



NEW HOME CONSTRUCTION

Resource Guide

THE COMPLETE GUIDE TO BUYING NEW CONSTRUCTION



BUYING NEW HOME CONSTRUCTION

The Basics

A new construction house is a home where the buyer is the first person to live there after it's built—but it can happen in a number of ways. A buyer may purchase their own plot of land and contract with everyone needed to build a custom home, including an architect and builder.

On the other end of the spectrum, a buyer may purchase a completely built home and the property it's on from a developer. The home buying process can fall somewhere in between as well. For example, a buyer might purchase empty land from a developer and then choose from a variety of home design options, and then a builder will build the home.

PRE-OWNED VS. NEW CONSTRUCTION

Pros Vs. Cons

Pre-Owned



- 👍 Typically Less Expensive
- 👍 More Desirable Locations
- 👍 Known Neighborhood Dynamics
- 👍 Proximity to Schools, Shopping & Places of Worship
- 👍 Houses Tend to Have More Character
- 👍 Property Values can be Determined Before Purchase
- 👍 Lower Tax Profile



- 👎 Smaller Inventory of Acceptable Properties
- 👎 May Require Extensive Repairs and/or Renovation
- 👎 Fewer Amenities/Older Appliances
- 👎 Financing can be More Difficult
- 👎 Competition from Competing Buyers
- 👎 Neighborhood May be in Decline

New Construction



- 👍 Brand New Construction with Active Warranties
- 👍 Customizable Floor Plans
- 👍 Cost of Upgraded Features and Appliances can be Folded into the Mortgage
- 👍 Green Appliances for Better Energy Efficiency
- 👍 Financing Available Through the Builder, Making it Easier to Qualify for a Mortgage
- 👍 Fewer Maintenance Costs Associated with Repairs or Renovations



- 👎 More Expensive than Resale Properties
- 👎 Location May Not be Ideal
- 👎 Property Values are Unknown, and Possibly More Volatile
- 👎 Lacking in Character - Cookie Cutter Design
- 👎 Ongoing Construction in the Neighborhood
- 👎 Greater Tax Burden

BUYING NEW HOME CONSTRUCTION

The Step-By-Step Process

1 Educate Yourself on the New Home Buying Process

Like so many things, it pays large dividends, to begin with, education. This guide is to help educate you on how to buy new construction homes from builders. Not having a strategy, the right team and the right education could cost you tens of thousands of dollars in the purchase process. Do additional online research and get familiar with the process and types of questions you need to ask before approaching any model homes.



2 Team Up with a Lender on a Mortgage

Time to go shopping for money! A fraction or two of a percentage point can save you thousands and thousands of dollars per year. You'll want to start setting up your dream team, and this includes finding a lender who is going to get your best options. The smallest differences can add up to a lot over the span of 30 years.



3 Find a Top Local Realtor

You'll want to find a realtor that is familiar with the market, has relationships with builders, and knows the new home construction process well. Often the builder employs a new homes salesperson - but you'll want to be a bit wary of it as they will have the seller's (builder, developer, corporate, etc.) best interest at the forefront.

Hiring a Realtor does not cost you anything as a buyer, and you can have the peace of mind that you have someone in your corner that will help with you negotiations and be sure you are getting as much as possible and for a good price. You want the best deal, right?



4 Research the Builder

You'll want to do your due diligence on the builders you short list. This includes asking them important questions, visiting current or previous projects, and seeing any past customer reviews. We have supplied a sample guided questionnaire to help you to have the right questions to ask when you interview builders.



5 Negotiations (in writing)

There are ways that you can negotiate in new home construction. Usually, the best way to negotiate is through upgrades rather than in lowering a price. Your Realtor can help you with knowing where to push. The most important thing to do after any verbal agreements are made to be sure they get into documented writing.



6 Design & Construction

When moving forward with your new home construction, you need to keep one thing at the top of your head - you are not buying the model home. You are purchasing something that has not been built yet, so don't automatically assume what you see is what you bought from the model home. You'll want to have a good understanding of all the material options and what is considered upgrades. Try to get the bulk of this done at the beginning to prevent delays with any changes down the road.



7 Home Inspection

The builder will conduct inspections throughout the building process, but you'll want your own independent inspector to be sure everything is built as promised, safe and in good working order. Be sure to bring your Realtor along to help in knowing what to look for.



8 Know Your Coverage

Coverage for new construction real estate varies from builder to builder. You'll want to ensure you have a proper understanding of what is covered by the builder or other companies that were involved in the creation of your new home. Sometimes you can negotiate the warranty into the deal or add provisions to cover things the warranty may not normally cover.



9 Look to the Future

The more custom your home is, the less likely of a reliable timeline of completion. That creates a ripple effect if you're trying to sell your current home and need to figure out where to live between that sale and the new home completion. You'll need to work with the builder, your Realtor and lender to determine how to manage the situation because you can't close on the home loan until you are able to move in.



BUILDING A NEW HOME

Step-by-Step Construction Sample

Below is an infographic sample of the process of building a home. Each builder will vary, but you can get a good overview on how it goes.

**START
HERE**



STEP 1
SELECT YOUR HOME
& CUSTOMIZE DETAILS



STEP 2
FOUNDATION PREP
FORM BOARDS
ROUGH PLUMBING
ROUGH ELECTRICAL



STEP 3
FOUNDATION
POURING



STEP 4
FRAMING
WINDOWS/DOORS
ORDERED



STEP 5
HOUSEWRAP &
ROOFING



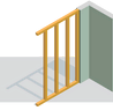
STEP 11
CABINETS INSTALLED
FLOORING & BACKSPLASH
ORDERED
INSTALL BATH FINISHES



STEP 10
FIRST INTERIOR PAINT
COMPLETE
EXTERIOR GRADING



STEP 9
TRIM, WINDOWS &
DOORS INSTALL
INSTALL DRIVEWAY &
WALKWAYS



STEP 8
DRYWALL INSTALL
START EXTERIOR FINISHES



STEP 7
FRAMING WALK THROUGH
INSULATION INSTALL
CABINETS ORDERS



STEP 6
HVAC
2ND ELECTRICAL
2ND PLUMBING



STEP 12
COUNTERTOPS ORDERED
TILE FLOORING INSTALL
PAINT EXTERIOR



STEP 13
COUNTER INSTALLED
BACKSPLASH INSTALLED
FLOORING COMPLETE
LANDSCAPE COMPLETE



STEP 14
QUALITY CONTROL
LIGHTING INSTALLED
TOUCH UP INTERIOR PAINT
INSTALL SHOWER DOORS



STEP 15
1ST CLEANING
FIRST WALK THROUGH
FINAL TOUCHES ADDRESSED



STEP 16
FINAL CLEAN
FINAL WALKTHROUGH

**WELCOME
HOME!**

HOW YOUR REALTOR CAN HELP

Having someone in your corner with the knowledge and negotiation skill will ensure that you get what you are wanting, and that your process goes smooth with no surprises.

With the Jessica Daniels Team, you will be in the best hands. With 10 years experience working with new home builders, we know how to get you your dream home for the best price possible.



BUILDER QUESTIONNAIRE

Questions to Ask

Background

How many years have you been in business?

How many homes have you built?

Are licensed (where required) and insured?

What sort of new home warranty do you offer?

Design & Construction

Do you only build from existing floorplans?

Can I provide my own set of plans?

What are the standard finishes?

What are the upgrade options?

Are you allowed to purchase your own appliances or materials?

If you can bring in your own materials or appliances, will you get credits?

When and how can I make changes or upgrades throughout the building process?

Do all decisions need to be finalized before construction begins?

What are the energy-saving features of the homes you build?

Is landscaping included?

Costs & Administration

How long will it take to build my home?

Who will be overseeing the construction of my home?

Is the lot cost included?

Do I need to find land myself, or do you help acquire land?

Who can I reach out to with questions as they arise, and how can I contact them?

What is your process for inspections throughout construction, final walk-through, and to address any matters that need to be corrected or finalized?

Are there any homeowners rules or regulations?

Does the contract include a cost escalation clause?

How and when will the final cost of my home be determined?

Can I view a current project you're working on?

Are there any financial incentives for using the builder's preferred lender?

Do you build model homes that I can tour?

If not, can you help me make an appointment to tour a home you built for another customer?

Can you provide me with references or testimonials from previous home buyers?

What are you looking for in a client relationship?

NEW HOME CONSTRUCTION

Building Checklist Sample

This is only a projected schedule to help with the selection and building process.

1 Foundation Stage

Building Process

- ☐ Building Permit
- ☐ House Staking
- ☐ Land Clearing
- ☐ Footings
- ☐ Foundation
- ☐ Garage Floor

Selections to be Made

- Brick / Stone Veneer (if applicable)
- Roof Color
- Vinyl Siding
- Kitchen Cabinets
- Kitchen Countertops
- Plumbing Fixtures
- Fireplace Surround
- Stand or Pre-Finish Oak Flooring

2 Framing & Rough-In Stage

Building Process

- | | |
|---|---|
| <input type="checkbox"/> Framing | <input type="checkbox"/> Rough In HVAC |
| <input type="checkbox"/> Gas Fireplace | <input type="checkbox"/> Rough In Plumbing |
| <input type="checkbox"/> Roof Shingles | <input type="checkbox"/> Rough In Phone & Cable |
| <input type="checkbox"/> Vinyl Siding | <input type="checkbox"/> Rough In Electrical |
| <input type="checkbox"/> Brick / Stone Veneer | <input type="checkbox"/> Insulation |

Selections to be Made

- Phone & Cable Location
- Light Fixtures
- Vinyl Flooring
- Ceramic Tile Flooring
- Carpet

3 Interior Stage

Building Process

- ☐ Install Standard Oak Flooring
- ☐ Sheet-rock
- ☐ Interior Trim
- ☐ Kitchen cabinets
- ☐ Paint
- ☐ Vinyl/Ceramic Flooring

Selections to be Made

- Interior Paint Colors
- Interior Options
(Door Handles, Interior Trim, etc.)

4 Finishing Stage

Building Process

- | | |
|---|--|
| <input type="checkbox"/> Deck & Porches | <input type="checkbox"/> Finish Standard Oak Flooring |
| <input type="checkbox"/> Finish HVAC | <input type="checkbox"/> Interior Hardware-Shelving, Locks, etc... |
| <input type="checkbox"/> Install Pre-finish Oak | <input type="checkbox"/> Insulate Crawl Space |
| <input type="checkbox"/> Finish Plumbing | <input type="checkbox"/> Irrigation System Sidewalks, Drive Ways SOD |
| <input type="checkbox"/> Finish Electrical | <input type="checkbox"/> Clean Up |
| <input type="checkbox"/> Finish Standard Oak Flooring | <input type="checkbox"/> Certificate Occupancy |

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Buying Tips

1 Hire a Real Estate Agent

Always use your own Broker/Agent; doing so will help ensure that you get what you want. Understand that the sales reps you meet at a new construction community are likely really representatives of the Seller – the Builder, corporate owners, developers, whomever – that are there to present their product, answer your questions ... and do the best job for the Seller that they can.

2 Evaluate Lenders

There's a lot that goes into finding the right mortgage. Even a percentage or two can save you thousands each year. Shop a few different lenders to make sure you are getting the best terms and what is right for you.

3 Shop Builders

You'll want to shop a few different builders to know you are comfortable working with them, the home designs, understand different warranty coverages and that you are getting the best price.

4 Location, Location, Location

Often new developments are on the outskirts of the city centers. You'll want to consider what makes the community stand out and what are the future developments for the area. What

5 Embrace Quality Landscaping

Trees and shrubs will make a significant difference in your energy bills, so make sure to hire a qualified landscaper. You'll want to consider the maintenance in the future, the impact the roots could potentially make to your water lines, and if the limbs could potentially impact the electrical lines or impede onto the exterior of your home.

6 Watch Your Budget

New home communities list a base price for the homes that they offer. However, this is rarely the actual final cost when building a new home. Be aware that you can add thousands of dollars to the base price of a home very quickly if you get carried away upgrading the standard flooring, cabinetry or lighting. It's important to know exactly how much you can afford and to budget accordingly.

7 Build With Resale in Mind

No matter how much you love the house that you are building, it's unlikely that it will be the last home you will ever own. Knowing that, you should be mindful of its potential resale value. Don't add so many upgrades that you overprice your home for the neighborhood. And don't choose anything too out of the ordinary. Ask yourself if the features you're considering installing are likely going to appeal to others.



NEW HOME CONSTRUCTION

Buying Tips

8 Know Your Timeline

Building a new home usually takes many months and lots must be coordinated during this time frame. If you are already a homeowner, your current home must be sold, you must make decisions regarding your new home and you must arrange a new mortgage. Get an estimate of when the building of your new home will be completed and plan accordingly.

9 Be Prepared for Delays

No matter what time frame a builder gives you, there is always the possibility of delays. Inclement weather, shortages of supplies and labor problems can all factor into delaying the completion of your home. Be aware of this going into the building process and be prepared to be somewhat flexible.

10 Keep Watch on Progress

One way to help prevent delays and mix-ups is to stay involved in the building process. If possible, drive by the construction site to keep track of the progress that is being made. And keep in touch with your builder on a regular basis.

11 Avoid Making Changes

Try to avoid making changes to your designs once all of the plans have been completed. It will delay the completion of your new home and may add considerably to the final cost.

12 Arrange Temporary Housing

Chances are there may be a delay between the time you sell your existing home (or the lease expires on your current rental unit) and the time you move into your new home. If this is the case, you will need to arrange some temporary housing. Realize that you may be living there for several months so make sure it will be both affordable and able to meet your needs.

13 Read the Manuals

Sure, you'd rather rearrange your furniture than read owner's manuals, but if you don't learn precisely how your new appliances and other home gadgets work, you may inadvertently break them. Ideally, your builder will walk you through the operation of every appliance but read the manuals to be safe.

