



# Home Sales Report

**JANUARY 2025 SALES REPORT**

*For Immediate Release – February 11, 2025*

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## **Sacramento-Area New Home Sales Surge as 2025 Gets Underway, North State BIA Reports**

New home sales in the Greater Sacramento region saw their typical January surge as buyers returned to new home communities after the holiday lull, the North State Building Industry Association reported today.

BIA members reported selling 598 homes during the month, a 50% increase from December, 3% more than January 2024 and 30% higher than the monthly average dating back to 1997.

Tim Murphy, the BIA's President and CEO, said the stronger-than-average sales figures bode well for robust sales during 2025 despite stubbornly high mortgage interest rates.

"There remains a strong demand for new homes in the region, driven by the constrained amount of existing homes for sale and the fact that most homebuilders are able to provide incentives that make buying new more affordable," Murphy said.

"In addition, the regional economy remains solid and Sacramento remains a great place to live and work. The BIA will continue working closely with local governments in the region to reduce regulatory barriers to new housing and help our members provide additional homeownership opportunities in 2025."

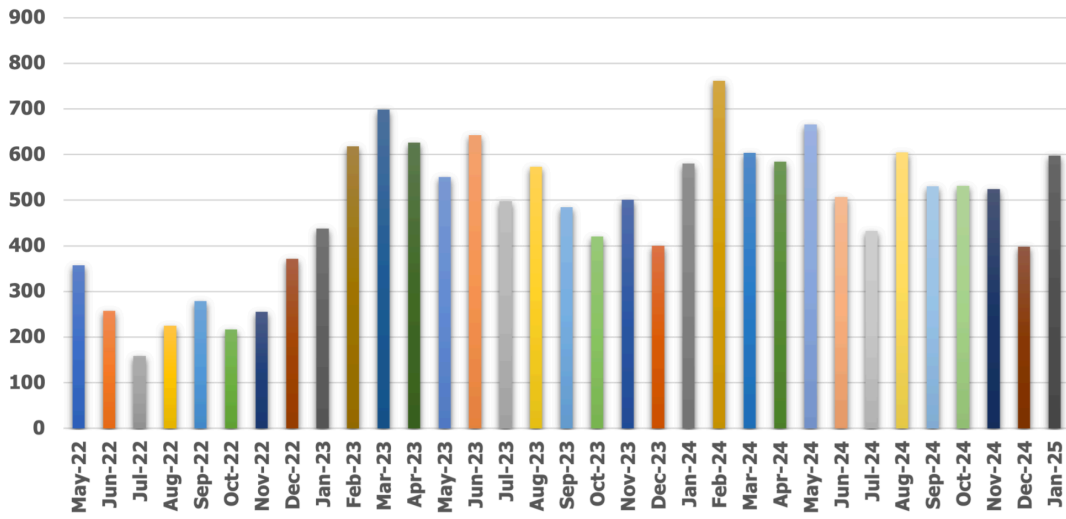
Roseville recorded the highest number of sales during the month (127), narrowly edging out Rancho Cordova where 123 sales were reported. Sacramento and Elk Grove tied for third place with 65 sales each, and Folsom rounded out the top five markets with 31 sales. (See further January sales information below.)

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

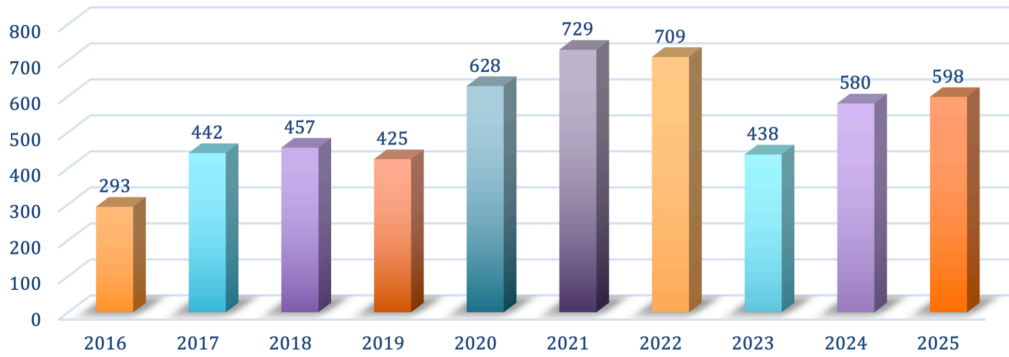
## **January New Home Sales at a Glance**

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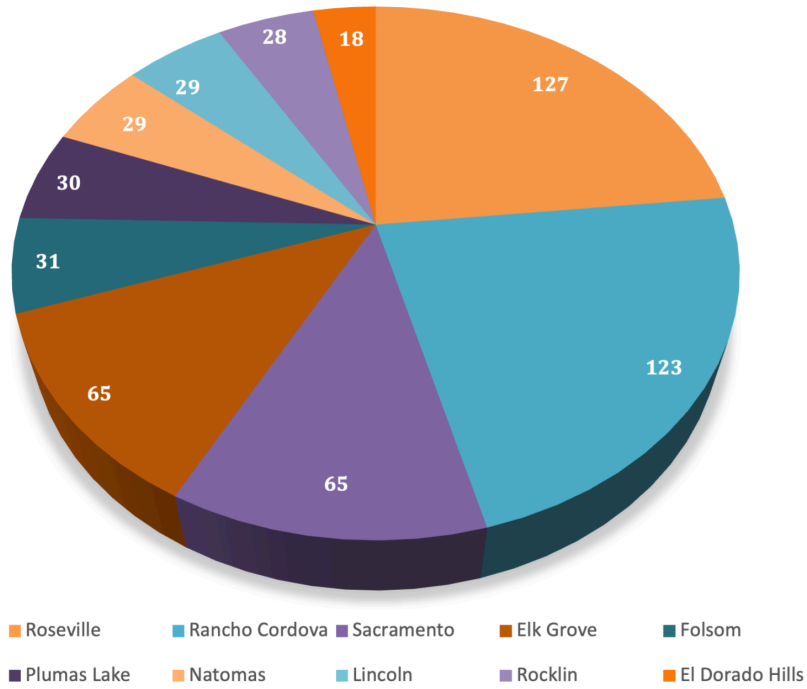
### Monthly Sales May 2022-January 2025



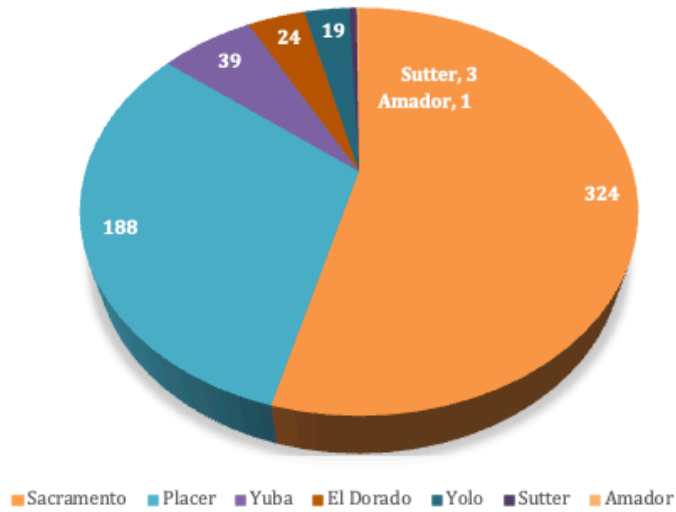
### January New Home Sales 2016 - 2025



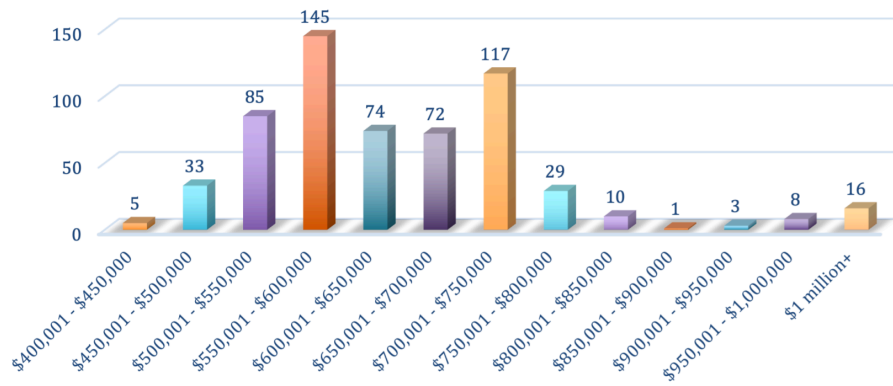
## January New Home Sales by Submarket



## January New Home Sales by County



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

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