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MARKET SUMMARY

Sac-Pla-Eld Counties combined

Published September 2026*

PROPERTY TYPE	PRICE RANGE	SQ FT RANGE	BEDROOMS	FULL BATHS	HALF BATHS	YEAR BUILT
Income-Fourplex	Any	Any	Any	Any	Any	Any

MARKET ADVANTAGE

Buyer's market

> 6 months supply · closed-sales basis

6.5 mo
MONTHS OF INVENTORY

15.4%
ABSORPTION RATE

96.00%
SP / ORIG LP

September 2026 was a Buyer's market! The number of for sale listings was up ***8.3%*** from one year earlier and down ***9.3%*** from the previous month. The number of sold listings increased ***50%*** year over year and increased ***20%*** month over month. The number of under contract listings was down ***25%*** compared to previous month and up ***50%*** compared to previous year. The Months of Inventory based on Closed Sales was 6.5, down ***27.8%*** from the previous year.

The Average Sold Price per Square Footage was 0. The Median Sold Price decreased by ***2.6%*** from last month. The Average Sold Price also decreased by ***4.4%*** from last month. Based on the 6 month trend, the Average Sold Price trend was "Depreciating" and the Median Sold Price trend was "Depreciating".

The Average Days on Market showed a neutral trend, a decrease of ***7.7%*** compared to previous year. The ratio of Sold Price vs. Original List Price was 96%, an increase of ***5.5%*** compared to previous year.

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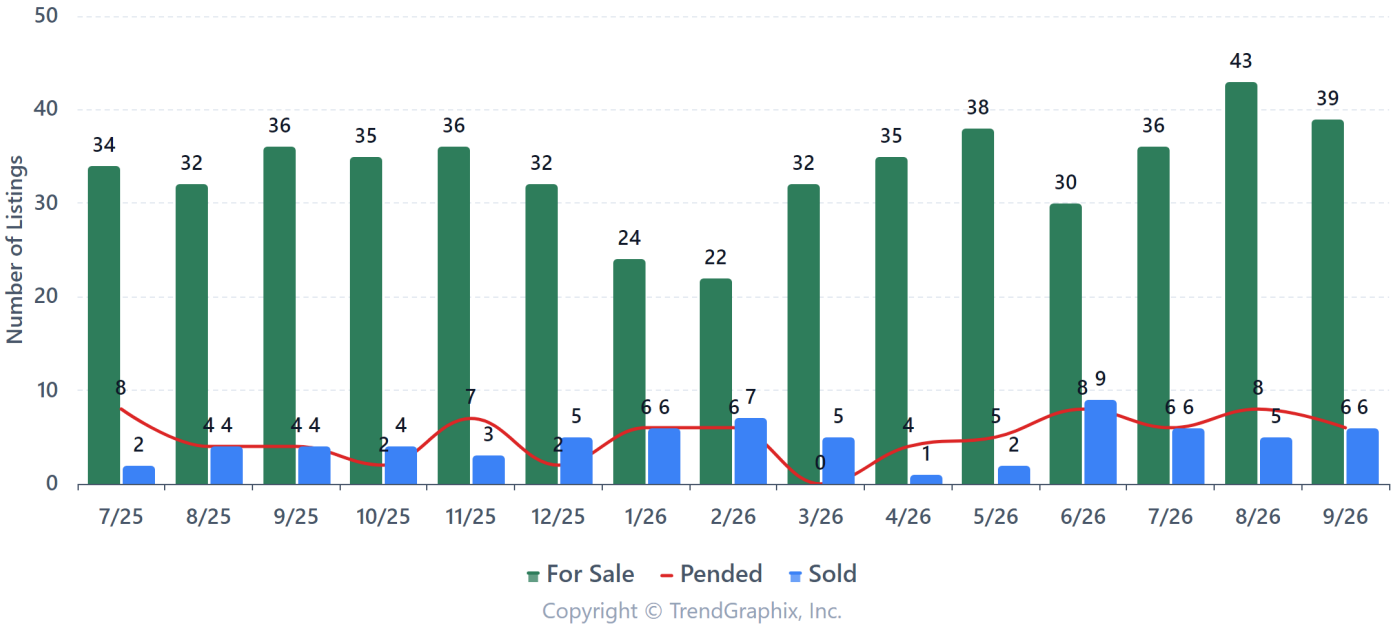
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For Sale vs. Sold



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It was a Buyer's Market

Property Sales (Sold)

September property sales were 6, up ***50%*** from 4 in September of 2025 and ***20%*** higher than the 5 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month was higher by 3 units of ***8.3%***. This year's bigger inventory means that buyers who waited to buy may have bigger selection to choose from. The number of current inventory was down ***9.3%*** compared to the previous month.

Property Under Contract (Pended)

There was a decrease of ***25%*** in the pended properties in September, with 6 properties versus 8 last month. This month's pended property sales were ***50%*** higher than at this time last year.

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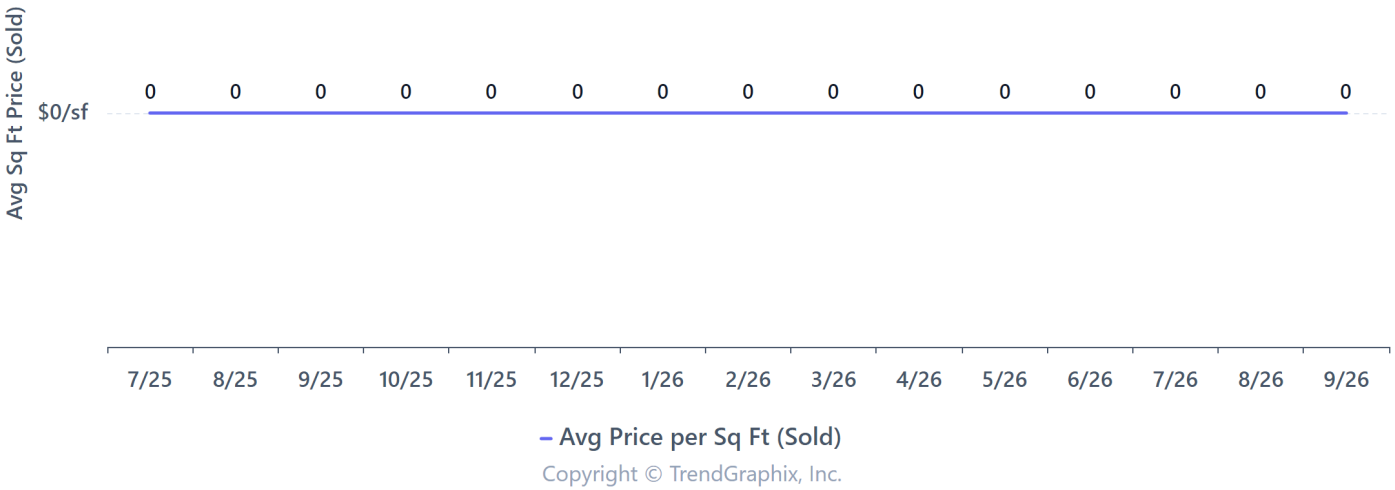
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Sold Price per Square Foot



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*The Average Sold Price per Square Footage was Neutral**

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The September 2026 Average Sold Price per Square Footage of $0.

* Based on 6 month trend – Appreciating/Depreciating/Neutral

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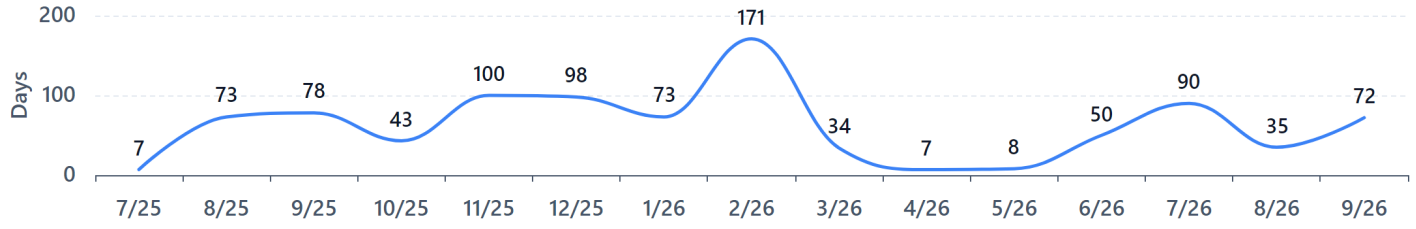
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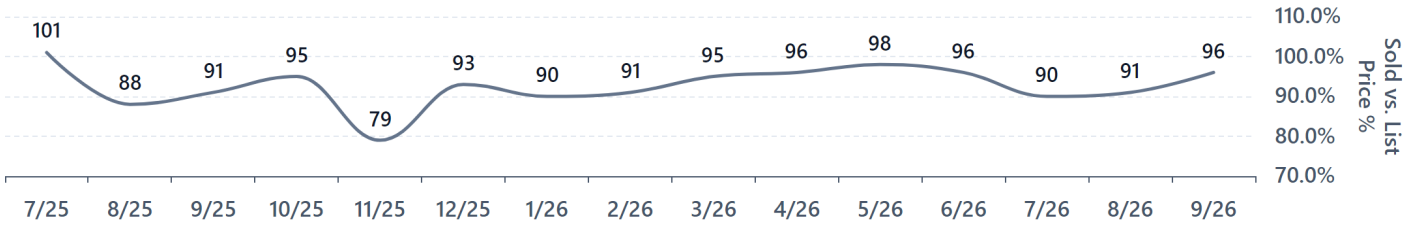
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Days on Market and Sold / Original List Price



– Avg Days on Market

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– Sold/Orig List Price Diff %

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*The Days on Market Showed Neutral Trend**

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for September 2026 was 72, up ***105.7%*** from 35 days last month and down ***7.7%*** from 78 days in September of last year.

*The Sold/Original List Price Ratio Remains Steady***

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. This month Sold Price vs. Original List Price of 96% was up ***5.5%*** % from last month and up from ***5.5%*** % in September of last year.

* Based on 6 month trend – Upward/Downward/Neutral
** Based on 6 month trend – Rising/Falling/Remains Steady

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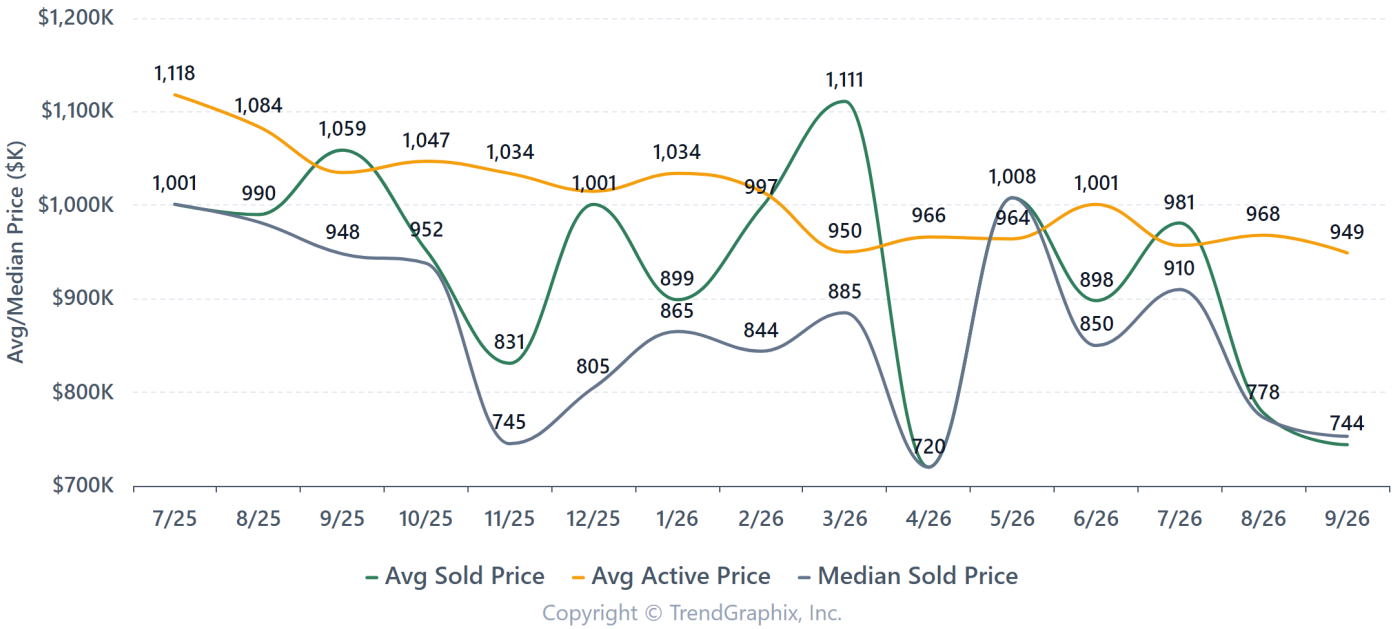
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Pricing



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*The Average For Sale Price was Depreciating**

The Average For Sale Price in September was $949,000, down ***8.3%*** from $1,035,000 in September of 2025 and down ***2%*** from $968,000 last month.

*The Average Sold Price was Depreciating**

The Average Sold Price in September was $744,000, down ***29.7%*** from $1,059,000 in September of 2025 and down ***4.4%*** from $778,000 last month.

*The Median Sold Price was Depreciating**

The Median Sold Price in September was $753,000, down ***20.6%*** from $948,000 in September of 2025 and down ***2.6%*** from $773,000 last month.

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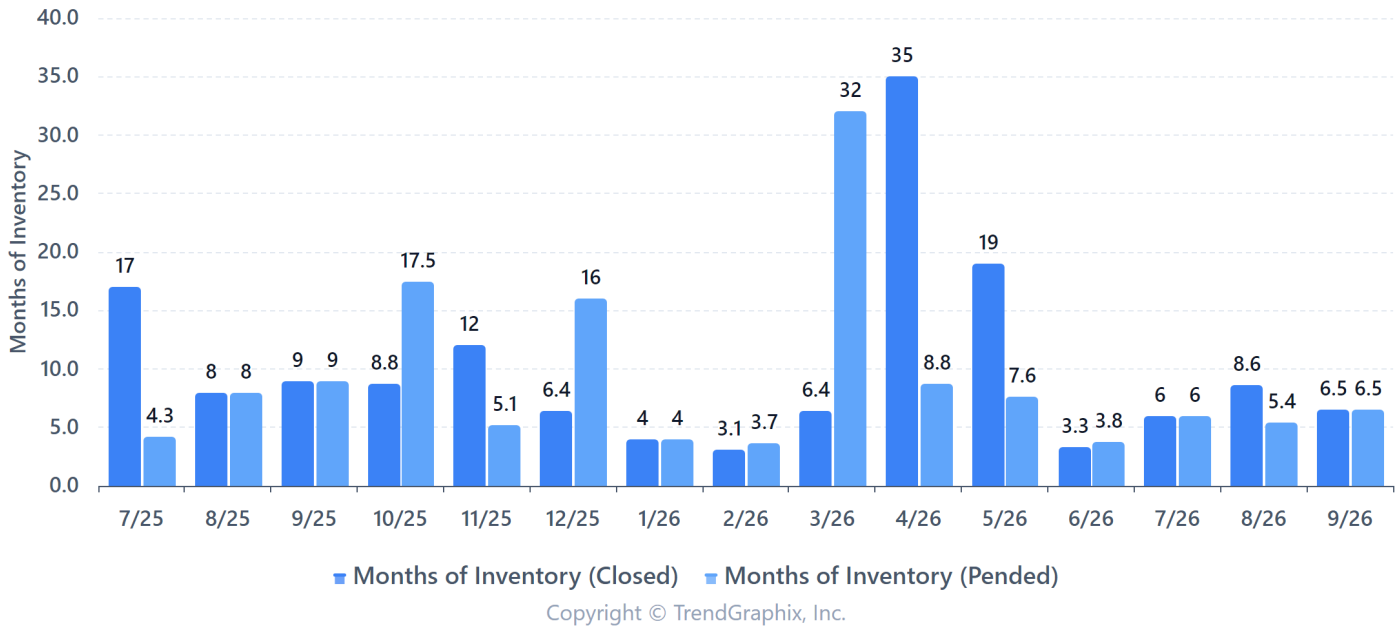
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Months of Inventory



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*It was a Buyer's Market**

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

*Buyer's market: more than 6 months of inventory
Seller's market: less than 3 months of inventory
Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The September 2026 Months of Inventory based on Closed Sales of 6.5 was decreased by ***27.8%*** compared to last year and down ***24.4%*** compared to last month. September 2026 was Buyer's market.

Months of Inventory based on Pended Sales

The September 2026 Months of Inventory based on Pended Sales of 6.5 was decreased by ***27.8%*** compared to last year and up ***20.5%*** compared to last month. September 2026 was Buyer's market.

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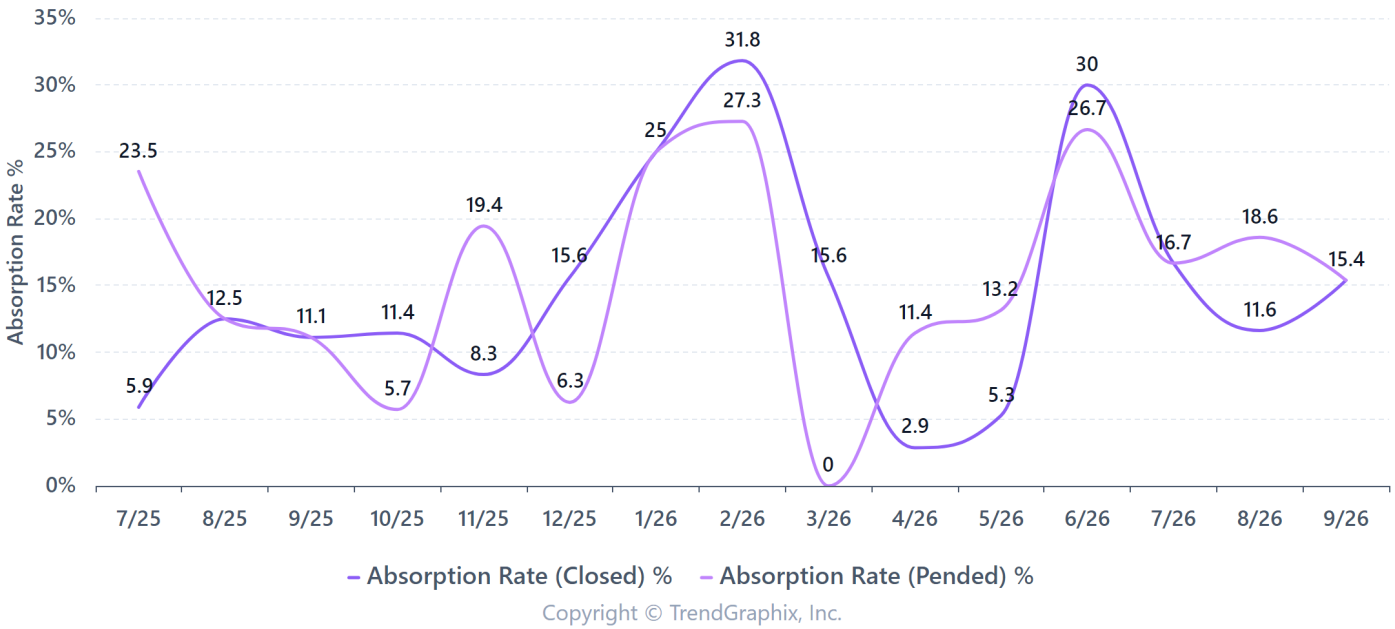
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Absorption Rate



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*It was a Buyer's Market**

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being absorbed each month.

*Buyer's market: 16.67% and below
Seller's market: 33.33% and above
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The September 2026 Absorption Rate based on Closed Sales of 15.4 was increased by ***38.7%*** compared to last year and up ***32.7%*** compared to last month.

Absorption Rate based on Pended Sales

The September 2026 Absorption Rate based on Pended Sales of 15.4 was increased by ***38.7%*** compared to last year and down ***17.2%*** compared to last month.

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