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JANUARY 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



Welcome New Leadership



4 President's Message



7 CEO Corner



8 Government Watch



10 Leadership in Lending



13 February Calendar



17 MLS Statistics



11 In Memory of Kathie Bell

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**2022 PRESIDENT**

I am very excited to begin my term as your 2022 SAR President! Thank you for your trust in electing me to serve our members at this level. Like you, I am a working REALTOR®, and I've been a full-time Sacramento real estate broker/REALTOR® since 2005. Are we all loving the new RPA yet? In addition to serving my clients, and serving SAR, I'm also active with our state and national associations of REALTORS®, serving in various leadership positions at those levels as well. I am hopeful that this global view of the inter-relation of our trio of associations will assist me as I seek to help guide our association this year.

I have several priorities for 2022 that I would like to share with you. My theme is "Building Our Bench" -- and if you are a sports fan you may understand what this means already; we need to expand our roster. It is imperative that we bring members into the fold, and ultimately build association member engagement, and develop members into future association leaders. My primary focus is to expand the reach of our association so that our members better understand what we do, why we do it, how we do it, and how our staff and volunteers strive every day to make our members better off. The more of our members who better understand this, then the stronger our association will be in all of our advocacy, policy, fair housing, education, and professional standards/ethics endeavors.

I plan to accomplish this in a variety of ways which I will outline for you. I have three main priority areas for this year:

(1) Foster an environment to engage new members and new leaders. Here are some highlights of how I hope to do this:

- Highlight our current leaders so our members know who to reach out to with questions or concerns. Or better yet, perhaps knowing who your leaders are will inspire members to also get engaged.
- I have also formed a working group to review the composition of our Board of Directors as well as the qualifying criteria to serve on the board. I believe our current criteria is too exclusive and there are ways to expand the opportunities to serve. Change will likely take effect in 2023.
- Host an informational forum for prospective candidates for the Board of Directors during the application period. I believe there are many members who may be interested to serve but do not know how, or what the position entails. That is scheduled for March 1, 2022 at 1pm via Zoom.
- Regular communication to and from leadership. You will hear directly from me on a regular basis via email and in other mediums. I do not want to flood you with extra communication, but empower you with additional information.
- Our Marketing/Communications Committee is also evaluating some new ways to reach our members and I look forward to their efforts this year!

(2) Diversity, Equity, and Inclusion

- I have asked all of our 2022 chairs, vice chairs, and board members to take the Fair Housing Challenge. Embracing fair housing starts here. I'd also encourage ALL members to take the challenge and post to your social media once you have completed it. [Here is a link to more information.](#)





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- Analyze if the demographics of our leadership reflects our membership. And if our membership reflects the Sacramento community. Did you know that in Sacramento County, according to the most recent US Census data, more than one in five residents is foreign born? Our region is truly a melting pot and we should better understand the dynamics of this to serve our members and the community.
- Engage with other local real estate-related organizations. There are several other organizations such as Realtists, NAHREP, AREAA, VAREP, and others that run parallel to ours that we should strive to better align with. Not only will this create better synergy and camaraderie between our organizations, but we can also look to partner with them to create efficiencies and effectiveness between our organizations.
- Our Cultural Diversity/Fair Housing Committee is also evaluating some new programs and I look forward to their efforts this year!

(3) Align Community and Government Relations

- Shift the Volunteer Coordinating Committee to become the Community Relations Committee. The VCC Committee has done great work for many years, but the refocusing of the new Community Relations Committee will not only seek to find volunteer opportunities within the Sacramento area but better align those efforts with our policy priorities.
- Expand our reach to engage more politically and community-minded members in outreach and mobilization efforts. We have so many amazing members doing amazing things in our community. Staff, the Government Relations Committee, and Local Candidate Recommendation Committee are working on a Liaison program that I am optimistic will roll-out this year.
- Local Election Action Funding: LEAF ...or something like that. I am forming another working group to examine creating a program modeled after NAR RPAC President's Circle where our members commit to contribute directly to local SAR supported or endorsed candidates. I am excited to make this program a reality this year.
- REALTOR® Action Fund fundraising. Once we get back to some in-person meetings I hope to roll out a couple fundraising efforts as well.

Our Association vision statement is to be: "An indispensable partner and preeminent resource for real estate in the Sacramento region." Unless you are in SAR leadership already, you probably have never seen this vision statement. This message is featured on the [About Us](#) page of our website and is also behind the [Members Only](#) section log-in via our organizational documents. We created this new vision statement in 2020 during our Strategic Planning workshop, which took place just days before the COVID19 shut-downs began. I can assure you that you will hear this message loud and clear in 2022. I am hoping that you come to understand that we strive every day to be your indispensable partner.

I'd like to thank our outgoing president, Kellie Swayne, for serving this organization so well in 2021. Kellie will continue to serve as the Immediate Past President in 2022. In addition to Kellie, I'll be joined by a very talented 2022 Executive Committee composed of President-elect Cherie Hunt and Secretary/Treasurer Samantha Tov. We plan to work as a team to ensure that SAR is accessible and transparent for our members, focused, relevant, and ready to execute and adapt in this ever-changing environment.

I welcome your contact if you have ideas to improve our Association. Cheers to a great 2022!



Equality in Real Estate

As we move into a new year, I am hoping that we are also going to be moving into a new world of goals and priorities. I am hoping that we will be seeing a winding down of the COVID threat and return to some semblance of normality as we move through the year. It will almost certainly not be without some setbacks and difficulties but hopefully an overall positive movement.

I am also hopeful that we will see progress toward equality in homeownership and wealth building. It is interesting that every time I or a volunteer member of our leadership team makes some references to moving toward fair housing in the real estate industry, we receive negative feedback from members that deny there is any issue of fairness in housing. I hope those individuals claiming that they have never seen or experienced discrimination in housing are telling an accurate truth. But we are not only individuals. We are also part of the real estate profession. And as a group we have a shameful history that must be remedied.

Several months ago I developed and presented a course at SAR entitled Race in Real Estate. It is available as an SAR On Demand course. I encourage you to look at that course for an overview of the history of REALTORS® and their part in promoting housing discrimination.

There are also two books I encourage every member to read, and then pass it to a non-member. The first is *The Color of Law* written by Richard Rothstein. It provides a clear historical perspective of our industry's role in developing and enforcing discrimination in housing, especially in California. I was particularly shocked to find the key role the President of the California Real Estate Association, now called the California Association of REALTORS®, played in creating a panic selling situation in East Palo Alto to change that city from an almost exclusively white neighborhood to an almost exclusively black neighborhood in six years for the economic benefit of himself and his sales associates. And now, almost seventy years later, it is still a predominantly black neighborhood with substandard schools and depressed property values. These conditions were created by the leader of our association pursuing racially discriminatory policies that today are clearly illegal and unethical.

The second book is *Freedom to Discriminate* written by Gene Slater. This book documents the same history of discrimination against minorities being pursued by REALTORS® at all levels. It also documents how, even after passage of the Civil Rights Act and the Fair Housing Act, REALTORS® continued to pursue policies that discriminated against buyers based upon the color of their skin or their national origin.

As members of the profession that wrongly acted to create these discriminatory practices, I believe it is not enough to stop doing them. It is not enough to be non-racist as some who have contacted me have claimed, it is our duty to be anti-racist. To not only not discriminate ourselves, but to prevent discriminatory actions by others. It is time to take positive action to create the wrongs that have resulted from these practices.

HUD recently issued a Memorandum and guidance on Special Purpose Credit Programs. The Memo states that SPCPs are "a special type of lending program that allows lenders and other groups to direct financial assistance" to certain groups. The groups are communities that have "historically been locked out of homeownership opportunities, such as economically disadvantaged classes of persons and first-time homebuyers whose parents and grandparents may have been excluded from the housing and credit markets by discriminatory practices." These programs have been authorized under the Equal Credit Opportunity Act and HUD has determined they do not violate the Fair Housing Act. FHFA issued a statement directing Fannie Mae, Freddie Mac and Federal Home Loan Banks to consider SPCPs.

C.A.R. is looking at these loan products but has not yet established a policy regarding their use. I am personally encouraging you to look for lenders that may start offering these products and use them for the intended clients. It is part of our obligation to atone for our profession's sins of the past.



What Political Tools does SAR need to BUILD A POLITICAL BENCH?

We need politically active members that support the REALTOR® Party! Supporting the REALTOR® Party means you support candidates who are REALTOR® Friendly and keep your business priorities in mind and are making sure polices are NOT hindering private property rights. This allows you to focus on your business and even saves you money over time.

Where Do I Start?

Step 1: Register to Vote - Make sure you are registered to vote and can participate in your local elections.

Step 2: Get out and Vote for REALTOR® Friendly Candidates - Ask you Government Affairs Team which candidates are REALTOR® friendly candidates on the ballot where you live.

Step 3: Promote, Educate, and Donate – Get out and inform your fellow colleagues and help your REALTOR® Friendly Candidates gather support!

Have you invested in the REALTOR® Action Fund (RAF)?

If you have not invested in the REALTOR® Action Fund you can click the link here and make your investment of \$148 to ensure your local Government Affairs Team is able to continue to do the tremendous work that they do to support REALTOR® friendly candidates that will help protect your business interest.

Do you attend Local Neighborhood Townhall Meetings?

Local neighborhood associations and elected officials are having townhall meeting near you all of the time. Join them and share your thoughts as a small business owner and member of the community.

Are you interested in joining a Local Board or Local Commission?

Reach out to Sam at the Government Affairs Team at ssger@sacrealtor.org.

Have you thought about running for Local Political Office?

Reach out to Erin at the Government Affairs Team at eteague@sacrealtor.org.

REALTOR® are the ones who work in their community, understand their community, and should be the ones that help BUILD A BENCH in their community ensuring its growth.



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Preparing for Change as We Build Our Bench

We have all seen the signs and are now beginning to see interest rates rise from the previous year. This may seem like a scary time to have to go back and tell your clients who are looking for homes that every aspect of their potential offer has changed. From the interest rate, the qualifying amount, to possibly how much they can put towards a down payment, these are real conversations that need to be at the forefront of communications with our clients.

Coming from a lender perspective, we know the market produces a new interest rate every day. Our main goal is to go out and capture the best interest rate for our client. Yet how do we make sure this coincides with our client's needs? Security, peace of mind, wealth opportunities, and a clear understanding of the process is what our clients want. As lenders and REALTORS®, this is our mission. Everything changes, but not without signs. Experts in our fields are always helping to point out and manage these changes for our community. While we don't have a crystal ball, what we do have is an educated community that works as a team to not only prepare for, but to embrace any changes that come our way. This is where we need to focus our business in 2022.

Understanding that we are ready for change and when it does happen, we need to be prepared to make sure our clients feel successful in the home ownership process. This has nothing to do with personal commissions and profit, but everything to do with communication, community, and prosperity for all.

I am excited for what 2022 will bring for the Sacramento Association of REALTORS®, the Board of Directors, and its valuable members. As a board member, I am honored to be in a position to work alongside my fellow Association members as well as our community to make 2022 our best year yet.

Sincerely,

Cam Villa

Affiliate Chair, Board of Directors



In Memory of Kathie Bell

SAR is saddened to announce the passing of long time REALTOR® and SAR supporter Kathie Bell on January 2nd. Many knew Kathie for her dedication to the SAR Christmas CanTree, spending every year planning events and drives to raise money for CanTree, which then went to the local chapter of the Salvation Army. Some annual checks through the years totaled over \$100,000. Her commitment to raising funds for those less fortunate was hard to match. She either served as Chair or Member of the CanTree Committee since 2011.

In addition to her CanTree endeavors, Kathie was also on the SAR Board of Directors for several terms, was instrumental in running the Arden/Carmichael Regional Meeting, and also was appointed to the Government Relations Committee for several years. Kathie didn't stop there... she also served as President of Women's Council of REALTORS® Sacramento Chapter - not once, but twice! Her energy and drive were one of a kind.

Kathie first earned her real estate license in April 1989 and joined SAR that very same month. She hung her license with the Lyon Real Estate Sierra Oaks office for many years and that is where she remained until she retired from real estate a few years ago. Outside of SAR-related activities, Kathie was known for her competitive golf game and loved hosting gatherings with friends and family at her beautiful home. For those who didn't know, Kathie was also the "powerhouse" first drummer for the all-female band The Svelts, founded in Sacramento back in the mid-60s.

Kathie's energy and vigor for life will never be forgotten and she will live on in our hearts forever. She touched the lives of all who knew her.



The 2022 NAR Code of Ethics is available now for review and [download](#).

Two amendments to Standard of Practice took effect January 1st. Highlighted below are the changes:

Standard of Practice 1-8

REALTORS®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. Upon the written request of the listing broker who submits a counter-offer to the buyer's tenant's broker, the buyer's/tenant's broker shall provide, as soon as practical, a written affirmation to the listing broker stating that the counter-offer has been submitted to the buyers/tenants, or a written notification that the buyers/tenants have waived the obligation to have the counter-offer presented. REALTORS®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. *(Adopted 1/93, Amended 1/22)*

Standard of Practice 12-1

REALTORS® must not represent that their brokerage services to a client or customer are free or available at no cost to their clients, unless REALTOR® will receive no financial compensation from any source for those services. *(Amended 1/22)*

Previous version:

Standard of Practice 12-1

Unless they are receiving no compensation from any source for their time and services, REALTORS® may use the term "free" and similar terms in their advertising and in other representations only if they clearly and conspicuously disclose:

- 1) by whom they are being, or expect to be, paid;
- 2) the amount of the payment or anticipated payment;
- 3) any conditions associated with the payment, offered product or service, and;
- 4) any other terms relating to their compensation.

(Amended 1/20)

Code of Ethics



FEBRUARY CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change. SAR will be reevaluating the COVID-19 situation month-to-month. Unless otherwise noted, all meetings/classes will be held virtually.

Thank you for understanding.

Monday	Tuesday	Wednesday	Thursday	Friday
	Main Meeting (V) 9:00 – 10:30am 1 MetroList Training – HomeSnap Pro (Webinar) 10:00am CanTree Committee (B) 10:30am – 12noon Community Relations Committee (V) 10:30 – 11:30am Charity Research Committee (B) 10:30 – 11:30am MetroList Training – Interactive Map Search (Webinar) 2:00pm MetroList Training – How to Easily Create a Professional Looking CMA Report! (Recorded Webinar) 6:00am	2 Understanding the New RPA with Dave Tanner (V) 9:00am – 1:00pm	3 MetroList Training – Searching Nationwide (Webinar) 8:00am RE Finance & Affiliate Forum (V) 9:00 – 10:30am MetroList Training – 10 Searches You Should Be Using (Webinar) 10:00am MetroList Training – How to Get the MOST Exposure For Your Listing (Webinar) 2:00pm	4 SAR Toastmasters (Virtual) 7:30 – 9:00am SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed) RELTOR® Boot Camp – Day 2 10:00am- 12:30pm
WCR Board Meeting (B) 7 12noon – 1:30pm MetroList Training – Auto Prospecting (Webinar) 9:00am MetroList Training – MetroList 101 (Webinar) 1:00pm MetroList Training – Homespotter App (Recorded Webinar) 5:00pm	8 LIVE Regional Meetings (Virtual for Now) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm	9 Want to Pay Fewer Taxes? (V) 10:00 – 11:00am MetroList Training – Realist 101 (Webinar) 9:00am MetroList Training – Advanced Realist (Webinar) 1:00pm	10 Masters Club Steering Committee (V) 9:30 – 11:00am Internship Committee (V) 12noon – 1:30pm	11 SAR Toastmasters (Virtual) 7:30 – 9:00am MetroList Training – Cloud CMA 101 (Webinar) 9:00am MetroList Training – Beyond the CMA (Webinar) 1:00pm
14 Education Committee (V) 9:00 – 10:30am Leadership Academy (V) 1:00 – 2:30pm	15 MetroList Training – MetroList Mobile App (Recorded Webinar) 8:00am LIVE Regional Meetings (Virtual for Now) 9:00 – 10:30am Protect Your Business with the Buyer Broker System (V) 9:00 – 11:00am MetroList Training – Advanced Searching Tips (Webinar) 10:00am Marketing/Communications Committee (V) 10:30am – 12noon MetroList Training – HomeSnap Pro (Webinar) 2:00pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm	16 Commercial Council (EC) 8:00 – 10:00am Rev' Up Your Listings in Reverse (V) 10:00 – 11:00am SAR New Member Orientation (V) 6:00 – 9:30pm	17 MetroList Training – Real Estate Trends (Webinar) 10:00pm MetroList Training – Create a CMA (Webinar) 2:00pm WCR Bunco Night (EC) 3:00 – 10:00pm MetroList Training – Auto Prospecting (Recorded Webinar) 6:00pm	18 SAR Toastmasters (Virtual) 7:30 – 9:00am
21 SAR Closed Presidents Day	22 LIVE Regional Meetings (Virtual for Now) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (V) 10:30am – 12noon SAR Charitable Foundation BOD (V) 12:30 – 2:30pm	23 MetroList Training – How to Get the MOST Exposure For Your Listing (Webinar) 9:00am MetroList Training – Interactive Map Search (Webinar) 1:00pm SAR Offices Closed 1:00 – 2:00pm	24 SAR BOD 9:00 – 11:00am	25 SAR Toastmasters (Virtual) 7:30 – 9:00am Real Estate Resource Meeting (TBD) 9:30 – 10:30am
28 MetroList Training – Schedule Showings with ShowingTime (Recorded Webinar) 8:00am MetroList Training – MetroList 101 (Webinar) 10:00am MetroList Training – MetroList Mobile (Webinar) 2:00pm Women Build Kick-Off (EC) 3:30 – 8:00pm				

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

JANUARY

CLASS

- | | | |
|----|---------------------|--------------------------------------------------------------------------|
| 25 | 10am – 11pm | 2022 REAL ESTATE LEGAL UPDATE WITH KEITH DUNNAGAN – ZOOM |
| 27 | 10am – 12:30pm | REALTOR® BOOT CAMP PART 1 – ZOOM |
| 31 | 11:30 am – 12:30 pm | ZIPFORM® AND DOCUSIGN® – ZOOM |

FEBRUARY

CLASS

- | | | |
|----|----------------|------------------------------------------------------------------------------|
| 2 | 9am – 1pm | UNDERSTANDING THE NEW RPA - HYBRID |
| 4 | 10am – 12:30pm | REALTOR® BOOT CAMP PART 2 – ZOOM |
| 9 | 10am – 11pm | WANT TO PAY FEWER TAXES – ZOOM |
| 15 | 10am – 11pm | PROTECT YOUR RE BUSINESS WITH THE BUYER BROKER SYSTEM – ZOOM |
| 16 | 10am – 11pm | REV' UP YOUR LISTINGS IN REVERSE – ZOOM |

MARCH

CLASS

- | | | |
|----|------------------------------------------------------------------------------|------------------------------------------------------------------------|
| 2 | 10am – 11am | REAL ESTATE PROBATE SALES |
| 23 | 9:30am – 12pm | TAX REDUCTION STRATEGIES FOR REAL ESTATE PROFESSIONALS |
| 30 | 8am – 4:30pm | SENIORS REAL ESTATE SPECIALIST® (SRES®) 2 – DAY COURSE |
| 31 | Please View SAR's online portal for latest updates/webinars. | |

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INSTRUCTOR DAVE TANNER REVIEWS THE ELEMENTS REQUIRED TO MAKE A LISTING AGREEMENT VALID, HOW TO SELECT THE RIGHT AGREEMENT FOR A SPECIFIC SITUATION, AND OTHER FORMS TO BE USED WITH LISTING CONTRACTS.

[REGISTER/MORE INFO HERE](#)

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[REGISTER/MORE INFO HERE](#)

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.

[REGISTER/MORE INFO HERE](#)

BROADENING YOUR SCOPE & RUNNING A SUCCESSFUL BROKERAGE

LEARN HOW TO CREATE A CORE GROUP AROUND YOU, HOW TO GROW YOUR BROKERAGE, DEVELOP AN ENVIRONMENT THAT IS COLLABORATIVE, AND THE 21 ECONOMIC FUNDAMENTALS.

[REGISTER/MORE INFO HERE](#)

GEOGRAPHIC FARMING

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[REGISTER/MORE INFO HERE](#)

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

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December 2021

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FlyHomes, Inc.

Renjie Ye
Portfolio Real Estate

Darrgh Zeigler
Citywide Realty & Property Mgmt

WELCOME

SACRAMENTO HOUSING STATISTICS

Total Sales for 2021 Up 6% Over 2020

December closed with 1,406 sales, a 2.4% decrease from November (1,440). Compared to one year ago (1,517), the current figure is down 7.3%. Of the 1,406 sales this month, 175 (12.4%) used cash financing, 953 (67.8%) used conventional, 176 (12.5%) used FHA, 67 (4.8%) used VA and 35 (2.5%) used Other† types of financing. The total number of sales for the year is up 5.9% year over year. There were 17,389 sales for 2021 compared to 16,421 total sales for 2020.

The median sales price decreased slightly from \$515,000 to \$512,013. This figure is up 15.2% from December 2020 (\$444,500). **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 decreased 27% from November to December, from 995 units to 726 units. Compared with December 2020 (735), inventory is down 1.2%. The Months of Inventory stands at .5 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) remained at 9 and the Average DOM increased from 18 to 20. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,406 sales this month, 80% (1,129) were on the market for 30 days or less and 93.2% (1,310) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$336 to \$338. See all statistical reports compiled by the Sacramento Association of REALTORS®.

DECEMBER

Let's Talk About Inventory

Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	4	4	1.0
\$200,000 - \$249,999	5	4	1.3
\$250,000 - \$299,999	9	18	0.5
\$300,000 - \$349,999	30	69	0.4
\$350,000 - \$399,999	59	138	0.4
\$400,000 - \$449,999	76	225	0.3
\$450,000 - \$499,999	85	183	0.5
\$500,000 - \$749,000	278	582	0.5
\$750,000 - \$999,999	118	129	0.9
\$1,000,000 and over	62	54	1.1

Total: 726 1,406 Total: 0.5

Market Snapshot - December 2021

	Dec-21	Nov-21	Change	Dec-20	Change (from '20)
Sales	1,406	1,445	-2.7%	1,528	-8.0%
Median Sales Price	\$512,013	\$515,000	-0.6%	\$444,500	15.2%
Active Inventory	726	995	-27.0%	735	-1.2%
Median DOM	9	9	0.0%	7	28.6%
Avg. Price/SqFt	\$338	\$336	0.5%	\$286	18.2%

Tony Vicari, Director of Communications

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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 for December 2021

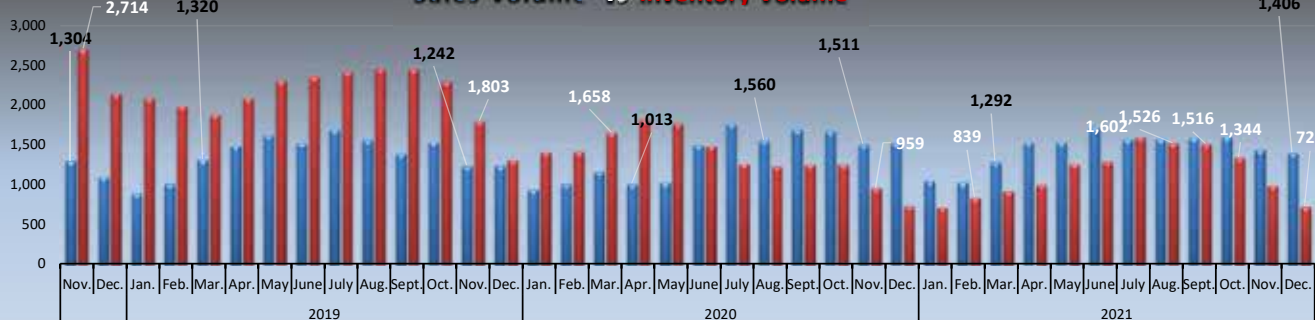
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	950		1,259	-24.5%		1,074		-11.5%
Active Listing Inventory †	726		995	-27.0%		735		-1.2%
Pending Sales This Month*	1,317		1,756	-25.0%		1,488		-11.5%
Number of REO Sales	0	0.0%	5	-100%	0.3%	6	0.4%	-100.0%
Number of Short Sales	0	0.0%	0	N/A	0.0%	5	0.3%	-100.0%
Equity Sales	1,406	100.0%	1,440	-2.4%	99.7%	1,517	99.3%	-7.3%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,406	100%	1,445	-2.7%	100%	1,528	100.0%	-8.0%
Months Inventory	0.5 Months		0.7 Months	-28.6%		0.5 Months		0.0%
Dollar Value of Closed Escrows	\$789,243,792		\$809,762,664	-2.5%		\$748,521,940		5.4%
Median	\$512,013		\$515,000	-0.6%		\$444,500		15.2%
Mean	\$561,340		\$560,389	0.2%		\$489,870		14.6%
Year-to-Date Statistics	1/01/21 to 12/31/21		1/01/21 to 12/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			12/31/2020		Change
Number of Closed Escrows	17,389		17,774			16,421		5.9%
Dollar Value of Closed Escrows	\$9,560,435,368		\$9,755,861,099			\$7,586,072,122		26.0%
Median	\$500,000		\$500,000			\$420,000		19.0%
Mean	\$549,798		\$548,884			\$461,974		19.0%

Sales Volume vs Inventory Volume



Median Sales Price

Sacramento County Statistics
brought to you by:

Your Real Estate Office

Would you like to see your contact info here?
Contact tony@sacrealtor.org for details.

David Brooker
REALTOR/Specialist

SAR Members Only MLS

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

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

Based on Multiple Listing Service data from MetroList® | 2021 SAR

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

Data for Sacramento County and the City of West Sacramento

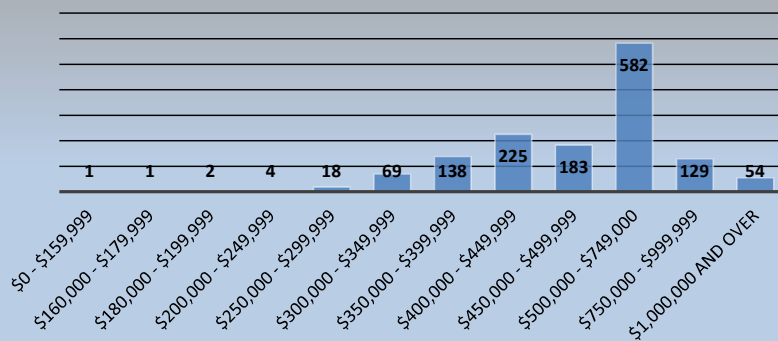
MLS STATISTICS for December 2021

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

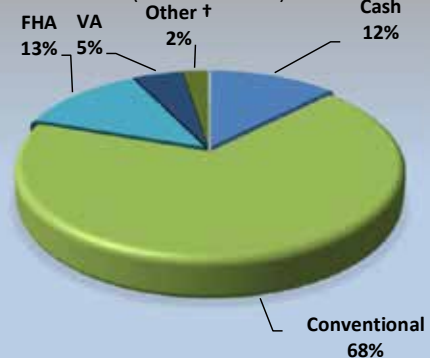
1 House on Lot

Total: 1,406

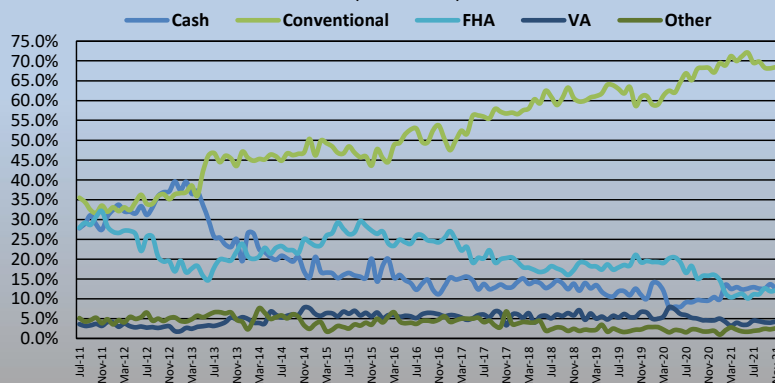


Type of Financing/Days on Market

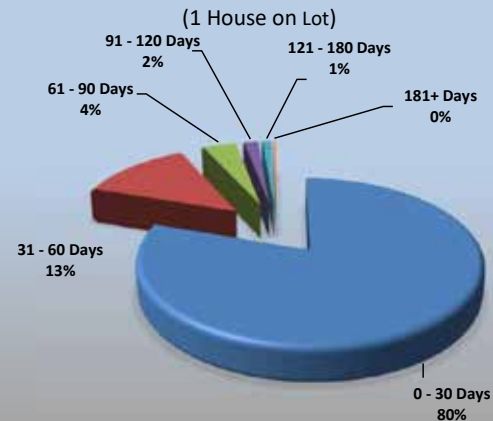
TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing (Single Family Home only) Financing Method	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		
Cash	175	12.4%	182	12.6%	0 - 30	1,129	80.3%	84.0%	88.9%
Conventional	953	67.8%	988	68.4%	31 - 60	181	12.9%	11.0%	7.5%
FHA	176	12.5%	176	12.2%	61 - 90	54	3.8%	3.4%	2.2%
VA	67	4.8%	62	4.3%	91 - 120	23	1.6%	0.9%	0.8%
Other †	35	2.5%	37	2.6%	121 - 180	15	1.1%	0.5%	0.4%
Total	1,406	100.0%	1,445	100.0%	181+	4	0.3%	0.1%	0.2%
					Total	1,406	100.0%	100.0%	100.0%

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

Median DOM:	9	9
Average DOM:	20	18
Average Price/Square Foot:	\$338.2	\$336.2

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® | 2021 SAR

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SINGLE FAMILY HOME SALES BY ZIP CODE

DECEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	64	REO Sales 0	59	74	787
	Median Sales Price	\$525,000	\$0	\$549,950	\$465,000	\$550,000
	Average Price/Square Foot	\$327	Short Sales 0	\$337	\$284	N/A
	Average Sq Ft of Property	1,864	\$0	1,811	1,910	N/A
	Total Listing Inventory *	40	Conventional 64	46	37	N/A
	Total Listing Median Price ∞	\$544,500	Sales \$525,000	\$597,000	\$627,500	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	36	35	467
	Median Sales Price	\$527,550	\$0	\$494,000	\$435,000	\$490,000
	Average Price/Square Foot	\$328	Short Sales 0	\$314	\$282	N/A
	Average Sq Ft of Property	1,618	\$0	1,612	1,594	N/A
	Total Listing Inventory *	25	Conventional 36	42	13	N/A
	Total Listing Median Price ∞	\$532,225	Sales \$527,550	\$525,000	\$548,765	N/A
95621 Citrus Heights	Total Sales	39	REO Sales 0	43	51	545
	Median Sales Price	\$450,000	\$0	\$445,000	\$400,000	\$439,000
	Average Price/Square Foot	\$330	Short Sales 0	\$336	\$274	N/A
	Average Sq Ft of Property	1,763	\$0	1,409	1,506	N/A
	Total Listing Inventory *	12	Conventional 39	17	13	N/A
	Total Listing Median Price ∞	\$465,450	Sales \$450,000	\$435,000	\$385,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	65	61	719
	Median Sales Price	\$632,500	\$0	\$590,000	\$500,000	\$600,000
	Average Price/Square Foot	\$327	Short Sales 0	\$326	\$266	N/A
	Average Sq Ft of Property	1,352	\$0	2,088	2,140	N/A
	Total Listing Inventory *	28	Conventional 54	36	22	N/A
	Total Listing Median Price ∞	\$749,450	Sales \$632,500	\$699,999	\$712,950	N/A
95626 Elverta	Total Sales	5	REO Sales 0	13	5	83
	Median Sales Price	\$399,999	\$0	\$470,000	\$410,000	\$425,000
	Average Price/Square Foot	\$374	Short Sales 0	\$357	\$274	N/A
	Average Sq Ft of Property	1,262	\$0	1,381	1,501	N/A
	Total Listing Inventory *	3	Conventional 5	5	5	N/A
	Total Listing Median Price ∞	\$759,900	Sales \$399,999	\$624,500	\$450,000	N/A
95628 Fair Oaks	Total Sales	50	REO Sales 0	46	57	653
	Median Sales Price	\$625,500	\$0	\$558,750	\$520,000	\$600,000
	Average Price/Square Foot	\$333	Short Sales 0	\$322	\$275	N/A
	Average Sq Ft of Property	2,074	\$0	2,017	2,122	N/A
	Total Listing Inventory *	24	Conventional 50	26	39	N/A
	Total Listing Median Price ∞	\$620,000	Sales \$625,500	\$641,950	\$675,000	N/A
95630 Folsom	Total Sales	63	REO Sales 0	59	79	932
	Median Sales Price	\$765,000	\$0	\$700,000	\$618,000	\$700,000
	Average Price/Square Foot	\$374	Short Sales 0	\$377	\$304	N/A
	Average Sq Ft of Property	2,228	\$0	2,074	2,203	N/A
	Total Listing Inventory *	54	Conventional 63	63	33	N/A
	Total Listing Median Price ∞	\$787,000	Sales \$765,000	\$779,000	\$625,000	N/A
95632 Galt	Total Sales	40	REO Sales 0	41	42	416
	Median Sales Price	\$555,000	\$0	\$510,000	\$460,000	\$488,250
	Average Price/Square Foot	\$343	Short Sales 0	\$317	\$272	N/A
	Average Sq Ft of Property	1,859	\$0	1,833	1,909	N/A
	Total Listing Inventory *	15	Conventional 40	28	16	N/A
	Total Listing Median Price ∞	\$548,542	Sales \$555,000	\$609,000	\$550,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	3	17
	Median Sales Price	\$0	\$0	\$699,900	\$685,000	\$708,000
	Average Price/Square Foot	\$0	Short Sales 0	\$420	\$361	N/A
	Average Sq Ft of Property	0	\$0	1,666	1,778	N/A
	Total Listing Inventory *	1	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$0	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	0	13
	Median Sales Price	\$350,000	\$0	\$0	\$0	\$350,000
	Average Price/Square Foot	\$271	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,290	\$0	0	0	N/A
	Total Listing Inventory *	3	Conventional 1	1	6	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$350,000	\$299,900	\$325,000	N/A
95655 Mather	Total Sales	5	REO Sales 0	10	9	69
	Median Sales Price	\$490,000	\$0	\$542,500	\$452,000	\$520,000
	Average Price/Square Foot	\$264	Short Sales 0	\$296	\$230	N/A
	Average Sq Ft of Property	2,315	\$0	1,943	2,313	N/A
	Total Listing Inventory *	1	Conventional 5	1	1	N/A
	Total Listing Median Price ∞	\$672,900	Sales \$490,000	\$485,000	\$475,000	N/A
95660 North Highlands	Total Sales	45	REO Sales 0	22	31	436
	Median Sales Price	\$399,000	\$0	\$372,500	\$340,000	\$365,000
	Average Price/Square Foot	\$320	Short Sales 0	\$331	\$267	N/A
	Average Sq Ft of Property	1,223	\$0	1,196	1,329	N/A
	Total Listing Inventory *	16	Conventional 45	30	12	N/A
	Total Listing Median Price ∞	\$375,900	Sales \$399,000	\$377,950	\$334,200	N/A
95662 Orangevale	Total Sales	37	REO Sales 0	46	51	486
	Median Sales Price	\$545,000	\$0	\$517,500	\$435,000	\$520,000
	Average Price/Square Foot	\$351	Short Sales 0	\$361	\$298	N/A
	Average Sq Ft of Property	1,801	\$0	1,617	1,745	N/A
	Total Listing Inventory *	17	Conventional 37	26	21	N/A
	Total Listing Median Price ∞	\$584,950	Sales \$545,000	\$549,950	\$528,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	64	REO Sales 0	59	74	787
	Median Sales Price	\$525,000	\$0	\$549,950	\$465,000	\$550,000
	Average Price/Square Foot	\$327	Short Sales 0	\$337	\$284	N/A
	Average Sq Ft of Property	1,864	\$0	1,811	1,910	N/A
	Total Listing Inventory *	40	Conventional 64	46	37	N/A
	Total Listing Median Price ∞	\$544,500	Sales \$525,000	\$597,000	\$627,500	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	36	35	467
	Median Sales Price	\$527,550	\$0	\$494,000	\$435,000	\$490,000
	Average Price/Square Foot	\$328	Short Sales 0	\$314	\$282	N/A
	Average Sq Ft of Property	1,618	\$0	1,612	1,594	N/A
	Total Listing Inventory *	25	Conventional 36	42	13	N/A
	Total Listing Median Price ∞	\$532,225	Sales \$527,550	\$525,000	\$548,765	N/A
95621 Citrus Heights	Total Sales	39	REO Sales 0	43	51	545
	Median Sales Price	\$450,000	\$0	\$445,000	\$400,000	\$439,000
	Average Price/Square Foot	\$330	Short Sales 0	\$336	\$274	N/A
	Average Sq Ft of Property	1,763	\$0	1,409	1,506	N/A
	Total Listing Inventory *	12	Conventional 39	17	13	N/A
	Total Listing Median Price ∞	\$465,450	Sales \$450,000	\$435,000	\$385,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	65	61	719
	Median Sales Price	\$632,500	\$0	\$590,000	\$500,000	\$600,000
	Average Price/Square Foot	\$327	Short Sales 0	\$326	\$266	N/A
	Average Sq Ft of Property	1,352	\$0	2,088	2,140	N/A
	Total Listing Inventory *	28	Conventional 54	36	22	N/A
	Total Listing Median Price ∞	\$749,450	Sales \$632,500	\$699,999	\$712,950	N/A
95626 Elverta	Total Sales	5	REO Sales 0	13	5	83
	Median Sales Price	\$399,999	\$0	\$470,000	\$410,000	\$425,000
	Average Price/Square Foot	\$374	Short Sales 0	\$357	\$274	N/A
	Average Sq Ft of Property	1,262	\$0	1,381	1,501	N/A
	Total Listing Inventory *	3	Conventional 5	5	5	N/A
	Total Listing Median Price ∞	\$759,900	Sales \$399,999	\$624,500	\$450,000	N/A
95628 Fair Oaks	Total Sales	50	REO Sales 0	46	57	653
	Median Sales Price	\$625,500	\$0	\$558,750	\$520,000	\$600,000
	Average Price/Square Foot	\$333	Short Sales 0	\$322	\$275	N/A
	Average Sq Ft of Property	2,074	\$0	2,017	2,122	N/A
	Total Listing Inventory *	24	Conventional 50	26	39	N/A
	Total Listing Median Price ∞	\$620,000	Sales \$625,500	\$641,950	\$675,000	N/A
95630 Folsom	Total Sales	63	REO Sales 0	59	79	932
	Median Sales Price	\$765,000	\$0	\$700,000	\$618,000	\$700,000
	Average Price/Square Foot	\$374	Short Sales 0	\$377	\$304	N/A
	Average Sq Ft of Property	2,228	\$0	2,074	2,203	N/A
	Total Listing Inventory *	54	Conventional 63	63	33	N/A
	Total Listing Median Price ∞	\$787,000	Sales \$765,000	\$779,000	\$625,000	N/A
95632 Galt	Total Sales	40	REO Sales 0	41	42	416
	Median Sales Price	\$555,000	\$0	\$510,000	\$460,000	\$488,250
	Average Price/Square Foot	\$343	Short Sales 0	\$317	\$272	N/A
	Average Sq Ft of Property	1,859	\$0	1,833	1,909	N/A
	Total Listing Inventory *	15	Conventional 40	28	16	N/A
	Total Listing Median Price ∞	\$548,542	Sales \$555,000	\$609,000	\$550,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	3	17
	Median Sales Price	\$0	\$0	\$699,900	\$685,000	\$708,000
	Average Price/Square Foot	\$0	Short Sales 0	\$420	\$361	N/A
	Average Sq Ft of Property	0	\$0	1,666	1,778	N/A
	Total Listing Inventory *	1	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$0	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	0	13
	Median Sales Price	\$350,000	\$0	\$0	\$0	\$350,000
	Average Price/Square Foot	\$271	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,290	\$0	0	0	N/A
	Total Listing Inventory *	3	Conventional 1	1	6	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$350,000	\$299,900	\$325,000	N/A
95655 Mather	Total Sales	5	REO Sales 0	10	9	69
	Median Sales Price	\$490,000	\$0	\$542,500	\$452,000	\$520,000
	Average Price/Square Foot	\$264	Short Sales 0	\$296	\$230	N/A
	Average Sq Ft of Property	2,315	\$0	1,943	2,313	N/A
	Total Listing Inventory *	1	Conventional 5	1	1	N/A
	Total Listing Median Price ∞	\$672,900	Sales \$490,000	\$485,000	\$475,000	N/A
95660 North Highlands	Total Sales	45	REO Sales 0	22	31	436
	Median Sales Price	\$399,000	\$0	\$372,500	\$340,000	\$365,000
	Average Price/Square Foot	\$320	Short Sales 0	\$331	\$267	N/A
	Average Sq Ft of Property	1,223	\$0	1,196	1,329	N/A
	Total Listing Inventory *	16	Conventional 45	30	12	N/A
	Total Listing Median Price ∞	\$375,900	Sales \$399,000	\$377,950	\$334,200	N/A
95662 Orangevale	Total Sales	37	REO Sales 0	46	51	486
	Median Sales Price	\$545,000	\$0	\$517,500	\$435,000	\$520,000
	Average Price/Square Foot	\$351	Short Sales 0	\$361	\$298	N/A
	Average Sq Ft of Property	1,801	\$0	1,617	1,745	N/A
	Total Listing Inventory *	17	Conventional 37	26	21	N/A
	Total Listing Median Price ∞	\$584,950	Sales \$545,000	\$549,950	\$528,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

DECEMBER 2021

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	64	REO Sales 0	59	74	787
	Median Sales Price	\$525,000	\$0	\$549,950	\$465,000	\$550,000
	Average Price/Square Foot	\$327	Short Sales 0	\$337	\$284	N/A
	Average Sq Ft of Property	1,864	\$0	1,811	1,910	N/A
	Total Listing Inventory *	40	Conventional 64	46	37	N/A
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	Median Sales Price	\$527,550	\$0	\$494,000	\$435,000	\$490,000
	Average Price/Square Foot	\$328	Short Sales 0	\$314	\$282	N/A
	Average Sq Ft of Property	1,618	\$0	1,612	1,594	N/A
	Total Listing Inventory *	25	Conventional 36	42	13	N/A
	Total Listing Median Price ∞	\$532,225	Sales \$527,550	\$525,000	\$548,765	N/A
95621 Citrus Heights	Total Sales	39	REO Sales 0	43	51	545
	Median Sales Price	\$450,000	\$0	\$445,000	\$400,000	\$439,000
	Average Price/Square Foot	\$330	Short Sales 0	\$336	\$274	N/A
	Average Sq Ft of Property	1,763	\$0	1,409	1,506	N/A
	Total Listing Inventory *	12	Conventional 39	17	13	N/A
	Total Listing Median Price ∞	\$465,450	Sales \$450,000	\$435,000	\$385,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	65	61	719
	Median Sales Price	\$632,500	\$0	\$590,000	\$500,000	\$600,000
	Average Price/Square Foot	\$327	Short Sales 0	\$326	\$266	N/A
	Average Sq Ft of Property	1,352	\$0	2,088	2,140	N/A
	Total Listing Inventory *	28	Conventional 54	36	22	N/A
	Total Listing Median Price ∞	\$749,450	Sales \$632,500	\$699,999	\$712,950	N/A
95626 Elverta	Total Sales	5	REO Sales 0	13	5	83
	Median Sales Price	\$399,999	\$0	\$470,000	\$410,000	\$425,000
	Average Price/Square Foot	\$374	Short Sales 0	\$357	\$274	N/A
	Average Sq Ft of Property	1,262	\$0	1,381	1,501	N/A
	Total Listing Inventory *	3	Conventional 5	5	5	N/A
	Total Listing Median Price ∞	\$759,900	Sales \$399,999	\$624,500	\$450,000	N/A
95628 Fair Oaks	Total Sales	50	REO Sales 0	46	57	653
	Median Sales Price	\$625,500	\$0	\$558,750	\$520,000	\$600,000
	Average Price/Square Foot	\$333	Short Sales 0	\$322	\$275	N/A
	Average Sq Ft of Property	2,074	\$0	2,017	2,122	N/A
	Total Listing Inventory *	24	Conventional 50	26	39	N/A
	Total Listing Median Price ∞	\$620,000	Sales \$625,500	\$641,950	\$675,000	N/A
95630 Folsom	Total Sales	63	REO Sales 0	59	79	932
	Median Sales Price	\$765,000	\$0	\$700,000	\$618,000	\$700,000
	Average Price/Square Foot	\$374	Short Sales 0	\$377	\$304	N/A
	Average Sq Ft of Property	2,228	\$0	2,074	2,203	N/A
	Total Listing Inventory *	54	Conventional 63	63	33	N/A
	Total Listing Median Price ∞	\$787,000	Sales \$765,000	\$779,000	\$625,000	N/A
95632 Galt	Total Sales	40	REO Sales 0	41	42	416
	Median Sales Price	\$555,000	\$0	\$510,000	\$460,000	\$488,250
	Average Price/Square Foot	\$343	Short Sales 0	\$317	\$272	N/A
	Average Sq Ft of Property	1,859	\$0	1,833	1,909	N/A
	Total Listing Inventory *	15	Conventional 40	28	16	N/A
	Total Listing Median Price ∞	\$548,542	Sales \$555,000	\$609,000	\$550,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	3	17
	Median Sales Price	\$0	\$0	\$699,900	\$685,000	\$708,000
	Average Price/Square Foot	\$0	Short Sales 0	\$420	\$361	N/A
	Average Sq Ft of Property	0	\$0	1,666	1,778	N/A
	Total Listing Inventory *	1	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$0	\$799,900	\$500,000	N/A
95641 Isleton	Total Sales	1	REO Sales 0	0	0	13
	Median Sales Price	\$350,000	\$0	\$0	\$0	\$350,000
	Average Price/Square Foot	\$271	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,290	\$0	0	0	N/A
	Total Listing Inventory *	3	Conventional 1	1	6	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$350,000	\$299,900	\$325,000	N/A
95655 Mather	Total Sales	5	REO Sales 0	10	9	69
	Median Sales Price	\$490,000	\$0	\$542,500	\$452,000	\$520,000
	Average Price/Square Foot	\$264	Short Sales 0	\$296	\$230	N/A
	Average Sq Ft of Property	2,315	\$0	1,943	2,313	N/A
	Total Listing Inventory *	1	Conventional 5	1	1	N/A
	Total Listing Median Price ∞	\$672,900	Sales \$490,000	\$485,000	\$475,000	N/A
95660 North Highlands	Total Sales	45	REO Sales 0	22	31	436
	Median Sales Price	\$399,000	\$0	\$372,500	\$340,000	\$365,000
	Average Price/Square Foot	\$320	Short Sales 0	\$331	\$267	N/A
	Average Sq Ft of Property	1,223	\$0	1,196	1,329	N/A
	Total Listing Inventory *	16	Conventional 45	30	12	N/A
	Total Listing Median Price ∞	\$375,900	Sales \$399,000	\$377,950	\$334,200	N/A
95662 Orangevale	Total Sales	37	REO Sales 0	46	51	486
	Median Sales Price	\$545,000	\$0	\$517,500	\$435,000	\$520,000
	Average Price/Square Foot	\$351	Short Sales 0	\$361	\$298	N/A
	Average Sq Ft of Property	1,801	\$0	1,617	1,745	N/A
	Total Listing Inventory *	17	Conventional 37	26	21	N/A
	Total Listing Median Price ∞	\$584,950	Sales \$545,000	\$549,950	\$528,000	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	64	REO Sales 0	59	74	787
	Median Sales Price	\$525,000	\$0	\$549,950	\$465,000	\$550,000
	Average Price/Square Foot	\$327	Short Sales 0	\$337	\$284	N/A
	Average Sq Ft of Property	1,864	\$0	1,811	1,910	N/A
	Total Listing Inventory *	40	Conventional 64	46	37	N/A
	Total Listing Median Price ∞	\$544,500	Sales \$525,000	\$597,000	\$627,500	N/A
95610 Citrus Heights	Total Sales	36	REO Sales 0	36	35	467
	Median Sales Price	\$527,550	\$0	\$494,000	\$435,000	\$490,000
	Average Price/Square Foot	\$328	Short Sales 0	\$314	\$282	N/A
	Average Sq Ft of Property	1,618	\$0	1,612	1,594	N/A
	Total Listing Inventory *	25	Conventional 36	42	13	N/A
	Total Listing Median Price ∞	\$532,225	Sales \$527,550	\$525,000	\$548,765	N/A
95621 Citrus Heights	Total Sales	39	REO Sales 0	43	51	545
	Median Sales Price	\$450,000	\$0	\$445,000	\$400,000	\$439,000
	Average Price/Square Foot	\$330	Short Sales 0	\$336	\$274	N/A
	Average Sq Ft of Property	1,763	\$0	1,409	1,506	N/A
	Total Listing Inventory *	12	Conventional 39	17	13	N/A
	Total Listing Median Price ∞	\$465,450	Sales \$450,000	\$435,000	\$385,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	65	61	719
	Median Sales Price	\$632,500	\$0	\$590,000	\$500,000	\$600,000
	Average Price/Square Foot	\$327	Short Sales 0	\$326	\$266	N/A
	Average Sq Ft of Property	1,352	\$0	2,088	2,140	N/A
	Total Listing Inventory *	28	Conventional 54	36	22	N/A
	Total Listing Median Price ∞	\$749,450	Sales \$632,500	\$699,999	\$712,950	N/A
95626 Elverta	Total Sales	5	REO Sales 0	13	5	83
	Median Sales Price	\$399,999	\$0	\$470,000	\$410,000	\$425,000
	Average Price/Square Foot	\$374	Short Sales 0	\$357	\$274	N/A
	Average Sq Ft of Property	1,262	\$0	1,381	1,501	N/A
	Total Listing Inventory *	3	Conventional 5	5	5	N/A
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	Total Listing Inventory *	24	Conventional 50	26	39	N/A
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	Average Price/Square Foot	\$0	Short Sales 0	\$420	\$361	N/A
	Average Sq Ft of Property	0	\$0	1,666	1,778	N/A
	Total Listing Inventory *	1	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$779,900	Sales \$0	\$799,900	\$500,000	N/A
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	Median Sales Price	\$350,000	\$0	\$0	\$0	\$350,000
	Average Price/Square Foot	\$271	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	1,290	\$0	0	0	N/A
	Total Listing Inventory *	3	Conventional 1	1	6	N/A
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	Average Sq Ft of Property	1,801	\$0	1,617	1,745	N/A
	Total Listing Inventory *	17	Conventional 37	26	21	N/A
	Total Listing Median Price ∞	\$584,950	Sales \$545,000	\$549,950	\$528,000	N/A

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