

5 REASONS YOU NEED A *Realtor* FOR NEW CONSTRUCTION

1. The Onsite Salesperson represents the Builder.

Sure, the onsite salesperson is very friendly and helpful, and they will be valuable during the time you are under construction. But, at the end of the day, the Onsite Salesperson represents the Builder and the Builder's best interests. Not yours. Having a Realtor who is an expert in new construction will help you identify both the positives and negatives of the neighborhoods, floorplan and homesite you are interested in.

2. The Purchase Agreement protects one party, and it isn't you.

When purchasing a resale home, Realtors are required to use State Approved forms for the purchase. These State Approved forms have been written by Attorneys in favor of you, the Buyer. In fact, there are so many protections for Buyers that I often joke it's nearly impossible to lose your earnest money as a Buyer purchasing a resale home.

However when purchasing a new construction, the purchase agreement is written by the Builder's Attorney, with the Builder's interest in mind. There is verbiage around every corner that, if you're not entirely clear on the language, can spell trouble for you. And that trouble can quickly turn into thousands of dollars.

3. A seasoned REALTOR will help you see the future!

No, we don't have a crystal ball, but we *have* seen hundreds of home's built during our time in the industry. This foresight will come in handy when:

- You're selecting a homesite, and all you see is beautiful open space. What we see is the future home development that the Onsite Salesperson isn't telling you about. And the fact that your only view, will be into someone's kitchen before too long.
- You're touring (and falling in love) with a model home. You see the model, we see what's actually included and in your price point. Often times builders put hundreds of thousands of dollars in upgrades and custom treatments that you won't be getting. We will help you fall in love with the home that is the best fit for you, your family and your budget.
- You're touring a community that's in the middle of nowhere, and feels too far out. It's our job to know about the future development on the horizon. We often help clients identify homes that are cash cows because they bought just before the new shopping center, or big employer, or new development was announced.

Our expertise helps you avoid buying a money pit, and have a better chance of investing wisely.

4. A REALTOR helps you evaluate options and upgrades so you can invest your money wisely.

There are many, many parts to buying a new construction. You start with the right homesite, then choose your perfect floorplan. Then it comes time to choose things like elevations, structural options, electrical, plumbing, low-volt, cabinets, flooring, countertops, and more! There are hundreds of decisions you will make during this process. Before you know it you can be \$20k or even \$50k over budget. Even for a seasoned pro it can become daunting and stressful.

By working with an expert in New Construction, we can help guide you on which options and upgrades you should consider selecting, and which you can leave for later. We ensure that your budget is balanced through the entire process so that you don't wind up over budget or with design selection you hate.

5. A REALTOR is your advocate throughout the entire process.

Let's be honest. There is a big difference between building a deck in your backyard over the weekend and building a home from the ground up. While it may seem easy enough to keep an eye on the progress of your new home, you'd be surprised at the intricacies involved.

As New Construction experts, we are involved in the building process day in and day out. We know what should be happening during each stage, how long it should take to happen, and what it should look like when it's done. When know when something is in fact built correctly and when the Builder is trying to get one over on you.

We monitor the progress of your home, and go to bat for you when things are going the way we expected or were promised.

Having a professional in your corner can mean the difference between an on time closing, and a miserable delayed experience.

THE BEST PART IS...

In most cases, it doesn't cost you any extra out of pocket to have a professional, New Construction expert guide you through this process. In Colorado, more than 70% of New Construction buyers are represented by a Realtor. Home builders know that their Buyers are likely going to be represented by a Realtor, and build the Realtor commission into their pricing. You don't get any extra saving by not using a Realtor, that's just more money in the Builder's pocket!



Ready to start looking at new construction homes? Let's take the next step!

***Scan to
book a call***



Kendra Jarrell

REALTOR | ExP Realty