

YOUR GUIDE TO NEW CONSTRUCTION



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NEW VS. PRE-OWNED HOMES

NEW

- Deposit 2-20% on average
- Choose your lot location
- Choose your floor plan
- Make changes to floor plan, colors, design, etc. (each builder varies)
- Design Center options
- Longer warranty 1-2-10 is common
- (11 month - bumper to bumper, 2 year systems and 10 year structural)
- Builder Contracts
- Higher closing costs can average 5% of the purchase price
- Builder may offer incentives
- Incentives are usually tied to a preferred lender
- No closing date given, just an average time of completion subject to change
- New Landscaping
- Home Orientation to show you how to care for your home
- New, clean and never lived in

PRE-OWNED

- Lot, location, and home already together
- Rarely have floor plans, so must walk through each home
- Seller may pay for a warranty, buyer may also pay
- Building codes for the year it was built
- Local state and Board contracts
- Standard closing costs can range 3%-4% of the purchase price
- Multiple offers and Bidding wars (in certain price points and markets)
- Can use lender of your choice
- Repairs are requests that are negotiated but not guaranteed
- May need to spend money to landscape
- You are likely figuring out the home on your own
- Pre-owned homes are subject to lack of maintenance by current owner, needs cleaning and has been lived in

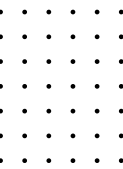
NEW HOME CHECKLIST

- Executed Contract with buyer and builder signatures _____ (date/time)
- Initial Binder Deposit _____ (due date)
- Connect with Preferred lender _____ (due date)
- Second Deposit _____ (due date)
- Additional Deposit _____ (due date)
- Plan Review/Structural Appointment _____ (date/time)
- Design Appointment _____ (date/time)
- Permits
- Slab
- Framing
- Roof
- Systems (plumbing, electrical, HVAC)
- Drywall
- Loan Process (if not before, about 45 days prior to close)
- Cabinets
- Flooring
- Appliances
- Initial Walk Through _____ (date/time)
- Final walk Through _____ (date/time)
- Closing Day _____ (date/time/location)

BUYER'S QUESTIONNAIRE



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GENERAL QUESTIONS

- What price range are you looking for?

- When do you want to move into your new home? What is your time frame?

- What is your motivation for moving?

CURRENT HOME

- What do you like about your current home?

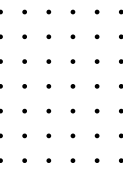
- What don't you like about your current home?

HOUSEHOLD

- How many people are in your household?

- Does your new home need to accommodate any special needs? _____
- Do you have pets? What type?

- Are there any other household considerations we should take into account in the home search?



LIFESTYLE

- What do you enjoy doing most when you at home?

- What room do you spend the most time in at home?

- What lifestyle considerations are important to you?

LOCATION

- What location do you prefer? (If you're unfamiliar with the neighborhoods, describe what the ideal location would be like)

- Are there any secondary locations you would consider?

- What other location considerations are important to you?

EXTERIOR FEATURES

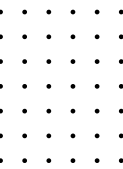
- What style of homes are you interested in?

- What size yard are you looking for?

- Do you want a pool? YES / NO

- Are you looking for a home with a garage? YES / NO

- What other exterior features are important to you?



GENERAL INTERIOR FEATURES

- How many stories do you prefer? _____
- In general, how does the interior look (open, cozy, etc.)

- How many bedrooms/bathrooms does the home have?

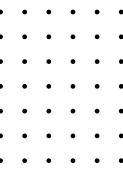
- Do you have a flooring type preference? If so What?

ROOM-BY-ROOM INTERIOR FEATURES

- What are your likes and dislikes for the master bedroom?

- What are your likes and dislikes for the master bathroom?

- What are your likes and dislikes for the secondary bedrooms?



ROOM-BY-ROOM INTERIOR FEATURES CONT.

- What are your likes and dislikes for the family/living room?

- What are your likes and dislikes for the kitchen? (Do you have a preference for the kitchen and family area to be adjoining or separate?

Y/N) _____

- What other rooms in the home are important to you to have (home office, separate laundry room, formal dining room, etc.)? What do these rooms look like?

- What other interior features are important to you?

**WHAT ARE YOUR 5
MUST HAVES FOR YOUR
HOME?**

- 1. _____

- 2. _____

- 3. _____

- 4. _____

- 5. _____

**LIST 5 WANTS FOR
YOUR NEW HOME:**

- 1. _____

- 2. _____

- 3. _____

- 4. _____

- 5. _____

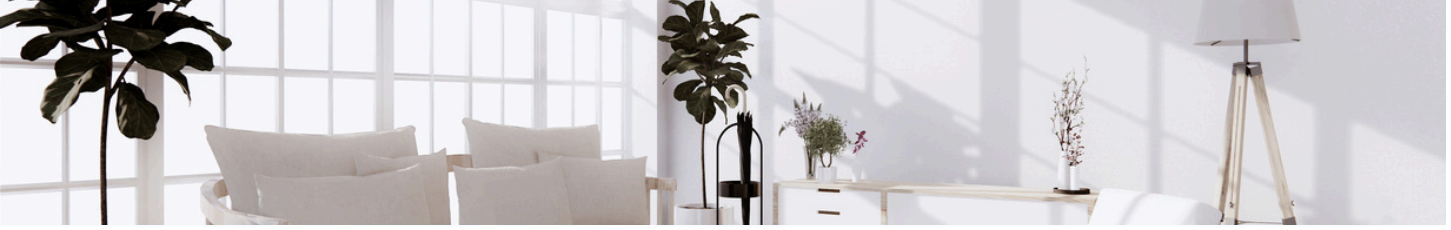
**If we find a home featuring all of your must haves,
would you move forward to purchase?**

NOTES:

QUESTIONS FOR BUYERS

- What is your ideal lot?
- Are the trees preserved or buffered?
- Do you want space for a pool?
- How large of a pool can the lot have?
- What type of fencing is allowed?
- What are the community HOA fees?
- Any CDD fees?
- Is there a Master Association?
- Any Capital Contribution fees?
- What are the schools?
- What amenities are included?
- How is the drainage flow - where the arrows go, the water flows





STRUCTURAL/COSMETIC ITEMS TO THINK ABOUT WHEN BUILDING

- Flood Lights, ceiling fans, outlets
- Driveway length
- Lot location
- Can you move the HVAC?
- What level of insulation is in the home?
- Can you redesign the bathroom?
- What can you move, redraw, or redesign?
- Do you plan on installing a pool later?
- How do you use your current home?
- Garage height/length - do you have a large vehicle or work vehicle that will need to fit?



SETTING BUYER EXPECTATIONS

Setting the right expectations from the very beginning can make all the difference in any real estate transaction. After all, if you know what to expect you can prepare and there are fewer surprises. This makes the process more enjoyable.

YOUR VALUE - THINK IT'S NEGOTIATING THE BUILDER DOWN? THINK AGAIN.

- Education - Being knowledgeable of the builder, the contract, and the construction process
- Be their Advocate - Your buyer may be out of town, out of state, working 40 hours a week, and will need their realtor to communicate their wishes, communicate the builder's expectations and help them decide on design options. How many homes have they built? How many have you seen built?
- Attend important construction meetings - From contract, to design, to color selection appointment, to pre-drywall, walk through and closing

WHY USE A REALTOR

Using a realtor to purchase new construction can provide several benefits and advantages that might not be immediately obvious. While it's possible to navigate the process on your own, a realtor's expertise and assistance can make the experience smoother and potentially more favorable for you as a buyer. Here are some reasons why using a realtor for purchasing new construction can be beneficial:

1. **Local Market Knowledge**: Realtors have a deep understanding of the local real estate market, including new construction developments. They can help you identify which areas are desirable, which builders have a good reputation, and what comparable properties are selling for.
2. **Builder Reputation and Quality**: Realtors often have insights into the reputation and quality of different builders in the area. They can guide you towards builders with a history of delivering high-quality construction and good customer service.
3. **Negotiation**: Even with new construction, there is often room for negotiation. A skilled realtor can help you negotiate with the builder on aspects like pricing, upgrades, and even closing costs.
4. **Contract Review**: The contracts for new construction can be complex and full of legal jargon. A realtor can help you understand the terms and conditions, ensuring that you're fully aware of what you're agreeing to.
5. **Navigating Options and Upgrades**: Builders often offer various customization options and upgrades. A realtor can help you understand which upgrades are worth considering, which might add value to the property in the long run, and which could be negotiated with the builder.
6. **Builder Incentives**: Realtors might be aware of any ongoing promotions, incentives, or discounts that the builder is offering. These could potentially save you money or provide added value.
7. **Inspections and Due Diligence**: Even though it's new construction, there can still be issues that arise during the building process. A realtor can help you ensure that proper inspections are conducted at the appropriate times to catch any potential problems early on.
8. **Representation**: Having a realtor represent you during the purchase ensures you have someone looking out for your best interests. The builder's sales agents work for the builder, but your realtor works for you.
9. **Market Trends**: Realtors have their fingers on the pulse of the real estate market and can provide you with insights into whether buying new construction is a sound investment based on current and projected market trends.
10. **Smoother Process**: Purchasing new construction can involve coordinating with builders, lenders, inspectors, and other professionals. A realtor can help streamline this process, ensuring that everything is properly managed and scheduled.
11. **Understanding Local Regulations**: Local regulations and permitting processes can be complex. A realtor with knowledge of these regulations can help ensure that the construction is proceeding according to code.

Remember that when using a realtor for purchasing new construction, it's important to find a realtor who is experienced in dealing with new construction transactions in your specific market. They should be well-versed in the nuances of new construction contracts, negotiations, and other intricacies related to this type of purchase.

THE BIGGEST MYTH WHEN WORKING WITH AN AGENT TO PURCHASE NEW CONSTRUCTION:

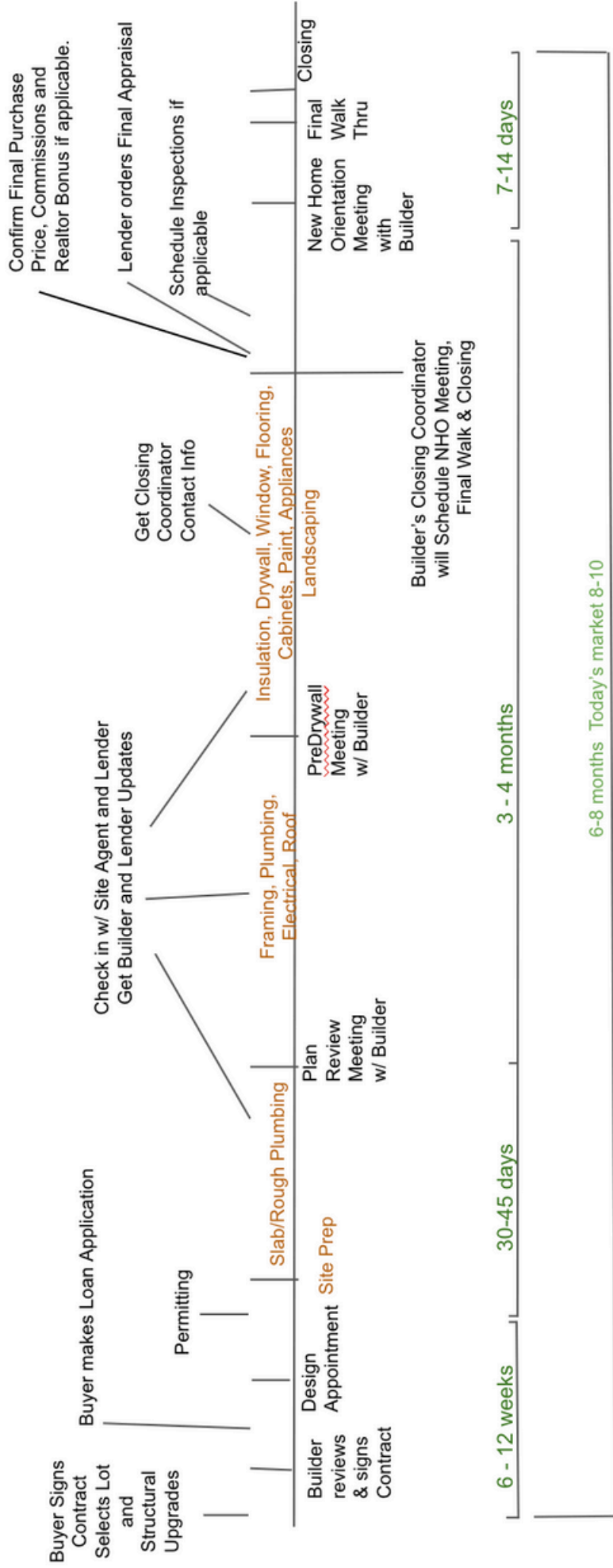
PAY MORE

We often come across the idea that not involving an agent could lead to a "better deal." Yet, this notion doesn't quite align with the way builders strategically plan their home construction finances.

Right from the outset, builders meticulously outline their financial framework to ensure a profitable venture. This framework inherently includes provisions for agent commissions, seamlessly factoring them into the equation long before any construction activity or marketing efforts commence.

Importantly, teaming up with an agent doesn't translate to added costs. Instead, having an agent onboard proves invaluable in simplifying the process and aiding you in discovering the ideal new construction home that perfectly matches your needs. This support ranges from helping you pinpoint the most suitable neighborhoods to identifying the builder that resonates best with your preferences.

NEW CONSTRUCTION TIMELINE



Factors that affect construction timelines: Labor, timing and availability of materials

WALK THROUGH CHECKLIST

Caulk/sealing of counters and windows and sliding glass doors

Shoe molding on cabinets

Grout filled-in tile

Check all appliances work

Hot water check

Run water in sinks to check for leaks

Flush toilets to check for clogs

Review all interior drywall for holes or patches

Review baseboards and trim for shattered wood

Sprinkler heads all raise and review the system

Check light and outlet plates for cracks

Open all cabinet doors

Review exterior walls for cracks or holes

Check paint inconsistencies



WALK THROUGH CHECKLIST

Garage door works

Check door locks and latches

Check all windows for cracks and ensure screens are on

Check lights and fans

Or hire an inspector



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**Imagine beyond the structure.
Envision a home filled with your
dreams and aspirations. Let's
embark on this journey together!**