

SUN CITY LINCOLN HILLS PLACER COUNTY MARKET REPORT

NOVEMBER 2025



shawn
CLAYCOMB

Coldwell Banker Sun Ridge

INTRODUCTION

I would like to welcome you to my monthly Sun City Lincoln Hills and Placer County Real Estate Market Report. I create this report to help you cut through the noise and gain clarity on what's really happening in our local market.

Whether you're thinking about selling, buying, or simply staying informed, understanding current market conditions is essential. My goal is to provide you with actionable insight — not just numbers, but context and commentary that help you make confident, informed decisions.

Sun City Lincoln Hills is a dynamic community made up of distinct micro-markets, each with its own amenities, floor plans, and pricing trends. This report blends property-level detail with broader market patterns so you can see how your home — or your next one — fits into the bigger picture.

I take pride in delivering thoughtful, data-driven guidance tailored to our unique community. If you ever want to dive deeper into the numbers or talk strategy, I'm here to help.

As always, I welcome your feedback — and I appreciate the opportunity to be your trusted resource.

Thanks!

Shawn Claycomb



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Sun City Lincoln Hills

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NOVEMBER 2025

As we move through the fall season, the **Sun City Lincoln Hills** market continues to show strength — but the numbers tell an important story. We currently have **38 active listings** with a median price of about **\$594,000**, and on average, these homes have been on the market for nearly **two months**.

By contrast, the **26 homes that closed** in October sold in about **30 days** and achieved **99% of list price**. This highlights a key point: **homes that are priced right and prepared well are selling quickly**, while others are sitting and requiring reductions.

Pending activity remains steady with **19 homes under contract**, carrying a median price of **\$670,000**. Buyers are still active — especially for larger and well-appointed homes — but they are cautious and deliberate.

Across **Placer County**, we're seeing similar dynamics. Inventory is up year-over-year, but buyer activity remains strong. The county closed **441 sales in October**, with a median sold price of **\$660,000** and an average of **46 days on market**. While price per square foot dipped slightly, overall pricing trends remain neutral to slightly positive.

In both markets, inventory levels remain low. With only 2 months of supply in Sun City Lincoln Hills and **2.4 months county-wide**, conditions still favor sellers — but success depends on strategy.

What This Means for Sellers

Proper pricing and preparation are essential. Homes aligned with market value and presented well are rewarded with faster sales and stronger offers. Overpricing or skipping preparation leads to longer days on market and eventual price cuts.

What This Means for Buyers

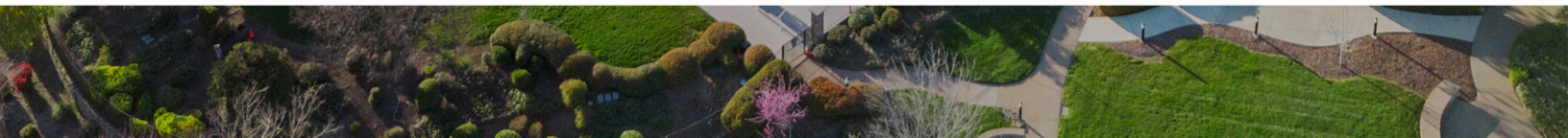
More inventory means more choice, but the best-positioned homes still move quickly. Be ready to act when the right property appears.

In short, both **Sun City Lincoln Hills** and **Placer County** remain strong markets — but success depends on understanding the trends and making smart moves. Whether you're selling in Placer County or buying in Sun City Lincoln Hills, I'm here to help you navigate the transition with clarity and confidence.

Shawn Claycomb

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Sun City Lincoln Hills (Area 12206)

Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

SQFT Range: 0 - No Limit

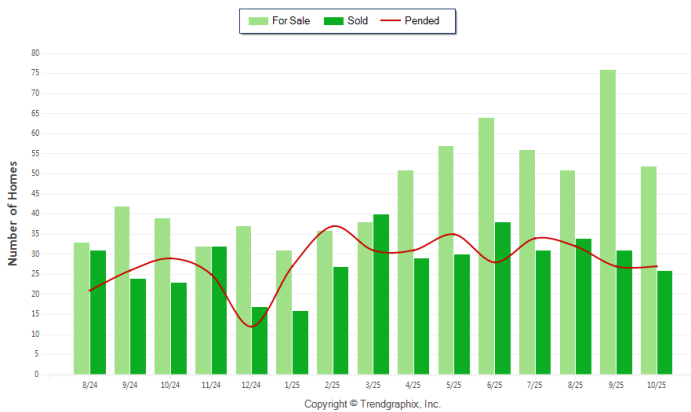
Full Baths: 0 - No Limit

Year Built: 0 - No Limit

October 2025 was a Seller's market! The number of for sale listings was up **33.3%** from one year earlier and down **31.6%** from the previous month. The number of sold listings increased **13%** year over year and decreased **16.1%** month over month. The number of under contract listings was the same compared to previous month and down **6.9%** compared to previous year. The Months of Inventory based on Closed Sales was 2, up **17.7%** from the previous year.

The Average Sold Price per Square Footage was the same as compared to previous month and up **0.8%** compared to last year. The Median Sold Price increased by **6.1%** from last month. The Average Sold Price also increased by **1.5%** 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, an increase of **36.4%** compared to previous year. The ratio of Sold Price vs. Original List Price was 97%, was the same compared to previous year.



It was a Seller's Market

Property Sales (Sold)

October property sales were 26, up **13%** from 23 in October of 2024 and **16.1%** lower than the 31 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month was higher by 13 units of **33.3%**. 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 **31.6%** compared to the previous month.

Property Under Contract (Pended)

There was the same number of pended properties in October, 27 properties. This month's pended property sales were **6.9%** lower than at this time last year.



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Sun City Lincoln Hills (Area 12206)

Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

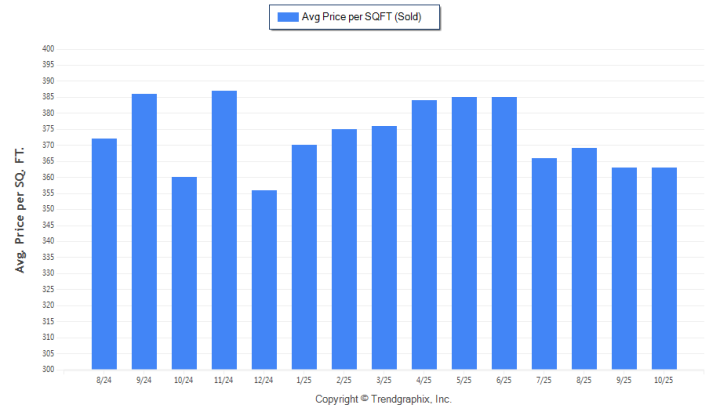
SQFT Range: 0 - No Limit

Full Baths: 0 - No Limit

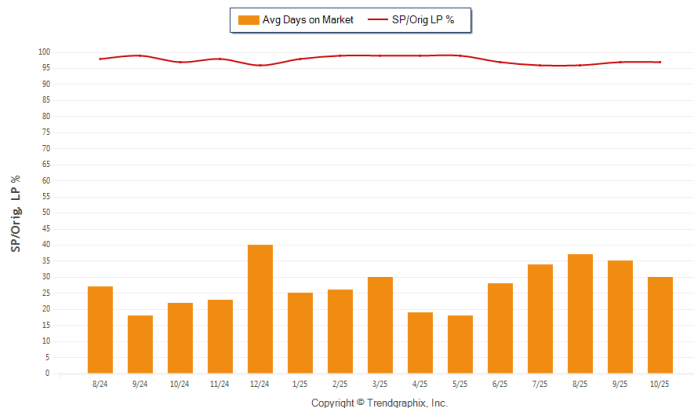
Year Built: 0 - No Limit

The Average Sold Price per Square Footage was Depreciating*

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 October 2025 Average Sold Price per Square Footage of \$363 was the same as last month and up **0.8%** from \$360 in October of last year.



* 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 October 2025 was 30, down **14.3%** from 35 days last month and up **36.4%** from 22 days in October 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 97% was the same as last month and the same as in October of last year.

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

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



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Sun City Lincoln Hills (Area 12206)

Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

SQFT Range: 0 - No Limit

Full Baths: 0 - No Limit

Year Built: 0 - No Limit

The Average For Sale Price was Depreciating*

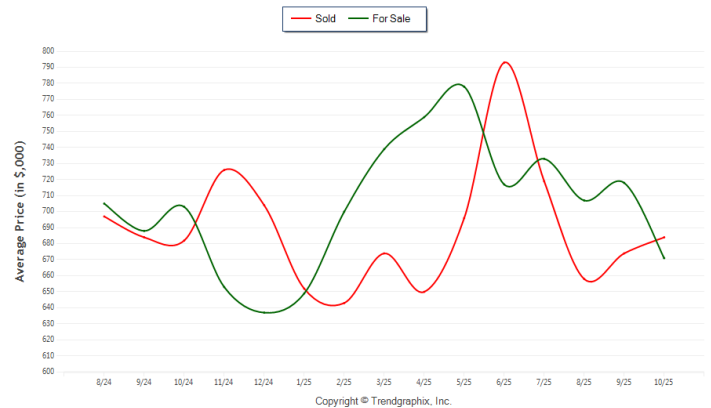
The Average For Sale Price in October was \$671,000, down **4.6%** from \$703,000 in October of 2024 and down **6.5%** from \$718,000 last month.

The Average Sold Price was Neutral*

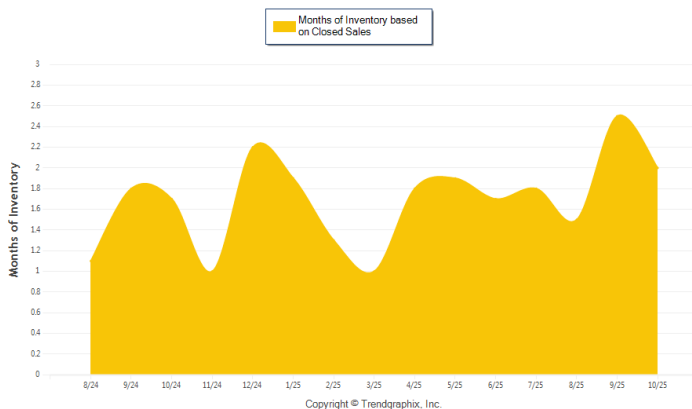
The Average Sold Price in October was \$684,000, up **0.3%** from \$682,000 in October of 2024 and up **1.5%** from \$674,000 last month.

The Median Sold Price was Neutral*

The Median Sold Price in October was \$663,000, up **6.1%** from \$625,000 in October of 2024 and up **6.1%** from \$625,000 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 October 2025 Months of Inventory based on Closed Sales of 2 was increased by **17.7%** compared to last year and down **20.4%** compared to last month. October 2025 was Seller's market.

Months of Inventory based on Pended Sales

The October 2025 Months of Inventory based on Pended Sales of 1.9 was increased by **44.6%** compared to last year and down **32%** compared to last month. October 2025 was Seller's market.



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PLACER COUNTY

Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

SQFT Range: 0 - No Limit

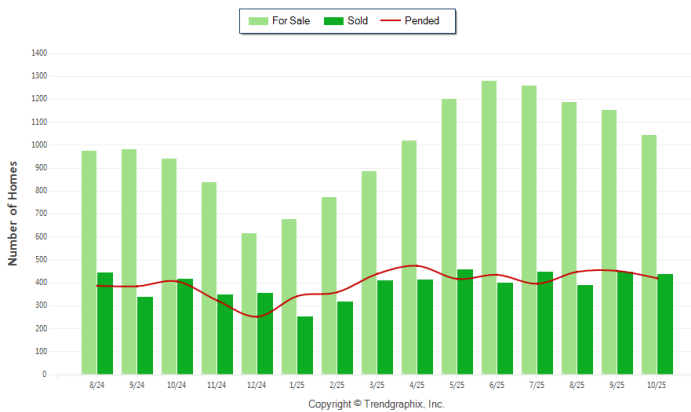
Full Baths: 0 - No Limit

Year Built: 0 - No Limit

October 2025 was a Seller's market! The number of for sale listings was up **10.7%** from one year earlier and down **9.4%** from the previous month. The number of sold listings increased **5.3%** year over year and decreased **2%** month over month. The number of under contract listings was down **7.1%** compared to previous month and up **3.4%** compared to previous year. The Months of Inventory based on Closed Sales was 2.4, up **4.4%** from the previous year.

The Average Sold Price per Square Footage was down **0.9%** compared to previous month and down **0.3%** compared to last year. The Median Sold Price increased by **1.5%** from last month. The Average Sold Price also increased by **1.4%** 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, an increase of **27.8%** compared to previous year. The ratio of Sold Price vs. Original List Price was 96%, a decrease of **1%** compared to previous year.



It was a Seller's Market

Property Sales (Sold)

October property sales were 441, up **5.3%** from 419 in October of 2024 and **2%** lower than the 450 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month was higher by 101 units of **10.7%**. 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 **9.4%** compared to the previous month.

Property Under Contract (Pended)

There was a decrease of **7.1%** in the pended properties in October, with 421 properties versus 453 last month. This month's pended property sales were **3.4%** higher than at this time last year.



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Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

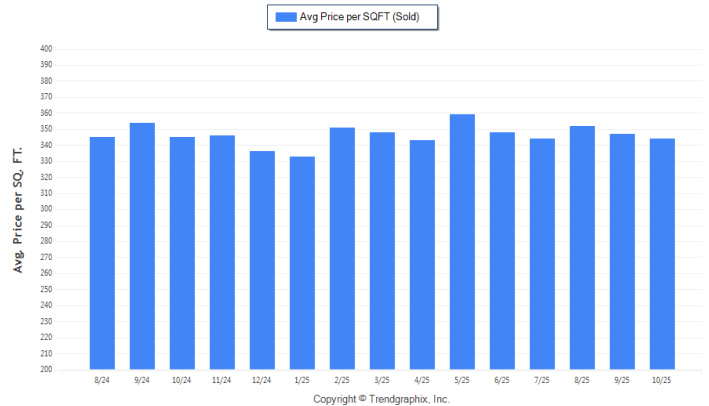
SQFT Range: 0 - No Limit

Full Baths: 0 - No Limit

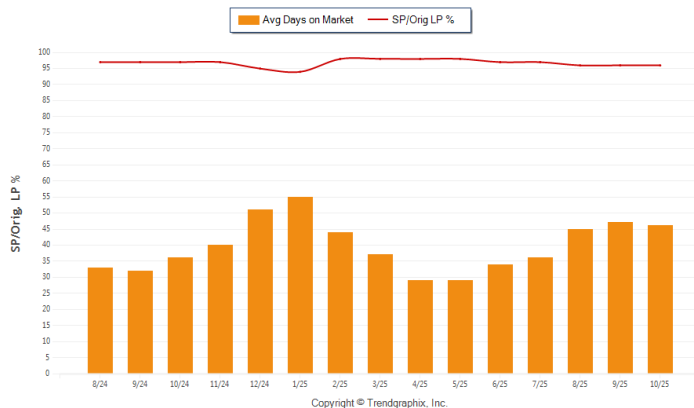
Year Built: 0 - No Limit

The Average Sold Price per Square Footage was Depreciating*

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 October 2025 Average Sold Price per Square Footage of \$344 was down **0.9%** from \$347 last month and down **0.3%** from \$345 in October of last year.



* 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 October 2025 was 46, down **2.1%** from 47 days last month and up **27.8%** from 36 days in October of last year.

The Sold/Original List Price Ratio was Falling**

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 the same as last month and down from **1%** % in October of last year.

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Published: November 2025*

Property Types: Single Family Homes

Price Range: \$0 - No Limit

Bedrooms: 0 - No Limit

Half Baths: 0 - No Limit

SQFT Range: 0 - No Limit

Full Baths: 0 - No Limit

Year Built: 0 - No Limit

The Average For Sale Price was Neutral*

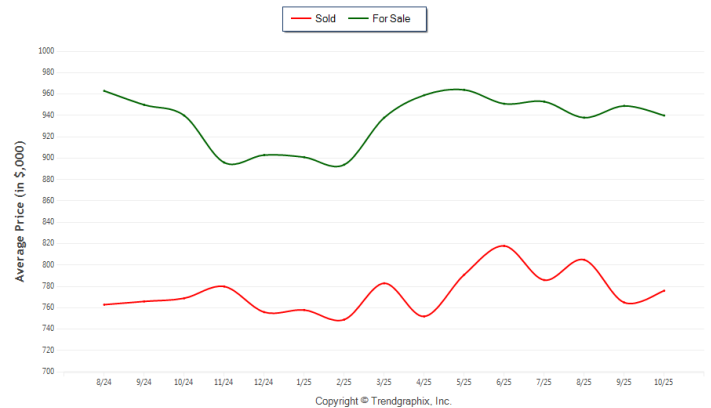
The Average For Sale Price in October was \$940,000, the same as in October of 2024 and down **0.9%** from \$949,000 last month.

The Average Sold Price was Neutral*

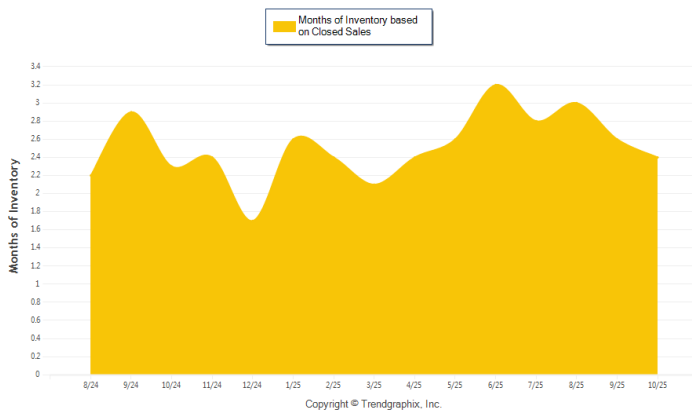
The Average Sold Price in October was \$776,000, up **0.9%** from \$769,000 in October of 2024 and up **1.4%** from \$765,000 last month.

The Median Sold Price was Neutral*

The Median Sold Price in October was \$660,000, up **1.7%** from \$649,000 in October of 2024 and up **1.5%** from \$650,000 last month.



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



It was a Seller's Market*

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Seller's market: less than 3 months of inventory

Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The October 2025 Months of Inventory based on Closed Sales of 2.4 was increased by **4.4%** compared to last year and down **7.8%** compared to last month. October 2025 was Seller's market.

Months of Inventory based on Pended Sales

The October 2025 Months of Inventory based on Pended Sales of 2.5 was increased by **8.6%** compared to last year and the same compared to last month. October 2025 was Seller's market.



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About Shawn Claycomb

As a proud resident of Sun City Lincoln Hills and a Luxury Property Specialist with Coldwell Banker Sun Ridge, I bring both personal insight and professional expertise to every transaction. I specialize in helping retirees buy and sell homes with confidence in one of California's most vibrant 55+ communities.

My background as a Certified Financial Planner™ gives me a unique perspective on the financial and lifestyle transitions that come with retirement. After living our dream in Hawaii, my wife Katie and I returned to the Sacramento area and discovered Sun City Lincoln Hills — a community that offers the perfect blend of resort-style amenities, active living, and welcoming neighbors.

Because I live, work, and play here, I understand the floor plans, pricing trends, and unique needs of 55+ buyers and sellers. Whether you're downsizing, maximizing your home's value, or searching for the perfect fit, I provide insider knowledge and a personalized approach to make the process seamless.

I'm proud to be recognized as a Coldwell Banker Global Luxury Specialist, a member of the Placer County Association of REALTORS® Master's Club, and a recipient of the Coldwell Banker International Sterling Award. Coldwell Banker Sun Ridge is ranked #1 in Placer County for retirement community sales — and I'm honored to represent that legacy.

Let's work together to make your next chapter the best one yet.

Your business and referrals are extremely appreciated.

"Your Business and Referrals are Extremely Appreciated"



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