

January 2020 Statistics – Sacramento Housing Market – Single Family Homes

Sales down for January, median sales price follows

January ended with 944 sales, down 24.1% from December. Compared to one year ago (894), the current figure is up 5.6%. Of the 944 sales this month, 131 (13.9%) used cash financing, 557 (59%) used conventional, 182 (19.3%) used FHA, 47 (5%) used VA and 27 (2.9%) used Other† types of financing.

Market Snapshot - January 2020					
	Jan-20	Dec-19	Change	Jan-19	Change (from '19)
Sales	944	1,244	-24.1%	894	5.6%
Median Sales Price	\$375,000	\$385,000	-2.6%	\$352,250	6.5%
Active Inventory	1,409	1,315	7.1%	2,095	-32.7%
Median DOM	17	19	-10.5%	27	-37.0%
Avg. Price/SqFt	\$250	\$240	4.2%	\$232	7.8%

The median sales price decreased 2.6 % for the month from \$385,000 to \$375,000. This figure is up 6.5% from Jan. 2019 (\$352,250). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at

\$392,750. The current figure is 4.5% below the record.

The Active Listing Inventory increased 7.1% from December to January, from 1,315 units to 1,409 units. Compared with January 2019 (2,095), inventory is down 32.7%. The Months of Inventory increased from 1.1 to 1.5 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 below reflects the Months of Inventory in each price range.

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	12	17	0.7
\$200,000 - \$249,999	45	43	1.0
\$250,000 - \$299,999	135	118	1.1
\$300,000 - \$349,999	169	189	0.9
\$350,000 - \$399,999	199	177	1.1
\$400,000 - \$449,999	157	120	1.3
\$450,000 - \$499,999	147	88	1.7
\$500,000 - \$749,000	341	161	2.1
\$750,000 - \$999,999	104	22	4.7
\$1,000,000 and over	100	9	11.1
Total:	1,409	944	Total: 1.5

The Median DOM (days on market) decreased from 19 to 17 and the Average DOM increased from 32 to 33. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 944 sales this month, 63.7% (601) were on the market for 30 days or less and 80.5% (760) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$240 to \$250 from December to January. See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).