

NORTHERN CALIFORNIA · LUXURY DESIGN-BUILD

THE TANKERSLEY REMODELING INDEX

Based on completed Tankersley Build Co. luxury residential projects representing nearly \$8.4 million in construction completed during the reporting period. Project investment ranges, construction timelines, and market conditions for the greater Sacramento region.

PUBLISHED BY

Tankersley Build Co.

COVERAGE AREA

Folsom · Granite Bay ·
El Dorado Hills · Fair
Oaks · Davis · Wilton ·
Elk Grove · Loomis ·
Carmichael · Shingle
Springs · Arden ·
Curtis Park · Rancho
Murieta · Gold River ·
Land Park · East
Sacramento · Greater
Sacramento Region

DATA PERIOD

12 months ending
December 2025

SEGMENT

Luxury Design-Build ·
\$300K+

STATE OF THE MARKET

Northern California's luxury remodeling market remained strong through 2025 and into 2026 despite broader economic headwinds. Homeowners in the Sacramento corridor — particularly in Granite Bay, El Dorado Hills, and Folsom — continued to invest aggressively in their primary residences, driven by high equity positions, longer hold times, and an expectation of lasting quality.

Project costs in the region have stabilized after the sharp escalation of 2021–2023, though they remain significantly elevated compared to pre-pandemic baselines. Labor availability has improved marginally, but skilled trade capacity — particularly for tile, millwork, and finish carpentry — continues to constrain schedules in the \$300K+ project tier.

This index reflects completed project data from Tankersley Build Co.'s portfolio over the 12 months ending December 2025. Ranges represent typical investments for quality-driven, design-forward work — not commodity remodeling.

Average Project Value (Region)	\$597K
Cost Escalation vs. 2020 Baseline	+38–52%
Labor as Share of Total Budget	45–55%
Permit Lead Times (avg.)	8–14 wks
Most Requested Project Category	Whole Home Remodel
Projects That Grew Beyond Original Scope	~62%

TANKERSLEY MARKET CONFIDENCE SCORE



The Tankersley Market Confidence Score is a composite index derived from eight indicators observed across our active project pipeline and regional market data during the reporting period. Scores above 70 reflect conditions favorable to investing in luxury remodeling.

Inquiry Volume		82
Signed Projects		78
Design Agreements		76
Permit Activity		68
Trade Lead Times		71
Material Pricing Stability		66
Budget Predictability		74
Home Equity Trends		79

Scores for each factor are indexed from 0 to 100 based on observed conditions during the 12-month reporting period. Higher scores indicate more favorable conditions. The composite score is an equal-weighted average. This index is proprietary to Tankersley Build Co. and updated annually.

2026 PROJECT COST INDEX

All figures reflect Northern California design-build pricing inclusive of full design coordination, permitting, and professional project management. Ranges do not include furniture, art, or owner-supplied fixtures unless noted. Year-over-year changes reflect actual cost movement observed across completed projects.

PROJECT TYPE	2025 RANGE	2026 RANGE	YOY	SPECTRUM
Powder Bath	\$27,420 – \$49,680	\$28,847 – \$52,284	+5.2%	High material impact per SF · No structural changes assumed
Guest Bath	\$41,250 – \$73,800	\$44,055 – \$78,818	+6.8%	Full plumbing relocation pushes toward upper end
Primary Bath	\$82,400 – \$183,600	\$88,245 – \$196,518	+7.1%	Steam, heated floors, custom tile work drive upper range
Kitchen	\$139,750 – \$323,400	\$148,000 – \$342,481	+5.9%	Custom cabinetry, appliance package, structural changes
Whole Home Remodel	\$234 – \$416 / SF	\$249 – \$443 / SF	+6.4%	Scope, finishes, and systems condition are primary drivers
Luxury Addition	\$461 – \$644 / SF	\$495 – \$691 / SF	+7.3%	New foundation, matching existing finishes, engineer fees
Custom Home (Build)	\$473+ / SF	\$499+ / SF	+5.6%	Excludes landscaping, pool & permits · Interior finish level is primary variable

SPECTRUM BARS ARE RELATIVE ACROSS ALL CATEGORIES. + DENOTES NO FIXED UPPER LIMIT. YEAR-OVER-YEAR CHANGES REFLECT OBSERVED COST MOVEMENT — NOT A UNIFORM ADJUSTMENT.

TYPICAL PROJECT DURATIONS

Durations reflect active construction only and do not include pre-construction phases (design, pricing, permitting, procurement). See phase breakdown below.

POWDER BATH 3–5 WEEKS Tile work and fixtures are schedule drivers. Assumes no structural changes.	GUEST BATH 5–8 WEEKS Plumbing relocation or heated floor systems add time at rough stage.	PRIMARY BATH 8–14 WEEKS Custom tile layouts, steam systems, and millwork extend finish phase.	KITCHEN 10–18 WEEKS Cabinet lead times (8–16 wks) often dictate overall schedule.
WHOLE HOME 6–18 MONTHS Highly variable. Phasing strategy and systems scope determine duration.	LUXURY ADDITION 8–14 MONTHS Foundation, framing, and connection to existing structure are critical path.	CUSTOM HOME 12–16 MONTHS Design and entitlement phase adds 4–8 months before ground breaks.	PRE-CONSTRUCTION 3–6 MONTHS Design, pricing, permitting & procurement before construction begins.

PRE-CONSTRUCTION PHASE BREAKDOWN — KITCHEN OR PRIMARY BATH (TYPICAL)

PHASE	WHAT HAPPENS	DURATION
01 Initial Consultation & Scoping	Site walk, budget alignment, project development process begins	1–2 wks
02 Design Development	Floor plans, elevations, finish selections, structural engineering	4–10 wks
03 Pricing & Proposal	Detailed scope document, subcontractor bids, contract presented to client	4–6 wks
04 Permitting	Jurisdiction review varies — Placer County averages 8–12 weeks	6–14 wks
05 Material Procurement	Custom cabinetry, tile, plumbing fixtures, windows ordered	8–16 wks
06 Kick Off Meeting	Schedule lock, site logistics, client communication cadence established	1 wk
07 Construction Begins	Demolition, rough trades, inspections, and finish work	Per above

2026 TRENDS TO KNOW

COST PRESSURE Labor Remains the Dominant Cost Variable Skilled trade wages in the Sacramento market rose 6–9% in 2024 and have held. Finish carpenters, tile setters, and licensed plumbers operate at a significant premium over 2020 rates. Homeowners should expect labor to represent 45–55 cents of every dollar spent.	DESIGN Warm Minimalism Replacing All-White Interiors White shaker kitchens with carrara marble are being replaced by limewash plaster, warm wood tones, unlacquered brass, and zellige tile. Clients are requesting spaces that feel curated and personal — not catalog-ready.
SCHEDULING Procurement Is Now a Project Risk Factor Custom cabinetry lead times of 12–20 weeks are common. Imported stone, specialty fixtures, and European plumbing hardware carry long lead times with little flexibility. Projects that start procurement late face schedule compression during construction.	TECHNOLOGY Whole-Home Automation Moving Upstream Lutron, Crestron, and Savant systems are increasingly integrated during remodels rather than retrofitted. Low-voltage rough-in decisions made during framing have downstream implications that are expensive to reverse — requiring early coordination with AV integrators.
OUTDOOR Outdoor Living as Investment-Grade Space NorCal homeowners are treating covered patios, outdoor kitchens, and integrated pool areas as primary project categories — not afterthoughts. Budgets of \$150K–\$400K for outdoor living environments are no longer unusual in the Granite Bay market.	ADU ADU Demand Strong, Costs Higher Than Expected Accessory dwelling units remain in high demand across Placer and Sacramento counties. Detached ADUs in the 600–1,000 SF range typically run \$350–\$550/SF all-in — a number that surprises many homeowners who anchor to new construction estimates from other markets.
SUSTAINABILITY Electrification Requirements Are Reshaping Scopes California's Title 24 updates and local electrification push have added panel upgrades, heat pump systems, and EV infrastructure to remodel scopes that previously wouldn't have included them. Budget accordingly — and early.	MARKET CONDITIONS Low Turnover Is Driving Renovation Demand Homeowners locked into sub-4% mortgages are staying put and investing in place. The move-up market has softened significantly, redirecting discretionary capital into primary residence remodeling. This dynamic is expected to sustain elevated project demand through 2026.

COUNTERTOPS Quartzite & Leathered Granite Bookmatched slabs are replacing polished white quartz. Natural stone with movement and character is commanding premium pricing.	TILE Zellige, Terracotta & Handmade Imperfection is intentional. Handmade Moroccan tile, terracotta field tile, and unlacquered cement tile dominate current specifications.	CABINETRY Flat-Front with Integrated Hardware Shaker doors declining. Flat-slab fronts in rift-cut oak, walnut, and painted MDF are standard in the \$200K+ kitchen tier.
PLUMBING FIXTURES Unlacquered Brass & Matte Black Chrome has largely exited the luxury segment. Waterworks, Kallista, and Brizo's Litze series are frequently specified in primary baths.	FLOORING White Oak & Large-Format Stone Wide-plank white oak (5"–9") in natural or wire-brushed finish continues to lead. 24×48 porcelain and 36×36 marble are dominant in bathroom projects.	WALL TREATMENTS Limewash & Venetian Plaster Applied finishes with depth and texture are replacing flat paint. Portola Paints' limewash and custom venetian plaster are frequently specified in primary suites and entries.

WHAT MOVES THE NUMBER

FACTORS THAT INCREASE COST

- Structural changes — removing load-bearing walls, raising ceiling heights, or opening to exterior require engineering, permits, and temporary shoring.
 - Plumbing relocation — moving fixtures even a few feet involves new drain runs, potential concrete cutting, and extended rough plumbing labor.
 - Finish-level specification — custom cabinetry, natural stone, handmade tile, and specialty hardware can triple material costs relative to standard options.
 - Systems upgrades — aging electrical panels, outdated HVAC, and original-era plumbing often must be addressed when walls are open, regardless of project scope.
 - Site access and occupied home logistics — working in a lived-in home creates scheduling constraints, dust mitigation requirements, and extended timelines.
 - Phased or deferred decisions — changing finishes or scope mid-project is among the most expensive things a homeowner can do.
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FACTORS THAT PROTECT BUDGET

- Complete design before construction begins — projects with fully developed drawings before demo starts finish closer to original budget.
 - Early procurement — ordering materials before construction locks pricing and eliminates schedule risk from lead time surprises.
 - Established contractor relationships — subcontractors who have worked together reduce coordination friction and produce fewer change orders.
 - Clear scope documentation — a detailed written scope and specifications document eliminates ambiguity that becomes disputes later.
 - Realistic contingency — budgeting 10–15% contingency on top of the base contract is standard practice for renovations in existing homes.
 - Staying in scope — the single most reliable way to protect budget is to resist adding work once construction is underway.
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ABOUT THIS REPORT

ABOUT THIS DATA — IMPORTANT NOTICE

The cost ranges, timelines, market confidence scores, and observations published in The Tankersley Remodeling Index are drawn from actual completed project data compiled by Tankersley Build Co. over the 12-month period ending December 2025, representing nearly \$8.4 million in luxury residential construction across the greater Sacramento region.

This index is intended to provide general market orientation for homeowners in the planning phase. It is not a project estimate, a bid, or a guarantee of cost. Your actual project investment will depend on scope, site conditions, finish selections, structural requirements, and market conditions at the time of construction. Cost ranges reflect quality design-build work with full design coordination, permitting, and professional project management — not commodity or owner-managed construction.

Year-over-year cost changes shown in the Project Cost Index reflect actual observed movement across completed project categories and are not a uniform adjustment. Individual project costs may fall outside these ranges depending on site-specific conditions and client selections.

This index is updated annually. For a project-specific estimate, contact us at admin@tankersleybuilds.com or visit tankersleybuilds.com.

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The Tankersley Remodeling Index is published annually by Tankersley Build Co. Data reflects completed luxury design-build projects across the greater Sacramento region. Investment ranges reflect quality construction with full design coordination, permitting, and professional project management. This report is provided for informational purposes only and does not constitute a project estimate or guarantee of cost. © 2026 Tankersley Build Co. All rights reserved.