

NEW CONSTRUCTION BUYER SURVIVOR GUIDE

**Tricks, Traps & Tips Every Buyer
Needs to Know Before Signing
With a Builder**





WHY YOU NEED THIS GUIDE

BUYING NEW CONSTRUCTION IS EXCITING—EVERYTHING'S BRAND-NEW, DESIGNED YOUR WAY, AND NO ONE HAS LIVED THERE BEFORE. BUT BEHIND THE GLOSSY BROCHURES AND "LIMITED-TIME INCENTIVES" ARE HIDDEN TRAPS THAT CAN COST YOU THOUSANDS IF YOU'RE NOT CAREFUL.

THIS GUIDE WILL HELP YOU:

- ✓ SPOT BUILDER TRICKS BEFORE THEY CATCH YOU.
- ✓ SPEND SMARTLY ON UPGRADES THAT MATTER.
- ✓ PROTECT YOURSELF WITH INSPECTIONS & CONTRACT REVIEW.
- ✓ WALK AWAY WITH A BEAUTIFUL HOME AND YOUR BUDGET INTACT.



BUILDER INCENTIVES: THE SHINY LURE

THE TRAP: INCENTIVES OFTEN REQUIRE USING THE BUILDER'S LENDER/TITLE COMPANY (NOT ALWAYS YOUR BEST DEAL). "FREE" UPGRADES AREN'T ALWAYS PREMIUM, AND COSTS ARE USUALLY HIDDEN IN THE BASE PRICE.

THE TRICK: ALWAYS COMPARE OUTSIDE LENDERS, ASK FOR INCENTIVE CASH VALUE, AND DON'T ASSUME "FREE" MEANS BETTER.



THE UPGRADE TRAP: WHERE BUDGETS GO BUST

THE TRAP: \$1,000 FOR A LIGHT FIXTURE YOU COULD BUY FOR \$200 AFTER CLOSING. SHOWROOMS ARE DESIGNED TO UPSELL.

THE TRICK: SPEND ON THINGS THAT ARE TOUGH TO CHANGE LATER (FLOOR PLAN, PLUMBING, WIRING). SAVE COSMETICS (LIGHTS, FAUCETS) FOR AFTER CLOSING.

 BUILDER CONTRACTS:
WRITTEN FOR THEM, NOT YOU

THE TRAP: NO APPRAISAL
CONTINGENCY, WEAK
WARRANTY, AND ONE-SIDED
DEADLINES.

THE TRICK: HAVE YOUR AGENT
AND ATTORNEY REVIEW
BEFORE SIGNING. ASK FOR
CLEAR WARRANTY DETAILS
AND PUSH FOR
CONTINGENCIES.



HIDDEN COSTS: WHAT THEY DON'T TELL YOU UPFRONT

THE TRAP: LOT PREMIUMS,
LANDSCAPING, FENCING, BLINDS,
HOA FEES—OFTEN NOT INCLUDED IN
THE BASE PRICE.

THE TRICK: REQUEST A FULL COST
BREAKDOWN. BUDGET FOR POST-
CLOSING EXPENSES LIKE SOD,
SPRINKLERS, AND APPLIANCES.

INSPECTIONS: DON'T SKIP THEM!

THE TRAP: BUILDERS DISCOURAGE OUTSIDE INSPECTIONS, CLAIMING THEY'VE GOT IT COVERED.

THE TRICK: HIRE YOUR OWN INSPECTOR AT KEY STAGES (FOUNDATION, PRE-DRYWALL, FINAL). DON'T RUSH THE PUNCH LIST—DOCUMENT EVERYTHING BEFORE CLOSING.



NEGOTIATING WITH BUILDERS

THE TRAP: BELIEVING NOTHING IS NEGOTIABLE.

THE TRICK: BUILDERS MAY MOVE ON LOT PREMIUMS, UPGRADES, OR CLOSING COSTS—ESPECIALLY AT QUARTER/YEAR-END. LEVERAGE YOUR AGENT'S EXPERTISE TO PUSH BACK.



FINAL WORD: PROTECT
YOUR WALLET & SANITY

BUYING NEW
CONSTRUCTION CAN BE
REWARDING, BUT IT
TAKES A SAVVY
APPROACH TO AVOID
OVERSPENDING AND
SURPRISES.



PRO TIP: A BUILDER'S
REP WORKS FOR THE
BUILDER. YOU DESERVE
SOMEONE IN YOUR
CORNER WHO WORKS FOR
YOU.



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