

# Spotlight Realtor Profile

## *A Few Thoughts on the New Home Construction Market*

Representing a local homebuilder, I try and stay on top of what's going on in our local new home market. I've always found that if you follow the new home sales, it will give you valuable insight into the overall real estate market.

There are two builders that have had some really solid results in the last 6 months that help me understand the market. First, Craig Builders is having a lot of success in Crozet. Since July 1 of last year, Craig Builders has contracted for the construction of 21 new homes in the Crozet area, as reported to the CAAR MLS. The majority of these sales are across a variety of price points in the community of Old Trail.

Piedmont Realty and Construction has experienced a similar success. Just launching their business this past spring, they have contracted for 24 sales in Albemarle and Louisa. Offering town homes in a great location near UVA, single level living in Spring Creek, and single family homes in Montgomery Ridge, their success shows us other segments of the market with some pent up demand.

Taking a closer look there are several reasons I think these local home builders have experienced recent success. With the downturn in the real estate market starting in 2008, our local new home inventory has been reduced by over 50%. Our resale inventory has increased and become a little challenging to navigate. But most importantly, I think it's the economy driven shift in buyer demand. The buyers we are meeting now are looking for a more energy efficient, better designed home. The decision is much more qualitative than its been in recent years. These two builders have been able to adjust their offerings to position themselves in relationship to changing demand. Buyers also are scrutinizing their choices to find a home they love and making longer term decisions. I think after perusing the inventory of resale homes on the market, many are deciding new construction is the best way to get exactly what they want and need. It's still a buyer's market, and many buyers are choosing to work with quality, local homebuilders.

I have worked with many local builders and helped many buyers navigate the new home buying process. I enjoy sharing my experience and market insights to help my clients achieve their home buying goals. Feel free to contact me to learn how I can put my experience and analysis to work for you.

