

Greater Sacramento Market Update



APRIL 2026

RESIDENTIAL SALES REMAIN WELL BELOW NORMAL

The upper-end, however, is flourishing.

TREND
3,762
HOMES FOR SALE

TREND
1,729
HOMES SOLD

TREND
\$687K
AVERAGE SOLD PRICE

(SACRAMENTO, CA) – Home sales in the Greater Sacramento resale housing market sector have once again remained sluggish thus far this year through April. Year-to-date closed sales appear nearly identical to the prior 3 years at this time, and people are wondering if this is the new normal.

“The very short answer is no,” says Pat Shea, President of Windermere Signature Properties. “We can dispense with all the over-discussed reasons for this protracted anemic market cycle. The bottom line is that our 4-county region averaged 5,401 closed transactions through the month of April over the past 4 years. For the 10 years prior, the average was 7,780.”

Though the market remains slower than “normal,” it remains predictably stable and steady all across the Greater Sacramento region. New pending sales in April specifically were 8 percent higher than those of last year and 9.5 percent higher for the past 3 months, year over year.

The number of new listings entering the market is barely keeping pace with new pending sales, and consequently there remains a lighter-than-optimal level of standing inventory. Even though buyer activity is quite similar to last year, just enough sellers are returning to the market despite the proverbial “low mortgage rate lock-in effect.” Currently, there are approximately 2 months of supply available based on the rate of new pending sales. That remains quite modest if a jump in sales were to occur. A balanced market today would see a number more in the range of 3 to 4 months of supply.

The number of days on the market for homes that closed escrow in April was 36. Sellers who successfully closed escrow in April received, on average, 99 percent of their original list price. Those metrics are excellent outcomes for sellers per historical averages. The average sold price of \$687,000 in April reflected a 2 percent increase over last year. The median sales price of \$600,000 was dead-even with that of March and less than a 1 percent drop from April of 2025. These metrics all demonstrate more evidence of persistent market stability.

Thus far in mid-May, new listings and closed sales are all tracking slightly lower than those of mid-April. Yet, new pending sales are up 11 percent month-to-date versus April and 8 percent compared to last May at mid-month. This once again looks very familiar when compared to market behavior over the past 3 years.

The upper-end homes over \$1,000,000, is flourishing after approximately 13 percent more closed sales and 17 percent more new pending sales were posted last month compared to April of 2025. Year-to-

date upper-end closed sales are 7 percent greater than last year at mid-May. “The data reflects that the Greater Sacramento residential resale housing market has performed at a rate that is 30 percent below normal per historical averages for over 3 years,” says Shea. “This cycle is evident across the country, even though many key economic metrics indicate a higher number of sales should be in order. The geopolitical landscape and macro-economic consequences, specifically the pressure on energy prices that affect all business and consumer prices, hold the key. Once these matters are resolved and economic relief hits Main Street, you can expect a significant boost in market activity. The financial markets are hovering near record highs, mortgage interest rates are good enough, employment numbers are good enough, etc. The pent-up demand is palpable and growing. Markets, however, are always driven by consumer expectations, and right now, we remain in uncertainty mode. This too shall pass, however, so stay tuned and maybe even buckle up.”

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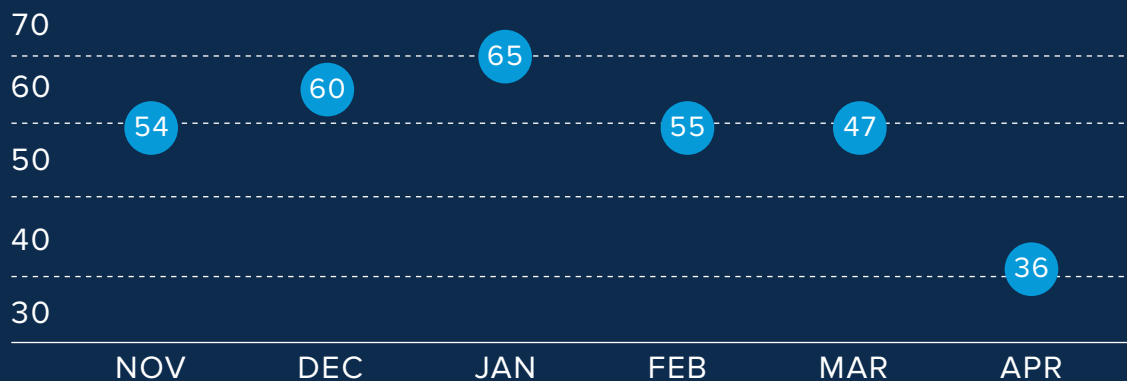
INVENTORY BY VALUE

2.0
MONTH SUPPLY
HOMES BELOW \$1M



3.6
MONTH SUPPLY
HOMES ABOVE \$1M

AVERAGE DAYS ON MARKET



This market information was presented by Windermere Signature Properties based on 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 80 years. Last year, the company closed over 2,800 transactions and nearly \$1.75 billion in sales volume. Windermere Signature Properties has over 550 agents in 13 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 \$1,622,565 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.