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DRE Number: 01934707

Sacramento Area Trend Report- 5+ units

Published: December 2025*

Property Types: Income-5 or More Units

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

December 2025 was a Buyer's market! The number of for sale listings was down **15.8%** from one year earlier and down **23.8%** from the previous month. The number of sold listings decreased **60%** year over year and decreased **33.3%** month over month. The number of under contract listings was up **133.3%** compared to previous month and up **133.3%** compared to previous year. The Months of Inventory based on Closed Sales was 16, up **110.5%** from the previous year.

The Average Sold Price per Square Footage was 0. The Median Sold Price increased by **100%** from last month. The Average Sold Price also increased by **27.2%** from last month. Based on the 6 month trend, the Average Sold Price trend was "Neutral" and the Median Sold Price trend was "Neutral".

The Average Days on Market showed a neutral trend, a decrease of **12.7%** compared to previous year. The ratio of Sold Price vs. Original List Price was 88%, was the same compared to previous year.



It was a Buyer's Market

Property Sales (Sold)

December property sales were 2, down **60%** from 5 in December of 2024 and **33.3%** lower than the 3 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month was lower by 6 units of **15.8%**. This year's smaller inventory means that buyers who waited to buy may have smaller selection to choose from. The number of current inventory was down **23.8%** compared to the previous month.

Property Under Contract (Pended)

There was an increase of **133.3%** in the pended properties in December, with 7 properties versus 3 last month. This month's pended property sales were **133.3%** higher than at this time last year.

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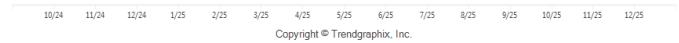
Year Built: 0 - No Limit

The Average Sold Price per Square Footage was Neutral*

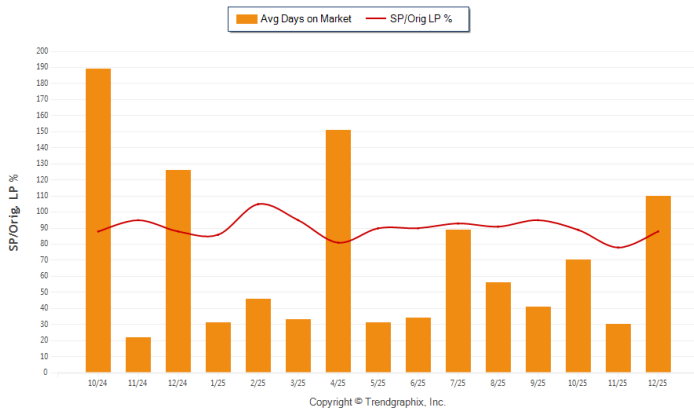
The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The December 2025 Average Sold Price per Square Footage of \$0.

Avg Price per SQFT (Sold)

Avg. Price per SQ. FT.



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



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 December 2025 was 110, up **266.7%** from 30 days last month and down **12.7%** from 126 days in December 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 88% was up **12.8%** from last month and the same as in December of last year.

* Based on 6 month trend – Upward/Downward/Neutral

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



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The Average For Sale Price was Appreciating*

The Average For Sale Price in December was \$2,969,000, up **54.7%** from \$1,919,000 in December of 2024 and up **21.2%** from \$2,450,000 last month.

The Average Sold Price was Neutral*

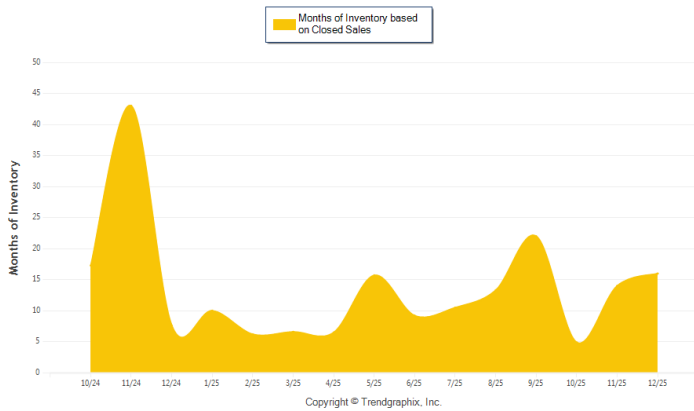
The Average Sold Price in December was \$1,650,000, up **10.8%** from \$1,489,000 in December of 2024 and up **27.2%** from \$1,297,000 last month.

The Median Sold Price was Neutral*

The Median Sold Price in December was \$1,650,000, up **10%** from \$1,500,000 in December of 2024 and up **100%** from \$825,000 last month.



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



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 December 2025 Months of Inventory based on Closed Sales of 16 was increased by **110.5%** compared to last year and up **14.3%** compared to last month. December 2025 was Buyer's market.

Months of Inventory based on Pended Sales

The December 2025 Months of Inventory based on Pended Sales of 4.6 was decreased by **63.9%** compared to last year and down **67.1%** compared to last month. December 2025 was Neutral market.



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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

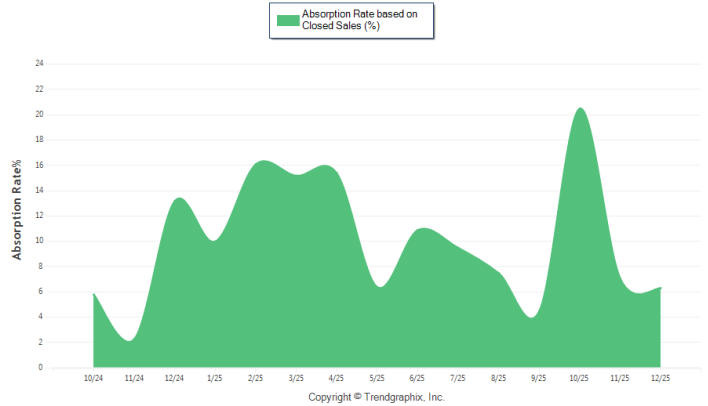
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The December 2025 Absorption Rate based on Closed Sales of 6.3 was decreased by **52.4%** compared to last year and down **11.2%** compared to last month.

Absorption Rate based on Pended Sales

The December 2025 Absorption Rate based on Pended Sales of 21.9 was increased by **177.3%** compared to last year and up **207.2%** compared to last month.



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