

Greater Sacramento Market Update



AUGUST 2025

COULD HOME SALES SEE A RUN THIS FALL?

New open escrows have gained some action over the past six weeks.

TREND
4,603
HOMES FOR SALE

TREND
1,576
HOMES SOLD

TREND
\$678K
AVERAGE SOLD PRICE

(SACRAMENTO, CA) – Year to date closed home sales across the Greater Sacramento region at mid-September rest at a rather disappointing 1.5 percent lower than those of last year. New open escrows year-to-date are remarkably even with 2024; however, could more activity be on the horizon? New open escrows posted in August alone came in at 1,758, which represents a 7 percent increase over those of last year. September's new open escrows at mid-month are currently tracking 3 percent above the same two weeks in 2024. This slight market movement, along with downward-trending mortgage interest rates, suggests that a stronger fourth quarter may be on the horizon for 2025, compared to the flat pattern experienced over the past three years.

On the other end of the scale, the resale housing supply stood at 4,603 properties available for sale as of August 31st. That figure represented a welcome 27 percent increase versus August of last year. Looking further back, however, the current level of inventory still remains somewhat lower than the 5,701 homes available in pre-pandemic 2019. That is always recognized to be a more “normal” or benchmark year.

“The move-up and upper-end price points remain consistent and somewhat more active than recent years and reveal a bit more buyer enthusiasm as mortgage interest rates have started to ease,” says Pat Shea, President and CEO of Windermere Signature Properties. He added that “the \$500,000 to \$1,000,000 price range saw a nearly identical number of new open escrows for June, July, and August in both 2025 and 2024. At mid-September, new sales are currently tracking 4 percent higher than those of mid-August. Homes priced above \$1,000,000, saw a 20 percent increase in new open escrows in August 2025 versus those of last year. New sales at mid-month September thus far are noteworthy, 31 percent higher than those of mid-August. These remain somewhat modest but nonetheless good signs that the fall market has potential.”

The average closed sale price of \$694,000 for the past 3 months and the median price of \$603,000 were both less than two percent higher than those metrics from the same time period last year. The market typically experiences a significant level of sales price softening in late fall and winter, but right now appears to remain steadier. Homes that successfully closed escrow during the month of August entered contract at an average of 44 days from list date and received an average of 96 percent of their original list price. These are definitely softer metrics than seen in our hotter market runs, yet both are deemed quite normal for a balanced market.

“August has traditionally been a softer sales month due to summer vacations and back-to-school priorities,” says Shea. “This year could be different. Buyers and sellers alike have been anticipating and are now seeing a downward trend in mortgage interest rates after the rapid and steep increases experienced over the past few years. The good news is that now there is much more available inventory and new listings are regularly coming to market. The Greater Sacramento market enjoys a healthier balance as there are still approximately 3 months of housing supply based upon the current rate of sales. We are in the process of seeing listing and sales numbers slowly work their way back to 2019 levels as mortgage interest rates are clearly starting to fall backward.”

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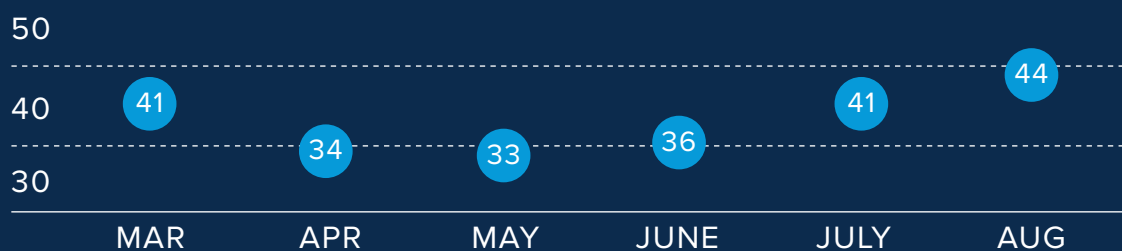
INVENTORY BY VALUE

2.7
MONTH SUPPLY
HOMES BELOW \$1M



4.5
MONTH SUPPLY
HOMES ABOVE \$1M

AVERAGE DAYS ON MARKET



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.