SACRAMENTO REALTOR®

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

FEBRUARY 2017

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

INSIDE THIS ISSUE

FEBRUARY 2017

4 President's Perspective

6 CEO Corner

7 Government Watch

15 March Calendar

16 SAR Scholarship

18 MLS Statistics

8 SAR Installation

ADVERTISERS INDEX

Thank you for your continous support!

Mason McDuffie Mortgage page 3

VHT Studios page 5

Beazer Homes page 11

M&M Properties page 16

Wells Fargo page 21

foley Publications, Inc.

For advertising informaion, please contact Craig Foley or Ned Foley at 800-628-6983 orvisit our website at: www.foleypub.com.

ARE YOU GETTING IT?

We send out our weekly email blast 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.

SACRAMENTO ASSOCIATION OF REALTORS

STABILITY SINCE 1887

Change is constantly happening all around us every day. It's nice to know that the lender you start your loan with today will be here to fund it at your closing...And be on time!

David Heard
NMLS# 244146
Branch Manager
530.902.3725

Thomas Engwer
NMLS# 240643
Branch Manager
916.532.8263

Scott Short
NMLS#225998
Loan Officer
916.997.4828

David Whiteside
NMLS# 247866
Loan Officer
916.730.8282

Ray Gin
NMLS# 246802
Loan Officer
916.207.6332

Nathan Francis
NMLS# 1221848
Loan Officer
541-370-568

Jerry Hernandez
NMLS# 545489
Hablo Espanol
Loan Officer
916.549.2694

Matt Miller
NMLS# 332535
Loan Officer - Sacramento
916-548-9278

FHA, FHA 203K, VA, USDA 100% Financing, CalHFA, CONVENTIONAL and JUMBOS

We have over 124 Years of combined lending experience

Mason-McDuffie
Mortgage Corporation
Since ~ 1887

916.929.2333

2033 Howe Avenue, Suite 110
Sacramento, CA 95825

EQUAL HOUSING LENDER

Licensed by the Department of Corporations under the California Residential Lending Act NMLS# 1141

PRESIDENT'S PERSPECTIVE

2017 PRESIDENT

FRANCO GARCIA

You may have begun setting your goals – Congratulations! – and perhaps you've even begun the journey. But now, somewhere between the summit and your current progress, you're experiencing hurdles that you never predicted. Your motivation begins to dwindle. Your dreams seem less reachable. You doubt not only your goals, but your own ability to attain them.

Here are 8 things that will help you follow through, making the journey as enjoyable as the summit.

Practice Self-Compassion

Our inherent tendency to try to be perfect can make our goals seem like a mirage. Research has shown that being kind to ourselves gives us the strength to face our fears, both real and imagined. Placing your hand on your chest and reassuring yourself with a few kind words can go a long way towards grounding you in the moment and stopping the inner critic right in its tracks.

Reach Out to Others

Time and again, the strength of our social support system is the greatest source of happiness that we have. When we begin to lose sight of our goals, having a trusted "other" to guide us and remind us of those goals gives us the strength to get back in the game.

Manage Your Energies

Multi-tasking in order to save time saps us of energy, overwhelms us, and—not surprisingly—results in poor performance. Instead, if we were to focus on maximizing our sources of energy, we would reach the summit with enthusiasm. This includes looking after your body (physical energy), calming an emotional meltdown (emotional energy), controlling your attention (mental energy) and connecting to the purpose that drives your goals (spiritual energy) says Martin Seligman, a professor at the University of Pennsylvania and the father of positive psychology.

Tweak Your Habits

Are there old habits that are pulling you back and weakening your motivation? If so, think of behaviors that will help you in your journey and transform them into habits—that way, they don't waste your brain's limited supply of energy.

Rethink Your Roadblocks

The same applies for thought patterns. Humans are all wired to spot the negative, some of us even more so than others. When the going gets tough, do you begin to doubt your own abilities and allow the roadblocks to increase before your very eyes? This is the time to think about your explanatory style – your way of explaining the roadblocks in your journey.

Break Down Goals

Don't make the tasks so monumental that you have to go a long way before feeling rewarded. Break them down, do them whether you feel like it or not, and keep rewarding yourself with variety and self-compassion as you go!

Laugh out Loud

There may be more to the current "LOLs" craze than we give it credit for! Laughing out loud releases stress hormones and re-harmonizes our physiological and psychological states. It shows us the insignificance of things and distances us from the fear of failure that immobilizes us.

Savor Success

Don't forget to savor your success and take in the good around you as you progress. Unless we take the time to sit back and relive our achievements, applaud our efforts, and allow for a job well done to trickle down into the deep recesses of our mind, we will not be able to build the kind of memories that give rise to competence and resilience. Instead, we'll obsess about everything that went wrong and build a memory bank that has 'failure' written all over it.

You were not put on this Earth to fail! Face your goals, tackle your roadblocks, and make 2017 the best possible year for you and your business!

Franco Garcia, SAR President 2017

SAR BOARD OF DIRECTORS REPORT

The Board of Directors met on January 19, 2017 to conduct the business of the Association. The following is a summary of their activities.

This was the first meeting for newly-elected Directors Luis Sumpter and Cherie Hunt and newly appointed MetroList® MLS Committee Liaison Chip O'Neill.

In addition to other routine business, the Directors voted to contribute $50,000 from reserves to help fund additional shelter space for homeless people in both incorporated and unincorporated areas of Sacramento County. The money will be contributed to a Foundation established by Supervisor Phil Serna to support these types of activities. The money will match contributions of $25,000 each from the City and the County of Sacramento. Since our contribution was announced earlier this week, one labor union has responded by contributing $10,000 to the fund and Mayor Steinberg and Supervisor Serna intend to use our contribution to encourage other trade and business organizations to make similar contributions to the fund. For additional details, see this month's Government Watch article.

IMAGE IS EVERYTHING
PROFESSIONAL REAL ESTATE PHOTOGRAPHY

VHT® STUDIOS

WATCH YOUR BRAND GROW >

Visit VHT.com or call us at
(800) 790 - TOUR to learn more!

©2017 VHT Studios, Inc. All rights reserved.

CEO CORNER

CHIEF EXECUTIVE OFFICER

DAVE TANNER

As we start this New Year, I must share with you that this year has already included one of my proudest moments as your CEO, when the Board of Directors voted to contribute $50,000 to help provide emergency shelter to the people without a place to go to get out of the recent rains. Thank you so much to all our generous members and to our Board for making this happen. We are certainly a long way from having a permanent solution to chronic homelessness, but this is a significant step in the right direction.

When the donation was announced, someone commented that it was just a drop in the bucket. Another responded appropriately that the way you fill a bucket is a drop at a time. We hope that you and others will continue to work to fill that bucket until a permanent solution is reached.

Chronic homelessness has many aspects. Solving it is far more than providing a roof over someone's head. Many of the homeless suffer from addictive behavior or mental illness. Any attempt to deal with homelessness that does not deal with those conditions has little chance of being successful. This will require a tremendous effort over an extended period of time, but I am so proud that my Association has become a significant player in searching for a solution. I encourage each of you to do what you can, through SAR, through your church group, or through other charities to achieve the goal of adequate housing for every human being in the Sacramento area. Housing is our business. We need to find a way to make it available to all.

SAR Provides $50,000 to Shelter Homeless

BY: Caylyn Wright

The Sacramento Association of REALTORS® has actively engaged with the City and County of Sacramento over the last two years on the issue of homelessness. Once used to be thought of as primarily a downtown issue, it is now seen in every neighborhood and suburb throughout the Sacramento Region. Thinking has shifted, and REALTORS® see this as a human rights issue and are frequently urging the Association to be more actively engaged in tangible efforts as well as policy-based efforts. It is an issue that leadership at SAR, as well as C.A.R., sees as critical to actively engage in. At the May 2016 NAR Directors meeting, a policy was adopted that local Associations are urged to work with community stakeholders to develop innovative and proactive strategies to aid citizens experiencing homelessness or facing housing insecurity.

Throughout the last two years, SAR has engaged in discussions about homelessness at every possible opportunity. We traveled to Seattle with members of the Sacramento City Council and area media to see the tent cities sanctioned by the City of Seattle. We worked with the City of Sacramento on their homeless task force. The goal of both the City and County of Sacramento is to improve and enhance the availability of permanent supportive housing. Research clearly shows this is the most effective long term way to assist those in need of help. And instinctively it makes sense. It is much more difficult to address issues that can lead to homelessness if someone does not know where they are going to sleep tonight. SAR supports the goal for permanent supportive housing and we will assist our local elected officials in achieving this goal as opportunities become available.

But during our extraordinarily wet winter, it became evident we also need more immediate solutions to serve those in need. During one of the recent winter storms, Supervisor Phil Serna and many concerned citizens saw people huddling at the top of the levee on Garden Highway as the American River rose. Supervisor Serna learned that shelters were already full, as were the short-term hotel vouchers he had secured. What was available was not enough to get all people in need out of the weather.

Supervisor Serna partnered with Mayor Darrell Steinberg and found additional shelter beds that were available, but unfunded. Sacramento County and the City of Sacramento both contributed $25,000. Supervisor Serna then approached SAR about contributing $25,000. SAR Leadership determined this was the ultimate opportunity to show the Association's commitment to the issue of homelessness, and the SAR Board of Directors decided to donate $50,000 matching the contributions from the City and the County of Sacramento. United Public Employees Union heard about the effort of the REALTORS® and since donated $10,000 to aid the shelter beds.

Our money immediately opened new shelter beds, even before the checks were delivered, Stanford Settlement opened beds to those in need. At the press conference announcing the partnership to assist the homeless through the extreme weather, Leo MacFarland, Chief Executive Officer of Volunteers of America told a story about a 63 year old woman who showed up as soon as the newly funded beds were made available. She was wet and chilled to the bone, likely coming down with pneumonia. It is individuals like this that SAR's financial, policy, and political involvement on the issue of homelessness will assist.

2017 Officers and Directors Installation Recap

A glorious evening event at the Hyatt Regency served as the perfect venue for the 2017 Officer & Director Installation Dinner. Hundreds of attendees welcomed incoming President Franco Garcia as he was installed as the 100th President of SAR. In addition to this notable milestone, Franco is also the first Latino to lead the Association. Surrounded by family and friends, Garcia added "it's an honor to lead the organization that has opened so many doors for me throughout my career. As the son of two career REALTORS® who started our family business over 50 years ago, I find pride in continuing a real estate legacy and continuing to grow SAR as a source of real estate expertise in the Sacramento area."

The event also installed officers Linda Wood as President-Elect, Deniece Ross-Francom as Secretary/Treasurer and Ed Anderson as Immediate Past President.

Officers and Directors were installed by newly-elected Sacramento Mayor Darrell Steinberg.

Additional Directors installed were Jodi Ash, Del Barbray, Judy Black, Tom Digiacomo, Doug Dransfield, Sue Galster, Rosanna Garcia, Cherie Hunt, Barbara Lebrecht, Anthony Nunez, Chip O'Neill, Erin Stumpf, Luis Sumpter and Kellie Swayne.

The event also announced some very special achievements and awards:

- **Dick Swayne**, *Lifetime Service Award*
- **Chris Little**, *REALTOR® of Year*
- **Liz Andersen**, *Affiliate of the Year*
- **Sue Frost, Ron Greenwood, Leigh Rutledge** – *Political Involvement Award*
- **Danny Camarena**, **Victoria Millan** – *Educational Excellence Award*
- **Asia Allen, Del Barbray** – *Civic Affairs Award*
- **Kathie Bell, Randall Hom, Barbara Lebrecht** – *Local Association Activities Award*
- **Doug Covill, Chris Little, Charlene Singley** – *State Association Activities Award*
- **Judy Covington** – *National Association Activities Award*
- **Keira Norman** – *Rising Star Award*
- **Kevin Fritz** – *President's Award*

CLICK HERE

Click here to view more images from the Installation!

Congratulations, all! Here's to a splendid 2017!

EVENT DETAILS

Saturday, February 18, 2017
5:30 - 10:30pm
Citrus Heights Community Center
6300 Fountain Square Dr., Citrus Heights
Tickets: $50/person

For registration or questions:
Contact Nichol at 916.437.1220 or nperez@sacrealtor.org or visit

www.sacrealtor.org/crabfeed

Registration deadline: February 10, 2017 or when sold out.

EVENT SCHEDULE

5:30 - 6:30pm	Cocktails, entertainment
6:30 - 8:00pm	Dinner, entertainment
7:45pm	Dessert Auction
8:00pm	Live Auction
8:45pm	$500 Prize drawing
9:00 - 10:30pm	Dancing

EVENT HIGHLIGHTS

- Gourmet Crab Dinner
- No Host Cocktails
- Live Auction
- Raffle
- Silent Auction
- Dancing
- Prizes

Supporting the SAR Charitable Foundation for the benefit of Christmas CanTree - Tax ID #30-0691274

THE SALVATION ARMY
Christmas canTree
SACRAMENTO ASSOCIATION OF REALTORS®

REGISTRATION FORM

DEADLINE: FEB. 10, 2017

NAME

COMPANY

ADDRESS

CITY/ZIP

PHONE FAX

EMAIL

METHOD OF PAYMENT: (Please check one)

☐ I HAVE ENCLOSED A CHECK FOR $_____ (MAKE CHECK TO SAR CHARITABLE FOUNDATION)

☐ VISA ☐ MASTERCARD ☐ AMEX ☐ DISCOVER

ACCOUNT NAME

ACCOUNT NUMBER

EXPIRATION DATE SECURITY CODE

SIGNATURE

OFFICE USE ONLY TICKET NUMBER _____ DATE PAYMENT RECEIVED _____

PRESIDENT, BPE LAW GROUP, P.C

ATTORNEY STEVE J. BEEDE

To Disclose or Not – It Goes Beyond Defects

With the recent winter storms, I have received a number of e-mails from agents on the issue of what must be disclosed to a prospective buyer. This Article is intended to address that question as it applies to 1-4 unit residential properties.

1. California Law requires that a Seller make numerous disclosures to a Buyer concerning the real estate and structures. The most important of these is the Transfer Disclosure Statement ("TDS") which was created by the legislature to disclose "known material defects" to a Buyer. Material means it reasonably affects the value of the Property.

2. California Association of REALTORS® provides the most widely used forms for real estate transactions and includes a number of additional disclosures that are required by Contract, not by California law. C.A.R. publishes a Disclosure Chart listing all Disclosures, their use, and their legal basis, if any. The most important of these is the Seller Property Questionnaire ("SPQ")and the Agent's Visual Inspection ("AVID"). Interestingly, the C.A.R. Disclosure Chart only requires the AVID to be used if a Seller is exempt from providing a TDS, although commonly both are provided to the Buyer.

While all of the above primarily concern disclosure of existing known defective conditions, disclosure obligations specified in the Purchase Agreement ("RPA") and SPQ also include disclosure of conditions on the property that may have been repaired and not re-occurred, or which may never have even been a defect. For example:

RPA, Paragraph 11.A requires disclosure of "any known insurance claims within the past five years;"

SPQ, Paragraph V. requires disclosure related to 14 separate categories of the Property's condition, both past and present. This is not limited to past or present defects, but rather is inclusive of any repairs, improvements, pets, etc., and with few exceptions, existent at any time even if it were 40 years ago. As stated in the Note to Seller at Paragraph III, the Purpose is: "To tell the Buyer about known material or significant items affecting the value or desirability of the Property and to help eliminate misunderstandings about the condition of the Property." In clarifying what is meant by this, **the SPQ instructs Sellers to "think about what you would want to know if you were buying the Property toda**y."

Taken together, the additional C.A.R. Disclosure requirements, while not legally mandated, certainly achieve their objective of more fully informing a prospective Buyer of the history of the Property, not just its existent defects. The value of this can be very important; for example, if the Property flooded in heavy rains 10 years ago. For the Buyer that closed last Summer, this information would be material if their Property is now underwater and they otherwise would not have expected this to happen.

Bottom-line: While disclosures go a long way towards educating a Buyer and thus reducing the risk of future legal liability, they will never fully address the issue of defects which a Seller intentionally or inadvertently failed to disclose. For these, a Buyer will still have to prove that they were damaged from a materially defective condition of which the Seller knew and intentionally failed to disclose, and that the Buyer could not have known about through their own reasonably diligent inspection. For Agents and Brokers, the best way of staying out of being named in any such lawsuit is to make sure that the Seller completes the requisite disclosures and that their client, Buyer or Seller, reads and understands what has been disclosed.

For over 20 years, the attorneys of BPE Law Group, P.C. have been advising and representing Buyers, Sellers, Agents, and Brokers on legal issues arising out of Disclosure obligations and other real estate and business related matters. Check us out on the Web at: www.bpelaw.com. If you would like a consultation with us, please call our office at (916) 966-2260 or e-mail Steve Beede at sjbeede@bpelaw.com.

Article 4

REALTORS® shall not acquire an interest in or buy or present offers from themselves, any member of their immediate families, their firms or any member thereof, or any entities in which they have any ownership interest, any real property without making their true position known to the owner or the owner's agent or broker. In selling property they own, or in which they have any interest, REALTORS® shall reveal their ownership or interest in writing to the purchaser or the purchaser's representative. (Amended 1/00)

Case 4-6: Disclosure of Secured Interest in Listed Property

(Adopted May, 1999.)

Buyer X was interested in purchasing a home listed with REALTOR® B but lacked the down payment. REALTOR® B offered to lend Buyer X money for the down payment in return for Buyer X's promissory note secured by a mortgage on the property. The purchase transaction was subsequently completed, though REALTOR® B did not record the promissory note or the mortgage instrument.

Within months Buyer X returned to REALTOR® B to list the property because Buyer X was unexpectedly being transferred to another state. REALTOR® B listed the property, which was subsequently sold to Purchaser P. The title search conducted by Purchaser P's lender did not disclose the existence of the mortgage held by REALTOR® B since it had not been recorded, nor did REALTOR® B disclose the existence of the mortgage to Purchaser P. The proceeds of the sale enabled Buyer X to satisfy the first mortgage on the property, and he and REALTOR® B agreed that he would continue to repay REALTOR® B's loan.

Following the closing, REALTOR® B recorded both the promissory note and the mortgage instrument. When Purchaser P learned of this, he filed an ethics complaint alleging that REALTOR® B had violated Article 4 by selling property in which she had a secured interest without revealing that interest to the purchaser.

The Hearing Panel agreed with Purchaser P and concluded that REALTOR® B's interest in the property should have been disclosed to Purchaser P or Purchaser P's representative in writing.

NEW SACRAMENTO AREA HOMES
FROM THE HIGH $200s

- Townhome & single-family homes ranging from 1,065 – 2,486 sq. ft.
- ENERGY STAR® certified homes that save money on monthly utility bills
- Choice Plans™ that allow for customization at no additional cost

CAPITAL VILLAGE
Rancho Cordova
916-426-7507

NATOMAS FIELD
Sacramento
916-426-7541

SPECIAL OFFER
YOU:
Receive a 3% Commission!*
YOUR CLIENTS:
Receive a FREE gourmet kitchen package, plus $2,500 towards closing costs on select homes!**

BEAZER HOMES
GET MORE IN A NEW HOME | BEAZER.COM

* Offer is valid on select quick move-in home contracts signed between 2/1/17 – 2/19/17 and close within 45 days of contract. Real Estate Agent must accompany buyer on first visit. Valid for licensed Real Estate Agents only and subject to employing broker's approval. 3% commission is based on the home base price and is payable at closing. Real Estate Agent must ensure commission is itemized on contract and accounted for on HUD statement at closing. **Valid only on select quick move-in homes in Sacramento for which buyer signs a purchase agreement between 2/1/17 – 2/19/17 and closes escrow per terms of contract through one of four predefined preferred lenders (Summit Funding, CNN Mortgage, BVM or Carver Group). An incentive of $2,500 will be paid by Beazer Homes and issued as a closing cost credit. This offer is subject to underwriting guidelines which are subject to change without notice and which limit third party contributions. Buyer may finance via any qualified lender but will not be eligible for this offer. Available for owner-occupied homes only. May not be available on all loan products. Beazer Homes is not acting as a mortgage broker or lender. Homebuyers should consult with a mortgage broker or lender of their choice regarding mortgage loans and mortgage loan qualification. The free Gourmet Kitchen Package includes the following in kitchen: tile backsplash (level 1), cabinet pull & knobs (group 1), under cabinet lighting (only available at Capital Village), stainless steel appliance upgrade and a free Whirlpool® side by side stainless steel refrigerator. Estimated retail value and installation of the package is estimated at $5,000. Package includes installation by Beazer or designated third party vendor. Package savings vary per community and plan. No substitutions or changes to the packages. There is no cash or exchange value for this offer, it may not be used to reduce the home's price and it may not be combined with other offers. Pricing, features and availability subject to change without notice. See New Home Counselor for complete details. ©2017 Beazer Homes BRE# 01503061 1/17 137052

Public Issues Forum:

Meets on the 3rd Friday of the month at 9:30am in the SAR Boardroom (upstairs). This forum features speakers and topics that are directly related to your business and the community. It also offers an opportunity to discuss issues you are having in the industry. Free and open to all Members.

Upcoming Speakers/Topics:

February 17th – Kathy Kelleher, Sacramento County Assessor
March 17th – Deidre Andrus, Sacramento County Rental Inspection Program
April 21st – Dave Tamayo, SMUD Director/Discussing SMUD Programs that benefit REALTORS®/clients

Broker/Manager Forum:

Meets on the 4th Friday of the month at 9:30am in the SAR Boardroom (upstairs). This forum welcomes real estate office Brokers and Managers to attend, gain valuable knowledge about the local industry and report back to their offices. Features speakers/topics pertinent to local real estate. Free and open to all Members.

Upcoming Speakers/Topics:

February 24th – Ryan Lundquist, *Lundquist Appraisal Company/Market Update*
March 24th – Ryan Loofbourrow, *CEO*, and Roslyn Van Buren *of Sacramento Steps Forward/Addressing Homelessness*
April 28th – Bill Miller, *COO and Corporate Secretary at MetroList®/MLS Update*
May 26th – Bob Thomas, *KTB Property Management RE Services/New Rental Laws in 2017*
June 23rd – Dave Tanner, *SAR CEO/New C.A.R. Forms Release*

Real Estate Finance & Affiliate Forum:

Meets on the 1st Thursday of the month at 9:00am in the Mack Powell Event Center (downstairs). This forum focuses on the finance industry and there are monthly updates from organizations like SHRA, CalVet, Freddie Mac, etc. There are also main speakers who highlight the latest programs and issues facing the industry. REALTOR® Members encouraged to attend, as well. Free and open to all Members – 2017 Forums will feature breakfast!

Upcoming Speakers/Topics:

March 2nd – Freddie Mac Update
April 6th – REALTOR® Panel
May 4th – TBD

Weekly Regional Meetings:

Meets Tuesdays (except for the 1st Tuesday – Main Meeting) at various locations around Sacramento County. Free and open to all Members.

Times/Locations & Upcoming Speakers:

Arden/Carmichael: SAR Boardroom (2003 Howe Ave.) | 9:00am

February 14th – C.A.R. Meetings Report/*Updates by Eva Garcia*
February 21st – Kevin Nunn *discussing Energy Efficient Loans and Other Lending Issues Affecting Real Estate*
February 28th – Chad Hertzell - *CHP Spokesperson*

Downtown: Curtis Hall @ the Sierra2 Center (Corner of 24th & 4th Ave.) | 9:00am

February 14th – Dave Tanner, *SAR CEO/SAR & C.A.R. Updates*
February 21st – Black Pine Communities, *New Home Builder*
February 28th – District 4 Sacramento City Councilmember Steve Hansen

Elk Grove: Logan's Roadhouse (9105 W. Stockton Blvd.) | 8:30am

February 14th
February 21st
February 28th

For the latest information on this meeting, join the Facebook group page:
https://www.facebook.com/groups/ElkGroveRegionalREALTORMeeting/

Folsom: Folsom Masonic Lodge (1000 Duchow Way) | 9:00am

February 14th – Update of Development Activities in Folsom *by David Miller with the City of Folsom*
February 21st – C.A.R. Report and SAR Hot Topics with *SAR CEO Dave Tanner*
February 28th – MetroList® Updates with *Dave Howe of MetroList®*

Northeast: Orangevale Community Center (6826 Hazel Ave.) | 8:30am

February 14th
February 21st
February 28th

For the latest information on this meeting, visit
https://www.sacrealtor.org/caravans/northeast/northeast-details

BENEFITS

SAR EDUCATIONAL OFFERINGS

DATE	TIME	CLASS	COST	TOPIC	INSTRUCTOR
February 8	12noon – 1:30pm	**Buying & Selling Old Homes in Downtown/ Midtown** *(lunch & learn format)*	$15	• Cesspools & Septic Tanks • What is "Knob & Tube Safe" • What to address in a contract & with your buyer • Additions without permits - the NEW rule	Barbara Harsch
February 9	12noon – 1:30pm	**Estate Planning: The Basics and Beyond** *(lunch & learn format)*	$15	• Advanced Healthcare Directive • Durable Power of Attorney for Property Management • Revocable Living Trust • Beneficiary Designations	Tracy Potts, Esq., Founder and Principal, Legacy Law Group
February 11	8:30am – 5:00pm	**Duane Gomer – RE License Exam Prep**	$150	• Live Exam Prep Class • Practice Exams • Exclusive Online Flashcards • Study Guide/Final Briefing	Duane Gomer Company Representative
February 14	1:00 – 5:00pm	**License Renewal Home Study & Live Review** *For Brokers & Sales Agents*	$85	View Flyer for Details	Duane Gomer Company Representative
February 22	9:00am – 12noon	**How to Think Like an Appraiser**	$25	• What to say and not say to appraisers • What type of information to share with appraisers • How to see properties like an appraiser does • How to pull comps like an appraiser	Ryan Lundquist, Appraiser
February 23	12noon – 1:30pm	**Protect Your Real Estate Business by Implementing Your Own Buyer Broker System** *(lunch & learn format)*	$20	• Convert more prospects and "suspects" into exclusive buyer broker agreements • Save time and gain buyer cooperation • Don't be tied to your buyers day and night • Stop losing buyers to your competition	Aria Salehpour
February 24	12noon – 1:30pm	**Commercial Real Estate – Residential Unit Turnover Tips & Tricks** *(lunch & learn format)*	$25	• Learn techniques to Shorten Turnover Time • Reduce the Cost of Getting the Unit Ready to Market • Drastically Improve the Financial Performance of the Property	Beth Smith, CPM & Jeff Lapin, CPM
March 10 – April 28	9:00 – 12noon	**Broker Training Institute**	$179 *(full series)* $35 *(individual class)*	• Broadening Your Scope/E&O Insurance • Making your Office BRE Compliant • Running a Brokerage from a Legal Perspective • What Business Structure is Best for You? • And Many More!	Various (see flyer)
March 11	8:30am – 5:00pm	**Duane Gomer – RE License Exam Prep**	$150	• Live Exam Prep Class • Practice Exams • Exclusive Online Flashcards • Study Guide/Final Briefing	Duane Gomer Company Representative
March 29	9:00am – 2:30pm	**Fundamentals of Transaction Coordination**	$100	• Learn how the RPA lays the foundation of the transaction • Understand how, when, and why you use the different disclosures • Identify what paperwork is required from each party • Complete the documentation required in order to submit a complete file	Wendi Molina
March 30	9:00am – 12:30pm	**Transaction Coordination 2 – Beyond the Contract**	$90	• Become more efficient and effective in your daily work flow • Discover the attributes required to be a successful TC • Set boundaries with agents • Feel more confident running your own TC business	Wendi Molina

All classes listed above are held at SAR's Mack Powell Auditorium. To register online, visit ***ims.sacrealtor.org***. Questions - contact **Patricia Ano** or call 916.437.1210. *(Please contact us for non-Member pricing) Prices listed reflect early-bird fees.*

Cancellation policy: if you cannot attend a seminar for which you have registered, you may send a substitute. You will receive a full refund when cancelling 48 hours in advance. If you cancel less than 48 hours in advance, your registration fee will be forfeited.

*This course is approved for continuing education credit by the California Bureau of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend **90%** of the class, pass a written exam and have **proof of identification** to qualify for BRE Credits.

Looking for an Affiliate or REALTOR®?

Click Here to quickly find an Affiliate or REALTOR® by name or category with our convenient search engine!

MARCH CALENDAR OF EVENTS

Monday	Tuesday	Wednesday	Thursday	Friday
		1 **SAR New Member Orientation (B)** 9:00am – 12:30pm **MetroList Seminar (EC)** 9:00 – 11:00am **Intern Class (B)** 2:30 – 4:30pm	**2** **Real Estate Finance/Affiliate Forum** 9:00 – 10:30am **Internship Committee (B)** 12noon – 1:30pm **CAMP Event (EC)** 1:00 – 4:00pm	**3** **No Events**
6 **WCR Board Meeting (B)** 12noon – 1:30pm	**7** **SAR Main Meeting** 9:00 – 10:30am **CanTree Committee (B)** 10:30am – 12noon **SAR Charity Research Committee (P)** 12:30 – 2:00pm **Volunteer Coordinating Committee (T)** 10:30 – 11:30am	**8** **SAR New Member Orientation (B)** 1:00 – 4:30pm	**9** **Masters Club Steering Committee (B)** 9:30 – 11:00am **Equal Opportunity/Cultural Diversity Committee (B)** 11:30am – 1:00pm	**10** **SAR Closed** 7:30 – 8:30am **BTI (EC)** 9:00am – 12noon **Sacramento Area RE Exchange Network (T)** 10:00 – 12:30pm
13 **MetroList – Realtist Workshop (T)** 9:00 – 11:30am **Education Committee (B)** 9:00 – 10:30am **MetroList – Mobile Workshop (T)** 1:00 – 3:30pm **Leadership Academy (B)** 1:00 – 2:30pm	**14** **Regional Meetings (Various)** **Visit www.sarcaravans.org** **YPN Advisory Meeting (T)** 1:00 – 4:00pm	**15** **IREM (P)** 9:00 – 10:00am **Scholarship Foundation – St. Patrick's Fundraiser (EC)** 12noon – 4:00pm **Intern Class (B)** 2:30 – 4:30pm **SAR New Member Orientation (B)** 6:00 – 9:30pm	**16** **SPF Committee (B)** 1:00 – 2:30pm **Commercial Council Meeting (B)** 3:00 – 4:00pm **WCR Bunco Night! (EC)** 5:30 - 9:00pm	**17** **BTI (EC)** 9:00am – 12noon **Public Issues Forum (B)** 9:30 – 10:30am **IREM Lunch & Learn (EC)** 12noon – 1:30pm
20 **MetroList Seminar (EC)** 9:00 – 11:00am	**21** **Regional Meetings** **Visit www.sarcaravans.org** **Marketing/ Communications Committee (B)** 10:30am – 12noon **SAR Charitable Foundation BOD (B)** 12:30 – 2:00pm **Scholarship Fundraising Committee (P)** 10:30am – 12noon	**22** **No Events**	**23** **SAR BOD (B)** 9:00 – 11:00am	**24** **BTI (EC)** 9:00am – 12noon **SAR Broker/Manager Forum (B)** 9:30 – 10:30am
27 **MetroList – Prospector Course I (T)** 9:00am – 12noon **MetroList – Prospector Course II (T)** 1:00 – 4:00pm	**28** **Regional Meetings** **Visit www.sarcaravans.org** **Housing Opportunity Committee (B)** 10:30am – 12noon	**29** **Fundamentals of Transaction Coordination (EC)** 9:00am – 2:30pm **SAR Offices Closed** 1:00 – 2:00pm **Intern Class (B)** 2:30 – 4:30pm	**30** **Transaction Coordination 2 - Beyond the Contract (EC)** 9:00am – 12noon	**31** **BTI (EC)** 9:00am – 12noon

Calendar Information

*For Regional Meeting locations and times, visit www.sarcaravans.org or contact Tony Vicari at tvicari@sacrealtor.org or 437-1205.

***Various locations – Call for details**
**** closed meeting**
Meetings subject to change.

(EC) Mack Powell Event Center
(B) Board Room, 2nd Floor
(T) Training Room, 2nd Floor
(U) Upstairs

SACRAMENTO ASSOCIATION OF REALTORS®

SAR IN THE COMMUNITY

2017 Home & Landscape Expo

If there was an award for "brightest booth" at the recent Home & Landscape Expo, SAR would have won it. The gleaming LEDs that adorned the booth gave attendees a real-world perspective on just how bright the new generation of LED products are. Led by SAR Realty Store Manager Carl Carlson and dedicated staffers Marcus and Liz, volunteers were key to providing critical information to consumers not only on LED lighting products, but more importantly, the benefits of using a REALTOR® for their real estate needs. SAR would like to say THANK YOU to the volunteers who consistently go above and beyond!

SAR'S SCHOLARSHIP

SAR Scholarship Applications accepted until March 31st

SAR is now accepting completed scholarship applications from:

1. **Sacramento high school seniors with a GPA of 3.7 or higher**
2. **High school seniors related to an SAR member with a GPA of 3.7 or higher living in CA**

The application form must be fully completed and **received** at the SAR office by the deadline of **4:30 p.m. on Friday, March 31, 2017**.

Online Application

Download PDF Application

More Information Here

Sacramento Association of REALTORS® SCHOLARSHIP TRUST

Serving the Sacramento Region since 1979.

Let our 25 licensed property managers reduce your stress & increase your cash flow!

Contact the Property Manager who lives closest today!
www.mmproperties.com
916-923-6183
1401 El Camino Ave., Ste. 200
Sacramento, CA 95815

Associated Management Concepts AMC, Inc.
Brad Higgins, President
1401 El Camino Avenue #200
Sacramento, CA 95815
916 565-8080
800-464-4446
www.assocmc.com

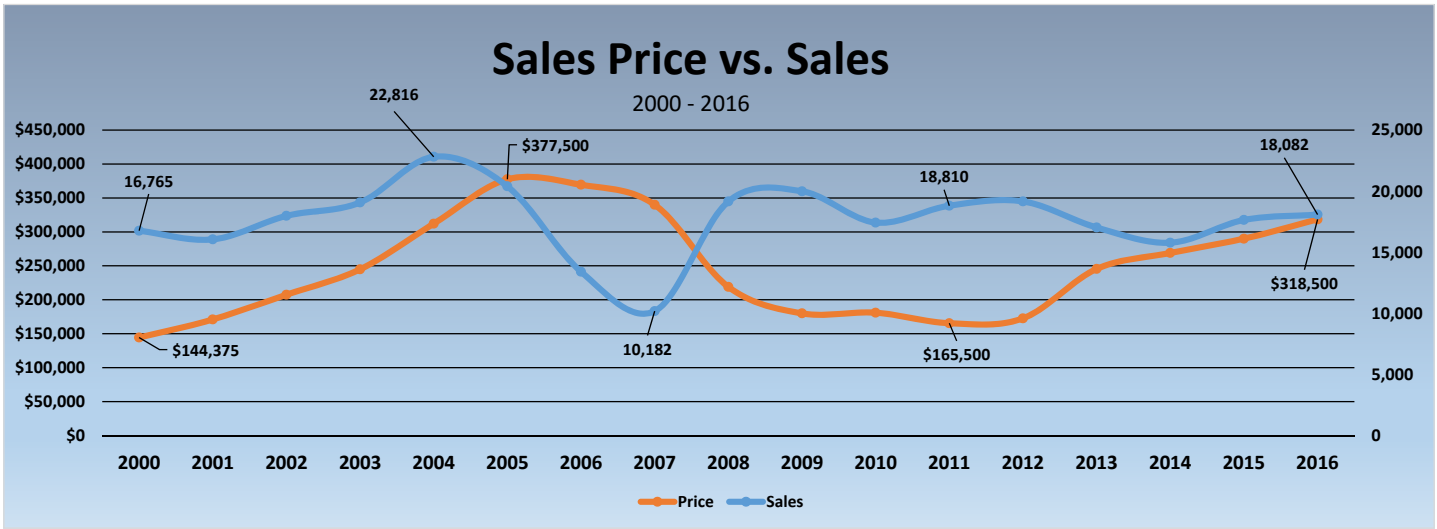
BRUCE MILLS
BRE # 01100901
916-923-6183 ext. 110
Direct: 916-548-7712
bruce@bmrealtor.com
www.mmproperties.com

Sales increase for December, inventory shrinks

DECEMBER

Closed escrows jumped for the month, up 6.7% from 1,434 to 1,530 sales. Compared with last year, the current number is down 2.6% (1,571 sales). Equity sales – those that are non-REO or non-Short Sale – accounted for 92.7% (1,419 units) of sales for the month. The remainder of sales were REO/bank-owned (39 units/2.5%) and Short Sales (35/2.3%). Other types of sales (auction, probate, etc.) accounted for 2.4% or 37 sales. The types of financing used for the sales this month included 201 cash (13.2%), 769 conventional (50.3%), 388 (25.4%) FHA, 86 (5.6%) VA (Veterans Affairs) and 86 (5.6%) used Other* types of financing.

The end of the year recorded 18,082 total sales. This 2.9% higher than the total sales last year (17,578) and the most sales since 2011 (18,810). The median sales price for the year was $318,500. This marks the first time the year-end median price was over $300,000 since 2007. Chart below shows yearly median sales price compared to the yearly total sales from 2000 to 2016.



Total Active Listing Inventory decreased 28.8% from November to December (2,047 to 1,458). Compared to December last year, the current number is down 16.6% (1,749 units). The Months of Inventory decreased, dropping from 1.4 Months to 1 Month. The Months of inventory for December 2015 was 1.1.

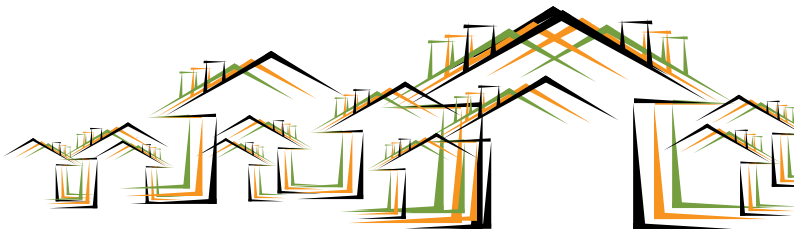
Another large drop was the amount of listings published for the month. This signifies all listings that came on the market for the current month. December had 968 listings published for the month, down 27.3% from the 1,331 listings published for November. Of the 968 listings that came on the market in December, 372 were still listed as active, 460 are pending sales, 75 were already sold and 61 are either off the market, expired or other.

The median sales price decreased, dropping 3.1% from $325,000 to $315,000. Compared with December 2015, the current price is up 6.1% ($297,000). The total dollar value of all closed transactions for the month totaled $528,153,979. This figure is up 5.5% from the $500,723,908 total last month and 3.8% higher than the total value of December 2015.

The average DOM (days on market) for homes sold this month increased from 29 to 34 days. The median DOM increased once again, rising from 17 to 18. The Median DOM has risen steadily every month from the low in May (9 DOM). These numbers represent the days between the initial listing of the home as "active" and the day it goes "pending." Over 66% of all homes sold this month (952) were on the market for 30 days or less.

Additional reports are available here. For questions regarding this data, please email Tony Vicari.

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



December 2016

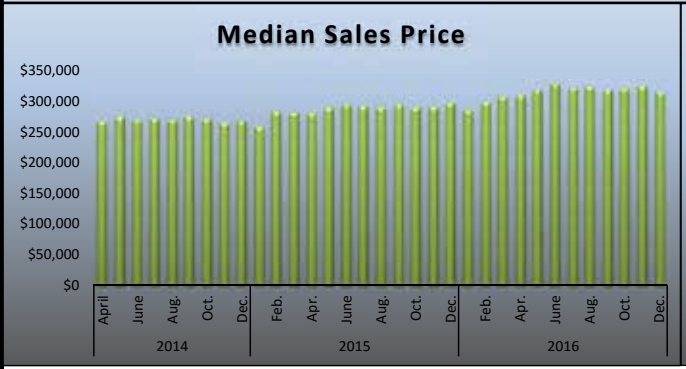
MLS STATISTICS for December 2016

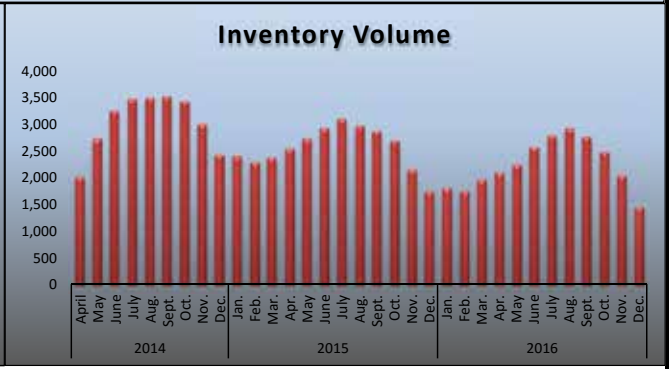
Data for Sacramento County and the City of West Sacramento

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	968		1,331	-27.3%		1,006		-3.8%
Active Listing Inventory †	1,458		2,047	-28.8%		1,749		-16.6%
Active Short Sale (included above)	27		26	3.8%		60		-55.0%
Pending Short Lender Approval	93		100	-7.0%		200		-53.5%
Pending Sales This Month	851		1,246	-31.7%		849		0.2%
Number of REO Sales	39	2.5%	34	14.7%	2.4%	57	3.6%	-31.6%
Number of Short Sales	35	2.3%	37	-5.4%	2.6%	60	3.8%	-41.7%
Equity Sales**	1,419	92.7%	1,340	5.9%	93.4%	1,428	90.9%	-0.6%
Other (non-REO/-Short Sale/-Equity)	37	2.4%	23	60.9%	1.6%	26	1.7%	42.3%
Total Number of Closed Escrows	1,530	100%	1,434	6.7%	100%	1,571	100.0%	-2.6%
Months Inventory	1 Months		1.4 Months	-28.6%		1.1 Months		-9.1%
Dollar Value of Closed Escrows	$528,153,979		$500,723,908	5.5%		$508,723,362		3.8%
Median	$315,000		$325,000	-3.1%		$297,000		6.1%
Mean	$345,199		$349,180	-1.1%		$323,821		6.6%

Year-to-Date Statistics	1/01/16 to 12/31/16 SAR monthly data, compiled	1/01/16 to 12/31/16 MetroList YTD data	1/1/2015 12/31/2015	Change
Number of Closed Escrows	18,082	18,521	17,578	2.9%
Dollar Value of Closed Escrows	$6,228,917,310	$6,372,733,716	$5,585,238,210	11.5%
Median	$315,000	$315,000	$288,000	9.4%
Mean	$344,482	$344,082	$317,740.26	8.4%





† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

Based on Multiple Listing Service data from MetroList. © 2016 SAR.

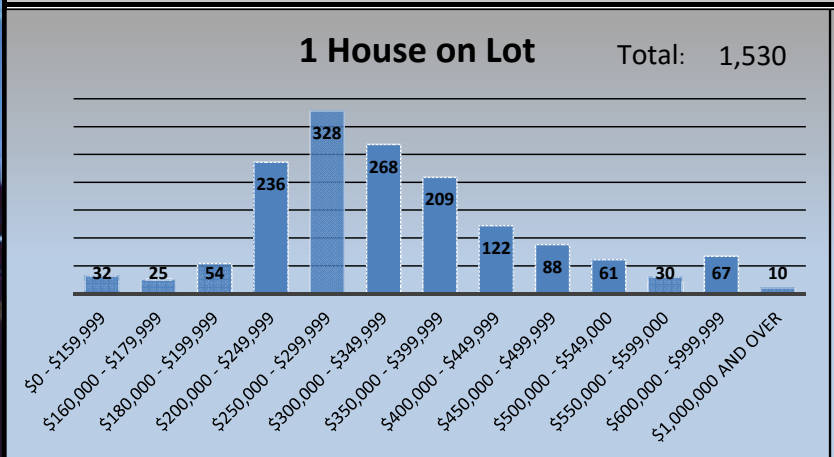
Compiled monthly by Tony Vicari, Director of Communications | Sacramento Association of REALTORS® | www.sacrealtor.org | 916.437.1205

Data for Sacramento County and the City of West Sacramento

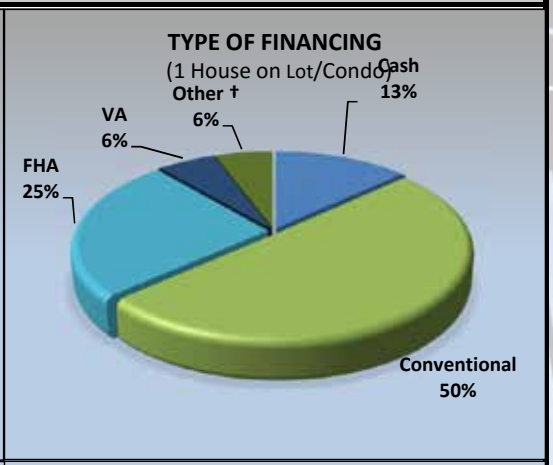
MLS STATISTICS for December 2016

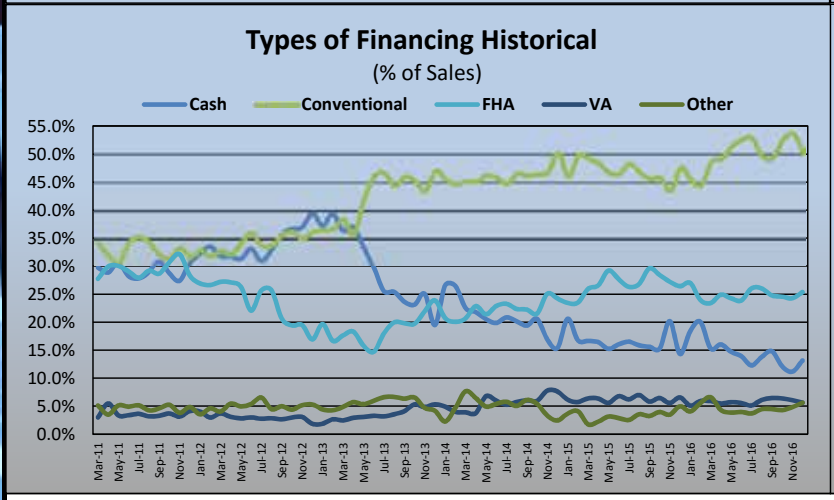
Data for Sacramento County and the City of West Sacramento

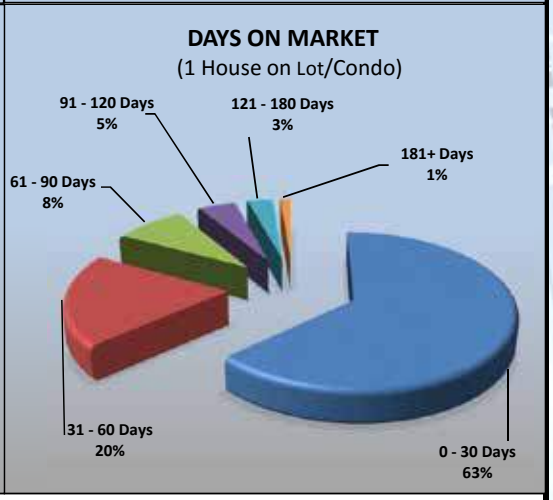
BREAKDOWN OF SALES BY PRICE



Type of Financing/Days on Market







Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
							% of Total		
(Single Family Home only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	201	13.1%	160	11.2%	0 - 30	969	63.3%	68.7%	73.1%
Conventional	769	50.3%	770	53.7%	31 - 60	301	19.7%	18.2%	14.9%
FHA	388	25.4%	348	24.3%	61 - 90	128	8.4%	6.9%	5.9%
VA	86	5.6%	87	6.1%	91 - 120	67	4.4%	3.3%	2.9%
Other †	86	5.6%	69	4.8%	121 - 180	46	3.0%	2.0%	2.1%
Total	1,530	100.0%	1,434	100.0%	181+	19	1.2%	0.9%	1.1%
					Total	1,530	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home
† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

	Current	Last Month
Median DOM:	**18**	**17**
Average DOM:	**34**	**29**
Average Price/Square Foot:	**$206.4**	**$207.2**

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

Based on Multiple Listing Service data from MetroList. © 2016 SAR.

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

ABOUT THE MARKET

2017 REAL ESTATE & AFFILIATE FINANCE FORUM CHAIR

ANTHONY NUNEZ

On January 9, 2017, nearing his final days in the Oval Office, President Obama lowered the cost of mortgage insurance premiums by one-quarter percent for FHA borrowers. Shortly after President Donald Trump was sworn in, the Department of Housing and Urban Development sent out an announcement suspending the FHA mortgage insurance premium cuts indefinitely. This set off a large cry of outrage and claims were made that this administration was making it harder for middle-class families to buy homes. Hopefully we can dispense with any claims that President Trump's action implies that he is trying to harm families who only want to buy a house. After all, he is simply continuing the exact policy that President Obama had until the last few days of his presidency.

The mortgage insurance premium is set at the rate that actuaries say is needed to cover the costs of guaranteeing those mortgages against default. The money collected is used to pay lenders back when a borrower defaults. The government is simply breaking even in the long run. Also, this 25 bps in savings in annual FHA insurance premiums would have come when mortgage rates had increased 58 bps since the November election. The higher mortgage rates clearly offset the potential insurance savings, so no borrower would have been in a better position to borrow after the price reduction than they were two to three months ago when rates were lower. Now, I am not trying to take political sides here, but rather am remembering all too well our recent Great Recession and the effects that it had on Borrowers and the mortgage industry as a whole. I am coming from a place where hopefully the same mistakes we made in the past are not repeated again. I would hate to see the solvency of the FHA become an issue again. If the FHA Mutual Mortgage Insurance Fund has substantial reserves I'm all for looking at passing on a savings to the consumer in the form of a MIP reduction in the future.

The Department of Veteran Affairs recently released Circular 26-17-02 to clarify and explain their new policy regarding student loans. This clarification and policy will apply to all student loan repayment types including loans deferred, currently in repayment, and those that will begin repayment within 12 months of their loans closing date.

The following outlines the student loan monthly payment amount that will be used in qualifying:

A. Written evidence must be provided to support that the student loan debt will be deferred at least 12 months beyond the date of closing;

B. If a student loan is in repayment, "OR" scheduled to begin within 12 months from the date of the "loan closing," the anticipated payment established from paragraphs #1 or #2 below, is to be used. To determine which to use, each student loan must first be calculated at a rate of 5% of the current outstanding balance divided by 12 months (example: $25,000 times 5% = $1250 divided by 12 = $104.17).

1. If the reported payment amount on the credit report is "greater than" the above calculated threshold payment, use the credit report amount for qualifying;
2. If the payment amount on the credit report is "less than" the above calculated threshold payment, the loan file must contain a statement from the student loan servicer that reflects the actual loan terms and payment information for each student loan(s). The statement can be no older than 60 days at the time of loan closing. An electronic copy from the loan servicer's website or a printed statement is acceptable. It is not mandatory that the credit report be updated to match this information.

Please join us at the Real Estate Finance and Affiliate Forum meeting held at SAR on the first Thursday of the month beginning at 9:00am.

WELLS FARGO HOME MORTGAGE

Helping you finance your next home purchase whether it is around the corner or across the country.

Get a strong team to pull for you

Contact us today.
1510 Arden Way, Suite 205
Sacramento, CA 95815
916-287-3911

Gloria Mirazo Gregor
Branch Manager
916-287-3911
NMLSR ID 450704

Dan Gonzalez
Sales Manager
916-837-4531
NMLSR ID 508755

Hiroko Bowlin
916-524-4700
NMLSR ID 4576605

Ron Farrell
916-548-7462
NMLSR ID 448028

Josh Womack
916-417-7133
NMLSR 1023214

Patrick Souza
209-603-1671
NMLSR ID 892530

David Henderson
916-678-3848
NMLSR ID 1183120

Nikki Jaeger
916-905-2679
NMLSR ID 1036248

Michele Kesner
916-202-1495
NMLSR ID 459504

Chinh Nhat Pham
916-769-8719
NMLSR ID 648466

Karin M. Kwong
916-834-1915
NMLSR ID 448184

Gene Oxley
916-601-4899
NMLSR ID 448046

Malyna Phan
916-799-1561
NMLSR ID 451113

Nathan Sibbet
916-320-3952
NMLSR ID 450926

Jacob M. Warren
916-234-0540
NMLSR ID 455242

Omar Carrasco
916-995-1142
NMLSR ID 1464568

Tanya Gorman
916-678-3837
NMLSR ID 1411072

Information is accurate as of date of printing and is subject to change without notice. Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N. A. © 2016 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. AS2996880 Expires 04/2017

EQUAL HOUSING LENDER

Together we'll go far

MASTERS CLUB CORNER

PATTI MARTINEZ

To say agents are storming into 2017 with incredible sales numbers would be no gross exaggeration! The unbelievable rain during January has certainly not dampened buyers' enthusiasm, as closed escrows continue to grow daily. Prudent sellers who want to get the jump on traditional springtime inventory spurts are reaping the benefits now. What is normally a fairly quiet time between Christmas and New Year's saw unprecedented real estate activity. I think we're in for a great 2017 for both buyers and sellers! If you have sellers who may still be "on the fence," show them the statistics and they'll be sure to reconsider and get their homes on the market now!

Our Masters Club had so many wonderful events during 2016, I hope you took advantage of them. Many events are "sponsored" by the Masters Club, but are open to everyone and offer exceptional opportunities to network and enjoy the camaraderie of fellow agents. If you've ever had the experience of presenting an offer to an agent you've never heard of or worked with, it's a daunting task if you're trying to get your buyers' offer accepted. On the opposite side though, if you're presenting an offer or "receive" an offer from an agent you've worked with before or have met, it gives you that extra "edge" that you're looking for. I don't think I'd be talking out of place when I say that agents LIKE to work with agents they KNOW are good agents or have worked with before. It gives that little edge of confidence at a time when you hear about offers "falling apart" or being incomplete without preapproval letters. Take advantage of these opportunities to meet and schmooze with other agents who work in your marketplace. Honest to goodness, if there's one good piece of advice for 2017, it's to network. It'll put you just that few steps in front of other agents who may write an offer on a property you want!

If you're a Masters Club member and you know of agents in your office who may not be familiar with Masters Club, talk to them or talk to your manager. Talk about what it takes to become a member so they can start the year out right to keep track of their sales. Once that $4.5 goal is set, it's amazing how the incentive grows to reach it!

And speaking of upcoming opportunities, here's what our upcoming calendar looks like….so grab your smartphone and put these in your calendar.

LOAVES AND FISHES:

You just missed the most recent opportunity (1/30), but mark your calendar for **Monday, May 29th, Monday, July 31st** and **Monday, October 30th**. These are the dates that Masters Club sponsors to either prep or serve at **Loaves and Fishes** (1351 North C St.).

SAR-YPN MIXER:

Thursday, February 23rd from 5:30 – 7:30pm. This month the mixer will be held at the hip club **Vanguard** (1415 L St.).

MASTERS CLUB ANNUAL AWARDS DINNER:

Thursday, April 6th from 7:00 – 10:00 p.m. It's always a very fun event and is open to everyone! Includes dinner, dancing and awards.

MASTERS CLUB ROUNDTABLES:

Friday, April 28th at SAR from 9:00 a.m. to 1:00 p.m. This is always a wonderful educational opportunity to listen and learn from some of the best in our business. Lunch is included.

MASTERS CLUB
SACRAMENTO ASSOCIATION OF REALTORS®

February Joint Mixer

Thursday, February 23, 2017
5:30 - 7:30 PM
Vanguard
1415 L St, Sacramento

SACRAMENTO ASSOCIATION OF REALTORS®
YPN
Young Professionals Network

Join us for networking and happy hour prices, with Sacramento's outstanding young and young-at-heart real estate professionals.

Sponsored by

MASTERS CLUB
SACRAMENTO ASSOCIATION OF REALTORS®

CAMP
CALIFORNIA ASSOCIATION OF MORTGAGE PROFESSIONALS

Follow us at:

SARYPN www.sacrealtor.org/ypn #sarypn @SAR_YPN

SAR MEMBER OF THE MONTH

ALEXANDER DIAZ

1. How long have you been a Member of SAR?

I just signed up to SAR because I was in the internship program, which started in August 2016. After completing all three required real estate courses, I took the exam in November. I failed the first time, but passed in December. When my internship ended in December, I immediately joined SAR.

2. What did you think of your internship experience?

While first signing up for my internship program it was just to "get my feet wet" and to see what the everyday life of a REALTOR® was like. I learned quickly that the life of a REALTOR® was lived on a quick pace and each minute counted. The whole having no boss was really misleading – your bosses were your clients. I am so happy to end up with Chris and Dorothy MacPhail at 3 Point Real Estate. I really was able to use my landscaping and gardening knowledge from my other job in real estate. It was a great help to know a lot of the outside work that I could eventually utilize in my business. I think my experience could relate to 3 Point Real Estate because they also specialize in construction through their General Contractor's License, and I actually did some work for one of my broker's client's home.

3. What made you pursue real estate as a career?

One reason I decided pursue a career real estate was because I have worked with other REALTORS® in the past. Meeting them and seeing the way they presented themselves to homeowners with such knowledge challenged me to see if I was capable of doing the same thing.

4. Why did you decide to join SAR?

I decided to join SAR because the people I was around talked so highly of the Association. Also, I looked at joining SAR because they helped me become an intern through their internship program. Many in our office would suggest and talk about the programs and assistance that SAR provides through its various educational classes.

5. What committees have you joined and why did you join them?

I have signed up for CanTree, Equal Opportunity/Cultural Diversity, and the Young Professional Network. I first signed up for Cantree because I believe in giving back to the community, and everybody should devote some of their important time to helping those in need. I signed up for the Equal Opportunity/ Cultural Diversity Committee as well because I would like to extend my business to help other cultures. It was especially important to me being Latino. Finally, I signed up for the Young Professionals Network to meet other young professionals from whom I could get some business. One major goal for me as a REALTOR® is to meet a lot of young professionals who are hungry and want to succeed. Together we can help each other out. This is particularly important for me since I am only 19!

6. What's a good movie you've seen recently? What did you like about it?

A good movie that I have seen recently is "The Big Short," which shows how the real estate market crashed in 2008 and why it did. That is another reason that I joined real estate – to protect the homes of so many middle-class citizens that were affected when the market crashed.

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

One of my favorite restaurants in the Sacramento area is the Cheesecake Factory off of Arden. The service there is amazing.

8. Do you have a favorite saying or expression?

One of my favorite sayings is "be obsessed with it or be average." I feel this means if I don't put myself out there more and work harder than others, whether through social media or other marketing, I will always just be "that guy who sells homes" instead of being the first person somebody thinks of when it comes to buying or selling a home.

9. What is your favorite vacation spot?

My favorite place to go on a vacation is to head up north to Oregon with my family members and spend some time fishing out there and camping during the summer.

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

People would be very surprised to learn about me that I perform in the church band and know how to play piano, bass guitar, and the drums. I love music.

January 2017

Affiliates

Morgan Ardlto
Direct Valuation Solutions, Inc.

Scott Barnham
CMG Financial

Charito Bartlett
CMG Financial

Joel Berlinger
CMG Financial

Brian Chaddock
Two Men And A Truck

Tanya Plati
Two Men And A Truck

Heather Randall
Whitney Ranch Information Center

Chris Terry
CMG Financial

Alejandro White
NARPM Sacramento Chapter

Designated REALTORS®

Richard Chan
Richard Chan, Jr.

Jay Jayaraman
Jay Jayaraman R.E.

Keen Ni
Keen Ni

Edward Ong
Peak Real Estate Group

James Pierini
Storz Realty Inc

Jennifer Pruski
Pruski Realty

Jared Rowe
Jared Rowe Broker

New REALTOR® Members

Alyssha Abrams
Keller Williams Rlty Fair Oaks/ Sacramento

Felicia Alvarez
Dean Adams Residential R.E.

Maisha Amos
Keller Williams Rlty Elk Grove

Rajiv Arya
Keller Williams Realty Folsom

Olga Babchanik
Advanced Global Real Estate

Robert Baker
Lyon RE Fair Oaks

Charles Barwis
Real Estate Solutions

Steven Bost
Century 21 M & M and Assoc.

Dawn-Marie Brown
Redfin Corporation

Jennifer Brown
Lyon RE Elk Grove

John Bryant
HomeSmart ICARE Realty

Ludwig Buonafina
Prestige Realty Advisors

Taylor Burrise
Intero Real Estate Services

Jeremy Callison
Davis Berk Realty

Bianca Campos
Keller Williams Realty

Britton Cook
Allison James Estates & Homes

Marie Davis
Coldwell Banker-Res R E Srv

Martina Del Bonta
Coldwell Banker-Res R E Srv

Alexander Diaz
3 Point Real Estate & Const.

Mary Donaldson
Keller Williams Realty

Michele Ellington
Cook Realty

Carly Fish
Keller Williams Rlty Fair Oaks/ Sacramento

Mondonna Gilly
Keller Williams Rlty Fair Oaks/ Sacramento

Steve Gonzalez
Security Pacific Real Estate

Liza Grable
Lyon RE Fair Oaks

Gary Grayson
Cook Realty

Nathaniel Henderson
Quest Realty

Robert Hesseltine
Intero Real Estate Services

Clifton Higbe
Century 21 M & M and Assoc.

Vinh Hoang
Express Reaty & Investments

Domingo Holguin
RE/MAX Gold Natomas

Jane Holmquist
Keller Williams Realty So. Placer

Rodrigo Isunza-Estrada
Keller Williams Realty

Michelle Johnson
Keller Williams Rlty Elk Grove

Samone Johnson
Keller Williams Realty Natomas

Donnell JonesLott
Dunnigan, REALTORS®

Claire Josephson
Lowenthal Realty Co.

Semmy Kazla
Statewide Realty & Mortgage

Joseph Kelly Williams
Tri County Real Estate

Tarra Kemery
Lyon RE Elk Grove

Denise Kumanchik
Century 21 M & M and Assoc.

Trevor LaTurner
Stanley RE & Investment Inc

Clifford Lewis
Coldwell Banker-Res R E Srv

Tiffany Long
Stanley RE & Investment Inc

Larry Lucas
Coldwell Banker-Res R E Srv

Anthony Lutz
Professional Realty Associates

Bla Moua
Keller Williams Rlty Elk Grove

Kathleen Newman
SkyWest Real Estate

Bao Nguyen
3T Homes Inc.

Enrique Olivares
Intero Real Estate Services

Jerald Olmo
Christine Louise Fore-Pemstein

Cheryl Orozco
McTygue Group Inc

Toni Ousley
Lyon RE Natomas

Jami Parks
Lyon RE Elk Grove

Trinh Pham
Rick Otto and Associates

Michael Pilkington
BHHS Drysdale Properties

Kimberly Powell
Lyon RE Natomas

Vladimir Pukhkan
Elite Realty Services

Daniel Ramos
Intero Real Estate Services

Joseph Rovito
Realty World Greater Sacto Prp

Justin Schmidt
Keller Williams Realty

Kristofer Selberg
Lyon RE Folsom

LaurieAnn Siverling
Stanley RE & Investment Inc

Britton Taylor
Keller Williams Realty

Jonathan Trexel
McMahon Phillips Real Estate

Charles Velasco
RE/MAX Gold Laguna

Leilani Ventura
Re/Max Gold Elk Grove East

Patrick Vue
Lyon RE Natomas

Stacie Warren
Keller Williams Realty Folsom

Linda Wattenburger
Lyon RE Fair Oaks

Susan Webster
SellState First Choice

Raheleh Whittle
Lyon RE Fair Oaks

Candace Wilkinson
Realty National Inc

Richard Williams
Williams Tri County Real Estate

Cody Williams
Blue Waters Mtg & RE Group

Jennifer Yarberry
Lyon RE Elk Grove

SACRAMENTO ASSOCIATION OF REALTORS®

STAFF DIRECTORY

SACRAMENTO ASSOCIATION OF REALTORS®

2003 Howe Avenue, Sacramento, CA 95825
(916) 922-7711
Fax (916) 922-1221 or Fax (916) 922-3904

EQUAL HOUSING LENDER

REALTOR®

MetroList

1164 W. National Dr. Suite 60
Sacramento, CA 95834
(916) 922-2234 or (916) 922-7584

2017 SAR Board of Directors

Franco Garcia
President

Linda Wood
President-Elect

Deniece Ross-Francom
Secretary/Treasurer

Ed Anderson
Immediate Past President

Directors

Jodi Ash
Del Barbray
Judy Black
Preston Collier
Tom Digiacomo
Doug Dransfield
Sue Galster
Rosanna Garcia
Cherie Hunt
Barbara Lebrecht
Anthony Nunez
Chip O'Neill
Erin Stumpf
Luis Sumpter
Kellie Swayne

SAR Member Services

MetroList Administrative Center

Nancy Manly – 916.437.1217
Director of Member Services

Kelly Brandt - 916.437.1218
Member Services Specialist

Robin Mayer – 916.437.1216
Member Services Specialist

Denise Stone – 916.437.1219
Member Services Specialist

Henry Lorenzo - 916-437-1218
Member Services Specialist

SAR Staff

Feel free to call us direct.

Dave Tanner - 916.216.1941
Chief Executive Officer

Brian DeLisi – 916.437-1209
Director of Meetings & Events

Lyndsey Harank – 916.437.1226
Director of Professional Standards & Administration

Caylyn Wright – 916-437-1227
Government Affairs Director

Kayla Chew - 916.437.1202
Association Services Coordinator

Chris Ly – 916.437.1204
Chief Operating Officer

Jaclyn Mamuzich - 916-437-1229
Web Designer & Developer

Liliya Mishchuk – 916.437.1212
Meetings Manager

Nichol Perez – 916.437.1220
Events Manager

Irene Ruan – 916.437.1203
Staff Accountant

Tony Vicari – 916.437.1205
Director of Communications

Judy Shrivastava – 916.437.1207
Director of Education & Graphic Services

Spencer Williams - 916 437-1225
IT Manager

Patricia Ano - 916-437-1210
Education Services Manager

Madison Hall - 916-437-1211
Event Manager

SAR Retail Center

Carl Carlson – 916.437.1223
Director of Facilities and Retail Operations

Marcus Arroyo - 916.437.1222
Retail Services Specialist

Elizabeth Scambler - 916.437.1222
Retail Services Specialist

Sacramento REALTOR® is published monthly by the Sacramento Association of REALTORS® for the benefit of its Membership. Advertisements and statements of fact and opinion are the responsibility of the authors alone and do not imply an opinion or endorsement on the part of SAR officers, Members or staff.
All material copyright 2017, Sacramento Association of REALTORS®. All rights reserved.

Editorial Policy
The Sacramento Association of REALTORS® (SAR) welcomes articles of educational interest to its Members. Published articles will feature the author's name, title and company; however, no direct compensation will be paid to the author. SAR reserves the right to edit submitted articles for length, grammar and appropriateness.
Articles will be printed in SAR's publications on a space available basis. Attempt will be made to publish submitted articles in a timely manner; however, submission of an article does not guarantee when, or if, it will be published.

The mission of the Sacramento Association of REALTORS® is to enhance the ability of its Members to practice their profession ethically and effectively, to serve the community and to protect private property rights.

Sacramento REALTOR® Newsletter
Editor: Tony Vicari
Publisher: Ned Foley, Foley Publications
Design & Layout: Scott Arnold, Foley Publications
To Advertise: Foley Publications -1-800-628-6983

Foley Publications, Inc. is proud to partner with the **Sacramento Association of REALTORS®**.
Together we provide a professional, monthly e-magazine for the Association's membership.

For advertising information, please contact Craig Foley or Ned Foley at 800-628-6983 or visit our website at www.foleypub.com.

30+ Years of Real Estate Publishing Excellence!

foley Publications, Inc.