



NORTH STATE BUILDING INDUSTRY ASSOCIATION

MONTHLY SALES REPORT

AUGUST 2026 SALES REPORT

For Immediate Release – September 15, 2026

New Home Sales Decline in August, North State BIA Reports

Buffeted by rising interest rates, economic uncertainty and continued affordability issues, new home sales in the greater Sacramento region continued to show weakness in August, the North State Building Industry Association reported today.

There were 332 sales reported by BIA member builders, down 18% from July and down 33% from August 2025. However, the month-over-month decline was caused largely by the fact July was a five-week month. Average weekly sales for August were actually slightly above July's figures (83 sales to 81).

Still, BIA President & CEO Tim Murphy said the fact interest rates have nudged up to around 6.75% has taken a toll.

"Last fall, before the conflict with Iran, economists had expected interest rates to continue drifting downward to around 6% this year. But with rates creeping upward, a lot of prospective buyers have put their purchases on hold," Murphy said.

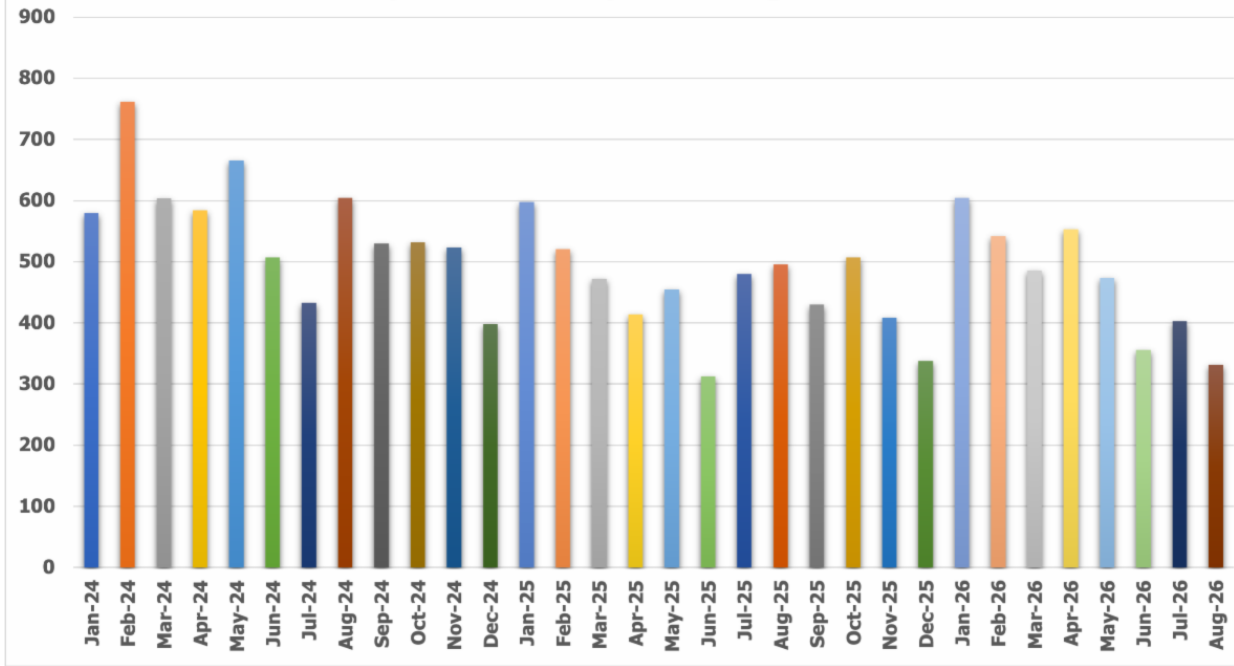
"Still, buyers should remember that builders are offering powerful incentives including rate buy-downs that make homes more affordable than they may think. Prospective buyers should contact their builder and see what kind of deals are out there. We're not likely to see incentives like these again for a long time."

During August, Sacramento recorded the most sales (68), followed closely by Roseville (67), Rancho Cordova (42) and Lincoln (25). Elk Grove and Plumas Lake tied for fifth with 24 sales each. (See charts below for more insights.)

Sales were reported for 203 communities in Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

August New Home Sales at a Glance

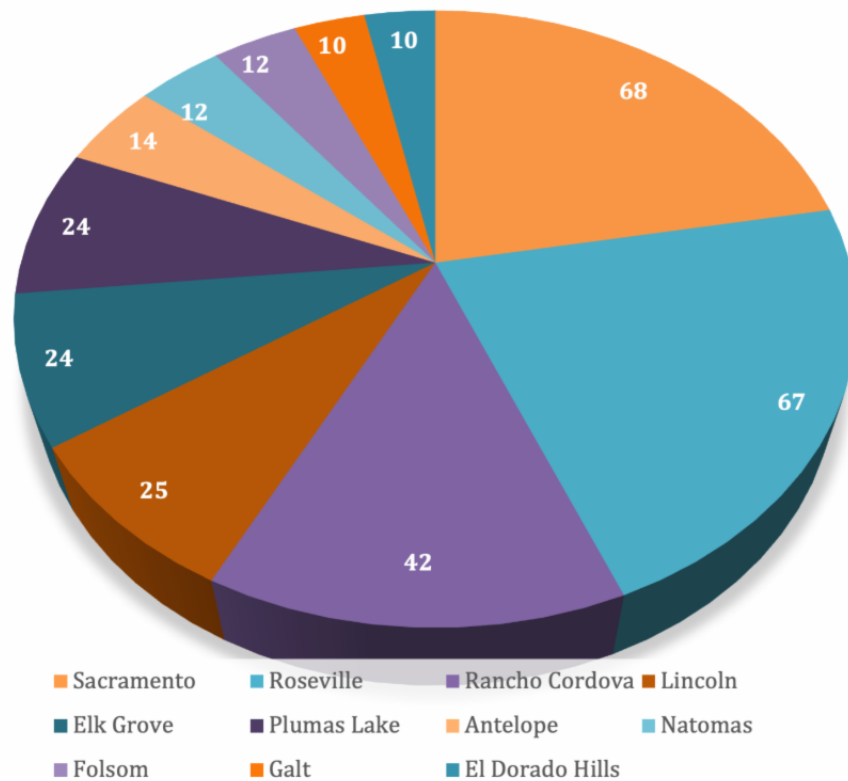
Monthly Sales January 2024-August 2026



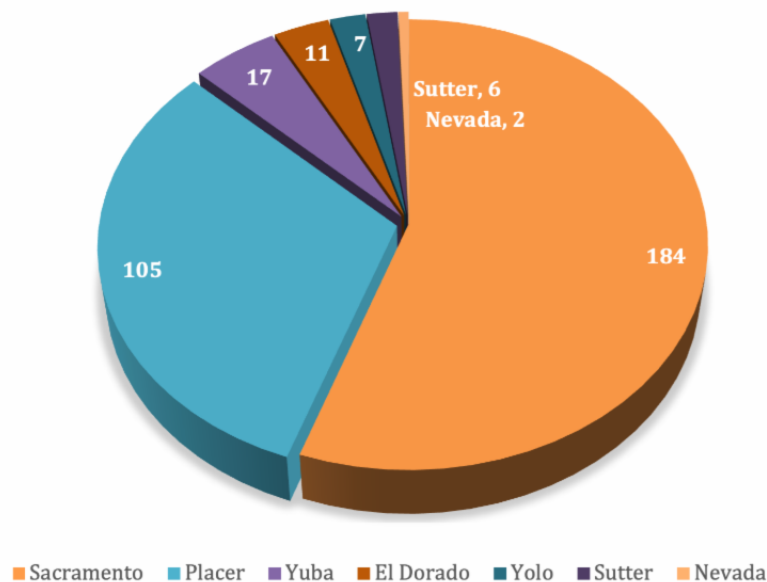
August New Home Sales 2017 - 2026



August New Home Sales by Submarket



August New Home Sales by County



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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