

Southern Arizona Home Builders Association

# NAHBN<sup>ews</sup>



January 2026

## Existing Home Sales Inch Higher in November

Existing home sales rose for the third consecutive month in November as lower mortgage rates continued to boost home sales, according to the National Association of Realtors. But the increase remained modest as mortgage rates still stayed above 6% while down from recent highs.



**Total existing home sales**, including single-family homes, townhomes, and condos, rose 0.5% last month to a seasonally adjusted annual rate of 4.13 million, the highest level since February. November sales were still 1% lower than a year ago.

First-time home buyers accounted for 30% of home sales in November, down from 32% in October but unchanged from a year ago. The share of all-cash sales last month was 27% of transactions, down from 29% in October but up from 25% a year ago. All-cash buyers are less affected

by changes in interest rates.

The median sales price of existing homes sold in November was \$409,200, up 1.2% from last year. This marks the 29th consecutive month of year-over-year increases. The median condominium/co-op price in

November was up 0.1% from a year ago at \$358,600.

Existing home sales in November were mixed across the four major U.S. regions. Sales rose in the Northeast (+4.1%) and South (+1.1%), fell in the Midwest (-2.0%), and remained unchanged in the West. On a year-over-year basis, home sales were unchanged in the Northeast and up in the South (2.8%), while down in the Midwest (-3.0%) and West (-1.3%).

The existing home inventory level was 1.43 million units in November, down 5.9% from October but up 7.5% from a year ago.

## Homelessness Hits Record-High

In 2024, the number of people experiencing [homelessness increased](#) to the highest estimate in the history of HUD's Annual Point-in-Time (PIT) Count. Approximately 771,500 people were recorded as living in an emergency shelter, a transitional housing program, or in unsheltered locations across the country. This count increased 18% compared to 2023, a notable increase compared to previous annual increases.

## Senate Confirms Two Housing Leaders

NAHB congratulates Frank Cassidy and Joseph Gormley on their [recent Senate confirmation](#) to top government posts. Cassidy was confirmed as HUD Assistant Secretary for Housing and Federal Housing Commissioner, while Gormley will lead Ginnie Mae as its new president.

NAHB supported the nominations of the two housing finance leaders and looks forward to working with them to implement policies that will expand homeownership and rental opportunities for all Americans.

## FHFA Announces Higher Loan Limits

The Federal Housing Finance Agency (FHFA) has announced that the baseline [conforming loan limit](#) for mortgages acquired by Fannie Mae and Freddie Mac in 2026 will rise to \$832,750, an increase of \$26,250 from 2025. Higher loan limits will be in effect in higher-cost areas as well. The new ceiling loan limit in high-cost markets will be \$1,249,125, which is 150% of \$832,750.

## Don't Miss AI & Tech Studio at IBS 2026 in Orlando

If you're heading to the 2026 IBS in Orlando, then make tech a priority, including the [AI & Tech Studio](#), a new IBS Education format. Sessions are designed to let attendees use the latest tech, compare tools and see real-world applications. Register for an Expo+Education Pass to attend AI & Tech Studio and other tech and AI-focused IBS Education sessions. The pass also gives you access to the 1,700+ exhibitors and specialty zones with the hottest new tech products on the market. Learn more and explore more education opportunities at [BuildersShow.com](#).

## Judge Rules Termination of BRIC Program Unlawful

A federal judge has ruled that FEMA's termination of the Building Resilient Infrastructure and Communities (BRIC) program [was unlawful](#) and issued a permanent injunction restoring the program. BRIC provides federal grants to state and local governments for projects that reduce risks from natural disasters. NAHB has been pushing Congress to pass the Promoting Resilient Buildings Act, which would allow jurisdictions to qualify for BRIC funds if they have adopted one of the latest two code cycles. States may feel pressure to adopt the very latest codes to stay competitive for BRIC funding.

# NAHB Members Recognized as 'Young Guns & Legends'

Pro Builder magazine recently released its Class of 2025 ["Young Guns & Legends"](#) list that honors up-and-coming leaders and a collection of legends who have made career contributions to the housing industry.

Pro Builder asked three of its past Forty Under 40 awardees and an industry legend to help select the Class of 2025. Meet the NAHB members who were recognized in the Pro Builder Class of 2025:

**Myles Cardenas**, Taylor Morrison

**Jessica Corbett**, J.Cor Architecture

**Ugo DiBiase**, DiBiase Companies



**Crystal Lazar**, Habitat for Humanity of East and Central Pasco County

**Chase Marvil**, Bay to Beach Builders

**Craig Neal**, Stancil Services

**Erick Saks**, Operation Lifeline

**Chad Sanschagrin**, Cannonball Moments

**Nick Scroggs**, Scroggs Construction Services

**Gracy Weil**, Graceland Research & Consulting

**Alex Wolfe**, Wolfe Homes

Explore the full list online at [probuilder.com](http://probuilder.com).

## Offsite Housing for Affordability

A growing number of community-based organizations (CBOs) are turning to [offsite construction](#) as a solution to the housing affordability crisis.

[According to research](#) from Harvard University's Joint Center for Housing Studies (JCHS), offsite housing offers CBOs a quicker and less costly way to build quality affordable residential housing. The common misconception that this method – also known as “factory-built housing” – has inflexible design options is proven wrong by this research. Factory-built housing comes in a wide array of styles and can be highly adaptable, making it an appropriate option for building affordable neighborhoods.

## Top Color Trends for 2026

Paint manufacturers have announced their [colors of the year](#) for 2026. Color experts at Sherwin-Williams, for example, named Universal Khaki as their color of the year.

Other top choices among the neutrals include: Dutch Boy (Melodious Ivory), Minwax (Special Walnut) and Pantone (Cloud Dancer). Selections among the more luxurious hues include: Graham & Brown (Divine Damson), Benjamin Moore (Silhouette), Krylon (Matte Coffee Bean), Clark + Kensington (Hazelnut Crunch) and Glidden (Warm Mahogany). Choices among trendy greens include: Behr (Hidden Gem), Dunn-Edwards (Midnight Garden) and Valspar (Warm Eucalyptus).

## Calendar of Events



### 2026 BOARD INSTALLATION LUNCHEON

**JAN 23, 2026**  
12:00 PM

Jewish Community Center  
3800 E River Rd,  
Tucson, AZ 85718

**PRESENTED BY**



RANCHO SAHUARITA  
It's All In Your Backyard



**SOUTHWEST GAS**

Questions? Contact Noël Kurtz at  
events@sahba.org or 520-918-2369

### REMODELERS COUNCIL MEETING

2024 International Building Code Updates  
Informational Session & Q&A

**DANIEL E. ICE**  
Pima County  
Chief Building Official

**MATHEW CARLTON**  
City of Tucson  
Assistant Building Official

 **WED, JAN 14TH** |  **12:00 PM** |  **SAHBA OFFICE**

Join us for an informative discussion on the latest updates to the 2024 International Building Code (IBC). Learn about key changes, how they may impact design and construction practices, and get your questions answered directly by local building officials.

Lunch will be provided.

REGISTER AT [SAHBA.ORG/EVENTS](https://sahba.org/events)



### SALES & MARKETING COUNCIL MEETING

Join us for the January Sales & Marketing Council meeting! Our guest speaker, J. Felipe Garcia, President & CEO of Visit Tucson, will be speaking about the rebranding of Visit Tucson and their mission to welcome the world to Tucson to strengthen our vibrant community.

**Speaker**



**FELIPE GARCIA**  
President & CEO  
Visit Tucson

**TUESDAY  
JAN 13TH**  
12:00 PM  
**SAHBA OFFICE**  
2840 N Country Club Rd,  
Tucson, AZ 85716



**Board Meeting - Jan 8th**  
**BRE Mtg - Jan 13th**  
**Sales & Marketing Mtg - Jan 13th**  
**Remodelers Council Mtg - Jan 14th**  
**Tech Committee Mtg - Jan 20th**  
**Board Installation Luncheon - Jan 23**





# NAHB Welcomes 24 New Student Chapters

NAHB is proud to welcome **24 new student chapters** in 2025 from high schools and colleges across the United States. These programs were created to enhance students' educational experiences, increase their exposure to the home building industry and connect them with their local home builders' association.

New chapters include: Atlanta Technical College, Auburn University, Bay Mills Community College, Construction Careers Academy, Front Range Community College, Holy Cross High School, Jena High School, Kansas State University, McKenzie Regional



Workforce Center, Missouri University of Science & Technology, North Alabama Homebuilding Academy, North Montco Technical Career Center, Pitt Community College, RIBA Contractor Development Program, Spearfish High School, SUNY Oswego, University of Hawaii at

Manoa, University of Missouri, University of Southern Mississippi, Virginia Commonwealth University, Wake County Schools and Wayne State University.

In total, these chapters have introduced 1,287 new students and counting to the Federation.



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## Members Save Millions

Start saving at [nahb.org/savings](https://nahb.org/savings)

