



Home Sales Report

MAY 2025 SALES REPORT

For Immediate Release – June 10, 2025

May Sacramento-Area New Home Sales Rebound After Slow Start to Month, North State BIA Reports

New home sales in the Sacramento region dropped off sharply in early May as area buyers continued to pull back due to heightened economic uncertainties, but then rebounded during the second half of the month, the North State Building Industry Association reported today.

A total of 455 new homes were sold by BIA members in the region during May, which was up 10% from April but down 32% from May 2024 – which was the highest-selling May since 2005. In fact, May 2025 sales were just slightly below the average for the month dating back to 1997.

North State President and CEO Tim Murphy said buyers here and nationally are continuing to react to the swings in economic news.

"Early in the month, prospective buyers were still adjusting to the Administration's tariff policies and other initiatives, but by the end of the month, the number of people visiting new home communities rebounded to the highest level since January and sales increased as well," Murphy said.

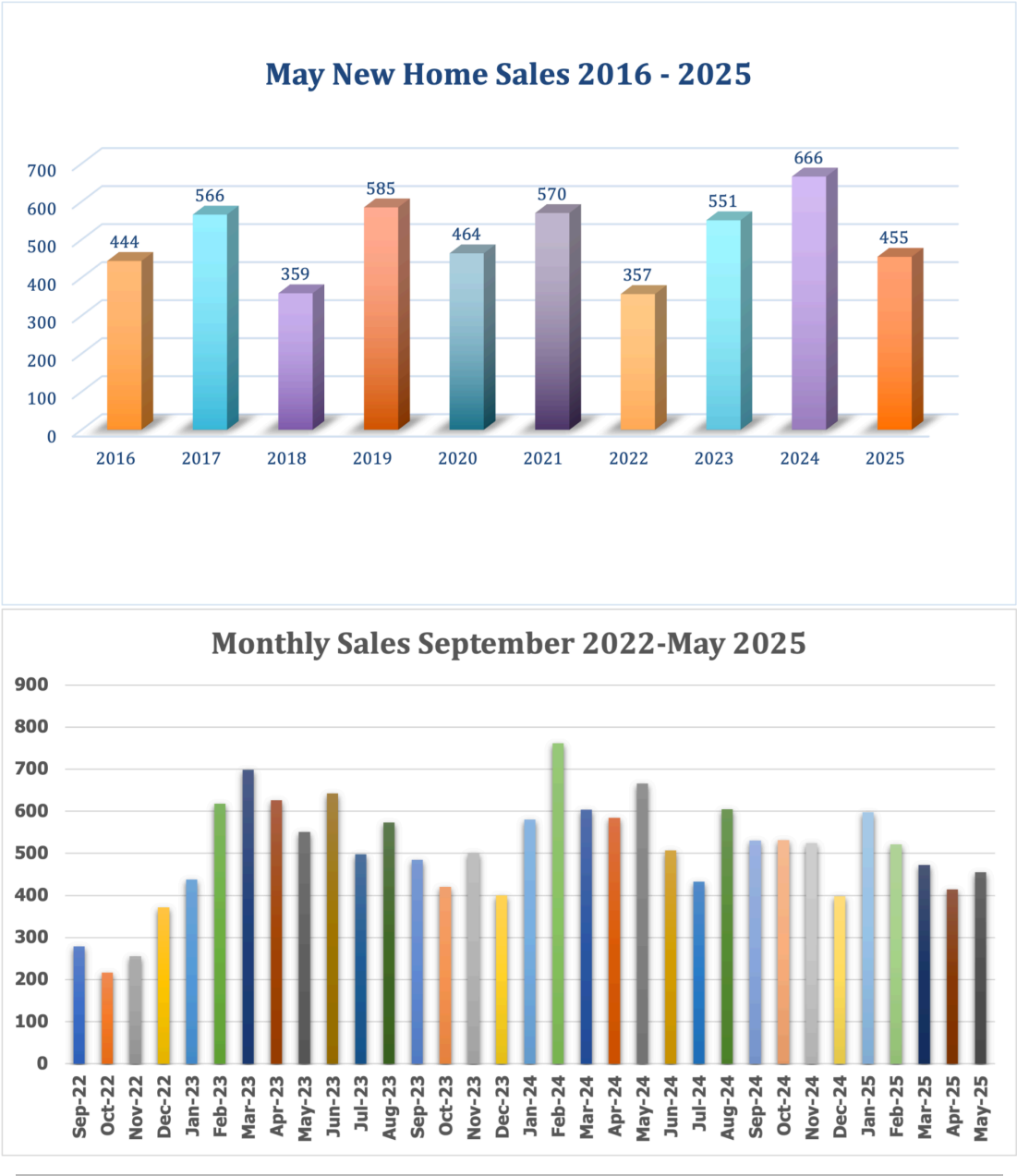
"While mortgage interest rates remain close to 7% and the number of existing homes on the market is slowly increasing, it's clear that the demand for new homes in our region remains strong. As people continue to adjust to current economic trends, we continue to believe that new home sales in our region will remain solid."

A total of 254 new homes were sold in Sacramento County new home communities during the month, as expected given that the majority of developments are located there. Another 141 homes were sold in Placer County, with the remainder of sales in the Yuba-Sutter region, El Dorado County and Yolo County. More monthly statistics can be found in the charts below.

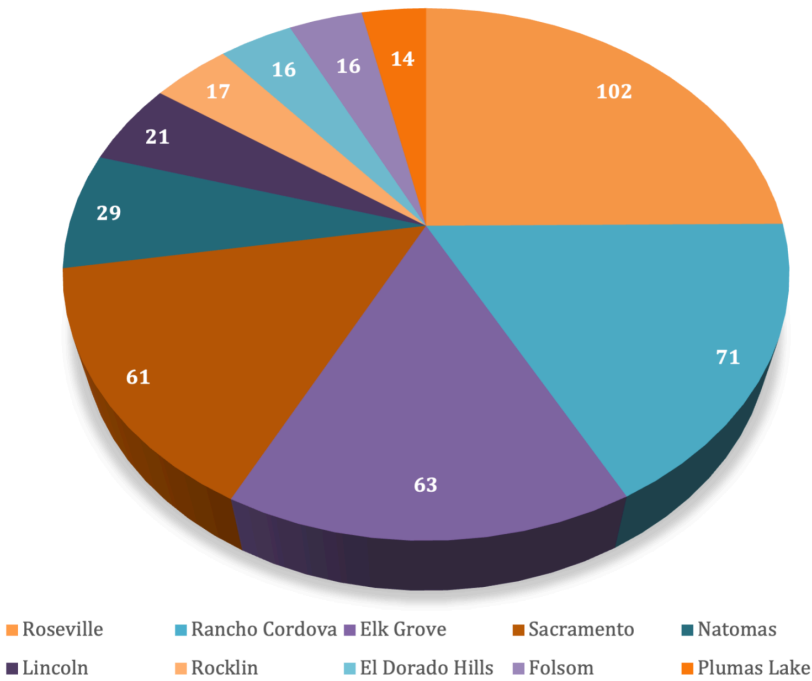
Roseville again saw the most sales of any submarket last month with 87, followed by Rancho Cordova with 71, Elk Grove with 63, Sacramento with 61 and Natomas with 29. Rounding out the top 10 markets were Lincoln (21), Rocklin (17). El Dorado Hills and Folsom with 16 each, and Plumas Lake with 14.

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

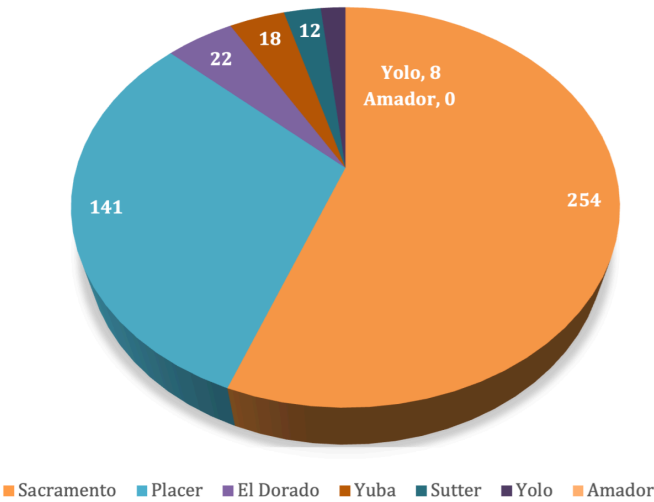
May New Home Sales at a Glance



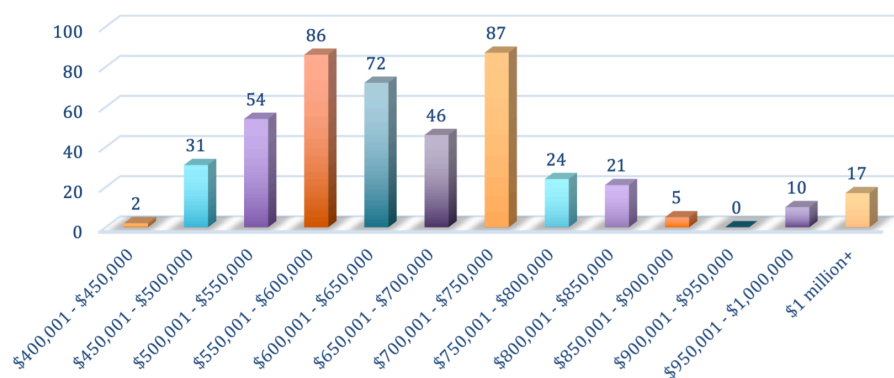
May New Home Sales by Submarket



May New Home Sales by County



May 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.

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