

GREATER SACRAMENTO MARKET UPDATE



APRIL 2025



PROPERTIES FOR SALE

3,836



TREND

PROPERTIES SOLD

1,622



TREND

AVERAGE HOME PRICE

\$677K



TREND

2025 RESALE HOME MARKET STRONGLY MIRRORS 2024

Closed units year-to-date are nearly identical year-over-year on April 30th

(SACRAMENTO, CA) – Resale housing metrics in April showed evidence that current sales are nearly identical to last year, though the market remains stable and steady across the Greater Sacramento region. New pending sales in April, however, were 8 percent higher than those of March and marked the fourth straight month of more elevated sales activity.

New listings entering the market also increased steadily over the past 4 months, with a notable 19 percent lift in April versus March. Movement in these key market levers left standing inventory 50 percent higher at month-end compared to April of last year.

“Buyers appear to be cautious regarding the national economy and perhaps still hopeful that mortgage interest rates will eventually decline,” says Pat Shea, President of Windermere Signature Properties. “The number of new listings entering the market is clearly outpacing new pending sales, and consequently, there is a significant increase in standing inventory. Even though buyer activity is quite similar to last year, a greater number of sellers are surfacing in an effort

to make their next move. Consequently, there are approximately 2.5 months of supply available based upon the rate of new pending sales compared to 1.5 months last year at this time.”

Other data points support the idea that there is continued stability in the resale housing market. Specifically, the number of days on the market for homes that closed escrow in April was 34 and marked the third straight month of improvement. Even though 34 was 6 days longer than April of 2024, the variance is inconsequential, and the time frame is considered quite good. Sellers in April also received on average 99 percent of their original list price. This metric has been quite consistent for the past three months. The median sales price of \$606,000 and average sold price of \$677,000 in April both reflect numbers approximately 2 to 3 percent higher than last year at this time.

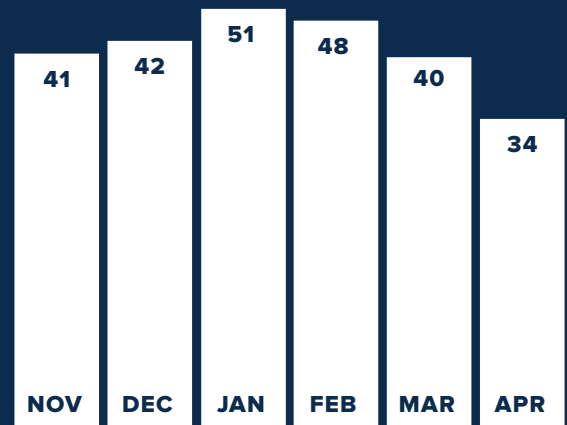
Thus far in mid-May, new listings, new sales, and closed sales are all tracking slightly lower than those of mid-April. This indicates that the spring bloom and



typical market momentum may not be quite ready to take off just yet. The upper end, or homes over \$1,000,000, is, however, showing some enthusiasm with approximately 7 percent more closed sales at mid-month compared to last May. New open escrows at mid-May are currently 23 percent greater than those at mid-April, strongly suggesting sales remain healthy in the upper-end.

“Greater Sacramento experienced a once-in-a-lifetime, record-setting period of home sales and price acceleration from the summer of 2020 until spring of 2022,” says Shea. “Subsequently, the Federal Reserve Bank took very aggressive actions in their effort to curb inflation, which has pushed the volume of home sales well below normal for the past 3 years. Many potential buyers and sellers are still waiting on the sidelines, yearning for mortgage interest rates to recede so that they can more easily get busy with their life plans. Home prices have already rebounded and will continue to steadily move upward in Greater Sacramento, and that is the tradeoff. Historically speaking, mortgage interest rates still fall below the 50-year average, and thus, it may be best to purchase now and refinance if rates improve. Spring and summer are always the best time of year to make your move.”

AVERAGE DAYS ON MARKET (PAST 6 MONTHS)



INVENTORY BY VALUE

2.2 MONTH SUPPLY
HOMES BELOW \$1M

4.2 MONTH SUPPLY
HOMES ABOVE \$1M

This market information was presented by Windermere Signature Properties based upon data provided by Trendgraphix Inc., a Sacramento-based reporting company.

ABOUT WINDERMERE REAL ESTATE Windermere Signature Properties, formerly known as Lyon Real Estate, has served the Greater Sacramento Region for over 79 years. Last year, the company closed over 3,300 transactions and nearly \$2 billion in sales volume. Windermere Signature Properties has over 650 agents in 14 offices located throughout the Sacramento region. The company is a member of the Leading Real Estate Companies of the World®, the largest network of premier locally branded firms, as well as LeadingRE's Luxury Portfolio International® program. Since 2015, Windermere Real Estate has contributed more than \$1,525,865 to local nonprofits throughout the Sacramento region.

ABOUT TRENDGRAPHIX, INC. TrendGraphix, Inc. is a real estate data analytics company based in Sacramento that uses local Multiple Listing Service (MLS) data. TrendGraphix provides highly visual performance and market statistical graphs to real estate brokers, agents, and MLS/Realtor associations across the country. TrendGraphix's programs are currently used by tens of thousands of brokers and agents in more than 300 brokerages across the nation. For more information about TrendGraphix, visit www.trendgraphix.com.