



Unlocking the Benefits

How an Agent Enhances Your New Construction Home Buying Experience

If you're in the market to purchase a new construction home, you may be wondering if you really need an agent. While it may be tempting to work directly with a builder, there are several reasons that having an agent can benefit you.

- **Your agent will help you find the best builder for you.** Not all builders are the same. It's important that you find one whose style and work preferences match your own. An agent can help you through the selection process.
- **Your agent will help you find the right community.** It's important that the community and its surrounding area have the amenities, perks, and services you value.
- **Your agent will do the preliminary homework.** Research includes getting information on the lots and floorplans available, clarifying the standard features and upgrades offered, and what modifications may be possible.
- **Your agent will help negotiate extras.** Do you want upgraded counters or appliances? An agent can help you analyze the best investments relative to resale and negotiate on your behalf.
- **Your agent will understand and explain the terms of the contract.** Most new construction contracts are unilateral – meaning they are written to the advantage of the builder, not the buyer. A real estate agent will research the critical elements of a contract and inform you of important nuances.
- **Your agent will help facilitate the due diligence process.** The process has deadlines - and the list of things that need to happen can be daunting. An agent will assist in scheduling inspections and design consultations, gathering important documents, and tracking deadlines throughout the process.
- **You will not get a discount by not having an agent.** From your perspective, it will not save you money – and could ultimately cost you money, by not having an agent representing your best interest.

Don't let the pristine facade or shiny appliances of a model home deceive you. Buying new construction can be more complex than any real estate transaction. Working with an agent gives you the advantage of having someone with real estate knowledge and expertise on your side.