



# Home Sales Report

## AUGUST 2025 SALES REPORT

*For Immediate Release – September 9, 2025*

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### **Sacramento-Area New Home Sales Continued Moving Upward in August, North State BIA Reports**

New home sales in the Sacramento region continued moving upwards in August, with 496 sales reported by members of the North State Building Industry Association – the highest total since February.

Tim Murphy, the BIA's President and CEO, attributed the strong showing to a combination of slightly lower interest rates and the valuable incentives being offered by many builders.

"Mortgage interest rates continue to slowly move downward and are now at their lowest point since last October," Murphy said. "As Robert Dietz, the chief economist of the National Association of Home Builders, told our members last week, as prospective buyers see rates get close to 6%, we're likely to see a significant increase in sales. As rates have inched below 6.5%, we may be seeing that trend already getting underway.

"In addition, many builders are continuing to offer a range of incentives designed to make buying a home more affordable, and those deals are clearly making a difference as well."

August's sales totals were well above the historical monthly average of 409 sales during the month and up 3% from July. However, July was a five-week month so on a weekly basis, sales were actually up nearly 30% from the prior month. Sales were down 18% from August 2024, but because that also was a five-week month, weekly sales year-over-year were basically even.

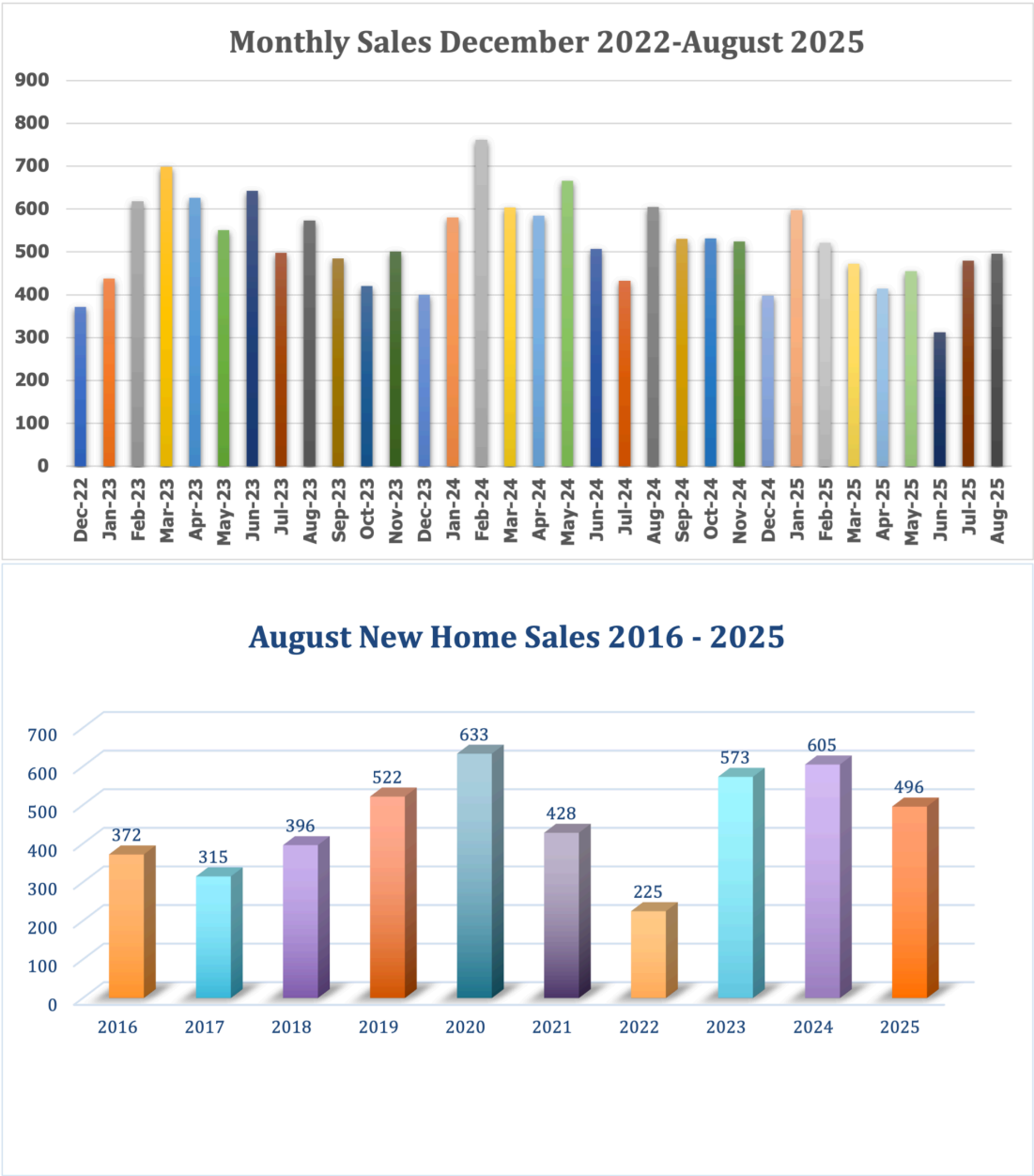
Rancho Cordova led all area submarkets with 91 sales, followed by Roseville with 87, Elk Grove with 74, Sacramento with 64, and Natomas with 40. Rounding out the top 10 were Plumas Lake (31), Lincoln (30), El Dorado Hills (29), Granite Bay (9) and Galt (8). (For more statistical information, see charts below.)

BIA statistics covered 198 new home communities reported by members in Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

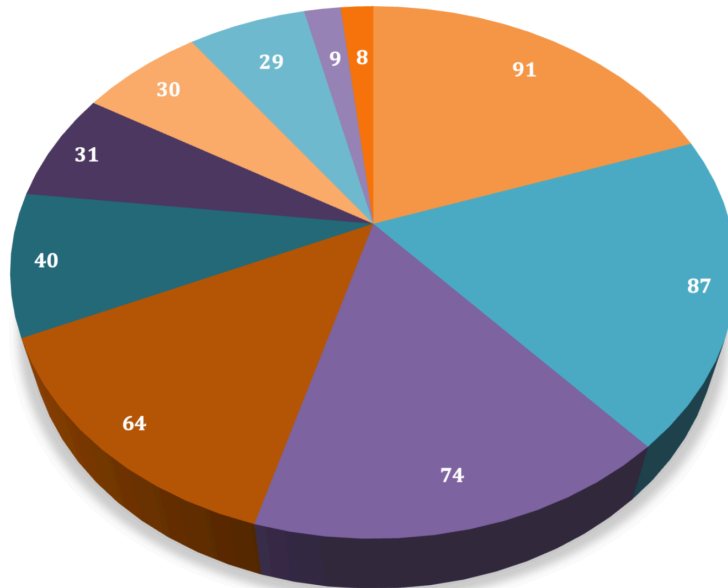
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### **August New Home Sales at a Glance**

Please note that the BIA is no longer compiling detailed home price information due to builder confidentiality needs.

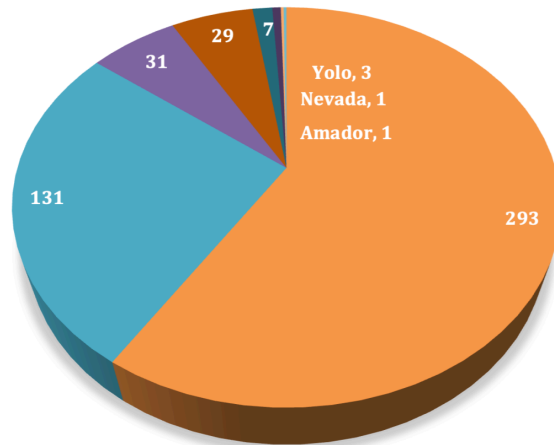


## August New Home Sales by Submarket



■ Rancho Cordova 
 ■ Roseville 
 ■ Elk Grove 
 ■ Sacramento 
 ■ Natomas  
■ Plumas Lake 
 ■ Lincoln 
 ■ El Dorado Hills 
 ■ Granite Bay 
 ■ Galt

## August New Home Sales by County



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



NORTH STATE  
BUILDING INDUSTRY  
ASSOCIATION