

Outstanding selection, quicker building times make this a great time to buy the new home of your dreams

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As the year draws to a close, the housing market in the greater Sacramento area appears to be settling down. Interest rates have been ticking downward from their peaks and buyers are adjusting to the current market conditions. As a result, new-home sales around the Sacramento region were a healthy 18% higher in November than in October.

The good news for prospective buyers is that sales have slowed from the pandemic-era peak and many of the massive supply chain problems that

delayed new home construction for the past couple of years have eased. As a result, the inventory of homes that will be ready to move into within a couple of months is higher than it has been in years.

Selection is greater than it has been in years as well. In fact, last month BIA-member builders reported on sales at 216 new-home communities from Yuba City to Galt, meaning there is a wide variety of floorplans, amenities and locations to choose from — everything from starter homes to luxury properties and from quiet active-adult communities to bustling infill developments in the heart of the city.

In addition, today's new



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homes offer many advantages over existing homes. They are more

energy-efficient than ever, with better insulation, more sophisticated heating

and cooling systems and with solar power already installed. As a result, not

only can new homes be more affordable to operate, but they also are significantly more resource-efficient and environmentally friendly.

Building standards have changed a great deal over the decades, almost as fast as technology has evolved. Due to this evolution, new homes can accommodate today's advanced technology and be customized to meet the individual homeowner's needs. And knowing that the house was built by a qualified professional who adheres to the latest building and safety codes gives the owner added assurance.

During the holiday season, it becomes painfully evident that many older homes are smaller and therefore more challenging places to host gatherings with friends and family. Today's homebuilders are creating more open spaces with higher ceilings, larger windows and expansive great rooms for added

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convenience and modern living.

And let's not forget that new homes also give buyers the opportunity to select their favorite appliances, flooring, paint

colors and other design elements to give their home a personal touch from the day they move in. You won't have to spend hours stripping dated wallpaper or painting over

an ugly wall color. There are no oil stains to remove in the garage, no windows to replace, no walls to be torn down. Everything is already just the way you want it.

Today's market gives you the unique opportunity to see, touch and feel the house of your dreams —

and to move in soon. So I'd urge you to look at the new-home ads in the Bee and the wealth of information available online to find communities and floorplans that will meet your needs. In many ways, it's never been easier to buy and occupy your new home.