

SACRAMENTO AREA DINING GUIDE  
FALL/WINTER 2019-20

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## HOME



*Bundle up and start house hunting; winter is a great season for home buying.*

## Winter is best time to buy

Take advantage of traditional slow down

**It's a hectic season packed with** holiday commitments and unpredictable weather. House sellers tend to wait until warmer, calmer days in spring before putting homes on the market.

But for buyers, the months ahead are full of opportunity. Winter is the best time to buy a house.

According to Zillow, median prices tend to be at their lowest and homes stay on the market the longest during winter months. January in particular is slow for sellers. That makes winter the most likely season to get a great deal.

Why do sales slow in winter? Cold and wet (or snowy) weather definitely affects home sales in other parts of the country. Buyers don't want to house hunt when they don't want to go outside.

Winter also is the rainy season in Sacramento, although a dry November and December are in the current long-range

forecast. A good thing about house hunting during rainy days: Weather-related issues are easier to spot. You'll know for sure whether a roof leaks or if run-off is an issue.

Locally, home prices are flat. In its most current report, the Sacramento Association of Realtors noted that the median sales price for a single-family home in the Sacramento area market was \$386,000 in September, up \$1,000 from August. That's a 3.3% increase from the median price of \$373,700 one year ago.

Active inventory in September remained almost even; 2,457 homes were listed for sale, three less than the month before. But the market continues to be tight with 24.1% fewer homes listed for sale than in September 2018. That represents almost 800 fewer homes available for sale than this time last year.

That tight market is good for sellers. Homes continue to stay on the market a relatively short period of time. As it was in August, the median days on market is less than two weeks – just 12 days. “Days on market” is the time between when the initial listing is made “active” to when the sale goes “pending.”

Of the 1,393 home sales recorded in September, about three-quarters were on the market less than a month, another indication of a tight market.

So in Sacramento, this winter may be good for both sellers and buyers.

BY DEBBIE ARRINGTON

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