MARKET INTELLIGENCE

Loomis Real Estate Market Report

A data-driven look at pricing, inventory, buyer demand, and neighborhood trends across Loomis and the surrounding Sacramento foothills.

EDITION
Spring 2026

COVERAGE
Q1 2026 MLS Data

AREAS
Granite Bay · Loomis · EDH · Folsom

POWELL
REAL ESTATE

OVERVIEW

Loomis at a Glance

Loomis is a boutique market with distinct character. Here's where the Q1 2026 MLS data stands.

$845,500 MEDIAN SALE PRICE
-21.2% YoY

26 Q1 2026 SALES
22 → 26 (+18.2%)

35 MEDIAN DAYS ON MARKET
Avg: 52 days

$476 AVG. PRICE PER SQ FT
+11.2% YoY

Source: Metrolist MLS — Q1 2026 single-family detached home sales, 95650 zip code.

What the Data Shows

- **Sales volume up 18.2% YoY** (22 → 26 sales) — more activity than recent quarters.
- **31% sold above original list price** — the second-highest rate of the four cities, showing buyer urgency.
- **Price per square foot surged to $476** — up 11.2% YoY, reflecting demand for smaller, efficient homes.
- **Average 2.4 offers per listing** — increased competition vs. 2.1 offers in Q1 2025.

Market Pulse

Loomis' median sale price fell 21.2% YoY ($1.07M → $845K), but this reflects the mix of homes sold — median square footage dropped from 2,987 to 1,891 sf. Per-square-foot prices are actually up.

> "The theme for 2026 is stuck, but a little less stuck. Entry-level ranges are super-hot if priced right. And there has been more strength at higher prices."
>
> — Ryan Lundquist, Sacramento Appraisal Blog, March 2026

In a small market (26 sales), individual property characteristics drive outcomes more than market averages.

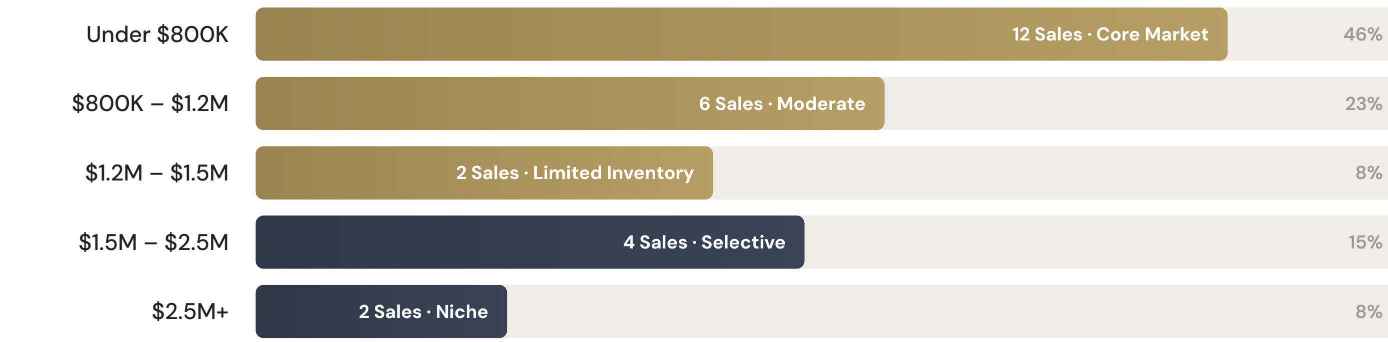
SUPPLY & DEMAND

Q1 Sales by Price Point

Where are Loomis buyers actually buying? This breakdown of all 26 Q1 2026 closed sales reveals where demand concentrates and where patience is needed.

Sales Volume & Competition by Price Tier

Bar width reflects relative demand intensity. Percentages show each tier's share of total Q1 sales.



The Under $800K Core Market

Nearly half of Loomis' Q1 sales fell under $800K — this is where the action is:

- **46% of all Q1 closings** — the dominant price tier by far
- Average 2.8 offers per listing — the most competitive tier in Loomis
- 33% sold above original list price, indicating buyer urgency
- Buyers seeking Placer County schools and acreage target this range

> "It's rarely the market that's the problem — it's the strategy. Price it right and buyers show up. Price it wrong and you sit."
>
> — Powell Real Estate Market Minute, Mar 12, 2026

Speed & Competition

Across all 26 Q1 sales, buyer urgency follows a clear pattern:

When Offers Come In

- **≤ 7 days:** 31% of all sales — strongest offers
- **≤ 14 days:** 46% — urgency drops after this
- **≤ 30 days:** 46% — price reduction territory
- **90+ days:** 19% — stigma and stale perception

Average offers per listing: **2.4**. The sale-to-list ratio was **94.2%**, with 31% selling above and 65% selling below original list price.

Concessions: 39% of sales involved seller concessions — buyers in Loomis are negotiating terms, not just price.

NEIGHBORHOODS

Area Spotlight — Q1 2026

All four Sacramento foothills communities side by side — all data from Metrolist MLS Q1 2026 closed sales.

Granite Bay

LUXURY FOOTHILLS LIVING

Avg. Sale Price	**$1,432,571** +7.8%
Median Sale Price	**$1,325,000**
Q1 Sales	**48**
Median Days on Market	**34 days**
Avg. Price/SF	**$418/sf**

Loomis

RURAL CHARM, PREMIUM VALUE

Avg. Sale Price	**$1,100,080** −13.9%
Median Sale Price	**$845,500**
Q1 Sales	**26**
Median Days on Market	**35 days**
Avg. Price/SF	**$476/sf**

El Dorado Hills

MASTER-PLANNED EXCELLENCE

Avg. Sale Price	**$1,084,313** +0.9%
Median Sale Price	**$936,000**
Q1 Sales	**131**
Median Days on Market	**32 days**
Avg. Price/SF	**$373/sf**

Folsom

GROWTH & OPPORTUNITY

Avg. Sale Price	**$824,116** +1.6%
Median Sale Price	**$780,000**
Q1 Sales	**156**
Median Days on Market	**17 days**
Avg. Price/SF	**$361/sf**

> **Why local context matters:** Each of these communities has its own pricing dynamics, buyer profiles, and competitive landscape. Hyperlocal knowledge — not just regional averages — is critical for making smart real estate decisions.
>
> — Ryan Lundquist, Sacramento Appraisal Blog, January 2026

Q1 2026 — Four Cities at a Glance

Most sales: Folsom (156) and El Dorado Hills (131) lead in volume. **Fastest market:** Folsom's median 17 days on market is roughly half of the other three cities. **Highest price per SF:** Loomis at $476/sf, reflecting demand for smaller, character properties. **Most competitive:** Loomis had the highest above-list rate (31%) and most offers per listing (2.4).

INSIGHTS

What Buyers & Sellers Need to Know

Whether you're buying or selling in Loomis this spring, the Q1 MLS data points to clear themes.

If You're Selling

Price It Right From Day One

Q1 data shows the most competitive activity happens in the first 7–10 days. Price at or slightly below market to attract early urgency.

- Sale-to-list ratio: 94.2%
- 31% sold above list in ~7 days
- 19% of sales took 90+ days on market
- 39% of sales involved concessions

Unique positioning: Loomis properties with acreage and equestrian features command premium interest. 31% of Q1 sales went above list price — among the highest rates of the four cities.

Marketing matters: Professional photography that captures lot size, views, and rural character differentiates Loomis listings. Drone footage is especially impactful for acreage properties.

If You're Buying

Be Prepared to Act

The buyer pool is smaller but more serious. Being pre-qualified gives you an edge in a market where 31% of homes sell in the first week.

- 31% sold in ≤ 7 days — best homes go fast
- Average offers per listing: 2.4
- 19% were cash — but financed buyers compete
- 65% sold below list — there's room to negotiate

Where the opportunities are: With 26 Q1 sales and increasing volume (+18.2% YoY), Loomis offers more options than recent years. The under-$800K tier is competitive — come prepared.

The lifestyle factor: Loomis offers a small-town feel with acreage, equestrian properties, and top Placer County schools — all within 30 minutes of downtown Sacramento.

The Bottom Line

Loomis is a small but active market where the under-$800K range dominates. The median sales price drop (-21.2% YoY) reflects a shift in the mix of homes sold (smaller square footage), not a market decline. Sellers with well-priced properties are seeing competitive offers.

Thinking About Your Next Move?

Whether you're considering selling your Loomis home, searching for your next property, or just want to understand what your home is worth — we'd love to have a conversation. No pressure, just real data and honest advice.

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