



**NORTH STATE
BUILDING INDUSTRY
ASSOCIATION**

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Sacramento-Area New Home Sales Continue Strong Rebound in May, North State BIA Reports

New home sales in the greater Sacramento area continued their impressive rebound in May from the weeks following the shelter-in-place orders issued in March, the North State Building Industry Association reported today.

Builders reported 464 sales during the month, a 69% increase from April and a 23% increase from March when the impact from the COVID-19 pandemic began, said Michael Strech, the BIA's president and CEO.

"New home sales fell off sharply from historic highs in January and February due to the restrictions imposed to check the spread of the coronavirus, but after bottoming out in early April, buyers quickly reentered the market," Strech said. "That demonstrates the strong demand for new homes in the region and the wide selection of styles and locations available."

Strech credited state and local authorities for recognizing that homebuilding was an essential activity, allowing construction to continue while many industries were shut down. He also said builders quickly pivoted to create ways for prospective buyers to take a close look at model homes online and to ensure a safe experience when buyers came to a new-home community in person.

Looking only at new contracts written, regional sales have averaged 136 per week during the six weeks ending May 31, ranging between 116 and 163 per week.

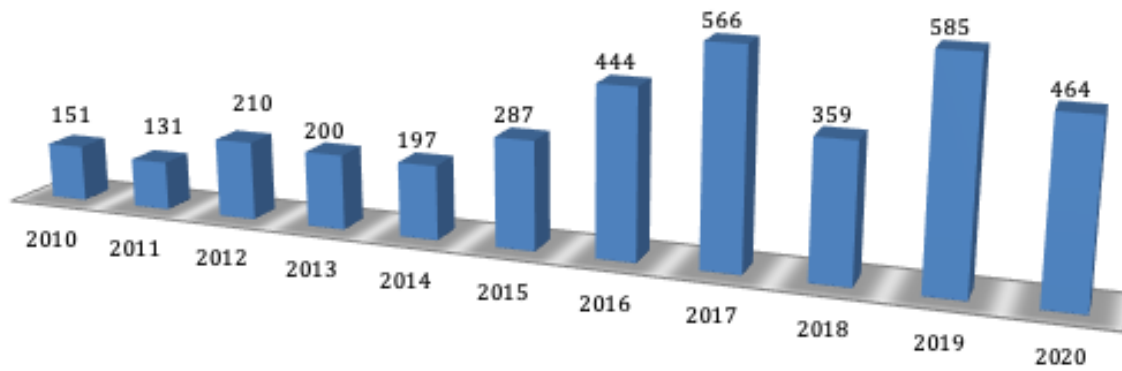
"As the economy begins to reopen and more people are able to go back to work and with mortgage rates remaining low, we expect these solid sales numbers to continue," he said.

The sales report covers May 4-May 31 at 165 new-home communities in Sacramento, Placer, El Dorado, Yolo, Yuba and Sutter counties.

Historical May Sales Review

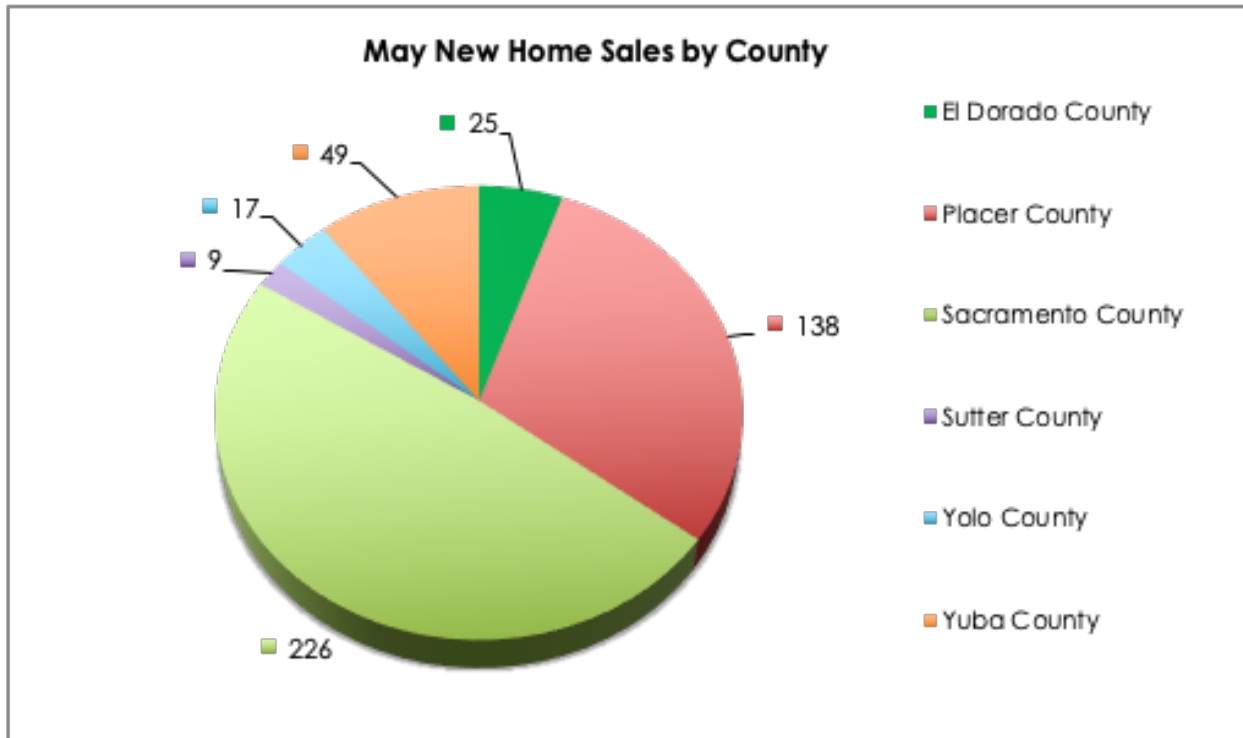
The chart below offers a 10 year look-back on sales in the month of May.

May New Home Sales 2010 - 2020



New Home Sales by County

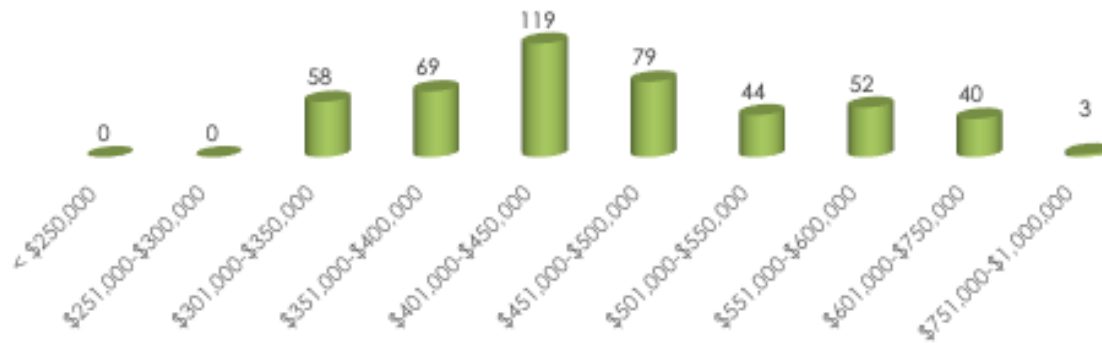
The North State BIA's sales report is compiled through a collaborative effort between association staff and homebuilders, who provide regular reports based on escrow closings. The chart below breaks down regional sales for May.



Price Point Data

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

May 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.

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