



# Home Sales Report

APRIL 2025 SALES REPORT

*For Immediate Release – May 6, 2025*

---

## **Mirroring National Trends, Sacramento-Area New Home Sales Slow in April, North State BIA Reports**

Mirroring national trends, the Sacramento area's new home market slowed in April as prospective buyers pulled back due to the turbulence that has affected the stock market and other parts of the nation's economy, the North State Building Industry Association reported today.

New home sales in the region totaled 414, which was down 12% from March, down 29% from April 2024 and 16% below the average April sales total. North State President and CEO Tim Murphy said housing markets throughout the nation are likely to be unsettled until the effects of the Administration's tariffs become clearer.

"It's likely that many consumers are closely watching the impacts of new economic policies and are hesitant to buy a new home," Murphy said. "The sharp ups and downs of the stock market have affected the ability of some buyers to move forward, and since nobody knows if the economic uncertainties will affect jobs, it's understandable that many people are putting buying a home on hold.

"But we know many people are still extremely interested in purchasing a new home in the region, and in fact, the number of people visiting new home communities rebounded nicely at the end of April. So as the state of the economy becomes clearer, we're hopeful that sales will pick up."

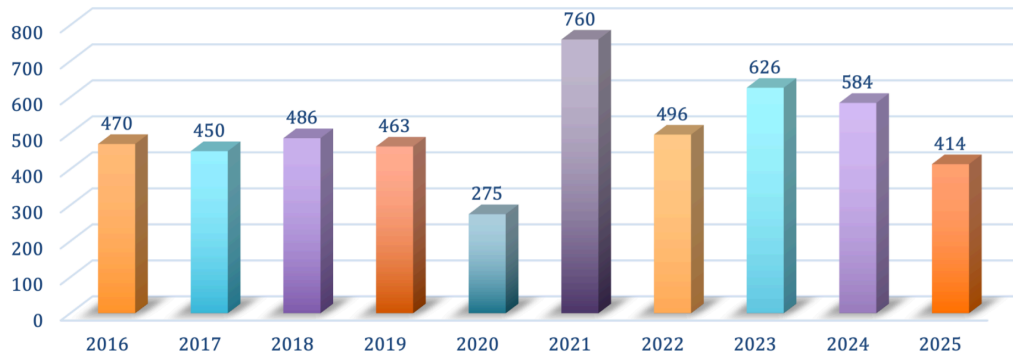
The most sales occurred in Sacramento County communities (200), followed by 136 sales in Placer County. Yuba County saw 40 sales, followed by El Dorado County (22), Yolo County (10), Sutter County (4), and Amador County (2).

While Sacramento County outpaced Placer County, on a city-by-city basis the most sales occurred in Roseville last month with 87, followed by Rancho Cordova and Sacramento, tied for second place with 51 each. Elk Grove was fourth with 50, followed by Plumas Lake (37), Lincoln (30), Natomas (23), El Dorado Hills (20), Folsom (17) and Rocklin (15). More monthly statistics can be found in the charts below.

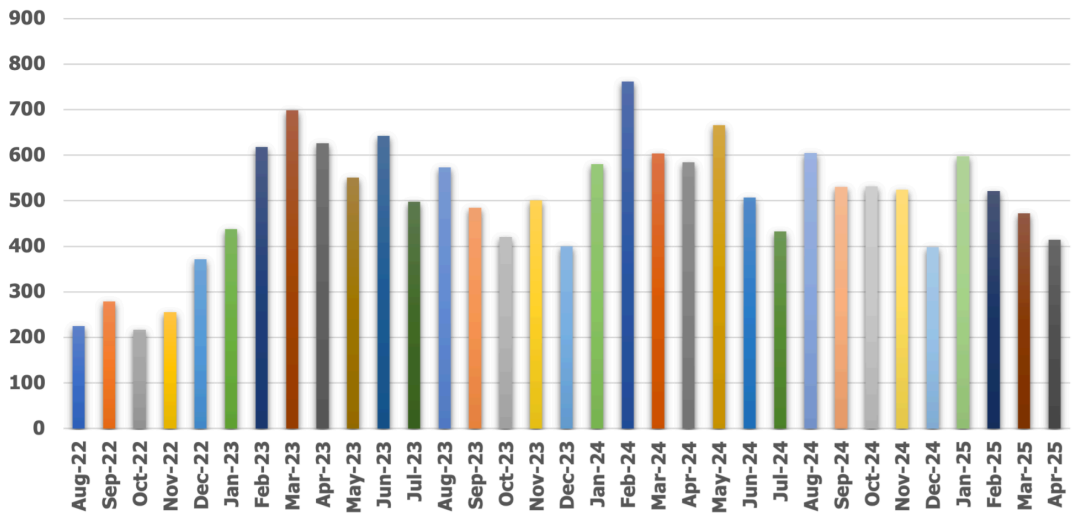
BIA statistics include sales by members in Amador, El Dorado, Placer, Sutter, Yolo and Yuba counties.

## April New Home Sales at a Glance

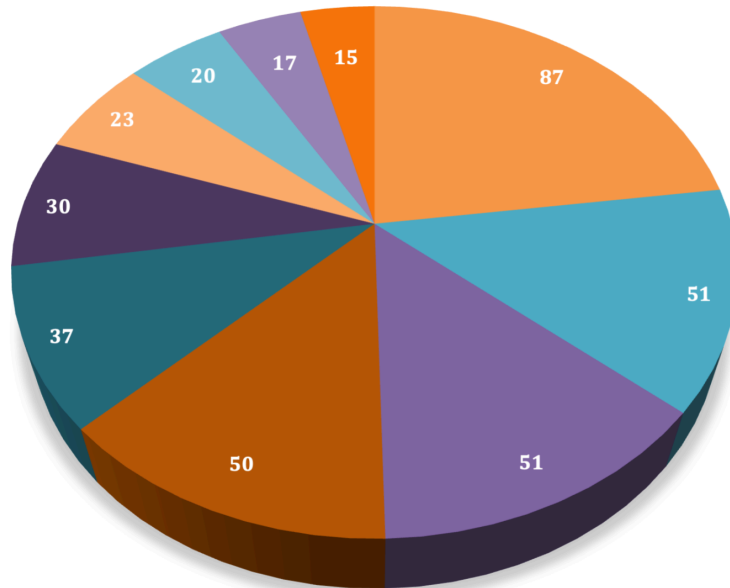
### April New Home Sales 2016 - 2025



### Monthly Sales August 2022-April 2025

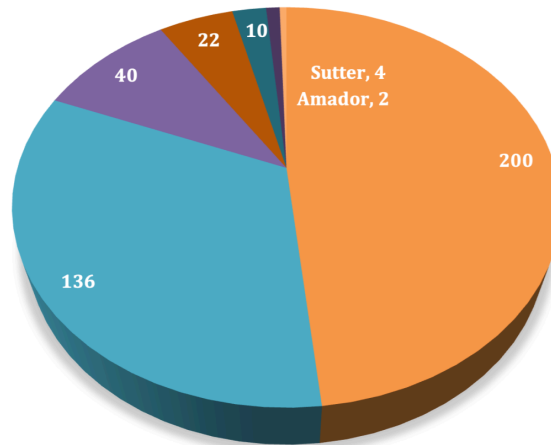


## April New Home Sales by Submarket



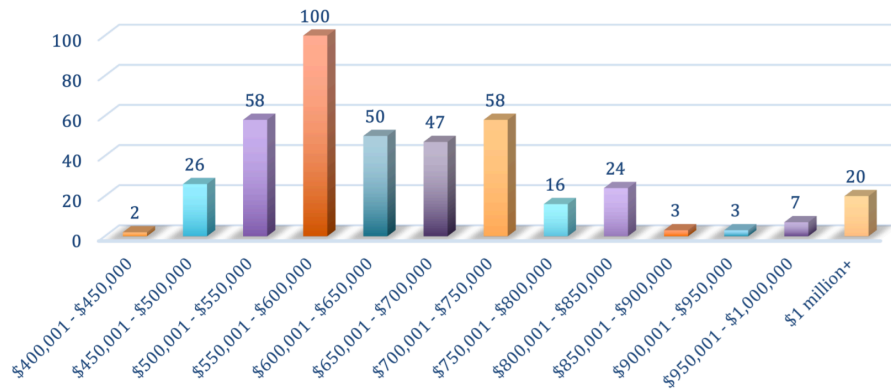
■ Roseville
 ■ Rancho Cordova
 ■ Sacramento
 ■ Elk Grove
 ■ Plumas Lake
 ■ Lincoln
 ■ Natomas
 ■ El Dorado Hills
 ■ Folsom
 ■ Rocklin

## April New Home Sales by County



■ Sacramento
 ■ Placer
 ■ Yuba
 ■ El Dorado
 ■ Yolo
 ■ Sutter
 ■ Amador

## April New Home Sales Price Points



NORTH STATE  
BUILDING INDUSTRY  
ASSOCIATION

### About the North State Building Industry Association

The North State BIA is the leading advocate for the home building industry in the greater Sacramento region. Representing more than 500 members who provide 55,000 industry jobs, the North State BIA is committed to preserving and furthering the economic interests of its members, while also working to enhance the industry's standing as a significant contributor to the regional economy. For more information, visit [www.northstatebia.org](http://www.northstatebia.org).

### Media Contact

John Frith  
The Write Stuff Communications  
Phone: 916.765.6533  
Email address: [john@twswcommunications.com](mailto:john@twswcommunications.com)

2024 North State BIA | 1536 Eureka Road, Roseville, CA 95661

