

California Market Update:

September 2026 | Market Snapshot

- ◆ Home sales pulled back in September, falling below year-ago levels as mortgage rates climbed to 6.86%
- ◆ California's median home price held steady near \$900,000, up 1.7% from a year ago for the fifth straight annual gain
- ◆ Active listings posted their first annual increase in eight months, while the Unsold Inventory Index held at 3.7 months

Data sourced from CALIFORNIA ASSOCIATION OF REALTORS®. Data represented through September 2026.

California existing home sales fell 3.4% month-over-month in September to a seasonally adjusted annualized rate of 260,410, down 6.5% from September 2025. Year-to-date sales are up 0.8%, and statewide sales remained below the 300,000 mark for the 48th consecutive month. The statewide median home price edged down 0.2% to \$899,720 but was up 1.7% year-over-year. **See Charts One, Two and Three.**

Sales by Region

Chart Three highlights regional sales performance across California. Southern California accounted for 42% of statewide sales activity, followed by the Central Valley (23%) and the San Francisco Bay Area (22%), with other counties (6%), the Central Coast (5%), and the Far North (2%) rounding out the remainder. Four of five major regions fell below year-ago levels: Southern California posted the steepest annual decline (-9.1%), followed by the Far North (-9.0%), the Bay Area (-3.1%), and the Central Valley (-2.5%). The Central Coast was the only region to gain, up 4.4% year-over-year.

Chart One: Sales of existing single-family homes pulled back

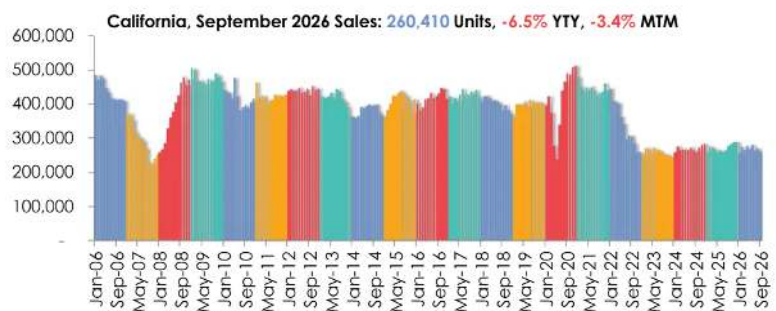
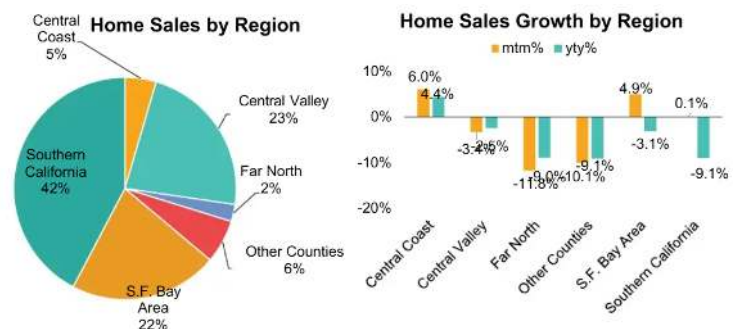


Chart Two: Sales post first decline in 6-months



Chart Three: Sales by Region showed softness throughout most of State



Price

California's median home price edged down 0.2% to \$899,720 in September, a smaller dip than the typical 1.8% August-to-September decline, and remained up 1.7% year-over-year — the fifth consecutive month of annual gains. Three of the five major regions posted year-over-year price gains, led by the Central Coast (+4.4%), followed by Southern California (+3.0%) and the San Francisco Bay Area (+1.9%); the Far North declined 3.4%, while the Central Valley was flat. The share of million-dollar-plus sales rose to 35.9% from 35.2% in August. **See Chart 4.**

Inventory & Active Listings

The Unsold Inventory Index (UII) held steady at 3.7 months, unchanged from August and slightly above the 3.6 months recorded a year earlier. Regional inventory levels varied, with the Bay Area maintaining the lowest supply at 2.6 months and the Far North recording the highest at 5.3 months. Active listings increased 2.7% from August and 0.5% from a year ago — the first annual increase in eight months, driven largely by slower sales rather than a surge in new listings as the mortgage rate lock-in effect continues to keep many sellers on the sidelines. **See Charts Five and Six.**

Chart Four: California median home price remained relatively stable

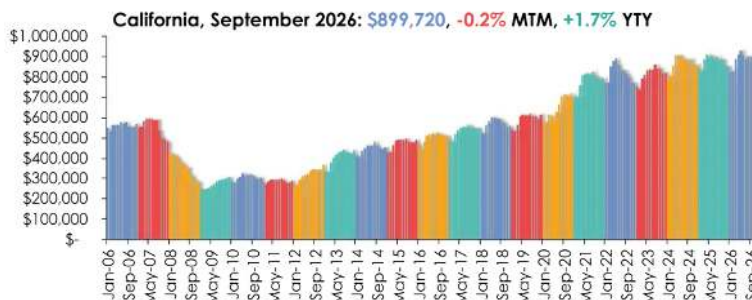


Chart Five: Unsold Inventory Index remains stable but slightly above year-ago levels

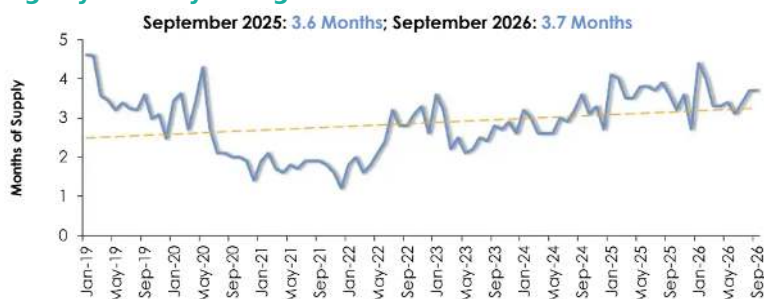


Chart Six: Active listings recorded their highest September reading in the last seven years

