

## October 2019 Statistics – Sacramento Housing Market – Single Family Homes

### Sales volume jumps for October, prices remain flat

October saw a 10.6% increase in sales volume, jumping from 1,393 in September to 1,540 units this month. Compared to one year ago (1,438), the current figure is up 7.1%. Of the 1,540 sales this month, 194 (12.6%) used cash financing, 903 (58.6%) used conventional, 325 (21.1%) used FHA, 84 (5.5%) used VA and 34 (2.2%) used Other† types of financing.

Market Snapshot - October 2019					
	Oct-19	Sep-19	Change	Oct-18	Change (from '18)
<b>Sales</b>	1,540	1,393	10.6%	1,438	7.1%
<b>Median Sales Price</b>	\$385,000	\$386,000	-0.3%	\$360,000	6.9%
<b>Active Inventory</b>	2,301	2,457	-6.3%	3,060	-24.8%
<b>Median DOM</b>	14	12	16.7%	19	-26.3%
<b>Avg. Price/SqFt</b>	\$250	\$248	0.8%	\$240	4.2%

The median sales price decreased .3% for the month from \$386,000 to \$385,000. This figure is up 6.9% from Oct. 2018 (\$360,000). The Sacramento Association of REALTORS® recorded the highest median sales price in August 2005 at

\$392,750. The current figure is 1.9% below the record.

The Active Listing Inventory decreased from 2,457 to 2,301 units. The Months of Inventory decreased from 1.8 to 1.5 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart below reflects the Months of Inventory in each price range.

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$159,999	4	1	4.0
\$160,000 - \$179,999	4	3	1.3
\$180,000 - \$199,999	9	10	0.9
\$200,000 - \$249,999	86	66	1.3
\$250,000 - \$299,999	198	200	1.0
\$300,000 - \$349,999	321	281	1.1
\$350,000 - \$399,999	330	297	1.1
\$400,000 - \$449,999	264	219	1.2
\$450,000 - \$499,999	252	152	1.7
\$500,000 - \$549,000	149	75	2.0
\$550,000 - \$599,000	148	64	2.3
\$600,000 - \$649,999	84	42	2.0
\$650,000 - \$699,999	99	34	2.9
\$700,000 - \$749,999	44	15	2.9
\$750,000 - \$799,999	48	22	2.2
\$800,000 - \$999,000	114	41	2.8
\$1,000,000 and over	147	18	8.2
<b>Total:</b>	<b>2,301</b>	<b>1,540</b>	<b>Total: 1.5</b>

The Median DOM (days on market) increased from at 12 to 14 and the Average DOM increased from 25 to 28. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,540 sales this month, 71% (1,094) were on the market for 30 days or less and 86.6% (1,335) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold decreased from \$248.4 to \$249.6 from September to October.

See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).