

Nashville New Builds:



5 COSTLY MISTAKES ALL BUYERS SHOULD AVOID



Darren A. Wilson





THINKING ABOUT BUILDING A NEW HOME IN THE NASHVILLE AREA?

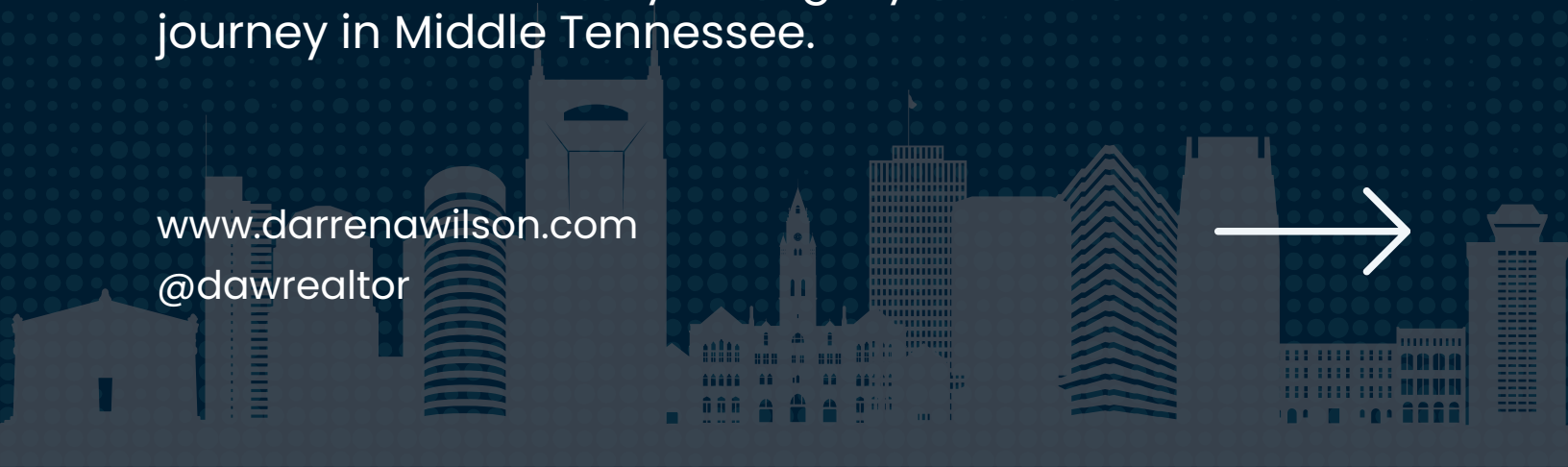
You're not alone!



Our vibrant city and suburbs continue to attract families looking to create their perfect space from the ground up. But before you start picking out floor plans and design finishes, let me share some valuable insights to help you navigate the new construction process.

I've seen firsthand the challenges that can catch even savvy homebuyers off guard. Here are the top five mistakes to avoid as you begin your new construction journey in Middle Tennessee.

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1 NEGLECTING TO RESEARCH FUTURE DEVELOPMENT

One of the biggest oversights I see? Buyers falling in love with today's view without considering tomorrow's changes. In our rapidly growing Nashville market, that peaceful wooded area or empty field near your dream lot might not stay that way for long.

HYPOTHETICAL SCENARIO:

Imagine purchasing a lot with a beautiful view, only to discover later that a major commercial development is planned directly behind your property. This could significantly impact your home's value, privacy, and overall living experience.

SMART MOVES TO MAKE:

- ✓ Review city development plans for the surrounding area
- ✓ Check current and pending zoning changes
- ✓ Ask about planned infrastructure projects
- ✓ Consider how future growth might affect your property value

DID YOU KNOW?

Strategic development can actually boost your home's value. Several new residential and commercial developments in areas like the Station Camp corridor in Hendersonville have driven property values up by **15-20%** in recent years.

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2 OVERLOOKING UTILITY EASEMENTS

PRO TIP:

While easements are a normal part of new construction, their placement can impact your landscaping plans and outdoor living space. Don't assume they're all equally positioned - some locations work better than others for your lifestyle.



Here's a surprise many buyers don't expect: those underground utilities that keep your neighborhood looking clean and modern? They come with easements that affect about **80-90%** of lots in new Nashville communities.

COMMON EASEMENT TYPES:

- Cable boxes
- Communications equipment
- Transformers
- Natural gas piping

ACTION STEPS:

- ✓ Request detailed lot plans showing all easements from your agent
- ✓ Discuss landscaping restrictions before choosing your lot
- ✓ Ask about neighborhood guidelines for camouflaging utilities
- ✓ Consider easement locations when planning outdoor features

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3 MISSING OUT ON BASEMENT OPPORTUNITIES

Think basements are rare in Middle Tennessee? While our limestone bedrock does make traditional basements challenging, many buyers don't realize there are fantastic opportunities for walkout basements in several Nashville communities.

THE HIDDEN OPPORTUNITY:

Builders often save these premium lots for later releases, meaning eager buyers who jump at the first available lots might miss out on these valuable options.

POTENTIAL SCENARIO:

A buyer could potentially gain significant additional living space by waiting for a basement lot release, creating an ideal space for a home office or entertainment area.

WHAT TO FIND OUT:

- Are there future lot releases planned for basement homes?
- What's the typical premium for basement lots?
- How does the builder handle basement waterproofing?
- What's the timeline for premium lot releases?

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4 SKIPPING CONSTRUCTION CHECK-INS



PRO TIP:

Building remotely? This is where your real estate agent becomes invaluable, serving as your eyes and ears on the ground with regular photo updates and progress reports.

The 6-12 month building process can feel long, but that's no reason to be a stranger to your construction site. Even with the most reputable builders, regular check-ins are crucial.

CRITICAL INSPECTION POINTS:

- Foundation completion
- Pre-drywall stage
- Major systems installation
- Final walkthrough

WATCH OUT FOR:

- Upgrade installations matching your selections
- Proper placement of electrical outlets and fixtures
- Window and door placements
- Overall workmanship quality

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5 GOING SOLO WITHOUT PROFESSIONAL REPRESENTATION

Here's the truth: while builders' sales agents are professional, courteous, and important partners in the new construction process, their primary duty is to represent the builder's interests. Going without your own representation is like heading into court without a lawyer – you might be missing crucial protections.

Why This Matters:

- Builder contracts are complex and differ from standard home purchases
- Negotiation opportunities exist throughout the life of the contract
- Early access to new lots often comes through agent relationships
- Having an advocate can prevent costly oversights

POTENTIAL SCENARIO:

Without professional representation, the buyer could miss critical opportunities to negotiate standard upgrades or choose premium lot locations before they're released to the general market.

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GETTING STARTED

Don't let these common mistakes hold you back from building your dream home. With proper planning and professional guidance, you can navigate the new construction process with confidence!

NEXT STEPS:

- ✓ **Save** this guide for future reference
- ✓ **Research** potential communities
- ✓ **Interview** agents experienced in new construction
- ✓ **Start** planning your price range and timeline

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Darren A. Wilson is a Nashville area real estate agent who focuses on helping buyers navigate the new construction process. With his knowledge of builder contracts and strong relationships with local sales representatives, Darren ensures clients avoid common pitfalls while securing them a home that they want, at the price that they want, on the terms that they want.

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READY TO GET STARTED? LET'S TALK!



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