



The New Home Buyer

Why have a Realtor[®] on your side?

01. The Builder's on-site sales person is legally representing the Builder. No one is representing you. Your Realtor will represent you, your interests and your rights. It costs you absolutely nothing to employ the assistance of a Realtor[®] in a new home transaction.
02. Reviews various financing options and qualifications.
03. Assists you in lot and floor plan selection for resale purposes.
04. Reviews the contract for earnest money requirements, recisions and escape clauses, etc.
05. Ascertains warranty program information; i.e. structural, mechanical, who provides follow-up, what is the track record.
06. Checks out references from previous home buyers. (How satisfied are they? How were warranty issues handled? Would they buy from this builder again?)
07. Delineate between standard items and options offered and at what costs to you. Can special items be added that are not a normal option? How? Do options need to be paid in full in advance?
08. Advise regarding color selections and their impact on future resale.
09. Monitor construction and scheduling deadlines.
10. Become a liaison to avoid friction or misunderstandings between buyer and builder protecting your buyer rights.
11. Assist with "walk-through".
12. Provide support through the closing process and attend the closing to review all paperwork for accuracy.
13. Assist in addressing warranty issues after closing, as necessary.