

January 2021 Statistics – Sacramento Housing Market – Single Family Homes

January sales volume up 12% over 2020

January wrapped up with 1,054 sales, down 31% from the 1,528 sales in December. Compared to one year ago (944), the current figure is up 11.7%. Of the 1,054 sales this month, 104 (9.9%) used cash financing, 732 (69.4%) used conventional, 155 (14.7%) used FHA, 53 (5%) used VA and 10 (.9%) used Other† types of financing.

The median sales price increased .2% from \$444,500 to \$445,500. This figure is up 18.8% from January 2020 (\$375,000).

| Market Snapshot - January 2021 | | | | | |
|--------------------------------|-----------|-----------|--------|-----------|-------------------|
| | Jan-21 | Dec-20 | Change | Jan-20 | Change (from '20) |
| Sales | 1,054 | 1,528 | -31.0% | 944 | 11.7% |
| Median Sales Price | \$445,500 | \$444,500 | 0.2% | \$375,000 | 18.8% |
| Active Inventory | 719 | 735 | -2.2% | 1,325 | -45.7% |
| Median DOM | 7 | 7 | 0.0% | 17 | -58.8% |
| Avg. Price/SqFt | \$293 | \$286 | 2.4% | \$250 | 17.2% |

The Active Listing Inventory decreased from December to January, from 735 units to 719 units. Compared with January 2020 (1,409), inventory is down 49%. The Months of Inventory, however, increased from .5 Months to .7 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 - \$199,999 | 5 | 0 | N/A |
| \$200,000 - \$249,999 | 5 | 10 | 0.5 |
| \$250,000 - \$299,999 | 24 | 45 | 0.5 |
| \$300,000 - \$349,999 | 64 | 119 | 0.5 |
| \$350,000 - \$399,999 | 90 | 157 | 0.6 |
| \$400,000 - \$449,999 | 90 | 201 | 0.4 |
| \$450,000 - \$499,999 | 91 | 134 | 0.7 |
| \$500,000 - \$749,000 | 191 | 319 | 0.6 |
| \$750,000 - \$999,999 | 75 | 48 | 1.6 |
| \$1,000,000 and over | 84 | 21 | 4.0 |
| Total: | 719 | 1,054 | Total: 0.7 |

The Median DOM (days on market) remained at 7 and the Average DOM increased from 16 to 17. “Days on market” represents the days between the initial listing of the home as “active” and the day it goes “pending.” Of the 1,054 sales this month, 84.1% (886) were on the market for 30 days or less and 94% (990) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$286 to \$293. See all statistical reports compiled by the [Sacramento Association of REALTORS®](http://www.sacrealtor.org).