

Homebuying season is underway, and new communities are coming online

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Many years, the homebuying season doesn't really kick in until spring, as families start to think about moving and tying the move in to school vacations.

But, it's already clear that 2022's buying season is already in full swing. Builders are reporting that a higher-than-usual number of prospective buyers are touring new home communities — and sales are also substantially higher than average for this time of year.

There are several reasons for this, including the continuing opportunity for many people to work from home, which in turn causes families to think about moving into a larger home, designed with working from home in mind.

As an extra bonus, this gives people the chance to consider living in a broader area, since they're not tied to a daily commute.

While demand remains high, the supply of both new and existing homes isn't large enough to accommodate that demand, which also is prompting prospective buyers to explore opportunities earlier



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Now is a good time to buy a house, because while mortgage rates almost certainly will rise, as the Federal Reserve looks to take steps to rein-in inflation, they are still near historic lows.

than usual.

And finally, the prospect of higher mortgage interest rates in the near future is prompting many people to begin looking now, before the higher rates kick in.

The good news if you're looking to buy a new home now is, that many new

communities are beginning to come online throughout the region. Now is a great opportunity, to explore these new homes while selection is at its highest.

In addition, buying a new home is often easier than buying an existing home.

There's not just one

home on the market with the floorplan you're looking for and of course, you can customize your new home with the flooring, countertops, appliances and other features, that will make your new home, your new home.

And your builder can

take care of the financing and other paperwork that goes into purchasing a home, making the process nearly seamless.

And as mentioned earlier, now is a good time to buy because while mortgage rates almost certainly will rise, as the Federal Reserve

looks to take steps to rein-in inflation, they are still near historic lows.

We do need to caution you that the process may take longer than usual, due to the continued worldwide shortages of key products that is affecting virtually every industry.

It's taking longer in many cases for builders to obtain all the components that they need, to hand you the keys to a fully functional new home.

Please be patient because, needless to say, builders are working hard to obtain everything they need to complete the construction process, as quickly as possible, and their sales staffs are doing a great job of keeping buyers informed, of how their new home is coming along.

So if you're thinking about buying a new home in the greater Sacramento region this year, we'd encourage you to take a look at the ads in today's Sacramento Bee, go online to get more details about the homes and communities that interest you, and check out the homes that most interest you.

We think you'll be surprised at how today's new homes have been crafted to meet your needs.