



SACRAMENTO REALTOR®

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FEBRUARY 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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2022 PRESIDENT

Interested Candidate Informational Session

Have you ever considered running to serve on the SAR Board of Directors? Applications to run for a 2-year term in 2023-2024 are now available. And coming up on Tuesday, March 1st at 1pm we are hosting our first ever [Interested Candidates Informational Session](#) via zoom. Whether or not you intend to run for an open seat, this forum may be very enlightening to check out if you have ever wondered what our Board of Directors does.

On the agenda for the session will be things like discussion how the board serves the SAR membership, about the roles and responsibilities of board members, SAR's mission and vision, an introduction to SAR's Strategic Plan and the board's role in forming it and ensuring the goals are carried out, an introduction to the board's role in the stewardship of SAR fiscal health, and the prerequisites and process to apply. We will also touch on the 2023 board meeting schedule and a sample Board of Directors meeting agenda. Your current leadership team very much wants to unlock the mystery for our members -- I am frequently asked what is involved to serve as a volunteer and this is a great chance to learn first hand. I welcome you to register for the zoom and I hope to see you virtually on March 1st at 1pm!

Cheers!

Erin Stumpf



 <p>INTERESTED CANDIDATES</p> <p>INFORMATIONAL SESSION</p>	<p>JOIN US ON ZOOM</p> <p>MARCH 1</p> <p>@ 1PM</p>
<p>LEARN ALL ABOUT THE NOMINATING, ELECTIONS & DIRECTOR PROCESS</p>	<p>FREE TO ATTEND</p> <p>REGISTER TODAY!</p>



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Black History Month

February is designated as Black History Month. But in reality, to many people, every month is Black History Month. Yet, it is important to focus on this History every year to put the realities being experienced by many of our neighbors into perspective.

When we talk about Black History Month many people focus on the word History. It is important to be familiar with that History in order to understand how we got to where we are. In last month's article I briefly described a class that SAR presented entitled [Race in Real Estate](#). I also mentioned two books that describe the role of discrimination against Blacks in real estate, in many cases perpetuated by the REALTOR® profession.

This month I want to recommend a third book on the subject. It is [Race for Profit](#) written by Keeanga-Yamahtta Taylor and focuses on how banks and the real estate industry undermined Black homeownership. This activity has been going on for more than a century and continues today. In the book, Taylor documents examples of how Blacks were taken advantage of in order to maximize profit for the real estate industry.

Hopefully you have all seen the Newsday report entitled [Long Island Divided](#) documenting the discrimination still going on in the real estate profession, in that instance on Long Island. If you have not seen that report, I encourage you to do so immediately. While that occurred on the other side of the country, we receive sufficient reports of REALTOR® wrongdoing to be certain that similar activities occur in California as well.

There was the recently documented case in Marin County where a home occupied by a Black family was appraised for substantially below market value. They removed all evidence of homeownership and had a non-Black friend meet the appraiser as though it was their house and the home appraised for full value. I am confident that while uncommon, this is not an isolated instance. Discrimination still occurs in our profession on a regular basis.

It has been well documented of exploitive financing programs used to deny Blacks the equitable benefits of homeownership. For many years Blacks were denied conventional and FHA loans in integrated neighborhoods. In order to buy a home they had to look for other forms of financing. Unscrupulous persons, many of them REALTORS®, sold these homes through a Land Contract of Sale (LCS). In these sales there was no need for an appraisal so Black families eager for the opportunity to own a home did not worry about how much they paid. They knew they could buy because there was no lender review involved. Unfortunately, under an LCS, the buyers were not on title until the contract was paid in full, which rarely happened. When they fell behind in their payments they were just booted out and the property sold to another buyer. In order to avoid losing the home they often moved other people in, sometimes dividing into two or more residences with the subsequent overcrowding in the home and in the neighborhood schools, leading to more degradation of the neighborhood and the infrastructure. This happened in East Palo Alto seventy years ago and remains depressed to this day.

This must stop immediately. I urge all of our members to commit themselves to actively eliminating discrimination in all forms in the real estate profession. It is not enough to not be racist, we must actively be anti-racist. Watch for more on racism in real estate in next month's article.

MASTERS CLUB CORNER

KAREN BERKOVITZ



In the spirit of cooperation, we can get more done, be more productive, and learn from each other. Things around us are in constant change and our real estate industry has been evolving and growing for decades. Technology is keeping us on our toes at all times. Brokerage models are changing and the information age has afforded our buyers access to almost all of our RE information. But something that is always constant, vital, and ultimately critical in our success is found in the relationships we establish, and our abilities and sensibilities with people. We highly value the referrals we get from past clients and friends and build our businesses on our clients' trust and confidence in us. But what about our team, our affiliate partners and fellow REALTORS®? It is also really important (I believe) to have strong relationships with peers and others in our business. I know this doesn't directly end up in a commission check, but it can go a long way in getting an offer accepted and having a smooth transaction. Our reputations matter. Our skills in negotiating should be laced with tact, diplomacy and some kindness. Back in my dinosaur days, we hand delivered our buyers' offers to other agents at their desks or home. Imagine that! (And we walked to school in the snow!) We met each other. We got to know each other professionally and personally.

Which leads me to mention SAR and the opportunities there are to get involved, meet other real estate professionals and add your voice and say in how our Association works. Joining a committee can be a rewarding way to give back and get involved in making a difference in our Association. Committee meetings are once a month for about an hour. It really doesn't take too much of our time, but the rewards are abundant in the activities and the chance to share your skills and talent. We have so many interesting people in our industry, people who came to real estate from other careers. We can learn from each other and help each other grow. We are not working against each other in a transaction. We want the same end result and we want getting there to be as "easy" as possible. Cooperation is not difficult. Leading with kindness and an open mind will get us much further than being disagreeable and stubborn.

Another amazing way to get to know each other, and form real bonds, is in volunteering. Getting down and dirty together while cleaning up the American River Parkway or making meals and serving the homeless at Loaves & Fishes, packing food boxes at our local food banks, Rebuilding Together, and other opportunities to spend a few hours doing GOOD. Why not try a little effort at cooperation and giving back? Share some love and kindness and you will get it back!

Karen Berkovitz
Masters Club Steering Committee



New Real Estate Laws in 2022

Every year the California legislature passes laws that impact real estate industry. It seems that 2021 was a rather busy year in the legislative world. Today we will highlight the changes to real estate law. In order to be efficient in reviewing the new laws we will group the laws into categories for easy reference back to this article, if necessary, but some of the laws could easily fit into multiple categories. These categories are Consumer Protection/Relief, DRE and Licensing, Landlord/Tenant, and Estate-Related.

Consumer Protection/Relief

Appraisal Discrimination Disclosure and Purchase Agreement Notice: AB 948.

Adds a statutory disclosure notice regarding discrimination in appraisals and requires that it is incorporated into real property purchase agreements. The notice is a part of Transfer Disclosure Statement Law and contains a cancellation right. The law has the following four significant changes that real estate professionals and consumers should pay particular attention to: 1) the law creates a simple form for filing a complaint regarding appraisal discrimination, 2) the law prohibits an appraiser from basing their valuation on several identity factors (including source of income, marital status, and military status, in addition to traditional protected classes) and any basis prohibited by the federal Fair Housing Act, and 3) the law requires the notice to be delivered by a licensed person, including a real estate broker or agent, and including those refinancing a mortgage on a 1-4 unit property. The statutory notice is required effective July 1, 2022, but all other aspects of the law are effective January 1, 2022.

Clarification of Prop 19 (55+ homeowner may be able to transfer tax value after fire): SB 539.

Proposition 19 implementing legislation clarifies the rules of exemptions from reassessment allowing for the portability of a homeowner's tax basis everywhere in the state even if the value of the property is greater (with an adjustment upwards in such a case). Rules regarding intergenerational transfer of property or family farms from parent to child, are also addressed and clarified.

Discriminatory Restrictions in CC&R Disclosure and Modification: AB1466.

This law requires real estate brokers or agents, and others, with actual knowledge of discriminatory restrictions to notify the owner or buyer of those restrictions and to provide information for the removal process. It makes the process of redacting racially restrictive language easier and faster and creates a program for carrying out the redaction of unlawfully restrictive covenants.

Extension of Time for Disaster Property Tax Valuation Transfers: SB 303.

In regard to exemptions under Revenue and Tax Code ("RTC") 69, this law extends by two years the time period for a taxpayer affected by a disaster declared by the Governor to transfer their base year value to a new residence when the deadline to transfer was after March 4, 2020, but on or before the COVID-19 emergency termination date, or March 4, 2022, and the property was damaged within the same time period. RTC 69 already allows a 5-year window to build a new structure. This law extends that timeline to seven years. It does not pertain to extensions regarding sales and new construction of replacement property under Proposition 19.

Fire Hazard Home Hardening and Defensible Space Expansion: SB 63.

The law extends home hardening and defensible space disclosures to high fire hazard zones within the local responsibility area. CalFire will now designate within local responsibility areas three zones: moderate, high, and very high fire hazard zones as opposed to just very high fire hazard zones. The Natural Hazard Disclosure (NHD) only discloses two fire related zones. As a result, the NHD can no longer be relied upon to indicate whether a property is subject to home hardening disclosures and defensible space compliance. Agents and brokers should consult with their NHD representative for further guidance if operating in areas that could be potentially covered by these changes.

HOA Electronic Communication: SB 392.

This one is pretty simple. It requires HOAs to communicate with homeowners via email, if that is the homeowner's preferred method of communication. Previous laws forced delivery of documents through the HOAs preference of communication, which was often hard copy documents. The aim is to reduce costs and environmental impacts.

Owner Occupant Foreclosure Loophole Closed: AB 175.

Legislation last year was passed that created a category of priority bidders at foreclosure sales of residential 1–4-unit properties. The highest priority bidder was "owner occupant," but excluded from this category were the mortgagor, or relatives of the mortgagor. The law aims to close this loophole that could allow a conflict of interest to obtain a priority bid.

PACE Loans and Seniors: AB 790.

This law clarifies that relief under the Consumer Legal Remedies Act (CLRA) is available for seniors who have fallen victim to predatory Property Assessed Clean Energy (PACE) loans via home solicitations. It provides much needed clarity of seniors' rights in this regard and prevents PACE lenders from using technicalities to evade their obligations when a senior whose home has been put at risk because of a PACE loan seeks relief under the CLRA.

Sewer Inspectors May Perform Sewer Lateral Repairs: SB 484.

Plumbers that are inspecting a home's sewer lateral connection to a sewer system may also perform repairs if the consumer is provided a specific disclosure before authorizing the home inspection. Previously, the law made it an unfair business practice for the same company to perform an inspection and then charge for the repairs in certain fields, including but not limited to plumbing.

Tax Collection Late Payments may be Cancelled During Stay-at-home Order: SB 219.

A Tax Collector may cancel property tax late payment penalties if due to a shelter in place order, if the principal payment for the proper amount of tax due is paid no later than June 30 of the fiscal year in which the payment first became delinquent.

DRE and Licensing

BRE to DRE Language Finalization: SB 800.

This law changes all references in Real Estate Laws from the former name, "bureau" to the current and correct name, "department." The law also includes expedited licensing for members of the US Armed Forces, and exemption on CE requirements for licensees in good standing for 30 years that are 70 years of age or older.

Implicit Bias Training for Real Estate Licensees: SB 263.

Mandates implicit bias training courses for new salesperson and broker applicants. Also requires a 9-hour course for license renewals occurring on or after January 1, 2023.

Use of Prior Surname in Real Estate Business Allowed if Filed with DRE: AB 44.

This law allows a person who has legally changed their name to continue to use the prior name in conducting a real estate business. Both names must be filed with DRE.

Landlord/Tenant*Address Abuses of the Emotional Support Animal Laws: AB 468.*

This law imposes restrictions on how health care practitioners may provide documentation relating to emotional support animals. It also requires that a person that provides an emotional support dog to give notice that the dog does not have the special training required to be a guide, signal, or service dog; and requires a person providing a certificate, tag, vest, leash or harness for an emotional support dog to give notice to the buyer that the material does not entitle an emotional support dog to the rights and privileges afforded to a guide, signal, or service dog. Note that the law does not change the underlying federal or state laws regarding reasonable accommodations regarding housing. The restrictions it imposes are on health care professionals and the documentation that they provide to establish the need for an emotional support animal and vendors of support animals and associated equipment.

Government Inspections for Lead Hazard Complaints: AB 838.

Beginning July 1, 2022, a city or county that receives a complaint of a substandard building or lead hazard violation from a tenant, resident, or occupant, or an agent thereof, must inspect the building and document a violation or substandard condition. Substandard here is defined under §17920.3 of the Health and Safety Code and is typically synonymous with uninhabitability standards. An inspection is NOT required if a complaint does not allege a substandard condition, or a complaint was submitted by a complainer who, within the last six months caused an inspection that resulted in a finding of a frivolous or unfounded complaint.

Higher Fines for Short-Term Rentals Threatening Health and Safety: SB 60.

To deal with instances of violence and bad actors abusing short-term rentals, this law creates a new fine violation structure specifically when short-term rentals are threats to public health and safety, in addition to existing criminal sanctions. Violation of a short-term rental ordinance is punishable according to the fine structure (of up to \$5,000); however, it does not apply to a first-time offense of failure to register or pay a business license fee.

Mobile Homes included in Prior Rent Cap Laws: AB 978.

Previously excluded from rent cap legislation, the owners of mobile home rentals owned by a mobile home park will now be subject to the statewide rent cap and just cause eviction rules under the Tenant Protection Act (AB 1482).

Estate Related*Courts Must Allow Appraisal and Option to Buy for Partition Actions Among Heirs: AB 633.*

As part of a partition action involving heirs property, the court must first mandate an appraisal and grant co-tenants an option to buy. If a sale is ordered, it must be through the open-market by a broker as opposed to an auction.

Extension of Revocable Transfer On Death (RTOD) Deed Law to Avoid Probate: SB 315.

This law extends until 2032 the RTOD deed law which allows a homeowner to transfer to a named beneficiary 1-4 unit residential property upon the owner's death without a probate proceeding. Two witnesses are now required to sign the deed. Stock cooperatives are excluded from the types of property that may be transferred via RTOD deed but agricultural land up to four residential units is now included.

The information presented in this Article is not to be taken as legal advice. Every person's situation is different. If you are facing a legal issue of any kind, get competent legal advice in your State immediately so that you can determine your best options.



Please join us for C.A.R.'s Virtual Legislative Day 2022!

C.A.R. is hosting fully virtual Legislative Day on Wednesday, March 2nd, and we encourage you to join other REALTORS® from the Sacramento Association of REALTORS® in participating.

If you've ever been curious about Legislative Day but couldn't commit to going to Sacramento to experience it live, this is a great opportunity for you to take part without leaving home!

Here are some of the highlights of the content for the day:

- Hear from one of the state's most dynamic political leaders – Lieutenant Governor Eleni Kounalakis has been invited to address us.
- Receive a state legislative update from C.A.R.'s Sr. Vice President of Government Affairs, Sanjay Wagle.
- A Fireside Chat with new C.A.R. CEO John Sebree
- The State of California's Housing Market: An Economic Update by C.A.R.'s Deputy Chief Economist, Oscar Wei.
- Panels and seminars with lots of great policy updates and political information
- Virtual Meetings with individual state legislators

There will plenty more to see and do!

Legislative Day is important because legislators hear from REALTORS® about how policies impact real estate in their hometowns. And it also demonstrates the strength of the REALTOR® army by showing them how many of us are committed to spending time advocating for our industry and homeownership. The more of us who participate in Legislative Day, the stronger we all are!

Please join us for Virtual Legislative Day on Wednesday, March 2nd.

To register: <https://on.car.org/leday22reg>

Please note – you will need your NRDS ID to register. If you're unsure of it, here's a link to look it up: <http://on.car.org/nrdslookup>

For more information: <https://on.car.org/carlegday>

If you have any questions, please reach us at legislativeday@car.org

C.A.R. Meeting Report – January 2022

During the period January 11-21, 2022, the California Association of REALTORS® (C.A.R.) met virtually to conduct the business of the Association. This is a report of significant activities of those meetings.

C.A.R. Directors Action Items:

Political Positions taken:

To “SPONSOR” legislation that would extend the Uniform Partition of Heirs Property Act (UPHPA) to all tenancies in common.

To “SUPPORT” AB 916 which requires a local government to ministerially approve a permit request to:

1. add a bedroom to an existing single-family home, or
2. increase the height maximum for accessory dwelling units on parcels where there is an existing multifamily and multistory building from 16 to 18 feet.

To “OPPOSE UNLESS AMENDED” the proposed California Public Utilities Commission regulations entitled “Net Energy Metering 3.0” which proposes a rate reduction in the payback rate for rooftop solar generators who contribute electricity back to the grid. The amendment would require the following amendments proposed by the Solar Energy Industries Association (SEIA) are included in the regulations. The SEIA alternative is a “middle ground position” which proposes, among other things, to:

- a) apply the regulations to prospective contracts;
- b) require utilities to pay customers a “step down” on the retail rate for energy contributed back to the system in future contracts;
- c) eliminates the “monthly grid access charge”; and,
- d) moderately extends the projected payback period from 7 years to a payback period of 7.5 to 11 years.

To “SUPPORT”, in conjunction with NAR, existing law that allows the utilization of all self-directed retirement vehicles to invest in real property.

To “OPPOSE”, in conjunction with NAR, tax law reinforcement policies that would require banks and other financial institutions to provide information to the Internal Revenue Service about inflows or outflows, balances, transactions, transfers or similar information regarding accounts maintained by such institution except to the extent such reporting is already required under current law.

Other action items:

Eva Garcia and Kellie Swayne were elected to the CAR Executive Committee for 2022.

Rosanna Garcia was elected to be a C.A.R. Director at Large for 2022.

Rebecca Scotty Kucala was elected an Honorary Member for Life effective 1/1/2023.

John M. Sebree, formerly of the Missouri Associations of REALTORS®, was approved as CEO and Executive Secretary of C.A.R. effective 2/1/2022.

C.A.R. made several changes to the Model MLS Rules regarding data feeds, display of information and submission of listings. Because MetroList is 50% broker owned they are not required to adopt the model rule provisions. If they chose to do so in the future MetroList will announce those changes.



CALIFORNIA ASSOCIATION OF REALTORS®

VIRTUAL LEGISLATIVE DAY 2022

March 2, 2022

Register:

<https://on.car.org/leday22reg>



Learn More:

<https://on.car.org/carlegday>

C.A.R. Report Only Items:

The REALTOR® Action Fund Committee at C.A.R. been renamed the REALTOR® Party of California Committee. The Diversity Committee will establish a working group to develop a data-informed roadmap for C.A.R. Director diversity and inclusion.

The Diversity Committee will establish a working group to draft a C.A.R. Model Committee Leadership and Election Policy for Local Associations to be presented to C.A.R. leadership by Fall 2022.

That C.A.R. consider allocating seats on the BOD for REALTOR® members of Multicultural Real Estate Trade Organizations for one-year terms.

IMPAC Trustees provided \$31,000 to the Greater Los Angeles Association of REALTORS® to defeat a Tenant Opportunity to Purchase Act (TOPA) policy ordinance and to prevent other local cities from considering or trying to enact similar policies. (A TOPA policy is one which provides that the tenant and/or a non-profit has a right of first refusal to come forward with an offer to purchase anytime a landlord is attempting to sell a rental property. It could delay sales transactions by months and will likely lead to much litigation.)

The Standard Forms Advisory Committee is establishing a Property Management Study Group to review all C.A.R. forms related to property management. If you have any suggestions for changes not is the time to submit those changes to C.A.R.

Items discussed at C.A.R. meetings but not resulting in action items:

Assemblyperson Buffy Wicks is now Chair of the Assembly Housing Committee. C.A.R. is anticipated a flood of new legislation that could be harmful to private property rights and our industry. Watch for Red Alerts coming from C.A.R. as needed. Please be sure to respond when you received the Alerts.

Some attorneys are starting to pursue real estate brokers claiming that their websites are not ADA compliant. No regulations have been issued yet to tell us what ADA compliance of a website looks like. But the attorneys offer, for monetary consideration, to just go away. If you get a notice, seek competent legal advice immediately.

Professional Standards Committee is looking at establishing guidance to Grievance Committees to reduce the number of unwarranted complaints being referred to hearings. This has not been a problem with the SAR Grievance Committee.

Attacks on Independent Contractor status continue to be a focus of labor groups.

Unavailability of insurance based on the proliferation of natural and man-made disasters continues to be a threat to the real estate owners across the state, particularly in remote areas. Buyers need to make sure they have available insurance before they remove their contingencies or they could risk losing their deposit when the only policy they can get is unaffordable.

The California Department of Public Health has issued a booklet entitled Information on Dampness and Mold. It is available in Zipforms, is intended for distribution to tenants and will print out automatically with the LR form.

REALTORS® need to get better informed on environmental issues. Wildfires, floods and electrification of housing are all becoming issues threatening devastating impacts on the real estate industry.

A new C.A.R. form will be released in June entitled Fair Appraisal Advisory Act. It is in response to documented discriminatory practices in the appraisal industry.

There are several lawsuits in the state regarding real estate licensees allegedly giving legal advice. Do not get near this issue. Any legal issue must be referred to competent legal counsel.

In Memory of Deno Paoli

SAR is saddened to announce the passing of long time REALTOR® and SAR Past President Deno Paoli on January 8th. He was a spry and active 95-year-old prior to contracting Covid-19.

Deno was born at Sutter Hospital (28th & L Street, Sacramento) and grew up on 49th Street, known as Little Italy. As a first-generation American, he spoke only Italian until entering kindergarten. He was blessed with loving parents, and a sweet little sister. His mother, Marie, showered the family with her love and authentic Italian cooking.

Prior to his 18th birthday, he enlisted in the Navy was stationed in the Aleutian Islands from 1944 to 1946. He was very proud of his time in the service and the sacrifices made by his generation.

After the war he attended Sacramento City College, earning a Business Administration degree, and McGeorge Law School while working for the State of California. It was at work, he met and married Mary Ellen Walters and became stepfather to Bette, whom he later adopted as his own.

Deno next became successful in real estate, in the U.S. and abroad, with land deals in Brazil and Australia, as well as California. Deno served as President of the Sacramento Association of REALTORS® in 1969. He was attending SAR Past President's luncheons up until 2019, still sharp and reminiscing with colleagues on his time in the real estate industry.

After the market in Sacramento declined, he took his deal-making savvy to Southern California and produced over a dozen films, the most notable, a western starring Glenn Ford called Santee (1973), which can still be seen on late-night TV. His real estate and movie work took him all over the world and he loved it.

As everywhere, he made wonderful friends at work who loved his stories, and him. Deno's heart and door were always open to those in need. Many times throughout his life, he dropped everything and gave all he could to assist family members or other young people who needed a helping hand. Deno's legacy is his kindness and generosity to all, and his love for his family.

As a veteran, Deno will be honored and interred at Sacramento Valley National Cemetery on Friday, May 6th, 2022, at 1:30 p.m. ([5810 Midway Road, Dixon, California 95620](#)). Reception will follow burial at Club Pheasant ([2525 Jefferson Blvd., West Sacramento](#)).

[Please view full online obituary here.](#)



Article 2

REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)

Case #2-1: Disclosure of Pertinent Facts

(Revised Case #9-4 May, 1988. Transferred to Article 2 November, 1994.)

REALTOR® A, acting as a management agent, offered a vacant house for rent to a prospective tenant, stating to the prospect that the house was in good condition. Shortly after the tenant entered into a lease and moved into the house, he filed a complaint against REALTOR® A with his Board of REALTORS®, charging misrepresentation, since a clogged sewer line and a defective heater had been discovered, contrary to REALTOR® A's statement that the house was in good condition.

At the hearing, it was established that REALTOR® A had stated that the house was in good condition; that the tenant had reported the clogged sewer line and defective heater to REALTOR® A on the day after he moved into the house; that REALTOR® A responded immediately by engaging a plumber and a repairman for the heater; that REALTOR® A had no prior knowledge of these defects; that he had acted promptly and responsibly to correct the defects, and that he had made an honest and sincere effort to render satisfactory service. It was the Hearing Panel's decision that REALTOR® A was, therefore, not in violation of Article 2.

Code of Ethics



MARCH 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
	Main Meeting (V) 1 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Community Relations Committee (T) 10:30 – 11:30am Charity Research Committee (B1) 10:30 – 11:30am BOD Candidate Info Sess. (V) 1:00 – 2:30pm	2 Probate RE Sales (V) 10:00 – 11:00am MetroList Training – MetroList 101 (Webinar) 10:00am MetroList Training – How to Get the MOST Exposure For Your Listing (Webinar) 2:00pm	3 RE Finance & Affiliate Forum (EC) 9:00 – 10:30am	4 SAR Toastmasters (Virtual) 7:30 – 9:00am SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) MetroList Training – Auto-Prospecting (Recorded) 8:00am MetroList Training – 10 Searches You Should Be Using (Webinar) 10:00am MetroList Training – Advanced Search Strategies (Webinar) 2:00pm
7 WCR Board Meeting (B) 12noon – 1:30pm	8 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am MetroList Training – Realist 101 (Webinar) 9:00am YPN Advisory Committee (V) 11:00am – 12:30pm MetroList Training – Advanced Realist (Webinar) 1:00pm	9 No Events Scheduled	10 Masters Club Steering Committee (V) 9:30 – 11:00am Property Management Update (V) 10:00 – 11:00am Internship Committee (V) 12noon – 1:30pm MetroList Training – Interactive Map Search (V) 1:00 – 2:00pm	11 SAR Toastmasters (Virtual) 7:30 – 9:00am Shamrock Shuffle Swag Bag Pick-Up (SAR Parking Lot) 10:00am – 1:00pm
14 Education Committee (V) 9:00 – 10:30am MetroList Training – Cloud CMA 101 (Webinar) 10:00am Leadership Academy (V) 1:00 – 2:30pm MetroList Training – Beyond the CMA (Webinar) 2:00pm	15 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee (B) 10:30am – 12noon NARPM Luncheon (EC) 11:00am – 1:30pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm	16 MetroList Training – HomeSnap Pro (Webinar) 10:00am MetroList Training – MetroList 101 (Webinar) 2:00pm SAR New Member Orientation (V) 6:00 – 9:30pm	17 WCR Business Luncheon (EC) 11:00am – 1:30pm	18 SAR Toastmasters (Virtual) 7:30 – 9:00am Coffee to Cocktails (EC) 8:00am – 4:00pm MetroList Training – Realtor.com Search (Webinar) 10:00am MetroList Training – Real Estate Trends in MLS (Webinar) 2:00pm
21 Essential Disclosures: Part 1 (EC) 10:00 – 11:30am	22 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:30pm MetroList Training – Interactive Map Search (Webinar) 1:00pm MetroList Training – Create a Pro CMA (Recorded Webinar) 5:00pm	23 No Events Scheduled	24 SAR BOD 9:00 – 11:00am MetroList Training – Realist 101 (Webinar) 9:00am Everything VA Loans (Webinar) 10:00 – 11:00am MetroList Training – Advanced Realist (Webinar) 1:00pm MetroList Training – Learn the App (Recorded Webinar) 5:00pm	25 SAR Toastmasters (Virtual) 7:30 – 9:00am Real Estate Resource Meeting (TBD) 9:30 – 10:30am CanTree CrabFest (Citrus Heights Community Ctr.) 5:00 – 10:30pm
28 Investment Prop. Analysis (T) 10:00 – 11:00am MetroList Training – 10 Searches You Should be Using (Webinar) 10:00am MetroList Training – Advanced Search Strategies (Webinar) 2:00pm	29 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am	30 MetroList Training – Create a Pro CMA (Webinar) 10:00am SAR Offices Closed 1:00 – 2:00pm MetroList Training – Auto Prospecting (Webinar) 2:00pm	31 No Events Scheduled	

SAR EDUCATIONAL OFFERINGS

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

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

MARCH

CLASS

2	10am – 11am	REAL ESTATE PROBATE SALES
10	10am – 11am	WINNING WITH RENTAL PROPERTIES: BUY, SELL, INVEST, MANAGE RENTAL PROPERTY – ZOOM
21	10:00am – 11:30pm	ESSENTIAL DISCLOSURES PART 1 - HYBRID
23	9:30am – 12pm	TAX REDUCTION STRATEGIES FOR REAL ESTATE PROFESSIONALS – ZOOM
24	10:00am – 11am	EVERYTHING VA LOANS – ZOOM
28	10am – 11am	INVESTMENT PROPERTY ANALYSIS

APRIL

CLASS

1	9am – 1pm	BTI DAY 1 - HYBRID
6	10am – 12:30pm	ESSENTIAL DISCLOSURES PART 2 - HYBRID
8	9am – 12pm	BTI DAY 2 - HYBRID
13	9am – 11pm	LISTING AGREEMENTS WITH DAVE TANNER - HYBRID
15	9am – 12pm	BTI DAY 3 - HYBRID
22	9am – 12pm	BTI DAY 4: RUNNING A BROKERAGE FROM A LEGAL PERSPECTIVE - HYBRID
28	9am – 12pm	THINK LIKE AN APPRAISER – IN PERSON ONLY
29	9am – 12pm	BTI DAY 5 - HYBRID

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.

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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](#).

UNDERSTANDING THE RESIDENTIAL PURCHASE AGREEMENT

INSTRUCTOR DAVE TANNER TEACHES YOU HOW TO COMPLETE AND PRESENT THE NEW RESIDENTIAL PURCHASE AGREEMENT TO BUYERS AND SELLERS. CLOSE TRANSACTIONS SUCCESSFULLY BY UNDERSTANDING THIS CONTRACT. ALSO, BECOME FAMILIAR WITH THE GENERAL TIMELINES OF A STANDARD OFFER.

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REV' UP YOUR LISTINGS IN REVERSE!

LEARN HOW OTHER REALTORS® HAVE BEEN PICKING UP MORE LISTINGS BY TAPPING INTO THE BIGGEST DEMOGRAPHIC THAT OWNS THE MAJORITY OF RESIDENTIAL REAL ESTATE - HOMEOWNERS 65 AND ABOVE. UNDERSTAND THE REVERSE MORTGAGE FOR PURCHASE PROGRAM AND HOW IT CAN BENEFIT YOUR CLIENTS.

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RACE IN REAL ESTATE

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

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HOW TO GROW YOUR REAL ESTATE BUSINESS ONLINE

INSTRUCTOR ULYSSES BALTAZAR, REAL ESTATE TECHNOLOGIST & MARKETING STRATEGIST WILL SHOW YOU "WHAT AND WHERE" DOES YOUR BRAND & INFORMATION ONLINE MATTER MOST.

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WHAT BUSINESS STRUCTURE IS RIGHT FOR YOU?

DISCOVER THE DIFFERENCES BETWEEN THE GENERAL PARTNERSHIP, LIMITED PARTNERSHIPS, AND CORPORATIONS AND ALSO LOOK AT HOW PROFESSIONALS ARE NOW USING A BLEND OF PARTNERSHIPS AND CORPORATE ENTITIES TO MANAGE AND OPERATE THEIR BUSINESSES.

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BRANDING YOURSELF 101

SOCIAL MEDIA STRATEGIST ULYSSES BALTAZAR WILL TEACH YOU THE FOUNDATION AND ESSENTIALS REQUIRED FOR A PROPER BRAND FOR YOUR REAL ESTATE PERSONA, TEAM, OR BROKERAGE.

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January 2022

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Timothy Denbo
VirtualTourCafe, LLC
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Silvia Fernandez Insurance Age
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Wells Fargo Home Mortgage
Peter Kirchgessner
Good Dog Inspections, Inc.
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Welcome Home Mortgage
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Century 21 Select Real Estate
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Michael Garden
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Amanda Gilliland
Keller Williams Realty Folsom
Mario Giron
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Foundation Real Estate
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SACRAMENTO HOUSING STATISTICS

January Inventory Up 9% Over Jan. 2021

The first month of 2022 closed with 1,030 sales, a 26.7% decrease from December (1,406). Compared to one year ago (1,054), the current figure is down 2.3%. Of the 1,030 sales this month, 125 (12.1%) used cash financing, 709 (68.8%) used conventional, 116 (11.3%) used FHA, 53 (5.1%) used VA and 27 (2.6%) used Other† types of financing.

The median sales price increased 2% from \$512,013 to \$522,016. This figure is up 17.2% from January 2021 (\$445,500). 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 9.1% from December to January, from 726 units to 792 units. Compared with January 2021 (719), inventory is down 10.2%. The Months of Inventory stands at .8 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

The Median DOM (days on market) decrease from 9 to 8 and the Average DOM increased from 20 to 21. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,030 sales this month, 77.9% (802) were on the market for 30 days or less and 91.3% (940) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$338 to \$340. See all statistical reports compiled by the Sacramento Association of REALTORS®.

JANUARY

Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	5	0	N/A
\$200,000 - \$249,999	2	6	0.3
\$250,000 - \$299,999	17	11	1.5
\$300,000 - \$349,999	15	35	0.4
\$350,000 - \$399,999	71	94	0.8
\$400,000 - \$449,999	83	151	0.5
\$450,000 - \$499,999	100	150	0.7
\$500,000 - \$749,000	309	450	0.7
\$750,000 - \$999,999	125	97	1.3
\$1,000,000 and over	65	36	1.8
Total:	792	1,030	Total: 0.8

Market Snapshot - January 2022

	Jan-22	Dec-21	Change	Jan-21	Change (from '21)
Sales	1,030	1,406	-26.7%	1,054	-2.3%
Median Sales Price	\$522,016	\$512,013	2.0%	\$445,500	17.2%
Active Inventory	792	726	9.1%	719	10.2%
Median DOM	8	9	-11.1%	7	14.3%
Avg. Price/SqFt	\$340	\$338	0.6%	\$293	16.0%

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.

MLS STATISTICS

JANUARY 2022

MLS STATISTICS for January 2022

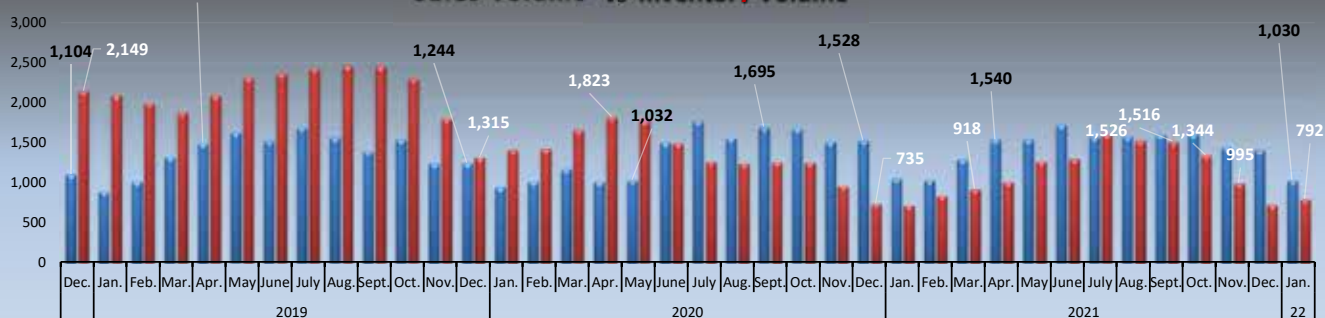
Data for Sacramento County and the City of West Sacramento



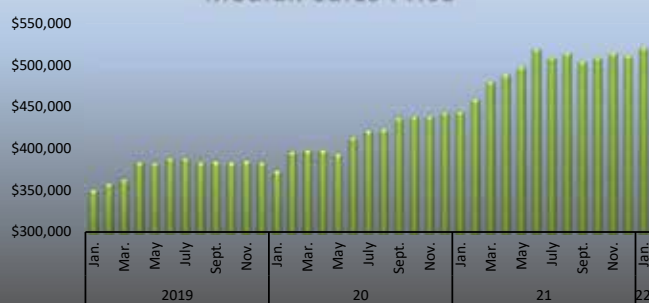
SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,279		950	34.6%		1,268		0.9%
Active Listing Inventory †	792		726	9.1%		719		10.2%
Pending Sales This Month*	1,301		1,317	-1.2%		1,462		-11.0%
Number of REO Sales	4	0.4%	0	N/A	0.0%	0	0.0%	#DIV/0!
Number of Short Sales	1	0.1%	0	N/A	0.0%	3	0.3%	-66.7%
Equity Sales	1,025	99.5%	1,406	-27.1%	100.0%	1,051	99.7%	-2.5%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,030	100%	1,406	-26.7%	100%	1,054	100.0%	-2.3%
Months Inventory	0.8 Months		0.5 Months	60.0%		0.7 Months		14.3%
Dollar Value of Closed Escrows	\$588,791,278		\$789,243,792	-25.4%		\$513,410,840		14.7%
Median	\$522,016		\$512,013	2.0%		\$445,500		17.2%
Mean	\$571,642		\$561,340	1.8%		\$487,107		17.4%
Year-to-Date Statistics	1/01/22 to 1/31/22		1/01/22 to 1/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			1/31/2021		Change
Number of Closed Escrows	1,030		1,030			1,054		-2.3%
Dollar Value of Closed Escrows	\$588,791,278		\$588,791,278			\$513,410,840		14.7%
Median	\$522,016		\$522,016			\$445,500		17.2%
Mean	\$571,642		\$571,642			\$487,107		17.4%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
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David Broker
REALTOR®/Specialist

SAR Members Only

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

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

Based on Multiple Listing Service data from MetroList® | 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

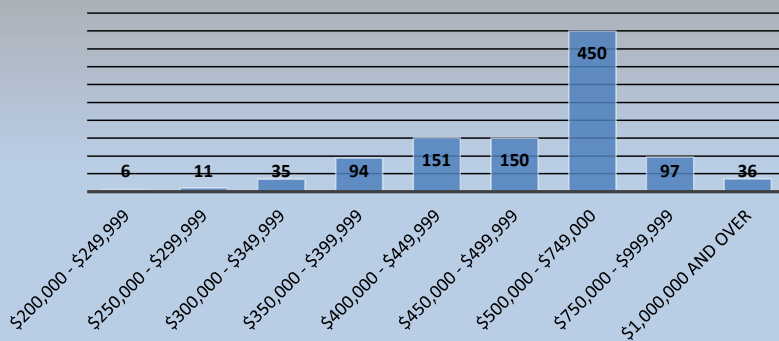
MLS STATISTICS for January 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

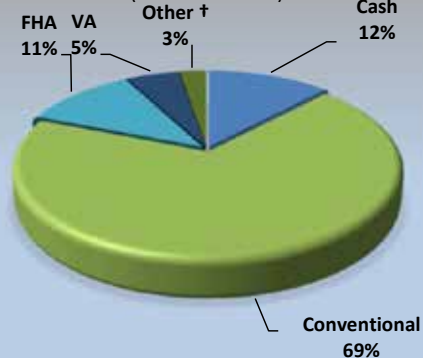
1 House on Lot

Total: 1,030

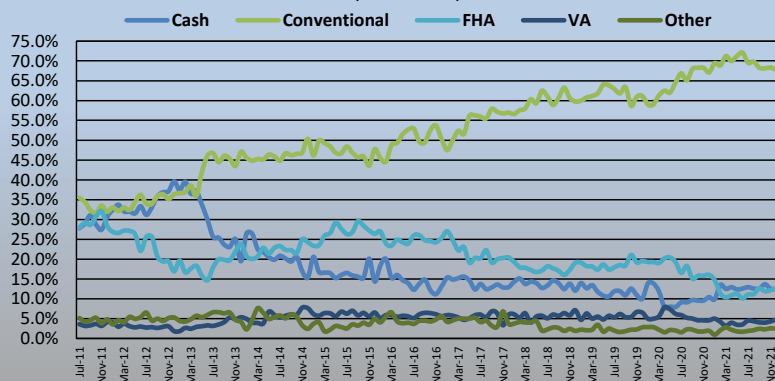


Type of Financing/Days on Market

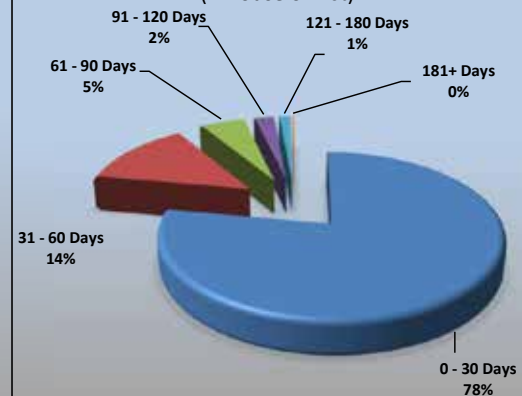
TYPE OF FINANCING (1 House on Lot)



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	125	12.1%	175	12.4%	0 - 30	802	77.9%	81.9%	88.6%
Conventional	709	68.8%	953	67.8%	31 - 60	138	13.4%	11.9%	7.7%
FHA	116	11.3%	176	12.5%	61 - 90	52	5.0%	4.0%	2.3%
VA	53	5.1%	67	4.8%	91 - 120	23	2.2%	1.3%	0.8%
Other †	27	2.6%	35	2.5%	121 - 180	13	1.3%	0.7%	0.5%
Total	1,030	100.0%	1,406	100.0%	181+	2	0.2%	0.2%	0.2%
					Total	1,030	100.0%	100.0%	100.0%

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

Median DOM:	8	9
Average DOM:	21	20
Average Price/Square Foot:	\$339.7	\$338.2

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

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

JANUARY 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	51	REO Sales 0	64	36	51
	Median Sales Price	\$530,000	\$0	\$525,000	\$465,250	\$530,000
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$288	N/A
	Average Sq Ft of Property	1,778	\$0	1,864	1,824	N/A
	Total Listing Inventory *	36	Conventional 51	40	37	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$544,500	\$569,500	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	36	25	35
	Median Sales Price	\$520,000	\$0	\$527,550	\$445,000	\$520,000
	Average Price/Square Foot	\$339	Short Sales 0	\$328	\$267	N/A
	Average Sq Ft of Property	1,603	\$0	1,618	1,700	N/A
	Total Listing Inventory *	22	Conventional 35	25	19	N/A
	Total Listing Median Price ∞	\$576,500	Sales \$520,000	\$532,225	\$499,000	N/A
95621 Citrus Heights	Total Sales	32	REO Sales 0	39	27	32
	Median Sales Price	\$466,100	\$0	\$450,000	\$400,000	\$466,100
	Average Price/Square Foot	\$338	Short Sales 0	\$330	\$286	0
	Average Sq Ft of Property	1,394	\$0	1,763	1,559	N/A
	Total Listing Inventory *	17	Conventional 32	12	14	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$466,100	\$465,450	\$425,000	N/A
95624 Elk Grove	Total Sales	42	REO Sales 0	54	37	42
	Median Sales Price	\$650,500	\$0	\$632,500	\$499,900	\$650,500
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$266	N/A
	Average Sq Ft of Property	2,272	\$0	1,352	2,009	N/A
	Total Listing Inventory *	34	Conventional 42	28	32	N/A
	Total Listing Median Price ∞	\$757,500	Sales \$650,500	\$749,450	\$615,000	N/A
95626 Elverta	Total Sales	4	REO Sales 0	5	6	4
	Median Sales Price	\$534,500	\$0	\$399,999	\$398,000	\$534,500
	Average Price/Square Foot	\$388	Short Sales 0	\$374	\$301	N/A
	Average Sq Ft of Property	1,410	\$0	1,262	1,346	N/A
	Total Listing Inventory *	4	Conventional 4	3	3	N/A
	Total Listing Median Price ∞	\$453,050	Sales \$534,500	\$759,900	\$419,500	N/A
95628 Fair Oaks	Total Sales	33	REO Sales 0	50	37	33
	Median Sales Price	\$629,900	\$0	\$625,500	\$585,000	\$629,900
	Average Price/Square Foot	\$324	Short Sales 0	\$333	\$261	N/A
	Average Sq Ft of Property	2,030	\$0	2,074	2,473	N/A
	Total Listing Inventory *	22	Conventional 33	24	35	N/A
	Total Listing Median Price ∞	\$684,900	Sales \$629,900	\$620,000	\$680,000	N/A
95630 Folsom	Total Sales	52	REO Sales 0	63	54	52
	Median Sales Price	\$775,000	\$0	\$765,000	\$605,000	\$775,000
	Average Price/Square Foot	\$373	Short Sales 1	\$374	\$314	N/A
	Average Sq Ft of Property	2,381	\$685,000	2,228	2,143	N/A
	Total Listing Inventory *	51	Conventional 51	54	37	N/A
	Total Listing Median Price ∞	\$784,000	Sales \$780,000	\$787,000	\$825,000	N/A
95632 Galt	Total Sales	20	REO Sales 0	40	25	20
	Median Sales Price	\$534,000	\$0	\$555,000	\$540,000	\$534,000
	Average Price/Square Foot	\$320	Short Sales 0	\$343	\$261	N/A
	Average Sq Ft of Property	1,868	\$0	1,859	2,158	N/A
	Total Listing Inventory *	14	Conventional 20	15	17	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$534,000	\$548,542	\$542,500	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	2	2
	Median Sales Price	\$862,500	\$0	\$0	\$825,000	\$862,500
	Average Price/Square Foot	\$462	Short Sales 0	\$0	\$313	N/A
	Average Sq Ft of Property	0	\$0	0	2,740	N/A
	Total Listing Inventory *	1914	Conventional 2	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$862,500	\$779,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	1	1	1
	Median Sales Price	\$505,500	\$0	\$350,000	\$400,000	\$505,500
	Average Price/Square Foot	\$242	Short Sales 0	\$271	\$270	N/A
	Average Sq Ft of Property	2,088	\$0	1,290	1,480	N/A
	Total Listing Inventory *	5	Conventional 1	3	5	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$505,500	\$385,000	\$662,450	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	5	3
	Median Sales Price	\$522,000	\$0	\$490,000	\$470,000	\$522,000
	Average Price/Square Foot	\$319	Short Sales 0	\$264	\$256	N/A
	Average Sq Ft of Property	1,617	\$0	2,315	1,922	N/A
	Total Listing Inventory *	3	Conventional 3	1	1	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$522,000	\$672,900	\$415,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	45	22	32
	Median Sales Price	\$386,000	\$0	\$399,000	\$335,000	\$386,000
	Average Price/Square Foot	\$325	Short Sales 0	\$320	\$280	N/A
	Average Sq Ft of Property	1,205	\$0	1,223	1,239	N/A
	Total Listing Inventory *	25	Conventional 32	16	16	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$386,000	\$375,900	\$345,000	N/A
95662 Orangevale	Total Sales	28	REO Sales 0	37	26	28
	Median Sales Price	\$527,500	\$0	\$545,000	\$457,000	\$527,500
	Average Price/Square Foot	\$356	Short Sales 0	\$351	\$311	N/A
	Average Sq Ft of Property	1,609	\$0	1,801	1,723	N/A
	Total Listing Inventory *	18	Conventional 28	17	23	N/A
	Total Listing Median Price ∞	\$581,950	Sales \$527,500	\$584,950	\$535,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	51	REO Sales 0	64	36	51
	Median Sales Price	\$530,000	\$0	\$525,000	\$465,250	\$530,000
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$288	N/A
	Average Sq Ft of Property	1,778	\$0	1,864	1,824	N/A
	Total Listing Inventory *	36	Conventional 51	40	37	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$544,500	\$569,500	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	36	25	35
	Median Sales Price	\$520,000	\$0	\$527,550	\$445,000	\$520,000
	Average Price/Square Foot	\$339	Short Sales 0	\$328	\$267	N/A
	Average Sq Ft of Property	1,603	\$0	1,618	1,700	N/A
	Total Listing Inventory *	22	Conventional 35	25	19	N/A
	Total Listing Median Price ∞	\$576,500	Sales \$520,000	\$532,225	\$499,000	N/A
95621 Citrus Heights	Total Sales	32	REO Sales 0	39	27	32
	Median Sales Price	\$466,100	\$0	\$450,000	\$400,000	\$466,100
	Average Price/Square Foot	\$338	Short Sales 0	\$330	\$286	0
	Average Sq Ft of Property	1,394	\$0	1,763	1,559	N/A
	Total Listing Inventory *	17	Conventional 32	12	14	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$466,100	\$465,450	\$425,000	N/A
95624 Elk Grove	Total Sales	42	REO Sales 0	54	37	42
	Median Sales Price	\$650,500	\$0	\$632,500	\$499,900	\$650,500
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$266	N/A
	Average Sq Ft of Property	2,272	\$0	1,352	2,009	N/A
	Total Listing Inventory *	34	Conventional 42	28	32	N/A
	Total Listing Median Price ∞	\$757,500	Sales \$650,500	\$749,450	\$615,000	N/A
95626 Elverta	Total Sales	4	REO Sales 0	5	6	4
	Median Sales Price	\$534,500	\$0	\$399,999	\$398,000	\$534,500
	Average Price/Square Foot	\$388	Short Sales 0	\$374	\$301	N/A
	Average Sq Ft of Property	1,410	\$0	1,262	1,346	N/A
	Total Listing Inventory *	4	Conventional 4	3	3	N/A
	Total Listing Median Price ∞	\$453,050	Sales \$534,500	\$759,900	\$419,500	N/A
95628 Fair Oaks	Total Sales	33	REO Sales 0	50	37	33
	Median Sales Price	\$629,900	\$0	\$625,500	\$585,000	\$629,900
	Average Price/Square Foot	\$324	Short Sales 0	\$333	\$261	N/A
	Average Sq Ft of Property	2,030	\$0	2,074	2,473	N/A
	Total Listing Inventory *	22	Conventional 33	24	35	N/A
	Total Listing Median Price ∞	\$684,900	Sales \$629,900	\$620,000	\$680,000	N/A
95630 Folsom	Total Sales	52	REO Sales 0	63	54	52
	Median Sales Price	\$775,000	\$0	\$765,000	\$605,000	\$775,000
	Average Price/Square Foot	\$373	Short Sales 1	\$374	\$314	N/A
	Average Sq Ft of Property	2,381	\$685,000	2,228	2,143	N/A
	Total Listing Inventory *	51	Conventional 51	54	37	N/A
	Total Listing Median Price ∞	\$784,000	Sales \$780,000	\$787,000	\$825,000	N/A
95632 Galt	Total Sales	20	REO Sales 0	40	25	20
	Median Sales Price	\$534,000	\$0	\$555,000	\$540,000	\$534,000
	Average Price/Square Foot	\$320	Short Sales 0	\$343	\$261	N/A
	Average Sq Ft of Property	1,868	\$0	1,859	2,158	N/A
	Total Listing Inventory *	14	Conventional 20	15	17	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$534,000	\$548,542	\$542,500	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	2	2
	Median Sales Price	\$862,500	\$0	\$0	\$825,000	\$862,500
	Average Price/Square Foot	\$462	Short Sales 0	\$0	\$313	N/A
	Average Sq Ft of Property	0	\$0	0	2,740	N/A
	Total Listing Inventory *	1914	Conventional 2	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$862,500	\$779,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	1	1	1
	Median Sales Price	\$505,500	\$0	\$350,000	\$400,000	\$505,500
	Average Price/Square Foot	\$242	Short Sales 0	\$271	\$270	N/A
	Average Sq Ft of Property	2,088	\$0	1,290	1,480	N/A
	Total Listing Inventory *	5	Conventional 1	3	5	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$505,500	\$385,000	\$662,450	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	5	3
	Median Sales Price	\$522,000	\$0	\$490,000	\$470,000	\$522,000
	Average Price/Square Foot	\$319	Short Sales 0	\$264	\$256	N/A
	Average Sq Ft of Property	1,617	\$0	2,315	1,922	N/A
	Total Listing Inventory *	3	Conventional 3	1	1	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$522,000	\$672,900	\$415,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	45	22	32
	Median Sales Price	\$386,000	\$0	\$399,000	\$335,000	\$386,000
	Average Price/Square Foot	\$325	Short Sales 0	\$320	\$280	N/A
	Average Sq Ft of Property	1,205	\$0	1,223	1,239	N/A
	Total Listing Inventory *	25	Conventional 32	16	16	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$386,000	\$375,900	\$345,000	N/A
95662 Orangevale	Total Sales	28	REO Sales 0	37	26	28
	Median Sales Price	\$527,500	\$0	\$545,000	\$457,000	\$527,500
	Average Price/Square Foot	\$356	Short Sales 0	\$351	\$311	N/A
	Average Sq Ft of Property	1,609	\$0	1,801	1,723	N/A
	Total Listing Inventory *	18	Conventional 28	17	23	N/A
	Total Listing Median Price ∞	\$581,950	Sales \$527,500	\$584,950	\$535,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

JANUARY 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	51	REO Sales 0	64	36	51
	Median Sales Price	\$530,000	\$0	\$525,000	\$465,250	\$530,000
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$288	N/A
	Average Sq Ft of Property	1,778	\$0	1,864	1,824	N/A
	Total Listing Inventory *	36	Conventional 51	40	37	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$544,500	\$569,500	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	36	25	35
	Median Sales Price	\$520,000	\$0	\$527,550	\$445,000	\$520,000
	Average Price/Square Foot	\$339	Short Sales 0	\$328	\$267	N/A
	Average Sq Ft of Property	1,603	\$0	1,618	1,700	N/A
	Total Listing Inventory *	22	Conventional 35	25	19	N/A
	Total Listing Median Price ∞	\$576,500	Sales \$520,000	\$532,225	\$499,000	N/A
95621 Citrus Heights	Total Sales	32	REO Sales 0	39	27	32
	Median Sales Price	\$466,100	\$0	\$450,000	\$400,000	\$466,100
	Average Price/Square Foot	\$338	Short Sales 0	\$330	\$286	0
	Average Sq Ft of Property	1,394	\$0	1,763	1,559	N/A
	Total Listing Inventory *	17	Conventional 32	12	14	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$466,100	\$465,450	\$425,000	N/A
95624 Elk Grove	Total Sales	42	REO Sales 0	54	37	42
	Median Sales Price	\$650,500	\$0	\$632,500	\$499,900	\$650,500
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$266	N/A
	Average Sq Ft of Property	2,272	\$0	1,352	2,009	N/A
	Total Listing Inventory *	34	Conventional 42	28	32	N/A
	Total Listing Median Price ∞	\$757,500	Sales \$650,500	\$749,450	\$615,000	N/A
95626 Elverta	Total Sales	4	REO Sales 0	5	6	4
	Median Sales Price	\$534,500	\$0	\$399,999	\$398,000	\$534,500
	Average Price/Square Foot	\$388	Short Sales 0	\$374	\$301	N/A
	Average Sq Ft of Property	1,410	\$0	1,262	1,346	N/A
	Total Listing Inventory *	4	Conventional 4	3	3	N/A
	Total Listing Median Price ∞	\$453,050	Sales \$534,500	\$759,900	\$419,500	N/A
95628 Fair Oaks	Total Sales	33	REO Sales 0	50	37	33
	Median Sales Price	\$629,900	\$0	\$625,500	\$585,000	\$629,900
	Average Price/Square Foot	\$324	Short Sales 0	\$333	\$261	N/A
	Average Sq Ft of Property	2,030	\$0	2,074	2,473	N/A
	Total Listing Inventory *	22	Conventional 33	24	35	N/A
	Total Listing Median Price ∞	\$684,900	Sales \$629,900	\$620,000	\$680,000	N/A
95630 Folsom	Total Sales	52	REO Sales 0	63	54	52
	Median Sales Price	\$775,000	\$0	\$765,000	\$605,000	\$775,000
	Average Price/Square Foot	\$373	Short Sales 1	\$374	\$314	N/A
	Average Sq Ft of Property	2,381	\$685,000	2,228	2,143	N/A
	Total Listing Inventory *	51	Conventional 51	54	37	N/A
	Total Listing Median Price ∞	\$784,000	Sales \$780,000	\$787,000	\$825,000	N/A
95632 Galt	Total Sales	20	REO Sales 0	40	25	20
	Median Sales Price	\$534,000	\$0	\$555,000	\$540,000	\$534,000
	Average Price/Square Foot	\$320	Short Sales 0	\$343	\$261	N/A
	Average Sq Ft of Property	1,868	\$0	1,859	2,158	N/A
	Total Listing Inventory *	14	Conventional 20	15	17	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$534,000	\$548,542	\$542,500	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	2	2
	Median Sales Price	\$862,500	\$0	\$0	\$825,000	\$862,500
	Average Price/Square Foot	\$462	Short Sales 0	\$0	\$313	N/A
	Average Sq Ft of Property	0	\$0	0	2,740	N/A
	Total Listing Inventory *	1914	Conventional 2	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$862,500	\$779,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	1	1	1
	Median Sales Price	\$505,500	\$0	\$350,000	\$400,000	\$505,500
	Average Price/Square Foot	\$242	Short Sales 0	\$271	\$270	N/A
	Average Sq Ft of Property	2,088	\$0	1,290	1,480	N/A
	Total Listing Inventory *	5	Conventional 1	3	5	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$505,500	\$385,000	\$662,450	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	5	3
	Median Sales Price	\$522,000	\$0	\$490,000	\$470,000	\$522,000
	Average Price/Square Foot	\$319	Short Sales 0	\$264	\$256	N/A
	Average Sq Ft of Property	1,617	\$0	2,315	1,922	N/A
	Total Listing Inventory *	3	Conventional 3	1	1	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$522,000	\$672,900	\$415,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	45	22	32
	Median Sales Price	\$386,000	\$0	\$399,000	\$335,000	\$386,000
	Average Price/Square Foot	\$325	Short Sales 0	\$320	\$280	N/A
	Average Sq Ft of Property	1,205	\$0	1,223	1,239	N/A
	Total Listing Inventory *	25	Conventional 32	16	16	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$386,000	\$375,900	\$345,000	N/A
95662 Orangevale	Total Sales	28	REO Sales 0	37	26	28
	Median Sales Price	\$527,500	\$0	\$545,000	\$457,000	\$527,500
	Average Price/Square Foot	\$356	Short Sales 0	\$351	\$311	N/A
	Average Sq Ft of Property	1,609	\$0	1,801	1,723	N/A
	Total Listing Inventory *	18	Conventional 28	17	23	N/A
	Total Listing Median Price ∞	\$581,950	Sales \$527,500	\$584,950	\$535,000	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	51	REO Sales 0	64	36	51
	Median Sales Price	\$530,000	\$0	\$525,000	\$465,250	\$530,000
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$288	N/A
	Average Sq Ft of Property	1,778	\$0	1,864	1,824	N/A
	Total Listing Inventory *	36	Conventional 51	40	37	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$530,000	\$544,500	\$569,500	N/A
95610 Citrus Heights	Total Sales	35	REO Sales 0	36	25	35
	Median Sales Price	\$520,000	\$0	\$527,550	\$445,000	\$520,000
	Average Price/Square Foot	\$339	Short Sales 0	\$328	\$267	N/A
	Average Sq Ft of Property	1,603	\$0	1,618	1,700	N/A
	Total Listing Inventory *	22	Conventional 35	25	19	N/A
	Total Listing Median Price ∞	\$576,500	Sales \$520,000	\$532,225	\$499,000	N/A
95621 Citrus Heights	Total Sales	32	REO Sales 0	39	27	32
	Median Sales Price	\$466,100	\$0	\$450,000	\$400,000	\$466,100
	Average Price/Square Foot	\$338	Short Sales 0	\$330	\$286	0
	Average Sq Ft of Property	1,394	\$0	1,763	1,559	N/A
	Total Listing Inventory *	17	Conventional 32	12	14	N/A
	Total Listing Median Price ∞	\$470,000	Sales \$466,100	\$465,450	\$425,000	N/A
95624 Elk Grove	Total Sales	42	REO Sales 0	54	37	42
	Median Sales Price	\$650,500	\$0	\$632,500	\$499,900	\$650,500
	Average Price/Square Foot	\$339	Short Sales 0	\$327	\$266	N/A
	Average Sq Ft of Property	2,272	\$0	1,352	2,009	N/A
	Total Listing Inventory *	34	Conventional 42	28	32	N/A
	Total Listing Median Price ∞	\$757,500	Sales \$650,500	\$749,450	\$615,000	N/A
95626 Elverta	Total Sales	4	REO Sales 0	5	6	4
	Median Sales Price	\$534,500	\$0	\$399,999	\$398,000	\$534,500
	Average Price/Square Foot	\$388	Short Sales 0	\$374	\$301	N/A
	Average Sq Ft of Property	1,410	\$0	1,262	1,346	N/A
	Total Listing Inventory *	4	Conventional 4	3	3	N/A
	Total Listing Median Price ∞	\$453,050	Sales \$534,500	\$759,900	\$419,500	N/A
95628 Fair Oaks	Total Sales	33	REO Sales 0	50	37	33
	Median Sales Price	\$629,900	\$0	\$625,500	\$585,000	\$629,900
	Average Price/Square Foot	\$324	Short Sales 0	\$333	\$261	N/A
	Average Sq Ft of Property	2,030	\$0	2,074	2,473	N/A
	Total Listing Inventory *	22	Conventional 33	24	35	N/A
	Total Listing Median Price ∞	\$684,900	Sales \$629,900	\$620,000	\$680,000	N/A
95630 Folsom	Total Sales	52	REO Sales 0	63	54	52
	Median Sales Price	\$775,000	\$0	\$765,000	\$605,000	\$775,000
	Average Price/Square Foot	\$373	Short Sales 1	\$374	\$314	N/A
	Average Sq Ft of Property	2,381	\$685,000	2,228	2,143	N/A
	Total Listing Inventory *	51	Conventional 51	54	37	N/A
	Total Listing Median Price ∞	\$784,000	Sales \$780,000	\$787,000	\$825,000	N/A
95632 Galt	Total Sales	20	REO Sales 0	40	25	20
	Median Sales Price	\$534,000	\$0	\$555,000	\$540,000	\$534,000
	Average Price/Square Foot	\$320	Short Sales 0	\$343	\$261	N/A
	Average Sq Ft of Property	1,868	\$0	1,859	2,158	N/A
	Total Listing Inventory *	14	Conventional 20	15	17	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$534,000	\$548,542	\$542,500	N/A
95638 Herald	Total Sales	2	REO Sales 0	0	2	2
	Median Sales Price	\$862,500	\$0	\$0	\$825,000	\$862,500
	Average Price/Square Foot	\$462	Short Sales 0	\$0	\$313	N/A
	Average Sq Ft of Property	0	\$0	0	2,740	N/A
	Total Listing Inventory *	1914	Conventional 2	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$862,500	\$779,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	1	1	1
	Median Sales Price	\$505,500	\$0	\$350,000	\$400,000	\$505,500
	Average Price/Square Foot	\$242	Short Sales 0	\$271	\$270	N/A
	Average Sq Ft of Property	2,088	\$0	1,290	1,480	N/A
	Total Listing Inventory *	5	Conventional 1	3	5	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$505,500	\$385,000	\$662,450	N/A
95655 Mather	Total Sales	3	REO Sales 0	5	5	3
	Median Sales Price	\$522,000	\$0	\$490,000	\$470,000	\$522,000
	Average Price/Square Foot	\$319	Short Sales 0	\$264	\$256	N/A
	Average Sq Ft of Property	1,617	\$0	2,315	1,922	N/A
	Total Listing Inventory *	3	Conventional 3	1	1	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$522,000	\$672,900	\$415,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	45	22	32
	Median Sales Price	\$386,000	\$0	\$399,000	\$335,000	\$386,000
	Average Price/Square Foot	\$325	Short Sales 0	\$320	\$280	N/A
	Average Sq Ft of Property	1,205	\$0	1,223	1,239	N/A
	Total Listing Inventory *	25	Conventional 32	16	16	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$386,000	\$375,900	\$345,000	N/A
95662 Orangevale	Total Sales	28	REO Sales 0	37	26	28
	Median Sales Price	\$527,500	\$0	\$545,000	\$457,000	\$527,500
	Average Price/Square Foot	\$356	Short Sales 0	\$351	\$311	N/A
	Average Sq Ft of Property	1,609	\$0	1,801	1,723	N/A
	Total Listing Inventory *	18	Conventional 28	17	23	N/A
	Total Listing Median Price ∞	\$581,950	Sales \$527,500	\$584,950	\$535,000	N/A

STAFF DIRECTORY



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



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

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