



# SACRAMENTO REALTOR®

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

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





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**2022 PRESIDENT**

September is REALTOR® Safety Month. A few months ago, I was doing a virtual showing via Facetime with one of my out-of-town buyer clients at a single-family home. I opened the lockbox, entered the home and locked the door behind me, quickly looked around the house, and then called my clients to start the virtual showing. About 5 minutes in, someone started pounding on the front door. There was a very angry-sounding person outside demanding to come inside "because he left something in there." And the angry knocking and yelling continued. I did not open the door. And, because I had quickly done a tour of the house, I knew I could exit through the backdoor and through a gate to the alley. You can bet I got the heck out of there and drove away with the key with me. My clients witnessed the entire thing on Facetime and were terrified I would be harmed. And I was terrified I would be harmed! I called the seller and listing agent and apologized and arranged to bring the key back later. And no, that angry knocker was not anyone known to the seller.

I tell you this story because an encounter like this can happen to any of us at any time. What if I had not locked the door? What if I had not known the layout of the house? What if, what if, what if?

It is important that you review your own personal safety protocols especially when you are meeting clients alone in your office or during a showing. There are a number of resources available to help you learn more about safety precautions. Please stay safe!

MetroList offers Real Safe Agent (RSA) <https://mic.metrolist.net/real-safe-agent/>, the newest software App that empowers you to stay safe during showings and open houses by providing access to other RSA users when help may be needed. Learn more about RSA and download the RSA App. The more real estate agents that sign-up and participate in RSA, the safer everyone becomes.

The National Association of REALTORS® (NAR®) also offers a variety of resources to help you audit your existing safety measures and explore some new ones.

Visit the NAR REALTOR SAFETY Webpage: <https://www.nar.realtor/safety>

Again, please take steps to ensure your personal safety -- there is nothing more important than returning home at the end of each day.







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# GOVERNMENT WATCH

## GOVERNMENT AFFAIRS DIRECTOR

ERIN TEAGUE



In case you missed out on SAR's electrification event on August 30th, your government affairs team has been working to track the progress of local electrification plans and provide other informational resources for our members. The SAR website has current information from the City of Sacramento, West Sacramento, the County, and SMUD – you can find those [resources here](#).

In preparation for the inevitable burdens that will soon be placed on Sacramento homeowners, C.A.R. has been working closely with local GADs to calculate cost estimates for complete electric retrofitting of homes in their areas. Fortunately, Sacramento County has scrubbed point of sale from the language of its electrification plan, but costs to homeowners will still be significant. In 2020, SAR was the recipient of an NAR grant to do research on the expected costs of conversion. [The study](#) found that the average Sacramento homeowner can expect to pay between \$26,000 and \$27,000 converting their existing home to all electric heating, cooling, and appliance systems. It is also important to note that the cost to retrofit a home to all electric appliances and systems is highly regressive. For well-to-do homeowners, the cost is 3-4% of the home's total value. But for the thousands of people who own a median-priced home in Sacramento, the cost is two to three times greater (11-14% of the home's total value). The Sacramento homeowners who have already begun the process of retrofitting their homes to all electric appliances and systems have received utility rebates ranging from several hundred to several thousand dollars. And if the retrofit is financed, homeowners can expect a payoff period of 15-20 years, with SMUD leading the market at 6.99% APR for a 20-year loan. If you would like to learn more, Mike Falk from C.A.R. wrote a detailed analysis of the costs of electrification retrofitting that you can [read here](#).

## GOVERNMENT AFFAIRS COORDINATOR

DEREK CATRON



Cost/Housing Unit for Electric Retrofitting by City	Single Family Home Pre-1978
San Francisco	\$34,790
San Jose	\$36,500
Sacramento	\$29,000
Los Angeles	\$34,000





MARISOL TOVAR



## Unidos: Inclusivity for a Stronger Nation

National Hispanic Heritage Month is annually celebrated from September 15 to October 15 in the United States in honor of contributions and influence of Hispanics. This year's theme is: "Unidos (united): Inclusivity for a Stronger Nation."

Hispanics celebrate during this time to coincide with independence day celebrations of several countries including Chile, Belize, Costa Rica, Honduras, Mexico, and Nicaragua. Some ways we celebrate are by cooking up some delicious traditional meals, getting together with family and friends, reading books by Hispanic and Latino authors, dancing, and watching movies that honor the culture. You can also celebrate by supporting your favorite Hispanic and Latino owned restaurants and businesses.

According to the 2020 Census, Hispanic and Latino make up 39.4% of the population of California. Hispanic people have enriched our country with their cultures, traditions, and legacies. According to recently released data by the National Association of Hispanic Real Estate Professionals (NAHREP), the Latino homeownership rate increased to 48.4% in 2021, up from 47.5% in 2019, the highest level since the mid-2000s and experts are projecting 2022 numbers will be even higher.

Marisol Tovar and Yuri Ramirez-Villanueva

P.S. If you read this, please text us and let us know how you will be celebrating Hispanic Heritage Month for a chance to win a gift card!

YURI RAMIREZ-VILLANUEVA



• NATIONAL  
HISPANIC  
HERITAGE MONTH

September 15 to October 15



## REALTOR® Safety is important!

In September of every year, we recognize REALTOR® safety month. Each year the National Association of REALTORS® surveys members across the country regarding safety. Here are a few highlights from the 2022 NAR Member Safety Report:

- The typical respondent meets prospective clients whom they've never met before either at their office or in a neutral location 66% of the time.
- 73% have personal safety protocols in place that they follow with every client. This is more likely among females (76%) than among males (67%).
- 40% of residential REALTORS® said that they have participated in a self-defense class.
- 43% of men and 54% of women carry a self-defense weapon or tool.
- 58% of members use a smartphone safety app to track whereabouts and alert colleagues in case of an emergency.
- Among those who participated in a REALTOR® safety course, 75% said they feel more prepared for unknown situations after taking a REALTOR® Safety course.

Your personal safety does not have to be left to chance and is something you can be in control of. Even though you cannot eliminate all possibility of becoming a victim, there are steps you can take to reduce the odds. It is important to realize that personal safety is about risk reduction, using good common sense, and trusting your natural instincts.

When showing a home, your primary focus is on your clients and whether they like the property. But don't let that keep you from being aware of your safety. Whether you are hosting an open house or conducting a listing appointment, there are guidelines and procedures that will keep you as safe as possible. Every year, real estate agents are threatened, robbed, or physically or sexually assaulted while fulfilling ordinary, everyday requirements of their job. Some even lose their lives. By learning from these unfortunate and sometimes tragic incidents, you can make simple adjustments to the way you do business - and avoid violent crimes.

SAR recognizes that REALTORS® face more on-the-job risks than many other business professionals and to help increase your knowledge, safety awareness and to empower you to make smart decisions, we will be increasing our safety classes and initiatives in 2023. REALTOR® safety is a priority!

This video, published by NAR's REALTOR® Safety Program, highlights safety protocols that all REALTORS® should implement into their daily routine and follow with every client, every day, every time. Watch the video and be sure to share it with your fellow REALTORS®.

<https://youtu.be/sjhTcGAFdMM>



## **September 22nd Webinars:**

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

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

## **September 26th Webinars:**

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

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

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

## **September 28th Webinars:**

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

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

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

## **September 30th Webinars:**

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

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

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

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# BOARD OF DIRECTORS QUALIFICATIONS UPDATE

ERIN STUMPF



**2022 PRESIDENT**

I am proud to let you all know that at our most recent SAR Board of Directors meeting in August, the board approved some significant modifications to the qualifying criteria to serve on the [SAR Board of Directors](#) in the future. In the spirit of “Building Our Bench” (my theme for the year), two of my main [priorities for 2022](#) have been (1) to foster an environment to engage members and develop new leaders within our association, as well as (2) to further initiatives to improve diversity, equity and inclusion.

With those objectives in mind, early this year, we appointed a “Working Group” to take a deep dive into SAR policies that define who qualifies to serve on the Board of Directors, and to examine if the current make-up of the members of our Board of Directors adequately serves the needs of our membership. Here are the members who worked on this task:

**Linda Wood**, Dunnigan REALTORS (Chair)

**Barbara Lebrecht**, Galster Group Real Estate (Vice Chair)

**Steve Kroes**, Keller Williams Realty

**Luis Sumpter**, Better Homes & Gardens

**MayMay Huang**, Guide Real Estate

**Esthela Duran**, RE/Max

**Alex McIvor**, Dunnigan REALTORS

**Stephen T. Webb**, Keller Williams Realty

**Juan Lashley**, Prime Lending

Specifically we asked the Working Group to examine the following...

Regarding qualifying criteria to serve on the Board of Directors:

-Does the current qualifying criteria allow for adequate inclusivity, diverse voices, and varied perspectives amongst our membership?

Regarding the composition of the Board of Directors:

-Does the current SAR Board of Directors composition best represent the needs of our membership?

The Working Group met several times over the first half of the year. They researched the qualifying criteria and board composition of other REALTOR associations throughout California. They interviewed members of other associations to see what they felt worked and what didn't. They considered a wide spectrum of possibilities -- everything from making no changes, to some changes, to making very substantial changes.

For the qualifying criteria, the Working Group recommended (and the Board of Directors adopted) the following modifications, all which greatly expand the eligibility and pool of qualified applicants who may serve as your elected leaders:



"To be qualified to be nominated to serve as an Elected Director, such person shall have been a REALTOR® Member of the SAR (excluding a Senior Member not actively engaged in the real estate industry) for not less than one (1) year; and shall have served in one of the following capacities within the last five (5) years: ***(a reduction the requirement for length of SAR membership from two years to one year -- this will enable members who may have been members of other REALTOR associations who then join SAR)***

(1) As chair of at least one SAR or C.A.R. committee, task force, forum, special committee or a Trust or Foundation of the Association for at least one (1) year; or ***(added service as a C.A.R. committee chair as a qualifier -- again would create eligibility to those who may have transferred to Sacramento from other associations)***

(2) As an elected or appointed leader of the SAR Masters Club, Women's Council of REALTORS® chapter, or other real estate professional organization for at least one (1) year; or ***(this adds service as an elected or appointed leader in a sibling organization as a qualifier -- AREAA, Realtists, NHORA, etc -- which will greatly expand who qualifies to serve on SAR's board)***

(3) As a C.A.R. or MetroList Director for at least one (1) year; or ***(adds service as a MetroList Director, and reduces the length of service in this category from 2 years to 1 year -- this widens the pool as well)***

(4) On at least one committee, task force, Trust or Foundation of SAR, C.A.R., NAR, or MetroList for at least two (2) of the past five (5) years; or ***(adds service on a C.A.R., NAR and MetroList Committees as qualifiers, and reduces the length of participation requirement from 3 years to 2 years)***

(5) As an officer, manager, or broker of a real estate office, with not less than 90% of associates being REALTORS®, for at least two (2) years; or ***(a reduction of 3 years to 2 years -- allows for more broker and manager eligibility to serve)***

(6) To have successfully completed the SAR Leadership Academy." ***(a completely new addition to eligibility, as SAR has dozens of amazing recent graduates of this program who will now be qualified to serve)***

Ultimately, they recommended that our current board composition remain the same, with no changes. Our current, unchanged board composition remains:

19 total seats

-4 Officers: President, President-Elect, Secretary/Treasurer, Immediate Past President -- all 1-year terms

-3 Appointed Directors (Affiliate Chair, Commercial Council Chair, MetroList Liaison) -- all 1-year terms

-12 Elected Directors (all "at large" serving the entire membership) -- all staggered 2-year terms

I want to sincerely thank the members of the Working Group for all of their hard work. I am optimistic that in future SAR Officer and Director elections, we will have more candidate choices with varied experience and perspective for our members to choose from to represent their interests. And it is so important that in the future we revisit our policies more frequently -- our association and our members' needs evolve over time, and SAR should evolve with them. I sincerely hope that our future leadership considers these to be living documents and not something we set on a shelf.

If you would like to brush up on SAR's bylaws, policies, and procedures, you can find them in the Members Section of the website, once you log-in -- <https://sac.rapams.com/scripts/organization-docs.html>

## 56 REALTOR® Safety Tips

You can use these Safety Tips in your office correspondence each week to remind your colleagues to practice REALTOR® Safety. The first 20 tips are featured below with a link to the full list at the bottom of this article.

All tips are taken from the NATIONAL ASSOCIATION OF REALTORS'® REALTOR® Safety Resource Kit.

### TIP #1

#### Keep it light

Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights as you go through, and don't lower any shades or draw curtains or blinds.

### TIP #2

#### Checking in

When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form (Find a copy online at [www.REALTOR.org/Safety](http://www.REALTOR.org/Safety)). Also, photocopy their driver's license and retain this information at your office. Be certain to properly discard this personal information when you no longer need it.

### TIP #3

#### Don't be too public

Limit the amount of personal information you share. Consider advertising without using your photograph, home phone number and/or home address in the newspaper or on business cards. Don't use your full name with middle name or initial. Use your office address—or list no address at all. Giving out too much of the wrong information can make you a target.

### TIP #4

#### Touch base

Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting and schedule a time for your office to call you to check in.

### TIP #5

#### Open house: it ain't over till it's over

Don't assume that everyone has left the premises at the end of an open house. Check all of the rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

### TIP #6

#### Stranger danger

Tell your clients not to show their home by themselves. Alert them that not all agents, buyers and sellers are who they say they are. Predators come in all shapes and sizes. We tell our children not to talk to strangers. Tell your sellers not to talk to other agents or buyers, and to refer all inquiries to you.

### TIP #7

#### Sturdy doors are key to home safety

Make sure that all your home's doors to the outside are metal or solid, 1 ¾" hardwood and have good, sturdy locks.

### TIP #8

#### Block identity theft

Contact the fraud department of any of the three consumer reporting companies— Equifax®, ExperianSM and Trans Union®—to place a fraud alert on your credit report. The fraud alert automatically lets credit card companies and other creditors know they must contact you before opening any new accounts or making any changes to your existing accounts.

### TIP #9

#### Keep track of colleagues

Have a check-out employee board at your office, listing your name, destination, customer name, date and expected return time.

### TIP #10

#### Wear your REALTOR® ID

Always wear visible company identification such as a badge. It is also best to drive a vehicle clearly marked with your company name. These will be invaluable for identification if you need to get assistance.



**TIP #11****Bring up the rear**

When showing a home, always have your prospect walk in front of you. Don't lead them, but rather, direct them from a position slightly behind them. You can gesture for them to go ahead of you and say, for example, "The master suite is in the back of the house."

**TIP #12****Pick up some self-defense skills**

The best way to find a good self-defense class is to learn what is available, and then make a decision. Many health clubs, martial arts studios and community colleges offer some type of class. You can also ask your peers, friends and family if they have taken a self-defense class that they would recommend.

**TIP #13****You take the wheel**

Whenever possible, take your own car to a showing. When you leave your car, lock it.

**TIP #14****Shield your computer from e-mail viruses**

Computer viruses can impair and seriously damage your computer. Viruses are often distributed via attachments in e-mail spam. Never open an attachment from someone you don't know, and, if you receive a strange or impersonal-sounding message from a familiar address, check with that person to make sure that they really sent it.

**TIP #15****Got cell service, everywhere?**

When you're showing commercial property, thick walls and/or remote locations may interfere with mobile phone reception. Check in advance to be sure your phone is serviceable in the area in which you are showing the property.

**TIP #16****Choose flight over fight**

While every real estate agent should take a basic self-defense course, the primary goal in any threatening situation is to escape from immediate danger and call for help.

**TIP #17****"Who's calling?"**

Install caller I.D. on your telephone, which should automatically reject calls from numbers that have been blocked. This will provide you with immediate information about the source of the call.

**TIP #18****Your trash is another man's Treasure**

Just bought a new entertainment system? A bunch of empty boxes out by the curb triggers an alarm to would-be thieves. Instead of putting boxes out in plain sight, cut them down, and stuff them in trash bags.

**TIP #19****Hide personal information**

Tell your sellers: DON'T leave personal information like mail or bills out in the open where anyone can see it. Be sure to lock down your computer and lock up your laptop and any other expensive, easy-to-pocket electronics, like iPods, before your showing.

**TIP #20****Agree on an office distress code**

Create a voice distress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don't want to alarm them. Example: "Hi, this is Jennifer. I'm with Mr. Henderson at the Elm Street listing. Could you e-mail me the RED FILE?"





## Understanding the Home Equity Sale Contract Act

The Market is changing today. Interest rates are at rates not seen since 2008, inflation is at a rate not seen since the 1970s. As the economy adjusts to these new realities, homeowners are becoming more susceptible to foreclosure. The cost of living has increased but the spending power of the consumer has not changed. But this market change is different than the Great Recession where most homes had values lower than the mortgages associated with them. Here with the increased cost of goods, homes that face foreclosure may very well have equity. It changes the analysis of the agent involved in the transaction. What do we as real estate professionals need to think about as we help our clients navigate this housing market?

**In 1979, the California legislature was concerned that homeowners whose residences are in foreclosure are at risk of fraud, deception, and unfair dealing by purchasers seeking to get control of their equity for little or no compensation. In an effort to reduce this risk the Legislature passed the Home Equity Sales Contract Act ("HESCA" found at Civil Code 1695 et seq.).** This law has been source of significant litigation and much confusion. We will address some of the issues related thereto.

First, it is important to understand when this act applies. HESCA is limited to the following situation:

- (1) the property is one-to-four family dwelling units;
- (2) the owner occupies one of the units as his or her principal place of residence;
- (3) there is an outstanding notice of default recorded; and
- (4) the buyer will NOT use the property as a personal residence (likely an investor).

The Act does not apply if any one of these four conditions is unmet. If, for example, a seller occupies a property in foreclosure, but the buyer will be occupying the property as his or her personal residence, the home equity sales law does not apply. If all four conditions are met, however, the buyer must use a home equity sales contract, such as the C.A.R. standard form "Notice of Default Purchase Agreement" and attachments which incorporate the many requirements of the Act including:

- Full Disclosure of all terms of the Agreement;
- A complete description of the terms of payment from the Buyer;
- Any terms for a rent-back; and most importantly,
- Notice of the Five-Day Right of Rescission, and Cancellation forms.

**Significantly, the Act provides that until the time for the Seller to cancel the Agreement has ended, neither the Buyer nor anyone working for him can ask the Seller to sign any deed or any other document.** Also, since this right of rescission doesn't start to run until the Buyer has provided the Notice, the Seller can cancel at any time before the expiration. So if the Buyer never provides the Notice, the Seller can rescind even after the Buyer has recorded their Deed. Furthermore, **the legal penalty for violating this Right of Rescission is three times the equity plus attorney fees and court costs.** Even worse, an equity purchaser who violate the home equity sales law may be convicted of a crime punishable by one year imprisonment, plus a \$25,000 fine, for each violation.



As for real estate agents, the law requires a buyer's agent to be bonded by an admitted surety insurer, but there were not insurers willing to offer the bond. This bonding requirement applies to a buyer's agent or dual agents, but not a listing agent representing the seller exclusively. In 2007, the bonding requirement was stripped from the Act on Constitutional grounds although few people are aware of this.

Significant in the conditions of the Act is that a Notice of Default ("NOD") has been recorded. The Notice of Default is the first recorded document in a Non-Judicial Foreclosure proceeding, commonly called a "Trustee Sale." In some cases, an NOD may not have been recorded at the time the Seller enters a purchase contract with the Buyer so that Act would not apply. If, prior to close of escrow the NOD is recorded, then it appears that the Right of Recission provisions would apply and the Notice of Right of Recission and Cancellation forms would have to be provided to the Seller and the Recission time must expire before the close of escrow can occur. This provision is not waivable by the Seller.

This law provides significant protections for sellers and real estate professionals should be mindful of the requirements under HESCA as this new market unfolds.

REALTORS® must also be mindful of MLS rules associated with such transactions. Listing agents prior to listing a property need to be assessing the financial issues of the property. Is the seller in default or likely to be in default during the transaction? Is the seller likely to be short on mortgage because of the sale, either because the sale is less than the mortgage value or because the costs of sale? If so, make sure to comply with the MLS rules and disclose in the listing in the appropriate place so that the buyer's agent knows which form to use when making the offer. Failure to comply with the MLS rules on the listing information can result in a complaint with the governing body.

Finally, as a last note, many of you know Dave Tanner from his real estate work across many forums in the industry and most recently as the Association Executive with SAR. BPE is pleased to announce that Dave Tanner has joined BPE as Of Counsel and is available to provide legal counsel to the real estate community. We look forward to Dave's continued investment in our local real estate profession.

The information presented in this article is for educational purposes only and may not be construed as legal advice. 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.





# MASTERS CLUB

SACRAMENTO ASSOCIATION OF REALTORS®

It's time once again for SAR's most exciting sporting activity:

## 41<sup>ST</sup> Annual Golf Tournament

Monday, October 10, 2022

North Ridge Country Club | 7600 Madison Ave, Fair Oaks



### Charities

- Asian Resources
- Community Against Sexual Harm
- Downtown Street Team



### Don't Golf?

Please  
join us for our  
19th Hole Reception  
and Awards Dinner  
beginning at 6pm for  
\$60/person

### DETAILS

Fee Includes:

- Continental breakfast
- Hosted driving range
- Country Club Green Fees
- Golf cart
- Refreshments
- Tee prizes
- Door prizes
- 19th Hole Reception
- Awards Dinner

### SCHEDULE

- Registration 9:00 - 11:00 am
- Putting Contest 9:00 - 10:45 am
- Shotgun Start 11:00 am
- 19th Hole Reception 5:00 pm - 6:00 pm
- Awards Dinner 6:00 pm - 8:00 pm

### AWARDS

- Closest to the Pin
- Longest Drive Men
- Longest Drive Women
- Lowest Score: Men's and Women's

Make your reservation today !

**[www.MastersClubGolf.com](http://www.MastersClubGolf.com)**

Registration will first be open exclusively to Masters Club Members.

USE PROMO CODE: **MCG21**

**PLEASE NOTE:** To reserve your foursome, SAR must receive the NAMES, EMAILS and ENTRY FEES for ALL four participants before we sell out. Due to the volume of participants, we will not be able to hold spaces for participants without payment.



REALTY SUPPLY CENTER

# SEPTEMBER SPECIALS

## SEE'S CANDIES

HELP SUPPORT THE SCHOLARSHIP FUND BY PURCHASING A BOX OF SEE'S CANDIES!



Price vary from \$0.73 each lollypop to \$50.00 each 2 lb. box of chocolates.

**SOLD OUT**

SAVE \$13.00

## COMPANY LOGO FLYER STANDS

LIMITED SUPPLY LEFT



Item #3648

**\$11.95 each**

(Originally \$24.95 each)

SAVE \$7.85

## COMPANY LOGO FLYER BOXES

LIMITED SUPPLY LEFT



Item #5811

**\$15.90 each**

(Originally \$23.75 each)

SAVE \$2.00

## CORRUGATED "SOLD" KEYS

VARIOUS COLORS



Item #10250

**\$11.95 each**

(Originally \$13.95 each)

SAVE \$2.51

## CORRUGATED SIGN PANELS



Item #5321

**\$7.49 each**

(Originally \$10.00 each)

SAVE \$12.00

## 30" x 60" VINYL BANNERS

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Item #10191

**\$1.99 each**

(Originally \$14.99 each)

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## Article 16

*REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04)*

### **Case #16-8: Unauthorized Use of Information Received from Listing Broker for the Purpose of Creating a Referral to a Third Broker or for Creating a Buyer Relationship**

(Reaffirmed Case #21-14 May, 1988. Transferred to Article 16 November, 1994. Revised May, 2017.)

REALTOR® A entered a listing with the Association MLS. In the “Remarks” portion of the listing, it was noted that the seller was moving out of state. Shortly thereafter, REALTOR® A received a call from REALTOR® B, requesting permission to show the property to a prospective purchaser. REALTOR® B’s request was granted and the property was shown to the prospect. During the showing, REALTOR® B started a conversation with Seller X regarding his proposed move to another state. REALTOR® B told the seller that he was acquainted with a number of real estate brokers in the city to which Seller X was relocating and suggested that he be allowed to refer Seller X to one of these brokers. Seller X responded that REALTOR® A, the listing broker, had previously mentioned the possibility of a referral and that Seller X felt obligated to be referred by REALTOR® A, if by anyone.

Several days later, Seller X received a phone call from REALTOR® B who again asked permission to refer the seller to a broker in the city to which the seller was moving. The seller indicated that he was not interested in REALTOR® B’s offer and that if he wished to be referred to another broker, he would do so through REALTOR® A. The seller then called REALTOR® A and asked if there was anything REALTOR® A could do to stop REALTOR® B from requesting that he be allowed to refer the seller to another broker. Upon learning of REALTOR® B’s attempts to create a referral, REALTOR® A filed a complaint with the Grievance Committee of the Board alleging a violation of Article 16 of the Code of Ethics and cited Standard of Practice 16-18 in support of the allegations.

In accordance with the Association’s established procedures, the Grievance Committee reviewed the complaint and referred it to a panel of the Professional Standards Committee for hearing. The appropriate notices were sent to all parties and a hearing was scheduled.

At the hearing, REALTOR® A produced a written statement from Seller X in support of his testimony and concluded that REALTOR® B had violated Article 16 of the Code of Ethics in attempting to use confidential information received through the Association’s MLS to attempt to create a referral to a third broker.

REALTOR® B responded that he was attempting to promote the seller’s best interest by referring the seller to a reputable broker whom he knew personally in the city to which the seller was going to relocate. REALTOR® B indicated that the seller had not accepted his offer of referral and, based on such refusal, REALTOR® B had not, in fact, made any referral and, therefore, had not acted in a manner inconsistent with his obligations as expressed in Standard of Practice 16-18.

After giving careful consideration to all the evidence, the Hearing Panel determined REALTOR® B to be in violation of Article 16 by his attempt to utilize confidential MLS information to create a referral to a third broker, contrary to the intent of Standard of Practice 16-18, even though his effort to obtain the seller’s permission to do so had been unsuccessful. The Hearing Panel also commented that MLS information is confidential and to be utilized only in connection with the REALTOR®’s role as cooperating broker. The panel further commented that information received from a listing broker through the MLS should not be used to create a referral to a third broker or to create a buyer relationship unless such use is authorized by the listing broker.

# OCTOBER 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
<b>3</b>  <b>WCR Board Meeting (B)</b> 12noon – 1:30pm	<b>4</b>  <b>Main Meeting (EC)</b> 9:00 – 10:30am  <b>Community Outreach Committee (T)</b> 10:30am – 12noon  <b>CanTree Committee (B) 10:30am – 12noon</b> <b>Charity Research Committee (B1)</b> 10:30 – 11:30am  <b>CanTree Call-A-Thon (B) 12noon – 2:00pm</b> <b>Internship Class (B)</b> 2:30 – 4:30pm	<b>5</b>  No Events Scheduled	<b>6</b>  <b>RE Finance &amp; Affiliate Forum (EC)</b> 9:00 – 10:30am  <a href="#">MetroList: Why the Interactive Map Should be Your New Favorite Search (V)</a> 10:00 – 11:00am  <a href="#">MetroList: Auto Prospecting - Automated Emailing and Effective Client Interactions (V)</a> 1:00 – 2:00pm	<b>7</b>  <b>SAR Toastmasters (T)</b> 7:30 – 9:00am  <b>SAR Office Closed</b> 7:30 – 8:30am  <a href="#">Market Update with Ryan Lundquist (V)</a> 9:00 – 10:00am  <b>National Notary Association (EC)</b> 7:30am – 7:00pm
<b>10</b>  <b>SAR Offices Closed</b> <a href="#">MetroList: Realist 101 - Introduction to the Realist Tax Program (V)</a> 10:00 – 11:00am  <b>Masters Club Golf Tournament (Northridge Country Club)</b> 11:00am – 9:00pm  <a href="#">MetroList - Advanced Realist Training - Enhanced Searching, Market Analysis, and More (V)</a> 1:00 – 2:00pm	<b>11</b>  <b>LIVE Regional Meetings (in-person, various locations)</b> 9:00 – 10:30am  <b>YPN Advisory Committee (T)</b> 11:00am – 12:30pm	<b>12</b>  <a href="#">What Every REALTOR Needs to Know About ADUs (EC)</a> 10:00am – 12noon  <a href="#">MetroList: How to Easily Create a Professional Looking CMA Report (V)</a> 1:00 – 2:00pm	<b>13</b>  <b>Masters Club Steering Committee (B)</b> 9:30 – 11:00am  <b>Internship Committee (B)</b> 12noon – 1:30pm	<b>14</b>  <b>SAR Toastmasters (T)</b> 7:30 – 9:00am  <a href="#">MetroList: 10 Searches You Should be Using in Prospector+ (V)</a> 10:00 – 11:00am  <a href="#">MetroList: How to Get the MOST Exposure for Your Listing (V)</a> 1:00 – 2:00pm  <a href="#">MetroList: Beyond Your Market Area - REALTOR.com Professional Search (V)</a> 4:00 – 5:00pm
<b>17</b>  <b>Education Committee (B)</b> 10:00 – 11:30am	<b>18</b>  <b>National Notary Association (EC)</b> 7:30am – 7:00pm  <b>LIVE Regional Meetings (in-person, various locations)</b> 9:00 – 10:30am  <b>Marketing/Communications Committee (B)</b> 10:30 – 11:30am <a href="#">MetroList: Homesnap Pro - Why Agents Use this Popular App (V)</a> 1:00 – 2:00pm  <b>Scholarship Fundraising Committee (B)</b> 1:00 – 2:00pm  <b>Internship Class (B)</b> 2:30 – 4:30pm	<b>19</b>  <a href="#">Tax Reduction Strategies for Real Estate Professionals (EC)</a> 9:30am – 12noon	<b>20</b>  <a href="#">How to Think Like an Appraiser with Ryan Lundquist (EC)</a> 9:00am – 12noon  <a href="#">MetroList: Cloud CMA 101 - How to Create an Awesome CMA (V)</a> 10:00 – 11:00am  <b>WCR Business Luncheon (EC)</b> 11:00am – 1:30pm <a href="#">MetroList: Beyond the CMA - 3 Reports in Cloud CMA that You Might Not Know About (V)</a> 1:00 – 1:30pm	<b>21</b>  <b>SAR Toastmasters (T)</b> 7:30 – 9:00am
<b>24</b>  <b>MetroList In-Person Training @ SAR (T)</b> 9:00am – 4:00pm  <a href="#">MetroList: How to Easily Create a Professional Looking CMA Report (V)</a> 10:00 – 11:00am  <a href="#">MetroList: Auto Prospecting - Automated Emailing and Effective Client Interactions (V)</a> 1:00 – 2:00pm  <a href="#">MetroList: Why the Interactive Map Should be Your New Favorite Search (V)</a> 4:00 – 5:00pm	<b>25</b>  <a href="#">SRES Course - Day 1 (EC-W)</a> 9:00am – 4:00pm  <b>LIVE Regional Meetings (in-person, various locations)</b> 9:00 – 10:30am  <b>DEI/Fair Housing Committee (B)</b> 10:30am – 12noon  <b>SAR Charitable Foundation BOD (B)</b> 12:30 – 2:00pm <a href="#">MetroList: Agent Pro Tips - Advanced Searching Strategies (V)</a> 10:00 – 11:00am <a href="#">MetroList: How to Get the Most Exposure for Your Listing (V)</a> 1:00 – 2:00pm <a href="#">MetroList: MetroList 101 - What You Need to Know to Get Started (V)</a> 4:00 – 5:00pm	<b>26</b>  <a href="#">SRES Course - Day 2 (EC-W)</a> 9:00am – 4:00pm  <b>SAR New Member Orientation (V)</b> 9:00am – 12:30pm  <b>SAR Offices Closed</b> 1:00 – 2:00pm	<b>27</b>  <b>SAR BOD</b> 9:00 – 11:00am  <b>SAR New Member Orientation (V)</b> 6:00 – 9:30pm	<b>28</b>  <b>SAR Toastmasters (T)</b> 7:30 – 9:00am  <b>2023 Leadership Orientation (EC)</b> 10:00am – 2:00pm  <a href="#">MetroList: HomeSpotter - Your Easy On-the-Go App (V)</a> 8:00 – 8:30am  <a href="#">MetroList: Homesnap Pro - Why Agents Use This Popular App (V)</a> 10:00 – 11:00am
<b>31</b>  <b>Happy Halloween!</b>  <a href="#">MetroList: How's the Market? Real Estate Trends in the MLS (V)</a> 10:00 – 11:00am  <a href="#">MetroList: 10 Searches You Should be Using in Prospector+ (V)</a> 1:00 – 2:00pm				

# SAR EDUCATIONAL OFFERINGS

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

## OCTOBER

### CLASS

7	9am – 10:15 am	<a href="#">MARKET UPDATE WITH RYAN LUNDQUIST (ZOOM)</a>
12	10am – 12pm	<a href="#">WHAT EVERY REALTOR NEEDS TO KNOW ABOUT ADUS (IN PERSON)</a>
14	12am – 2:30pm	<a href="#">LUNCH &amp; LEARN: PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM (IN PERSON / ZOOM)</a>
19	9:30am – 12pm	<a href="#">TAX REDUCTION STRATEGIES FOR REAL ESTATE PROFESSIONALS (ZOOM)</a>
20	9am – 12am	<a href="#">HOW TO THINK LIKE AN APPRAISER (IN PERSON)</a>
25	9am – 4pm	<a href="#">THE SENIORS REAL ESTATE SPECIALIST® (SRES®) 2 DAY COURSE (IN PERSON)</a>
26	9am – 4pm	
27	9am – 12:30pm	<a href="#">BUILDING A DYNAMIC BUYER STRATEGY (IN PERSON)</a>

## NOVEMBER

### CLASS

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

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

## FREE TRAINING BY METROLIST®

MetroList® has been offering subscribers free online training, have you taken advantage of this subscriber benefit? There are multiple trainings per day ranging from 30 to 60 minutes. Check out their online catalogue to see which topics are covered.

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## ON DEMAND WEBINARS

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

### LEAD GENERATION WITH GEOGRAPHIC FARMING

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..

[REGISTER/MORE INFO HERE](#)

### SHOW ME THE MONEY: INVESTMENT PROPERTY ANALYSIS

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

[REGISTER/MORE INFO HERE](#)

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# August 2022

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First Northern Bank

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GFL Capital Mortgage

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**Joseph Knipp**  
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**Alfonso Nguyen**  
Alfonso Nguyen Real Estate

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**Stephen Thomas**  
Cheetah

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# WELCOME



# SACRAMENTO HOUSING STATISTICS

## Median sales price drops again from May high

# AUGUST

August closed with 1,182 sales, a 9.3% decrease from July (1,076). Compared to one year ago (1,579), the current figure is down 25.1%. Of the 1,182 sales this month, 140 (11.8%) used cash financing, 794 (67.2%) used conventional, 159 (13.5%) used FHA, 56 (4.7%) used VA and 33 (2.8%) used Other types of financing.

The median sales price decreased 2.7% from \$549,900 to \$535,000. This figure is up 3.9% from August 2021 (\$515,000). Compared to May (\$575,000), the August median is down 6.9%. 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 5% from July to August, from 2,505 units to 2,380 units. Compared with August 2021 (1,526), inventory is up 56%. The Months of Inventory decreased from 2.3 Months to 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 11 to 17 and the Average DOM increased from 19 to 24. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,182 sales this month, 71.1% (840) were on the market for 30 days or less and 92.1% (1,088) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold dropped from \$353 to \$345. 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	76	61	1.2
\$350,000 - \$399,999	185	93	2.0
\$400,000 - \$449,999	236	166	1.4
\$450,000 - \$499,999	334	159	2.1
\$500,000 - \$549,999	273	150	1.8
\$550,000 - \$599,999	283	108	2.6
\$600,000 - \$649,999	178	93	1.9
\$650,000 - \$699,999	189	107	1.8
\$700,000 - \$749,999	101	49	2.1
\$750,000 - \$799,999	132	49	2.7
\$800,000 - \$849,999	69	39	1.8
\$850,000 - \$899,999	76	18	4.2
\$900,000 - \$949,999	37	16	2.3
\$950,000 - \$999,999	39	10	3.9
\$1,000,000 and over	172	64	2.7
<b>Total:</b>	<b>2,380</b>	<b>1,182</b>	<b>Total: 2.0</b>

Market Snapshot - August 2022					
	Aug-22	Jul-22	Change	Aug-21	Change (from '21)
<b>Sales</b>	1,182	1,081	9.3%	1,579	-25.1%
<b>Median Sales Price</b>	\$535,000	\$549,900	-2.7%	\$515,000	3.9%
<b>Active Inventory</b>	2,380	2,505	-5.0%	1,527	55.9%
<b>Median DOM</b>	17	11	54.5%	7	142.9%
<b>Avg. Price/SqFt</b>	\$345	\$353	-2.3%	\$334	3.3%

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.



## MLS STATISTICS

AUGUST 2022

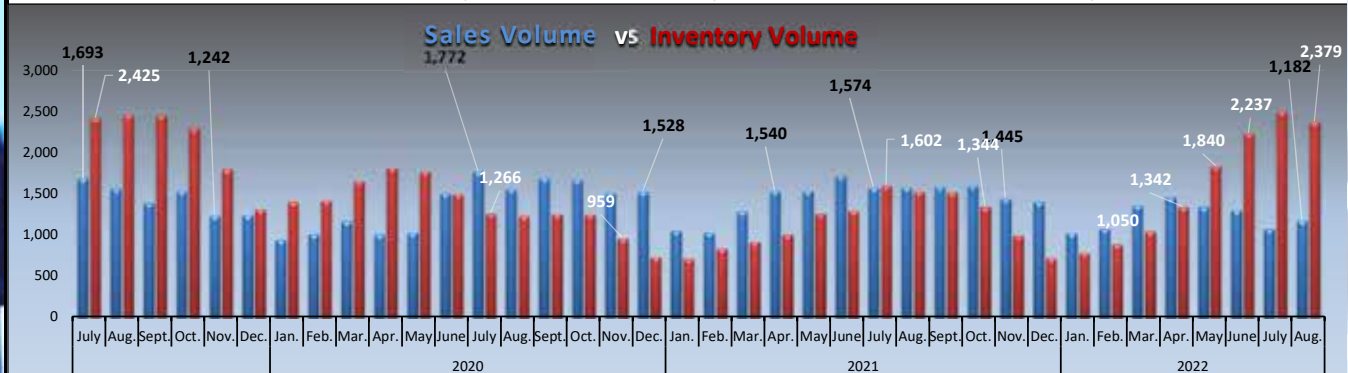
## MLS STATISTICS for August 2022

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	1,660		1,833	-9.4%		2,005		-17.2%
Active Listing Inventory †	2,380		2,505	-5.0%		1,526		56.0%
Pending Sales This Month*	1,280		1,202	6.5%		1,971		-35.1%
Number of REO Sales	1	0.1%	3	-67%	0.3%	2	0.1%	-50.0%
Number of Short Sales	0	0.0%	2	N/A	0.2%	0	0.0%	N/A
Equity Sales	1,181	99.9%	1,076	9.8%	99.5%	1,577	99.9%	-25.1%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,182	100%	1,081	9.3%	100%	1,579	100.0%	-25.1%
Months Inventory	2 Months		2.3 Months	-13.0%		1 Months		100.0%
Dollar Value of Closed Escrows	\$700,972,819		\$641,096,208	9.3%		\$907,039,087		-22.7%
Median	\$535,000		\$549,900	-2.7%		\$515,000		3.9%
Mean	\$593,040		\$593,058	0.0%		\$574,439		3.2%
Year-to-Date Statistics	1/01/22 to 8/31/22		1/01/22 to 8/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			8/31/2022		Change
Number of Closed Escrows	9,860		10,076			11,336		-13.0%
Dollar Value of Closed Escrows	\$5,953,990,920		\$6,077,850,847			\$6,189,253,664		-3.8%
Median	\$550,000		\$550,000			\$495,000		11.1%
Mean	\$603,853		\$603,201			\$545,982		10.6%



**SACRAMENTO ASSOCIATION OF REALTORS®**

**Jenny Escrow**  
Realtor®

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\*must be current SAR Member in good standing

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

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

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

# Data for Sacramento County and the City of West Sacramento

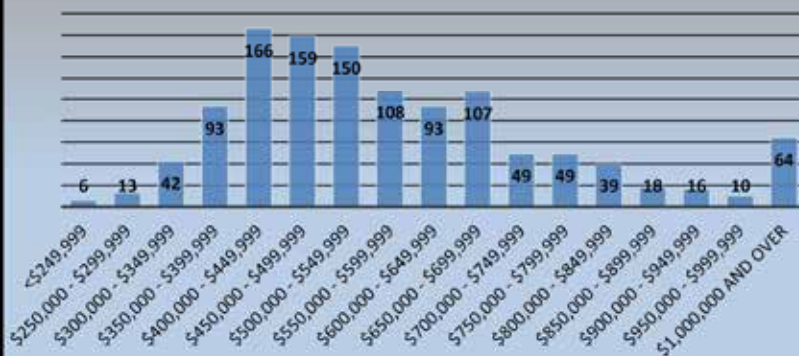
## MLS STATISTICS for August 2022

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

#### BREAKDOWN OF SALES BY PRICE

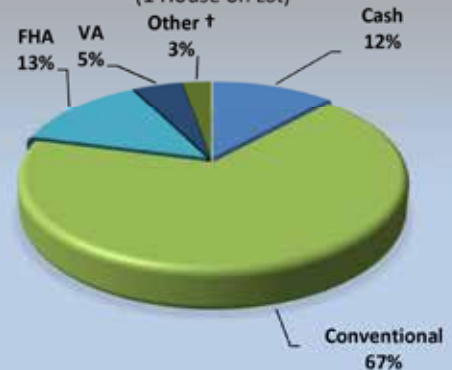
##### 1 House on Lot

Total: 1,182

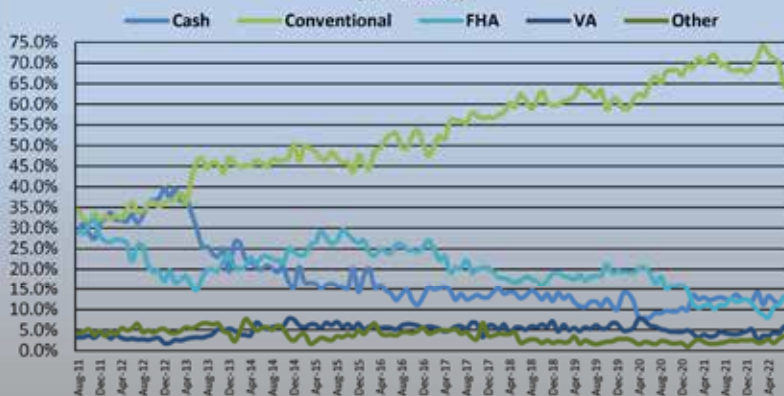


#### Type of Financing/Days on Market

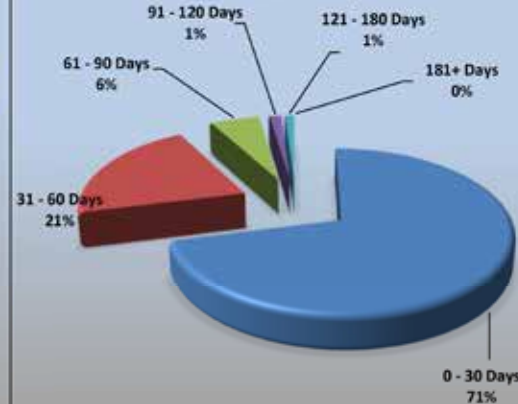
##### TYPE OF FINANCING (1 House on Lot)



##### 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	140	11.8%	143	13.2%	0 - 30	840	71.1%	84.1%	84.9%
Conventional	794	67.2%	694	64.2%	31 - 60	248	21.0%	11.8%	10.4%
FHA	159	13.5%	142	13.1%	61 - 90	66	5.6%	2.7%	3.0%
VA	56	4.7%	64	5.9%	91 - 120	16	1.4%	0.8%	1.0%
Other †	33	2.8%	38	3.5%	121 - 180	12	1.0%	0.4%	0.6%
<b>Total</b>	<b>1,182</b>	<b>100.0%</b>	<b>1,081</b>	<b>100.0%</b>	<b>181+</b>	<b>0</b>	<b>0.0%</b>	<b>0.1%</b>	<b>0.2%</b>
					<b>Total</b>	<b>1,182</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:	17	11
Average Price/Square Foot:	24	19
	\$345.0	\$352.9

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



## MLS STATISTICS for August 2021

Data for Sacramento County and the City of West Sacramento

## CONDOMINIUM REALES



Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	143		162	-11.7%		162		-11.7%
Active Listing Inventory †	114		119	-4.2%		131		-13.0%
Pending Sales This Month*	151		148	2.0%		193		-21.8%
Number of REO Sales	0	0.0%	1	0.0%	0.7%	2	1.3%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	116	100%	137	-15.3%	99.3%	149	98.7%	-22.1%
Total Number of Closed Escrows	116	100%	138	-15.9%	100%	151	100.0%	-23.2%
Months Inventory	1 Months		0.9 Months	11.1%		0.9 Months		11.1%
Dollar Value of Closed Escrows	\$34,438,387		\$43,565,200	-20.9%		\$37,605,641		-8.4%
Median	\$280,000		\$285,000	-1.8%		\$239,000		17.2%
Mean	\$296,883		\$315,690	-6.0%		\$249,044		19.2%
Year-to-Date Statistics	1/1/21 to 8/31/21		1/1/21 to 8/31/21			1/1/2020		
	SAR monthly data, compiled		MetroList YTD data			8/31/2020		Change
Number of Closed Escrows	945		965			842		12.2%
Dollar Value of Closed Escrows	\$280,920,893		\$286,848,893			\$217,600,017		29.1%
Median	\$280,000		\$280,000			\$240,550		16.4%
Mean	\$297,271		\$297,253			\$258,432		15.0%

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

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



# Data for Sacramento County and the City of West Sacramento

## MLS STATISTICS for August 2021

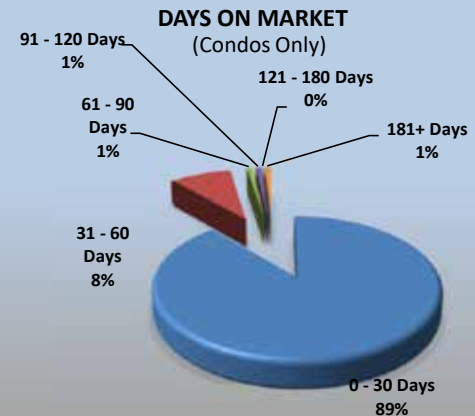
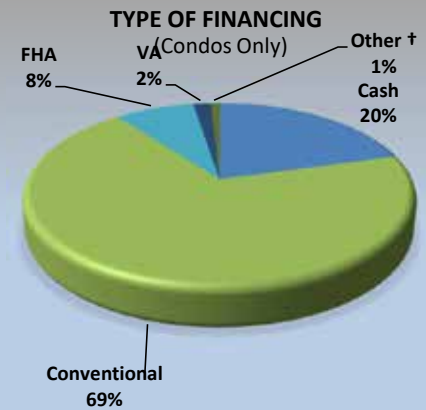
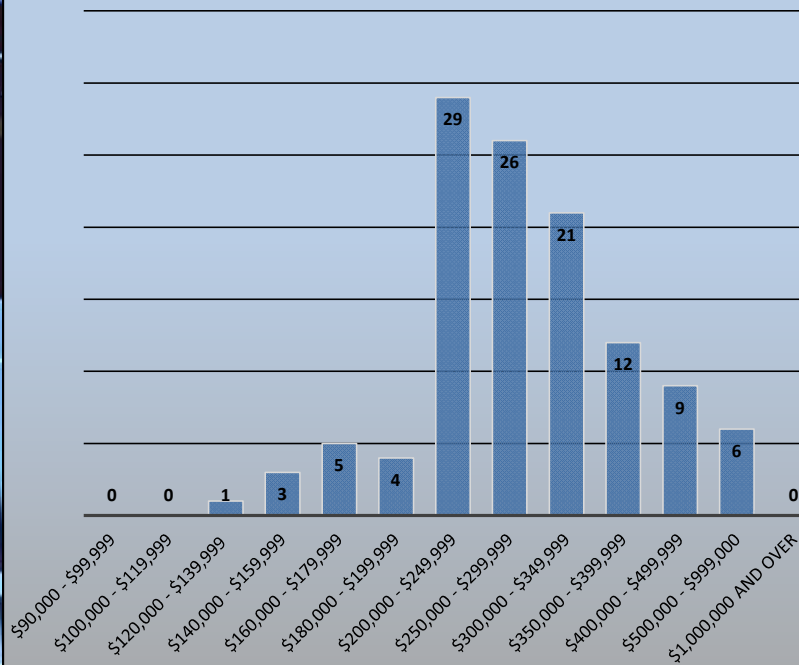
### Data for Sacramento County and the City of West Sacramento

#### BREAKDOWN OF SALES BY PRICE

#### Type of Financing/Days on Market

### Condos

Total: 116



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo)	# of Units	% of Total		
Financing Method					Days on Market		Current Month	Last 4 Months	Last 12 Months
Cash	24	20.7%	37	26.8%	0 - 30	103	88.8%	91.8%	85.3%
Conventional	80	69.0%	89	64.5%	31 - 60	10	8.6%	6.0%	9.5%
FHA	9	7.8%	6	4.3%	61 - 90	1	0.9%	1.4%	2.9%
VA	2	1.7%	3	2.2%	91 - 120	1	0.9%	0.4%	1.0%
Other †	1	0.9%	3	2.2%	121 - 180	0	0.0%	0.0%	0.7%
<b>Total</b>	<b>116</b>	<b>100.0%</b>	<b>138</b>	<b>100.0%</b>	<b>181+</b>	<b>1</b>	<b>0.9%</b>	<b>0.4%</b>	<b>0.5%</b>
					<b>Total</b>	<b>116</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

**Average DOM:**

**Current**      **Last Month**  
**14**              **11**

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# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

AUGUST 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	49	REO Sales 0	47	68	412
	Median Sales Price	\$565,000	\$0	\$630,000	\$607,500	\$579,000
	Average Price/Square Foot	\$333	Short Sales 0	\$345	\$334	N/A
	Average Sq Ft of Property	1,846	\$0	1,990	2,141	N/A
	Total Listing Inventory *	102	Conventional 49	94	93	N/A
	Total Listing Median Price ∞	\$629,000	Sales \$565,000	\$640,000	\$595,900	N/A
95610 Citrus Heights	Total Sales	41	REO Sales 0	20	42	330
	Median Sales Price	\$500,000	\$0	\$521,500	\$496,000	\$540,000
	Average Price/Square Foot	\$339	Short Sales 0	\$319	\$325	N/A
	Average Sq Ft of Property	1,589	\$0	1,651	1,582	N/A
	Total Listing Inventory *	78	Conventional 41	65	55	N/A
	Total Listing Median Price ∞	\$549,900	Sales \$500,000	\$549,450	\$522,000	N/A
95621 Citrus Heights	Total Sales	38	REO Sales 0	27	47	320
	Median Sales Price	\$467,500	\$0	\$465,000	\$455,000	\$485,000
	Average Price/Square Foot	\$323	Short Sales 0	\$329	\$317	N/A
	Average Sq Ft of Property	1,478	\$0	1,459	1,520	N/A
	Total Listing Inventory *	54	Conventional 38	55	27	N/A
	Total Listing Median Price ∞	\$449,000	Sales \$467,500	\$469,900	\$449,995	N/A
95624 Elk Grove	Total Sales	39	REO Sales 0	35	70	376
	Median Sales Price	\$650,000	\$0	\$675,000	\$621,000	\$675,000
	Average Price/Square Foot	\$325	Short Sales 0	\$327	\$317	N/A
	Average Sq Ft of Property	2,219	\$0	2,192	2,128	N/A
	Total Listing Inventory *	98	Conventional 39	102	51	N/A
	Total Listing Median Price ∞	\$681,950	Sales \$650,000	\$699,000	\$655,000	N/A
95626 Elverta	Total Sales	2	REO Sales 0	2	5	33
	Median Sales Price	\$420,000	\$0	\$320,500	\$600,000	\$513,000
	Average Price/Square Foot	\$387	Short Sales 0	\$289	\$305	N/A
	Average Sq Ft of Property	1,084	\$0	1,107	2,165	N/A
	Total Listing Inventory *	8	Conventional 2	10	7	N/A
	Total Listing Median Price ∞	\$459,000	Sales \$420,000	\$537,500	\$834,500	N/A
95628 Fair Oaks	Total Sales	46	REO Sales 1	39	64	343
	Median Sales Price	\$688,250	\$811,000	\$610,000	\$633,000	\$630,000
	Average Price/Square Foot	\$338	Short Sales 0	\$344	\$329	N/A
	Average Sq Ft of Property	2,087	\$0	1,968	2,048	N/A
	Total Listing Inventory *	76	Conventional 45	79	52	N/A
	Total Listing Median Price ∞	\$699,000	Sales \$685,000	\$730,000	\$599,999	N/A
95630 Folsom	Total Sales	75	REO Sales 0	65	74	601
	Median Sales Price	\$765,000	\$0	\$775,000	\$775,000	\$805,000
	Average Price/Square Foot	\$372	Short Sales 0	\$378	\$376	N/A
	Average Sq Ft of Property	2,421	\$0	2,224	2,179	N/A
	Total Listing Inventory *	156	Conventional 75	188	84	N/A
	Total Listing Median Price ∞	\$814,990	Sales \$765,000	\$802,498	\$782,500	N/A
95632 Galt	Total Sales	30	REO Sales 0	46	38	256
	Median Sales Price	\$547,500	\$0	\$547,750	\$468,500	\$540,975
	Average Price/Square Foot	\$298	Short Sales 0	\$318	\$318	N/A
	Average Sq Ft of Property	1,906	\$0	1,892	1,634	N/A
	Total Listing Inventory *	59	Conventional 30	69	31	N/A
	Total Listing Median Price ∞	\$565,000	Sales \$547,500	\$574,500	\$610,588	N/A
95638 Herald	Total Sales	1	REO Sales 0	0	1	5
	Median Sales Price	\$750,000	\$0	\$0	\$625,000	\$770,000
	Average Price/Square Foot	\$440	Short Sales 0	\$0	\$582	N/A
	Average Sq Ft of Property	1,706	\$0	0	1,073	N/A
	Total Listing Inventory *	5	Conventional 1	5	3	N/A
	Total Listing Median Price ∞	\$842,000	Sales \$750,000	\$848,000	\$899,900	N/A
95641 Isleton	Total Sales	0	REO Sales 0	0	0	5
	Median Sales Price	\$0	\$0	\$0	\$0	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$0	\$0	N/A
	Average Sq Ft of Property	0	\$0	0	0	N/A
	Total Listing Inventory *	6	Conventional 0	7	4	N/A
	Total Listing Median Price ∞	\$486,500	Sales \$0	\$499,000	\$514,950	N/A
95655 Mather	Total Sales	4	REO Sales 0	3	3	30
	Median Sales Price	\$667,500	\$0	\$605,000	\$660,000	\$583,447
	Average Price/Square Foot	\$292	Short Sales 0	\$253	\$259	N/A
	Average Sq Ft of Property	2,526	\$0	2,441	2,701	N/A
	Total Listing Inventory *	5	Conventional 4	7	11	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$667,500	\$759,000	\$499,900	N/A
95660 North Highlands	Total Sales	32	REO Sales 0	30	48	257
	Median Sales Price	\$390,000	\$0	\$397,750	\$375,000	\$405,000
	Average Price/Square Foot	\$335	Short Sales 0	\$357	\$326	N/A
	Average Sq Ft of Property	1,187	\$0	1,147	1,217	N/A
	Total Listing Inventory *	40	Conventional 32	44	14	N/A
	Total Listing Median Price ∞	\$395,750	Sales \$390,000	\$399,000	\$379,394	N/A
95662 Orangevale	Total Sales	31	REO Sales 0	36	52	281
	Median Sales Price	\$552,000	\$0	\$547,000	\$523,750	\$570,000
	Average Price/Square Foot	\$354	Short Sales 0	\$372	\$352	N/A
	Average Sq Ft of Property	1,874	\$0	1,673	1,673	N/A
	Total Listing Inventory *	49	Conventional 31	52	33	N/A
	Total Listing Median Price ∞	\$599,000	Sales \$552,000	\$629,450	\$614,450	N/A

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95670 Rancho Cordova	Total Sales	36	REO Sales 0	43	51	372
	Median Sales Price	\$532,500	\$0	\$515,000	\$473,000	\$515,000
	Average Price/Square Foot	\$330	Short Sales 0	\$346	\$304	N/A
	Average Sq Ft of Property	1,829	\$0	1,621	1,769	N/A
	Total Listing Inventory *	74	Conventional 36	77	63	N/A
	Total Listing Median Price ∞	\$550,000	Sales \$532,500	\$579,999	\$475,000	N/A
95673 Rio Linda	Total Sales	10	REO Sales 0	15	14	134
	Median Sales Price	\$412,500	\$0	\$490,000	\$461,000	\$440,000
	Average Price/Square Foot	\$339	Short Sales 0	\$372	\$343	N/A
	Average Sq Ft of Property	1,632	\$0	1,335	1,501	N/A
	Total Listing Inventory *	36	Conventional 10	34	15	N/A
	Total Listing Median Price ∞	\$444,950	Sales \$412,500	\$465,000	\$599,000	N/A
95683 Rancho Murieta	Total Sales	8	REO Sales 0	6	13	66
	Median Sales Price	\$712,500	\$0	\$622,500	\$700,000	\$705,000
	Average Price/Square Foot	\$324	Short Sales 0	\$308	\$290	N/A
	Average Sq Ft of Property	2,425	\$0	2,334	2,602	N/A
	Total Listing Inventory *	18	Conventional 8	25	19	N/A
	Total Listing Median Price ∞	\$764,000	Sales \$712,500	\$729,000	\$630,000	N/A
95690 Walnut Grove	Total Sales	0	REO Sales 0	1	1	4
	Median Sales Price	\$0	\$0	\$350,000	\$514,000	\$512,500
	Average Price/Square Foot	\$0	Short Sales 0	\$481	\$323	N/A
	Average Sq Ft of Property	0	\$0	728	1,593	N/A
	Total Listing Inventory *	4	Conventional 0	6	4	N/A
	Total Listing Median Price ∞	\$512,000	Sales \$0	\$550,000	\$469,900	N/A
95693 Wilton	Total Sales	4	REO Sales 0	1	7	47
	Median Sales Price	\$882,500	\$0	\$950,000	\$850,000	\$1,050,000
	Average Price/Square Foot	\$547	Short Sales 0	\$383	\$413	N/A
	Average Sq Ft of Property	1,630	\$0	2,821	2,462	N/A
	Total Listing Inventory *	15	Conventional 4	16	17	N/A
	Total Listing Median Price ∞	\$949,000	Sales \$882,500	\$1,225,000	\$1,001,500	N/A
95742 Rancho Cordova	Total Sales	14	REO Sales 0	22	26	202
	Median Sales Price	\$667,500	\$0	\$667,450	\$615,500	\$657,500
	Average Price/Square Foot	\$278	Short Sales 0	\$294	\$291	N/A
	Average Sq Ft of Property	2,624	\$0	2,430	2,248	N/A
	Total Listing Inventory *	61	Conventional 14	55	24	N/A
	Total Listing Median Price ∞	\$682,000	Sales \$667,500	\$685,969	\$629,950	N/A
95757 Elk Grove	Total Sales	29	REO Sales 0	35	37	286
	Median Sales Price	\$699,000	\$0	\$720,000	\$690,000	\$730,000
	Average Price/Square Foot	\$311	Short Sales 0	\$321	\$300	N/A
	Average Sq Ft of Property	2,546	\$0	2,254	2,464	N/A
	Total Listing Inventory *	77	Conventional 29	2370	44	N/A
	Total Listing Median Price ∞	\$772,000	Sales \$699,000	\$759,950	\$669,800	N/A
95758 Elk Grove	Total Sales	38	REO Sales 0	46	75	371
	Median Sales Price	\$589,750	\$0	\$592,500	\$560,000	\$620,000
	Average Price/Square Foot	\$337	Short Sales 0	\$356	\$328	N/A
	Average Sq Ft of Property	1,821	\$0	1,745	1,852	N/A
	Total Listing Inventory *	87	Conventional 38	81	42	N/A
	Total Listing Median Price ∞	\$599,450	Sales \$589,750	\$605,000	\$579,900	N/A
95811 Midtown/ Downtown	Total Sales	2	REO Sales 0	1	5	18
	Median Sales Price	\$695,000	\$0	\$650,000	\$595,000	\$786,250
	Average Price/Square Foot	\$435	Short Sales 0	\$503	\$453	N/A
	Average Sq Ft of Property	1,598	\$0	1,293	1,410	N/A
	Total Listing Inventory *	8	Conventional 2	10	7	N/A
	Total Listing Median Price ∞	\$787,000	Sales \$695,000	\$732,500	\$599,000	N/A
95814 Downtown	Total Sales	0	REO Sales 0	2	1	15
	Median Sales Price	\$0	\$0	\$772,500	\$665,967	\$750,000
	Average Price/Square Foot	\$0	Short Sales 0	\$402	\$391	N/A
	Average Sq Ft of Property	0	\$0	1,967	1,704	N/A
	Total Listing Inventory *	3	Conventional 0	4	2	N/A
	Total Listing Median Price ∞	\$699,990	Sales \$0	\$739,900	\$657,500	N/A
95815 Woodlake Noralto S. Hagginwood	Total Sales	16	REO Sales 0	8	27	151
	Median Sales Price	\$350,000	\$0	\$371,000	\$355,000	\$350,000
	Average Price/Square Foot	\$313	Short Sales 0	\$305	\$320	N/A
	Average Sq Ft of Property	1,141	\$0	1,384	1,177	N/A
	Total Listing Inventory *	35	Conventional 16	36	17	N/A
	Total Listing Median Price ∞	\$377,000	Sales \$350,000	\$390,000	\$399,250	N/A
95816 Midtown/East Sacramento	Total Sales	13	REO Sales 0	18	11	104
	Median Sales Price	\$715,000	\$0	\$802,500	\$712,000	\$747,500
	Average Price/Square Foot	\$544	Short Sales 0	\$518	\$442	N/A
	Average Sq Ft of Property	1,489	\$0	1,761	1,939	N/A
	Total Listing Inventory *	29	Conventional 13	25	26	N/A
	Total Listing Median Price ∞	\$749,750	Sales \$715,000	\$759,000	\$785,000	N/A
95817 Elmhurst Med Center North/Central Oak Park	Total Sales	18	REO Sales 0	6	22	108
	Median Sales Price	\$505,000	\$0	\$520,000	\$512,000	\$517,000
	Average Price/Square Foot	\$448	Short Sales 0	\$521	\$441	N/A
	Average Sq Ft of Property	1,138	\$0	992	1,218	N/A
	Total Listing Inventory *	24	Conventional 18	20	16	N/A
	Total Listing Median Price ∞	\$599,450	Sales \$505,000	\$589,000	\$567,450	N/A



## SINGLE FAMILY HOME SALES BY ZIP CODE

AUGUST 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95818 Land Park Curtis Park	Total Sales	29	REO Sales 0	21	26	162
	Median Sales Price	\$725,000	\$0	\$740,000	\$715,000	\$765,000
	Average Price/Square Foot	\$487	Short Sales 0	\$503	\$473	N/A
	Average Sq Ft of Property	1,802	\$0	1,439	1,738	N/A
	Total Listing Inventory *	38	Conventional 29	38	38	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$725,000	\$675,000	\$699,000	N/A
95819 East Sacramento	Total Sales	14	REO Sales 0	24	37	161
	Median Sales Price	\$707,500	\$0	\$875,000	\$700,000	\$770,000
	Average Price/Square Foot	\$528	Short Sales 0	\$542	\$484	N/A
	Average Sq Ft of Property	1,362	\$0	1,870	1,679	N/A
	Total Listing Inventory *	38	Conventional 14	33	29	N/A
	Total Listing Median Price ∞	\$789,000	Sales \$707,500	\$774,900	\$775,000	N/A
95820 Tahoe Park Colonial Village S. Oak Park	Total Sales	40	REO Sales 0	27	50	287
	Median Sales Price	\$425,068	\$0	\$410,000	\$391,250	\$425,000
	Average Price/Square Foot	\$398	Short Sales 0	\$383	\$341	N/A
	Average Sq Ft of Property	1,141	\$0	1,145	1,282	N/A
	Total Listing Inventory *	63	Conventional 40	67	51	N/A
	Total Listing Median Price ∞	\$412,000	Sales \$425,068	\$430,000	\$399,999	N/A
95821 N. Arden Arcade	Total Sales	23	REO Sales 0	27	36	196
	Median Sales Price	\$499,000	\$0	\$559,000	\$502,300	\$525,000
	Average Price/Square Foot	\$334	Short Sales 0	\$342	\$307	N/A
	Average Sq Ft of Property	1,601	\$0	1,770	1,668	N/A
	Total Listing Inventory *	49	Conventional 23	55	40	N/A
	Total Listing Median Price ∞	\$535,000	Sales \$499,000	\$529,000	\$487,000	N/A
95822 S. Land Park Hollywood Park Golf Course Terr.	Total Sales	38	REO Sales 0	33	44	286
	Median Sales Price	\$420,000	\$0	\$435,000	\$410,000	\$448,500
	Average Price/Square Foot	\$358	Short Sales 0	\$355	\$367	N/A
	Average Sq Ft of Property	1,398	\$0	1,504	1,359	N/A
	Total Listing Inventory *	69	Conventional 38	81	49	N/A
	Total Listing Median Price ∞	\$464,450	Sales \$420,000	\$450,000	\$432,250	N/A
95823 S. Sacramento Parkway Valley Hi	Total Sales	29	REO Sales 0	44	40	304
	Median Sales Price	\$430,000	\$0	\$427,500	\$422,500	\$450,000
	Average Price/Square Foot	\$309	Short Sales 0	\$323	\$300	N/A
	Average Sq Ft of Property	1,391	\$0	1,367	1,462	N/A
	Total Listing Inventory *	64	Conventional 29	58	45	N/A
	Total Listing Median Price ∞	\$450,000	Sales \$430,000	\$449,900	\$410,000	N/A
95824 S. City Farms Fruitridge Manor Avondale	Total Sales	16	REO Sales 0	10	21	132
	Median Sales Price	\$344,000	\$0	\$375,000	\$347,000	\$375,000
	Average Price/Square Foot	\$320	Short Sales 0	\$318	\$315	N/A
	Average Sq Ft of Property	1,194	\$0	1,069	1,184	N/A
	Total Listing Inventory *	32	Conventional 16	30	24	N/A
	Total Listing Median Price ∞	\$388,250	Sales \$344,000	\$387,950	\$367,500	N/A
95825 S. Arden Arcade Sierra Oaks Campus Commons	Total Sales	16	REO Sales 0	8	17	90
	Median Sales Price	\$485,000	\$0	\$470,000	\$500,000	\$472,500
	Average Price/Square Foot	\$320	Short Sales 0	\$311	\$313	N/A
	Average Sq Ft of Property	1,608	\$0	1,636	1,555	N/A
	Total Listing Inventory *	19	Conventional 16	22	13	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$485,000	\$484,000	\$435,000	N/A
95826 College Glen La Riviera Rosemont	Total Sales	24	REO Sales 0	31	37	228
	Median Sales Price	\$470,000	\$0	\$500,000	\$465,000	\$510,000
	Average Price/Square Foot	\$339	Short Sales 0	\$344	\$334	N/A
	Average Sq Ft of Property	1,385	\$0	1,485	1,406	N/A
	Total Listing Inventory *	58	Conventional 24	58	30	N/A
	Total Listing Median Price ∞	\$500,000	Sales \$470,000	\$499,500	\$459,900	N/A
95827 Lincoln Village	Total Sales	13	REO Sales 0	13	19	129
	Median Sales Price	\$500,000	\$0	\$518,000	\$437,000	\$500,000
	Average Price/Square Foot	\$328	Short Sales 0	\$321	\$313	N/A
	Average Sq Ft of Property	1,574	\$0	1,630	1,494	N/A
	Total Listing Inventory *	31	Conventional 13	25	14	N/A
	Total Listing Median Price ∞	\$495,000	Sales \$500,000	\$504,000	\$446,250	N/A
95828 Florin	Total Sales	32	REO Sales 0	32	32	286
	Median Sales Price	\$455,000	\$0	\$469,500	\$462,375	\$470,000
	Average Price/Square Foot	\$322	Short Sales 0	\$331	\$291	N/A
	Average Sq Ft of Property	1,421	\$0	1,435	1,651	N/A
	Total Listing Inventory *	84	Conventional 32	83	56	N/A
	Total Listing Median Price ∞	\$469,000	Sales \$455,000	\$481,000	\$447,500	N/A
95829 Vineyard	Total Sales	17	REO Sales 0	20	32	217
	Median Sales Price	\$570,000	\$0	\$575,000	\$567,000	\$608,000
	Average Price/Square Foot	\$303	Short Sales 0	\$338	\$338	N/A
	Average Sq Ft of Property	2,243	\$0	1,904	1,986	N/A
	Total Listing Inventory *	57	Conventional 17	55	34	N/A
	Total Listing Median Price ∞	\$624,000	Sales \$570,000	\$620,000	\$550,000	N/A
95830 East Florin Road	Total Sales	1	REO Sales 0	0	1	5
	Median Sales Price	\$1,604,000	\$0	\$0	\$1,325,000	\$1,275,000
	Average Price/Square Foot	\$406	Short Sales 0	\$0	\$471	N/A
	Average Sq Ft of Property	3,946	\$0	0	2,814	N/A
	Total Listing Inventory *	0	Conventional 1	0	1	N/A
	Total Listing Median Price ∞	\$0	Sales \$1,604,000	\$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	27	REO Sales 0	19	30	172
	Median Sales Price	\$665,000	\$0	\$615,000	\$599,500	\$665,000
	Average Price/Square Foot	\$333	Short Sales 0	\$344	\$347	N/A
	Average Sq Ft of Property	2,127	\$0	1,892	1,851	N/A
	Total Listing Inventory *	44	Conventional 27	52	30	N/A
	Total Listing Median Price ∞	\$679,000	Sales \$665,000	\$637,450	\$617,950	N/A
95832 Meadowview Freeport	Total Sales	5	REO Sales 0	6	4	65
	Median Sales Price	\$440,000	\$0	\$440,000	\$401,000	\$440,000
	Average Price/Square Foot	\$380	Short Sales 0	\$297	\$285	N/A
	Average Sq Ft of Property	2,046	\$0	1,484	1,503	N/A
	Total Listing Inventory *	12	Conventional 5	20	11	N/A
	Total Listing Median Price ∞	\$439,500	Sales \$440,000	\$424,999	\$399,500	N/A
95833 South Natomas Gardenland Willow Creek	Total Sales	20	REO Sales 0	25	34	209
	Median Sales Price	\$477,000	\$0	\$485,000	\$450,000	\$492,000
	Average Price/Square Foot	\$324	Short Sales 0	\$335	\$310	N/A
	Average Sq Ft of Property	1,606	\$0	1,462	1,490	N/A
	Total Listing Inventory *	55	Conventional 20	64	24	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$477,000	\$490,000	\$440,000	N/A
95834 Natomas Crossing Gateway West Sundance Lake	Total Sales	23	REO Sales 0	27	44	265
	Median Sales Price	\$565,000	\$0	\$549,000	\$527,500	\$575,000
	Average Price/Square Foot	\$294	Short Sales 0	\$325	\$307	N/A
	Average Sq Ft of Property	2,113	\$0	1,916	1,983	N/A
	Total Listing Inventory *	46	Conventional 23	62	28	N/A
	Total Listing Median Price ∞	\$575,101	Sales \$565,000	\$594,000	\$525,000	N/A
95835 North Natomas	Total Sales	42	REO Sales 0	33	52	304
	Median Sales Price	\$600,000	\$0	\$590,000	\$575,000	\$610,000
	Average Price/Square Foot	\$298	Short Sales 0	\$301	\$276	N/A
	Average Sq Ft of Property	2,185	\$0	2,078	2,240	N/A
	Total Listing Inventory *	75	Conventional 42	79	44	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$600,000	\$594,500	\$360,000	N/A
95838 Del Paso Heights Robla	Total Sales	35	REO Sales 0	21	32	232
	Median Sales Price	\$405,000	\$0	\$385,000	\$382,500	\$405,000
	Average Price/Square Foot	\$321	Short Sales 0	\$308	\$320	N/A
	Average Sq Ft of Property	1,330	\$0	1,374	1,231	N/A
	Total Listing Inventory *	59	Conventional 35	68	44	N/A
	Total Listing Median Price ∞	\$398,000	Sales \$405,000	\$406,000	\$360,000	N/A
95841 Foothill Farms North Highlands	Total Sales	10	REO Sales 0	11	12	82
	Median Sales Price	\$427,500	\$0	\$500,000	\$427,500	\$485,000
	Average Price/Square Foot	\$330	Short Sales 0	\$357	\$318	N/A
	Average Sq Ft of Property	1,320	\$0	1,517	1,623	N/A
	Total Listing Inventory *	15	Conventional 10	19	10	N/A
	Total Listing Median Price ∞	\$461,000	Sales \$427,500	\$475,000	\$436,400	N/A
95842 Foothill Farms	Total Sales	25	REO Sales 0	21	34	221
	Median Sales Price	\$425,000	\$0	\$449,000	\$425,000	\$445,000
	Average Price/Square Foot	\$340	Short Sales 0	\$323	\$307	N/A
	Average Sq Ft of Property	1,276	\$0	1,442	1,416	N/A
	Total Listing Inventory *	42	Conventional 25	44	31	N/A
	Total Listing Median Price ∞	\$432,000	Sales \$425,000	\$437,500	\$449,000	N/A
95843 Antelope	Total Sales	42	REO Sales 0	28	50	346
	Median Sales Price	\$510,000	\$0	\$502,500	\$486,500	\$533,000
	Average Price/Square Foot	\$315	Short Sales 0	\$313	\$297	N/A
	Average Sq Ft of Property	1,753	\$0	1,657	1,713	N/A
	Total Listing Inventory *	88	Conventional 42	78	37	N/A
	Total Listing Median Price ∞	\$499,000	Sales \$510,000	\$506,063	\$524,000	N/A
95864 Arden Oaks Arden Park Vista American River Dr.	Total Sales	39	REO Sales 0	19	41	229
	Median Sales Price	\$725,000	\$0	\$844,000	\$820,000	\$770,000
	Average Price/Square Foot	\$396	Short Sales 0	\$421	\$399	N/A
	Average Sq Ft of Property	1,947	\$0	2,097	2,490	N/A
	Total Listing Inventory *	58	Conventional 39	63	33	N/A
	Total Listing Median Price ∞	\$982,000	Sales \$725,000	\$912,500	\$965,000	N/A
95605 West Sacramento Bryte Broderick	Total Sales	9	REO Sales 0	4	8	61
	Median Sales Price	\$431,400	\$0	\$408,500	\$380,000	\$425,000
	Average Price/Square Foot	\$335	Short Sales 0	\$396	\$350	N/A
	Average Sq Ft of Property	1,657	\$0	1,011	1,287	N/A
	Total Listing Inventory *	8	Conventional 9	16	11	N/A
	Total Listing Median Price ∞	\$756,750	Sales \$431,400	\$655,900	\$440,000	N/A
95691 West Sacramento Southport Jefferson	Total Sales	37	REO Sales 0	22	44	277
	Median Sales Price	\$600,000	\$0	\$527,500	\$532,500	\$572,000
	Average Price/Square Foot	\$322	Short Sales 0	\$383	\$315	N/A
	Average Sq Ft of Property	2,155	\$0	1,556	1,941	N/A
	Total Listing Inventory *	68	Conventional 37	79	35	N/A
	Total Listing Median Price ∞	\$657,500	Sales \$600,000	\$639,900	\$565,000	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  
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**Editor:** Tony Vicari

**Publisher:** Matt Larson, Foley Publications LLC.

**Design & Layout:** Scott Arnold, Foley Publications, LLC.

**To Sponsor Ads:** Foley Publications - 1-800-628-6983

