Greater Sacramento Market Update

Windermere
REAL ESTATE

JUNE 2026

A HEALTHIER BALANCE RETURNS TO THE SACRAMENTO MARKET

Inventory has risen nearly 57% since January as buyers gain more choices while home values remain stable.

TREND ▲	TREND ▼	TREND ▼
4,342	**1,881**	**$684K**
HOMES FOR SALE	HOMES SOLD	AVERAGE SOLD PRICE

(SACRAMENTO, CA) – The Greater Sacramento housing market continues its transition toward a healthier, more balanced market, giving buyers more opportunities while home values remain resilient. Inventory has grown 56.6% since January, providing the largest selection of homes buyers have seen all year and creating a more balanced environment for both buyers and sellers.

Nationally, the labor market is beginning to cool. The U.S. unemployment rate currently stands at 4.2%, while June hiring slowed dramatically, with just 57,000 new jobs added—well below expectations. While the labor market remains fundamentally healthy, slower job growth has contributed to a more measured approach from both buyers and sellers, reinforcing the balanced conditions we're seeing locally.

That same cautious optimism is evident throughout the Greater Sacramento housing market.

There were 4,342 homes available for sale across the region in June—the highest inventory level this year and nearly 1,600 more homes than were available in January. At the same time, 1,881 homes sold, demonstrating that buyers remain active. They're simply taking more time, comparing more options, and negotiating more carefully before making a purchase.

Despite the significant increase in listings, the market has maintained a steady 2.3 months of inventory, remaining remarkably consistent since January. This is an encouraging sign that buyer demand continues to keep pace with the growing number of homes for sale, resulting in a market that is becoming healthier and more balanced rather than oversupplied.

"The market is becoming more balanced, and that's good news for everyone. Buyers have more opportunities than they've had in years, while sellers continue to see strong results when their homes are priced competitively and marketed effectively. Today's market hasn't become more difficult—it has become more strategic."

— Erin Nelson, Branch Manager, Windermere Signature Properties | El Dorado Hills & Folsom

Homes averaged 36 days on market, remaining virtually unchanged from April and only slightly higher than May. This reinforces that well-priced, well-prepared homes continue to attract buyers and sell at a healthy pace.

Even as buyers gain more negotiating power and inventory continues to grow, home values have remained stable. The average sold price was $684,000 in June, reinforcing that the Greater Sacramento market continues to provide a solid foundation for both buyers and sellers despite changing market conditions.

Today's market isn't defined by rapid appreciation or bidding wars. Instead, it's characterized by stability. Buyers now have more leverage, sellers continue to achieve strong values, and the market is settling into a healthier, more sustainable rhythm.

While global events continue to create economic uncertainty, the Greater Sacramento housing market has remained resilient. Buyers have more choices than they've had in years, sellers continue to benefit from stable home values, and the market is becoming increasingly balanced. If mortgage rates begin to ease and consumer confidence improves, today's market could provide the foundation for renewed momentum during the second half of the year.

---

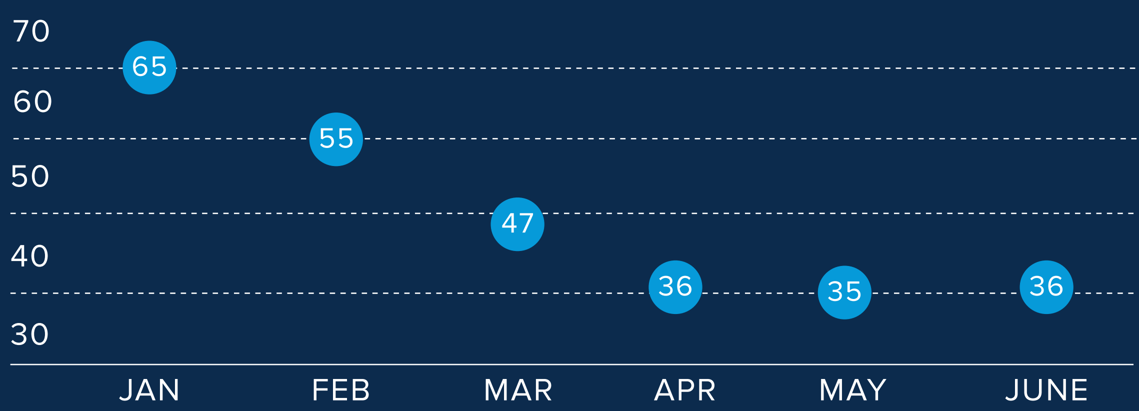
visit our blog at windermerecalocal.com

INVENTORY BY VALUE

2.1
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 80 years. In 2025, the company closed over 2,800 transactions and $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.