



NORTH STATE BUILDING INDUSTRY ASSOCIATION

MONTHLY SALES REPORT

FEBRUARY 2026 SALES REPORT

For Immediate Release – March 10, 2026

February a Solid Month for New Home Sales, North State Building Industry Association Reports

The first quarter of the year generally sees the greatest number of new home sales in the greater Sacramento region, and 2026 is no exception, as 542 sales were reported by North State Building Industry Association members in February.

Sales were down 10% from January, but because there were five weeks in January and four in February, the weekly totals were up 12% month over month. Sales were up 4% from February 2025 and 7% above the historical average for the month. (See charts below for more details.)

Tim Murphy, North State's President & CEO, said the sales reflected the continued demand for new homes in the region.

"Despite affordability headwinds, new homes in the region continue to sell at above-average levels thanks to incentives being offered by homebuilders and the fact that mortgage interest rates dropped at the end of February to just under 6% for the first time since 2022," Murphy said.

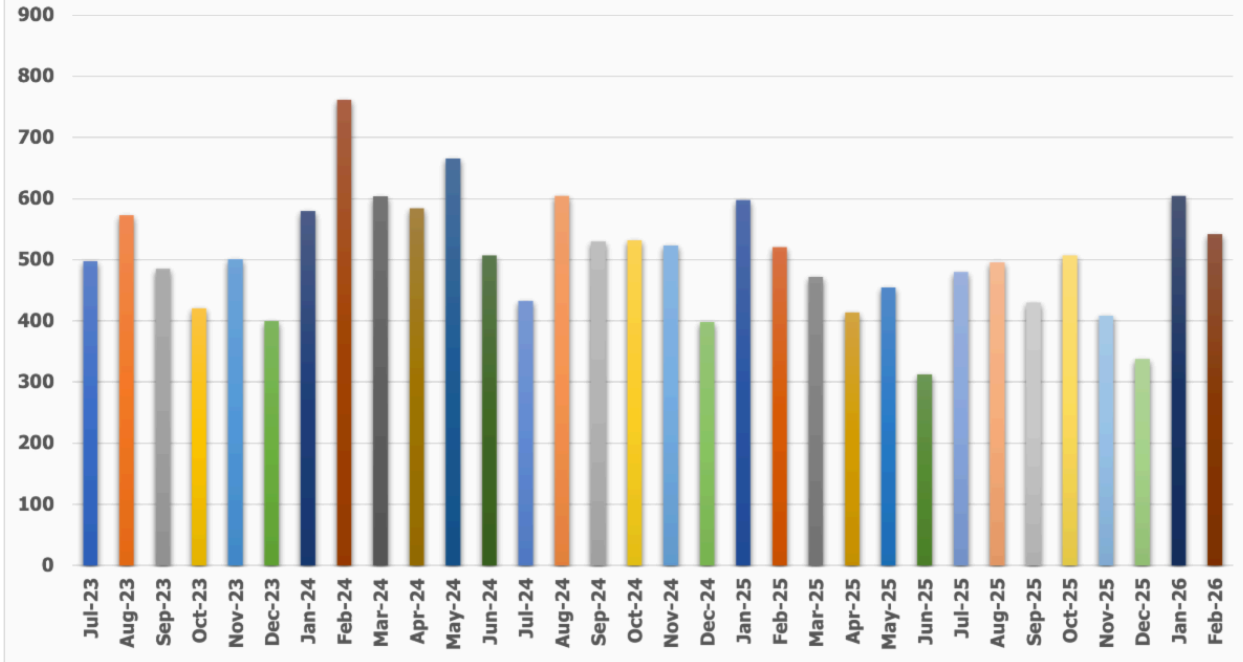
"While March historically marks the peak of sales in our area, the outlook for the immediate future is uncertain due to the current unrest in the Middle East and its potential for far-reaching impacts. But builders are continuing to work with buyers to make purchases possible, and the advantages new homes offer continue to make buying new a great option."

Rancho Cordova took the top spot in February with 112 sales, followed by Roseville close behind with 100. Sacramento saw 66 sales, Elk Grove had 53 and Plumas Lake rounded out the top five with 43.

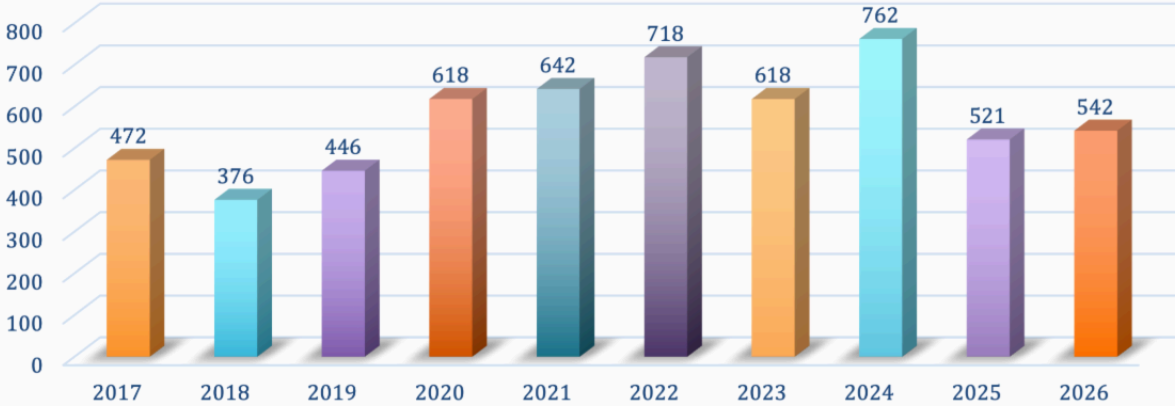
There were 194 active communities at the end of the month in the region, which includes Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

[February New Home Sales at a Glance](#)

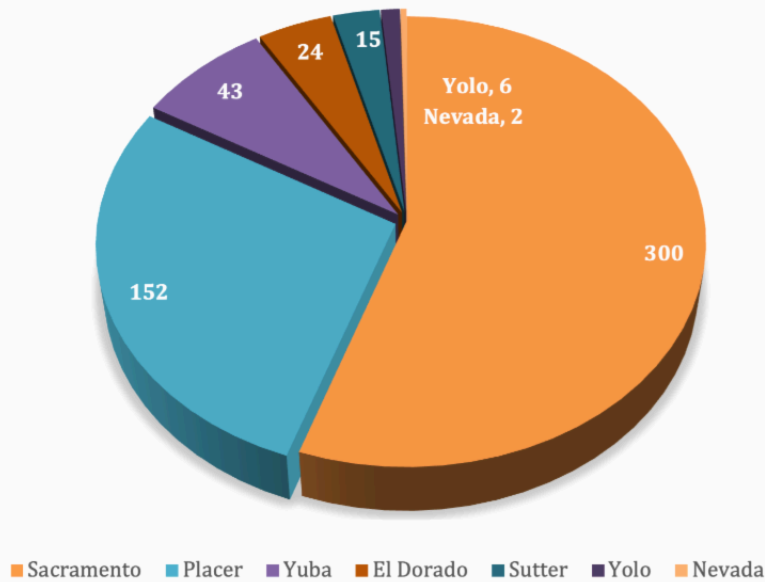
Monthly Sales July 2023-February 2026



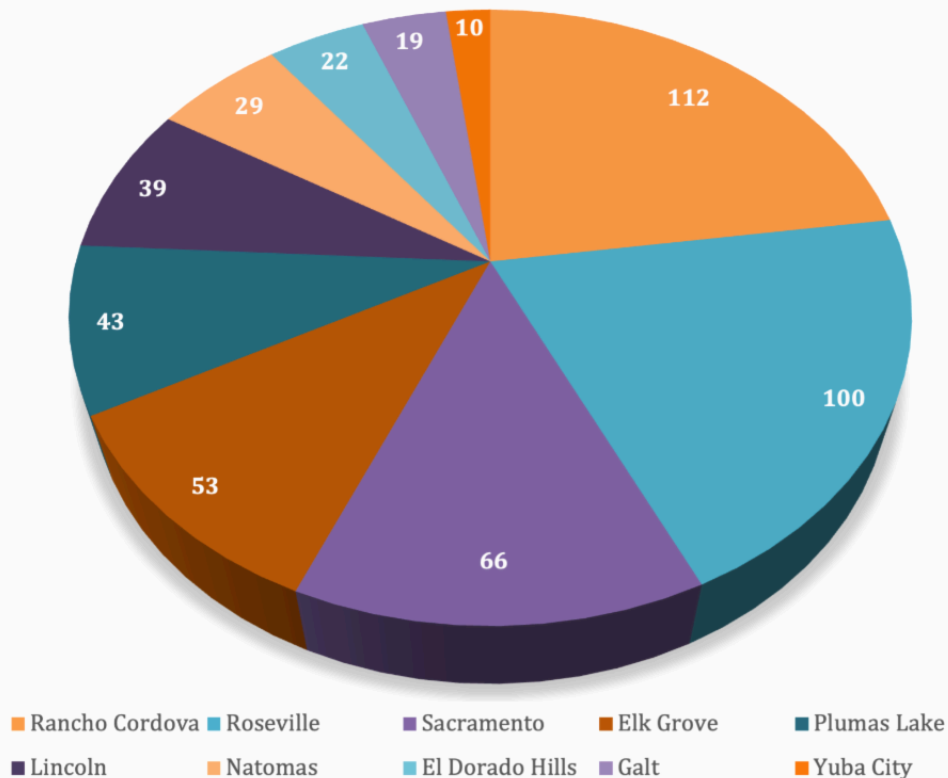
February New Home Sales 2017 - 2026



February New Home Sales by County



February 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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