

THE ULTIMATE

New Construction Guide



ART HOUSE

NEW CONSTRUCTION

Building from the ground up or Buying a ready-made new construction home can be an exciting and rewarding experience, but it's important to understand the process, what to expect, and which documents should be part of your purchase. In the 25 years that I've worked with builders and new home buyers to buy and sell thousands of new homes, I've learned exactly how to navigate the process to help my clients get precisely the home they've dreamed of. Here's my guide to help you navigate the world of new construction real estate.



FINDING ROXANNE AT ART HOUSE WAS THE BEST THING TO HAPPEN TO US WHEN WE STARTED OUR SEARCH FOR A HOME IN BIRMINGHAM. SHE WAS **EVERYTHING A REALTOR SHOULD BE**— AND MORE! SHE SUPPORTED AND **GUIDED US** THROUGH THE PROCESS, AND WAS **EASY TO COMMUNICATE** WITH. SHE **NEVER PRESSURED US** TO DO ANYTHING, BUT GAVE US ALL THE OPTIONS AND **SUPPORTED OUR DECISIONS.**



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1. RESEARCH BUILDERS AND DEVELOPMENTS

When you select a builder to build your new home, it's like getting married. The process is extremely intimate - you get to know a lot about how each other works and may take as short as six months or as long as two years.

I'd recommend starting by researching builders and their reputation in the market. Look at their past projects and read reviews. Once you've identified a few builders you're interested in, research the developments they're working on and visit the model homes.





2. DETERMINE YOUR BUDGET

Determine how much you can afford and get pre-approved for a mortgage. Keep in mind that the cost of a new construction home can vary depending on the builder, location, home upgrades, lot selection, and amenities.

3. SELECT YOUR LOT AND FLOOR PLAN



Once you've identified a neighborhood and builder you're interested in or you have found a lot to build on, you will either select a floor plan from the builder's pre-approved list of home plans they offer for sale or work with an architect or plan designer to design your new home.



4. CUSTOMIZE YOUR HOME



Many builders offer the opportunity to customize your home with upgrades and options. If you are working with a custom home builder, you may team up with an interior designer to select your home features, such as flooring, appliances, cabinets, countertops, paint, hardware, and other finishes. If you purchase directly from a builder, they may offer a design studio with pre-selected options and upgrades.



5. SIGN A CONTRACT

Once you've selected your lot and floor plan and customized your home, it's time to sign a contract. Here is where it really counts to have a new construction-savvy buyer's agent to help you understand the terms of the contract before signing. These contracts are not standard and are designed by the Builder for the Builder's use. Getting help understanding just what you are signing is key to being happy during the process.



6. MONITOR CONSTRUCTION

Throughout the construction process, visit the site regularly to monitor progress and ensure that the work is being done to your satisfaction. Work with the builder's project manager to address any issues or concerns. Be sure to notify your agent of any changes, additions, or amendments you'd like to make to the home or the contract to keep from having anything left out of the home or missed at closing. Your construction documents should present a clear and concise picture of what you are building.



7. CONDUCT A FINAL WALKTHROUGH



Before closing, you will be invited to conduct an orientation and final walkthrough of the home to ensure that everything is complete and to your satisfaction. In most cases, at this walkthrough, a “punch list” of items that need addressing will be created and used to ensure all details are taken care of before you purchase the home.





8. CLOSE ON THE HOME

Once the home is complete and all issues have been addressed, it's time to close! Many builders have a pre-selected closing attorney to close with and will work with your agent to coordinate all the paperwork. You should expect to get a one year home warranty and possibly other longer manufacturers warranties as well.

IN CONCLUSION

Buying a new construction home can be a great way to get the exact home you've always wanted, but it's important to understand the process and work with a buyer's agent who will represent YOU in the transaction and not just the builder. If you're considering buying a new construction home, do your research, ask questions, and choose an experienced new construction real estate professional to guide you. This is a specialty in the field and not just any realtor is equipped to help you with this complicated transaction.



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I'VE WORKED WITH ROXANNE AND HER TEAM ON NEARLY ALL ASPECTS OF A REAL ESTATE TRANSACTION, FROM LENDING TO **THE BUILDING PROCESS** TO WORKING WITH THEIR CLIENTS WHO ARE **NEGOTIATING A SALES PRICE**. THEY ARE **VERY IMPRESSIVE** AND I COULDN'T RECOMMEND THEM MORE HIGHLY. WITH THEIR **BACKGROUND IN BUILDING** THEY ARE VERY **ATTUNED TO HOME VALUES** AND RETURN ON INVESTMENT. AND AS EXPERIENCED REALTORS THEY KNOW **HOW TO NEGOTIATE A DEAL**. WHAT REALLY MAKES THEM STAND OUT IS **COMMUNICATION**.



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Roxanne Hale, owner, and broker of Art House began her real estate career in residential new construction over twenty-five years ago in San Antonio, Texas where she quickly became one of the top-selling new home professionals for the largest publicly traded homebuilder in the United States, DR Horton.

During her time selling homes, she has personally assisted over 1,200 families in navigating the home-building or home-purchasing process. Roxanne also spent three years as the National Sales Trainer for D.R. Horton, traveling the country and teaching other real estate professionals the skills needed to help their customers successfully build and buy new homes.

Roxanne moved to Birmingham in 2008 and has been a qualifying broker in Birmingham, Auburn, Montgomery, Tuscaloosa, and Huntsville. During her time in Alabama, she has managed over 5,000 contracts and well over one hundred real estate agents.

Today, she is the broker and owner of Art House and enjoys teaching and training her dynamic team of agents to assist their clients in buying and selling properties in the Birmingham Metro Area. In her free time, Roxanne volunteers at the Outreach Hub in Homewood, distributing food to families in need. She also serves on the Board of Directors for the Birmingham Association of Realtors.

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