



NORTH STATE BUILDING INDUSTRY ASSOCIATION

MONTHLY SALES REPORT

APRIL 2026 SALES REPORT

For Immediate Release – May 12, 2026

April New Home Sales Rebound from March, North State Building Industry Association Reports

After two straight below-average months, new home sales in the greater Sacramento area showed a modest rebound in April, the North State Building Industry Association reported today.

BIA-member homebuilders reported 553 sales during the month, 12% over the average number of sales for the month. April's total was up 14% from March and a 34% increase from the 414 sales reported in April 2025.

BIA President & CEO Tim Murphy said the above-average sales reflects a market still seeing strong demand for new homes.

"Despite the economic uncertainty created by the ongoing war in Iran, mortgage interest rates, while ticking up, remain below last year's levels, and the supply of existing homes remains significantly lower than usual. That makes new homes even more attractive alternatives," he said.

"People looking to buy today should definitely explore the more than 200 new home communities now open in our eight-country region — the most open since 2022 — to see what best meets their needs."

Murphy noted that while affordability remains a challenge for any home purchase, many builders are offering incentive packages that make purchasing a new home more

attainable.

And he called on state and local governments to enact reforms that will speed construction and reduce costs that are baked into purchase prices.

"Two steps that would make a huge difference would be to reduce the fees local governments charge builders, which today average around \$109,000 per home, and to speed up approvals. A six-month delay can add \$12,000 to \$13,000 to the price."

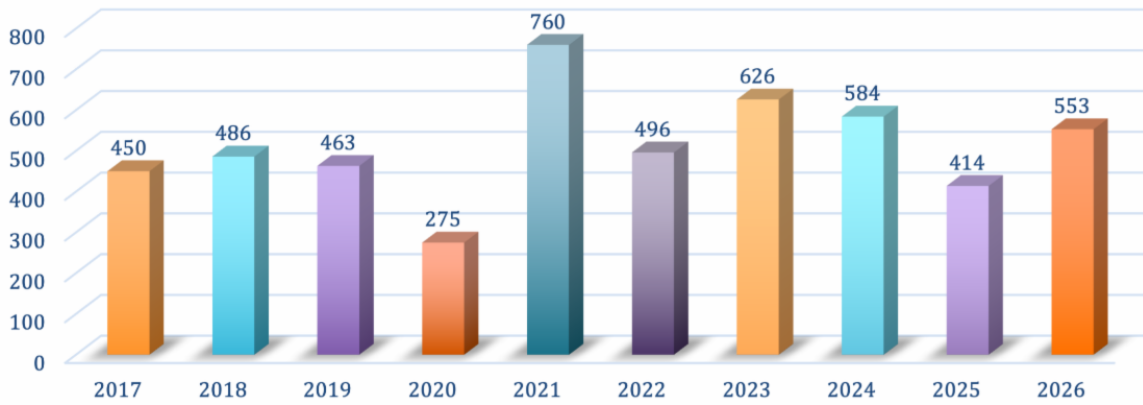
Roseville again was the hottest market in April with 97 sales, followed by Rancho Cordova (81), Sacramento (65), Lincoln (58) and Natomas (51). See below for the full top 10 as well as additional sales statistics.

There were 203 active communities at the end of the month in the region, which includes Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

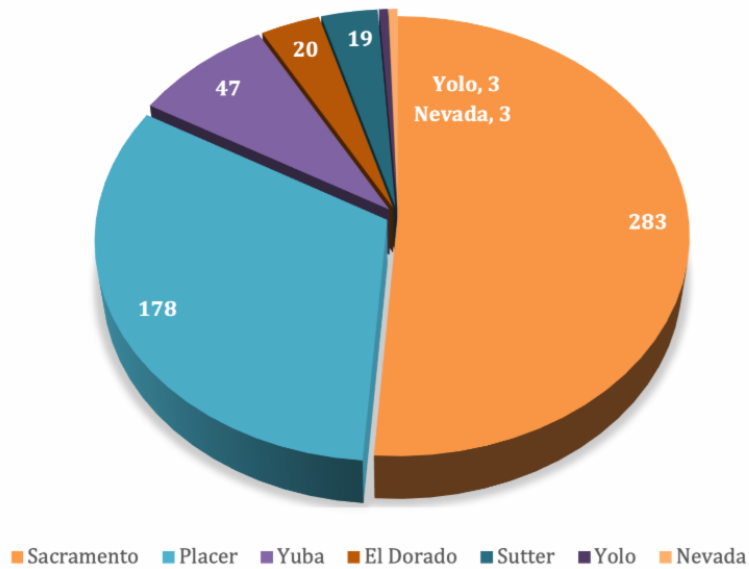
April New Home Sales at a Glance



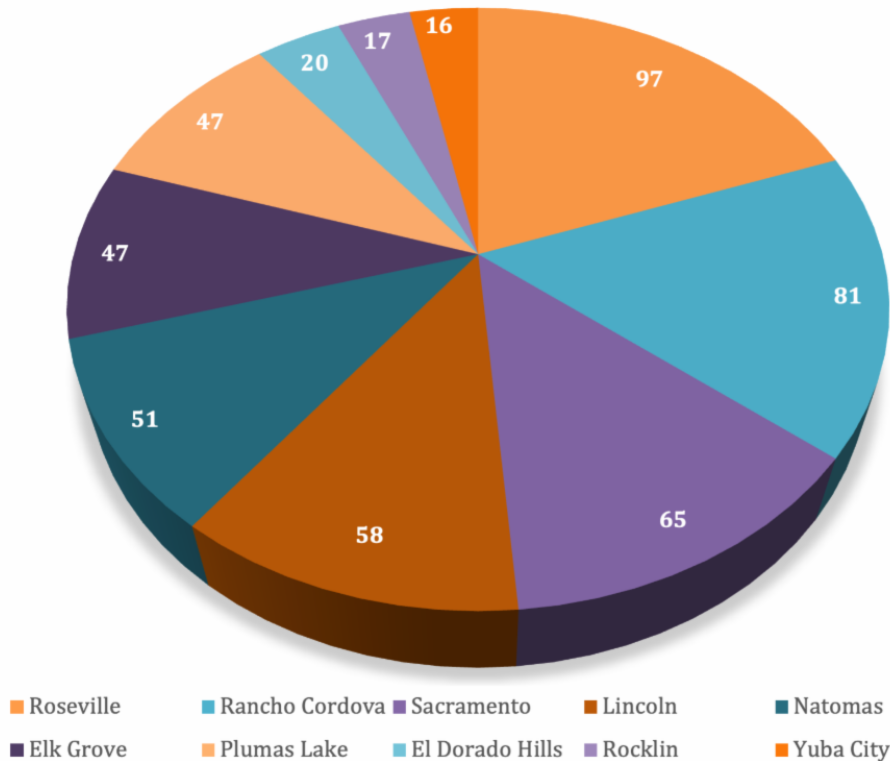
April New Home Sales 2017 - 2026



April New Home Sales by County



April 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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