



**NORTH STATE  
BUILDING INDUSTRY  
ASSOCIATION**

## SEPTEMBER 2021 NORTH STATE BIA SALES REPORT

For Immediate Release  
October 12, 2021

### **Sacramento New Home Market Rebounds in September, Due to Demand and Supply Chain Disruptions, North State BIA Reports**

New home sales in the greater Sacramento region rebounded sharply in September, reflecting the continued strong demand for new homes and also delays in completing construction due to serious supply chain issues, the North State Building Industry Association reported today.

A total of 642 new homes were sold during the month in the eight-county region in 198 new-home communities. That exceeds the totals of each of the past four months and is also the highest number sold in a September since 2004. The average number of new homes sold during the month is 372.

North State BIA President and CEO Michael Strech said it's likely that sales figures will be unusually volatile for the next several months as builders face shortages of lumber, drywall, appliances and other supplies needed to build new homes.

"The demand for new homes remains strong, but these shortages are causing construction delays in many cases so builders are adjusting their sales rates in order to be able to deliver a buyer's new home in a reasonable time frame," Strech said. "These shortages are likely to persist for some time and will continue to cause disruptions in production."

Despite the supply disruptions and ongoing labor shortages, with three months left in the year, sales to date total 5,552. That is already the second-best yearly figure since 2006, behind only last year's total of 7,073.

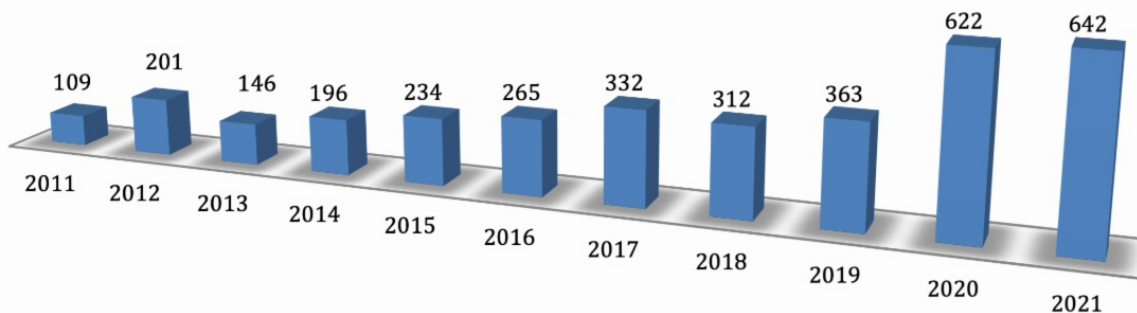
The BIA tracks new home sales in Amador, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo and Yuba counties.

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### **September Sales**

September's robust sales total reflects the ongoing demand for new homes in the greater Sacramento region.

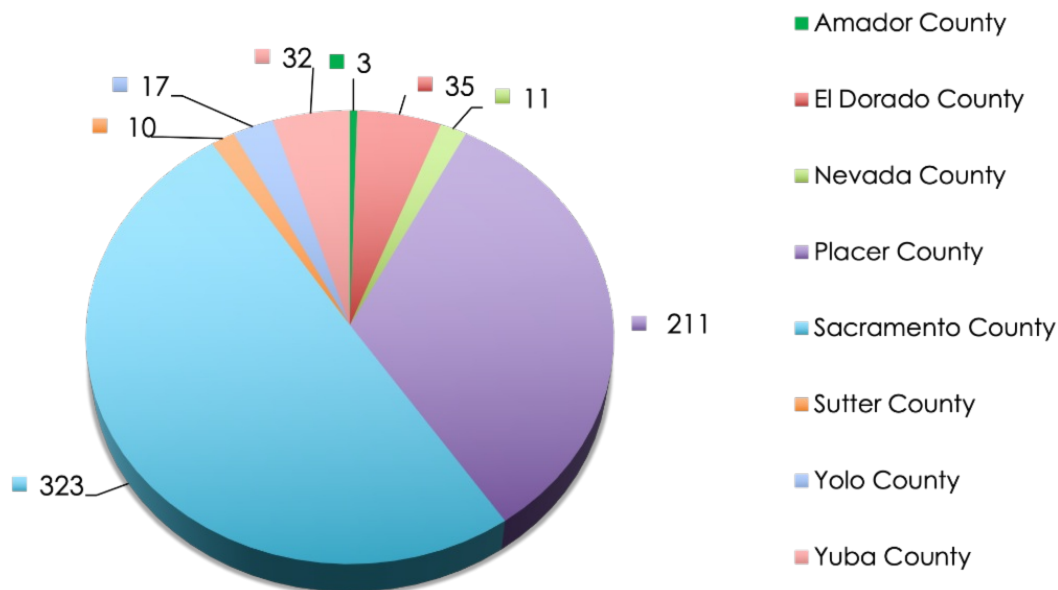
## September New Home Sales 2011 - 2021



### 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.

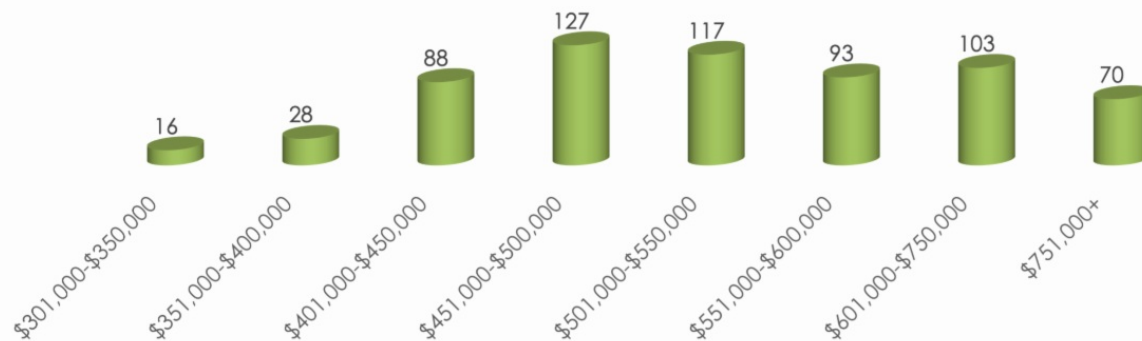
### September New Home Sales by County



### 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 along with higher costs for lumber and other key supplies.

## September New Home Sales Price Points



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### About the North State Building Industry Association

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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](http://www.northstatebia.org).

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