



NORTH STATE BUILDING INDUSTRY ASSOCIATION

MONTHLY SALES REPORT

SEPTEMBER 2026 SALES REPORT

For Immediate Release — October 7, 2026

Higher Interest Rates Lead to Decline in September New Home Sales, North State BIA Reports

Higher mortgage interest rates stemming from the increasing costs of energy as the war with Iran continues caused a drop in new home sales in September in the Sacramento region, the North State Building Industry Association reported today.

New home sales in the eight-county region totaled 286, which was down 14% from August, down 34% from September 2025 and down 30% from the historical average for the month dating back to 1997.

North State President & CEO Tim Murphy said interest rates rising to above 7% by the end of the month has caused many prospective buyers to hold off.

"Renewed tensions between the U.S. and Iran pushed oil and gasoline prices sharply higher, which lifted inflation expectations and put upward pressure on interest rates," Murphy said.

He added that demand for housing remains strong, but higher mortgage rates, elevated construction costs and tighter real purchasing power are limiting both buyers and builders.

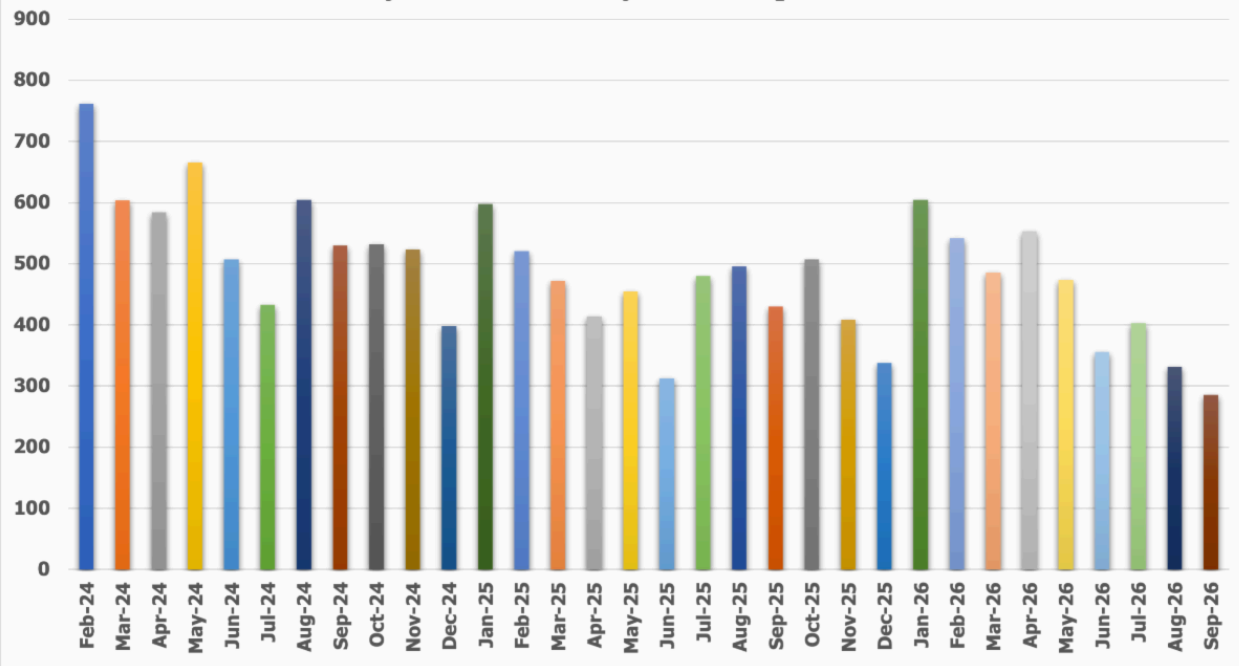
"Still, buyers should keep in mind that builders continue working hard to find ways to help them afford the new home of their dreams. I'd urge anyone thinking about buying a home to check with area builders to find out what incentives they are offering," he said.

During September, Roseville saw the most new home sales with 61, followed by Rancho Cordova (52), Sacramento (47), Natomas (29) and Galt (24). (See graphics below for more information about new home sales during the month.)

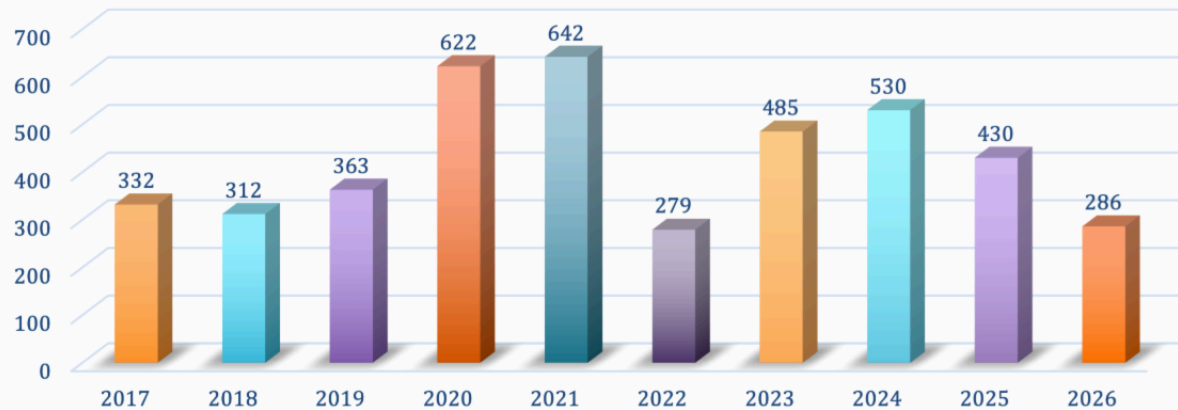
Sales were reported for 202 communities in Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

September New Home Sales at a Glance

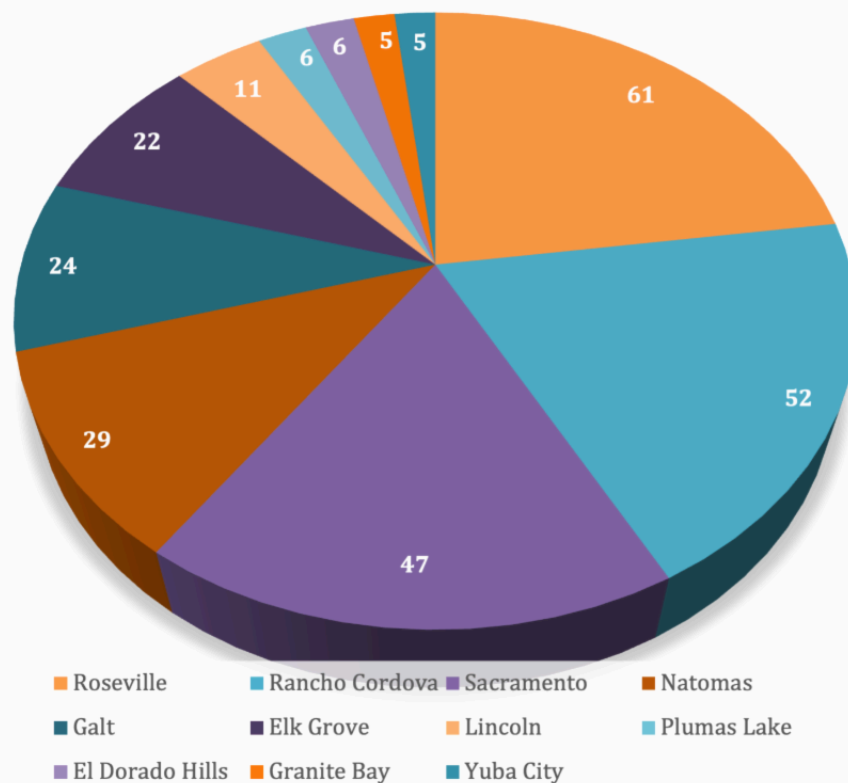
Monthly Sales February 2024-September 2026



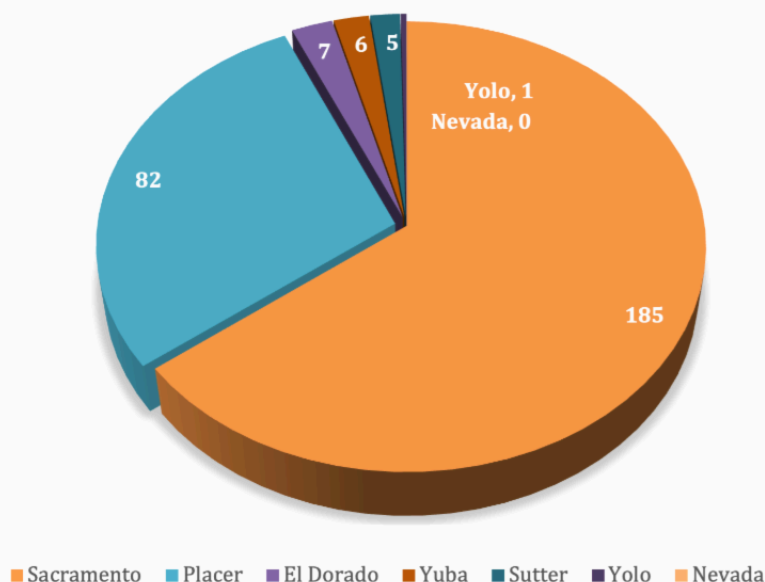
September New Home Sales 2017 - 2026



September New Home Sales by Submarket



September 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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