

Talk to Your Builder About How to Buy a New Home in Today's Market

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As everyone knows, the housing market in Sacramento — and nationwide — has changed during the past couple of months. The decision by the Federal Reserve to boost interest rates in an attempt to reduce the highest inflation rates in 40 years has also increased mortgage rates from the record-low rates we had been seeing.

Even so, mortgage rates remain much lower than they were for decades, and they don't move in lockstep with the Fed's actions. And more importantly, builders have access to a wide range of financing options. So if you've been thinking about buying a new home, I'd urge you to visit a new home community and talk to them about what

products and programs might be available for you.

The first step in the home buying process is determining how much you can afford. A builder's financing agent can walk you through the process of preparing for the financing process. To ensure that the financing process goes smoothly, it's always been a good idea for buyers to consider pre-qualifying for a mortgage and having a financing commitment in place before shopping for a new home, and now that's more important than ever.

There are good reasons to consider buying today, and to remember the long-term advantages of buying a new home. To begin with, a fixed-rate mortgage provides certainty about what your monthly payments will be. With rents climbing, that is a powerful incentive. In addition, today's new homes are



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designed to meet today's needs, such as providing spaces for working from home, and also come with a new-home warranty that provides worry-free living for many years to come.

As energy prices continue to rise, it's also important to remember that today's new homes are 30% more energy-efficient than a home built just a few years ago, and on top of that

come equipped with solar. They also include the latest in smart-home technology, such as thermostats, door locks and appliances that can be controlled with your smart phone. You won't be buying a home that's behind the curve when it comes to today's cutting-edge technology.

And of course, buying a new home allows you to customize many features to truly make it your new home. Each new home comes with a great variety of options for flooring, countertops, appliances and other features.

Finally, consider that selection has never been better. Here in the Sacramento region, there are over 200 active new-home communities featuring models in a wide variety of styles, sizes and locations. And information about these communities is just a mouse-click away.

So while the housing market may have changed, I'd encourage you to do your research and then talk to the BIA-member homebuilder that has the models that best meets your needs. Buying a great new home in the greater Sacramento area is still within reach.