

September 2021 Statistics – Sacramento Housing Market – Single Family Homes

Uptick in sales volume, median sales price dips

September closed with 1,594 sales, a .9% increase from August (1,579). Compared to one year ago (1,695), the current figure is down 6%. Of the 1,594 sales this month, 200 (12.5%) used cash financing, 1,088 (68.3%) used conventional, 202 (12.7%) used FHA, 65 (4.1%) used VA and 39 (2.4%) used Other† types of financing.

Market Snapshot - September 2021					
	Sep-21	Aug-21	Change	Sep-20	Change (from '20)
Sales	1,594	1,579	0.9%	1,695	-6.0%
Median Sales Price	\$505,000	\$515,000	-1.9%	\$438,000	15.3%
Active Inventory	1,516	1,527	-0.7%	1,257	20.6%
Median DOM	8	7	14.3%	6	33.3%
Avg. Price/SqFt	\$331	\$334	-0.9%	\$278	19.1%

The median sales price decreased 1.9% from \$515,000 to \$505,000. This figure is up 20.6% from September 2020 (\$438,000).

The Active Listing Inventory decreased .7% from August to September, from 1,527 units to 1,516 units. Compared with

September 2020 (1,257), inventory is up 20.6%. The Months of Inventory remained at 1 Month. 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	4	1	4.0
\$200,000 - \$249,999	3	4	0.8
\$250,000 - \$299,999	19	20	1.0
\$300,000 - \$349,999	71	57	1.2
\$350,000 - \$399,999	155	141	1.1
\$400,000 - \$449,999	203	244	0.8
\$450,000 - \$499,999	185	233	0.8
\$500,000 - \$749,000	583	660	0.9
\$750,000 - \$999,999	186	157	1.2
\$1,000,000 and over	117	62	1.9
Total:	1,526	1,579	Total: 1.0

The Median DOM (days on market) increased from 7 to 8 and the Average DOM remained at 15. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,594 sales this month, 87.5% (1,395) were on the market for 30 days or less and 96.9% (1,545) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$334 to \$331. See all statistical reports compiled by the [Sacramento Association of REALTORS®](http://www.sacramento-realtors.com).

Tony Vicari, Director of Communications

tvicari@sacrealtor.org

916-437-1205