



**NORTH STATE  
BUILDING INDUSTRY  
ASSOCIATION**

**FOR IMMEDIATE RELEASE 8/18/2020**

## **Sacramento-Area New Home Sales Total 888 in July -- Highest Number Since February 2005, North State BIA Reports**

A total of 888 new homes were sold in the Sacramento area during July, the most since the 908 recorded in February 2005 and a clear sign that buyers remain eager to buy new homes in the region, the North State Building Industry Association reported today.

"Clearly, the pent-up demand for new homes in our region continues unabated," said Aren Bazzocco, North State's 2020 Chairman. "Despite the fact that our builders saw sales fall off sharply in March and April -- normally two of the strongest sales months of the year -- sales to date this year are 19.6% ahead of last year."

Through July, BIA members in the region have sold 3,905 homes this year, compared to 3,264 during the same period last year. July's sales are also the most recorded during the month since the BIA began keeping statistics in 1997 and more than twice as many as the 402 homes sold in July 2019.

A total of 428 new homes were sold in Sacramento County new home communities while 271 were sold in Placer County. The remainder were sold in communities in Yolo, El Dorado, Yuba and Sutter counties (see graphic below.)

Bazzocco also noted that builders have ramped up production to meet the strong demand. According to the Construction Industry Research Board, single-family housing starts in the region jumped to 651 in June from 313 in May. The Sacramento region recorded the second-highest level of single-family starts in the state, behind Southern California's Inland Empire region.

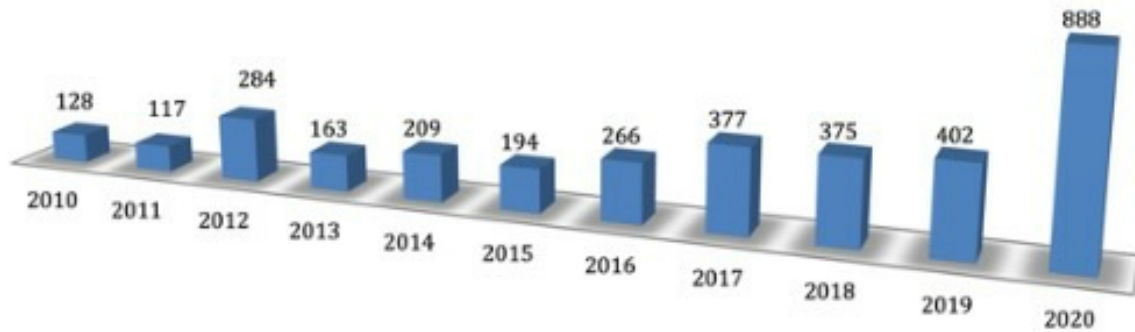
The report covers sales between June 29 and August 2 at 165 new-home communities.

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### **Historical May Sales Review**

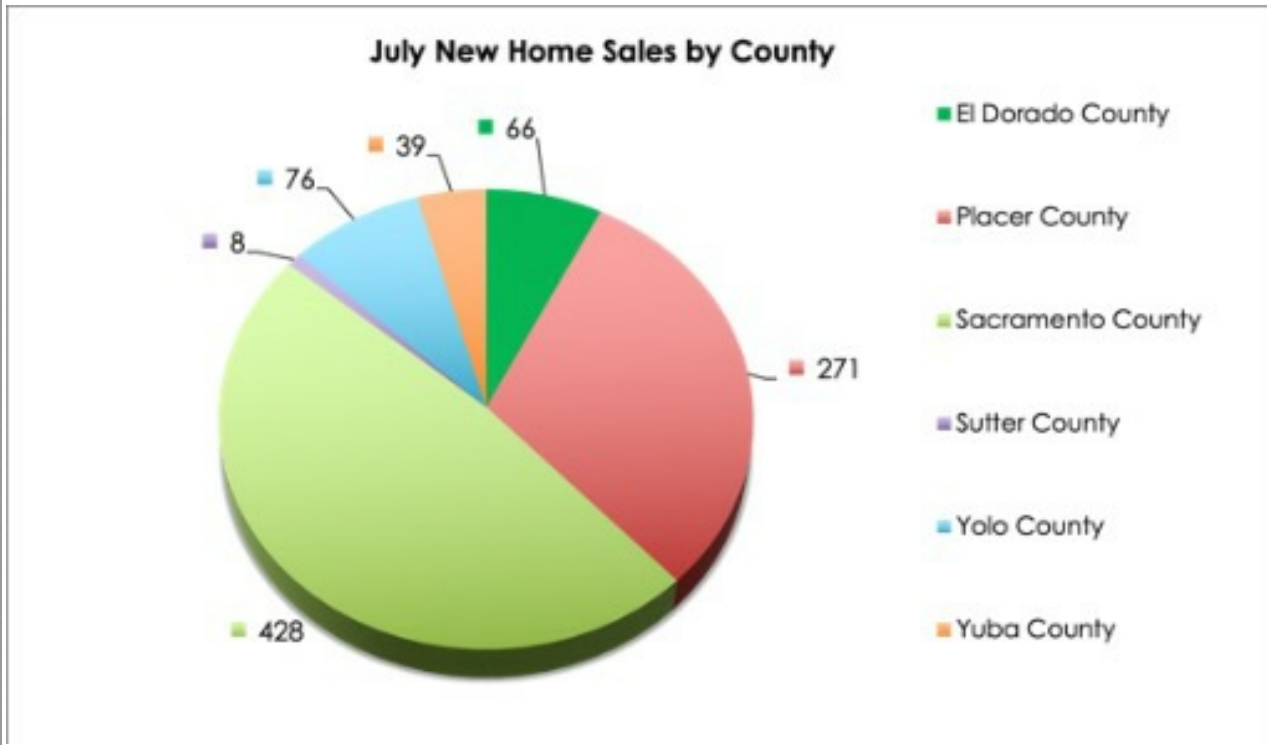
The chart below offers a 10-year look-back on sales in the month of July.

### July New Home Sales 2010 - 2020



### New Home Sales by County

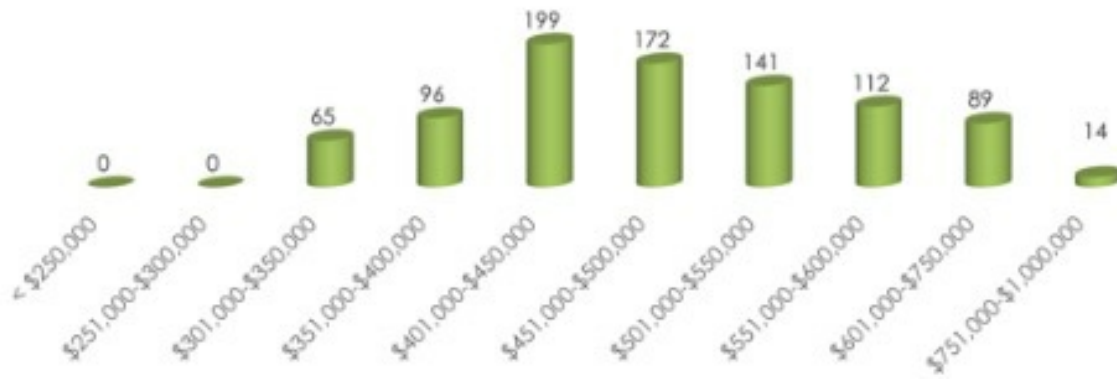
The North State BIA's sales report is compiled through a collaborative effort between association staff and homebuilders, who provide regular reports based on escrow closings. The chart below breaks down regional sales for July.



### Price Point Data

As part of its monthly sales analysis, the North State BIA also records the price points for new homes sold. The July price points for new home sales can be seen in the chart below.

## July New Home Sales Price Points



### About 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 530 members, including 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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