

Buying a New Build? TOP 10 REASONS YOU NEED AN EXPERIENCED REAL ESTATE AGENT BY YOUR SIDE



Building a new home construction is an exciting journey, but it can also be a complex and overwhelming process. With so many decisions to make, it's important to have an experienced professional by your side to guide you through the process and ensure that everything runs smoothly. A REALTOR® is an essential partner when it comes to building a new home, and there are several reasons why you need one.

Let's explore the essential benefits of having a REALTOR® as you embark on this journey and how we can help you make informed decisions, navigate the challenges of building a new home, and ensure that you end up with a home that meets your needs and exceeds your expectations.

1. REPRESENTATION

Buyers mistakenly assume that the home builder's salesperson is their representative. In reality, he or she works for, and represents, the builder and their interests. When you hire an agent, they are here to advocate for you and make sure you are taking advantage of all the necessary steps to navigate the process. It is vital to connect with an agent BEFORE you visit or sign a contract with the home builder. Once you sign a contract without a builder representative, you lose the opportunity to have a real estate agent advocate for you.

2. FREE TO YOU



Our REALTOR services are FREE TO YOU and our goal is always to negotiate the best possible terms and save you money. The builder has already accommodated for your agent's commission and this commission is NOT deducted from your purchase price if you do not have representation.

3. RIGHT LOT/FLOOR PLAN/COMMUNITY

What's the lot orientation? Does the HOA allow me to build a fence for my dogs? Is this community part of a metro district?

All great questions that you need to know before you move forward and we can help you find the correct information.

4. NEGOTIATION / MEDIATION



An experienced real estate negotiator who is familiar with the area, community, and builder can give you a leg up when determining terms on your purchase. Our local Denver Metro area REALTORS have the knowledge to help you get the most for your money.

5. REGULAR SITE VISITS



Regular site visits are critical as the build process moves forward. As part of our services, we will make consistent visits to your build site to check progress and discuss with you.

6. KEEP BUILD ON TRACK

BUILDERS have varying expectations on fund delivery, timelines, deposits, and deadlines for contract cancelation. A REALTOR® will work closely with your mortgage team and the builder to ensure all deadlines are met.

7. DESIGN CENTER ADVOCATE



Buyers spend on average 20% over contract price at the design center as they make choices on finishes. If desired, we will attend design appointments and consult on upgrades and updates that are the most important and also keep your budget in check.

8. NEW DOESN'T MEAN PERFECT

If it's new, it's built perfect, correct? New home construction almost always bring challenges. Dealing with issues can take a toll on you as the buyer. We strongly recommend you conduct a pre-drywall and a post-drywall inspection to uncover any potential issues and be able to address them while construction is happening instead of after closing. Let your agent handle the difficult conversations and mediate on your behalf.

9. COMMUNICATION



Your REALTOR® will streamline communication with the builder. Clear communication is critical. Your agent will be at regular builder meetings and walkthroughs to ensure the quality of your custom home reflects the contract you signed.

10. POST CLOSE FOLLOW-UP

Many homeowners find additional repairs or issues once they have moved into their new home. Make sure to create a checklist of any issues that are under warranty and be aware of the time allotted by the builder when they will address the problems.

Building a new home is a significant investment, and it's crucial to have the right support and guidance to ensure that everything runs smoothly. Let our expertise and experience help you make informed decisions, navigate the challenges, and end up with a home that you love. With an Osgood Team agent on your side, you can enjoy peace of mind knowing that someone is looking out for your best interests and helping you achieve your dream of building a new home.

Whether this is the first time you've build a home, or you're an experienced home buyer, don't take on this journey alone.

How Can We Help You? Call/Text Dr Bob Osgood at 303-513-4333 to schedule an appointment to discuss if buying a new home construction is right for you. Bob is an expert in working with new builds and has extensive knowledge in the process and with builder contracts.

One of our satisfied clients said it best – “We used Osgood Team Real Estate with our new build. They were fantastic! We drug our agent all over the Denver metro area. In the end, we were able to build a beautiful semi-custom home. They went to bat for us several times during the purchase process with the builder, which made the whole situation much less stressful. When things didn’t 100% work out with the construction, our agent went above and beyond to make sure the house was in beautiful shape for us to move in. 12/10 recommend!”




Dr Bob Osgood
REALTOR®
Broker Associate



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