



# SACRAMENTO REALTOR®

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

MAY 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®



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2022 PRESIDENT

## Participate in the California Primary Election

Dear SAR REALTOR® and Affiliate Members,

By now all registered voters should have received a vote-by-mail ballot to participate in the June 7th California Primary Election. If you haven't received your ballot please contact your County Elections office, [Sacramento County](#) or [Yolo County](#).

As REALTORS®, we are all part of the REALTOR® Party. A powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests, and promote a vibrant business environment. As part of the REALTOR® Party, the Sacramento Association of REALTORS® (SAR) has engaged with the candidates running for local office through the Local Candidate Recommendation Committee (LCRC) to interview and identify the candidates that if elected will be REALTOR® Champions and are committed to working with our Association on policy solutions.

Next week SAR will release a voter guide to provide you with the list of SAR endorsed candidates that have proven to be REALTOR® Champions if elected. This means their policy goals align with the attitudes, values and beliefs of the association. SAR supports candidates who favor things such as housing creation, private property rights, and a business-friendly environment for REALTORS® to operate.

Your vote in these elections is extremely important because it is your primary opportunity to express your voice about who you want in office representing your interests, and it is a chance to stand up for the issues you care about. You may be thinking "this election is a primary so the real opportunity to vote is in November" -- let me tell you that if a local candidate on the primary ballot receives more than 50% of the vote, then that candidate wins with no runoff election in November. This election matters.

If you ever think that just one vote in a sea of thousands cannot make much of a difference, consider that there have been some VERY close local election races in the last few years. Your vote absolutely DOES matter.

The deadline to register to vote is May 23rd. If you were a registered voter and have recently moved, or changed your name, or if you would like to change your party affiliation you will likely need to re-register. You may register online at [Online Voter Registration | California Secretary of State](#). You may also register by mailing a completed Voter Registration Form to the County of Sacramento Voter Registration and Elections Department. Forms are available in person at public libraries, city and county offices, California Department of Motor Vehicles offices and at U.S. Post Offices. You may also call the Sacramento County Elections office at (916) 875-6451 and they will mail a form to you within one business day.

Want to ensure your vote has been received and counted? Sign up for ballot tracking and you will receive notifications as your ballot makes it way through the process. Register for ballot tracking here: [State of California \(ballottrax.net\)](#)

So please vote and be on the lookout for the voter guide!

2022 SAR President  
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## Leadership

This month's theme is leadership. It is a theme common to all of us because we are all leaders. Even the hermit living in a cave is the leader of his cave. Some of us are placed in positions where the authority and responsibility of leadership is thrust upon us but all of us have and share leadership responsibilities.

Every member of every team, whether an NBA basketball team or a or a service committee, have leadership responsibilities to ensure the success of that team. Steph Curry or Kevin Durant, incredibly gifted as they each are, cannot win an NBA Championship by themselves. It takes everyone on a team, performing at their best, to accomplish that task.

The same is true with us and our "teams". Whether those teams be our work teams, our volunteer teams or our family or friend teams, we all must contribute our leadership skills for that effort to be successful.

In the case of a real estate brokerage, with the possible exception of a sole proprietorship, the success of the brokerage depends on the success of each member of that team. And the success of each member is dependent on how well they accept and perform their leadership duties. You are responsible for your own success. You must educate yourself, you must motivate yourself, in other words you must be the leader of you. The broker cannot successfully lead the brokerage team unless each individual member of that team successfully leads themselves to success.

When we were growing up most of us had parents or other persons that provided for our basic needs, shelter, food on the table, etc. But in most cases we were assigned a part of that team effort. Maybe it was washing dishes, taking out the garbage, cleaning the pool, or whatever tasks were assigned. Those tasks were our leadership training. The extent to which we led ourselves to complete those tasks may very well have been an indicator of how well we would lead ourselves to this day.

The same holds true in association leadership, whether it be as part of a committee, working group, Board of Directors, or whatever. The extent to which we lead ourselves toward success determines the degree to which that team can achieve success.

Leadership is not an external thing. It is very much internal to each of us. If we are not disciplined leaders of ourselves, we cannot successfully contribute to the leadership of the team. It is based in large part on internal motivation and self-discipline. Going out today and being a great leader does not depend on being placed in a position of authority and responsibility. It depends on each of us being the best me that we can be. That is the true meaning of leadership.

So I encourage each of you today to be a leader of this association, to whatever extent you are able. Not everyone may feel comfortable being President of SAR, but everyone should be able to feel comfortable participating in a volunteer activity the association is sponsoring. Or serving on a committee. Or simply supporting SAR by attending Main Meetings or contributing to one of our charitable fundraising activities. These are all examples of leadership and I encourage all of you to participate in some way to making SAR a better association for all our members.



## Asian American & Pacific Islander Heritage Month

### Malyna Phan

It is important to remember where we came from. Our traditions are our reminders that we are part of something bigger and greater than us. As individuals in this current time, it is our job to carry on the legacy that has been established long before us. We do that by celebrating Asian American and Pacific Islander Heritage Month.

### What is Asian American and Pacific Islander Heritage Month?

The month of May is Asian American and Pacific Islander (AAPI) Heritage Month. AAPI Heritage Month celebrates the histories, contributions, and influence of Americans who have come from Asia and the Pacific Islands. In 1978, President Jimmy Carter signed a resolution into law which observed a 7-day period for "Asian Pacific American Heritage Week." 14 years later in 1992, the month of May was annually designated as Asian Pacific American Heritage Month. The name was officially changed to Asian American and Pacific Islander Heritage Month in 2009.

### Why the month of May?

Two important dates in AAPI history transpired in May. The first was May 7, 1843, which marked the arrival of the first Japanese immigrants to the United States. The second date was May 10, 1869, also known as Golden Spike Day, the completion of the first transcontinental railroad in the United States. Chinese immigrants played a major role in its construction.

These people came to America to seek a better life for themselves and a better future for their families. The idea of owning a home is deeply rooted in each and every Asian immigrant. It marks the beginning of everything they come to America to achieve. As real estate practitioners, we have a great ability to aid people in achieving this sentimental accomplishment.

### Asian Real Estate Association of America

The Asian Real Estate Association of America (AREAA) is a national nonprofit trade organization dedicated to improving the lives of the (AAPI) community through homeownership. Each of its 42 chapters work towards this overarching goal by organizing fundraisers, community service events, and networking events in their local communities. Each chapter hosts an annual installation gala to recognize the incoming board of directors and executive members who play an integral part to AREAA's achievements. The AREAA Greater Sacramento Chapter recently hosted their installation gala with the theme "Celebrate our Heritage." AREAA members, dressed in their cultural attire, attended to King Palace Chinese Restaurant to celebrate their heritage with enjoyable traditional Chinese food and entertainment. The event raised over \$2000 and will fund their goal of promoting sustainable AAPI homeownership in the Sacramento area.



AREAA Board of Directors dressed in their respective cultural attire.



AREAA and SAR Members Teresa Nguyen, Amy Kong, Malyna Phan, and Maymay Huang pose for a picture at the AREAA Greater Sacramento installation gala.



## The Importance of Knowing Your WHY

I once saw a quote that read: "Behind every strong leader is a story that gave them two choices: sink or swim" (author unknown). The last two years have been difficult and have tested many of us more than we care to admit. From business shutdowns, to increased regulations, to economic issues, to just about whatever you can think of, life as we were used to changed in dramatic ways.

Sometimes, we need to just get back to basics. What I mean by this is to focus on the "WHY." Why do we operate our company? Why do we serve our customers or clients? Why do we work with our team? Why do we get up each morning excited to meet the challenges of the day? It is the answer to the "WHY" questions that drive leaders and ultimately those they lead to push through the difficult valleys, to climb the difficult hills and to reach the mountain top.

We are in the midst of a unique economy – inflation is climbing at a pace not seen in 40 years; GDP is by all accounts contracting; supply chains have not stabilized through the pandemic; housing costs have climbed at speed not seen since the mid-2000 housing bubble (we know what happened to that bubble); and wages, while rising, are not keeping pace with inflation. This has led to this period to be given dubious titles like the "Big Quit"; the "Great Reshuffle"; or the "Great Resignation." All of these titles imply that team members are quitting or moving on to different ventures at increasing speed or frequency. The question for the leader becomes WHY do you continue?

For some it is simple - they have bills to pay. But with employment fluidity right now (last report I saw indicated that there were way more jobs available than potential workers in the workforce) that would allow nearly anyone to switch paths, is that the real reason? For others it's their hobby. But for the leaders, it's about vision and values derived from the WHY. The larger purpose that drives a leader to accomplish the vision and core values form purpose – the WHY.

Great leaders have defined a bigger picture for why they do something. Once that picture is defined, leaders can communicate the objective clearly and concisely to their team. Those same leaders then empower the team to successfully carry out the objective. For BPE, the objective is rooted in our company's core values. They define WHY our company operates and what it seeks to achieve. Each team member is encouraged and empowered to operate in a meaningful way to fulfill and contribute to those core values. In doing so, the leader leads from the front on the purpose that is to be fulfilled.

A key component to every leader is reflection on an outcome. Understanding what went right, what went wrong and investigating why the outcomes occurred to learn how to improve. LTG Harold "Hal" G. Moore stated in Hal Moore on Leadership: Winning When Outgunned and Outmanned - "On those occasions when one of my people did not perform as expected, I found that in many cases at least half the fault was my own. I had either not put out clear, clean instructions or I had not trained that person sufficiently, or I had given him a task with little or no possibility of accomplishment."

As we walk this leadership journey – the great leaders may not understand the first step that is taken and maybe not the last step taken, but they know the purpose – the WHY - of each step along the way. For the experienced leaders and the aspiring leaders out there – if I can encourage you in one way – know your WHY!





## C.A.R. Legislative Day

When more than 2,200 California REALTORS® arrived in Sacramento, the State Capitol took notice.

On April 27, C.A.R. held our annual 2022 Legislative Day in person for the first time since 2019, inviting California's elected leaders to listen to what REALTORS® know needs to be done to help homeownership and the address the housing crisis.

Legislative Day was an opportunity to hear from and share concerns and priorities with the leaders of our state who are deciding on policies that will govern our daily lives. This year Governor Gavin Newsom, California State Senate Majority Leader Emeritus Bob Hertzberg and Assembly Republican Leader James Gallagher addressed the assembled REALTORS®. Members met with their local elected officials and were effective in sharing the Association's legislative priorities.

C.A.R.'s Legislative Day advocacy was successful in both of its designated "hot issues." C.A.R. defeated a bill that would have severely exacerbated the housing crisis in California and was able to move forward a proposal to put more dollars in the proposed state budget for down payment assistance and construction of new affordable homes.

Read more about these legislative issues in the C.A.R. Report found elsewhere in this edition.





This is the MASTERS CLUB CORNER, where we try to get information to members of SAR as well as members of the Masters Club regarding pertinent real estate information or activities sponsored by the Masters Club. One topic of discussion at this morning's Masters Club Steering Committee meeting was why there were so many top producers who qualify to join, but have NOT joined the SAR Masters Club? If you happen to be one of those agents, we'd love to hear from you and get feedback as to "why" you haven't bothered to submit your application to join. Just send me an email with your comments. All comments will be held in strict confidentiality and shared only with the Masters Club Steering Committee. Being this is such a prestigious high achieving group of agents, it's puzzling as to why some wouldn't want to add this designation to their resume and business card. Ours is not an easy job. We may "make" it look easy, but we all know that behind the scenes we're hustling with inspectors, unruly dogs, tenants who don't cooperate, appraisals that may not come in at value, agents who don't show up after making appts... the list goes on and on. So, when you "do" sell \$5million+ in real estate, we want you to get the recognition you deserve! And we want to hear from you.

The Masters Club "sponsors" a number of events during the year. We raise money for charity, primarily through the Masters Club Golf Tournament that is a sell-out every single year. We have educational events, networking events, awards breakfasts and dinners... every one of which is a sell-out. We're active in CanTree at SAR and volunteer at Loaves and Fishes every month that has a 5th Monday... like Monday, May 30th, Monday, August 29th, and – our last one of the year – Monday, October 31st. Most of these events are open to all agents and affiliates. They are wonderful opportunities to meet your fellow agents, title company folks, lenders and trades people. You don't have to make them your best buddies, but it sure is nice when you get an agent on the other side of a transaction that you've met before, right?

Since the SAR e-Magazine is now only "on-line" we're curious as to how many of you actually read it? Several agents have told me they don't even recall seeing it. If you've read this article to the end, simply send me an email ([pmartinez@golyon.com](mailto:pmartinez@golyon.com)) just saying you read it or add comments about why you think some agents don't join Masters Club. Within 5 days after this newsletter comes out, I'll draw one of those "responders" and send you a \$30 Starbucks card! Just curious as to whether agents are actually reading the articles. Thanks for reading and I look forward to hearing from some SAR Members!





The Master's Club FINALLY had a chance to celebrate the long overdue awards dinner! The pandemic had caused our celebration to be postponed these past two years. Thankfully due to the improving situation regarding COVID, we were able to safely host our event. The Masters Club Steering Committee pulled out all the stops and hosted a fun and glamorous awards dinner!

Shout out to Kelly Pleasant and the rest of the Masters Club Steering Committee for planning this great event at the Old Sugar Mill in Clarksburg. Everyone was treated like A-list celebrities upon arrival to the awards dinner. The theme of the dinner was "Oscars Night" and everyone dressed up and showed up! Upon arrival everyone walked the red carpet and had a chance to have fun with some 360 photography. Be sure to tag us on your videos from that day! The Sugar Mill offered us all some champagne upon arrival and we had an array of appetizers. The committee decided to get away from the luncheon and opted for a sit-down dinner which turned out to be a great idea. It was fun seeing so many familiar faces and it was great to network with the top producers in our region!

We hope everyone enjoyed themselves and felt proud of being part of this great Club within our organization. We are planning so many great events this year, and we hope you will join us. Remember to be on the lookout for any emails from the Masters Club where we will notify you of upcoming events. Our next event will be our Spring Mixer at DRAKES THE BARN in West Sacramento on May 26th. Most events are free to you as members, so check your emails and be sure to join us!

Congratulations to everyone who made Masters Club, cheers to another great year!

Yuri Ramirez-Villanueva  
2022 SAR Masters Club Treasurer



# C.A.R. MEETING REPORT

## April 2022

During the period April 20-29, 2022 the California Association of REALTORS® (C.A.R.) met in Sacramento, CA to conduct the business of C.A.R. This is a report of significant activities of those meetings.



### C.A.R. Directors Action Items:

#### Political Positions taken:

To "SUPPORT" AB 2430 which would expand state law mandating ministerial approval of ADUs to include a detached tiny home unit constructed offsite with conventional construction and building materials. Maximum 400 sf.

To "SUPPORT" AB 1967 which seeks to permit local agencies to require a use permit for supportive and transitional housing hosting seven or more persons, and permits local government to regulate how close transitional or supportive housing and a residential care facility or sober living facility may be located to each other within an R1 residential community.

To "SUPPORT" AB 2705 which seeks to require developers constructing developments of 10 or more units located within a very high fire hazard severity zone to meet increased fire safety requirements to address wildfire risks, such as building siting, setbacks and buffer zones, mandatory HOA for defensible space management, resident education, fire drills, etc.

To "SUPPORT" AB 2492 which would prohibit a city or county from conducting any inspection of the interior of units in a qualified factory-built housing development for compliance if the unit bears the insignis of approval issued by the CA Department of Housing and Community Development and requires a city or county to provide the developer of a qualified factory-built housing project with a density bonus.

To "SUPPORT" AB 2450 which authorizes an insurer to offer a wildfire specific deductible for homeowner insurance policies.

To "SUPPORT" SB 1444 which seeks to extend the FAIR Plan to condominium owners.

To "SUPPORT" SB 1084 which seeks to prohibit the ownership of agricultural land by foreign governments beginning 2023.

To "SUPPORT IF AMENDED" SB 1457 if it requires a) the use of a REALTOR® in connection with home sales accessing the program; b) that adaptive reuse projects reserve 50% of each project funded for homeownership housing; c) require a 2/3 vote of the legislature to change the provisions established by the measure or take another position. (SB 1457 as presently structured would enact the California Family Home Construction and Homeownership Bond Act of 2022 and, if approved by the voters, authorize the issuance of \$25 Billion in state general obligation bonds to be allocated \$18 Billion to eligible applicants for downpayment assistance or closing costs on the purchase of newly constructed homes and \$7 Billion for adaptive reuse projects.)

To "SUPPORT IF AMENDED" SB 2817 if it requires at least 50% of these funds (\$2.5 Million) be allocated to rental assistance in master leasing of units. (AB 2817, as presently structured, would enact the House California Challenge Program to help persons who are experiencing homelessness obtain housing and, upon allocation by the Legislature, allocates \$5 Billion to the program over five years to be used for rental assistance and master leasing of units, as well as prevention, self-resolution and diversion services.)

To "SUPPORT IF AMENDED" SB 1217 to include C.A.R. among the list of members from the public participating in the State-Regional Collaborative for Climate, Equity and Resilience, which seeks to recommend new guidelines for sustainable communities strategies to the Air Resources Board for adoption by December 21, 2025.

To "FAVOR" SB 1078 which seeks to create a Sea Level Rise Revolving Loan Pilot Program for purposes of providing low-interest loans to local jurisdictions for the purchase of coastal properties in their jurisdiction that have been identified as vulnerable coastal property. (The program may only be funded by the legislature through its normal budgeting process. The Bill provides eminent domain may not be used to acquire vulnerable coastal properties through this program.)



To “OPPOSE” AB 2386 which seeks to permit local agencies to create a patchwork of regulations to regulate the conversion of multi-family units to tenancy-in-common developments.

To “OPPOSE” AB 2619 which seeks to remove the six-person limitation in current law that limits the commercialization of residential neighborhoods for residential care facilities.

To “OPPOSE” AB 2258 which would allow any locality to expand their PACE program for wildfire safety improvements without appropriate safeguards.

To “OPPOSE” AB 1993 which seeks to mandate vaccinations for independent contractors and employees.

To “OPPOSE” AB 2224 which would require ibuyer companies to “work with” local real estate agents when selling property in CA but contains no framework for how that would be accomplished.

To “OPPOSE UNLESS AMENDED” ACA 14 to a) prohibit the conversion of single family 1-4 parcels to deed restricted rental housing ownership; b) require 25% of the monies generated by the HOPE Act to be dedicated to downpayment assistance programs; and c) include CAR as a prescribed stakeholder which can provide input into how the Business, Consumer Services and Housing Agency spends HOPE Act funds. (ACA 14, the Housing Opportunities for Everyone Act, as presently structured would create an account in the General Fund beginning in the 2024-25 fiscal year, and each fiscal year thereafter until 2033, to transfer 5% of the General Fund to fund homelessness programs and affordable housing development if approved by the voters in November 2022.)

To “OPPOSE UNLESS AMENDED” AB 1445 seeks to identify, but not constrain, development planning within the regional planning process for impacts caused by climate change, including emergency evacuation route capacity, wildfire risk and sea level rise. (C.A.R. is concerned that this not be used as a means for creating no-growth policies while still addressing the safety considerations.)

To “OPPOSE UNLESS AMENDED” AB 2745 to require two years of general real estate experience to have taken place within the five-year period immediately prior to the date of application for the broker license, but would allow a masters in real estate degree to substitute for the two years’ experience.

To “OPPOSE UNLESS AMENDED” SB 1105 which seeks to establish the San Diego Regional Equitable and Environmentally Friendly Housing Agency. C.A.R. is requesting at least 8 amendments designed to protect private property rights against actions by the proposed agency.

To “WATCH” AB 2889 which seeks to require electric distributing corporations with more than 50% of its service territory in a high fire threat district to additionally include in its 2023 wildfire mitigation plan a multi-year undergrounding plan covering at least 7 and not more than 10 years.

To “SUPPORT”, in conjunction with NAR, Special Purpose Credit Programs by private entities that provide homeownership opportunities to communities that have historically been discriminated against.

To “OPPOSE”, in conjunction with NAR, the permanent enactment of the provision contained in the CARES Act that requires a 30-day notice to vacate when demanding rent.

### **Other action items:**

Erin Stumpf was elected for a three-year term as NAR Director from C.A.R, for the period Nov 21- Nov 24.

Heather Ozur will continue as C.A.R. Treasurer for the 2023 term.

Melanie Barker was elected as C.A.R. President-elect for the 2023 term.

Jennifer Branchini, 2022 President-elect, automatically becomes President for the 2023 term.

John Sebree was elected as CEO and State Secretary for the 2023 term.

C.A.R. Bylaws were updated in several ways to more correctly reflect our current environment. In many cases they were updated to make the references gender neutral.

### **C.A.R. Report Only Items**

Franco Garcia was nominated for a two-year term as CREPAC Trustee for the period Nov 22- Nov 24. Kellie Swayne was nominated as the first Non-voting Alternate Trustee for the same period. Alternates move up when a Trustee vacancy occurs. The election shall occur at the fall meetings.

Leigh Rutledge was nominated for a two-year term as IMPAC Trustee for the period Nov 22- Nov 24. The election shall occur at the fall meetings.

Californians for Homeownership (CFH), an entity established by C.A.R., continues to pursue litigation measures to support the removal of barriers to housing related transactions.

In Huntington Beach an attempt by a neighboring property owner to block a large mixed-income housing project was rejected by the Court. In their findings they quoted liberally from the amicus brief filed by CFH.

CFH has filed lawsuits against six cities in Southern California for failing to follow state law in developing their housing plans.

CFH has filed lawsuits against South Pasadena and Irvine for refusing to turn over documents about how their housing plans were developed in violation of the public records laws.

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

The issue most prevalent throughout all meetings was the seriousness of the shortage in housing supply. Until there is a balance between housing supply and housing demand no remedy for affordable housing can be effective. There is estimated to be about a 3-4 million housing unit shortfall in CA. 90% of Californians say there is a housing issue. CA is the 49th lowest state in housing units per resident.

A revision to the new RPA based on a recent change to CA law will be officially released for use in June 2022. C.A.R. attorneys are always making changes to forms to keep them compliant with CA law and reduce the risk of legal action against users of the forms.

DRE Forum discussed that may be a violation of DRE Regulations for a licensee other than one associated with the listing broker to hold a property open. In any instance it creates liability on the part of the listing broker for the actions of licensees that they do not control.

DRE is revising their requirements related to discrimination in real estate practice. Watch for new requirements coming soon.

DRE is currently focusing on licensees that discriminate against housing voucher recipients in rental properties.

Fair Housing was a key topic of emphasis both at the C.A.R. meetings and at the NAR meetings in DC the following week. All REALTORS® need to be sure they both understand and are practicing all the requirements of Fair Housing laws and the Code of Ethics. Latest info from C.A.R. at <http://www.fairhousingcalifornia.org>.

All REALTORS® need to be familiar with and regularly visit the NAR website at <https://competition.realtor>. It provides up to the minute status on several active cases related to violations of anti-trust law. The Department of Justice is very interested in this issue related to our profession. A good site to visit for more info is [beta.ada.gov/web-guidance](https://beta.ada.gov/web-guidance).

Increasing discussion on requiring a written buyer representation agreement for brokers to work with buyers. It is already the law in many other states.

Much discussion about lawsuits being threatened against brokers for not having ADA compliant websites. There are guidelines published but no current laws on what is required. Good faith efforts should be made by all website operators. Many of the threats are thinly veiled extortions as they offer to go away without initiating litigation in exchange for a payment of several thousand dollars.

Much discussion about the need for defensible space around homes. The City of Truckee is currently the only locality in CA that requires a point-of-sale defensible space inspection.



## IN-PERSON @ SAR TRAINING ROOM

### June 13th Sessions:

**10 am-11:30 am** MetroList Mobile: Take Your MLS With You! | [CLICK HERE](#)

**1 pm-3:30 pm** How to Find the Perfect Property for Your Client | [CLICK HERE](#)

### July 11th Sessions:

**10 am-12:00 pm** Why the Interactive Map should be Your New Favorite Search! | [CLICK HERE](#)

**1 pm-3 pm** Cloud CMA Workshop: How to Impress Your Clients with this FREE Tool! | [CLICK HERE](#)

## WEBINARS

### June 2nd Webinars:

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

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

### June 6th Webinars:

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

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

### June 8th Webinars:

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

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

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

### June 10th Webinars:

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

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

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

### June 14th Webinars:

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

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

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

### June 16th Webinars:

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

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

### June 20th Webinars:

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

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

### June 22nd Webinars:

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

**10 am** Why the Interactive Map should be Your New Favorite Search! | [CLICK HERE](#)

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

### June 24th Webinars:

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

**10 am** Homespotter: Your Easy on the Go app! | [CLICK HERE](#)

**4PM** MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

### June 28th Webinars:

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

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

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

### June 28th Webinars:

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

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

# Article 1

*When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly. (Amended 1/01)*

## Case #1-8: Knowledge of Essential Facts

(Originally Case #7-10. Reaffirmed May, 1988. Transferred to Article 1 November, 1994.)

Client A listed a small house with REALTOR® B who obtained an offer to buy it and a deposit in the form of a check for \$2,000. Client A agreed to accept the offer, then heard nothing from REALTOR® B, the listing broker, for three weeks. At that time REALTOR® B called him to say that the sale had fallen through and that the buyer's check had been returned by the bank marked "Not Sufficient Funds."

Client A complained to the local Board of REALTORS® against REALTOR® B charging him with dilatory and unprofessional conduct and apparent unfamiliarity with essential facts under laws governing procedures in real estate transactions.

At the hearing, it was established that two days after making the offer the buyer had refused to sign escrow instructions, and that REALTOR® B had not deposited the buyer's check until ten days after receiving it.

REALTOR® B's defense was that since the return of the check he had received numerous promises from the buyer that it would be made good, and that the buyer's reason for refusing to sign escrow instructions was to give the buyer's attorney time to read them. Questioning during the hearing established that the check had not been made good, the escrow instructions had not been signed, and that the delay had caused great inconvenience and possible loss to Client A.

The Hearing Panel concluded that REALTOR® B should have deposited the check immediately, in which event it would either have been accepted, or its NSF status could have been known and reported to the client at once; that REALTOR® B should have advised his client immediately of the buyer's refusal to sign escrow instructions; that in this negligence REALTOR® B reflected a lack of adequate knowledge of essential facts under laws governing real estate transactions, and was in violation of Article 1 of the Code of Ethics, having failed to protect the client's interests.

Code of Ethics



# JUNE 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  <a href="#">The Ultimate Guide to List and Sell Commercial Investment Property</a> (EC) 8:00am – 4:00pm	2  RE Finance & Affiliate Forum (EC) 9:00 – 10:30am	3  SAR Toastmasters (T) 7:30 – 9:00am Unitek College Event (EC) 11:00am – 3:00pm
6  WCR Board Meeting (B) 12noon – 1:30pm	7 Main Meeting (V) 9:00 – 10:30am CanTree Committee (B) 10:30am – 12noon Community Relations Committee (T) 10:30 – 11:30am Charity Research Committee (B1) 10:30 – 11:30am	8  No Events Scheduled	9 Masters Club Steering Committee (B) 9:30 – 11:00am <a href="#">Staying Out of Court: Advanced Level Strategies Webinar</a> (V) 10:00 – 11:00am Internship Committee (V) 12noon – 1:30pm	10  SAR Toastmasters (T) 7:30 – 9:00am SAR Staff Meeting 7:30 – 8:30am (SAR Offices Closed)
13 Education Committee (B) 10:00 – 11:30am MetroList In-Person Training: MetroList Mobile: Take Your MLS With You! (T) 10:00 – 11:30am Leadership Academy (B) 1:00 – 2:30pm MetroList In-Person Training: MetroList Mobile: How to Find the Perfect Property for Your Client (T) 1:00 – 3:30pm	14  LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am YPN Advisory Committee (V) 11:00am – 12:30pm	15  SAR New Member Orientation (V) 6:00 – 9:30pm	16  <a href="#">Property Management Basics Series - Day 1</a> (T) 11:00am – 2:15pm WCR Orientation (EC) 10:30am – 12noon	17  SAR Toastmasters (T) 7:30 – 9:00am
20  No Events Scheduled	21  LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee (B) 10:30am – 12noon Scholarship Fundraising Committee (V) 1:00 – 2:00pm	22  SAR Past President's Luncheon 11:00am – 1:00pm	23  CAMP NMLS Training (EC) 9:00am – 4:00pm <a href="#">Property Management Basics Series - Day 2</a> (T) 11:00am – 2:15pm	24  SAR Toastmasters (T) 7:30 – 9:00am <a href="#">Tacos &amp; Trivia – YPN Event</a> (EC) 5:00 – 8:00pm
27  Event Center Video Shoot (EC) 11:30am – 2:00pm	31 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:30pm	29  Unitek College Event (EC) 11:00am – 3:00pm SAR Offices Closed 1:00 – 2:00pm	30  <a href="#">Property Management Basics Series - Day 3</a> (T) 11:00am – 2:15pm  SAR BOD 9:00 – 11:00am	



# SAR EDUCATIONAL OFFERINGS

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

## JUNE

### CLASS

- |    |                  |  |
|----|------------------|--|
| 1  | 8am – 4pm        | <a href="#">THE ULTIMATE GUIDE TO LIST &amp; SELL COMMERCIAL INVESTMENT PROPERTY – IN PERSON</a> |
| 9  | 10am – 11am      | <a href="#">STAYING OUT OF COURT: ADVANCED LEVEL DISCLOSURES – ZOOM</a>                          |
| 14 | 11am – 12pm      | <a href="#">ATTRACTING SENIORS AS CLIENTS – ZOOM</a>   |
| 16 | 11:00am – 2:15pm | <a href="#">PROPERTY MANAGEMENT BASICS SERIES – IN PERSON</a>                                    |
| 23 | 30               | 7/7  |
| 16 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: GETTING STARTED IN PROPERTY MANAGEMENT AND NEW LAWS</a>  |
| 21 | 9am – 12:30pm    | <a href="#">BUILDING A DYNAMIC BUYER STRATEGY – IN PERSON</a>                                    |
| 23 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: THE NUTS &amp; BOLTS OF YOUR DOCUMENTS – IN PERSON</a>   |
| 30 | 11am – 2:15pm    | <a href="#">PROPERTY MANAGEMENT BASICS: YOU ARE BEING AUDITED, ARE YOU READY? – IN PERSON</a>    |

## JULY

### CLASS

- |    |               |   |
|----|---------------|---|
| 7  | 11am – 2:15pm | <a href="#">PROPERTY MANAGEMENT BASICS: LET'S MAKE SOME SERIOUS MONEY – IN PERSON</a> |
| 14 | 12pm – 1:30pm | <a href="#">LUNCH AND LEARN: SELLING COUNTRY PROPERTY AND LAND ISSUES – IN PERSON</a> |

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



education

## 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](#).

### WINNING WITH RENTAL PROPERTIES: BUY, SELL, INVEST, MANAGE

CHRIS AIROLA IS A SUCCESSFUL PROPERTY MANAGER WHO EXPLAINS HOW OWNING RENTAL PROPERTY CAN BUILD WEALTH. LEARN SOME IMPORTANT TIPS TO AVOID THE PITFALLS OF MANAGING PROPERTY IN 2022.

[REGISTER/MORE INFO HERE](#)

### PROBATE REAL ESTATE SALES

BREAKING DOWN THE PROBATE SALE FROM START TO FINISH WHILE UNDERSTANDING THAT TIMING IS EVERYTHING. LEARN THE ROLES OF THE PROBATE ATTORNEY AND EXECUTOR, NUANCES OF LISTING AGREEMENTS AND OFFERS, AND WHEN THE COURTS MUST BE INVOLVED.

[REGISTER/MORE INFO HERE](#)

### LINKEDIN TIPS FOR REAL ESTATE PROFESSIONALS

LEARN HOW TO USE LINKEDIN TO FOCUS ON BRAND AWARENESS, REPUTATION ENHANCEMENT, AND CONTENT MARKETING FOR YOU AND YOUR BUSINESS.

[REGISTER/MORE INFO HERE](#)

### PROTECT YOUR BUSINESS WITH YOUR OWN BUYER BROKER SYSTEM

INSTRUCTOR ARIA SALEHPOUR WILL SHOW YOU HOW TO USE THE BUYER BROKER SYSTEM TO ENSURE YOUR BUYERS' COMMITMENT AND CONFIDENCE IN YOU.

[REGISTER/MORE INFO HERE](#)

### ZIPFORM® AND DOCUSIGN®

PRESENTER RAY FUENTES PROVIDES AN OVERVIEW OF THE VARIOUS FUNCTIONS OF ZIPFORM® PLUS, HOW TO ACCESS THE FORMS LIBRARY, AND HOW TO USE TEMPLATES. ALSO LEARN IMPORTANT TIPS REGARDING DOCUSIGN®

[REGISTER/MORE INFO HERE](#)

### 2022 REAL ESTATE LEGAL UPDATE

THIS CLASS WILL REVIEW THE KEY REVISIONS TO THE RPA YOU SHOULD BE AWARE OF IN ORDER TO AVOID A LAWSUIT AND BE COMPLIANT FOR 2022. INSTRUCTOR KEITH DUNNAGAN WILL ALSO SPEAK ABOUT THE NEW LEGISLATION RELATED TO WEBSITES. IN ADDITION, LEARN HOW CONSTRUCTIVE EVICTION COULD AFFECT YOUR CLIENTS.

[REGISTER/MORE INFO HERE](#)

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

# Looking for an Affiliate or REALTOR®?

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



# April 2022

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PNC Bank

**Kyla Cabrera**  
Better Homes & Gardens Affiliate

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GFL Capital Mortgage

**Frank DeVito**  
Old Republic Title Co.

**Lindsay Garcia**  
Van Beurden Insurance Services

**Tim Kepler**  
Intro Lend

**Kate Maria**  
Better Homes & Gardens Affiliate

**Shelley Quintero**  
Better Homes & Gardens Affiliate

**Jessica Simmers**  
Better Homes & Gardens Affiliate

**Barbara Tingley**  
Better Homes & Gardens Affiliate

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**Bradford Sanborn**  
Sanborn Real Estate

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Trust Properties USA

**Marc Geredes**  
Sundae Homes

**Lysa Gresalfi**  
Trelora Realty, Inc.

**April Noessel**  
Noessel Realty

**Anthony Sepahmansour**  
Sepah Real Estate

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eXp Realty of California, Inc.

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Redfin Corporation

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FlyHomes, Inc.

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**Micah Comeaux**  
All City Homes

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Keller Williams Realty Folsom

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Indie Capital Real Estate

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Evergreen Homes

**Noah Elliott**  
Diamond Quality Real Estate

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Capitol Realty Center

**Guadalupe Farias**  
Lyon RE Natomas

**Sadie Feldman**  
Guide Real Estate

**Cecilia Flores**  
Century 21 Select Real Estate

**Felipe Gama**  
Capitol Realty Center

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E3 Realty & Loans

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Bruce Mills, Inc.

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Keep It Realty

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**Steven Henry**  
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Brittingham & Associates Corp

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**Tannicesha Jesse**  
Elite Premier Properties

**Ruben Jucaban**  
Kinetic Real Estate

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**Behdad Kiani**  
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**Alka Nguyen**  
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**Elizabeth Rodriguez**  
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**Amber Rodriguez**  
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**Iryna Slobodyany**  
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**Laura Smith**  
Redfin Corporation

**Emad Sweidan**  
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**Cesar Vaca**  
Blvd. Real Estate

**Jessica Wanamaker**  
Cali Homes

**Mirta Zavalza**  
Keller Williams Realty Natomas

# WELCOME



# SACRAMENTO HOUSING STATISTICS

## Median sales price creeps higher in April

# APRIL

April closed with 1,464 sales, a 7.2% increase from March (1,366). Compared to one year ago (1,540), the current figure is down 4.9%. Of the 1,464 sales this month, 194 (13.3%) used cash financing, 1,057 (72.2%) used conventional, 119 (8.1%) used FHA, 53 (3.6%) used VA and 41 (2.8%) used Other types of financing.

The median sales price increased 1.7% from \$556,000 to \$565,500. This figure is up 15.5% from April 2021 (\$489,500). The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory increased 27.8% from March to April, from 1,050 units to 1,342 units. Compared with April 2021 (1,006), inventory is up 33.4%. The Months of Inventory increased from .8 to .9 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) remained at 7 and the Average DOM decreased from 15 to 12. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,464 sales this month, 92% (1,434) were on the market for 30 days or less and 97.9% (1,304) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$364 to \$370. See all statistical reports compiled by the [Sacramento Association of REALTORS®](https://www.sacramentoassociationofrealtors.org).

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	43	40	1.1
\$350,000 - \$399,999	96	65	1.5
\$400,000 - \$449,999	122	166	0.7
\$450,000 - \$499,999	158	199	0.8
\$500,000 - \$549,999	140	195	0.7
\$550,000 - \$599,999	152	174	0.9
\$600,000 - \$649,999	119	151	0.8
\$650,000 - \$699,999	114	107	1.1
\$700,000 - \$749,999	72	96	0.8
\$750,000 - \$799,999	67	67	1.0
\$800,000 - \$849,999	61	59	1.0
\$850,000 - \$899,999	35	25	1.4
\$900,000 - \$949,999	25	23	1.1
\$950,000 - \$999,999	31	18	1.7
\$1,000,000 and over	107	79	1.4
<b>Total:</b>	<b>1,342</b>	<b>1,464</b>	<b>Total: 0.9</b>

Market Snapshot - April 2022					
	Apr-22	Mar-22	Change	Apr-21	Change (from '21)
<b>Sales</b>	1,464	1,366	7.2%	1,540	-4.9%
<b>Median Sales Price</b>	\$565,500	\$556,000	1.7%	\$489,500	15.5%
<b>Active Inventory</b>	1,342	1,050	27.8%	1,006	33.4%
<b>Median DOM</b>	7	7	0.0%	6	16.7%
<b>Avg. Price/SqFt</b>	\$370	\$364	1.6%	\$303	22.1%

Tony Vicari, Director of Communications

[tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org)

916-437-1205

The Sacramento Association of REALTORS® is a professional association representing over 6,500 real estate professionals and commercial affiliates doing business in the greater Sacramento metropolitan area. All SAR statistics reports compiled by Tony Vicari, SAR Director of Communications. Statistics are derived from the MetroList® MLS database for Sacramento County and the City of West Sacramento.

†Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.

APRIL 2022

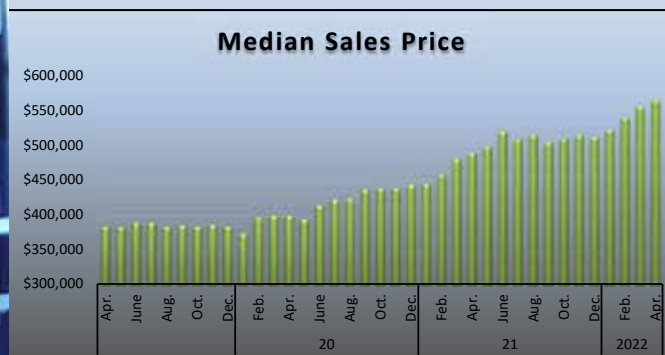
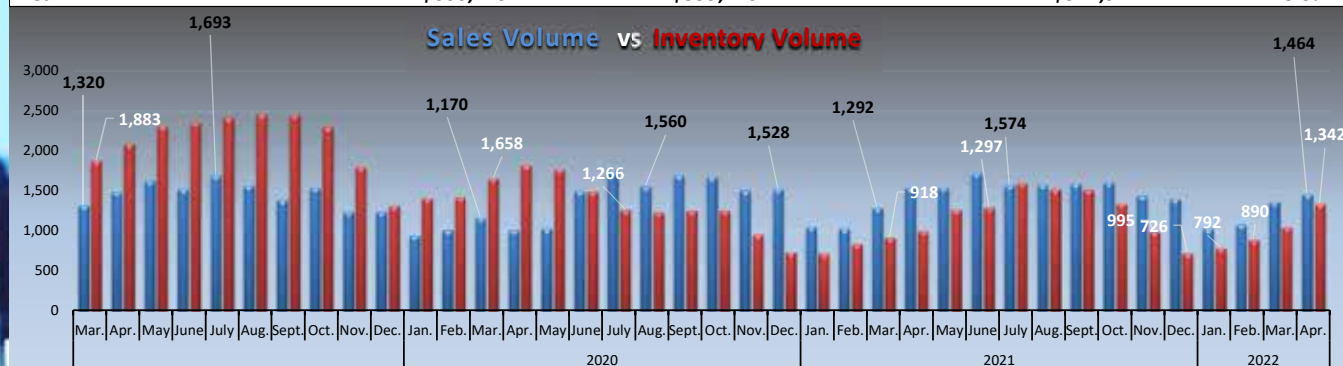
## MLS STATISTICS for April 2022

Data for Sacramento County and the City of West Sacramento



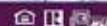
## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,841		1,833	0.4%		1,904		-3.3%
Active Listing Inventory †	1,342		1,050	27.8%		1,006		33.4%
Pending Sales This Month*	1,468		1,567	-6.3%		1,960		-25.1%
Number of REO Sales	4	0.3%	2	100%	0.1%	4	0.3%	0.0%
Number of Short Sales	0	0.0%	0	N/A	0.0%	2	0.1%	-100.0%
Equity Sales	1,460	99.7%	1,364	7.0%	99.9%	1,534	99.6%	-4.8%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,464	100%	1,366	7.2%	100%	1,540	100.0%	-4.9%
Months Inventory	0.9 Months		0.8 Months	12.5%		0.7 Months		28.6%
Dollar Value of Closed Escrows	\$905,038,292		\$833,541,236	8.6%		\$839,720,020		7.8%
Median	\$565,500		\$556,000	1.7%		\$489,500		15.5%
Mean	\$618,196		\$610,206	1.3%		\$545,273		13.4%
Year-to-Date Statistics	1/01/22 to 4/30/22		1/01/22 to 4/30/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			4/30/2021		Change
Number of Closed Escrows	4,942		5,026			4,920		0.4%
Dollar Value of Closed Escrows	\$2,965,757,196		\$3,011,779,958			\$2,548,173,869		16.4%
Median	\$550,000		\$550,000			\$470,000		17.0%
Mean	\$600,113		\$599,240			\$517,922		15.9%

Jenny Escrow  
Realtor®

**SAR Member Benefit\***  
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for details.

\*must be current SAR Member in good standing



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

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205



# Data for Sacramento County and the City of West Sacramento

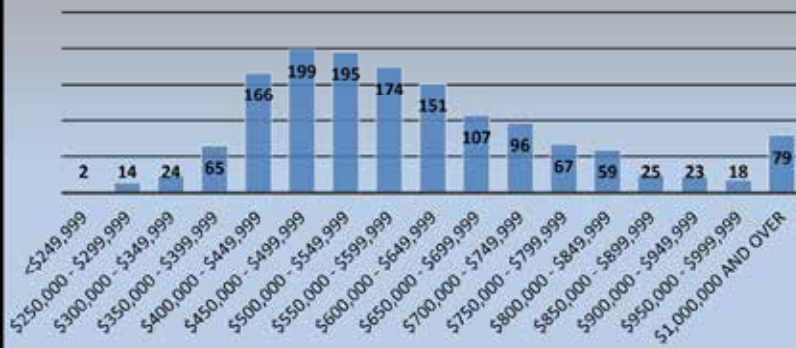
## MLS STATISTICS for April 2022

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

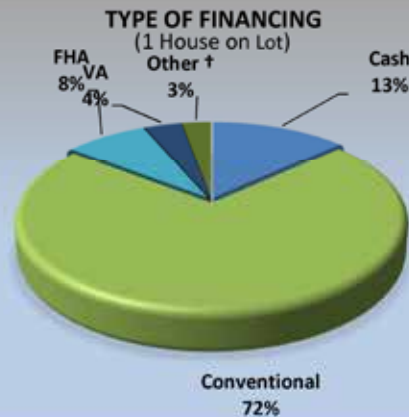
#### BREAKDOWN OF SALES BY PRICE

##### 1 House on Lot

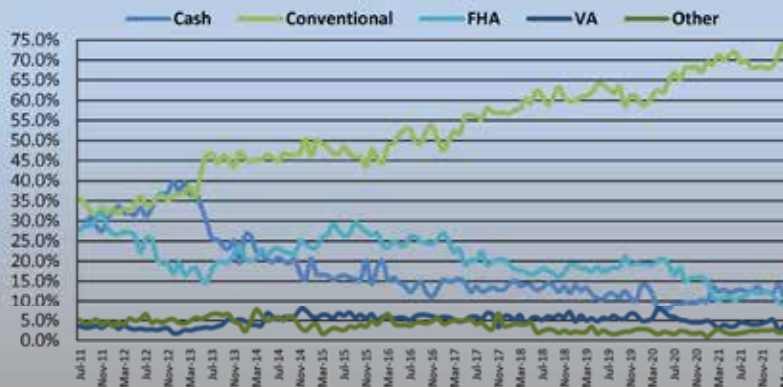
Total: 1,464



#### Type of Financing/Days on Market



#### 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	194	13.3%	153	11.2%	0 - 30	1,347	92.0%	86.6%	88.1%
Conventional	1,057	72.2%	1,015	74.3%	31 - 60	87	5.9%	8.3%	8.0%
FHA	119	8.1%	119	8.7%	61 - 90	18	1.2%	2.7%	2.3%
VA	53	3.6%	50	3.7%	91 - 120	6	0.4%	1.3%	0.8%
Other †	41	2.8%	29	2.1%	121 - 180	3	0.2%	0.8%	0.5%
<b>Total</b>	<b>1,464</b>	<b>100.0%</b>	<b>1,366</b>	<b>100.0%</b>	<b>181+</b>	<b>3</b>	<b>0.2%</b>	<b>0.3%</b>	<b>0.2%</b>
					<b>Total</b>	<b>1,464</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

Median DOM:	Current	Last Month
Average DOM:	7	7
Average Price/Square Foot:	12	15
	\$370.1	\$364.1

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

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

Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | [www.sacrealtor.org](http://www.sacrealtor.org) | 916.437.1205

## SINGLE FAMILY HOME SALES BY ZIP CODE

APRIL 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	59	REO Sales 0	45	70	199
	Median Sales Price	\$600,000	\$0	\$560,000	\$540,000	\$560,000
	Average Price/Square Foot	\$351	Short Sales 0	\$362	\$316	N/A
	Average Sq Ft of Property	1,865	\$0	1,878	1,937	N/A
	Total Listing Inventory *	55	Conventional 59	44	74	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$600,000	\$644,000	\$649,950	N/A
95610 Citrus Heights	Total Sales	49	REO Sales 0	43	41	163
	Median Sales Price	\$560,000	\$0	\$575,000	\$505,000	\$551,275
	Average Price/Square Foot	\$362	Short Sales 0	\$356	\$311	N/A
	Average Sq Ft of Property	1,597	\$0	1,729	1,702	N/A
	Total Listing Inventory *	48	Conventional 49	28	30	N/A
	Total Listing Median Price ∞	\$579,450	Sales \$560,000	\$549,900	\$494,900	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 1	46	52	163
	Median Sales Price	\$486,000	\$421,050	\$510,000	\$431,000	\$480,000
	Average Price/Square Foot	\$367	Short Sales 0	\$352	\$304	N/A
	Average Sq Ft of Property	1,359	\$0	1,478	1,511	N/A
	Total Listing Inventory *	35	Conventional 45	25	31	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$487,000	\$494,500	\$425,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	56	68	188
	Median Sales Price	\$677,750	\$0	\$682,500	\$567,563	\$675,000
	Average Price/Square Foot	\$364	Short Sales 0	\$362	\$301	N/A
	Average Sq Ft of Property	2,047	\$0	2,192	2,313	N/A
	Total Listing Inventory *	54	Conventional 54	42	42	N/A
	Total Listing Median Price ∞	\$700,000	Sales \$677,750	\$729,000	\$638,888	N/A
95626 Elverta	Total Sales	8	REO Sales 0	3	9	18
	Median Sales Price	\$545,000	\$0	\$487,000	\$401,000	\$506,450
	Average Price/Square Foot	\$433	Short Sales 0	\$366	\$350	N/A
	Average Sq Ft of Property	1,469	\$0	1,363	1,382	N/A
	Total Listing Inventory *	5	Conventional 8	6	3	N/A
	Total Listing Median Price ∞	\$750,000	Sales \$545,000	\$552,498	\$489,000	N/A
95628 Fair Oaks	Total Sales	48	REO Sales 0	51	51	166
	Median Sales Price	\$635,500	\$0	\$624,900	\$580,000	\$630,000
	Average Price/Square Foot	\$365	Short Sales 0	\$353	\$321	N/A
	Average Sq Ft of Property	1,981	\$0	2,051	1,964	N/A
	Total Listing Inventory *	54	Conventional 48	41	37	N/A
	Total Listing Median Price ∞	\$698,950	Sales \$635,500	\$698,000	\$659,000	N/A
95630 Folsom	Total Sales	92	REO Sales 0	80	97	282
	Median Sales Price	\$820,500	\$0	\$835,000	\$685,000	\$820,000
	Average Price/Square Foot	\$399	Short Sales 0	\$400	\$339	N/A
	Average Sq Ft of Property	2,283	\$0	2,280	2,238	N/A
	Total Listing Inventory *	86	Conventional 92	77	47	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$820,500	\$800,000	\$719,000	N/A
95632 Galt	Total Sales	32	REO Sales 0	36	40	116
	Median Sales Price	\$568,450	\$0	\$516,000	\$457,500	\$525,000
	Average Price/Square Foot	\$338	Short Sales 0	\$344	\$293	N/A
	Average Sq Ft of Property	1,750	\$0	1,693	1,752	N/A
	Total Listing Inventory *	38	Conventional 32	27	16	N/A
	Total Listing Median Price ∞	\$599,999	Sales \$568,450	\$630,000	\$575,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	1	0	4
	Median Sales Price	\$770,000	\$0	\$620,000	\$0	\$802,500
	Average Price/Square Foot	\$448	Short Sales 0	\$760	\$0	N/A
	Average Sq Ft of Property	1,717	\$0	816	0	N/A
	Total Listing Inventory *	1	Conventional 1	0	4	N/A
	Total Listing Median Price ∞	\$999,000	Sales \$770,000	\$0	\$717,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	0	3	4
	Median Sales Price	\$442,500	\$0	\$0	\$330,000	\$502,750
	Average Price/Square Foot	\$294	Short Sales 0	\$0	\$311	N/A
	Average Sq Ft of Property	1,603	\$0	0	1,087	N/A
	Total Listing Inventory *	2	Conventional 2	2	2	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$442,500	\$1,444,950	\$1,774,500	N/A
95655 Mather	Total Sales	6	REO Sales 0	2	5	14
	Median Sales Price	\$557,500	\$0	\$727,500	\$535,000	\$526,000
	Average Price/Square Foot	\$344	Short Sales 0	\$306	\$296	N/A
	Average Sq Ft of Property	1,736	\$0	2,700	1,846	N/A
	Total Listing Inventory *	8	Conventional 6	2	4	N/A
	Total Listing Median Price ∞	\$672,000	Sales \$557,500	\$614,900	\$427,000	N/A
95660 North Highlands	Total Sales	40	REO Sales 0	31	44	133
	Median Sales Price	\$420,500	\$0	\$410,000	\$360,000	\$410,000
	Average Price/Square Foot	\$350	Short Sales 0	\$367	\$292	N/A
	Average Sq Ft of Property	1,201	\$0	1,160	1,266	N/A
	Total Listing Inventory *	38	Conventional 40	21	17	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$420,500	\$409,000	\$360,000	N/A
95662 Orangevale	Total Sales	49	REO Sales 1	35	38	141
	Median Sales Price	\$580,000	\$615,000	\$565,000	\$485,000	\$565,000
	Average Price/Square Foot	\$391	Short Sales 0	\$376	\$341	N/A
	Average Sq Ft of Property	1,768	\$0	1,779	1,669	N/A
	Total Listing Inventory *	42	Conventional 48	33	38	N/A
	Total Listing Median Price ∞	\$586,500	Sales \$577,500	\$649,998	\$575,000	N/A



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			(by type)			
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	Average Price/Square Foot	\$351	Short Sales 0	\$362	\$316	N/A
	Average Sq Ft of Property	1,865	\$0	1,878	1,937	N/A
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	Total Listing Median Price ∞	\$639,000	Sales \$600,000	\$644,000	\$649,950	N/A
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	Median Sales Price	\$560,000	\$0	\$575,000	\$505,000	\$551,275
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	Median Sales Price	\$486,000	\$421,050	\$510,000	\$431,000	\$480,000
	Average Price/Square Foot	\$367	Short Sales 0	\$352	\$304	N/A
	Average Sq Ft of Property	1,359	\$0	1,478	1,511	N/A
	Total Listing Inventory *	35	Conventional 45	25	31	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$487,000	\$494,500	\$425,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	56	68	188
	Median Sales Price	\$677,750	\$0	\$682,500	\$567,563	\$675,000
	Average Price/Square Foot	\$364	Short Sales 0	\$362	\$301	N/A
	Average Sq Ft of Property	2,047	\$0	2,192	2,313	N/A
	Total Listing Inventory *	54	Conventional 54	42	42	N/A
	Total Listing Median Price ∞	\$700,000	Sales \$677,750	\$729,000	\$638,888	N/A
95626 Elverta	Total Sales	8	REO Sales 0	3	9	18
	Median Sales Price	\$545,000	\$0	\$487,000	\$401,000	\$506,450
	Average Price/Square Foot	\$433	Short Sales 0	\$366	\$350	N/A
	Average Sq Ft of Property	1,469	\$0	1,363	1,382	N/A
	Total Listing Inventory *	5	Conventional 8	6	3	N/A
	Total Listing Median Price ∞	\$750,000	Sales \$545,000	\$552,498	\$489,000	N/A
95628 Fair Oaks	Total Sales	48	REO Sales 0	51	51	166
	Median Sales Price	\$635,500	\$0	\$624,900	\$580,000	\$630,000
	Average Price/Square Foot	\$365	Short Sales 0	\$353	\$321	N/A
	Average Sq Ft of Property	1,981	\$0	2,051	1,964	N/A
	Total Listing Inventory *	54	Conventional 48	41	37	N/A
	Total Listing Median Price ∞	\$698,950	Sales \$635,500	\$698,000	\$659,000	N/A
95630 Folsom	Total Sales	92	REO Sales 0	80	97	282
	Median Sales Price	\$820,500	\$0	\$835,000	\$685,000	\$820,000
	Average Price/Square Foot	\$399	Short Sales 0	\$400	\$339	N/A
	Average Sq Ft of Property	2,283	\$0	2,280	2,238	N/A
	Total Listing Inventory *	86	Conventional 92	77	47	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$820,500	\$800,000	\$719,000	N/A
95632 Galt	Total Sales	32	REO Sales 0	36	40	116
	Median Sales Price	\$568,450	\$0	\$516,000	\$457,500	\$525,000
	Average Price/Square Foot	\$338	Short Sales 0	\$344	\$293	N/A
	Average Sq Ft of Property	1,750	\$0	1,693	1,752	N/A
	Total Listing Inventory *	38	Conventional 32	27	16	N/A
	Total Listing Median Price ∞	\$599,999	Sales \$568,450	\$630,000	\$575,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	1	0	4
	Median Sales Price	\$770,000	\$0	\$620,000	\$0	\$802,500
	Average Price/Square Foot	\$448	Short Sales 0	\$760	\$0	N/A
	Average Sq Ft of Property	1,717	\$0	816	0	N/A
	Total Listing Inventory *	1	Conventional 1	0	4	N/A
	Total Listing Median Price ∞	\$999,000	Sales \$770,000	\$0	\$717,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	0	3	4
	Median Sales Price	\$442,500	\$0	\$0	\$330,000	\$502,750
	Average Price/Square Foot	\$294	Short Sales 0	\$0	\$311	N/A
	Average Sq Ft of Property	1,603	\$0	0	1,087	N/A
	Total Listing Inventory *	2	Conventional 2	2	2	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$442,500	\$1,444,950	\$1,774,500	N/A
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	Median Sales Price	\$557,500	\$0	\$727,500	\$535,000	\$526,000
	Average Price/Square Foot	\$344	Short Sales 0	\$306	\$296	N/A
	Average Sq Ft of Property	1,736	\$0	2,700	1,846	N/A
	Total Listing Inventory *	8	Conventional 6	2	4	N/A
	Total Listing Median Price ∞	\$672,000	Sales \$557,500	\$614,900	\$427,000	N/A
95660 North Highlands	Total Sales	40	REO Sales 0	31	44	133
	Median Sales Price	\$420,500	\$0	\$410,000	\$360,000	\$410,000
	Average Price/Square Foot	\$350	Short Sales 0	\$367	\$292	N/A
	Average Sq Ft of Property	1,201	\$0	1,160	1,266	N/A
	Total Listing Inventory *	38	Conventional 40	21	17	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$420,500	\$409,000	\$360,000	N/A
95662 Orangevale	Total Sales	49	REO Sales 1	35	38	141
	Median Sales Price	\$580,000	\$615,000	\$565,000	\$485,000	\$565,000
	Average Price/Square Foot	\$391	Short Sales 0	\$376	\$341	N/A
	Average Sq Ft of Property	1,768	\$0	1,779	1,669	N/A
	Total Listing Inventory *	42	Conventional 48	33	38	N/A
	Total Listing Median Price ∞	\$586,500	Sales \$577,500	\$649,998	\$575,000	N/A

## SINGLE FAMILY HOME SALES BY ZIP CODE

APRIL 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
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	Median Sales Price	\$600,000	\$0	\$560,000	\$540,000	\$560,000
	Average Price/Square Foot	\$351	Short Sales 0	\$362	\$316	N/A
	Average Sq Ft of Property	1,865	\$0	1,878	1,937	N/A
	Total Listing Inventory *	55	Conventional 59	44	74	N/A
	Total Listing Median Price ∞	\$639,000	Sales \$600,000	\$644,000	\$649,950	N/A
95610 Citrus Heights	Total Sales	49	REO Sales 0	43	41	163
	Median Sales Price	\$560,000	\$0	\$575,000	\$505,000	\$551,275
	Average Price/Square Foot	\$362	Short Sales 0	\$356	\$311	N/A
	Average Sq Ft of Property	1,597	\$0	1,729	1,702	N/A
	Total Listing Inventory *	48	Conventional 49	28	30	N/A
	Total Listing Median Price ∞	\$579,450	Sales \$560,000	\$549,900	\$494,900	N/A
95621 Citrus Heights	Total Sales	46	REO Sales 1	46	52	163
	Median Sales Price	\$486,000	\$421,050	\$510,000	\$431,000	\$480,000
	Average Price/Square Foot	\$367	Short Sales 0	\$352	\$304	N/A
	Average Sq Ft of Property	1,359	\$0	1,478	1,511	N/A
	Total Listing Inventory *	35	Conventional 45	25	31	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$487,000	\$494,500	\$425,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	56	68	188
	Median Sales Price	\$677,750	\$0	\$682,500	\$567,563	\$675,000
	Average Price/Square Foot	\$364	Short Sales 0	\$362	\$301	N/A
	Average Sq Ft of Property	2,047	\$0	2,192	2,313	N/A
	Total Listing Inventory *	54	Conventional 54	42	42	N/A
	Total Listing Median Price ∞	\$700,000	Sales \$677,750	\$729,000	\$638,888	N/A
95626 Elverta	Total Sales	8	REO Sales 0	3	9	18
	Median Sales Price	\$545,000	\$0	\$487,000	\$401,000	\$506,450
	Average Price/Square Foot	\$433	Short Sales 0	\$366	\$350	N/A
	Average Sq Ft of Property	1,469	\$0	1,363	1,382	N/A
	Total Listing Inventory *	5	Conventional 8	6	3	N/A
	Total Listing Median Price ∞	\$750,000	Sales \$545,000	\$552,498	\$489,000	N/A
95628 Fair Oaks	Total Sales	48	REO Sales 0	51	51	166
	Median Sales Price	\$635,500	\$0	\$624,900	\$580,000	\$630,000
	Average Price/Square Foot	\$365	Short Sales 0	\$353	\$321	N/A
	Average Sq Ft of Property	1,981	\$0	2,051	1,964	N/A
	Total Listing Inventory *	54	Conventional 48	41	37	N/A
	Total Listing Median Price ∞	\$698,950	Sales \$635,500	\$698,000	\$659,000	N/A
95630 Folsom	Total Sales	92	REO Sales 0	80	97	282
	Median Sales Price	\$820,500	\$0	\$835,000	\$685,000	\$820,000
	Average Price/Square Foot	\$399	Short Sales 0	\$400	\$339	N/A
	Average Sq Ft of Property	2,283	\$0	2,280	2,238	N/A
	Total Listing Inventory *	86	Conventional 92	77	47	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$820,500	\$800,000	\$719,000	N/A
95632 Galt	Total Sales	32	REO Sales 0	36	40	116
	Median Sales Price	\$568,450	\$0	\$516,000	\$457,500	\$525,000
	Average Price/Square Foot	\$338	Short Sales 0	\$344	\$293	N/A
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	Total Listing Inventory *	38	Conventional 32	27	16	N/A
	Total Listing Median Price ∞	\$599,999	Sales \$568,450	\$630,000	\$575,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	1	0	4
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	Median Sales Price	\$770,000	\$0	\$620,000	\$0	\$802,500
	Average Price/Square Foot	\$448	Short Sales 0	\$760	\$0	N/A
	Average Sq Ft of Property	1,717	\$0	816	0	N/A
	Total Listing Inventory *	1	Conventional 1	0	4	N/A
	Total Listing Median Price ∞	\$999,000	Sales \$770,000	\$0	\$717,500	N/A
95641 Isleton	Total Sales	2	REO Sales 0	0	3	4
	Median Sales Price	\$442,500	\$0	\$0	\$330,000	\$502,750
	Average Price/Square Foot	\$294	Short Sales 0	\$0	\$311	N/A
	Average Sq Ft of Property	1,603	\$0	0	1,087	N/A
	Total Listing Inventory *	2	Conventional 2	2	2	N/A
	Total Listing Median Price ∞	\$1,444,950	Sales \$442,500	\$1,444,950	\$1,774,500	N/A
95655 Mather	Total Sales	6	REO Sales 0	2	5	14
	Median Sales Price	\$557,500	\$0	\$727,500	\$535,000	\$526,000
	Average Price/Square Foot	\$344	Short Sales 0	\$306	\$296	N/A
	Average Sq Ft of Property	1,736	\$0	2,700	1,846	N/A
	Total Listing Inventory *	8	Conventional 6	2	4	N/A
	Total Listing Median Price ∞	\$672,000	Sales \$557,500	\$614,900	\$427,000	N/A
95660 North Highlands	Total Sales	40	REO Sales 0	31	44	133
	Median Sales Price	\$420,500	\$0	\$410,000	\$360,000	\$410,000
	Average Price/Square Foot	\$350	Short Sales 0	\$367	\$292	N/A
	Average Sq Ft of Property	1,201	\$0	1,160	1,266	N/A
	Total Listing Inventory *	38	Conventional 40	21	17	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$420,500	\$409,000	\$360,000	N/A
95662 Orangevale	Total Sales	49	REO Sales 1	35	38	141
	Median Sales Price	\$580,000	\$615,000	\$565,000	\$485,000	\$565,000
	Average Price/Square Foot	\$391	Short Sales 0	\$376	\$341	N/A
	Average Sq Ft of Property	1,768	\$0	1,779	1,669	N/A
	Total Listing Inventory *	42	Conventional 48	33	38	N/A
	Total Listing Median Price ∞	\$586,500	Sales \$577,500	\$649,998	\$575,000	N/A



# STAFF DIRECTORY



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