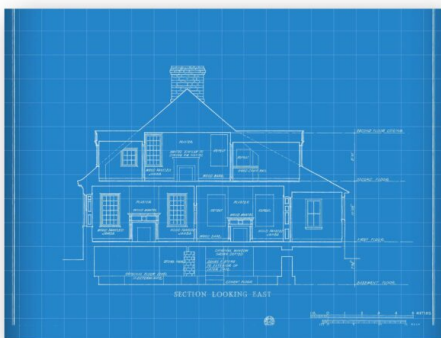


Navigating New Home Construction



If you want to make sure your new home fits *all* of your needs and wants, you might consider building a new home as opposed to buying an existing one. If you decide to build, we will be a powerful advocate for you as you negotiate site selection, upgrades, move-in dates and other terms with the builder.

Here are a few items you'll want to keep in mind as you prepare for your home building journey:

Selecting A Builder

Shopping for a home builder can be a daunting task. Start by defining what architectural styles appeal to you and then seek out the builders in your area who offer those styles. A good resource to begin with is the Rochester Home Builders Association (www.FindTheHomePros.com). There, you will find a list of area home builders and links to their websites. Check the online reviews but, before you make your final selection, let us know and we can talk about the strengths and weaknesses that each builder will bring to the table.

The Builder Representative and Your Sharon Quataert Realty Agent

The Builder's Representative's ultimate goal is to sell you a home. They will provide you a lot of information and choices as you determine the size and shape of your new home. As your Real Estate Agent, our job is to help you wade through these choices all while looking out for your best interests and advocating on your behalf with the builder.

It's All About Timing

Market conditions will impact your builder's motivation to make you a "deal you cannot refuse". When a builder has inventory on hand, their carrying costs start to add up and they might be more amenable to striking a favorable deal. Whether it's throwing in upgrades, taking a bit off the asking price or knowing which builders are having close-out sales, we know when the market conditions are right for these benefits.

A Word About Paying Up

As with most home purchase transactions, you will be required to make a deposit when a purchase agreement is signed. You will also be required to pay for upgrades prior to closing. If you back out of the sale, unless the agreement states otherwise, you will lose that money. We will help you understand every detail in the builder's contract before we advise you to sign on the dotted line.

