

Greater Sacramento Market Update



SEPTEMBER 2026

More Homes, Fewer Sales, Yet Prices Hold Strong in Sacramento's Fall Market

September's housing numbers reveal a surprising contrast as inventory climbs, sales slow, and home values remain resilient.

▲
TREND
4,534
HOMES FOR SALE

▼
TREND
1,559
HOMES SOLD

▼
TREND
\$685K
AVERAGE SOLD PRICE

(SACRAMENTO, CA) – More homes are available, fewer are selling, yet prices remain higher than they were a year ago. Greater Sacramento's September housing market is revealing an interesting trend that challenges the assumption that slower sales automatically translate to falling home values.

September closed with 4,534 homes for sale, up 3.7% from September 2025 and marking the highest inventory level of 2026. Meanwhile, 1,559 homes closed escrow, down from 1,673 in August and 1,785 in July.

Despite fewer transactions, the average sold price reached \$685,000, a 1.3% increase over September 2025. Homes also spent an average of 39 days on the market, selling 7.1% faster than a year ago.

Together, these numbers paint a picture of a market where sales activity is moderating, but home values and buyer demand continue to demonstrate resilience.

MORE INVENTORY, MORE CHOICES, MORE SELECTIVE BUYERS

Greater Sacramento's housing inventory has grown considerably throughout 2026, shifting the dynamics between buyers and sellers.

In January, just 2,772 homes were available for sale. By September, that number had climbed nearly 64% to 4,534 homes, giving buyers significantly more options than they had at the beginning of the year.

With greater selection comes a more measured approach. Buyers have more opportunities to compare neighborhoods, evaluate properties, and make informed decisions without the urgency that defined previous markets.

Meanwhile, sales have followed a typical seasonal slowdown. September's 1,559 closings represented a 6.8% decline from August and a 12.7% decrease from July.

But slower sales don't necessarily signal weaker demand. Instead, the combination of increased inventory, affordability considerations, and seasonal shifts suggests buyers are becoming more deliberate about where and how they invest.

HOME PRICES TELL A DIFFERENT STORY

While transaction volume has declined, home values continue to demonstrate remarkable stability.

September's average sold price of \$685,000 was slightly below August's \$689,000 and July's \$695,000, yet remained 1.3% higher than September 2025.

This year-over-year increase offers important perspective. Even as inventory reaches new highs and buyers gain more negotiating flexibility, the market has not experienced a corresponding sharp decline in average sold prices.

Although conditions vary by neighborhood and price point, the broader trend suggests Greater Sacramento's housing market is adjusting to a more balanced environment rather than experiencing a significant downturn.

“A changing market doesn’t necessarily mean a difficult market. For buyers, more choices create opportunities to find the right home. For sellers, it means understanding buyer expectations and adjusting their strategy. While market conditions will always fluctuate, real estate decisions are personal and often driven by life changes and long-term goals. The key is to look beyond the headlines and make informed decisions based on what makes sense for you.”

— OB Jacobi, President, Windermere Signature Properties

OPPORTUNITY REMAINS ON BOTH SIDES OF THE MARKET

Despite fewer closed sales, homes continue to move at a relatively steady pace. September’s average of 39 days on market was 7.1% lower than a year ago and considerably below January’s 54-day average.

For buyers, more than 4,500 available homes means greater selection, additional time to explore options, and potential opportunities to negotiate.

For sellers, increased competition reinforces the importance of accurate pricing, thoughtful preparation, and effective marketing. With average sold prices still ahead of last year’s levels, well-positioned properties can continue to attract interest.

As Greater Sacramento enters the final months of 2026, the market is offering something valuable to both buyers and sellers: more options, greater flexibility, and opportunities for those who understand the changing landscape.

visit our blog at windermerecalocal.com

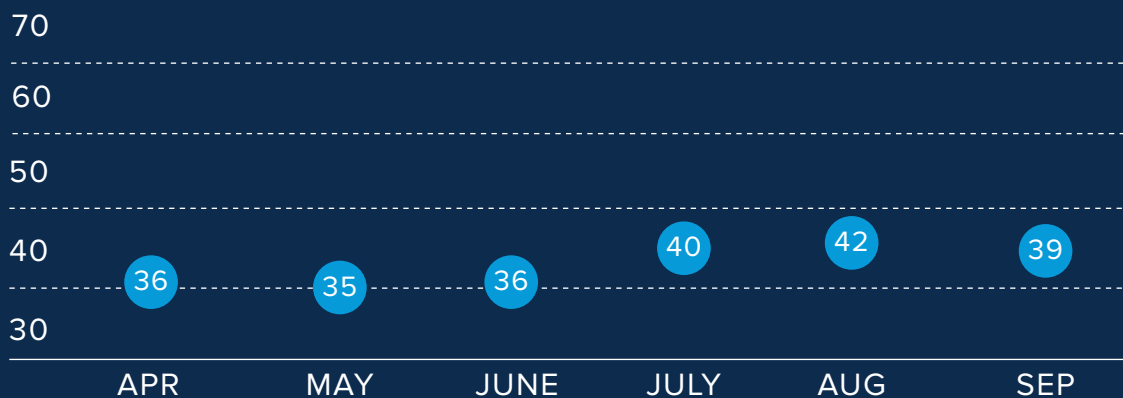
INVENTORY BY VALUE

2.8
MONTH SUPPLY
HOMES BELOW \$1M



3.9
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.