

Fueled in part by Bay Area buyers, Sacramento housing market remains strong

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For the past 20 years or so, Sacramento has really become a hidden treasure, with great neighborhoods, a thriving farm-to-fork restaurant scene and increasing entertainment options.

But thanks to the COVID-19 pandemic and the decision of many Bay Area companies to allow more and more employees to

work from home, it's becoming increasingly clear that we're not a hidden treasure any longer.

The Sacramento Bee reported last week that while rents in San Francisco and Silicon Valley have plummeted in recent months, they have increased in the capital region as more Bay Area refugees are moving here, seeking lower-cost living, more space and a great quality of life.

Homebuilders are notic-

ing the trend as well, with many reporting that as many as 25% of their buyers are coming from the Bay Area. Realtors in our region are seeing higher sales as well, and resale inventory is just half of what it was a year ago.

All of which means that if you're interested in purchasing a new home, there's still a great selection available today. But because it often takes months

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or even years to get new developments approved and on the market, there's no guarantee that there will be the same selection of new homes on the market in the months to come as there are today.

The interest in new homes in our region remains unusually strong. Normally sales taper off in the late summer and fall, but this year sales figures for both August and September were the highest they've been since 2004 and preliminary reports indicate that October sales will be well above average as well.

But the good news is that there are still nearly 200 active new home projects in Sacramento, Placer, El Dorado, Yolo, Yuba and Sutter counties to choose from, with prices starting in the low-\$300,000 range.

There's also a wide range of styles available, from urban living to more spacious homes in the suburbs — the latter particularly attractive right now as many families seek home office space and a backyard.

Of course, there's also the many ad-

vantages of buying new. Today's new homes are built with today's buyers in mind, so many feature open floor plans, indoor/outdoor living, contemporary styling and even solar power built in. Plus, you get to customize features like countertops, fixtures, flooring and so much more to truly make your new home your new home.

Another advantage of buying new is that you generally have a good idea of when your new home will be completed and ready for you.

And since there are usually several homes with the floor plan you want in the pipeline, you won't face the fear of losing out on the home you want that resale buyers often experience.

Interest rates remain near historic lows and there's still a great selection of new homes available, but if you're interested in buying one of the great new homes on the market, you might want to act quickly to ensure you have the best selection in the style and price range you're looking for.