

Considering New Construction?

Thinking of building a custom home or looking at new home communities? You may think you don't need a Realtor and that a middleman might drive up the costs. You may be thinking you know exactly what you want in a new home and how to go about getting it. But there's so much to consider and a Realtor can assist you along the way.

A knowledgeable Realtor can help you with location and lot selection, choosing a builder, solving design challenges, developing the contract and selecting financing. You may not realize that there is no extra charge for the Realtor's expertise. Builders usually have a marketing fee built into the home price so that their neighborhood homes are equally priced and so that they have Realtor support and the repeat business they bring. In fact, you may actually be paying a hidden fee for the services of a Realtor, but not receiving all the benefits of Realtor involvement.

Location, Location: Your Allen Tate Realtor knows the region's housing locations better than anyone as a result of spending hours comparing neighborhoods and homes. His or her expertise will assist you in selecting areas that best suit your needs and wants.

You can build the most wonderful home in the world, but if it's in the wrong location, you may not be able to enjoy it or see full appreciation in its value. Your Allen Tate Realtor can best ascertain how a home will fit into a particular neighborhood considering factors such as price, design and how the home will be situated on the chosen lot.

Don't Make Design Mistakes: Even though your Realtors are not decorators or designers, they are aware of what is popular in the current marketplace. With your Realtor's guidance, you may prevent a design error that would cost you future appreciation and end in resale problems.

Your Realtor spends so much time viewing homes, new and resale, and can offer valid recommendations about which floor plans are best suited to your specific needs or lifestyles. Your Realtor could also take you to view some existing homes with similar floor plans so you can visualize how the home would look upon completion.

Choosing A Builder: One of the most important benefits of consulting a Realtor in this process is to make sure you select the right builder for your needs and then help to monitor and select the subcontractors that the builder uses. It is imperative to know the reputation of the builder and the satisfaction of past clients.

While a builder deserves to make a fair profit, there may be a need to obtain a second price. If that need arises, your Realtor can assist you in comparing apples to apples and specific details of the home.

Details and Contract Assistance: Having a Realtor involved during plan speculation and pricing will ensure that the proposed home will be priced competitively. The builder will price the home and its components knowing that your Realtor, understands fair cost. The presence will also help prevent miscommunication and disagreements with the builder. Your Realtor can help ensure that proper plans are drawn, comprehensive specs are presented and written change orders, after the contract, are signed. Stipulation against mechanics liens and proper attorney representation will prevent legal hassles or disappointments that may occur if proper precautions are not taken.

Financing: Realtors can help you obtain the proper construction financing. If during construction, a new construction financing product becomes available, that change can be made because the Realtor deals with financing on a daily basis and knows what is currently available.

One of the major efforts your Realtor can coordinate is the sale of your current home, if one exists, while the new home is being completed. It is very beneficial to have your Realtor early in the process put together a marketing plan that will help sell your home and prevent you from having to move twice.

To those who have not done it before, building a new home seems easy. Experienced new homebuyers know the importance of involving a Realtor. If you are considering building a home in the future or buying into a new home community, be careful. Be smart and use a Realtor.