



Home Sales Report

MAY 2024 SALES REPORT

For Immediate Release – June 12, 2024

North State BIA Members Report Highest Sales in May Since 2005

Sales of Sacramento-area new homes maintained their rapid pace during May as North State BIA members reported selling 666 new homes in the seven-county region. That is the most new homes sold during May since 2005 during the peak of the housing boom. The total is also 200 sales higher than the average number sold during the month.

North State BIA President and CEO Tim Murphy said the continued strong sales volume reflects the advantages new homes provide to buyers.

"Besides the fact that new homes come with extended warranties, the latest in technology and the opportunity for buyers to customize their homes, in today's market homebuilders are able to offer incentives that buyers can't get when purchasing existing homes," Murphy said. "Simply put, builders can offer creative solutions to today's higher interest rates and help make buying a new home possible.

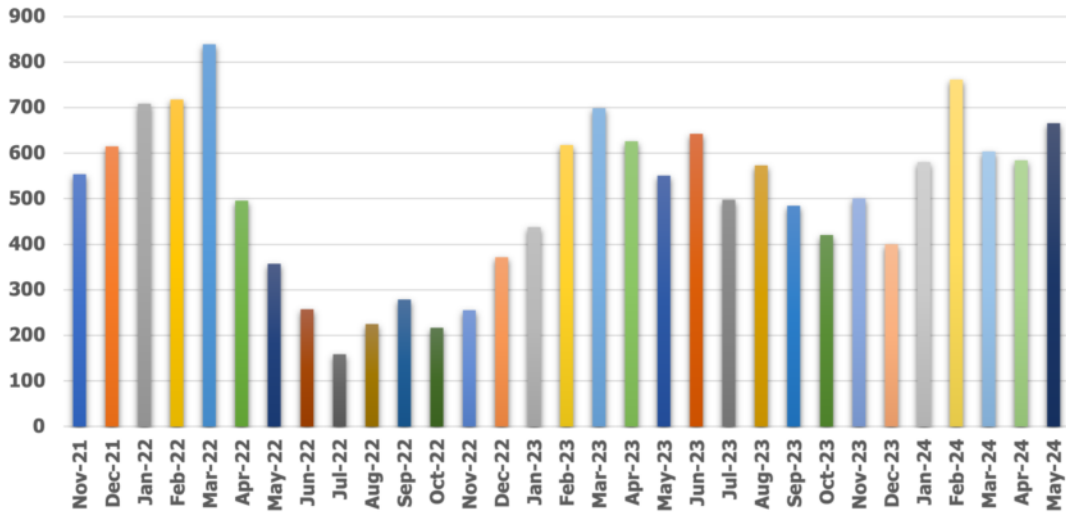
"And with June being National Homeownership Month, I'd encourage anyone thinking of buying a home to explore the nearly 200 new home communities in our region to find the home and lifestyle they're looking for."

As usual, the most new homes were sold in Roseville (137), but the next four highest sales volumes were reported in Sacramento County – Rancho Cordova (98), Elk Grove (87), Sacramento (74) and Folsom (63). The top 10 was rounded out by Lincoln (29), Plumas Lake (26), Woodland (26), Natomas (23) and El Dorado Hills (21). See the graphs below for more details.

BIA statistics include sales by members in Amador, El Dorado, Placer, Sacramento, Sutter, Yolo and Yuba counties.

May New Home Sales at a Glance

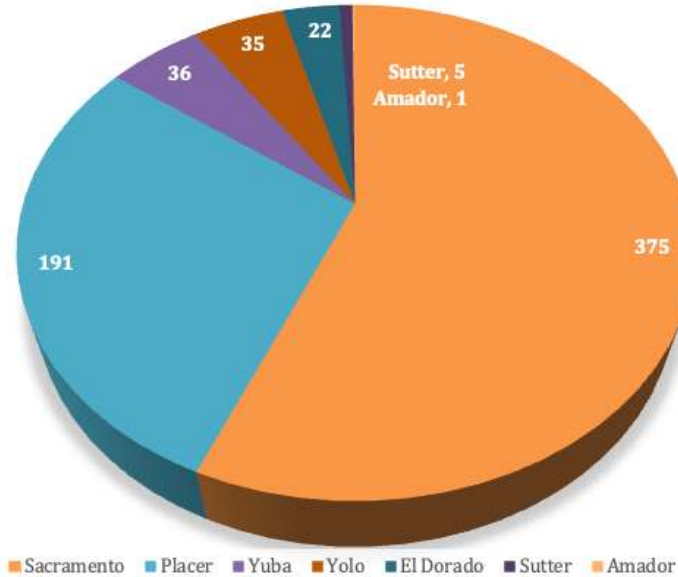
Monthly Sales November 2021-May 2024



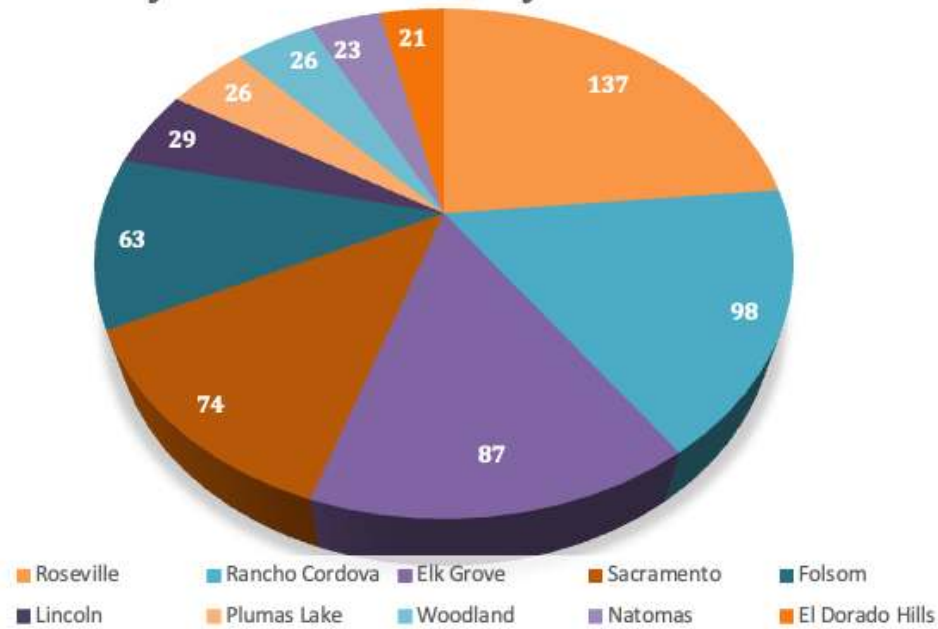
May New Home Sales 2014 - 2024



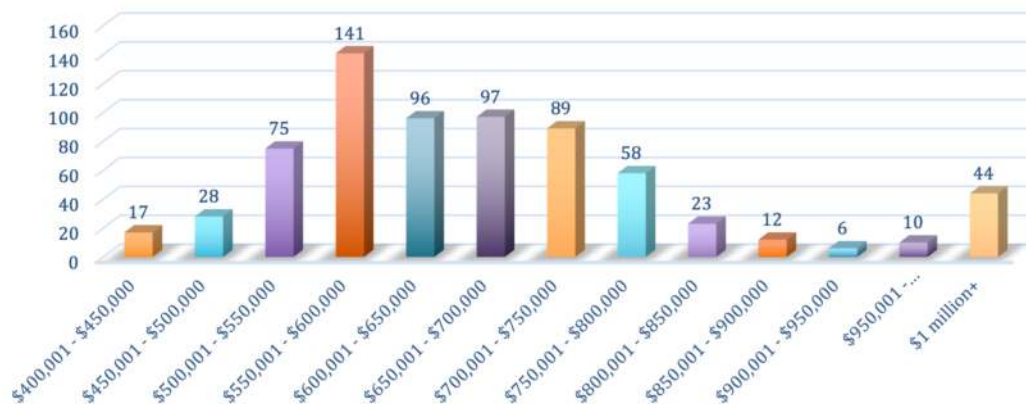
May New Home Sales by County



May New Home Sales by Submarket



May New Home Sales Price Points



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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