



**NORTH STATE
BUILDING INDUSTRY
ASSOCIATION**

AUGUST 2021 NORTH STATE BIA SALES REPORT

For Immediate Release
September 8, 2021

Sacramento New Home Market Remains Solid in August but Continues Shifting to More Normal Levels, the North State BIA Reports

New home sales remained solid in August around the greater Sacramento region but the numbers continued to move toward more typical seasonal levels, the North State Building Industry Association reported today.

A total of 428 homes sold in the region during the month. That was the third-highest August since 2005, exceeded only by sales in 2019 and then the extremely high numbers last year as the market rebounded from the COVID-19 slowdown, said BIA President and CEO Michael Stretch. But he also noted it was the lowest sales total since April 2020.

"It's becoming more clear that many families are still looking to buy a new home in our region," Stretch said. "However, sales figures are continuing to fall toward seasonal averages, which typically see fewer sales in the last few months of the year compared to sales during the spring and early summer."

The average number of new homes sold during August regionally since the BIA began keeping records in 1997 is 365. In a typical year, September home sales will be comparable before falling off in November and December.

BIA 2021 Chairman Michael LaFortune noted that 2021 remains on track to be the second highest year for new home sales in the region since at least 2005, another sign that there remains a great deal of pent-up demand.

"As most people know, there remains a serious housing shortage in the Sacramento region and indeed the entire state. Production statewide should be three times higher than it has been just to begin catching up with demand," LaFortune said.

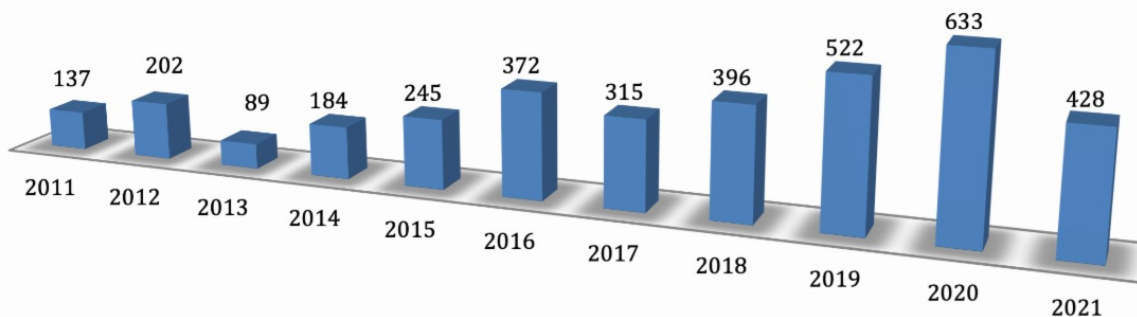
"We will continue to work with our partners in city and county governments to expedite approvals and keep fees as low as possible to allow our members to increase production and help relieve the shortage, which has caused prices to rise to all-time highs."

Sales were reported from 197 new-home communities in Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo, and Yuba counties.

August Sales Third Highest for Month Since 2005

August sales were the third-highest in the region since 2005, demonstrating there is continued strong demand for new homes in the region.

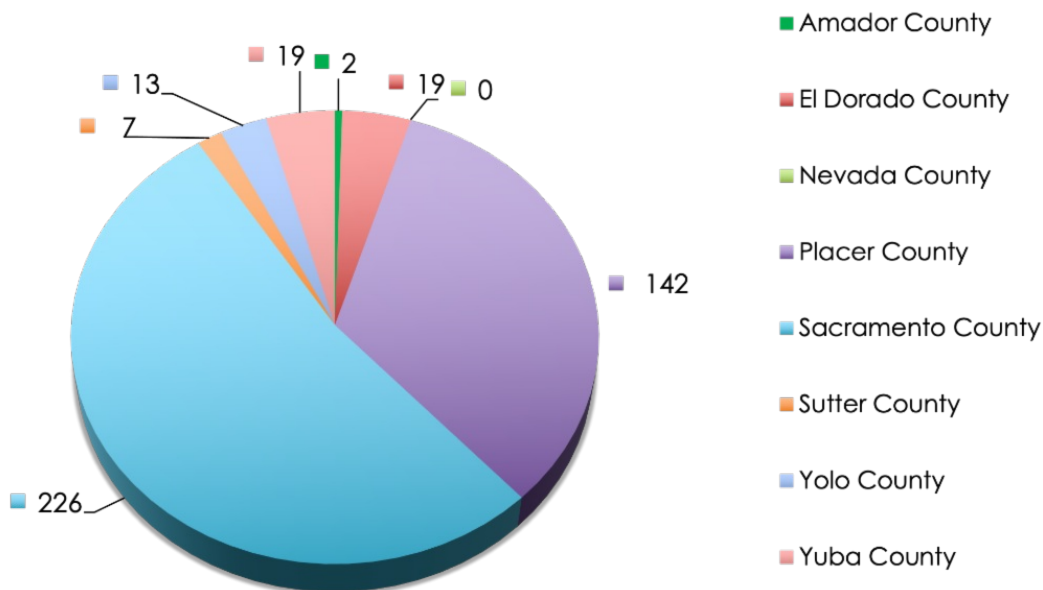
August New Home Sales 2011 - 2021



Sacramento and Placer Counties Remain Region's Housing Hub

As always, new home production and sales in the region remain concentrated in Sacramento and Placer counties and their incorporated cities.

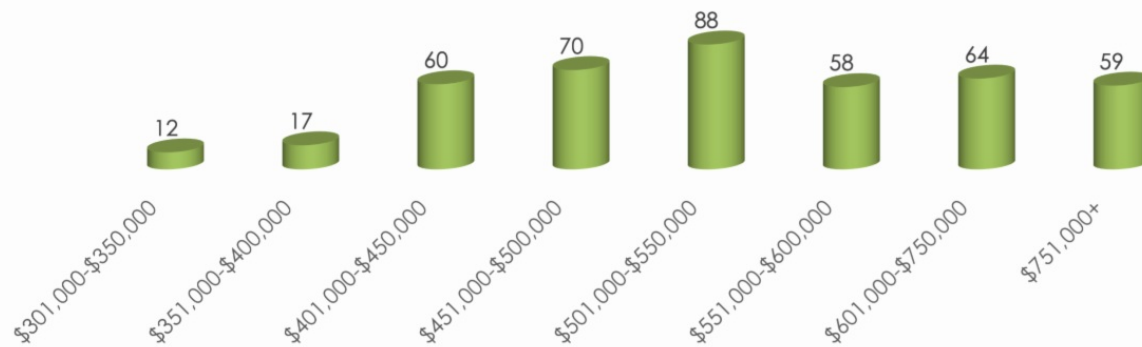
August New Home Sales by County



Buyers Continue to Purchase Higher-Priced Homes

Virtually all homes sold during the month once again were priced at \$400,000 and above, reflecting the strong demand for housing in the region.

August 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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