



SACRAMENTO REALTOR®

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

OCTOBER 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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





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2022 PRESIDENT

C.A.R. Board of Directors Meetings

Last week, the California Association of REALTORS® convened its fall committee and Board of Directors meetings. SAR is well represented at these meetings, sending 22 of our members to represent the association. Lemme tell you, this is no vacation. Although we were in beautiful Long Beach, most of our time was spent in windowless rooms conducting the business of the association.

A few highlights resulting from the C.A.R. Board of Directors meetings:

- (1) Most notably, the directors voted to issue an apology for previous discriminatory policies it pursued decades ago. For decades, C.A.R.'s predecessor organization, the California Real Estate Association (CREA) promoted policies that encouraged discrimination and the idea that neighborhood integration would negatively impact property values. The Association endorsed racial zoning, "redlining" and racially restrictive covenants. Here is the full press release.
- (2) The directors voted to take an "AGAINST" position on California Ballot Proposition 30 — which would raise the state personal income tax on individuals by an additional 1.75% on income above \$2 million in order to fund electric vehicle infrastructure and electric vehicle subsidies. C.A.R. joins a coalition of opposition including Governor Gavin Newsom, California Teachers Association, Howard Jarvis Taxpayers Association, and California Chamber of Commerce.
- (3) There are several new standard forms and several existing forms which will be revised in the upcoming December forms release. Stay tuned for more information coming soon.
- (4) Our very own SAR YPN won the 2022 State Young Professionals Network Chapter of the Year! Please be sure to congratulate our SAR YPN Committee Chair Raj Singh and Vice Chair Indika Fonseka, as well as C.A.R. YPN Forum member Breeze Singh for their hard work, leadership, and well-earned award!

The 2022 C.A.R. Directors representing Sacramento are: Paula Colombo, Doug Covill, Judy Covington, Eva Garcia, Franco Garcia, Rosanna Garcia, Cherie Hunt, Randall Hom, Barbara Lebrecht, Chris Little, Chip O'Neill, Jim Pojda, Deniece Ross-Francom, Leigh Rutledge, Breeze Singh, Erin Stumpf, Luis Sumpter, Kellie Swayne, Paula Swayne, Maurice Thomas, Samantha Tov, and Linda Wood.

Directors participate on committees which focus on a broad spectrum of industry-related topics, ranging from fair housing to standard forms, ethics to land use, taxation to investment housing, and everything in between. Our SAR delegation members take approximately 3 weeks away from their busy work schedules each year to have a seat at the table and influence statewide policy on SAR's behalf. It is really amazing to see our members directly participating in debate and discussion surrounding all of these issues and others — and having an impact on the outcomes for our members.

For more information on C.A.R. committees and board meetings, visit <https://www.car.org/meetings/carmeetings>. We in Sacramento are super fortunate that C.A.R. Spring meetings are always here at our state Capital! I'd strongly urge you to put a placeholder on your calendar for May 2-5, 2023 and attend some of our local state association meetings. You may find it to be a very eye-opening experience.

916.342.1372 Call or Text

erin@erinstumpf.com





MASTERS CLUB

Breakfast

MACK POWELL EVENT CENTER

NOVEMBER 9



8:30 AM - 10:30AM

Featured Speaker:

Scott Ford

Director of Economic Development for
Downtown Sacramento Partnership



REGISTER BY NOVEMBER 3

<https://MCBreakfast22.eventbrite.com>



GOVERNMENT WATCH

GOVERNMENT AFFAIRS DIRECTOR

ERIN TEAGUE



The REALTOR Party has a lot to be proud of in 2022. We have defeated bad legislation at the state level and left our mark on measures at the county and city levels. But with Election Day quickly approaching this November 8th, it is the most critical time of the year for us to support our REALTOR® champions with our votes. Throughout the year, your government affairs team has met with candidates in the races most critical to the welfare of real property rights in the Sacramento region. With so many REALTOR® issues being brought forward to our Sacramento County Board of Supervisors and city councils, it is important that we maintain our majorities sitting around each dais, so we can continue to push forward on REALTOR® issues as successfully next term as we need in this one. If you have not already made a plan to vote, the Sacramento Association of REALTORS® implores you to do so as soon as possible, and please review our Local Candidate General Election Guide available to download here: [Local Candidate General Election Guide – Sacramento Association of REALTORS® \(sacrealtor.org\)](https://www.sacrealtor.org/Local-Candidate-General-Election-Guide). Help get our REALTOR® champions (listed below) elected!

GOVERNMENT AFFAIRS COORDINATOR

DEREK CATRON



School Districts

- Sacramento City Unified, Area 2 – Leticia Garcia
- Washington Unified, Area 1 – Christ Barnas
- San Juan Unified Board of Education, Trustee Area 6 – Ben Avey

Sacramento County Board of Supervisors

- District 5 – Pat Hume

City of Sacramento

- District 1 – Lisa Kaplan
- District 3 – Michael Lynch
- District 5 – Tamiko Heim

Elk Grove

- Mayor – Bobbie Singh-Allen
- District 2 – Felipe Martin
- District 4 – Sergio Robles

Rancho Cordova

- City Council – Garrett Gatewood

West Sacramento

- District 3 – Dawnté Early
- District 4 – Verna Hull

American River Flood Control District

- Trustee, Brian Holloway

Sac Metro Fire Board

- Division 9 – John Costa
- Recreation and Parks, District 1 – Jack Zwald

Citrus Heights

- District 5 – Porsche Middleton

Folsom

- District 1 – Mike Kozlowski
- District 3 – Sarah Aquino

SMUD Board

- Ward 3 – Gregg Fishman
- Ward 4 – Rosanna Herber

LOCAL CANDIDATE GENERAL ELECTION GUIDE

PROVIDED BY SAR'S
LOCAL CANDIDATE
RECOMMENDATION
COMMITTEE

VOTE ON OR
BEFORE TUES.
NOV. 8TH



Local elections can be won or lost by just a few votes! Imagine the impact if every SAR Member came together to use their vote as their voice in local government.

ENDORSEMENT LIST

Sacramento County Board of Supervisors

District 5 - Pat Hume

City of Sacramento

District 1 - Lisa Kaplan

District 3 - Michael Lynch

District 5 - Tamiko Heim

Elk Grove

Mayor - Bobbie Singh-Allen

District 2 - Felipe Martin

District 4 - Sergio Robles

Rancho Cordova

City Council - Garrett Gatewood

Recs & Parks, District 1 - Jack Zwald

Citrus Heights

District 5 - Porsche Middleton

Folsom

District 1 - Mike Kozlowski

District 3 - Sarah Aquino

West Sacramento

District 3 - Dawnté Early

District 4 - Verna Hull

SMUD Board

Ward 3 - Gregg Fishman

School Districts

Sac. City Unified, Area 2 - Leticia Garcia

Washington Unified, Area 1 - Christi Barnas

San Juan Unified Board of Education,

Trustee Area 6 - Ben Avey

American River Flood Control District

Trustee, Brian Holloway

Sac Metro Fire Board

Division 9 - John Costa

LOCAL BALLOT MEASURES

City of Sacramento - Measure O

Supported - Vote Yes

YOUR VOTE MATTERS

The **Nov. 8th election** will decide several critical local seats that will impact private property rights in our region. Now more than ever, it is essential that our values and perspectives are reflected in those who are elected to represent us as individuals and the real estate industry we represent.

We compiled this information to provide you how and where you can cast your vote and the candidates that SAR's Local Candidate Recommendation Committee (LCRC) has selected as REALTOR® Champions. These candidates went through a rigorous internal process by providing answers to SAR's candidate questionnaire and a candidate interview. They were chosen because they showed the committee that they are committed to policy solutions and protecting private property rights.

HOW & WHERE TO VOTE

California is now a vote-by-mail state, which means that all registered voters receive a ballot in the mail, but there are still several opportunities to vote in person or drop off a ballot at a voting center. Find your voting center in [Sacramento County](#) or [Yolo County](#).

TRACK YOUR BALLOT

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



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® has engaged with the candidates running for local office through the Local Candidate Recommendation Committee to interview and identify the candidates that, if elected will be REALTOR® Champions and are committed to working with our Association on policy solutions.

**2022 PRESIDENT**

SAR Dues Payment Plan

Did you know that SAR offers REALTOR® members an annual dues payment plan? For the last decade or so, we have offered our members the option to spread their dues payment over 6 months instead of paying a lump sum all at once. In November, when SAR sends out the annual dues billing, you'll be able to take advantage of this opportunity! Be on the lookout for an application to participate in the dues payment plan – you **MUST** submit the application by December 1st, 2022 at 4:30pm.

Your monthly installment payment is an automatic draft of 1/6th of the total dues bill from a credit or debit card each month from January to June.

Every year we have a few hundred members opt-in to this program! Do **NOT** miss the opportunity to apply to the payment plan — that December 1st deadline is a firm deadline. So be on the lookout for the dues billing statement in the next month and submit the application to participate in the payment plan.



**SAR DUES PAYMENT PLAN
ENROLL IN NOVEMBER**

REALTY SUPPLY CENTER

OCTOBER SPECIALS

SAVE \$0.97

BUSINESS CARD HOLDER

6 OR 8 POCKET



Item #1354-6POCKET

Item #1354-8POCKET

\$1.00 each

(Originally \$1.97 each)

SAVE \$2.00

15 OZ. CERAMIC COFFEE MUG

BLUE OR RED



Item #10160

\$5.98 each

(Originally \$7.98 each)

SAVE \$3.50

14 OZ. STAINLESS STEEL TUMBLER

VARIOUS COLORS



Item #4234

\$13.49 each

(Originally \$16.99 each)

SAVE \$10.00

REALTOR® LOGO CAP, LED LIGHT UP

DARK BLUE



Item #4204

\$29.95 each

(Originally \$39.95 each)

SAVE \$2.51

REALTOR® LAPEL PIN



Item #4802

\$1.49 each

(Originally \$4.00 each)

SAVE \$12.00

30" x 60" VINYL BANNERS

VARIOUS VERBIAGES



Item #10191

\$1.99 each

(Originally \$14.99 each)

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BE PART OF THE CHANGE YOU WANT TO SEE

Join a Committee for 2023

SAR Members in good standing are welcome to apply to join a 2023 SAR Committee. Participation on a committee is an excellent way to acquaint yourself with the inner workings of the Association and contribute to the betterment of SAR and the community. Committee members accept the responsibility for carrying out the goals of their committee and meeting attendance is part of that responsibility. Most committees meet monthly and adhere to a strict attendance policy.

You must apply to be considered for appointment and are subject to the Administrative Screening Policy.

Complete and submit an application by the deadline. Late submitted applications may not be considered for initial appointments but may be considered if the committee is not initially full.

[Click Here for Committee Application and Info.](#)

The 2023 SAR President will make committee appointments based on:

- your experience
- the number of positions available
- diversity of the committee members

Due to committee size limits, you are not guaranteed an appointment, even if you have previously served on that committee. You will receive an email notification should you be appointed and what committee(s) you have been appointed to.

If the committee you requested is full, your application will be retained in case a position becomes available or you may be asked to serve on a different committee at your discretion.

Please contact [Lyndsey Harank](#) should you have questions regarding the application and/or the Administrative Screening Policy.

Information on available SAR Committees are listed below.

Committee Descriptions

Below is the name, meeting time and day of the month each committee meets. Please consider your schedule before applying to a committee.

Education | 10:00am - 11:30am | Second Monday

Review course proposals, suggest classes that are timely and relevant, seek out new instructors, help market courses, and serve on subcommittees when necessary.

Christmas CanTree | 10:30am - 12:00pm | First Tuesday

Promote and organize events that help raise money for the Christmas CanTree. Solicit for donations and build 'CanTrees' in November. Proceeds benefit the Salvation Army.

Community Outreach | 10:30am - 11:30am | First Tuesday

Enhance the REALTOR® image with housing and community involvement supporting the efforts of SAR Government Relations and volunteer activities.

SAR Charitable Foundation Charity Research | 10:30am - 11:30am | First Tuesday**

Vet/Review funding requests from local non-profits, help determine how/if SAR can show support (monetarily or otherwise), and make recommendations to the SAR Charitable Foundation Directors.

**Members appointed by the SAR Charitable Foundation Chairperson

Young Professionals Network Advisory | 10:30am - 11:30am | Second Tuesday

Organize and promote events, mixers, and fundraisers. Create a fun and educational place for Members to network. Advisory committee is open to all young, and young at heart in the industry.

Marketing/Communications | 10:30am - 12:00pm | Third Tuesday

Analyze SAR communication media and methods, troubleshoot problems, and brainstorm ideas to increase SAR Member communication success.

Scholarship Fundraising | 1:00pm - 2:00pm | Third Tuesday**

Plan, organize, promote, and work events and fundraisers with the focus of providing scholarships to local high school seniors.

**Members appointed by the SAR Scholarship Trust Chairperson

Diversity, Equity, Inclusion & Fair Housing | 10:30am - 12:00pm | Fourth Tuesday

This committee acts as an advisory/research group to the Association and its committees. Organize and promote seminars and events focused on housing affordability, fair housing, and down payment assistance. Participate in regional events that support/celebrate the cultural diversity within the Greater Sacramento area.

Government Relations* | 10:30am - 12:00pm | First Thursday

Serves as the policy-making body on legislative and regulatory issues affecting private property rights and the ability of REALTORS® to do business locally. In addition, the committee supports C.A.R. and NAR legislative efforts and annual REALTOR® Action Fund (RAF) fundraising. Committee members must contribute at least \$148 to RAF during the year of applying and the year of service.

*Special Appointment or Prerequisites Required.

Internship | 12:00pm - 1:30pm | Second Thursday

Develop guidelines, support participants and provide leadership for SAR's Internship Program. Market the program to potential interns and seek out SAR members to serve as mentors. Plan and attend the Intern Completion Celebration.

Grievance* | 10:00am - 11:30am | Third Thursday

Review ethical complaints to determine if hearings are warranted. Requirements: full-time real estate licensee and REALTOR® member for at least 5 years (at least 2 years with SAR), have no pending ethics complaints, or have not been found in violation of the NAR Code of Ethics. Only SAR REALTOR® Members may be appointed.

*Special Appointment or Prerequisites Required.

Strategic Planning & Finance | 1:00pm - 2:30pm | Third Friday

Develop and recommend a strategic plan, annual budget, capital budget, and reserve allocations to the Board of Directors.

Nominating* | As Needed

Vet candidates for election as SAR Officers and Board of Directors

*Special Appointment or Prerequisites Required.

Affiliate Advisory | As Needed

Develop programs and make recommendations to enhance the value of Affiliate membership at SAR. Only SAR Affiliate Members may be appointed.

Leadership Academy* | Meets March – December

Interested in being a Leader at SAR? Start here!

Students of the Leadership Academy gain exposure to a wide variety of SAR's internal committees, forums, and charitable events while learning about our external partners like C.A.R., MetroList®, and city/county governments. Students become well versed in the Association's operations and take on a leadership role in propelling SAR into the future. *Application and approval needed to participate. [Learn More.](#)



New Laws Update 2022 – Part 1

It is that time of year again. Seems like 2022 has flown by and I wonder where the time went. Anyway, the legislative cycle has been completed, bills passed and signed by the governor to go into effect. It was a busy year related to the real estate laws that have been enacted in California.

AB 2745 is a licensing related bill that was passed and will go into effect on January 1, 2023. Under this law applicants for a broker's license will be required to show two years of general real estate experience in the preceding 5 years while holding a salesperson license. Alternatively, a person may file a written petition with the DRE setting forth the qualifications and one such method may be a degree from a four-year university with a major or minor in real estate. There has always been an experience requirement for obtaining a broker's license, but the main change is that experience now should be within the last 5 years.

Over the last few years, the law has addressed HOA rules related to restrictions on leasing residential real estate. AB 1410 is another such law that goes into effect on January 1, 2023. For many years HOAs had been strengthening restrictions on rentals within the HOA communities. This law outright bans HOAs from placing restrictions on an owner that wants to rent out a portion of their property when the owner still lives at the residence. There has been an increase in owners renting rooms as a means to defray costs. Now, owners can do such a thing without worrying about rental restrictions the HOA may pursue. So long as the owner lives at the property, they can rent out rooms to others. However, this is designed to protect long term rentals, so HOAs are still likely able to restrict short-term rentals or vacation rentals. Where this can get interesting in the next couple years is how are ADUs treated for rental purposes in a HOA community.

Similar to HOAs, ADUs have been in the spotlight for the last several years. Five years ago, legislation was passed making permitting of ADUs and JADUs by right. During that time there have been procedural headaches and roadblocks. Some of which were directly from the lack of clarity in the statute. AB 2221, which will be effective on January 1, 2023 seeks to resolve some of these issues. Included are that all agencies and utilities required to act to approve a permit must provide either an approval or provide a full set of comments on what is deficient in the application or what needs to be fixed. By requiring all relative agencies to act, it should streamline the process on getting permit approvals for ADUs and JADUs.

On the theme of housing shortage, SB 6 was passed and goes into effect on January 1, 2023. This law referred to as the Middle Class Housing Act of 2022, provides statutory allowance for housing development projects on a parcel that is in a zone where parking, retail or office space are principally permitted. The benefit is that for some projects ministerial approval will be authorized which should in some situations reduce the red tape that CEQA puts on some housing projects. There is still a lot that needs to be worked on to accomplish the goals by this statute, but it is a good start.

One potentially big win for homeowners is passage of AB 916 that becomes effective on January 1, 2023. Homeowners that wanted to add a bedroom or two to their home often would be required to participate in public hearings to determine whether or not their improvement would be improved. Under this law, municipalities and counties are no longer allowed to require a homeowner to participate in a public hearing as part of the permitting process to add one or two bedrooms to an already existing dwelling. This is a benefit for California homeowners.

There are a lot more statutes that were passed and we will take these up at a later date.

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



“Great” Schools?

As the first quarter of the school year is finishing up and student’s start to receive progress reports, many families are making judgements about the different schools in the area. People move at all times of year and one criterion for many consumers is the schools near their potential home.

Diversity Equity Inclusion and Fair Housing touches many aspects of our lives. When it comes to real estate, our industry has come a long way from the 1960s but there is much more to be done. One subject that comes up if you have been in the business for any length of time is schools. This would seem like a legitimate and innocent enough consideration when buying or selling a home. The history of our industry and municipalities is complicated on this matter. When it came to segregation, zoning, and redlining neighborhoods, schools were right in the mix.

Most consumers and real estate agents we work with don’t have the explicit intentions of old but there are still biases that can creep in. How many times have clients said when searching for a home something like “we need a home in the area of the number one ranked high school for the neighborhood?” As real estate agents or lenders, how tempting is it to add our own opinion or experience with a school and make a statement that could be biased or violate our fair housing laws? Most in our industry are not trying to perpetuate inequity or create a violation, but the conversations and actions that we are taking can have that outcome.

The industry we are in is to sell homes, we are not experts in schools and their districts. For example, what if a buyer requires a home in a certain school district? As a service-oriented professional you want to be helpful and check every potential property in the MLS to make sure it is part of that school district. What if the MLS is wrong or the portals are outdated? Do you want to be responsible for selling a home to a buyer in the wrong school district if that was their number one priority? There are resources at the school district level and a variety of school ranking websites that buyers can research. Keep in mind that things change over time such as districts lines, community politics, and school openings and closures. As much as we’d like to be helpful, it is imperative that we don’t put in our opinions and risk projecting our biases.

If any of you have taken the Fairhaven Simulation, you may recall that biases arise when selling real estate.

One example: secret shoppers asked their real estate agent about schools in a particular neighborhood and the agent’s answer would change based on the ethnicity of the client. How can the same school be opposite in quality based on the ethnicity of the client you are talking to? This is not ethical or legal and can be best [summed up by NAR](#): “Discussions about schools can raise questions about steering if there is a correlation between the quality of the schools and neighborhood racial composition--or if characterizations such as ‘a school with low test scores’ or ‘a community with declining schools’ become code words for racial or other differences in the community. Similarly, making unspoken distinctions by promoting a school in one district while keeping silent about the quality of another school can have the same effect. These become fair housing issues.”

As professionals, our conversations about schools with the public can be coded language about certain neighborhoods which could steer clients inappropriately. Have you ever heard someone say something like “you don’t want to be in that neighborhood, plus the schools are no good over there?” What message does that send? Are we ever going to be able to have a more diverse society if we continue to segregate under the guise of a “good education?” There are many studies that say a diverse society and learning experience for our children is a better society. What metrics make a school “good” anyway? Is it solely test scores, extracurricular programs, class size, diversity, or the neighborhood? It’s time to think twice when we are discussing schools. Maybe the answer should be not what are the school rankings, but what neighborhood will produce a diverse and fair future generation?

Take the Fair Housing Challenge.

Fairhaven Simulation - <https://fairhaven.realtor/>

Bias Override Video - <https://www.nar.realtor/videos/bias-override-overcoming-barriers-to-fair-housing>

Sources: NAR <https://www.nar.realtor/articles/steering-schools-and-equal-professional-service>

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 #1-6: Fidelity to Client's Interests

(Originally Case #7-7. Reaffirmed May, 1988. Transferred to Article 1 November, 1994. Revised November, 2001.)

REALTOR® A managed an apartment building owned by Client B. In his capacity as property manager, REALTOR® A received a written offer to purchase the building from Buyer C. REALTOR® A responded that the building was not for sale. A few days later Buyer C met Client B and told him that he thought he had made an attractive offer through his agent, and indicated that he would be interested in knowing what price would interest Client B. Client B answered that he had received no offer through REALTOR® A and asked for the details.

Client B then filed a complaint against REALTOR® A with the local Board of REALTOR® charging failure to represent and promote his interests. His complaint specified that while REALTOR® A had been engaged as a property manager, he had at no time told him not to submit any offers to buy, and that in the absence of any discussion whatever on this point, he felt that REALTOR® A should have recognized a professional obligation to acquaint him with Buyer C's offer which, he stated in the complaint, was definitely attractive to him.

REALTOR® A was notified of the complaint and directed to appear before a panel of the Board's Professional Standards Committee. In his defense, REALTOR® A stated that his only relationship with Client B was a property manager under the terms of a management contract; that he had not been engaged as a broker; that at no time had the client ever indicated an interest in selling the building; that in advising Buyer C that the property was not on the market, he felt that he was protecting his client against an attempt to take his time in discussing a transaction which he felt sure would not interest him.

It was the conclusion of the Hearing Panel that REALTOR® A was in violation of Article 1; that in the absence of any instructions not to submit offers, he should have recognized that fidelity to his client's interest, as required under Article 1 of the Code of Ethics, obligated him to acquaint his client with a definite offer to buy the property; and that any real estate investor would obviously wish to know of such an offer.

Code of Ethics



NOVEMBER 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 Main Meeting (EC) 9:00 – 10:30am Community Outreach Committee (T) 10:30am – 12noon CanTree Committee (B) 10:30am – 12noon Charity Research Committee (B1) 10:30 – 11:30am Internship Class (B) 2:30 – 4:30pm	2 Rev' Up Your Listings in Reverse (V) 10:00 – 11:00am Shift Happens - A Commercial Real Estate Panel Discussion (EC) 11:00am – 1:30pm	3 RE Finance & Affiliate Forum (EC) 9:00 – 10:30am Lunch & Learn: Property Management Update (EC) 10:00 – 11:00am	4 SAR Toastmasters (T) 7:30 – 9:00am SAR Office Closed 7:30 – 8:30am YPN Charity Gala (EC) 7:00 – 11:00pm
7 National Notary Association (EC) 7:30am – 7:00pm WCR Board Meeting (B) 12noon – 1:30pm	8 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am YPN Advisory Committee (T) 11:00am – 12:30pm Lunch & Learn: Protect Your Business with the Buyer Broker System (EC) 12noon – 2:30pm	9 Property Management Basics Series (EC) 11:00am – 2:15pm Masters Club Breakfast (EC) 8:30 – 10:30am	10 Understanding the RPA with Gov Hutchinson (EC) 9:00am – 1:00pm Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	11 SAR Offices Closed Veterans Day
14 Education Committee (B) 10:00 – 11:30am Leadership Academy (B) 1:00 – 2:30pm	15 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee (B) 10:30 – 11:30am Staying Out of Court: Advanced Level Strategies (V) 10:00 – 11:00am SAR Charitable Foundation BOD (B) 12:30 – 2:00pm Scholarship Fundraising Committee (B) 1:00 – 2:00pm Internship Class (B) 2:30 – 4:30pm	16 SAR New Member Orientation (EC) 9:00am – 12:30pm NMLS Training - CAMP (EC) 9:00am – 4:00pm Property Management Basics Series (EC) 11:00am – 2:15pm	17 SAR BOD 9:00 – 11:00am How to Flip Your First Home and Working with Investors (EC) 10:00 11:00am DEI Lunch & Learn: Real Talk (EC) 11:00am – 1:00pm SAR New Member Orientation (B) 6:00 – 9:30pm WCR Installation (EC) 6:00 – 9:00pm	18 SAR Toastmasters (T) 7:30 – 9:00am
21 MetroList: MetroList Mobile Workshop - Take Your MLS With You (T) 10:00 – 11:30am MetroList: Interactive Map Workshop - Why the Interactive Map Should be Your New Favorite Search (T) 1:00 – 3:00pm Affiliate Advisory Committee (B) 11:00am – 12:30pm	22 National Notary Association (EC) 7:30am – 7:00pm NO REGIONAL MEETINGS THIS WEEK (week of Thanksgiving) DEI/Fair Housing Committee (B) 10:30am – 12noon	23 No Events Scheduled	24 SAR Closed Happy Thanksgiving, you turkeys!	25 SAR Closed All Day
28 No Events Scheduled	29 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Listing Agreements with Dave Tanner(B) 2:30 – 4:30pm Internship Class (B) 2:30 – 4:30pm	30		

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.

NOVEMBER

CLASS

2	10am – 11am	REV' UP YOUR LISTING IN REVERSE (ZOOM)
3	12pm – 1:30pm	LUNCH AND LEARN: PROPERTY MANAGEMENT UPDATE (IN PERSON)
8	12pm – 2:30pm	PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM (IN PERSON / ZOOM)
9	11am – 2:15pm	PROPERTY MANAGEMENT BASICS: GETTING STARTED IN PROPERTY MANAGEMENT (IN PERSON)
10	9am – 1pm	UNDERSTANDING THE RESIDENTIAL PURCHASE AGREEMENT WITH GOV HUTCHINSON (IN PERSON)
15	10am – 11am	STAYING OUT OF COURT: ADVANCED LEVEL DISCLOSURES (ZOOM))
16	11am – 2:15pm	PROPERTY MANAGEMENT BASICS: THE NUTS & BOLTS OF YOUR DOCUMENTS (IN PERSON)
17	10am – 11am	HOW TO FLIP YOUR FIRST HOME AND WORKING WITH INVESTORS (IN PERSON)
29	10am – 11am	LISTING AGREEMENTS WITH DAVE TANNER (IN PERSON/ ZOOM)
30	9am – 12pm	PROPERTY MANAGEMENT BASICS: YOU ARE BEING AUDITED, ARE YOU READY?

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PRESENTER JASON SCOTT WILL SHOW YOU WHAT YOU NEED TO KNOW ABOUT GEOGRAPHIC FARMING AND HOW TO FIND SELLERS IN THIS MARKET. HE WILL ALSO DISCUSS NICHE FARMING SCENARIOS AND REVIEW SEVERAL CASE STUDIES.

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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.

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CRYPTOCURRENCY, BLOCKCHAIN AND REAL ESTATE

REAL ESTATE IS BEING BOUGHT, SOLD, AND CLOSED ON THE BLOCKCHAIN. JOIN NATIONAL TRAINER AMY CHOREW AND INDUSTRY EXPERT STEVE BINTZ FOR AN OVERVIEW ON HOW CRYPTOCURRENCY, BLOCKCHAIN, AND SMART CONTRACTS ARE IMPACTING THE REAL ESTATE TRANSACTION..

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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.

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September 2022

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WELCOME

SACRAMENTO HOUSING STATISTICS

SEPTEMBER

Sales volume down 28% from 2021

September closed with 1,139 sales, a 3.6% decrease from August (1,181). Compared to one year ago (1,594), the current figure is down 28.5%. Of the 1,139 sales this month, 144 (12.6%) used cash financing, 732 (64.3%) used conventional, 166 (14.6%) used FHA, 64 (5.6%) used VA and 33 (2.9%) used Other† types of financing.

The median sales price decreased 2.8% from \$535,000 to \$520,000. This figure is up 3% from September 2021 (\$505,000). Compared to May 2022 (\$575,000), the current median price is down 9.6%. The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory decreased 1.9% from August to September, from 2,380 units to 2,334 units. Compared with September 2021 (1,516), inventory is up 54%. The Months of Inventory remained at 2 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 17 to 19 and the Average DOM increased from 24 to 30. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,139 sales this month, 63.8% (727) were on the market for 30 days or less and 86.2% (982) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold dropped from \$345 to \$334. 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	90	79	1.1
\$350,000 - \$399,999	186	96	1.9
\$400,000 - \$449,999	230	163	1.4
\$450,000 - \$499,999	328	173	1.9
\$500,000 - \$549,999	243	134	1.8
\$550,000 - \$599,999	291	107	2.7
\$600,000 - \$649,999	190	91	2.1
\$650,000 - \$699,999	180	73	2.5
\$700,000 - \$749,999	122	67	1.8
\$750,000 - \$799,999	111	37	3.0
\$800,000 - \$849,999	79	20	4.0
\$850,000 - \$899,999	51	24	2.1
\$900,000 - \$949,999	33	11	3.0
\$950,000 - \$999,999	39	10	3.9
\$1,000,000 and over	161	54	3.0
Total:	2,334	1,139	Total: 2.0

Market Snapshot - September 2022					
	Sep-22	Aug-22	Change	Sep-21	Change (from '21)
Sales	1,139	1,182	-3.6%	1,579	-27.9%
Median Sales Price	\$520,000	\$535,000	-2.8%	\$515,000	1.0%
Active Inventory	2,334	2,380	-1.9%	1,527	52.8%
Median DOM	19	17	11.8%	7	171.4%
Avg. Price/SqFt	\$334	\$345	-3.2%	\$334	0.0%

Tony Vicari, Director of Communications
tvicari@sacrealtor.org
 916-437-1205

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

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

MLS STATISTICS

SEPTEMBER 2022

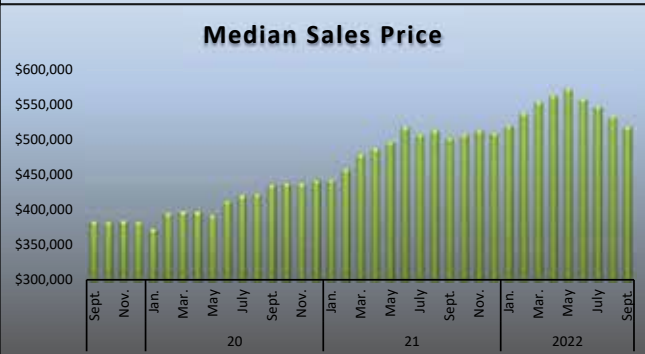
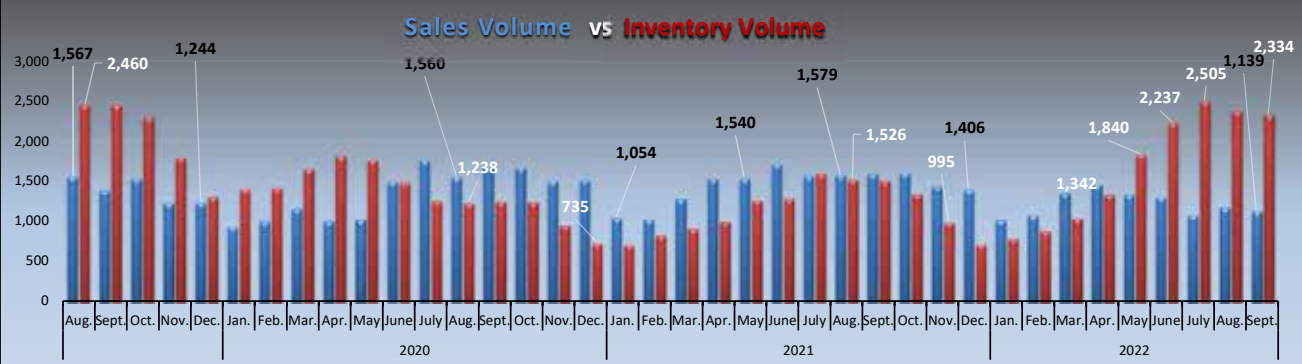
MLS STATISTICS for September 2022

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	1,442		1,660	-13.1%		1,913		-24.6%
Active Listing Inventory †	2,334		2,380	-1.9%		1,516		54.0%
Pending Sales This Month*	1,110		1,280	-13.3%		1,961		-43.4%
Number of REO Sales	5	0.4%	1	400%	0.1%	1	0.1%	400.0%
Number of Short Sales	1	0.1%	0	N/A	0.0%	0	0.0%	N/A
Equity Sales	1,133	99.5%	1,181	-4.1%	99.9%	1,593	99.9%	-28.9%
Other (non-REO/-Short Sale/-Equ	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,139	100%	1,182	-3.6%	100%	1,594	100.0%	-28.5%
Months Inventory	2 Months		2 Months	0.0%		1 Months		100.0%
Dollar Value of Closed Escrows	\$655,888,809		\$700,972,819	-6.4%		\$881,219,399		-25.6%
Median	\$520,000		\$535,000	-2.8%		\$505,000		3.0%
Mean	\$575,846		\$593,040	-2.9%		\$552,835		4.2%
Year-to-Date Statistics	1/01/22 to 9/30/22		1/01/22 to 9/30/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			9/30/2021		Change
Number of Closed Escrows	10,999		11,240			12,930		-14.9%
Dollar Value of Closed Escrows	\$6,609,879,729		\$6,747,892,478			\$7,070,473,063		-6.5%
Median	\$550,000		\$550,000			\$495,000		11.1%
Mean	\$600,953		\$600,346			\$546,827		9.9%



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† 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®.

Data for Sacramento County and the City of West Sacramento

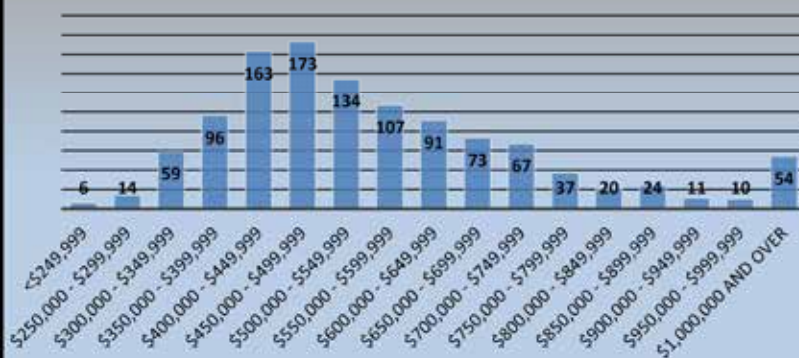
MLS STATISTICS for September 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

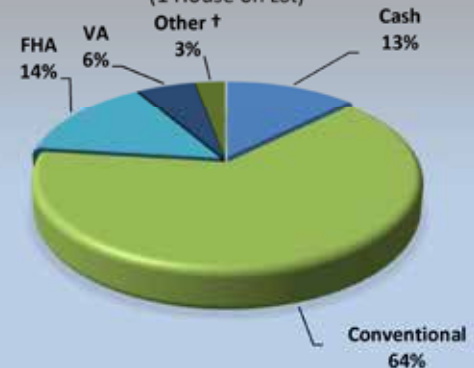
1 House on Lot

Total: 1,139

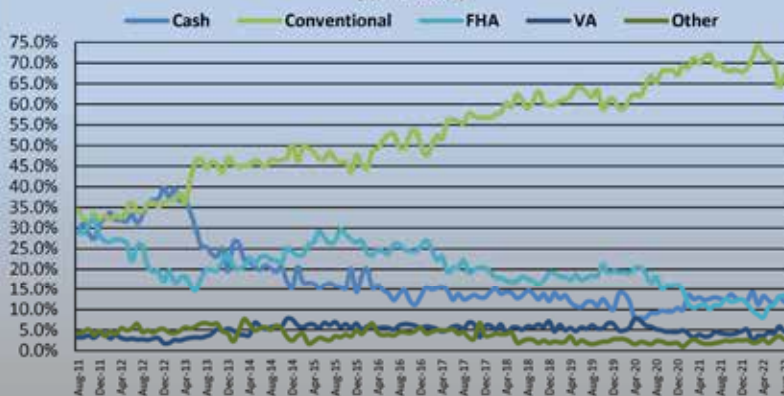


Type of Financing/Days on Market

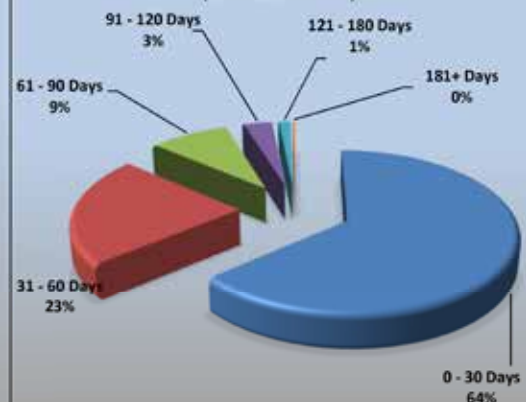
TYPE OF FINANCING (1 House on Lot)



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	144	12.6%	140	11.8%	0 - 30	727	63.8%	77.1%	83.1%
Conventional	732	64.3%	794	67.2%	31 - 60	255	22.4%	15.9%	11.4%
FHA	166	14.6%	159	13.5%	61 - 90	102	9.0%	4.6%	3.5%
VA	64	5.6%	56	4.7%	91 - 120	37	3.2%	1.5%	1.2%
Other †	33	2.9%	33	2.8%	121 - 180	15	1.3%	0.7%	0.7%
Total	1,139	100.0%	1,182	100.0%	181+	3	0.3%	0.1%	0.2%
					Total	1,139	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:	19	17
Average Price/Square Foot:	30	24
	\$333.8	\$345.0

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MLS STATISTICS for September 2022

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CONDOMINIUM RESALES

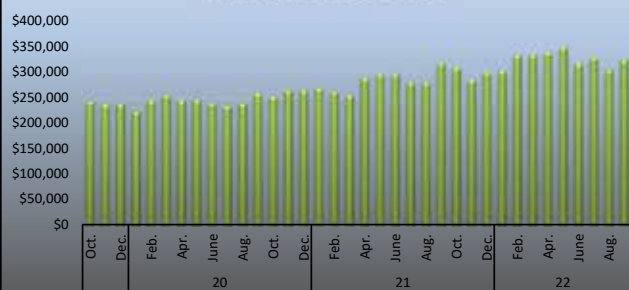


Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	121		175	-30.9%		141		-14.2%
Active Listing Inventory †	182		177	2.8%		105		73.3%
Pending Sales This Month*	98		106	-7.5%		160		-38.8%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	88	100%	103	-14.6%	100.0%	121	100.0%	-27.3%
Total Number of Closed Escrows	88	100%	103	-14.6%	100%	121	100.0%	-27.3%
Months Inventory	2.1 Months		1.7 Months	23.5%		0.9 Months		133.3%
Dollar Value of Closed Escrows	\$30,116,449		\$35,174,188	-14.4%		\$41,184,150		-26.9%
Median	\$325,000		\$305,000	6.6%		\$319,000		1.9%
Mean	\$342,232		\$341,497	0.2%		\$340,365		0.5%
Year-to-Date Statistics	1/1/22 to 9/30/22		1/1/22 to 9/30/22			1/1/2021		Change
	SAR monthly data, compiled		MetroList YTD data			9/30/2021		
Number of Closed Escrows	887		912			1,066		-16.8%
Dollar Value of Closed Escrows	\$309,112,006		\$321,156,317			\$322,105,043		-4.0%
Median	\$325,000		\$325,000			\$285,000		14.0%
Mean	\$348,492		\$352,145			\$302,162		15.3%

Sales Volume



Median Sales Price



Inventory Volume



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

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

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Data for Sacramento County and the City of West Sacramento

MLS STATISTICS for September 2022

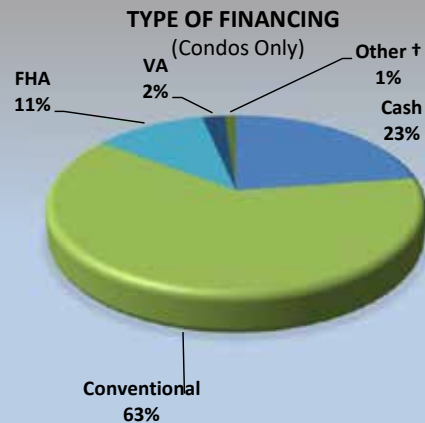
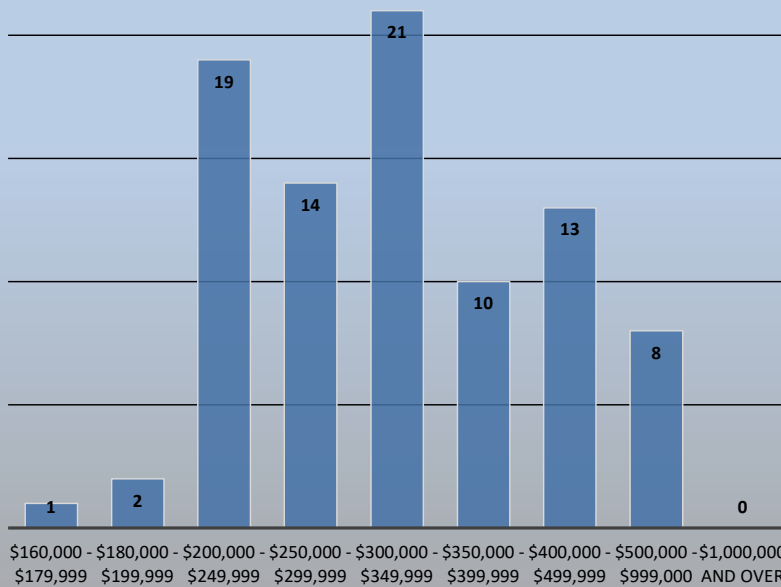
Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 88



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
							Current Month	Last 4 Months	Last 12 Months
Cash	20	22.7%	22	21.4%	0 - 30	58	65.9%	80.4%	83.9%
Conventional	55	62.5%	66	64.1%	31 - 60	25	28.4%	15.8%	11.3%
FHA	10	11.4%	7	6.8%	61 - 90	2	2.3%	2.4%	3.4%
VA	2	2.3%	4	3.9%	91 - 120	2	2.3%	0.8%	0.8%
Other †	1	1.1%	4	3.9%	121 - 180	0	0.0%	0.0%	0.5%
Total	88	100.0%	103	100.0%	181+	1	1.1%	0.5%	0.2%
					Total	88	100.0%	100.0%	100.0%

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

Average DOM:

Current

26

Last Month

21

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SINGLE FAMILY HOME SALES BY ZIP CODE

SEPTEMBER 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	37	REO Sales 0	49	78	450
	Median Sales Price	\$550,000	\$0	\$565,000	\$582,750	\$575,500
	Average Price/Square Foot	\$334	Short Sales 0	\$333	\$330	N/A
	Average Sq Ft of Property	1,897	\$0	1,846	1,841	N/A
	Total Listing Inventory *	99	Conventional 37	102	70	N/A
	Total Listing Median Price ∞	\$598,500	Sales \$55,000	\$629,000	\$575,000	N/A
95610 Citrus Heights	Total Sales	37	REO Sales 0	41	43	368
	Median Sales Price	\$480,000	\$0	\$500,000	\$526,000	\$531,500
	Average Price/Square Foot	\$337	Short Sales 0	\$339	\$318	N/A
	Average Sq Ft of Property	1,856	\$0	1,589	1,685	N/A
	Total Listing Inventory *	70	Conventional 37	78	52	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$480,000	\$549,900	\$526,773	N/A
95621 Citrus Heights	Total Sales	28	REO Sales 0	38	42	350
	Median Sales Price	\$432,500	\$0	\$467,500	\$450,000	\$485,000
	Average Price/Square Foot	\$314	Short Sales 0	\$323	\$342	N/A
	Average Sq Ft of Property	1,549	\$0	1,478	1,485	N/A
	Total Listing Inventory *	49	Conventional 28	54	19	N/A
	Total Listing Median Price ∞	\$474,950	Sales \$432,500	\$449,000	\$445,000	N/A
95624 Elk Grove	Total Sales	54	REO Sales 0	39	61	432
	Median Sales Price	\$677,500	\$0	\$650,000	\$615,000	\$675,000
	Average Price/Square Foot	\$305	Short Sales 0	\$325	\$315	N/A
	Average Sq Ft of Property	2,486	\$0	2,219	2,091	N/A
	Total Listing Inventory *	101	Conventional 54	98	51	N/A
	Total Listing Median Price ∞	\$668,000	Sales \$677,500	\$681,950	\$694,450	N/A
95626 Elverta	Total Sales	5	REO Sales 0	2	5	38
	Median Sales Price	\$470,000	\$0	\$420,000	\$420,000	\$506,450
	Average Price/Square Foot	\$328	Short Sales 0	\$387	\$379	N/A
	Average Sq Ft of Property	1,697	\$0	1,084	1,342	N/A
	Total Listing Inventory *	4	Conventional 5	8	11	N/A
	Total Listing Median Price ∞	\$619,500	Sales \$470,000	\$459,000	\$509,400	N/A
95628 Fair Oaks	Total Sales	39	REO Sales 0	46	69	382
	Median Sales Price	\$593,500	\$0	\$688,250	\$545,000	\$630,000
	Average Price/Square Foot	\$343	Short Sales 0	\$338	\$334	N/A
	Average Sq Ft of Property	2,174	\$0	2,087	1,893	N/A
	Total Listing Inventory *	80	Conventional 39	76	43	N/A
	Total Listing Median Price ∞	\$685,000	Sales \$593,500	\$699,000	\$699,000	N/A
95630 Folsom	Total Sales	58	REO Sales 0	75	78	662
	Median Sales Price	\$762,500	\$0	\$765,000	\$685,000	\$802,098
	Average Price/Square Foot	\$364	Short Sales 0	\$372	\$367	N/A
	Average Sq Ft of Property	2,390	\$0	2,421	2,183	N/A
	Total Listing Inventory *	158	Conventional 58	156	76	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$762,500	\$814,990	\$744,950	N/A
95632 Galt	Total Sales	25	REO Sales 0	30	53	279
	Median Sales Price	\$550,000	\$0	\$547,500	\$485,000	\$543,000
	Average Price/Square Foot	\$306	Short Sales 0	\$298	\$325	N/A
	Average Sq Ft of Property	2,053	\$0	1,906	1,689	N/A
	Total Listing Inventory *	59	Conventional 25	59	38	N/A
	Total Listing Median Price ∞	\$559,999	Sales \$550,000	\$565,000	\$580,000	N/A
95638 Herald	Total Sales	1	REO Sales 0	1	3	6
	Median Sales Price	\$715,000	\$0	\$750,000	\$1,125,000	\$760,000
	Average Price/Square Foot	\$474	Short Sales 0	\$440	\$408	N/A
	Average Sq Ft of Property	1,508	\$0	1,706	2,403	N/A
	Total Listing Inventory *	6	Conventional 1	5	2	N/A
	Total Listing Median Price ∞	\$843,500	Sales \$715,000	\$842,000	\$643,700	N/A
95641 Isleton	Total Sales	3	REO Sales 3	0	1	8
	Median Sales Price	\$365,000	\$365,000	\$0	\$375,000	\$502,750
	Average Price/Square Foot	\$271	Short Sales 0	\$0	\$276	N/A
	Average Sq Ft of Property	1,376	\$0	0	1,360	N/A
	Total Listing Inventory *	3	Conventional 0	6	5	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$0	\$486,500	\$389,000	N/A
95655 Mather	Total Sales	2	REO Sales 0	4	7	32
	Median Sales Price	\$760,000	\$0	\$667,500	\$500,000	\$595,000
	Average Price/Square Foot	\$228	Short Sales 0	\$292	\$273	N/A
	Average Sq Ft of Property	3,351	\$0	2,526	2,192	N/A
	Total Listing Inventory *	10	Conventional 2	5	8	N/A
	Total Listing Median Price ∞	\$654,000	Sales \$760,000	\$599,000	\$569,000	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	32	37	291
	Median Sales Price	\$375,000	\$0	\$390,000	\$365,000	\$400,000
	Average Price/Square Foot	\$318	Short Sales 0	\$335	\$335	N/A
	Average Sq Ft of Property	1,222	\$0	1,187	1,198	N/A
	Total Listing Inventory *	43	Conventional 32	40	29	N/A
	Total Listing Median Price ∞	\$399,990	Sales \$375,000	\$395,750	\$389,000	N/A
95662 Orangevale	Total Sales	22	REO Sales 0	31	40	304
	Median Sales Price	\$559,000	\$0	\$552,000	\$490,000	\$569,250
	Average Price/Square Foot	\$350	Short Sales 0	\$354	\$365	N/A
	Average Sq Ft of Property	1,832	\$0	1,874	1,569	N/A
	Total Listing Inventory *	47	Conventional 22	49	43	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$559,000	\$599,000	\$532,400	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95670 Rancho Cordova	Total Sales	52	REO Sales 0	36	50	424
	Median Sales Price	\$501,750	\$0	\$532,500	\$476,000	\$513,500
	Average Price/Square Foot	\$324	Short Sales 0	\$330	\$317	N/A
	Average Sq Ft of Property	1,742	\$0	1,829	1,729	N/A
	Total Listing Inventory *	67	Conventional 52	74	49	N/A
	Total Listing Median Price ∞	\$528,000	Sales \$501,750	\$550,000	\$515,000	N/A
95673 Rio Linda	Total Sales	16	REO Sales 0	10	22	150
	Median Sales Price	\$420,000	\$0	\$412,500	\$408,500	\$440,000
	Average Price/Square Foot	\$335	Short Sales 1	\$339	\$300	N/A
	Average Sq Ft of Property	1,415	\$650,000	1,632	1,421	N/A
	Total Listing Inventory *	27	Conventional 15	36	20	N/A
	Total Listing Median Price ∞	\$429,900	Sales \$405,000	\$444,950	\$419,900	N/A
95683 Rancho Murieta	Total Sales	9	REO Sales 0	8	12	75
	Median Sales Price	\$663,100	\$0	\$712,500	\$592,500	\$705,000
	Average Price/Square Foot	\$317	Short Sales 0	\$324	\$298	N/A
	Average Sq Ft of Property	2,364	\$0	2,425	2,287	N/A
	Total Listing Inventory *	17	Conventional 9	18	18	N/A
	Total Listing Median Price ∞	\$764,000	Sales \$663,100	\$764,000	\$632,000	N/A
95690 Walnut Grove	Total Sales	3	REO Sales 0	0	2	7
	Median Sales Price	\$535,000	\$0	\$0	\$350,000	\$535,000
	Average Price/Square Foot	\$253	Short Sales 0	\$0	\$172	N/A
	Average Sq Ft of Property	2,497	\$0	0	3,807	N/A
	Total Listing Inventory *	3	Conventional 3	4	4	N/A
	Total Listing Median Price ∞	\$514,999	Sales \$535,000	\$512,000	\$414,450	N/A
95693 Wilton	Total Sales	6	REO Sales 0	4	7	53
	Median Sales Price	\$1,265,000	\$0	\$882,500	\$905,000	\$1,060,000
	Average Price/Square Foot	\$414	Short Sales 0	\$547	\$403	N/A
	Average Sq Ft of Property	2,828	\$0	1,630	2,542	N/A
	Total Listing Inventory *	17	Conventional 6	15	20	N/A
	Total Listing Median Price ∞	\$1,199,000	Sales \$1,265,000	\$949,000	\$789,000	N/A
95742 Rancho Cordova	Total Sales	18	REO Sales 0	14	28	220
	Median Sales Price	\$644,000	\$0	\$667,500	\$643,000	\$655,000
	Average Price/Square Foot	\$289	Short Sales 0	\$278	\$279	N/A
	Average Sq Ft of Property	2,243	\$0	2,624	2,437	N/A
	Total Listing Inventory *	78	Conventional 18	61	26	N/A
	Total Listing Median Price ∞	\$664,975	Sales \$644,000	\$682,000	\$656,495	N/A
95757 Elk Grove	Total Sales	27	REO Sales 0	29	57	314
	Median Sales Price	\$692,420	\$0	\$699,000	\$675,000	\$725,000
	Average Price/Square Foot	\$316	Short Sales 0	\$311	\$301	N/A
	Average Sq Ft of Property	2,240	\$0	2,546	2,392	N/A
	Total Listing Inventory *	97	Conventional 27	77	27	N/A
	Total Listing Median Price ∞	\$720,000	Sales \$692,420	\$772,000	\$697,000	N/A
95758 Elk Grove	Total Sales	36	REO Sales 0	38	72	409
	Median Sales Price	\$555,000	\$0	\$589,750	\$570,000	\$615,000
	Average Price/Square Foot	\$332	Short Sales 0	\$337	\$326	N/A
	Average Sq Ft of Property	1,840	\$0	1,821	1,903	N/A
	Total Listing Inventory *	83	Conventional 36	87	33	N/A
	Total Listing Median Price ∞	\$585,000	Sales \$555,000	\$599,450	\$574,444	N/A
95811 Midtown/ Downtown	Total Sales	1	REO Sales 0	2	3	19
	Median Sales Price	\$663,000	\$0	\$695,000	\$846,000	\$762,500
	Average Price/Square Foot	\$382	Short Sales 0	\$435	\$460	N/A
	Average Sq Ft of Property	1,737	\$0	1,598	1,697	N/A
	Total Listing Inventory *	9	Conventional 1	8	7	N/A
	Total Listing Median Price ∞	\$630,000	Sales \$663,000	\$787,000	\$752,000	N/A
95814 Downtown	Total Sales	2	REO Sales 0	0	1	17
	Median Sales Price	\$742,500	\$0	\$0	\$985,000	\$750,000
	Average Price/Square Foot	\$416	Short Sales 0	\$0	\$299	N/A
	Average Sq Ft of Property	1,784	\$0	0	3,293	N/A
	Total Listing Inventory *	2	Conventional 2	3	2	N/A
	Total Listing Median Price ∞	\$716,995	Sales \$742,500	\$699,990	\$714,500	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	20	REO Sales 0	16	20	171
	Median Sales Price	\$327,500	\$0	\$350,000	\$353,000	\$350,000
	Average Price/Square Foot	\$302	Short Sales 0	\$313	\$305	N/A
	Average Sq Ft of Property	1,272	\$0	1,141	1,157	N/A
	Total Listing Inventory *	31	Conventional 20	35	30	N/A
	Total Listing Median Price ∞	\$360,000	Sales \$327,500	\$377,000	\$349,000	N/A
95816 Midtown/East Sacramento	Total Sales	12	REO Sales 0	13	12	116
	Median Sales Price	\$638,500	\$0	\$715,000	\$755,000	\$732,500
	Average Price/Square Foot	\$476	Short Sales 0	\$544	\$490	N/A
	Average Sq Ft of Property	1,489	\$0	1,489	1,611	N/A
	Total Listing Inventory *	18	Conventional 12	29	22	N/A
	Total Listing Median Price ∞	\$717,000	Sales \$638,500	\$749,750	\$799,999	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	6	REO Sales 0	18	23	114
	Median Sales Price	\$573,250	\$0	\$505,000	\$495,000	\$521,313
	Average Price/Square Foot	\$410	Short Sales 0	\$448	\$472	N/A
	Average Sq Ft of Property	1,447	\$0	1,138	1,088	N/A
	Total Listing Inventory *	31	Conventional 6	24	17	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$573,250	\$599,450	\$495,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

SEPTEMBER 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	18	REO Sales 0	29	29	180
	Median Sales Price	\$663,500	\$0	\$725,000	\$705,000	\$762,500
	Average Price/Square Foot	\$499	Short Sales 0	\$487	\$487	N/A
	Average Sq Ft of Property	1,570	\$0	1,802	1,723	N/A
	Total Listing Inventory *	47	Conventional 18	38	42	N/A
	Total Listing Median Price ∞	\$739,450	Sales \$663,500	\$650,000	\$749,900	N/A
95819 East Sacramento	Total Sales	18	REO Sales 0	14	18	179
	Median Sales Price	\$730,000	\$0	\$707,500	\$738,000	\$765,000
	Average Price/Square Foot	\$505	Short Sales 0	\$528	\$495	N/A
	Average Sq Ft of Property	1,595	\$0	1,362	1,717	N/A
	Total Listing Inventory *	33	Conventional 18	38	38	N/A
	Total Listing Median Price ∞	\$789,000	Sales \$730,000	\$789,000	\$765,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	39	REO Sales 0	40	41	327
	Median Sales Price	\$418,020	\$0	\$425,068	\$390,000	\$425,000
	Average Price/Square Foot	\$367	Short Sales 0	\$398	\$363	N/A
	Average Sq Ft of Property	1,220	\$0	1,141	1,132	N/A
	Total Listing Inventory *	74	Conventional 39	63	57	N/A
	Total Listing Median Price ∞	\$410,000	Sales \$418,020	\$412,000	\$410,000	N/A
95821 N. Arden Arcade	Total Sales	23	REO Sales 0	23	30	219
	Median Sales Price	\$484,999	\$0	\$499,000	\$430,000	\$520,000
	Average Price/Square Foot	\$317	Short Sales 0	\$334	\$322	N/A
	Average Sq Ft of Property	1,603	\$0	1,601	1,627	N/A
	Total Listing Inventory *	54	Conventional 23	49	35	N/A
	Total Listing Median Price ∞	\$541,444	Sales \$484,999	\$535,000	\$515,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	40	REO Sales 0	38	49	328
	Median Sales Price	\$404,250	\$0	\$420,000	\$410,000	\$442,000
	Average Price/Square Foot	\$333	Short Sales 0	\$358	\$339	N/A
	Average Sq Ft of Property	1,400	\$0	1,398	1,421	N/A
	Total Listing Inventory *	70	Conventional 40	69	39	N/A
	Total Listing Median Price ∞	\$449,900	Sales \$404,250	\$464,450	\$449,000	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	39	REO Sales 0	29	47	343
	Median Sales Price	\$430,000	\$0	\$430,000	\$415,000	\$450,000
	Average Price/Square Foot	\$305	Short Sales 0	\$309	\$285	N/A
	Average Sq Ft of Property	1,441	\$0	1,391	1,526	N/A
	Total Listing Inventory *	58	Conventional 39	64	46	N/A
	Total Listing Median Price ∞	\$449,444	Sales \$430,000	\$450,000	\$409,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	13	REO Sales 0	16	16	145
	Median Sales Price	\$385,000	\$0	\$344,000	\$337,750	\$375,000
	Average Price/Square Foot	\$311	Short Sales 0	\$320	\$294	N/A
	Average Sq Ft of Property	1,183	\$0	1,194	1,139	N/A
	Total Listing Inventory *	25	Conventional 13	32	28	N/A
	Total Listing Median Price ∞	\$399,000	Sales \$385,000	\$388,250	\$350,000	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	5	REO Sales 0	16	13	95
	Median Sales Price	\$445,000	\$0	\$485,000	\$445,000	\$469,000
	Average Price/Square Foot	\$314	Short Sales 0	\$320	\$340	N/A
	Average Sq Ft of Property	1,525	\$0	1,608	1,442	N/A
	Total Listing Inventory *	14	Conventional 5	19	14	N/A
	Total Listing Median Price ∞	\$510,000	Sales \$445,000	\$499,000	\$474,750	N/A
95826 College Glen La Riviera Rosemont	Total Sales	39	REO Sales 0	24	33	267
	Median Sales Price	\$465,500	\$0	\$470,000	\$450,000	\$505,000
	Average Price/Square Foot	\$337	Short Sales 0	\$339	\$330	N/A
	Average Sq Ft of Property	1,458	\$0	1,385	1,413	N/A
	Total Listing Inventory *	45	Conventional 39	58	32	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$465,500	\$500,000	\$449,000	N/A
95827 Lincoln Village	Total Sales	8	REO Sales 0	13	16	138
	Median Sales Price	\$457,500	\$0	\$500,000	\$462,500	\$499,450
	Average Price/Square Foot	\$364	Short Sales 0	\$328	\$300	N/A
	Average Sq Ft of Property	1,284	\$0	1,574	1,738	N/A
	Total Listing Inventory *	35	Conventional 8	31	15	N/A
	Total Listing Median Price ∞	\$475,000	Sales \$457,500	\$495,000	\$435,000	N/A
95828 Florin	Total Sales	36	REO Sales 0	32	43	322
	Median Sales Price	\$467,450	\$0	\$455,000	\$435,000	\$470,000
	Average Price/Square Foot	\$311	Short Sales 0	\$322	\$294	0
	Average Sq Ft of Property	1,575	\$0	1,421	1,477	N/A
	Total Listing Inventory *	72	Conventional 36	84	47	N/A
	Total Listing Median Price ∞	\$462,500	Sales \$467,450	\$469,000	\$465,000	N/A
95829 Vineyard	Total Sales	26	REO Sales 0	17	27	244
	Median Sales Price	\$600,000	\$0	\$570,000	\$550,978	\$606,000
	Average Price/Square Foot	\$361	Short Sales 0	\$303	\$305	N/A
	Average Sq Ft of Property	2,028	\$0	2,243	1,998	N/A
	Total Listing Inventory *	54	Conventional 26	57	37	N/A
	Total Listing Median Price ∞	\$599,450	Sales \$600,000	\$624,000	\$644,450	N/A
95830 East Florin Road	Total Sales	0	REO Sales 0	1	0	5
	Median Sales Price	\$0	\$0	\$1,604,000	\$0	\$1,275,000
	Average Price/Square Foot	\$0	Short Sales 0	\$406	\$0	N/A
	Average Sq Ft of Property	0	\$0	3,946	0	N/A
	Total Listing Inventory *	0	Conventional 0	0	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$0	\$0	\$999,999	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95831 Greenhaven Pocket Riverside	Total Sales	23	REO Sales 0	27	34	196
	Median Sales Price	\$681,000	\$0	\$665,000	\$570,000	\$665,000
	Average Price/Square Foot	\$346	Short Sales 0	\$333	\$344	0
	Average Sq Ft of Property	2,053	\$0	2,127	1,819	N/A
	Total Listing Inventory *	42	Conventional 23	44	28	N/A
	Total Listing Median Price ∞	\$628,900	Sales \$681,000	\$679,000	\$624,900	N/A
95832 Meadowview Freeport	Total Sales	10	REO Sales 0	5	8	75
	Median Sales Price	\$382,500	\$0	\$440,000	\$397,500	\$430,000
	Average Price/Square Foot	\$294	Short Sales 0	\$380	\$297	N/A
	Average Sq Ft of Property	1,304	\$0	2,046	1,458	N/A
	Total Listing Inventory *	11	Conventional 10	12	16	N/A
	Total Listing Median Price ∞	\$404,999	Sales \$382,500	\$439,500	\$385,000	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	21	REO Sales 0	20	43	231
	Median Sales Price	\$495,000	\$0	\$477,000	\$460,000	\$492,000
	Average Price/Square Foot	\$295	Short Sales 0	\$324	\$324	N/A
	Average Sq Ft of Property	1,787	\$0	1,606	1,491	N/A
	Total Listing Inventory *	52	Conventional 21	55	29	N/A
	Total Listing Median Price ∞	\$481,950	Sales \$495,000	\$499,000	\$449,900	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	27	REO Sales 1	23	40	291
	Median Sales Price	\$560,000	\$365,000	\$565,000	\$529,000	\$575,000
	Average Price/Square Foot	\$308	Short Sales 0	\$294	\$292	N/A
	Average Sq Ft of Property	1,867	\$0	2,113	1,928	N/A
	Total Listing Inventory *	51	Conventional 26	46	34	N/A
	Total Listing Median Price ∞	\$552,500	Sales \$562,500	\$575,101	\$575,000	N/A
95835 North Natomas	Total Sales	36	REO Sales 0	42	60	340
	Median Sales Price	\$557,000	\$0	\$600,000	\$577,500	\$602,500
	Average Price/Square Foot	\$286	Short Sales 0	\$298	\$289	N/A
	Average Sq Ft of Property	2,050	\$0	2,185	2,138	N/A
	Total Listing Inventory *	80	Conventional 36	75	56	N/A
	Total Listing Median Price ∞	\$588,500	Sales \$557,000	\$589,000	\$577,500	N/A
95838 Del Paso Heights Robla	Total Sales	22	REO Sales 1	35	36	256
	Median Sales Price	\$387,450	\$275,000	\$405,000	\$353,500	\$400,000
	Average Price/Square Foot	\$308	Short Sales 0	\$321	\$311	N/A
	Average Sq Ft of Property	1,291	\$0	1,330	1,190	N/A
	Total Listing Inventory *	60	Conventional 21	59	51	N/A
	Total Listing Median Price ∞	\$385,000	Sales \$389,900	\$398,000	\$360,000	N/A
95841 Foothill Farms North Highlands	Total Sales	10	REO Sales 0	10	6	92
	Median Sales Price	\$475,000	\$0	\$427,500	\$446,250	\$482,500
	Average Price/Square Foot	\$317	Short Sales 0	\$330	\$292	N/A
	Average Sq Ft of Property	1,562	\$0	1,320	1,531	N/A
	Total Listing Inventory *	14	Conventional 10	15	9	N/A
	Total Listing Median Price ∞	\$469,950	Sales \$475,000	\$461,000	\$559,000	N/A
95842 Foothill Farms	Total Sales	24	REO Sales 0	25	41	247
	Median Sales Price	\$409,500	\$0	\$425,000	\$425,000	\$440,000
	Average Price/Square Foot	\$333	Short Sales 0	\$340	\$319	N/A
	Average Sq Ft of Property	1,273	\$0	1,276	1,368	N/A
	Total Listing Inventory *	32	Conventional 24	42	28	N/A
	Total Listing Median Price ∞	\$432,500	Sales \$409,500	\$432,000	\$419,000	N/A
95843 Antelope	Total Sales	44	REO Sales 0	42	44	390
	Median Sales Price	\$477,961	\$0	\$510,000	\$497,500	\$525,000
	Average Price/Square Foot	\$305	Short Sales 0	\$315	\$297	N/A
	Average Sq Ft of Property	1,664	\$0	1,753	1,746	N/A
	Total Listing Inventory *	82	Conventional 44	88	29	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$477,961	\$499,000	\$541,000	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	21	REO Sales 0	39	30	250
	Median Sales Price	\$760,000	\$0	\$725,000	\$567,450	\$765,000
	Average Price/Square Foot	\$429	Short Sales 0	\$396	\$389	N/A
	Average Sq Ft of Property	2,146	\$0	1,947	1,814	N/A
	Total Listing Inventory *	58	Conventional 21	58	37	N/A
	Total Listing Median Price ∞	\$999,888	Sales \$760,000	\$982,000	\$1,095,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	8	REO Sales 0	9	9	69
	Median Sales Price	\$530,000	\$0	\$431,400	\$444,500	\$425,000
	Average Price/Square Foot	\$297	Short Sales 0	\$335	\$335	N/A
	Average Sq Ft of Property	1,897	\$0	1,657	1,465	N/A
	Total Listing Inventory *	17	Conventional 8	8	11	N/A
	Total Listing Median Price ∞	\$425,000	Sales \$530,000	\$756,750	\$457,500	N/A
95691 West Sacramento Southport Jefferson	Total Sales	38	REO Sales 0	37	53	317
	Median Sales Price	\$615,000	\$0	\$600,000	\$525,000	\$573,000
	Average Price/Square Foot	\$306	Short Sales 0	\$322	\$330	N/A
	Average Sq Ft of Property	2,129	\$0	2,155	1,853	N/A
	Total Listing Inventory *	43	Conventional 38	68	33	N/A
	Total Listing Median Price ∞	\$625,000	Sales \$615,000	\$657,500	\$572,400	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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