

Brand New

Homeowners  
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# NEW CONSTRUCTION HOME

Inspection

Energy  
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Turnkey

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Incentives



## NEW CONSTRUCTION ADVANTAGES

Comprehensive 14-Point Guide

Financial  
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Appraisals

FUTURE HOME REALTY

## The Advantages of Purchasing a New Construction Home

I have chosen to specialize in new construction homes because I firmly believe that my clients deserve the highest level of value, peace of mind, and a seamless buying experience when it comes to their home purchase. In most cases, these benefits can only be achieved through the purchase of a newly constructed home. It is highly recommended to enlist the services of a real estate agent when buying a new construction home and it is imperative to ensure that you are collaborating with a knowledgeable professional who comprehends all the advantages of purchasing new. Below, you will find the top 14 reasons why opting for new construction over a resale home is advantageous.

### **1. Move-in ready**

When you invest in a new construction home, you are choosing a turnkey solution. This means that every detail is meticulously taken care of before you even step foot inside. There is no need for adjustments, upgrades, or additions to make the home livable and inviting. With a turnkey home, you can skip the hassle of replacing old floors, knocking down walls, or updating outdated light fixtures. Instead, you can focus on unleashing your creativity and bringing your dream decorating projects to life.

### **2. Warranties**

When purchasing a new home, it is important to be aware of the warranty that comes with it. Most new homes come with a 1-2-10 warranty, which varies by builder. This warranty typically covers everything from bumper-to-bumper in the first year, appliances in the second year, and structural elements for the first ten years.

However, if you are buying a resale home that is already 10 years old, you may encounter issues that are no longer covered by warranty. These issues can arise soon after closing and cause headaches for the new homeowner. It is crucial to thoroughly inspect the home and understand the warranty coverage before making a purchase.

### **3. Energy Efficiency**

Energy Efficiency is a crucial factor to consider when purchasing a home. Homes built today are significantly more energy efficient than those built just a few years ago. The advancements in technology have allowed for the inclusion of energy-efficient appliances, wiring, windows, and insulation in new homes. These upgrades result in substantial savings over time.

When comparing a new home to a resale home, it is important to note that older homes are typically less energy efficient. By investing in a new home, you can enjoy lower electricity bills and reduce your overall monthly expenses. It is essential to consider these potential savings when budgeting for your new home purchase.

Ultimately, your monthly payment is a key factor to consider when buying a home. By choosing an energy-efficient home, you can not only save money in the long run but also contribute to a more sustainable future.

#### **4. Closing Cost Incentives**

Closing costs typically amount to around 5% of the home's price. For example, on a \$450,000 home, you can expect to pay approximately \$22,500 in closing costs, in addition to your down payment. Many builders offer closing cost assistance when you choose to use their in-house mortgage and title teams. This arrangement is advantageous for both parties involved. By taking advantage of this offer, you can avoid having to pay all closing costs out of pocket. Furthermore, having your mortgage handled by a partner of the builder often results in a smoother and more efficient loan process, with fewer delays and complications.

#### **5. Additional Builder Incentives**

In addition to offering closing cost incentives, builders often provide design upgrades, reductions in homesite premiums, and other enticing incentives to enhance the value of purchasing a new home. These incentives allow homebuyers to maximize their investment and enjoy added benefits when selecting a new home.

#### **6. Homeowners Insurance Savings**

Newly constructed homes offer greater protection against hurricanes and are more structurally sound compared to older homes. As a result, insurance companies often provide discounts on premiums for new homes, allowing homeowners to save up to 15% on insurance costs.

#### **7. Additional Financial Advantages**

Purchasing a new home eliminates the need for immediate out-of-pocket expenses or home improvement loans for renovations. Upgrades can be included in the mortgage at a lower interest rate, allowing for payments over time. Additionally, new homeowners do not have to budget for costly repairs like roof replacements, A/C upgrades, or plumbing issues, enabling them to save money instead of spending it.

## 8. Modern Designs

Home builders create floor plans for new homes based on current market trends and timeless conveniences. This results in layouts that offer open concepts, spacious bathrooms, and well-lit interiors. In contrast, older homes may have charming layouts but lack the functionality needed for modern living, such as inconvenient kitchen and living room placements or cramped bathrooms.

## 9. Picking Your Options

When purchasing a to-be-built home from a builder, buyers have the opportunity to customize every aspect of their home, including the homesite, floor plan, flooring, fixtures, cabinets, and paint. This allows homeowners to create their dream home without the need for renovations. While buying a resale home at a lower price and renovating it yourself may seem like a cost-effective option, it is essential to consider the true costs in terms of time and money before deciding on a DIY approach.

## 10. Modern Convenience and Amenities

Newly developed communities are designed with modern conveniences and amenities in mind, offering residents the latest features and facilities. These planned neighborhoods provide access to a range of amenities, enhancing the overall living experience for homeowners.

**Now that you've learned about all of the advantages of purchasing a new construction home, it is crucial that you understand why you should choose a Real Estate agent to represent you best interest. More importantly, let me explain the benefits of choosing me as your Agent.**

## **Why Should You Use a Real Estate Agent When Purchasing a New Construction Home?**

If you are in the market for a new home, you may encounter the sales representative of a builder who will try to convince you that you do not need a real estate agent to purchase a new home. However, it is just as crucial to have a real estate agent by your side when buying a new home as it is when purchasing a resale home. Here are four reasons why you should always collaborate with a knowledgeable agent, such as myself, when buying a home from a home builder.

### 1. Proper Representation

When you visit a model home, you will likely interact with the on-site sales agent

who is employed directly by the builder. This individual acts as a single agent for the builder, meaning their fiduciary and legal duty lies with the builder, not with you. While they will assist you throughout the process, their loyalty will always be to their employer. By having a real estate agent working as a single agent for you, you will have the same level of knowledge and expertise on your side. This ensures that you will not be taken advantage of, as you will have your own real estate professional solely focused on your best interests during the transaction.

## **2. There will be no cost to you**

When you choose to work with a real estate agent to purchase a new home, you do not incur any additional costs. The builder covers the commission for the agent, so you can benefit from professional services without any financial burden. Furthermore, an agent who has strong connections with local builders will have access to the most up-to-date information on the latest incentives being offered. This insider knowledge allows your agent to guide you in making a purchase at the most opportune time, ensuring that you receive the best possible price and deal. It is important to be cautious when considering offers from builder representatives or uninformed real estate agents who may suggest that you will receive a discount on the home price if you do not use an agent. This is a misconception. Builders include the cost of commission in the overall price of the home, and the agent's commission is paid from a predetermined budget, not from the sale of the home itself. Therefore, opting not to use an agent will not result in a lower price for the home. Additionally, builders are unable to significantly reduce prices as it could lead to negative appraisals within the community and dissatisfaction among existing homeowners. Maintaining consistent pricing is essential for the attractiveness of the community to potential buyers. Consequently, builders are unlikely to lower prices simply because a buyer does not have a real estate agent.

If you have any further questions or require clarification on this matter, please do not hesitate to reach out to me. I am more than happy to provide additional information and address any concerns you may have.

## **3. Streamline Your Search**

Navigating through the websites of over 40 home builders in the Tampa area can be a time-consuming task. Not all of their inventory is readily available online, making it difficult for you to find exactly what you need. A knowledgeable real estate agent has the tools and resources to efficiently locate the perfect home for you and schedule tours, saving you valuable time.

#### **4. Expert Guidance Throughout the Process**

Buying a new construction home can be just as, if not more, complex than purchasing a resale property. It is crucial to have a dedicated agent by your side, working exclusively for your best interests. From reviewing contracts to pre-closing inspections, walk-throughs, and all the way to the closing table, your agent will provide unwavering support and keep you well-informed every step of the way.

### **Why You Should Choose Me as Your Real Estate Expert?**

Selling new construction homes is not just a job for me, it's a passion. I firmly believe that when it comes to purchasing a home, having a Realtor® who is knowledgeable and enthusiastic about new construction is essential. In addition to providing top-notch service, here are three reasons why I am the ideal choice for anyone looking to buy a new construction home.

#### **1. Extensive Experience as an Associate Broker**

Before transitioning into the real estate industry in Florida, I successfully operated my own brokerage in Germany, specializing in both new home construction and resale properties. As an Associate Broker with Future Home Realty, I bring a wealth of international and domestic experience to the table.

Prior to my transition into real estate, I worked closely with architects in constructional drafting and home builders, gaining valuable practical experience in construction. This hands-on experience, combined with my extensive background in real estate, has provided me with a deep understanding of how home builders operate. This knowledge allows me to navigate the intricate details of the industry and help clients find their dream home.

By leveraging my insider knowledge and expertise, I am able to assist clients in securing the best possible deal on their new home.

#### **2. Nurturing Strong Relationships**

It is crucial to collaborate with a real estate agent who has established positive relationships with on-site builders, consultants, and colleagues who share a passion for new development. As a relatively new presence in the Tampa area, I am dedicated to working harder than the average realtor to elevate my brand to the same level of success as my brokerage in Germany.

I prioritize visiting new communities, forging connections with on-site sales teams, and maintaining regular communication with them. This approach enables me to stay informed about the latest inventory updates and incentive offerings directly

from the experts who possess the most comprehensive knowledge of the communities you are interested in.

Clients who opt to work with a real estate agent like myself, who actively nurtures relationships with on-site agents, can expect a more seamless and enjoyable experience when purchasing a new home.

### **1. Maximizing Your Savings**

As previously mentioned, the most effective way to save money when purchasing a new home is to enlist the services of a Realtor® rather than attempting to navigate the process alone. Did you know that builders are more inclined to reduce their prices six weeks into a new business quarter or at the end of their fiscal year, which may not align with the calendar year? Leveraging my connections within the new construction industry, I am able to determine the optimal time for you to make a purchase based on current sales figures and objectives. It is crucial not to proceed with buying a new home without the guidance of a Realtor® like myself who possesses valuable insights into this exclusive information.

*Are you ready to purchase a new construction home or have questions? Please feel free to contact me today so we can discuss your goals further.*