+ 10:00am MetroList Training @ SAR: CMA Workshop: 4 CMA Options to Impress! 10:00am	31 LIVE Regional Meetings (see meeting/tour info here) 9:00 – 10:30am Intern Classes (B) 2:30 – 4:30pm			

SAR EDUCATIONAL OFFERINGS

PRICING HOMES IN A CHANGING MARKET

Attend In-person

January 12, 2023 | 9:00am - 12:30pm | \$10

During this time when sellers think they can price their homes like you could six months ago, Instructor Jim Pojda will teach you ways to set yourself apart from the competition and provide you with techniques for guiding sellers to properly price their homes.

[REGISTER HERE](#)

OPTIMIZING YOUR GOOGLE BUSINESS PROFILE

Attend In-person

January 17, 2023 | 9:00am - 11:00am | \$10

Instructor Nathan Garcia will show you how to use google to help grow your business and get more recognition. You don't have to be a google expert to optimize your business profile.

[REGISTER HERE](#)

JANUARY MARKET UPDATE WITH RYAN LUNDQUIST

Attend via Zoom

January 19, 2023 | 10:00 - 11:15am | \$20

Ryan takes a deep dive into the market to help you understand how the market is moving, pick up tips for talking about the market with clients, and consider what the market might look like in the coming months.

[REGISTER HERE](#)

WANT TO PAY FEWER TAXES? INCORPORATING MAY BE RIGHT FOR YOU.

Attend in-person

January 24, 2023 | 10:00 - 11:00am | \$10

Are you thinking about whether a corporation may be right for you? Corporations not only provide liability protections but also provide tax benefits for the owner. Come learn from Keith Dunnagan of BPE Law Group and John Urrurtia of MUN CPAs about corporations and whether they are right for you.

[REGISTER HERE](#)

BREAK THROUGH THE LEAD GENERATION BARRIER!

Attend In Person

Jan 31, 2023 | 9:00am - 11:00 am | \$10

As the market fluctuates, it's more important than ever to create brand awareness, expose your value and keep your pipeline full. In a competitive market, you must ensure you are staying top-of-mind for consumers and consistently demonstrate why YOU are the GO-TO resource when buying or selling their home.

[REGISTER HERE](#)

FREE TRAINING BY METROLIST®



FREE TRAINING BY

MetroList®
The True Source

FEATURING:

Realist Tax, Homesnap, Metrolist Mobile, Homespotter, Mapping & Routing, and much more!



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 a Preferred Partner or REALTOR®?

[Click Here](#) to quickly find an Affiliate or REALTOR® by name or category with our convenient search engine!



SAR NEW MEMBERS

November 2022

AFFILIATES

Brissa Aleman
Cristi Rodda Insurance Agency

Kristi Botkin
Twin Termite Home Inspection

Andrew Burger
Burger Valuation Consultants

Ashley Counts
Two Men And A Truck

Amy Parker
Appraise it Today, Inc.

Charlotte Russell
Charlotte Russell Ins. & Finance

James Barrett
Keller Williams Realty

Marc Bethely
Big Block Realty North

Margarita Bonita
Monney Real Estate

Melissa Brant
Real Estate Source, Inc.

Quan Bui
Premier R. E. & Financial Services

Brandon Burris
Sterling Royal Real Estate

Laura Carpenter
eXp Realty of California, Inc.

Kylan Chatman
Keller Williams Realty Natomas

Jeny Clavo
Keller Williams Realty Natomas

Marissa Cobb
Impact R. E. Solutions, Inc.

Henry De Vere White
Sutter Properties

Madison Dinh
eXp Realty of California, Inc.

Nicole English
Coldwell Banker Realty

Teresa Entz
Big Block Realty North

Shanita Fleming
eXp Realty of California, Inc.

Christopher Ford
eXp Realty of California, Inc.

Giselle Gaines
Realty One Group Complete

Luis Garnica
eXp Realty of Northern CA, Inc.

Aaron Grigsby
1st American Realty

Richard Ha
eXp Realty of California, Inc.

Kunthea Han
Amen Real Estate

Cindy Hoang
Keller Williams Realty

Ahmad Hoseny
Lyon RE Elk Grove

Summer Hughes
Thrive Real Estate

Miyuki Hunsaker
eXp Realty of California, Inc.

Herber Jimenez Zecena
RE/MAX Gold Vacaville

Dalvir Kaur
REMAX Dream Homes

Jacob Kertelli
Lyon RE Natomas

John Langer
Century 21 Select Real Estate

Andrew Lanthier
Keller Williams Realty Capital

Thuy Le
Jade Stone Assets, Inc.

Antonietta Marzocca
Jade Stone Assets, Inc.

Asmik Matsoyan
Big Block Realty North

Edward Newman
Alexis McGee Group, Inc.

Bitney Nguyen
Portfolio Real Estate

Jenny Nhieu
Keller Williams Realty

Yassaman Niknam
eXp Realty of California, Inc.

Scott Novak
eXp Realty of California, Inc.

Obiageli Okwuosa
Nick Sadek Sotheby's International

Navid Parhizgar
Keller Williams Realty Natomas

Marsalis Peterson
eXp Realty of California, Inc.

Karanak Phaisongkham
eXp Realty of California, Inc.

Zune Phwe
Key Plus Realty

Erika Rivera
Realty One Group Complete

Christian Rodriguez
Sac Real Estate

Rachel Scialabba
Realty ONE Group Complete

Tiffani Sharp
Fathom Realty Group

Richard Silva
eXp Realty of California, Inc.

Karamdeep Singh
RE/MAX Gold Midtown

Amardeep Singh
eXp Realty of Northern CA, Inc.

Terra Smith
Lyon RE Fair Oaks

Heiden Smith-Bond
eXp Realty of California, Inc.

Jordan Stutsman
Sac Platinum Realty

Eva Swan
Metropolitan R.E. & Develop.

Sydney Tan
Keller Williams Realty EDH

Sherlock Tang
Keller Williams Realty

Christopher Torneros
Kinetic Real Estate

Samuel Tran
Realty One Group Complete

Noemi Valdez
eXp Realty of California, Inc.

Edgar Velasquez
Keller Williams Realty Natomas

Amanda Visentin
Realty One Group Complete

Alina Voronenko
Monney Real Estate

Hailee Walker
REMAX Dream Homes

Mango Watts
eXp Realty of California, Inc.

Jadwiga Wiczner
eXp Realty of California, Inc.

Melissa Wright
Sterling Royal Real Estate

Paula Zevallos
eXp Realty of California, Inc.

Huihui Zhang
Grand Realty Group

Wei Zhou
Goodview Financial & R.E.

DESIGNATED REALTORS®

Andrea De La Torre
Andrea De La Torre Broker

Shabnam Ghahreman
Allure Home Loans & Realty

Sean Mitchell
Sean Robert Mitchell Broker

REALTORS®

Tareq Alkordy
West Wide Realty

Jordan Alpizar Perez
Waterman Real Estate

Latisha Andrews
Fordy Realty

Judy Armendariz
Keller Williams Realty Folsom

Sara Atwater
Coldwell Banker Realty

Jassi Avtar
Keller Williams Realty Natomas

WELCOME

SACRAMENTO HOUSING STATISTICS

Sales price, months of inventory unchanged October to November

NOVEMBER

November closed with 785 sales, a 13.1% decrease from October (902). Compared to one year ago (1,756), the current figure is down 47.4%. Of the 785 sales this month, 117 (14.9%) used cash financing, 521 (66.4%) used conventional, 99 (12.6%) used FHA, 26 (3.3%) used VA and 22 (2.8%) used Other types of financing.

The median sales price remained at \$510,000 month-to-month. This figure is a 1% decrease from November 2021. **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 decreased 14.9% from October to November, from 2,199 units to 1,871 units. Compared with November 2021 (995), inventory is up 88%. The Months of Inventory remained at 2.4 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 21 to 23 and the Average DOM increased from 32 to 36. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 785 sales this month, 59.4% (466) were on the market for 30 days or less and 78.6% (617) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$336 to \$321. 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	79	65	1.2
\$350,000 - \$399,999	182	84	2.2
\$400,000 - \$449,999	226	113	2.0
\$450,000 - \$499,999	247	105	2.4
\$500,000 - \$549,999	208	96	2.2
\$550,000 - \$599,999	210	74	2.8
\$600,000 - \$649,999	139	55	2.5
\$650,000 - \$699,999	136	48	2.8
\$700,000 - \$749,999	79	34	2.3
\$750,000 - \$799,999	70	29	2.4
\$800,000 - \$849,999	47	21	2.2
\$850,000 - \$899,999	47	12	3.9
\$900,000 - \$949,999	28	6	4.7
\$950,000 - \$999,999	26	9	2.9
\$1,000,000 and over	57	34	1.7
Total:	1,781	785	Total: 2.3

Market Snapshot - November 2022					
	Nov-22	Oct-22	Change	Nov-21	Change (from '21)
Sales	785	902	-13.0%	1,445	-45.7%
Median Sales Price	\$510,000	\$510,000	0.0%	\$515,000	-1.0%
Active Inventory	1,871	2,199	-14.9%	995	88.0%
Median DOM	23	21	9.5%	9	155.6%
Avg. Price/SqFt	\$321	\$337	-4.7%	\$336	-4.5%

Tony Vicari, Director of Communications
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.

NOVEMBER 2022

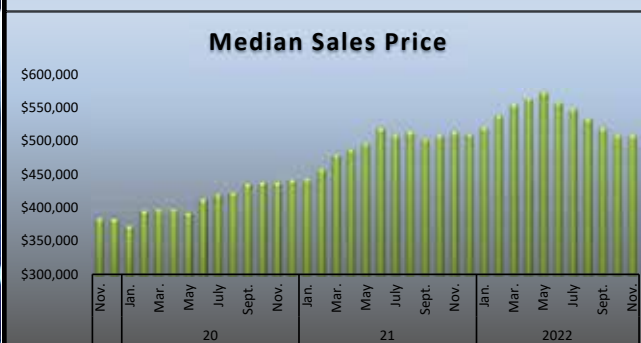
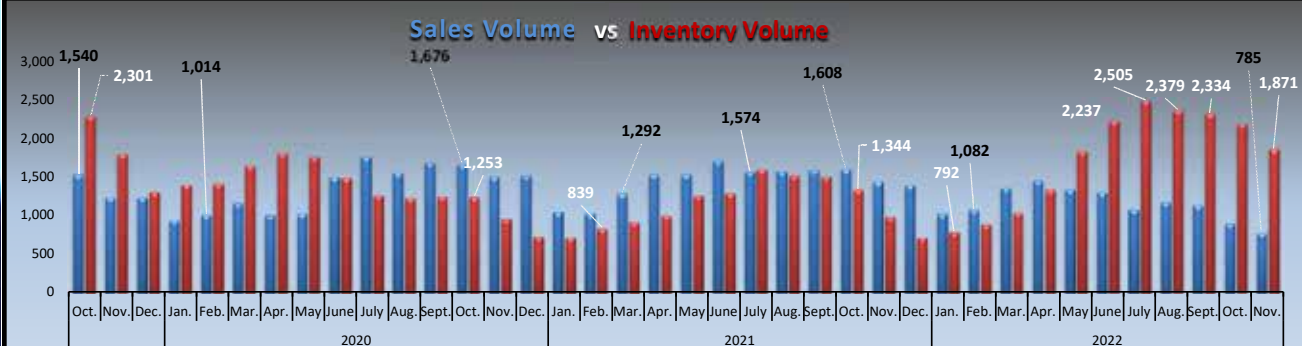
MLS STATISTICS for November 2022

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	904		1,201	-24.7%		1,259		-28.2%
Active Listing Inventory †	1,871		2,199	-14.9%		995		88.0%
Pending Sales This Month*	923		980	-5.8%		1,756		-47.4%
Number of REO Sales	1	0.1%	0	N/A	0.0%	5	0.3%	-80.0%
Number of Short Sales	0	0.0%	0	N/A	0.0%	0	0.0%	N/A
Equity Sales	784	99.9%	902	-13.1%	100.0%	1,440	99.7%	-45.6%
Other (non-REO/-Short Sale/-Equi)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	785	100%	902	-13.0%	100%	1,445	100.0%	-45.7%
Months Inventory	2.4 Months		2.4 Months	0.0%		0.7 Months		242.9%
Dollar Value of Closed Escrows	\$438,105,026		\$502,059,054	-12.7%		\$809,762,664		-45.9%
Median	\$510,000		\$510,000	0.0%		\$515,000		-1.0%
Mean	\$558,096		\$556,606	0.3%		\$560,389		-0.4%
Year-to-Date Statistics	1/01/22 to 11/30/22		1/01/22 to 11/30/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			11/30/2021		Change
Number of Closed Escrows	12,686		12,984			15,983		-20.6%
Dollar Value of Closed Escrows	\$7,550,043,809		\$7,721,433,565			\$8,771,191,576		-13.9%
Median	\$543,000		\$543,000			\$500,000		8.6%
Mean	\$595,148		\$594,688			\$548,783		8.4%



SACRAMENTO
ASSOCIATION OF REALTORS®

Jenny Escrow
Realtor®

SAR Member Benefit*
You could advertise here!
Contact tony@sacrealtor.org
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

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

Data for Sacramento County and the City of West Sacramento

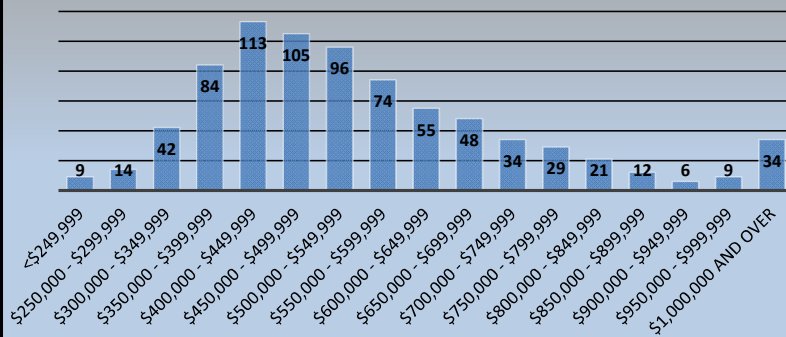
MLS STATISTICS for November 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

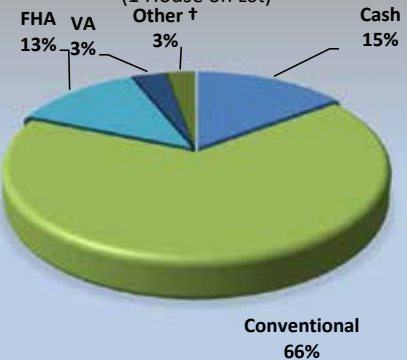
1 House on Lot

Total: 785

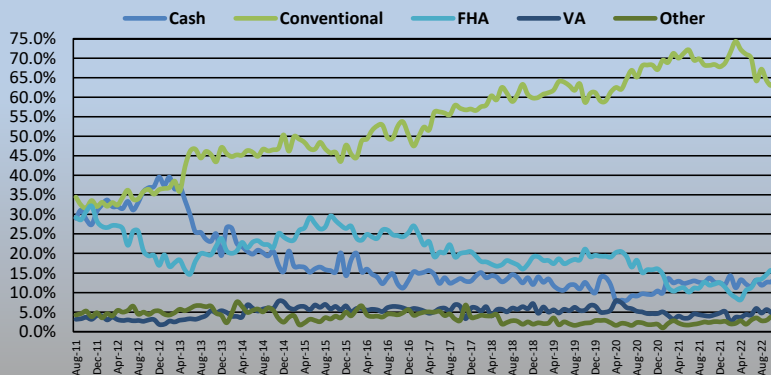


Type of Financing/Days on Market

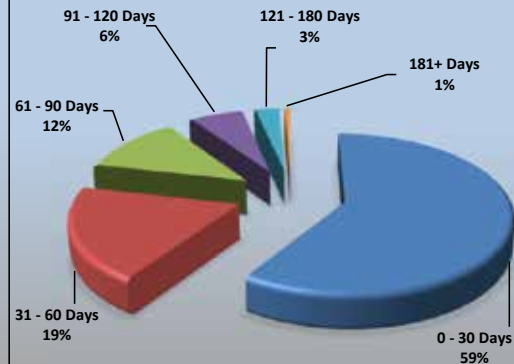
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	117	14.9%	116	12.9%	0 - 30	466	59.4%	64.8%	80.2%
Conventional	521	66.4%	569	63.1%	31 - 60	151	19.2%	21.3%	12.6%
FHA	99	12.6%	141	15.6%	61 - 90	93	11.8%	8.5%	4.2%
VA	26	3.3%	42	4.7%	91 - 120	48	6.1%	3.5%	1.8%
Other †	22	2.8%	34	3.8%	121 - 180	22	2.8%	1.6%	0.9%
Total	785	100.0%	902	100.0%	181+	5	0.6%	0.3%	0.2%
					Total	785	100.0%	100.0%	100.0%

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

Median DOM: Current 23, Last Month 21
Average DOM: Current 36, Last Month 32
Average Price/Square Foot: Current \$320.8, Last Month \$336.5

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

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

MLS STATISTICS

NOVEMBER 2022

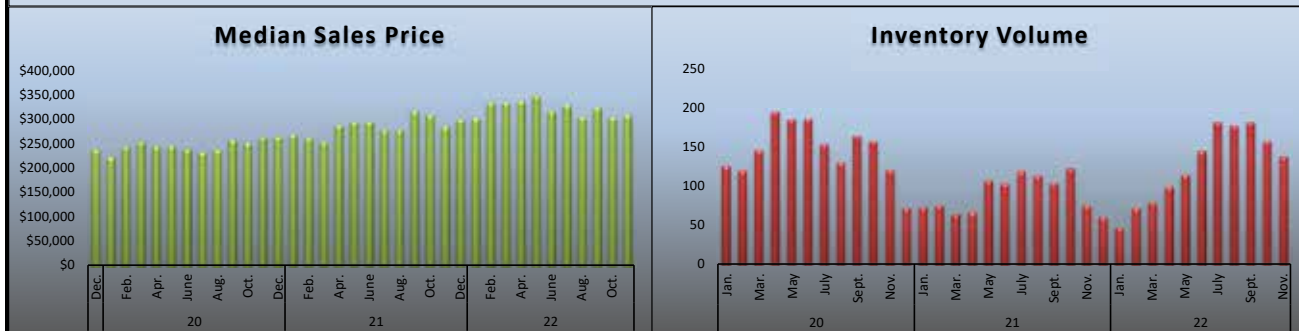
MLS STATISTICS for November 2022

Data for Sacramento County and the City of West Sacramento

CONDOMINIUM REALES



Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	66		78	-15.4%		98		-32.7%
Active Listing Inventory †	138		158	-12.7%		76		81.6%
Pending Sales This Month*	68		88	-22.7%		148		-54.1%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	65	100%	76	-14.5%	100.0%	107	100.0%	-39.3%
Total Number of Closed Escrows	65	100%	76	-14.5%	100%	107	100.0%	-39.3%
Months Inventory	2.1 Months		2.1 Months	0.0%		0.7 Months		200.0%
Dollar Value of Closed Escrows	\$21,442,600		\$26,022,869	-17.6%		\$33,172,650		-35.4%
Median	\$310,000		\$305,000	1.6%		\$286,000		8.4%
Mean	\$329,886		\$342,406	-3.7%		\$310,025		6.4%
Year-to-Date Statistics	1/1/22 to 11/30/22		1/1/22 to 11/30/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			11/30/2021		Change
Number of Closed Escrows	952		1,058			1,304		-27.0%
Dollar Value of Closed Escrows	\$330,554,606		\$370,005,786			\$399,448,059		-17.2%
Median	\$320,000		\$320,000			\$288,000		11.1%
Mean	\$347,221		\$349,722			\$306,325		13.4%



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

* 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®.

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

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

Data for Sacramento County and the City of West Sacramento

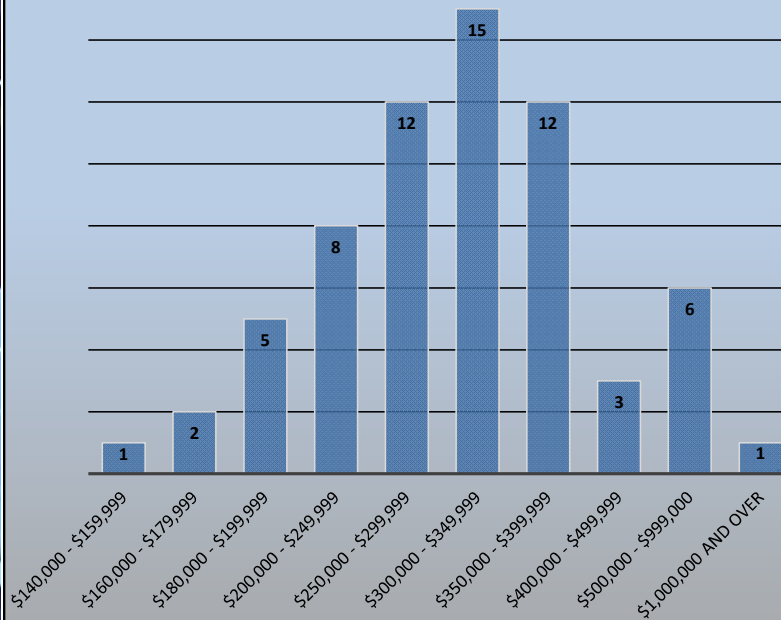
MLS STATISTICS for November 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

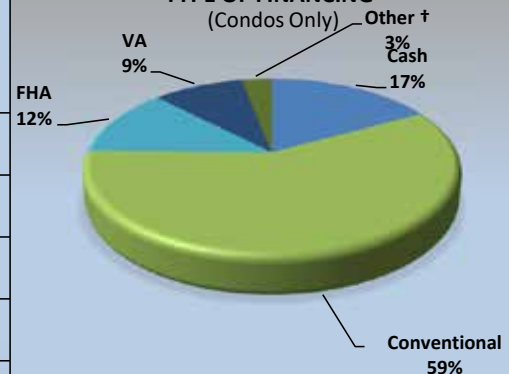
Condos

Total: 65

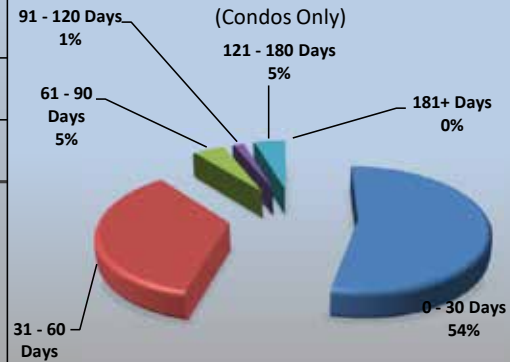


Type of Financing/Days on Market

TYPE OF FINANCING (Condos Only)



DAYS ON MARKET (Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	%		% of Total		
(Condo Only) Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	11	16.9%	14	18.4%	0 - 30	35	53.8%	65.1%	80.9%
Conventional	38	58.5%	47	61.8%	31 - 60	23	35.4%	26.8%	13.5%
FHA	8	12.3%	11	14.5%	61 - 90	3	4.6%	5.1%	3.7%
VA	6	9.2%	3	3.9%	91 - 120	1	1.5%	1.5%	0.9%
Other †	2	3.1%	1	1.3%	121 - 180	3	4.6%	1.2%	0.9%
Total	65	100.0%	76	100.0%	181+	0	0.0%	0.3%	0.2%
					Total	65	100.0%	100.0%	100.0%

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

Average DOM: **34** **27**

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

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

SINGLE FAMILY HOME SALES BY ZIP CODE

NOVEMBER 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	30	REO Sales 0	34	59	514
	Median Sales Price	\$533,500	\$0	\$617,250	\$549,950	\$575,000
	Average Price/Square Foot	\$318	Short Sales 0	\$332	\$337	N/A
	Average Sq Ft of Property	1,854	\$0	1,884	1,811	N/A
	Total Listing Inventory *	89	Conventional 30	95	46	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$533,500	\$594,000	\$597,000	N/A
95610 Citrus Heights	Total Sales	30	REO Sales 0	27	36	428
	Median Sales Price	\$500,000	\$0	\$490,000	\$494,000	\$525,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$314	N/A
	Average Sq Ft of Property	1,638	\$0	1,691	1,612	N/A
	Total Listing Inventory *	60	Conventional 30	72	42	N/A
	Total Listing Median Price ∞	\$499,991	Sales \$500,000	\$525,000	\$525,000	N/A
95621 Citrus Heights	Total Sales	25	REO Sales 0	29	43	406
	Median Sales Price	\$455,000	\$0	\$455,000	\$445,000	\$480,000
	Average Price/Square Foot	\$310	Short Sales 0	\$318	\$336	N/A
	Average Sq Ft of Property	1,594	\$0	1,475	1,409	N/A
	Total Listing Inventory *	39	Conventional 25	40	17	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$455,000	\$449,700	\$435,000	N/A
95624 Elk Grove	Total Sales	30	REO Sales 0	32	65	495
	Median Sales Price	\$625,500	\$0	\$591,000	\$590,000	\$668,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$326	N/A
	Average Sq Ft of Property	2,219	\$0	2,080	2,088	N/A
	Total Listing Inventory *	74	Conventional 30	91	36	N/A
	Total Listing Median Price ∞	\$663,000	Sales \$625,500	\$649,000	\$699,999	N/A
95626 Elverta	Total Sales	4	REO Sales 0	1	13	43
	Median Sales Price	\$417,500	\$0	\$615,000	\$470,000	\$499,900
	Average Price/Square Foot	\$412	Short Sales 0	\$275	\$357	N/A
	Average Sq Ft of Property	1,253	\$0	2,236	1,381	N/A
	Total Listing Inventory *	6	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$429,450	Sales \$417,500	\$468,500	\$624,500	N/A
95628 Fair Oaks	Total Sales	17	REO Sales 0	26	46	426
	Median Sales Price	\$519,000	\$0	\$621,000	\$558,750	\$627,450
	Average Price/Square Foot	\$307	Short Sales 0	\$355	\$322	N/A
	Average Sq Ft of Property	1,980	\$0	1,968	2,017	N/A
	Total Listing Inventory *	67	Conventional 17	85	26	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$519,000	\$659,975	\$641,950	N/A
95630 Folsom	Total Sales	50	REO Sales 0	56	59	773
	Median Sales Price	\$732,500	\$0	\$725,000	\$700,000	\$790,000
	Average Price/Square Foot	\$344	Short Sales 0	\$361	\$377	N/A
	Average Sq Ft of Property	2,407	\$0	2,157	2,074	N/A
	Total Listing Inventory *	108	Conventional 50	135	63	N/A
	Total Listing Median Price ∞	\$766,670	Sales \$732,500	\$758,112	\$779,000	N/A
95632 Galt	Total Sales	19	REO Sales 0	14	41	313
	Median Sales Price	\$490,000	\$0	\$564,500	\$510,000	\$535,000
	Average Price/Square Foot	\$307	Short Sales 0	\$326	\$317	N/A
	Average Sq Ft of Property	1,694	\$0	1,970	1,833	N/A
	Total Listing Inventory *	51	Conventional 19	58	28	N/A
	Total Listing Median Price ∞	\$507,500	Sales \$490,000	\$524,150	\$609,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	1	8
	Median Sales Price	\$792,000	\$0	\$0	\$699,900	\$760,000
	Average Price/Square Foot	\$466	Short Sales 0	\$0	\$420	N/A
	Average Sq Ft of Property	1,675	\$0	0	1,666	N/A
	Total Listing Inventory *	5	Conventional 2	6	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$792,000	\$868,000	\$799,900	N/A
95641 Isleton	Total Sales	1	REO Sales 0	2	0	11
	Median Sales Price	\$360,000	\$0	\$457,500	\$0	\$500,000
	Average Price/Square Foot	\$338	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	1,064	\$0	1,040	0	N/A
	Total Listing Inventory *	4	Conventional 1	4	1	N/A
	Total Listing Median Price ∞	\$462,500	Sales \$360,000	\$404,500	\$299,900	N/A
95655 Mather	Total Sales	2	REO Sales 0	1	10	35
	Median Sales Price	\$749,500	\$0	\$619,900	\$542,500	\$605,000
	Average Price/Square Foot	\$193	Short Sales 0	\$261	\$296	N/A
	Average Sq Ft of Property	3,887	\$0	2,379	1,943	N/A
	Total Listing Inventory *	7	Conventional 2	9	1	N/A
	Total Listing Median Price ∞	\$577,000	Sales \$749,500	\$545,000	\$485,000	N/A
95660 North Highlands	Total Sales	21	REO Sales 0	18	22	335
	Median Sales Price	\$369,000	\$0	\$383,750	\$372,500	\$399,000
	Average Price/Square Foot	\$318	Short Sales 0	\$349	\$331	N/A
	Average Sq Ft of Property	1,189	\$0	1,079	1,196	N/A
	Total Listing Inventory *	37	Conventional 21	46	30	N/A
	Total Listing Median Price ∞	\$387,450	Sales \$369,000	\$395,000	\$377,950	N/A
95662 Orangevale	Total Sales	17	REO Sales 0	30	46	353
	Median Sales Price	\$563,000	\$0	\$512,500	\$517,500	\$565,000
	Average Price/Square Foot	\$310	Short Sales 0	\$353	\$361	N/A
	Average Sq Ft of Property	1,856	\$0	1,607	1,617	N/A
	Total Listing Inventory *	48	Conventional 17	57	26	N/A
	Total Listing Median Price ∞	\$572,450	Sales \$563,000	\$599,900	\$549,950	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	30	REO Sales 0	34	59	514
	Median Sales Price	\$533,500	\$0	\$617,250	\$549,950	\$575,000
	Average Price/Square Foot	\$318	Short Sales 0	\$332	\$337	N/A
	Average Sq Ft of Property	1,854	\$0	1,884	1,811	N/A
	Total Listing Inventory *	89	Conventional 30	95	46	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$533,500	\$594,000	\$597,000	N/A
95610 Citrus Heights	Total Sales	30	REO Sales 0	27	36	428
	Median Sales Price	\$500,000	\$0	\$490,000	\$494,000	\$525,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$314	N/A
	Average Sq Ft of Property	1,638	\$0	1,691	1,612	N/A
	Total Listing Inventory *	60	Conventional 30	72	42	N/A
	Total Listing Median Price ∞	\$499,991	Sales \$500,000	\$525,000	\$525,000	N/A
95621 Citrus Heights	Total Sales	25	REO Sales 0	29	43	406
	Median Sales Price	\$455,000	\$0	\$455,000	\$445,000	\$480,000
	Average Price/Square Foot	\$310	Short Sales 0	\$318	\$336	N/A
	Average Sq Ft of Property	1,594	\$0	1,475	1,409	N/A
	Total Listing Inventory *	39	Conventional 25	40	17	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$455,000	\$449,700	\$435,000	N/A
95624 Elk Grove	Total Sales	30	REO Sales 0	32	65	495
	Median Sales Price	\$625,500	\$0	\$591,000	\$590,000	\$668,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$326	N/A
	Average Sq Ft of Property	2,219	\$0	2,080	2,088	N/A
	Total Listing Inventory *	74	Conventional 30	91	36	N/A
	Total Listing Median Price ∞	\$663,000	Sales \$625,500	\$649,000	\$699,999	N/A
95626 Elverta	Total Sales	4	REO Sales 0	1	13	43
	Median Sales Price	\$417,500	\$0	\$615,000	\$470,000	\$499,900
	Average Price/Square Foot	\$412	Short Sales 0	\$275	\$357	N/A
	Average Sq Ft of Property	1,253	\$0	2,236	1,381	N/A
	Total Listing Inventory *	6	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$429,450	Sales \$417,500	\$468,500	\$624,500	N/A
95628 Fair Oaks	Total Sales	17	REO Sales 0	26	46	426
	Median Sales Price	\$519,000	\$0	\$621,000	\$558,750	\$627,450
	Average Price/Square Foot	\$307	Short Sales 0	\$355	\$322	N/A
	Average Sq Ft of Property	1,980	\$0	1,968	2,017	N/A
	Total Listing Inventory *	67	Conventional 17	85	26	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$519,000	\$659,975	\$641,950	N/A
95630 Folsom	Total Sales	50	REO Sales 0	56	59	773
	Median Sales Price	\$732,500	\$0	\$725,000	\$700,000	\$790,000
	Average Price/Square Foot	\$344	Short Sales 0	\$361	\$377	N/A
	Average Sq Ft of Property	2,407	\$0	2,157	2,074	N/A
	Total Listing Inventory *	108	Conventional 50	135	63	N/A
	Total Listing Median Price ∞	\$766,670	Sales \$732,500	\$758,112	\$779,000	N/A
95632 Galt	Total Sales	19	REO Sales 0	14	41	313
	Median Sales Price	\$490,000	\$0	\$564,500	\$510,000	\$535,000
	Average Price/Square Foot	\$307	Short Sales 0	\$326	\$317	N/A
	Average Sq Ft of Property	1,694	\$0	1,970	1,833	N/A
	Total Listing Inventory *	51	Conventional 19	58	28	N/A
	Total Listing Median Price ∞	\$507,500	Sales \$490,000	\$524,150	\$609,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	1	8
	Median Sales Price	\$792,000	\$0	\$0	\$699,900	\$760,000
	Average Price/Square Foot	\$466	Short Sales 0	\$0	\$420	N/A
	Average Sq Ft of Property	1,675	\$0	0	1,666	N/A
	Total Listing Inventory *	5	Conventional 2	6	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$792,000	\$868,000	\$799,900	N/A
95641 Isleton	Total Sales	1	REO Sales 0	2	0	11
	Median Sales Price	\$360,000	\$0	\$457,500	\$0	\$500,000
	Average Price/Square Foot	\$338	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	1,064	\$0	1,040	0	N/A
	Total Listing Inventory *	4	Conventional 1	4	1	N/A
	Total Listing Median Price ∞	\$462,500	Sales \$360,000	\$404,500	\$299,900	N/A
95655 Mather	Total Sales	2	REO Sales 0	1	10	35
	Median Sales Price	\$749,500	\$0	\$619,900	\$542,500	\$605,000
	Average Price/Square Foot	\$193	Short Sales 0	\$261	\$296	N/A
	Average Sq Ft of Property	3,887	\$0	2,379	1,943	N/A
	Total Listing Inventory *	7	Conventional 2	9	1	N/A
	Total Listing Median Price ∞	\$577,000	Sales \$749,500	\$545,000	\$485,000	N/A
95660 North Highlands	Total Sales	21	REO Sales 0	18	22	335
	Median Sales Price	\$369,000	\$0	\$383,750	\$372,500	\$399,000
	Average Price/Square Foot	\$318	Short Sales 0	\$349	\$331	N/A
	Average Sq Ft of Property	1,189	\$0	1,079	1,196	N/A
	Total Listing Inventory *	37	Conventional 21	46	30	N/A
	Total Listing Median Price ∞	\$387,450	Sales \$369,000	\$395,000	\$377,950	N/A
95662 Orangevale	Total Sales	17	REO Sales 0	30	46	353
	Median Sales Price	\$563,000	\$0	\$512,500	\$517,500	\$565,000
	Average Price/Square Foot	\$310	Short Sales 0	\$353	\$361	N/A
	Average Sq Ft of Property	1,856	\$0	1,607	1,617	N/A
	Total Listing Inventory *	48	Conventional 17	57	26	N/A
	Total Listing Median Price ∞	\$572,450	Sales \$563,000	\$599,900	\$549,950	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

NOVEMBER 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	30	REO Sales 0	34	59	514
	Median Sales Price	\$533,500	\$0	\$617,250	\$549,950	\$575,000
	Average Price/Square Foot	\$318	Short Sales 0	\$332	\$337	N/A
	Average Sq Ft of Property	1,854	\$0	1,884	1,811	N/A
	Total Listing Inventory *	89	Conventional 30	95	46	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$533,500	\$594,000	\$597,000	N/A
95610 Citrus Heights	Total Sales	30	REO Sales 0	27	36	428
	Median Sales Price	\$500,000	\$0	\$490,000	\$494,000	\$525,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$314	N/A
	Average Sq Ft of Property	1,638	\$0	1,691	1,612	N/A
	Total Listing Inventory *	60	Conventional 30	72	42	N/A
	Total Listing Median Price ∞	\$499,991	Sales \$500,000	\$525,000	\$525,000	N/A
95621 Citrus Heights	Total Sales	25	REO Sales 0	29	43	406
	Median Sales Price	\$455,000	\$0	\$455,000	\$445,000	\$480,000
	Average Price/Square Foot	\$310	Short Sales 0	\$318	\$336	N/A
	Average Sq Ft of Property	1,594	\$0	1,475	1,409	N/A
	Total Listing Inventory *	39	Conventional 25	40	17	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$455,000	\$449,700	\$435,000	N/A
95624 Elk Grove	Total Sales	30	REO Sales 0	32	65	495
	Median Sales Price	\$625,500	\$0	\$591,000	\$590,000	\$668,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$326	N/A
	Average Sq Ft of Property	2,219	\$0	2,080	2,088	N/A
	Total Listing Inventory *	74	Conventional 30	91	36	N/A
	Total Listing Median Price ∞	\$663,000	Sales \$625,500	\$649,000	\$699,999	N/A
95626 Elverta	Total Sales	4	REO Sales 0	1	13	43
	Median Sales Price	\$417,500	\$0	\$615,000	\$470,000	\$499,900
	Average Price/Square Foot	\$412	Short Sales 0	\$275	\$357	N/A
	Average Sq Ft of Property	1,253	\$0	2,236	1,381	N/A
	Total Listing Inventory *	6	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$429,450	Sales \$417,500	\$468,500	\$624,500	N/A
95628 Fair Oaks	Total Sales	17	REO Sales 0	26	46	426
	Median Sales Price	\$519,000	\$0	\$621,000	\$558,750	\$627,450
	Average Price/Square Foot	\$307	Short Sales 0	\$355	\$322	N/A
	Average Sq Ft of Property	1,980	\$0	1,968	2,017	N/A
	Total Listing Inventory *	67	Conventional 17	85	26	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$519,000	\$659,975	\$641,950	N/A
95630 Folsom	Total Sales	50	REO Sales 0	56	59	773
	Median Sales Price	\$732,500	\$0	\$725,000	\$700,000	\$790,000
	Average Price/Square Foot	\$344	Short Sales 0	\$361	\$377	N/A
	Average Sq Ft of Property	2,407	\$0	2,157	2,074	N/A
	Total Listing Inventory *	108	Conventional 50	135	63	N/A
	Total Listing Median Price ∞	\$766,670	Sales \$732,500	\$758,112	\$779,000	N/A
95632 Galt	Total Sales	19	REO Sales 0	14	41	313
	Median Sales Price	\$490,000	\$0	\$564,500	\$510,000	\$535,000
	Average Price/Square Foot	\$307	Short Sales 0	\$326	\$317	N/A
	Average Sq Ft of Property	1,694	\$0	1,970	1,833	N/A
	Total Listing Inventory *	51	Conventional 19	58	28	N/A
	Total Listing Median Price ∞	\$507,500	Sales \$490,000	\$524,150	\$609,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	1	8
	Median Sales Price	\$792,000	\$0	\$0	\$699,900	\$760,000
	Average Price/Square Foot	\$466	Short Sales 0	\$0	\$420	N/A
	Average Sq Ft of Property	1,675	\$0	0	1,666	N/A
	Total Listing Inventory *	5	Conventional 2	6	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$792,000	\$868,000	\$799,900	N/A
95641 Isleton	Total Sales	1	REO Sales 0	2	0	11
	Median Sales Price	\$360,000	\$0	\$457,500	\$0	\$500,000
	Average Price/Square Foot	\$338	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	1,064	\$0	1,040	0	N/A
	Total Listing Inventory *	4	Conventional 1	4	1	N/A
	Total Listing Median Price ∞	\$462,500	Sales \$360,000	\$404,500	\$299,900	N/A
95655 Mather	Total Sales	2	REO Sales 0	1	10	35
	Median Sales Price	\$749,500	\$0	\$619,900	\$542,500	\$605,000
	Average Price/Square Foot	\$193	Short Sales 0	\$261	\$296	N/A
	Average Sq Ft of Property	3,887	\$0	2,379	1,943	N/A
	Total Listing Inventory *	7	Conventional 2	9	1	N/A
	Total Listing Median Price ∞	\$577,000	Sales \$749,500	\$545,000	\$485,000	N/A
95660 North Highlands	Total Sales	21	REO Sales 0	18	22	335
	Median Sales Price	\$369,000	\$0	\$383,750	\$372,500	\$399,000
	Average Price/Square Foot	\$318	Short Sales 0	\$349	\$331	N/A
	Average Sq Ft of Property	1,189	\$0	1,079	1,196	N/A
	Total Listing Inventory *	37	Conventional 21	46	30	N/A
	Total Listing Median Price ∞	\$387,450	Sales \$369,000	\$395,000	\$377,950	N/A
95662 Orangevale	Total Sales	17	REO Sales 0	30	46	353
	Median Sales Price	\$563,000	\$0	\$512,500	\$517,500	\$565,000
	Average Price/Square Foot	\$310	Short Sales 0	\$353	\$361	N/A
	Average Sq Ft of Property	1,856	\$0	1,607	1,617	N/A
	Total Listing Inventory *	48	Conventional 17	57	26	N/A
	Total Listing Median Price ∞	\$572,450	Sales \$563,000	\$599,900	\$549,950	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	30	REO Sales 0	34	59	514
	Median Sales Price	\$533,500	\$0	\$617,250	\$549,950	\$575,000
	Average Price/Square Foot	\$318	Short Sales 0	\$332	\$337	N/A
	Average Sq Ft of Property	1,854	\$0	1,884	1,811	N/A
	Total Listing Inventory *	89	Conventional 30	95	46	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$533,500	\$594,000	\$597,000	N/A
95610 Citrus Heights	Total Sales	30	REO Sales 0	27	36	428
	Median Sales Price	\$500,000	\$0	\$490,000	\$494,000	\$525,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$314	N/A
	Average Sq Ft of Property	1,638	\$0	1,691	1,612	N/A
	Total Listing Inventory *	60	Conventional 30	72	42	N/A
	Total Listing Median Price ∞	\$499,991	Sales \$500,000	\$525,000	\$525,000	N/A
95621 Citrus Heights	Total Sales	25	REO Sales 0	29	43	406
	Median Sales Price	\$455,000	\$0	\$455,000	\$445,000	\$480,000
	Average Price/Square Foot	\$310	Short Sales 0	\$318	\$336	N/A
	Average Sq Ft of Property	1,594	\$0	1,475	1,409	N/A
	Total Listing Inventory *	39	Conventional 25	40	17	N/A
	Total Listing Median Price ∞	\$430,000	Sales \$455,000	\$449,700	\$435,000	N/A
95624 Elk Grove	Total Sales	30	REO Sales 0	32	65	495
	Median Sales Price	\$625,500	\$0	\$591,000	\$590,000	\$668,000
	Average Price/Square Foot	\$317	Short Sales 0	\$310	\$326	N/A
	Average Sq Ft of Property	2,219	\$0	2,080	2,088	N/A
	Total Listing Inventory *	74	Conventional 30	91	36	N/A
	Total Listing Median Price ∞	\$663,000	Sales \$625,500	\$649,000	\$699,999	N/A
95626 Elverta	Total Sales	4	REO Sales 0	1	13	43
	Median Sales Price	\$417,500	\$0	\$615,000	\$470,000	\$499,900
	Average Price/Square Foot	\$412	Short Sales 0	\$275	\$357	N/A
	Average Sq Ft of Property	1,253	\$0	2,236	1,381	N/A
	Total Listing Inventory *	6	Conventional 4	6	5	N/A
	Total Listing Median Price ∞	\$429,450	Sales \$417,500	\$468,500	\$624,500	N/A
95628 Fair Oaks	Total Sales	17	REO Sales 0	26	46	426
	Median Sales Price	\$519,000	\$0	\$621,000	\$558,750	\$627,450
	Average Price/Square Foot	\$307	Short Sales 0	\$355	\$322	N/A
	Average Sq Ft of Property	1,980	\$0	1,968	2,017	N/A
	Total Listing Inventory *	67	Conventional 17	85	26	N/A
	Total Listing Median Price ∞	\$675,000	Sales \$519,000	\$659,975	\$641,950	N/A
95630 Folsom	Total Sales	50	REO Sales 0	56	59	773
	Median Sales Price	\$732,500	\$0	\$725,000	\$700,000	\$790,000
	Average Price/Square Foot	\$344	Short Sales 0	\$361	\$377	N/A
	Average Sq Ft of Property	2,407	\$0	2,157	2,074	N/A
	Total Listing Inventory *	108	Conventional 50	135	63	N/A
	Total Listing Median Price ∞	\$766,670	Sales \$732,500	\$758,112	\$779,000	N/A
95632 Galt	Total Sales	19	REO Sales 0	14	41	313
	Median Sales Price	\$490,000	\$0	\$564,500	\$510,000	\$535,000
	Average Price/Square Foot	\$307	Short Sales 0	\$326	\$317	N/A
	Average Sq Ft of Property	1,694	\$0	1,970	1,833	N/A
	Total Listing Inventory *	51	Conventional 19	58	28	N/A
	Total Listing Median Price ∞	\$507,500	Sales \$490,000	\$524,150	\$609,000	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	1	8
	Median Sales Price	\$792,000	\$0	\$0	\$699,900	\$760,000
	Average Price/Square Foot	\$466	Short Sales 0	\$0	\$420	N/A
	Average Sq Ft of Property	1,675	\$0	0	1,666	N/A
	Total Listing Inventory *	5	Conventional 2	6	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$792,000	\$868,000	\$799,900	N/A
95641 Isleton	Total Sales	1	REO Sales 0	2	0	11
	Median Sales Price	\$360,000	\$0	\$457,500	\$0	\$500,000
	Average Price/Square Foot	\$338	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	1,064	\$0	1,040	0	N/A
	Total Listing Inventory *	4	Conventional 1	4	1	N/A
	Total Listing Median Price ∞	\$462,500	Sales \$360,000	\$404,500	\$299,900	N/A
95655 Mather	Total Sales	2	REO Sales 0	1	10	35
	Median Sales Price	\$749,500	\$0	\$619,900	\$542,500	\$605,000
	Average Price/Square Foot	\$193	Short Sales 0	\$261	\$296	N/A
	Average Sq Ft of Property	3,887	\$0	2,379	1,943	N/A
	Total Listing Inventory *	7	Conventional 2	9	1	N/A
	Total Listing Median Price ∞	\$577,000	Sales \$749,500	\$545,000	\$485,000	N/A
95660 North Highlands	Total Sales	21	REO Sales 0	18	22	335
	Median Sales Price	\$369,000	\$0	\$383,750	\$372,500	\$399,000
	Average Price/Square Foot	\$318	Short Sales 0	\$349	\$331	N/A
	Average Sq Ft of Property	1,189	\$0	1,079	1,196	N/A
	Total Listing Inventory *	37	Conventional 21	46	30	N/A
	Total Listing Median Price ∞	\$387,450	Sales \$369,000	\$395,000	\$377,950	N/A
95662 Orangevale	Total Sales	17	REO Sales 0	30	46	353
	Median Sales Price	\$563,000	\$0	\$512,500	\$517,500	\$565,000
	Average Price/Square Foot	\$310	Short Sales 0	\$353	\$361	N/A
	Average Sq Ft of Property	1,856	\$0	1,607	1,617	N/A
	Total Listing Inventory *	48	Conventional 17	57	26	N/A
	Total Listing Median Price ∞	\$572,450	Sales \$563,000	\$599,900	\$549,950	N/A

STAFF DIRECTORY



2003 Howe Avenue, Sacramento, CA 95825
(916) 922-7711
Fax (916) 922-1221 or Fax (916) 922-3904



MetroList

1164 W. National Dr. Suite 60
Sacramento, CA 95834
(916) 922-2234 or (916) 922-7584

2022 SAR Board of Directors

Erin Stumpf
2022 SAR President

Cherie Hunt
President-Elect

Samantha Tov
Secretary/Treasurer

Kellie Swayne
Immediate Past President

SAR Member Services MetroList Administrative Center

Erin Smith - 916.437.1217

Director of Membership

Robin Mayer - 916.437.1216

Member Services Administrator

Denise Stone - 916.437.1219

Member Services Manager

Henry Lorenzo - 916.437.1218

Member Services Specialist

Hailey Odell - 916.437.1221

Member Services Specialist

Directors

Jodi Ash

Johnathan Byers

Courtney Edwards

Rosanna Garcia

Randall Hom

Barbara Lebrecht

Chip O'Neill
MetroList® MLS Liaison

Michael Onstead

Ranga Pathak
Commercial Chair

Kelly Pleasant

Yuri Ramirez-Villanueva

Luis Sumpter

Breeze Singh

Maurice Thomas

Cam Villa
Affiliate Chair

SAR Staff

Feel free to call us direct.

Jessica Coates - 916.205.6096

Chief Executive Officer

Chris Ly - 916.437.1204

Chief Operating Officer

Marcus Arroyo - 916.437.1210

Education Services Coordinator

Derek Catron - 916.437.1208

Government Affairs Coordinator

Mason Chapple - 916.437.1215

Marketing Manager

Kayla Chew - 916.437.1202

Association Services Coordinator

Brian DeLisi - 916.437.1209

Director of Meetings & Events

Cecilia Gonzalez - 916.437.1211

Event Manager

Lyndsey Harank - 916.437.1226

Director of Professional Standards & Administration

Irene Ruan - 916.437.1203

Staff Accountant

Chrystal Prowse - 916.437.1229

Web Designer

Judy Shrivastava - 916.437.1207

Director of Education & Graphic Services

Erin Teague - 916.437-1227

Government Affairs Director

Yvonne Ukabi - 916.437.1206

Accounts Receivable

Tony Vicari - 916.437.1205

Director of Communications

Spencer Williams - 916 437-1225

IT Manager

SAR Retail Center

Elizabeth Scambler - 916.437.1222

Retail Services Specialist

Sacramento REALTOR® is published monthly by the Sacramento Association of REALTORS® for the benefit of its Membership. Advertisements and statements of fact and opinion are the responsibility of the authors alone and do not imply an opinion or endorsement on the part of SAR officers, Members or staff. All material copyright 2018, Sacramento Association of REALTORS®. All rights reserved.

Editorial Policy

The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness. Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.

The Mission of the Sacramento Association of REALTORS® is supporting REALTOR® success, enhancing communities, and protecting property rights. Our Vision for our Association and our Members is to be an indispensable partner and preeminent resource for real estate in the greater Sacramento region.

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

