Greater Sacramento Market Update

Windermere
REAL ESTATE

JULY 2026

MORE CHOICE. MORE TIME. A MORE STRATEGIC FALL MARKET.

Inventory reaches another 2026 high as Greater Sacramento transitions out of the summer selling season.

TREND ▲	TREND ▼	TREND ▲
4,533	**1,785**	**$698K**
HOMES FOR SALE	HOMES SOLD	AVERAGE SOLD PRICE

(SACRAMENTO, CA) – As summer begins to wind down, the Greater Sacramento housing market is entering a new phase. Buyers have more homes to choose from, properties are taking a little longer to sell, and sellers are facing more competition for buyer attention. Yet despite these changing conditions, home values continue to demonstrate resilience.

There were 4,533 homes for sale in July, up 4.4% from June and marking another inventory high for 2026. At the same time, 1,785 homes closed escrow, down 8.7% from June's revised 1,955 sales. However, year-over-year activity tells an interesting story. In July 2025, 1,780 homes sold—nearly identical to this July—even though 4,723 homes were available for sale. With sales holding steady despite fewer homes on the market than a year ago, buyer demand remains present. What has changed is the pace: buyers have more time to evaluate their options, compare value, and make thoughtful decisions before moving forward.

That shift can also be seen in how long homes are taking to sell. Average days on market increased to 40 days in July, compared with 36 days in June. While that represents a modest slowdown from the height of the spring and early summer selling season, it remains well below the 65-day average recorded in January. The first half of the year saw marketing times improve considerably, and July's increase suggests the market is now beginning its typical transition toward fall.

For buyers, this environment creates opportunity. More inventory means greater selection and potentially more room to negotiate on price, repairs, closing costs, or other terms. Instead of competing for a limited number of homes, buyers can be more selective about location, condition, amenities, and overall value.

"Sellers need to be prepared for their home to take a little longer to sell. At 40 days on market, we're seeing a more patient buyer who has the ability to compare homes and make thoughtful decisions. That doesn't mean demand has disappeared—July sales were nearly identical to last year. It means sellers need to set realistic expectations, remain patient, and trust the strategy. The right buyer may not come in the first weekend, but homes that are priced appropriately, presented well, and marketed effectively are still selling."

— Susie Pierce, Fair Oaks Branch Manager, Windermere Signature Properties

For sellers, the market has not necessarily become more difficult—it has become more strategic. As buyers gain choices, simply putting a home on the market is no longer enough. Homes that are priced appropriately, prepared thoughtfully, presented exceptionally, and marketed effectively will be better positioned to capture buyer attention as we move into fall. That continues the trend identified in June, when growing inventory was creating a more balanced market rather than an oversupplied one.

One of July's most encouraging indicators is the continued strength of home values. The average sold price increased to $698,000, compared with $684,000 in June. June's report similarly found that values remained stable even as buyers gained more negotiating power and inventory expanded.

WHAT COULD FALL BRING?

As the summer selling season begins to wind down, Greater Sacramento appears to be entering fall with a familiar seasonal shift. Homes are taking a little longer to sell, buyers have more choices, and sellers are competing for attention—but demand remains remarkably consistent with last year.

Mortgage rates continue to hover in the mid-to-upper 6% range, with no significant movement in either direction. While affordability remains an important consideration, buyers who are active in today's market have had time to adjust to the current rate environment and are increasingly focused on finding the right home, at the right price, with terms that make sense for them.

That could make fall an interesting window of opportunity for buyers. With inventory at its highest level of the year and homes spending more time on the market, buyers have greater selection, more time to make decisions, and potentially more negotiating flexibility than they experienced during the height of the spring selling season.

For sellers, those same conditions require patience and realistic expectations. Buyers are still making moves, but they are more selective and have more options. Homes may take longer to sell, making accurate pricing, strong presentation, and effective marketing increasingly important.

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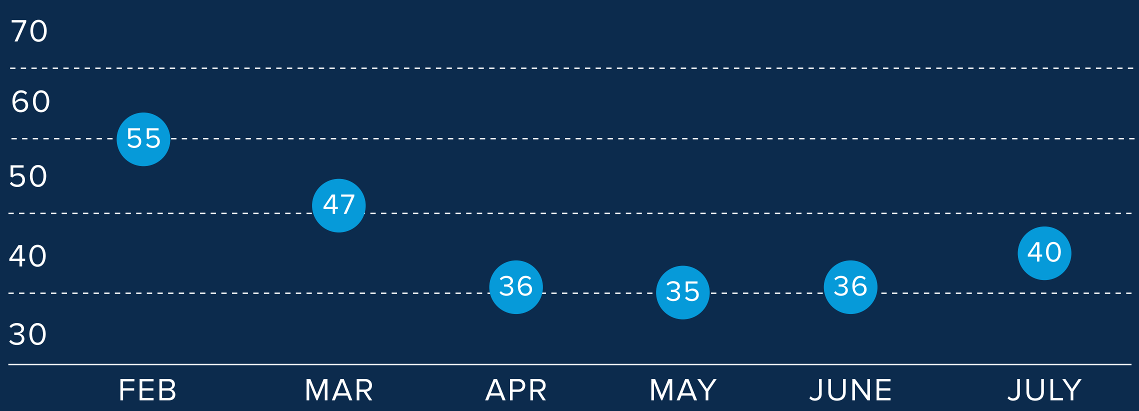
INVENTORY BY VALUE

2.4
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.