

There's never been a better selection of new homes available in the Sacramento Region

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As 2023 begins, it's beginning to appear that new home sales in the Sacramento area are stabilizing. December sales were significantly higher than normal in December and were up 45% from November. Last year, sales totaled just over 5,000, which was in line with levels seen in the years before the sharp increase in 2020 and 2021 caused by the Covid 19 pandemic.

I think there were three main factors in play.

First of all, people are getting more used to this new normal. The era of 3% mortgages was extremely unusual, caused by government efforts to keep the economy going during the pandemic by slashing interest rates. That era has ended, but the good news is that rates are still well below where they have been during most of the past 30 years.

Second, mortgage rates have recently ticked down from their 2022 high point. Rates for the next few months are likely to swing up and down a bit, so there were buyers who



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There has never been a better selection of new homes available in the Sacramento area, including new communities in Folsom.

wanted to lock in late 2022 rates.

Finally, demand for new homes in the area remains strong.

The Sacramento region is increasingly desirable with new entertainment venues and high-quality restaurants that simply didn't exist 20 years ago. And of course, the region is still one of the most affordable parts of California.

Those are all good reasons to consider buying if you're in the market. And if you're looking for a new

home, you'll be happy to know that there has never been a better selection.

BIA members currently have 221 active communities with homes available in Sacramento, Placer, Yolo, El Dorado, Sutter, Yuba, Nevada and Amador counties. A wide range of communities can be found, everywhere from the urban core to the Sacramento suburbs to smaller towns on the region's edges. These communities also are designed for young families to active adults and everyone in

between.

And now that many supply chain issues have been fixed and sales have returned to more normal levels, there is also a good selection of homes either available now or under construction, allowing you to move into the home of your dreams much more quickly than was the case a year ago.

You can find a listing of these homes at <https://www.facebook.com/sacramentonewhomes> and at [\[newhomes/?hl=af\]\(https://www.instagram.com/sacramento-newhomes/?hl=af\).](https://www.instagram.com/sacramento-</p></div><div data-bbox=)

Finally, don't forget that these new homes are built with today's needs in mind.

Energy costs are spiking around California right now, but every new home sold today comes with solar energy systems installed, sheltering you from these higher prices. In addition, the U.S. Department of Energy reports that today's new homes are 30% more energy efficient than homes built just five to seven years ago. They're better insulated and come

with energy-efficient appliances as well.

Besides significant energy savings, today's new homes give you peace of mind.

The HVAC system, the appliances, and the home e. And because everything is new and covered by warranties, you won't have to spend the next few years worrying about expensive repairs.

So take a look at the ads in the Bee, online and on the BIA's social media platforms for the latest information and find the home you've been looking for.