Greater Sacramento Market Update

Windermere REAL ESTATE

AUGUST 2026

SUMMER COOLS, BUT THE MARKET REMAINS STEADY HEADING INTO FALL

More choice, a measured pace and resilient home values define Greater Sacramento's transition into the fall market.

TREND	TREND	TREND
4,425	**1,603**	**$689K**
HOMES FOR SALE	HOMES SOLD	AVERAGE SOLD PRICE

(SACRAMENTO, CA) – As summer winds down, the Greater Sacramento housing market is settling into a slower, more deliberate rhythm—but the numbers point to stability rather than a significant shift in direction. Buyers have more time to make decisions, sellers are competing more intentionally for attention, and home values have remained remarkably resilient.

Inventory built steadily through the early summer, rising from 4,342 homes for sale in June to 4,533 in July. By August, inventory settled slightly to 4,425 homes, while 1,603 homes closed escrow.

Looking at August year over year provides important perspective. In August 2025, there were 4,603 homes for sale and 1,640 closed sales. That means this August had approximately 4% fewer homes for sale and just 2% fewer sales. Homes also moved slightly faster, averaging 42 days on market compared with 45 days last August. With 2.8 months of inventory, buyers have more breathing room than they did during the spring and early summer, but the overall pace of the market remains remarkably similar to one year ago.

The bigger story emerges when we look further back.

In August 2019, before the pandemic reshaped the housing market, Greater Sacramento had 5,701 homes for sale and 2,545 closed sales. Compared with that market, August 2026 had approximately 22% fewer homes available and 37% fewer sales. The market today isn't simply experiencing a seasonal slowdown—it is operating at a significantly lower overall volume than it did before the pandemic.

And yet, despite fewer transactions and a more selective buyer, home values have remained remarkably steady.

The average sold price landed at $689,000 in August, following $698,000 in July and $684,000 in June. That relatively narrow range is significant. As inventory increased and buyers gained more negotiating power throughout the summer, prices did not experience a corresponding decline. Instead, home values have demonstrated resilience as the market has moved toward greater balance.

September is beginning with much of the same story. At mid-month, approximately 4,490 homes are available for sale and 501 homes have already closed escrow. While September is still unfolding, current inventory suggests buyers will continue to have meaningful selection as the traditional fall market gets underway.

For buyers, that creates opportunity. More available homes and longer marketing times mean more time to compare properties and potentially negotiate on price, repairs, closing costs or other terms. The urgency that defined recent housing markets has eased, allowing buyers to focus more carefully on finding the right home, at the right value.

For sellers, the fall market calls for strategy rather than urgency. Homes averaged 42 days on market in August, making accurate pricing, thoughtful preparation, strong presentation and effective marketing increasingly important. Buyers are still buying, but with more time and choice, sellers need to give them a compelling reason to choose their home.

The bigger picture heading into fall is not a market that has stopped—it's a market that has settled into a new pace. Transaction volume remains well below pre-pandemic norms, but conditions are remarkably consistent with where they were one year ago, and home values continue to hold steady. For buyers and sellers willing to adjust their expectations and strategy, Greater Sacramento's fall market continues to offer opportunity on both sides of the transaction.

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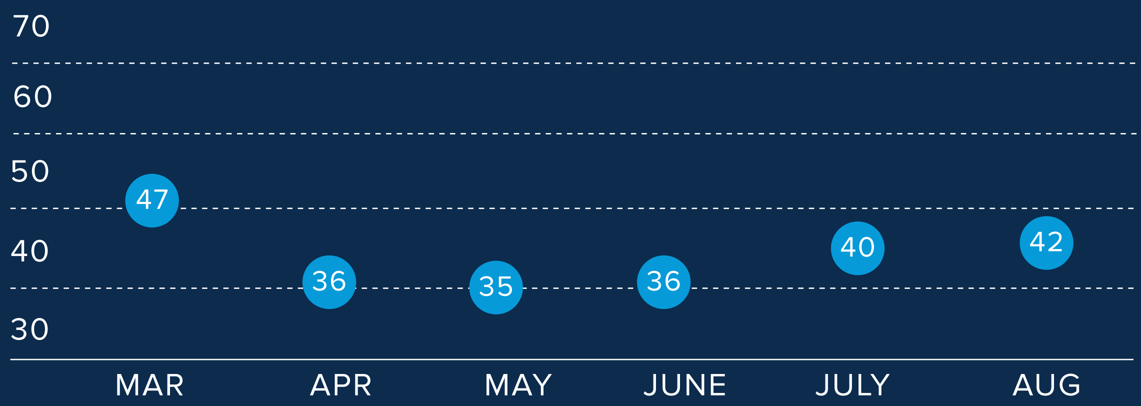
INVENTORY BY VALUE

2.6 MONTH SUPPLY HOMES BELOW $1M

3.7 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.