

A great time to buy, a great time to find a Building Industry Job

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Spring is just a month away, which means the Greater Sacramento region is now in the busiest time of year for new home sales.

In our area, the sales season generally peaks in March, with an average of more than 525 sales reported. The second busiest months are February and April, when around 490 sales are made on average. After April, sales gradually taper off most years, but still remain at or above 400 per month in May, June and July.

This year, sales have rebounded since the market hit its low point last July. In fact, new home sales are back to where they were in the years running up to 2020, when the pandemic caused a huge jump in sales in the area. It's becoming clearer that buyers have adjusted to current mortgage in-

terest rates, which have risen significantly since the Federal Reserve began raising rates to combat inflation but

are still far lower than they were during much of the 1990s and the first decade of this century.

Prospective new home buyers are also in luck because the selection is better than it's been in years. As of earlier this month, BIA members reported sales at 210 new-home communities throughout the eight-county region — a level not seen since 2007.

This level of housing production is good news for prospective buyers, but it's also great news for the 50,000 men and women employed in the area's homebuilding industry and for our region's economy.

These jobs are spread over a wide range of occupations. There are over 20 subcontractors involved in the construction of a typical single-family home, including concrete flat-



Submitted

Students in the Sierra College Construction Bootcamp learn how to create a doorway arch.

work, framing, roofing, exterior siding, drywall, electrical wiring, plumbing, solar systems, carpeting, HVAC, painting, flooring, countertops and more.

But the impact of homebuilding goes well beyond the job sites. People are also employed in lending,

escrow and title services, marketing, legal services, architecture, land planning, environmental services, engineering and insurance — just to name a few.

The industry even provides employment opportunities in categories you

wouldn't think of, like florists who help decorate model homes and photographers who take the evocative photos you see in the Bee and online.

However, the industry is facing a shortage of workers as baby boomers and Gen X employees look to

retire, which is why the BIA is deeply involved in job recruitment and training. Our affiliated North State Building Industry Foundation, for example, provides paid summer internships for high school juniors and seniors to give them hands-on experience in the construction trades.

In addition, the Harbor Freight Fellows program offers \$1,000 scholarships to high school seniors who complete 120 hours with a local trades mentor. And construction programs at Cosumnes River College and Sierra College provide instruction and certificates to help prospective workers get a head start in the industry.

These are jobs that can't be exported and besides being an important part of our economy, they are part of the ongoing process of building the American dream of homeownership. If you know of anyone who might be interested in a career in the trades or other parts of the homebuilding industry, you can learn more at <https://www.biaworkforce.com>.