

## March 2020 Statistics – Sacramento Housing Market – Single Family Homes

### Sacramento County median sales price reaches \$400k

March closed with 1,170 sales, up 15.4% from the 1,014 sales in February. Compared to one year ago (1,320), the current figure is an 11.4% drop. Of the 1,170 sales this month, 139 (11.9%) used cash financing, 717 (61.3%) used conventional, 223 (19.1%) used FHA, 65 (5.6%) used VA and 26 (2.2%) used Other† types of financing.

Market Snapshot - March 2020					
	Mar-20	Feb-20	Change	Mar-19	Change (from '19)
<b>Sales</b>	1,170	1,014	15.4%	1,320	-11.4%
<b>Median Sales Price</b>	\$400,000	\$397,750	0.6%	\$365,000	9.6%
<b>Active Inventory</b>	1,658	1,422	16.6%	1,883	-11.9%
<b>Median DOM</b>	8	10	-20.0%	18	-55.6%
<b>Avg. Price/SqFt</b>	\$260	\$255	2.0%	\$240	8.3%

The median sales price increased .6% for the month from \$397,750 to \$400,000. This figure is up 9.6% from Mar. 2019 (\$365,000). The current figure is the highest median sales price recorded by The Sacramento Association of REALTORS® for a single month.

Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$199,999	22	13	1.7
\$200,000 - \$249,999	53	38	1.4
\$250,000 - \$299,999	122	120	1.0
\$300,000 - \$349,999	186	203	0.9
\$350,000 - \$399,999	248	201	1.2
\$400,000 - \$449,999	206	171	1.2
\$450,000 - \$499,999	187	126	1.5
\$500,000 - \$749,000	409	247	1.7
\$750,000 - \$999,999	129	38	3.4
\$1,000,000 and over	96	13	7.4
<b>Total:</b>	<b>1,658</b>	<b>1,170</b>	<b>Total: 1.4</b>

The Active Listing Inventory increased 16.6% from February to March, from 1,422 units to 1,658 units. Compared with March 2019 (1,883), inventory is down 11.9%. The Months of Inventory remained at 1.4 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 to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) decreased from 10 to 8 and the Average DOM decreased from 29 to 26. “Days on market” represents the days between the initial listing of the home as

“active” and the day it goes “pending.” Of the 1,014 sales this month, 77.7% (909) were on the market for 30 days or less and 87.3% (1,021) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$255 to \$260 from February to March. See all statistical reports compiled by the Sacramento Association of REALTORS® [here](#).