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JULY 2022

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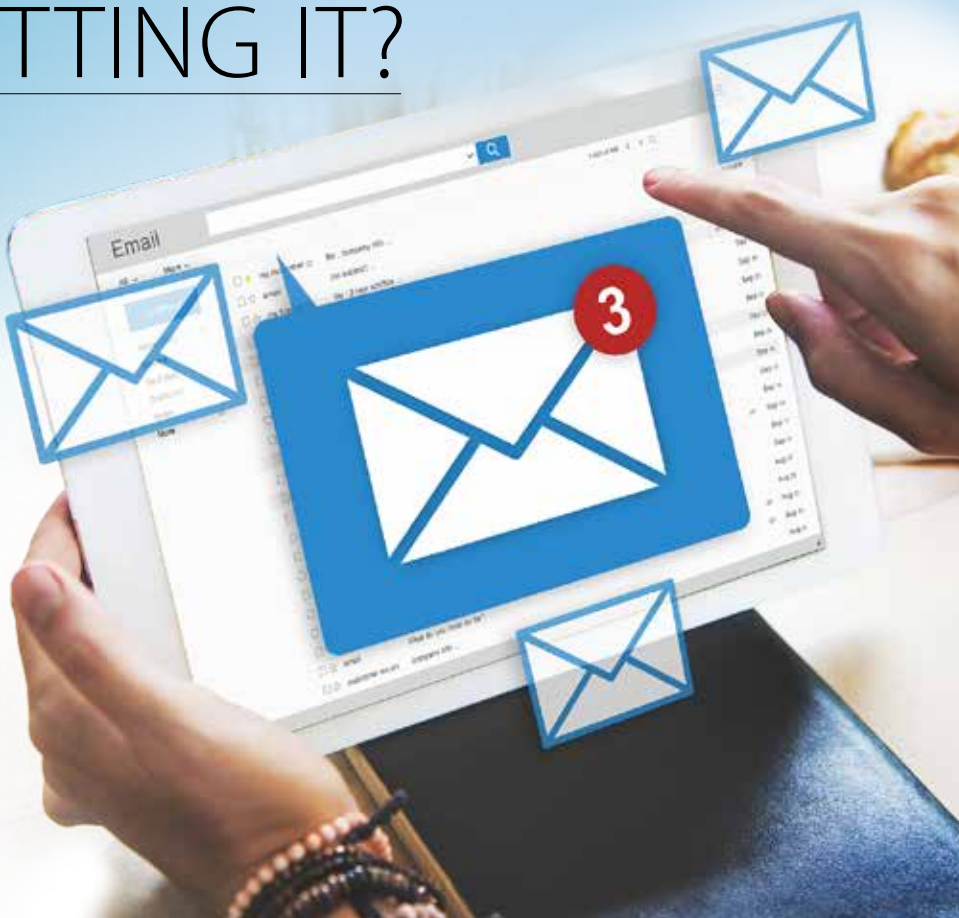
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PRESIDENT'S MESSAGE

ERIN STUMPF



2022 PRESIDENT

At the beginning of the year our SAR leadership team outlined several priorities for 2022, and if you read my very first President's Message of 2022 <https://sacrealtor.org/presidents-message/2022-new-year-message> I alluded to several strategies and goals we hoped to accomplish this year. A few weeks ago during our annual Past President's luncheon I provided a mid-year update as to how we are making progress toward these objectives, and I'd love to share this same update with you all as well. Here is a [link to the video](#).

To summarize what you will see in the video, here is the progress of our three main priority areas for this year:

(1) Foster an environment to engage new members and new leaders.

- **Highlight our current leaders so our members know who to reach out to with questions or concerns.** I hope many of you have noticed an increased level of this -- primarily by giving our involved members some additional ways to highlight their involvement in different SAR activities and committees.
- **Form a Working Group to review the composition of our Board of Directors as well as the qualifying criteria to serve on the board.** I am really excited that the Working Group (chaired by Past President Linda Wood, and vice chaired by board member Barbara Lebrecht) has done a fantastic job over several meetings, and there will be a proposal coming forward for the Board of Directors to review that makes several changes to our current qualifying criteria. So more to come on this.
- **Host an informational forum for prospective candidates for the Board of Directors during the application period.** We conducted this on March 1, 2022 at 1pm via Zoom and several of the attendees did indeed run for board seats this year!
- **Regular communication to and from leadership.** I hope you continue to read these President's Messages in the Weekly Docket, which are a new addition to the Docket in 2022. To each message every week, I get member feedback -- and we really appreciate this! You may have also noticed more regular podcasts published <https://sacrealtor.org/presidents-message/housekeys-podcast> -- thank you to hosts Cam Villa, our 2022 Affiliate Chair, and Tony Vicari, our staff Communications Director! We also recently published a video about the market shift, and coming soon I hope to roll out some member surveying. Our Marketing/Communications Committee, chaired by Maurice Thomas, and vice chaired by Danny Kwon, is also evaluating some new ways to reach our members and I am optimistic we will see some new great things from them.

(2) Diversity, Equity, and Inclusion

- **I have asked all of our 2022 chairs, vice chairs, and board members to take the Fair Housing Challenge.** <https://sacrealtor.org/presidents-message/fair-housing-challenge> Embracing fair housing starts here. I am so proud of our extended leadership team -- as of today well over 50% have completed the challenge and I am confident that we will reach 100% completed by the end of the year.
- **Analyze member demographics.** This is an ongoing effort. I am thankful that NAR has started providing local associations some aggregate data so we can determine how best to serve our members' needs. Again as I mentioned above I also hope to roll out some member surveying so we can directly hear from our members what you all would like to see.





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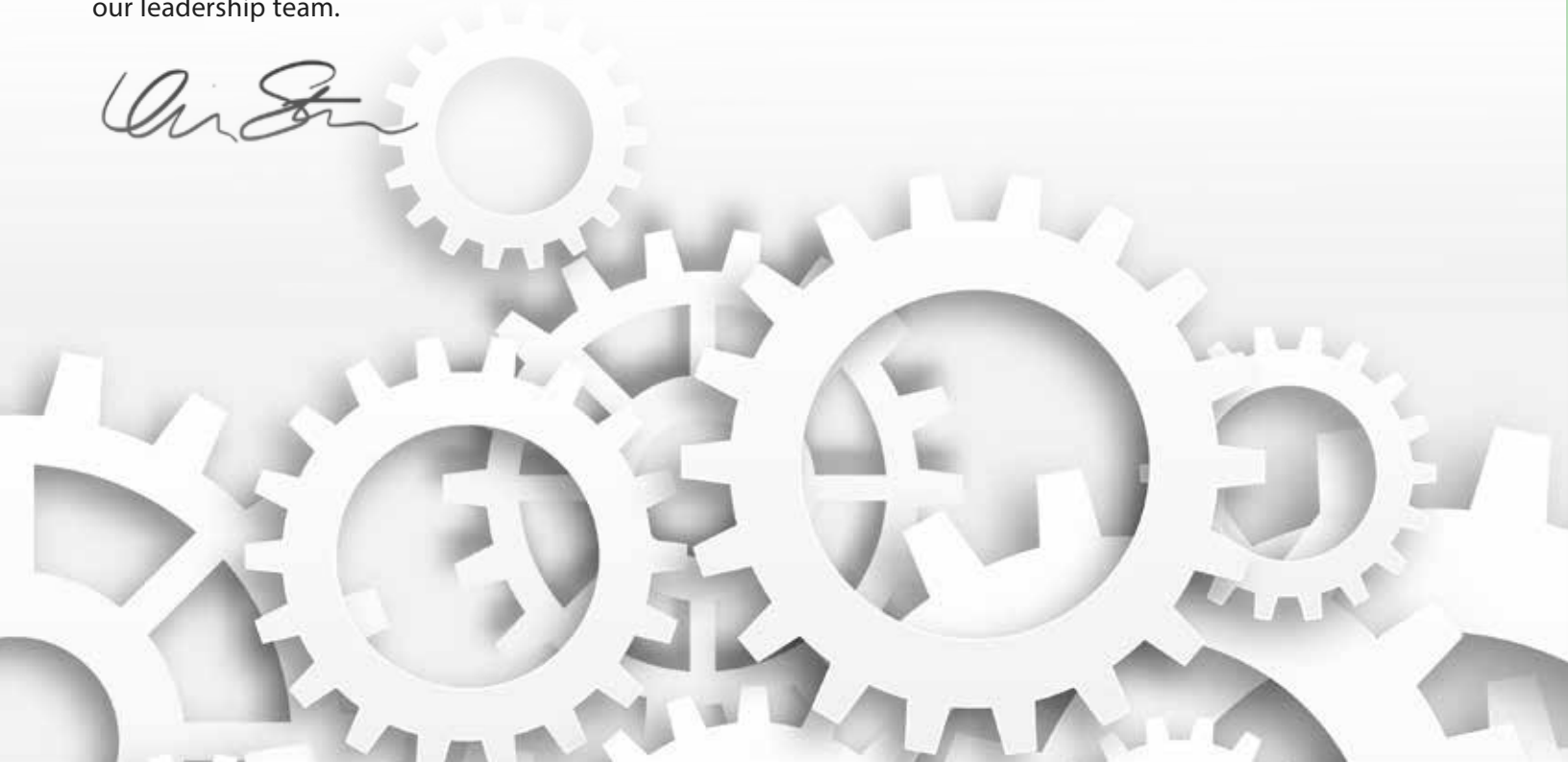
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- **Engage with other local real estate-related organizations.** In May, SAR leadership met with leadership from the local chapters of Realtists, AREAA, Women's Council, and NHORA to open the door to discussions as to how we can create better synergy between our organizations. <https://sacrealtor.org/presidents-message/collaboration> I look forward to collaboration and camaraderie between our organizations. Our 'Cultural Diversity/Fair Housing Committee' under the leadership of chair Stephanie Ferris and vice chair Malyna Phan, changed its name to 'Diversity Equity Inclusion and Fair Housing' and they are also working on several new efforts this year.

(3) Align Community and Government Relations

- **Shift the Volunteer Coordinating Committee to become the Community Relations Committee.** Refocusing the 'Community Outreach Committee' (as it has now been renamed) has been fabulous thus far. Under the leadership of chair Chris Little and vice chair Gina La Placa, they seek to find volunteer opportunities within the Sacramento area that better align with our policy priorities. They are also pursuing programs to highlight SAR members who do amazing work within the community. More to come here.
- **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.** We formed 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. That effort is underway, and I am excited to make this program a reality this year.
- **REALTOR Action Fund fundraising.** There are ongoing discussions regarding a multi-pronged approach to increase participation in our Realtor Action Fund, and I hope to roll out a couple fundraising efforts by the end of 2022.

Our association vision statement is to be: "An indispensable partner and preeminent resource for real estate in the Sacramento region." I hope that you have heard this message more clearly in 2022 as we strive every day to be your indispensable partner. And if you have feedback for us, please do not hesitate to reach out to me or any member of our leadership team.

BRENDA HORTON



What Diversity Equity And Inclusion Means To The Real Estate Industry

Diversity, Equity, and Inclusion (DEI). It seems that over the last few years, almost every major organization has implemented a DEI department, training, or program.

While Diversity, Equity and Inclusion has its roots in the 1960s beginning as a result of the anti-discrimination legislation decade - the Equal Pay Act of 1963, Title VII of the Civil Rights Act of 1964, and the Age Discrimination in Employment Act of 1967; it wasn't until a few years ago that it caught momentum and traction in the workplace and has become a "buzz" term.

Why now? Why does it seem to be front and center now?

It's complicated, but simply put - society has a way of showing us who we are through the lens of social movements and events such as Black Lives Matter, mass gun shootings, unaffordable housing, Stop Asian Hate, and homelessness, etc.

There is no denying that we need solutions to serious social problems in America. That's where DEI comes in. While DEI has been evolving over the last 50 years, its time has come and it is now at the intersection of work and life.

So, what exactly does diversity, equity and inclusion mean? And why should DEI matter to us as Real Estate professionals? To better understand, here is a reference by the [New Transitions Center](#):

"Diversity, Equity, and Inclusion (DEI) is a phrase that has become increasingly popular as our country works to become better for all who live here. This includes people who have been overlooked, under-resourced, and marginalized throughout history. By promoting DEI, we can work to improve the lives of these individuals and provide them with the necessary tools to thrive.

- **Diversity** - Diversity is the presence of things that are different from one another. This is expressed in many different ways, including through different races, ethnicities, languages, religions, ages, disabilities, sexual orientations, genders, gender identities, socioeconomic statuses, and more. Individuals with diverse backgrounds or who have disabilities have largely been underrepresented throughout history and our country is now working to change that.
- **Equity** - Equity involves trying to understand and give each person what they need in order for them to achieve an equal footing in life. This often involves providing resources and services that they have not had access to previously. Equity is similar to equality, but equality only works if everyone starts at the same place, which is not always the case. Equity focuses on helping people obtain what they need in order to get to a place where equality is possible. For example, for individuals with disabilities, equity would be helping them with things like specialized care, access to free medication, and assisted experiences so that they can do and see things that others can on their own.
- **Inclusion** - Inclusion focuses on involving everyone and making sure no one is excluded for reasons like their race, religion, gender, gender identity, sexual orientation, any disability they may have, or anything else that makes them underrepresented. It also is not simply about including diverse groups but making sure they feel welcomed and able to participate in decision-making, development opportunities, and other activities."

Diversity, Equity, and Inclusion are not mere buzzwords. The homeownership gap between white Americans and Black Americans is the same today as it was in 1968 when the Fair Housing Act was passed. This is only one shocking statistic of the disparities that still exist today. Diversity, Equity, and Inclusion are crucial concepts that we must make essential in our businesses and in all that we do.

The Sacramento Association of REALTORS® is committed to promoting and integrating DEI into our membership. To better reflect our dedication to DEI, the Committee of SAR – Cultural Diversity and Fair Housing has changed its name to Diversity, Equity, Inclusion, and Fair Housing. We hope that you will join us in spirit and action as we move forward in creating a more DEI environment for our members and community.

Here are three action steps you can take to increase your understanding of DEI:

1. Join us on September 15th, 2022 for a Lunch and Learn event to help you Grow Your Business through DEI. Save the date. More details coming soon.
2. Take the Fair Housing Challenge. These are the three components to complete this challenge:
 - a. Fairhaven Simulation - <https://fairhaven.realtor/>
 - b. Bias Override Video - <https://www.nar.realtor/videos/bias-override-overcoming-barriers-to-fair-housing>
 - c. At Home With Diversity® Course - <https://www.nar.realtor/courses/expanding-your-business-and-horizons>
3. Consider joining the Sacramento Association of REALTORS® DEI and Fair Housing Committee in 2023.

STEPHANIE FERRIS



2022 SAR SCHOLARSHIP AWARDS

Congratulations to The Class of 2022!

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Nick LaPlaca
Chip O'Neill

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WINNERS



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SAR STAFF MEMBER SPOTLIGHT



GOVERNMENT AFFAIRS COORDINATOR

DEREK CATRON



1. How long have you been working with SAR? What is your job title and duties?

I have been working at SAR since June 20th as the Association's new Government Affairs Coordinator. My duties include but are not limited to drafting newsletters, tracking legislation and local policies related to real property rights, organizing and documenting meetings with elected officials, and acting as a staff liaison for the Government Relations Committee, Leadership Academy, and the Diversity, Equity, Inclusion, and Fair Housing Committee.

2. What did you do before you were hired on at SAR?

Before working at SAR, I helped manage a COVID-19 testing program for the UC Davis Department of Public Health Sciences. I led multiple teams at various locations to provide free RT-PCR COVID testing to the public. Prior to working at UC Davis, I interned in the California State Assembly and worked as a freelance journalist.

3. What are some of the things you like about working at SAR?

I like a lot of things about working at SAR. But if I'm going to narrow it down to only a few, I would have to say the great people, the exciting work, and of course, all the food.

4. How long have you lived in the Sacramento area? Where have you lived before?

I have always lived in the Sacramento area. I grew up in Davis, Dixon, and Woodland, and lived in Sacramento while attending college here. I currently live in Davis where I will be moving into a new house very soon.

5. What do you like/dislike about Sacramento?

What I like about Sacramento is the history and character of the city as well as the diversity of its residents. There may be some nostalgia at play, but I love the city I am from. I love visiting Old Sac, going out downtown, and trying new places to eat. The only thing I have against Sacramento is how hot the Summers can get.

6. What are some of your hobbies or interests?

I am huge fan of comedy, movies, and basketball. I keep up with all the latest stand-up comedy specials, and horror, fantasy, and drama movies. I am an avid Kings fan, but it pains me to watch sometimes. I'm hopeful that the hiring of Mike Brown as head coach and our latest roster moves will begin to turn things around.

7. Have you watched any good movies or read any good books lately?

Always. I recently finished reading the Game of Thrones book series (well, the books that there are so far). I read mostly non-fiction history, philosophy, political science and/or psychology books, but I do enjoy a good fantasy story, and Game of Thrones is my favorite – right up there with Lord of the Rings of course.

8. Do you have any favorite vacation spots?

My girlfriend and I visit Santa Monica pretty often. It's where she grew up, so it might not feel like vacation to her as much as it feels like visiting home, but I always enjoy going. The beaches are beautiful, the food is great, and there is always something fun to do. We do something new every time we go, but of course we hit all our regular spots too. Sidecar donuts is a must.

9. What's your favorite restaurant(s) in the Sacramento area?

I worked at the Fox and Goose while in college, so that quickly became one of my favorite places, and still is. I also went to Allora recently, which was incredible. Will definitely be going back the next time I have something big enough to celebrate that justifies a \$300+ dinner.

10. What would people be surprised to learn about you?

I have never left the country and have only been to a handful of states. Up until this last Thanksgiving when I traveled to Florida, the furthest I had been away from Sacramento was Montana. I am hoping to travel all over the States and Europe someday.

GOVERNMENT WATCH

GOVERNMENT AFFAIRS COORDINATOR

DEREK CATRON

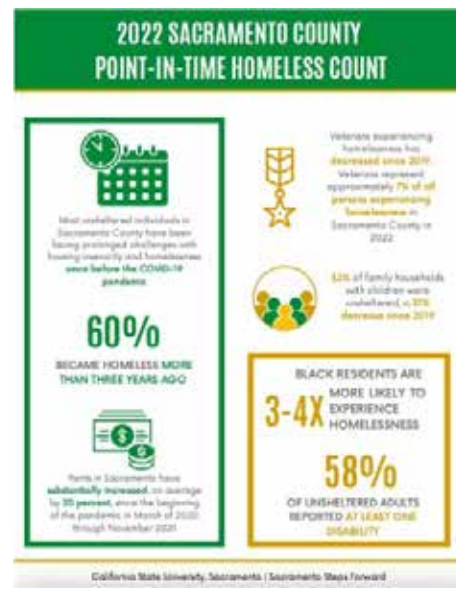
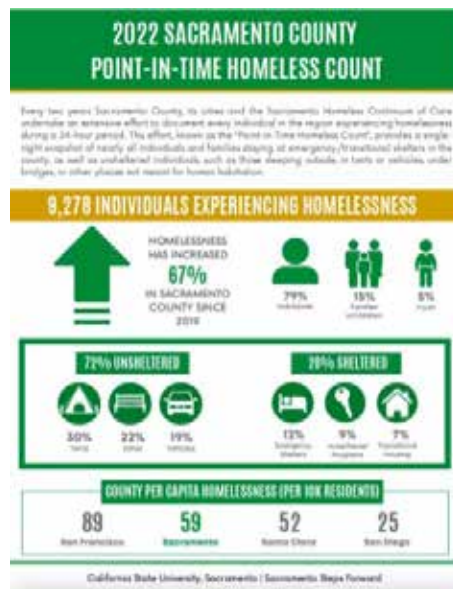


2022 Point in Time Count Report: What You Need to Know

The latest **Point-in-Time Count** report conducted by [Sacramento Steps Forward](https://sacramentostepsforward.org/continuum-of-care-point-intime-pit-count/2022-pit-count/) reminds us that we must not lose sight of the pervasive issue of homelessness in Sacramento. Point-in-Time is essentially a census taken of the county's unhoused residents. It is conducted every two years to track trends in homelessness, although the pandemic did delay this most recent one. Before this February, the last count was taken in 2019. Below, you will find an overview of the latest report and its implications for Sacramento County.

Point-in-Time Count by the Numbers:

- The overall count increased 67% from 5,570 (2019) to 9,278 in 2022. While the overall number of people has increased, the percentage split of sheltered vs unsheltered – 28% vs 72% respectively, hasn't changed; which is indicative of increased bed capacity over the last three years.
- Those reporting chronic homelessness has more than doubled. Chronic homelessness is defined as long periods of homelessness and the presence of a disabling condition such as behavioral health issues or drug addiction.
 - o Nearly 50% of those experiencing homelessness are considered 'chronic'
 - o 58% of unsheltered report disabling conditions vs. 40% in 2019
 - o 74% of the unsheltered population reports being homeless continually for more than a year
- There was a substantial rise in vehicles counted – in 2019, 200 vehicles were counted; in 2022, 1,100 vehicles were counted equating to 1,782 people. The report also notes the new trend of "vehicle encampments"



What the Sacramento Region is doing:

- The County has been steadily increasing funding, resources and [programs](#)
- Sacramento City Council voted to place a homelessness measure on the November ballot
 - o The measure, referred to as the "Emergency Shelter and Enforcement Act of 2022", would outlaw homeless encampments and force Sacramento to build shelters. **SAR** is keeping a close eye on this measure and its implications but has not yet taken an official stance on it.
- The city is encouraging Sacramento County "to adopt a comparable measure." County officials have expressed an interest in placing an ordinance on a countywide ballot but have yet to do so.

Additional information:

- Point in Time Count Report:

<https://sacramentostepsforward.org/continuum-of-care-point-intime-pit-count/2022-pit-count/>

- Sacramento County Homeless Progress Report:

https://www.saccounty.gov/Homelessness/Documents/June_ProgressReport_final.pdf

- Ballot Measure – Cap Radio:

<https://www.capradio.org/articles/2022/04/06/sacramento-citycouncil-to-consider-ballot-measure-outlawing-homeless-encampments-forcing-city-to-buildmore-shelters/>

Please contact Erin Teague: eteague@sacrealtor.org or Derek Catron: dcatron@sacrealtor.org with any questions.



In Memoriam

Hometown Hero:

CLAY WALKER SIGG

Clay Walker Sigg passed away peacefully on June 11, 2022, surrounded by those he loved. He suffered a stroke on Wednesday evening after playing a round of golf.

Clay was the eldest of two children born on October 5th, 1950, to Robert William Sigg and Patricia Genevieve Davies. He grew up in Downey, California where his childhood was spent playing sandlot streetball and never making it home before dark. In high school, his family moved to Trona, California where he was chosen for the All-Southern California baseball team during his senior year.

In 1968, Clay began his college career at the University of California at Davis, majoring in History and playing Aggies college baseball as a centerfielder. Known for his exceptional range and tenacity, Clay was chosen for the All Far Western Conference, All-Century Defensive Team and was awarded best defensive play by renowned coach Phil Swimley. As a leadoff hitter with fine bat control, he set many wooden bat era records and was proudly inducted into the UC Davis Baseball Hall of Fame twice, first for his disciplined career and additionally as part of the record setting 1972 team.

This was only the beginning of Clay's lifelong passion for baseball. In 1990, Clay joined the Men's Senior Baseball League winning the World Series two years in a row. Alongside former major league players, he maintained an impressive .500 batting average and was inducted into the Men's Senior League Hall of Fame in 2008.

Clay's love for baseball served as a metaphor for life and greatly contributed to his every success. His deep love and respect for the game inspired him to write Hometown Heroes: The Single Franchise Baseball Stars of the 20th Century." The players highlighted in this beautiful tribute spent their entire careers devoted to the same team, were outstanding role models and deeply involved in their communities. For Clay, these men were the immortalized heroes of his boyhood and his lifelong dedication to their example has elevated him into their ranks.

Clay's commitment to these values were exemplified in his 46+ year real estate career as a broker and mentor. As a lifetime Toastmaster, he led his agents in "Weekly Empowerment Workshops" where he instilled a pursuit of personal excellence. He was well known in the Sacramento Region due to his long career with Lyon Real Estate, Coldwell Banker and most recently as the owner/broker for Diez & Sigg Properties, established in 2017.

Clay's involvement with the local, state, and national REALTOR® Associations is legendary. In 1998, he was elected President of the Sacramento Association of REALTORS®. Before that, he served on nearly every SAR committee available. He was a California Association of REALTORS® (C.A.R.) State Director for over three decades and was awarded the prestigious C.A.R. 'Director for Life' designation, one of the most prestigious awards that the 200,000-member trade organization bestows. He served on the C.A.R. Executive Committee and chaired significant C.A.R. committees including Professional Standards, Transaction & Regulatory, Federal Issues, Legal Affairs Forum, and Legal Action Fund Trustees. He was also Vice Chair of the C.A.R. Strategic Planning & Finance Committee and Chair

of C.A.R. Region 3. Additionally, he was part of the C.A.R. Congressional Lobbying committee, making yearly visits to Washington DC to advocate for the industry. In recognition of his steadfast career as an industry leader in real estate, he was awarded the Sacramento Association of REALTORS® Lifetime Achievement Award in 2016.

When he wasn't in the office, Clay could be found exploring his deep appreciation for nature. He held a special passion for the mountains; summiting Mount Shasta, Mount Whitney, and Half Dome. Clay was up for any adventure and explored the world river rafting, kayaking, and downhill skiing. One of his long-held dreams was to hike the John Muir Trail which he began section hiking in 2004 with his son Anthony and completed with his daughter Nicole and son-in-law Greg in 2009. At home, Clay loved nothing more than biking with his wife on the American River trail and working tirelessly on his golf game. An athlete to the end, his discipline to exercise and mental fortitude were a pillar in his everyday life, allowing him to achieve his lowest golf handicap of 2.9.

Clay accomplished what he set out to do in his life. He leaves a legacy of character, commitment and purpose to this world. His devotion to his family was exemplary, embodied by his dedication as a father, grandfather and husband. His beautiful 45-year marriage to Sandra is a shining light to everyone it touched and their love endures as an inspiration to all.

Mr. Sigg is survived by his wife Sandra Moldenhauer Sigg of Granite Bay, California, his brother Eric Whitman Sigg of Pasadena, California his daughter Nicole Sigg Anderson, son-in-law Greg Joseph Anderson, and grandsons Noah William Anderson and Luke Daniel Anderson of Shingle Springs, California; daughter Julia Sigg Dedmon, son-in-law Chad Michael Dedmon and granddaughter Brielle Grace Dedmon and grandson David Judah Dedmon of Redding, California; son Anthony Martin Sigg and Alison Darling Sigg of Port Orford, Oregon.

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Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)

Case #12-12: Advertising in the Guise of News

(Adopted April, 1994. Revised November, 1995 and May, 2017.)

Shortly after e-mailing his “Homeowners Neighborhood Newsletter” to local residents, several complaints were filed against REALTOR® B claiming that he had engaged in deceptive advertising in violation of Article 12’s “true picture” directive. These complaints were reviewed by the Grievance Committee, which determined that a hearing should be held and that all of the related complaints would be consolidated in a single hearing. The appropriate notices were sent and the hearing was convened.

REALTOR® A, one of the complainants, introduced REALTOR® B’s “Homeowners Neighborhood Newsletter” into evidence, pointing out that REALTOR® B had prominently shown pictures of, and addresses for, ten homes in an exclusive area of town, labeling each as “Recently Sold.” REALTOR® A, the listing broker for several of these properties, stated that in his opinion, the average reader would readily conclude that REALTOR® B, by advertising this way, was claiming to have listed and sold the properties and that his claims violated Article 12, as interpreted by Standard of Practice 12-7. In response, REALTOR® B indicated that Article 12 was limited in scope to “. . . advertising and representations to the public” and that his “Homeowners Neighborhood Newsletter” was not, in fact, advertising but rather a well-intentioned effort to make homeowners aware of current market values. “Sale prices in our county become a matter of public record once a deed of sale is recorded,” REALTOR® B argued, “and anyone who wants to find out about recent sales can get that information from the recorder’s office.” “All I am doing,” he continued, “is reporting news — and saving residents the time and effort of retrieving this information on their own. If someone appreciates my efforts and later buys or sells through me, so much the better, but that is not the reason for my newsletter.”

After hearing from the complainants and the respondent, and after reviewing the content of the newsletter, the Hearing Panel concluded that it did, in fact, violate Article 12 since, while the information regarding the properties themselves was accurate, its cumulative effect was to convey the impression that REALTOR® B had listed and/or sold the properties when he had not. The fact that he had been the cooperating broker in one of the transactions did not give him the right to claim, directly or indirectly, that he had “sold” any of the other properties because in no instance had he been the listing broker. The Hearing Panel did not accept REALTOR® B’s claim that his newsletter was exempt from scrutiny under Article 12 in that he was disseminating news and not engaging in advertising. They noted that the name, e-mail address, and phone number of REALTOR® B’s firm appeared prominently in several places; that a considerable portion of the newsletter was devoted to services available from REALTOR® B’s firm and the advantages of doing business with REALTOR® B; and concluded that while the newsletter might, in fact, include an element of “news” a primary purpose of it was to advertise REALTOR® B and his firm and, consequently, that it was subject to scrutiny under Article 12.

AUGUST CALENDAR OF EVENTS

PLEASE NOTE:

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

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

Monday	Tuesday	Wednesday	Thursday	Friday
1 WCR Board Meeting (B) 12noon – 1:30pm	2 Main Meeting (EC) 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Community Outreach Committee (T) 10:30am – 12noon Charity Research Committee (B1) 10:30 – 11:30am	3 Probate Real Estate Sales (V) 11:00am – 12noon	4 RE Finance & Affiliate Forum (EC) 9:00 – 10:30am	5 SAR Toastmasters (T) 7:30 – 9:00am SAR Office Closed 7:30 – 8:30am
8 Education Committee (B) 10:00 – 11:30am Leadership Academy (B) 1:00 – 2:30pm	9 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm	10 Commercial Council Meeting (B) 11:00am – 12noon	11 <u>REALTOR® Boot Camp (EC - W)</u> 9:00am – 3:00pm Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	12 SAR Toastmasters (T) 7:30 – 9:00am
15 No Events Scheduled	16 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee (B) 10:30 – 11:30am Scholarship Fundraising Committee (B) 1:00 – 2:00pm	17 SAR New Member Orientation (V) 6:00 – 9:30pm	18 WCR Business Luncheon (EC) 11:00am – 1:30pm	19 SAR Toastmasters (T) 7:30 – 9:00am
22 MetroList In-Person Training (T) 9:00am – 3:30pm	23 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am DEI/Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:30pm Internship Class (B) 2:30 – 4:00pm	24 No Events Scheduled	25 SAR BOD 9:00 – 11:00am <u>Protect your Business with the Buyer Broker System (EC - W)</u> 9:00 – 11:30am	26 SAR Toastmasters (T) 7:30 – 9:00am
29 No Events Scheduled	30 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Electrification Event (EC) 10:00am – 1:00pm	31 SAR Offices Closed 1:00 – 2:00pm		

SAR EDUCATIONAL OFFERINGS

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

JULY

CLASS

27 10am – 11am [LEAD GENERATION WITH GEOGRAPHIC FARMING - IN PERSON](#)

AUGUST

CLASS

3 11am – 12pm [PROBATE REAL ESTATE SALES - ZOOM](#)

11 9am – 2:55pm [REALTOR BOOT CAMP – IN PERSON](#)

17 10am – 11am [REV' UP YOUR LISTING IN REVERSE – ZOOM](#)

25 9am – 11:30am [PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM – IN PERSON](#)

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

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

ON DEMAND WEBINARS

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

LISTING AGREEMENTS WITH DAVE TANNER

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](#)

MID-YEAR 2022 MARKET UPDATE WITH RYAN LUNDQUIST

RYAN TAKES A DEEP DIVE INTO THE MARKET TO HELP YOU UNDERSTAND HOW THE MARKET IS MOVING, PICK UP TIPS FOR TALKING ABOUT THE MARKET WITH CLIENTS, AND CONSIDER WHAT THE MARKET MIGHT LOOK LIKE IN THE COMING MONTHS.

[REGISTER/MORE INFO HERE](#)

EVERYTHING VA LOANS

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

[REGISTER/MORE INFO HERE](#)

SHOW ME THE MONEY: INVESTMENT PROPERTY ANALYSIS

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

[REGISTER/MORE INFO HERE](#)

ESSENTIAL DISCLOSURES

POPULAR PRESENTER THERESA GORHAM WITH JCP-LGS DISCLOSURES WILL INSTRUCT YOU ON HOW TO ENSURE YOUR CLIENT RECEIVES ALL THE APPROPRIATE DISCLOSURE DOCUMENTS. LEARN TO IDENTIFY PACE TAX LIENS, MELLO-ROOS, 1915 BONDS, AND MANY OTHERS. ALSO, DISCOVER HOW TO NAVIGATE THE NHD.

[REGISTER/MORE INFO HERE](#)

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

Looking for an Affiliate or REALTOR®?

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SAR NEW MEMBERS

June 2022

AFFILIATES

Raymond Kirchner
River City Mortgage

Broker Associate

Barry Bruns
MV Realty of California

DESIGNATED REALTORS®

Raida Alimardani
American Star Realty

Jeffrey Freitas
Jeff Freitas Broker

Marlinda Girley
MV Realty of California

Alberta Huston
Better Real Estate CA, Inc.

Marc Prestera
Prestera Real Estate

REALTORS®

Anicia Acosta
Keller Williams Realty Natomas

Matthew Alias
MV Realty of California

Jeremy Alred
Berkshire Hathaway HS Elite

Heidi Arellano
Mike Guttridge Realty

Ryan Baumgartner
eXp Realty of California, Inc.

Achim Berras
Berkshire Hathaway HS Elite

Brandon Botello
Bullplace Homes

Sarah Boyer
Guide Real Estate

Shaun Cahlan
Keller Williams Realty Natomas

Stacey Chanthachack
Portfolio Real Estate

Thalia Chavez Zarate
Big Block Realty North

Daniel Chin
USKO Realty

Maricela City
MJT Realty and Funding

Travis Cleverley
Big Block Realty North

Taylor Contreras Molina
Guide Real Estate

Roberto Cruz
Copeland Realty

Julia Davenport
Upward Realty, Inc.

Miriam Davidyuk
TNM Realty

Carly Deary
Keller Williams Realty

Ginger DeLong
Keller Williams Realty Natomas

Tyson Derdowski
Keller Williams Realty Folsom

Zanie Diaz
eXp Realty of California, Inc.

Phillip Dosier
Attorneys Funding Group, Inc.

Tyler Dudoit
Cali Homes

Charmaine Faleaana
Keller Williams Realty Natomas

Lee Maree Fazzio-Sandoval
Lyon RE LP

Sylvester Garnes
Lyon RE Sierra Oaks

Henry Gonzalez
Century 21 Select Real Estate

Gene Hill
Intero Real Estate Services

George Hinton
Keller Williams Realty Natomas

Mark Hoang
Portfolio Real Estate

Vincent Huber-Coyle
Keller Williams Realty

Vincent Hutchins
Keller Williams Realty Natomas

Shahid Jamal
Keller Williams Realty Natomas

Sabriam Jesse
Elite Premier Properties

Shelby Johnson
Real Estate EBroker, Inc.

Christopher Jones
Keller Williams Realty Folsom

Tran Justice
Thomas & Turner Realty

Julian Kalaveras
eXp Realty of California, Inc.

Namneet Kaur
Security Pacific Real Estate

Rajbir Kaur
Keller Williams Realty Folsom

Keziah Kihu
eXp Realty of California, Inc.

Carlissia Knox
eXp Realty of California, Inc.

Gina Kuntz
Ornate, Inc.

Luke Lee
Cali-Link Realty & Mortgage, Inc.

Qingyi Li
Keller Williams Realty

Jie Liu
Keller Williams Realty

Eric Liu
Big Block Realty North

Jose Lorenzo
Coldwell Banker Realty

Michelle Mao
Grand Realty Group

Brittany Mendoza
The Virtual Realty Group

Valerie Miles
eXp Realty of California, Inc.

Jessica Navarro
Keller Williams Realty Natomas

Kenneth Nelson
Lochan Real Estate

Bobby Nelson
Big Block Realty North

Hasib Nojan
Lyon RE Elk Grove

Mark Oliveira
eXp Realty of California, Inc.

Diego Padilla
Keller Williams Realty Natomas

Daniel Parra
Amen Real Estate

Pichet Phim
Homestead Real Estate

Leidy Rivas
Coldwell Banker Realty

Lauren Romo
Agave Real Estate Group

Tabitha Rostami
Prime Real Estate

William Shaw
Keller Williams Realty

Rajbir Singh
WST Properties, Inc.

Anamika Singh
Ornate, Inc.

Apandeep Singh
RE/MAX Gold Elk Grove

Justin Singh
VGC Real Estate Group

Michael Skikos
Real Estate EBroker, Inc.

Stacy Smith
Foundation Real Estate

Agnesa Struk
USKO Realty

Amanda Sugden
Keller Williams Realty

Eric Thich
Assure Realty Corp.

Mikayla Totushek
Realty One Group Complete

Xavier Verdugo
eXp Realty of California, Inc.

Shieryl Virtusio
MV Realty of California

Jeremy Walker
Diamond Quality Real Estate

Alize Young
Nick Sadek Sotheby's International

Nestor Zelinskiy
eXp Realty of California, Inc.

WELCOME

SACRAMENTO HOUSING STATISTICS

Inventory climbs as sales decline

JUNE

June closed with 1,310 sales, a 2.6% decrease from May (1,345). Compared to one year ago (1,723), the current figure is down 24%. Of the 1,310 sales this month, 151 (11.5%) used cash financing, 918 (70.1%) used conventional, 147 (11.2%) used FHA, 56 (4.3%) used VA and 38 (2.9%) used Other types of financing.

The median sales price decreased 2.6% from \$575,500 to \$560,000. This figure is up 7.7% from June 2021 (\$520,000). **The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.**

The Active Listing Inventory increased 21.6% from May to June, from 1,840 units to 2,237 units. Compared with June 2021 (1,297), inventory is up 72.5%. The Months of Inventory increased from 1.4 Months to 1.7 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) increased from 7 to 8 and the Average DOM increased from 13 to 14. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,310 sales this month, 90.2% (1,182) were on the market for 30 days or less and 98% (1,284) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold dropped from \$370 to \$362. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Inventory by Price Range			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	66	52	1.3
\$350,000 - \$399,999	136	80	1.7
\$400,000 - \$449,999	209	139	1.5
\$450,000 - \$499,999	297	169	1.8
\$500,000 - \$549,999	231	178	1.3
\$550,000 - \$599,999	280	159	1.8
\$600,000 - \$649,999	195	125	1.6
\$650,000 - \$699,999	205	103	2.0
\$700,000 - \$749,999	109	82	1.3
\$750,000 - \$799,999	118	44	2.7
\$800,000 - \$849,999	64	36	1.8
\$850,000 - \$899,999	67	35	1.9
\$900,000 - \$949,999	32	24	1.3
\$950,000 - \$999,999	44	21	2.1
\$1,000,000 and over	184	63	2.9
Total:	2,237	1,310	Total: 1.7

Market Snapshot - June 2022					
	Jun-22	May-22	Change	Jun-21	Change (from '21)
Sales	1,310	1,345	-2.6%	1,723	-24.0%
Median Sales Price	\$560,000	\$575,000	-2.6%	\$520,000	7.7%
Active Inventory	2,237	1,840	21.6%	1,297	72.5%
Median DOM	8	7	14.3%	6	33.3%
Avg. Price/SqFt	\$362	\$370	-2.2%	\$331	9.4%

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

JUNE 2022

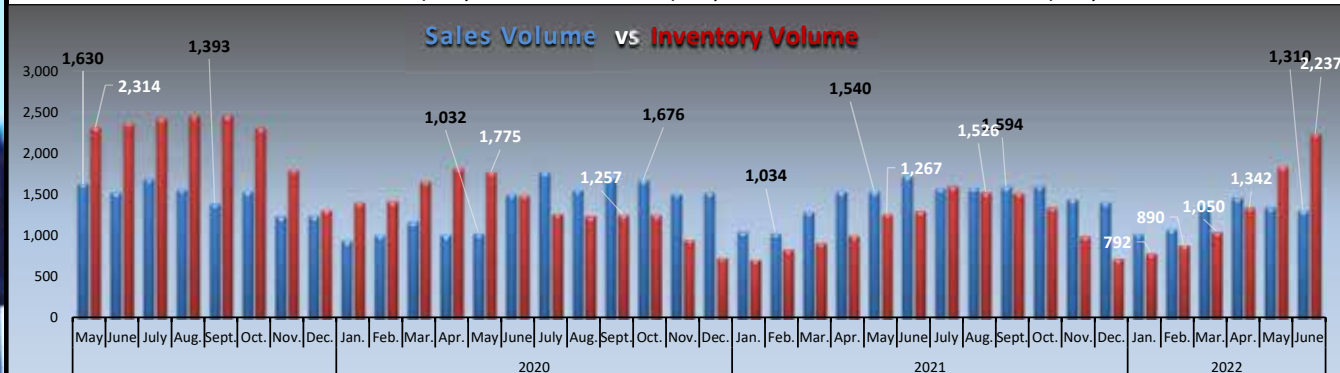
MLS STATISTICS for June 2022

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	2,066		1,978	4.4%		2,110		-2.1%
Active Listing Inventory †	2,237		1,840	21.6%		1,297		72.5%
Pending Sales This Month*	1,292		1,441	-10.3%		1,911		-32.4%
Number of REO Sales	1	0.1%	2	-50%	0.1%	3	0.2%	-66.7%
Number of Short Sales	0	0.0%	0	N/A	0.0%	4	0.2%	-100.0%
Equity Sales	1,309	99.9%	1,343	-2.5%	99.9%	1,716	99.6%	-23.7%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,310	100%	1,345	-2.6%	100%	1,723	100.0%	-24.0%
Months Inventory	1.7 Months		1.4 Months	21.4%		0.8 Months		112.5%
Dollar Value of Closed Escrows	\$795,088,992		\$851,075,705	-6.6%		\$985,246,008		-19.3%
Median	\$560,000		\$575,000	-2.6%		\$520,000		7.7%
Mean	\$606,938		\$632,770	-4.1%		\$571,820		6.1%
Year-to-Date Statistics	1/01/22 to 6/30/22		1/01/22 to 6/30/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			6/30/2022		Change
Number of Closed Escrows	7,597		7,736			8,183		-7.2%
Dollar Value of Closed Escrows	\$4,611,921,893		\$4,688,264,951			\$4,399,946,891		4.8%
Median	\$555,000		\$555,000			\$485,000		14.4%
Mean	\$607,071		\$606,032			\$537,694		12.9%



SACRAMENTO ASSOCIATION OF REALTORS®

Jenny Escrow
Realtor®

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*must be current SAR Member in good standing

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

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

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

Data for Sacramento County and the City of West Sacramento

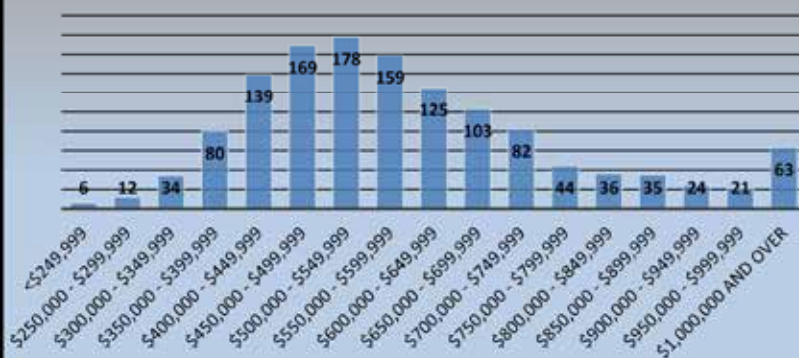
MLS STATISTICS for June 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

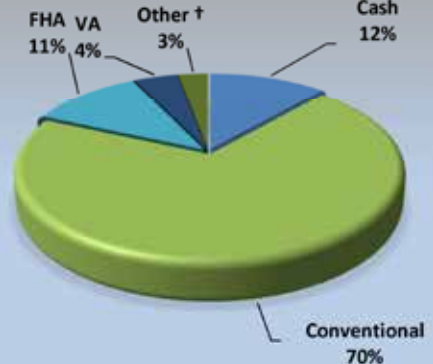
1 House on Lot

Total: 1,310

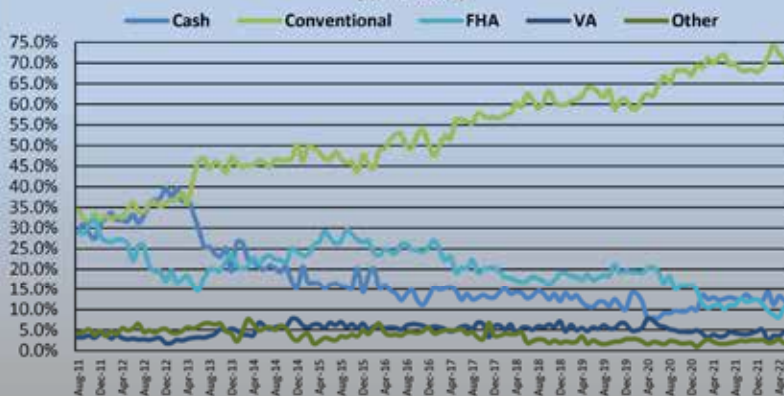


Type of Financing/Days on Market

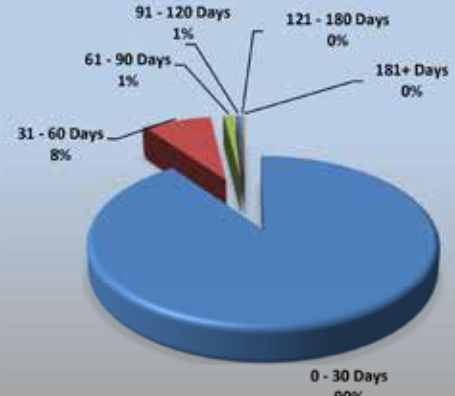
TYPE OF FINANCING (1 House on Lot)



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	151	11.5%	164	12.2%	0 - 30	1,182	90.2%	90.8%	87.3%
Conventional	918	70.1%	955	71.0%	31 - 60	102	7.8%	6.5%	8.6%
FHA	147	11.2%	142	10.6%	61 - 90	15	1.1%	1.3%	2.5%
VA	56	4.3%	59	4.4%	91 - 120	5	0.4%	0.7%	0.8%
Other †	38	2.9%	25	1.9%	121 - 180	4	0.3%	0.5%	0.5%
Total	1,310	100.0%	1,345	100.0%	181+	2	0.2%	0.2%	0.2%
					Total	1,310	100.0%	100.0%	100.0%

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

Median DOM:	Current	Last Month
Average DOM:	8	7
Average Price/Square Foot:	14	13
	\$362.2	\$370.4

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

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

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

JUNE 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	66	REO Sales 0	47	82	313
	Median Sales Price	\$602,750	\$0	\$625,000	\$549,000	\$579,000
	Average Price/Square Foot	\$354	Short Sales 0	\$361	\$325	N/A
	Average Sq Ft of Property	1,940	\$0	1,917	2,011	N/A
	Total Listing Inventory *	92	Conventional 66	81	85	N/A
	Total Listing Median Price ∞	\$622,000	Sales \$602,750	\$649,000	\$625,000	N/A
95610 Citrus Heights	Total Sales	55	REO Sales 0	44	35	265
	Median Sales Price	\$550,000	\$0	\$527,500	\$508,000	\$549,000
	Average Price/Square Foot	\$355	Short Sales 0	\$346	\$297	N/A
	Average Sq Ft of Property	1,650	\$0	1,635	1,768	N/A
	Total Listing Inventory *	64	Conventional 55	46	37	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$550,000	\$589,000	\$507,500	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 0	45	63	254
	Median Sales Price	\$512,500	\$0	\$519,000	\$440,000	\$494,100
	Average Price/Square Foot	\$346	Short Sales 0	\$359	\$325	N/A
	Average Sq Ft of Property	1,538	\$0	1,476	1,397	N/A
	Total Listing Inventory *	41	Conventional 46	27	31	N/A
	Total Listing Median Price ∞	\$495,000	Sales \$512,500	\$489,800	\$445,000	N/A
95624 Elk Grove	Total Sales	50	REO Sales 0	62	69	300
	Median Sales Price	\$663,750	\$0	\$708,000	\$635,000	\$675,000
	Average Price/Square Foot	\$346	Short Sales 0	\$344	\$314	N/A
	Average Sq Ft of Property	2,031	\$0	2,247	2,140	N/A
	Total Listing Inventory *	85	Conventional 50	71	35	N/A
	Total Listing Median Price ∞	\$714,000	Sales \$663,750	\$699,500	\$725,000	N/A
95626 Elverta	Total Sales	3	REO Sales 0	8	3	\$29
	Median Sales Price	\$660,000	\$0	\$680,000	\$745,000	\$530,000
	Average Price/Square Foot	\$470	Short Sales 0	\$398	\$379	N/A
	Average Sq Ft of Property	1,275	\$0	1,966	1,770	N/A
	Total Listing Inventory *	7	Conventional 3	7	7	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$660,000	\$650,000	\$693,500	N/A
95628 Fair Oaks	Total Sales	48	REO Sales 0	42	65	258
	Median Sales Price	\$645,000	\$0	\$617,500	\$615,000	\$630,000
	Average Price/Square Foot	\$339	Short Sales 0	\$378	\$318	N/A
	Average Sq Ft of Property	2,196	\$0	1,903	2,017	N/A
	Total Listing Inventory *	88	Conventional 48	61	50	N/A
	Total Listing Median Price ∞	\$737,000	Sales \$645,000	\$735,000	\$642,500	N/A
95630 Folsom	Total Sales	73	REO Sales 0	89	101	450
	Median Sales Price	\$790,275	\$0	\$859,000	\$712,000	\$820,000
	Average Price/Square Foot	\$390	Short Sales 0	\$403	\$366	N/A
	Average Sq Ft of Property	2,267	\$0	2,460	2,288	N/A
	Total Listing Inventory *	158	Conventional 73	158	71	N/A
	Total Listing Median Price ∞	\$860,000	Sales \$790,275	\$821,098	\$739,000	N/A
95632 Galt	Total Sales	27	REO Sales 0	34	39	179
	Median Sales Price	\$586,000	\$0	\$635,539	\$460,000	\$540,950
	Average Price/Square Foot	\$347	Short Sales 0	\$320	\$293	N/A
	Average Sq Ft of Property	1,822	\$0	1,995	1,771	N/A
	Total Listing Inventory *	66	Conventional 27	64	30	N/A
	Total Listing Median Price ∞	\$579,000	Sales \$586,000	\$595,950	\$502,500	N/A
95638 Herald	Total Sales	0	REO Sales 0	0	3	4
	Median Sales Price	\$0	\$0	\$0	\$699,000	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$372	N/A
	Average Sq Ft of Property	0	\$0	0	2,001	N/A
	Total Listing Inventory *	4	Conventional 0	3	1	N/A
	Total Listing Median Price ∞	\$899,000	Sales \$0	\$888,000	\$587,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	0	5
	Median Sales Price	\$0	\$0	\$0	\$0	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	7	Conventional 0	5	3	N/A
	Total Listing Median Price ∞	\$484,000	Sales \$0	\$350,000	\$499,450	N/A
95655 Mather	Total Sales	5	REO Sales 0	4	6	23
	Median Sales Price	\$645,000	\$0	\$603,447	\$485,600	\$576,894
	Average Price/Square Foot	\$299	Short Sales 0	\$332	\$321	N/A
	Average Sq Ft of Property	2,441	\$0	1,991	1,720	N/A
	Total Listing Inventory *	8	Conventional 5	5	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$645,000	\$799,000	\$567,950	N/A
95660 North Highlands	Total Sales	33	REO Sales 0	23	37	192
	Median Sales Price	\$405,000	\$0	\$425,000	\$360,000	\$410,000
	Average Price/Square Foot	\$329	Short Sales 0	\$371	\$302	N/A
	Average Sq Ft of Property	1,293	\$0	1,223	1,285	N/A
	Total Listing Inventory *	36	Conventional 33	45	21	N/A
	Total Listing Median Price ∞	\$404,000	Sales \$405,000	\$399,450	\$394,450	N/A
95662 Orangevale	Total Sales	32	REO Sales 0	40	45	214
	Median Sales Price	\$614,000	\$0	\$590,000	\$560,000	\$575,000
	Average Price/Square Foot	\$369	Short Sales 0	\$376	\$335	N/A
	Average Sq Ft of Property	1,830	\$0	1,838	1,859	N/A
	Total Listing Inventory *	53	Conventional 32	33	36	N/A
	Total Listing Median Price ∞	\$649,500	Sales \$614,000	\$619,450	\$695,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95670 Rancho Cordova	Total Sales	57	REO Sales 0	49	60	291
	Median Sales Price	\$510,000	\$0	\$535,000	\$492,500	\$510,000
	Average Price/Square Foot	\$349	Short Sales 0	\$349	\$317	N/A
	Average Sq Ft of Property	1,645	\$0	1,663	1,715	N/A
	Total Listing Inventory *	60	Conventional 57	51	40	N/A
	Total Listing Median Price ∞	\$540,000	Sales \$510,000	\$529,900	\$460,000	N/A
95673 Rio Linda	Total Sales	23	REO Sales 0	11	19	108
	Median Sales Price	\$449,000	\$0	\$431,000	\$430,000	\$438,000
	Average Price/Square Foot	\$348	Short Sales 0	\$388	\$347	N/A
	Average Sq Ft of Property	1,354	\$0	1,185	1,318	N/A
	Total Listing Inventory *	29	Conventional 23	19	20	N/A
	Total Listing Median Price ∞	\$499,700	Sales \$449,000	\$479,500	\$499,000	N/A
95683 Rancho Murieta	Total Sales	6	REO Sales 0	11	15	53
	Median Sales Price	\$774,500	\$0	\$725,000	\$695,400	\$720,000
	Average Price/Square Foot	\$346	Short Sales 0	\$314	\$284	N/A
	Average Sq Ft of Property	2,227	\$0	2,350	2,653	N/A
	Total Listing Inventory *	25	Conventional 6	27	10	N/A
	Total Listing Median Price ∞	\$764,900	Sales \$774,500	\$729,900	\$847,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	1	4	3
	Median Sales Price	\$0	\$0	\$940,500	\$367,500	\$675,000
	Average Price/Square Foot	\$0	Short Sales 0	\$384	\$183	N/A
	Average Sq Ft of Property	0	\$0	2,448	1,856	N/A
	Total Listing Inventory *	4	Conventional 0	3	4	N/A
	Total Listing Median Price ∞	\$712,500	Sales \$0	\$865,000	\$507,450	N/A
95693 Wilton	Total Sales	9	REO Sales 0	6	6	42
	Median Sales Price	\$1,100,000	\$0	\$1,055,000	\$1,028,950	\$1,035,000
	Average Price/Square Foot	\$456	Short Sales 0	\$429	\$353	N/A
	Average Sq Ft of Property	2,855	\$0	2,957	3,560	N/A
	Total Listing Inventory *	16	Conventional 9	12	13	N/A
	Total Listing Median Price ∞	\$1,250,000	Sales \$1,100,000	\$1,225,000	\$1,095,000	N/A
95742 Rancho Cordova	Total Sales	22	REO Sales 0	30	31	166
	Median Sales Price	\$647,250	\$0	\$650,000	\$610,000	\$657,500
	Average Price/Square Foot	\$318	Short Sales 0	\$319	\$271	N/A
	Average Sq Ft of Property	2,155	\$0	2,241	2,335	N/A
	Total Listing Inventory *	50	Conventional 22	45	6	N/A
	Total Listing Median Price ∞	\$682,037	Sales \$647,250	\$699,000	\$642,000	N/A
95757 Elk Grove	Total Sales	34	REO Sales 0	30	57	222
	Median Sales Price	\$722,500	\$0	\$764,000	\$630,000	\$730,500
	Average Price/Square Foot	\$343	Short Sales 0	\$344	\$316	N/A
	Average Sq Ft of Property	2,254	\$0	2,361	2,160	N/A
	Total Listing Inventory *	85	Conventional 34	62	28	N/A
	Total Listing Median Price ∞	\$714,000	Sales \$722,500	\$795,000	\$675,000	N/A
95758 Elk Grove	Total Sales	46	REO Sales 0	53	63	279
	Median Sales Price	\$623,500	\$0	\$628,000	\$545,000	\$625,000
	Average Price/Square Foot	\$360	Short Sales 0	\$368	\$322	N/A
	Average Sq Ft of Property	1,827	\$0	1,909	1,787	N/A
	Total Listing Inventory *	77	Conventional 46	62	42	N/A
	Total Listing Median Price ∞	\$772,495	Sales \$623,500	\$629,000	\$590,100	N/A
95811 Midtown/ Downtown	Total Sales	5	REO Sales 0	2	4	15
	Median Sales Price	\$888,888	\$0	\$698,750	\$762,500	\$829,000
	Average Price/Square Foot	\$461	Short Sales 0	\$506	\$381	N/A
	Average Sq Ft of Property	2,114	\$0	1,374	2,089	N/A
	Total Listing Inventory *	9	Conventional 5	8	12	N/A
	Total Listing Median Price ∞	\$729,000	Sales \$888,888	\$761,950	\$709,000	N/A
95814 Downtown	Total Sales	2	REO Sales 0	3	4	11
	Median Sales Price	\$764,500	\$0	\$511,000	\$784,500	\$779,000
	Average Price/Square Foot	\$435	Short Sales 0	\$563	\$436	N/A
	Average Sq Ft of Property	1,762	\$0	989	1,792	N/A
	Total Listing Inventory *	4	Conventional 2	4	2	N/A
	Total Listing Median Price ∞	\$739,900	Sales \$764,500	\$799,975	\$887,000	N/A
95815 Woodlake Norauto S. Hagginwood	Total Sales	22	REO Sales 0	25	20	125
	Median Sales Price	\$338,000	\$0	\$340,000	\$347,500	\$350,000
	Average Price/Square Foot	\$357	Short Sales 0	\$354	\$338	N/A
	Average Sq Ft of Property	936	\$0	1,063	1,059	N/A
	Total Listing Inventory *	29	Conventional 22	32	23	N/A
	Total Listing Median Price ∞	\$380,000	Sales \$338,000	\$389,000	\$350,000	N/A
95816 Midtown/East Sacramento	Total Sales	10	REO Sales 0	21	23	70
	Median Sales Price	\$820,000	\$0	\$745,000	\$687,000	\$719,500
	Average Price/Square Foot	\$527	Short Sales 0	\$566	\$479	N/A
	Average Sq Ft of Property	1,702	\$0	1,598	1,616	N/A
	Total Listing Inventory *	24	Conventional 10	20	26	N/A
	Total Listing Median Price ∞	\$748,500	Sales \$820,000	\$810,000	\$854,450	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	18	REO Sales 0	12	25	83
	Median Sales Price	\$462,500	\$0	\$571,400	\$471,111	\$525,625
	Average Price/Square Foot	\$447	Short Sales 0	\$486	\$460	N/A
	Average Sq Ft of Property	1,169	\$0	1,177	1,064	N/A
	Total Listing Inventory *	21	Conventional 18	19	27	N/A
	Total Listing Median Price ∞	\$559,500	Sales \$462,500	\$547,500	\$537,500	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

JUNE 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	20	REO Sales 0	19	39	112
	Median Sales Price	\$782,500	\$0	\$800,000	\$675,000	\$775,000
	Average Price/Square Foot	\$570	Short Sales 0	\$577	\$490	N/A
	Average Sq Ft of Property	1,578	\$0	1,688	1,549	N/A
	Total Listing Inventory *	40	Conventional 20	33	35	N/A
	Total Listing Median Price ∞	\$704,500	Sales \$782,500	\$715,000	\$749,500	N/A
95819 East Sacramento	Total Sales	17	REO Sales 0	17	37	123
	Median Sales Price	\$740,000	\$0	\$720,000	\$710,000	\$770,000
	Average Price/Square Foot	\$575	Short Sales 0	\$579	\$515	N/A
	Average Sq Ft of Property	1,497	\$0	1,680	1,607	N/A
	Total Listing Inventory *	23	Conventional 17	16	43	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$740,000	\$1,100,000	\$799,950	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	26	REO Sales 0	37	43	220
	Median Sales Price	\$450,000	\$0	\$433,000	\$385,000	\$425,000
	Average Price/Square Foot	\$416	Short Sales 0	\$418	\$375	N/A
	Average Sq Ft of Property	1,182	\$0	1,147	1,094	N/A
	Total Listing Inventory *	49	Conventional 26	44	37	N/A
	Total Listing Median Price ∞	\$435,000	Sales \$450,000	\$474,750	\$379,000	N/A
95821 N. Arden Arcade	Total Sales	30	REO Sales 0	26	35	146
	Median Sales Price	\$523,000	\$0	\$530,000	\$485,000	\$522,500
	Average Price/Square Foot	\$350	Short Sales 0	\$364	\$330	N/A
	Average Sq Ft of Property	1,583	\$0	1,540	1,671	N/A
	Total Listing Inventory *	53	Conventional 30	51	34	N/A
	Total Listing Median Price ∞	\$520,000	Sales \$523,000	\$550,000	\$475,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	33	REO Sales 0	21	53	211
	Median Sales Price	\$455,000	\$0	\$465,000	\$430,000	\$455,000
	Average Price/Square Foot	\$373	Short Sales 0	\$408	\$342	N/A
	Average Sq Ft of Property	1,477	\$0	1,424	1,458	N/A
	Total Listing Inventory *	66	Conventional 33	47	34	N/A
	Total Listing Median Price ∞	\$452,500	Sales \$455,000	\$472,000	\$440,500	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	38	REO Sales 0	36	47	231
	Median Sales Price	\$463,000	\$0	\$466,000	\$402,500	\$455,000
	Average Price/Square Foot	\$331	Short Sales 0	\$342	\$294	N/A
	Average Sq Ft of Property	1,427	\$0	1,394	1,402	N/A
	Total Listing Inventory *	63	Conventional 38	45	37	N/A
	Total Listing Median Price ∞	\$449,979	Sales \$463,000	\$459,000	\$415,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	24	REO Sales 0	14	22	106
	Median Sales Price	\$375,000	\$0	\$392,500	\$345,000	\$378,500
	Average Price/Square Foot	\$358	Short Sales 0	\$334	\$300	N/A
	Average Sq Ft of Property	1,069	\$0	1,238	1,132	N/A
	Total Listing Inventory *	35	Conventional 24	21	14	N/A
	Total Listing Median Price ∞	\$379,500	Sales \$375,000	\$389,900	\$339,999	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	14	REO Sales 0	15	14	67
	Median Sales Price	\$453,000	\$0	\$465,000	\$459,500	\$470,000
	Average Price/Square Foot	\$367	Short Sales 0	\$364	\$310	N/A
	Average Sq Ft of Property	1,351	\$0	1,472	1,575	N/A
	Total Listing Inventory *	19	Conventional 14	15	12	N/A
	Total Listing Median Price ∞	\$459,000	Sales \$453,000	\$475,000	\$481,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	31	REO Sales 0	19	42	172
	Median Sales Price	\$545,000	\$0	\$545,000	\$467,500	\$515,000
	Average Price/Square Foot	\$352	Short Sales 0	\$367	\$326	N/A
	Average Sq Ft of Property	1,509	\$0	1,524	1,468	N/A
	Total Listing Inventory *	42	Conventional 31	33	24	N/A
	Total Listing Median Price ∞	\$499,900	Sales \$545,000	\$499,000	\$475,000	N/A
95827 Lincoln Village	Total Sales	11	REO Sales 0	13	15	103
	Median Sales Price	\$485,000	\$0	\$500,000	\$472,000	\$495,000
	Average Price/Square Foot	\$339	Short Sales 0	\$376	\$312	N/A
	Average Sq Ft of Property	1,535	\$0	1,337	1,513	N/A
	Total Listing Inventory *	22	Conventional 11	20	9	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$485,000	\$516,500	\$420,000	N/A
95828 Florin	Total Sales	38	REO Sales 1	39	59	219
	Median Sales Price	\$482,500	\$335,000	\$474,000	\$440,000	\$473,888
	Average Price/Square Foot	\$332	Short Sales 0	\$335	\$288	N/A
	Average Sq Ft of Property	1,545	\$0	1,431	1,623	N/A
	Total Listing Inventory *	77	Conventional 37	70	41	N/A
	Total Listing Median Price ∞	\$494,000	Sales \$485,000	\$497,000	\$435,000	N/A
95829 Vineyard	Total Sales	21	REO Sales 0	32	33	178
	Median Sales Price	\$605,000	\$0	\$613,000	\$570,000	\$609,000
	Average Price/Square Foot	\$355	Short Sales 0	\$348	\$301	N/A
	Average Sq Ft of Property	2,042	\$0	1,872	2,091	N/A
	Total Listing Inventory *	47	Conventional 21	34	28	N/A
	Total Listing Median Price ∞	\$623,500	Sales \$605,000	\$622,500	\$550,000	N/A
95830 East Florin Road	Total Sales	2	REO Sales 0	0	0	4
	Median Sales Price	\$1,250,000	\$0	\$0	\$0	\$1,087,500
	Average Price/Square Foot	\$418	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	2,931	\$0	0	0	N/A
	Total Listing Inventory *	1	Conventional 2	3	2	N/A
	Total Listing Median Price ∞	\$1,599,000	Sales \$1,250,000	\$999,000	\$875,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95831	Total Sales	24	REO Sales 0	21	41	125
Greenhaven	Median Sales Price	\$659,000	\$0	\$720,000	\$652,422	\$675,000
Pocket	Average Price/Square Foot	\$379	Short Sales 0	\$365	\$332	N/A
Riverside	Average Sq Ft of Property	1,935	\$0	2,130	2,113	N/A
	Total Listing Inventory *	43	Conventional 24	34	20	N/A
	Total Listing Median Price ∞	\$655,500	Sales \$659,000	\$664,000	\$625,000	N/A
			0			
95832	Total Sales	11	REO Sales 0	9	6	53
Meadowview	Median Sales Price	\$420,000	\$0	\$430,000	\$342,500	\$436,000
Freeport	Average Price/Square Foot	\$333	Short Sales 0	\$328	\$300	N/A
	Average Sq Ft of Property	1,387	\$0	1,428	1,160	N/A
	Total Listing Inventory *	18	Conventional 11	15	9	N/A
	Total Listing Median Price ∞	\$439,000	Sales \$420,000	\$449,888	\$440,000	N/A
95833	Total Sales	19	REO Sales 0	27	34	161
South Natomas	Median Sales Price	\$523,000	\$0	\$520,000	\$447,500	\$500,000
Gardenland	Average Price/Square Foot	\$330	Short Sales 0	\$357	\$307	N/A
Willow Creek	Average Sq Ft of Property	1,636	\$0	1,459	1,638	N/A
	Total Listing Inventory *	55	Conventional 19	46	19	N/A
	Total Listing Median Price ∞	\$497,000	Sales \$523,000	\$498,000	\$429,750	N/A
95834	Total Sales	36	REO Sales 0	46	44	212
Natomas Crossing	Median Sales Price	\$568,500	\$0	\$601,500	\$519,500	\$579,950
Gateway West	Average Price/Square Foot	\$337	Short Sales 0	\$327	\$285	N/A
Sundance Lake	Average Sq Ft of Property	1,751	\$0	1,921	1,948	N/A
	Total Listing Inventory *	52	Conventional 36	46	14	N/A
	Total Listing Median Price ∞	\$619,750	Sales \$568,500	\$599,500	\$531,495	N/A
			0			
95835	Total Sales	33	REO Sales 0	51	63	226
North Natomas	Median Sales Price	\$605,000	\$0	\$595,000	\$580,000	\$615,000
	Average Price/Square Foot	\$305	Short Sales 0	\$320	\$284	N/A
	Average Sq Ft of Property	2,124	\$0	2,043	2,224	N/A
	Total Listing Inventory *	75	Conventional 33	58	33	N/A
	Total Listing Median Price ∞	\$629,000	Sales \$605,000	\$629,000	\$594,000	N/A
95838	Total Sales	25	REO Sales 0	27	31	172
Del Paso Heights	Median Sales Price	\$373,500	\$0	\$408,000	\$397,500	\$405,000
Robla	Average Price/Square Foot	\$341	Short Sales 0	\$328	\$287	N/A
	Average Sq Ft of Property	1,186	\$0	1,357	1,440	N/A
	Total Listing Inventory *	61	Conventional 25	50	31	N/A
	Total Listing Median Price ∞	\$420,000	Sales \$373,500	\$434,950	\$369,000	N/A
95841	Total Sales	7	REO Sales 0	14	9	58
Foothill Farms	Median Sales Price	\$435,000	\$0	\$527,500	\$445,000	\$495,000
North Highlands	Average Price/Square Foot	\$310	Short Sales 0	\$360	\$296	N/A
	Average Sq Ft of Property	1,511	\$0	1,713	2,014	N/A
	Total Listing Inventory *	18	Conventional 7	16	9	N/A
	Total Listing Median Price ∞	\$467,250	Sales \$435,000	\$499,900	\$460,000	N/A
95842	Total Sales	28	REO Sales 0	33	27	175
Foothill Farms	Median Sales Price	\$449,500	\$0	\$461,900	\$410,000	\$449,000
	Average Price/Square Foot	\$350	Short Sales 0	\$385	\$312	N/A
	Average Sq Ft of Property	1,329	\$0	1,270	1,362	N/A
	Total Listing Inventory *	42	Conventional 28	22	16	N/A
	Total Listing Median Price ∞	\$447,000	Sales \$449,500	\$452,500	\$399,000	N/A
95843	Total Sales	55	REO Sales 0	45	45	271
Antelope	Median Sales Price	\$525,000	\$0	\$560,000	\$470,000	\$538,000
	Average Price/Square Foot	\$329	Short Sales 0	\$339	\$303	N/A
	Average Sq Ft of Property	1,717	\$0	1,751	1,660	N/A
	Total Listing Inventory *	58	Conventional 55	49	30	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$525,000	\$539,443	\$489,950	N/A
95864	Total Sales	28	REO Sales 0	40	52	170
Arden Oaks	Median Sales Price	\$835,000	\$0	\$700,000	\$718,000	\$754,950
Arden Park Vista	Average Price/Square Foot	\$437	Short Sales 0	\$408	\$374	N/A
American River Dr.	Average Sq Ft of Property	2,121	\$0	1,801	2,330	N/A
	Total Listing Inventory *	53	Conventional 28	47	51	N/A
	Total Listing Median Price ∞	\$897,450	Sales \$835,000	\$889,000	\$1,050,000	N/A
95605	Total Sales	13	REO Sales 0	10	10	48
West Sacramento	Median Sales Price	\$425,000	\$0	\$430,000	\$455,000	\$422,450
Bryte	Average Price/Square Foot	\$373	Short Sales 0	\$384	\$343	N/A
Broderick	Average Sq Ft of Property	1,479	\$0	1,126	1,496	N/A
	Total Listing Inventory *	15	Conventional 13	12	11	N/A
	Total Listing Median Price ∞	\$679,000	Sales \$425,000	\$710,000	\$419,000	N/A
95691	Total Sales	34	REO Sales 0	41	41	217
West Sacramento	Median Sales Price	\$573,000	\$0	\$635,000	\$524,900	\$573,000
Southport	Average Price/Square Foot	\$336	Short Sales 0	\$363	\$310	N/A
Jefferson	Average Sq Ft of Property	1,937	\$0	1,883	1,980	N/A
	Total Listing Inventory *	69	Conventional 34	42	40	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$573,000	\$649,000	\$567,498	N/A

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

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

Certain zip codes were omitted from this report for insufficient data

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