

Published: May 2025*

Property Types: Single Family Homes

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

April 2025 was a Seller's market! The number of for sale listings was up **47.2%** from the previous month. The number of sold listings increased **59.5%** month over month. The number of under contract listings was up **14.3%** compared to previous month. The Months of Inventory based on Closed Sales was 2.

The Average Sold Price per Square Footage was up **3.3%** compared to previous month. The Median Sold Price decreased by **4%** from last month. The Average Sold Price also decreased by **4.1%** 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 downward trend. The ratio of Sold Price vs. Original List Price was 100%.



It was a Seller's Market

Property Sales (Sold)

April property sales were 67, **59.5%** higher than the 42 sales last month.

Current Inventory (For Sale)

The total number of homes available this month was 131. The number of current inventory was up **47.2%** compared to the previous month.

Property Under Contract (Pended)

There was an increase of **14.3%** in the pended properties in April, with 64 properties versus 56 last month.

Folsom

Published: May 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

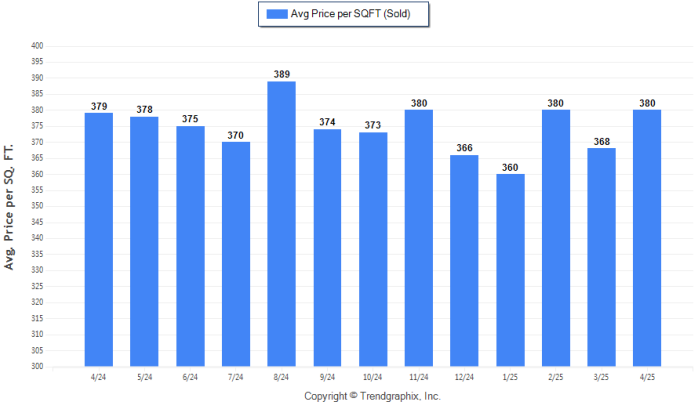
Half Baths: 0 - No Limit

Year Built: 0 - No Limit

The Average Sold Price per Square Footage was Appreciating*

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 April 2025 Average Sold Price per Square Footage of \$380 was up **3.3%** from \$368 last month.

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



The Days on Market Showed Downward Trend*

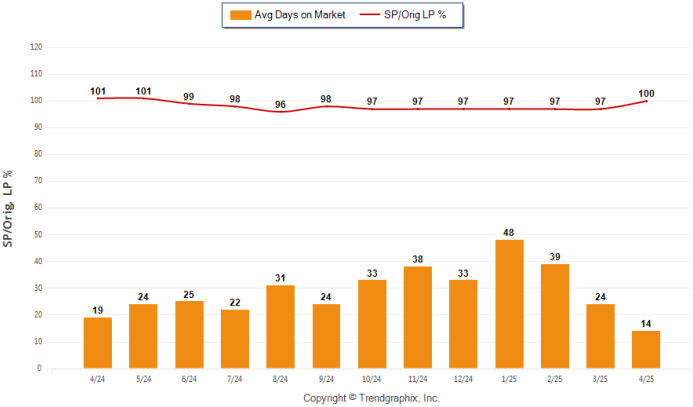
The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for April 2025 was 14, down **41.7%** from 24 days last month.

The Sold/Original List Price Ratio was Rising**

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 100% was up **3.1%** from last month.

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

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



Folsom

Published: May 2025*

Property Types: Single Family Homes

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

The Average For Sale Price was Appreciating*

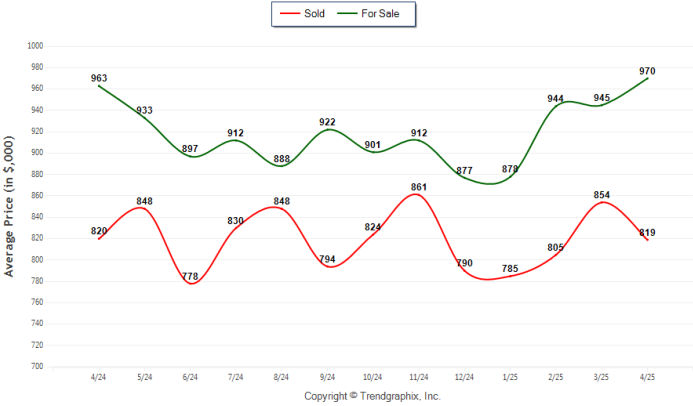
The Average For Sale Price in April was \$970,000, up **2.6%** from \$945,000 last month.

The Average Sold Price was Neutral*

The Average Sold Price in April was \$819,000, down **4.1%** from \$854,000 last month.

The Median Sold Price was Neutral*

The Median Sold Price in April was \$765,000, down **4%** from \$797,000 last month.



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

It was a Seller's Market*

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

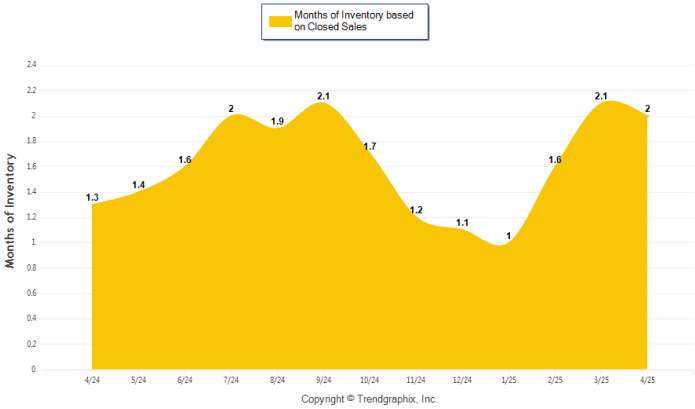
- *Buyer's market: more than 6 months of inventory
- Seller's market: less than 3 months of inventory
- Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The April 2025 Months of Inventory based on Closed Sales of 2 was down **4.7%** compared to last month. April 2025 was Seller's market.

Months of Inventory based on Pended Sales

The April 2025 Months of Inventory based on Pended Sales of 2 was up **25.2%** compared to last month. April 2025 was Seller's market.



Folsom

Published: May 2025*

Property Types: Single Family Homes

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

It was a Seller'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.

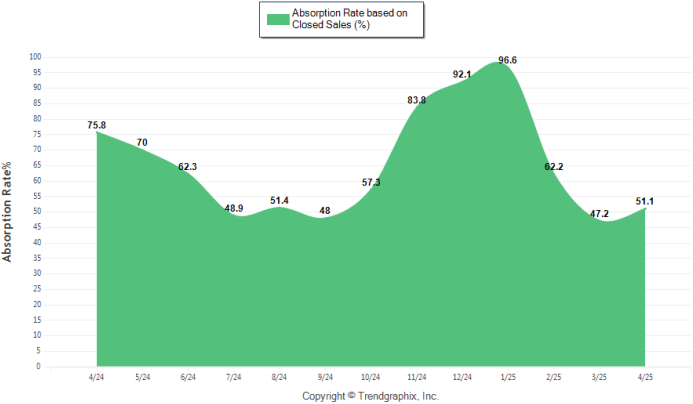
*Buyer's market: 16.67% and below
Seller's market: 33.33% and above
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The April 2025 Absorption Rate based on Closed Sales of 51.1 was up **8.3%** compared to last month.

Absorption Rate based on Pended Sales

The April 2025 Absorption Rate based on Pended Sales of 48.9 was down **22.2%** compared to last month.



All reports are published May 2025, based on data available at the end of April 2025, except for the today's stats. All reports presented are based on data supplied by the MetroList MLS. The MetroList MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MetroList MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.