



NORTH STATE BUILDING INDUSTRY ASSOCIATION

MONTHLY SALES REPORT

NOVEMBER 2025 SALES REPORT

For Immediate Release – December 11, 2025

November New Home Sales Decline But Remain Within Seasonal Normals, North State Building Industry Association Reports

New home sales in the greater Sacramento region reflected normal levels in November as builder incentives continued to promote seasonal sales volumes, the North State Building Industry Association reported today.

November sales by reporting BIA members totaled 409, down 19% from October (a five-week month) and down 22% from November 2024 (a four week month). However, sales were 8% higher than the 10-year monthly average.

North State BIA President and CEO Tim Murphy said the sales totals were in line with expectations.

"Because builders have a toolbox of incentives to offer prospective buyers, we're still seeing new homes taking a larger share of overall purchases than we typically experience, and that is likely to continue in the near future," Murphy said.

"Mortgage rates are expected to remain in the low 6% range into 2026, and affordability remains a challenge. Fortunately, however, many builders are able to provide incentives to increase affordability. "

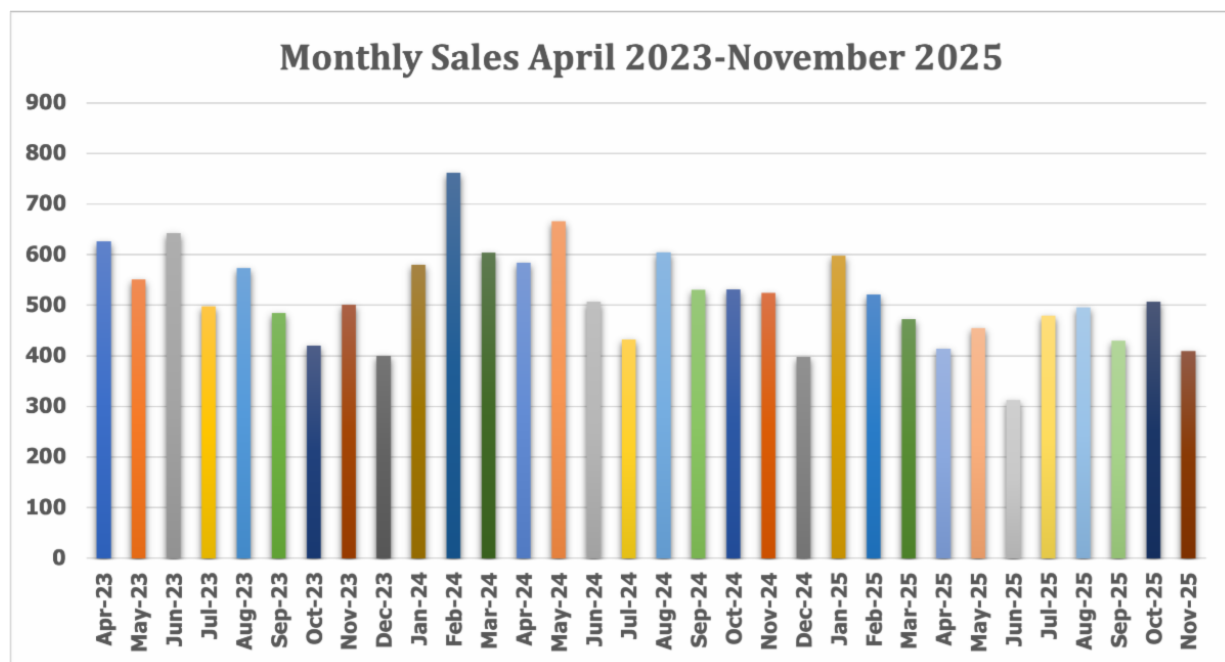
However, Murphy warned that in the long run the affordability problem is only going to be solved by increasing the supply of new housing to meet the continued demand for homes in our region.

"The BIA will continue working with local governments in the area to expedite the zoning and permitting processes and to reduce the staggeringly high level of fees they charge, which now averages \$109,000 per home," he said.

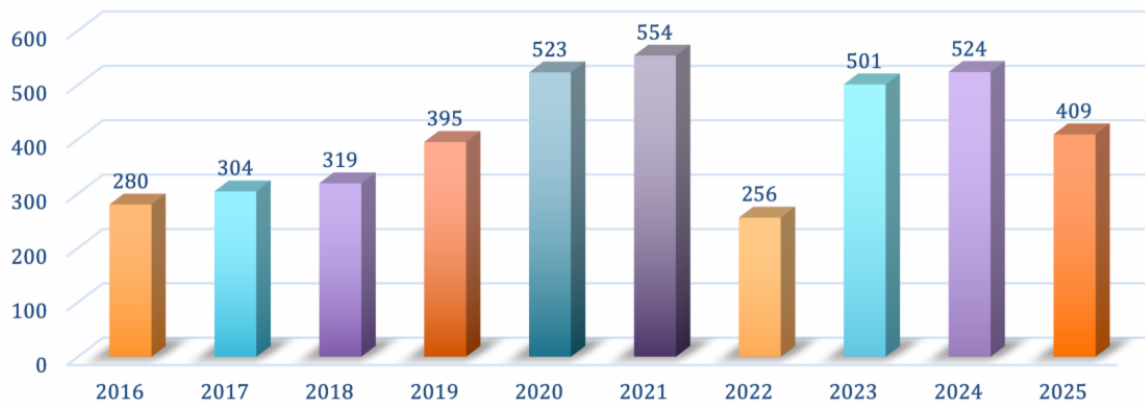
Once again, the most sales in November were seen in Rancho Cordova, where 77 sales were reported. That was followed by Roseville with 67, Elk Grove with 54, Sacramento with 52 and Plumas Lake and Lincoln, which tied for fifth place with 35 each. For more details, see charts below.

BIA statistics covered 195 new home communities in El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

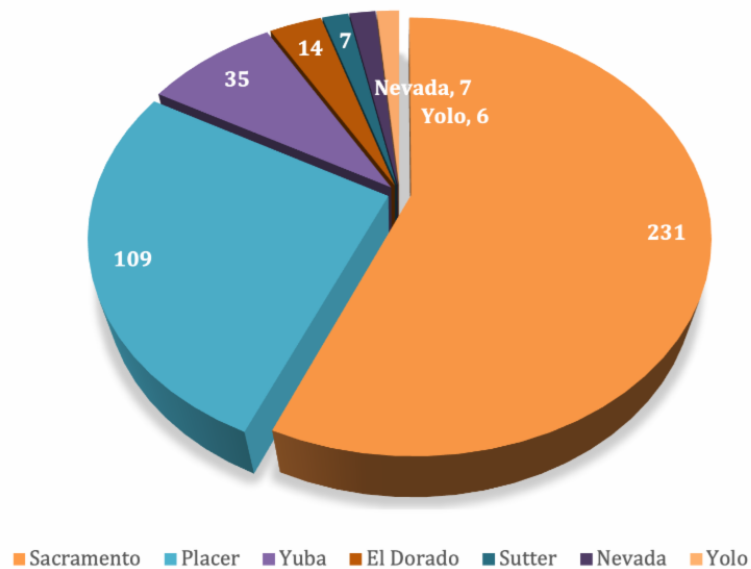
November New Home Sales at a Glance



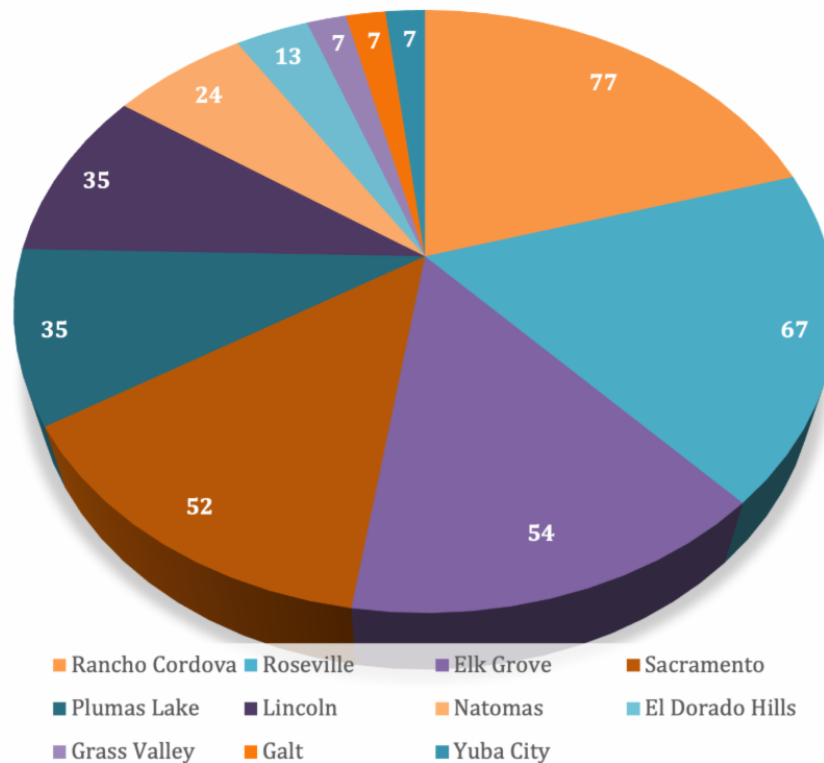
November New Home Sales 2016 - 2025



November New Home Sales by County



November New Home Sales by Submarket



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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