

December 2021 Statistics – Sacramento Housing Market – Single Family Homes

Total Sales for 2021 Up 6% Over 2020

December closed with 1,406 sales, a 2.4% decrease from November (1,440). Compared to one year ago (1,517), the current figure is down 7.3%. Of the 1,406 sales this month, 175 (12.4%) used cash financing, 953 (67.8%) used conventional, 176 (12.5%) used FHA, 67 (4.8%) used VA and 35 (2.5%) used Other† types of financing. The total number of sales for the year is up 5.9% year over year. There were 17,389 sales for 2021 compared to 16,421 total sales for 2020.

Market Snapshot - December 2021					
	Dec-21	Nov-21	Change	Dec-20	Change (from '20)
Sales	1,406	1,445	-2.7%	1,528	-8.0%
Median Sales Price	\$512,013	\$515,000	-0.6%	\$444,500	15.2%
Active Inventory	726	995	-27.0%	735	-1.2%
Median DOM	9	9	0.0%	7	28.6%
Avg. Price/SqFt	\$338	\$336	0.5%	\$286	18.2%

The median sales price decreased slightly from \$515,000 to \$512,013. This figure is up 15.2% from December 2020 (\$444,500). **The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.**

The Active Listing Inventory decreased 27% from November to December, from 995 units to 726 units. Compared with December 2020 (735), inventory is down 1.2%. The Months of Inventory stands at .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	4	4	1.0
\$200,000 - \$249,999	5	4	1.3
\$250,000 - \$299,999	9	18	0.5
\$300,000 - \$349,999	30	69	0.4
\$350,000 - \$399,999	59	138	0.4
\$400,000 - \$449,999	76	225	0.3
\$450,000 - \$499,999	85	183	0.5
\$500,000 - \$749,000	278	582	0.5
\$750,000 - \$999,999	118	129	0.9
\$1,000,000 and over	62	54	1.1
Total:	726	1,406	Total: 0.5

The Median DOM (days on market) remained at 9 and the Average DOM increased from 18 to 20. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,406 sales this month, 80% (1,129) were on the market for 30 days or less and 93.2% (1,310) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$336 to \$338. See all statistical reports compiled by the [Sacramento Association of REALTORS®](https://www.sacramento-realtors.com).

Tony Vicari, Director of Communications

tvicari@sacrealtor.org

916-437-1205