

March 2021 Statistics – Sacramento Housing Market – Single Family Homes

Sales volume up 25% over Feb., sales price over \$480k

March closed with 1,292 sales, up 25% from the 1,034 sales in February. Compared to one year ago (1,170), the current figure is up 10.4%. Of the 1,292 sales this month, 161 (12.5%) used cash financing, 920 (71.2%) used conventional, 134 (10.4%) used FHA, 41 (3.2%) used VA and 36 (2.8%) used Other† types of financing.

Market Snapshot - March 2021					
	Mar-21	Feb-21	Change	Mar-20	Change (from '20)
Sales	1,292	1,034	25.0%	1,170	10.4%
Median Sales Price	\$481,000	\$460,000	4.6%	\$400,000	20.3%
Active Inventory	918	839	9.4%	1,658	-44.6%
Median DOM	6	6	0.0%	8	-25.0%
Avg. Price/SqFt	\$306	\$296	3.4%	\$260	17.7%

The median sales price increased 4.6% from \$460,000 to \$481,000. This figure is up 20.3% from March 2020 (\$400,000).

The Active Listing Inventory increased 9.4% from February to

March, from 839 units to 918 units. Compared with March 2020 (1,658), inventory is down 44.6%. The Months of Inventory decreased from .8 Months to .7 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	0	5	0.0
\$200,000 - \$249,999	8	13	0.6
\$250,000 - \$299,999	22	43	0.5
\$300,000 - \$349,999	56	97	0.6
\$350,000 - \$399,999	108	165	0.7
\$400,000 - \$449,999	139	197	0.7
\$450,000 - \$499,999	121	170	0.7
\$500,000 - \$749,000	275	488	0.6
\$750,000 - \$999,999	89	76	1.2
\$1,000,000 and over	100	38	2.6
Total:	918	1,292	Total: 0.7

The Median DOM (days on market) remained at 6 and the Average DOM decreased from 15 to 13. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,292 sales this month, 91.2% (1,178) were on the market for 30 days or less and 96.5% (1,246) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$296 to \$306. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).