

November 2020 Statistics – Sacramento Housing Market – Single Family Homes

November sales volume up 21% over 2019, demand remains

November ended with 1,511 sales, down 9.8% from the 1,676 sales in October. Compared to one year ago (1,242), the current figure is up 21.7%. Of the 1,511 sales this month, 137 (9.1%) used cash financing, 1,022 (67.6%) used conventional, 253 (16.7%) used FHA, 71 (4.7%) used VA and 28 (1.9%) used Other† types of financing.

Market Snapshot - November 2020					
	Nov-20	Oct-20	Change	Nov-19	Change (from '19)
Sales	1,511	1,676	-9.8%	1,242	21.7%
Median Sales Price	\$440,000	\$439,950	0.0%	\$386,750	13.8%
Active Inventory	959	1,253	-23.5%	1,803	-46.8%
Median DOM	7	6	16.7%	15	-53.3%
Avg. Price/SqFt	\$282	\$278	1.4%	\$251	12.4%

The median sales price increased from \$439,950 to \$440,000. This figure is up 13.8% from November 2019 (\$386,750).

The Active Listing Inventory decreased 9.8% from October to November, from 1,253 units to 959 units. Compared with

November 2019 (2,803), inventory is down 46.8%. The Months of Inventory dropped from .7 Months to .6 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	3	4	0.8
\$200,000 - \$249,999	12	10	1.2
\$250,000 - \$299,999	67	53	1.3
\$300,000 - \$349,999	72	185	0.4
\$350,000 - \$399,999	124	248	0.5
\$400,000 - \$449,999	99	291	0.3
\$450,000 - \$499,999	111	201	0.6
\$500,000 - \$749,000	278	414	0.7
\$750,000 - \$999,999	100	73	1.4
\$1,000,000 and over	93	32	2.9
Total:	959	1,511	Total: 0.6

The Median DOM (days on market) increased from 6 to 7 and the Average DOM increased from 15 to 16. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,511 sales this month, 86.2% (1,302) were on the market for 30 days or less and 95.1% (1,436) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$278.5 to \$281.8. See all statistical reports compiled by the

[Sacramento Association of REALTORS®](http://www.sacrealtor.org).