

Do You Need a Real Estate Agent for New Construction?


When you're looking for a new home, it's fun to walk through the model homes and dream about what your next home will look like. As you look at the various models, interior finishes and all the potential upgrades, you are filled with excitement.

At the same time, you probably realize that there are a lot of serious decisions that have to be made. Buying a new home – whether it's new construction or someone else's former home – is the most expensive transaction many of us make.

That's why it's a good idea to make sure you are properly represented in all of your real estate transactions, even when you're dealing with new construction. Here are the many reasons why you should have a REALTOR® by your side:

First, the builder's salespeople are contractually obligated to represent the builder – not you. Yes, they are extremely helpful answering questions and explaining the differences between model and floor plans. But when it comes time for contract negotiations, they will be looking out for the builder's interests.

The contract that they write up is the builder's contract. It has what the builder wants, but it doesn't necessarily take into consideration what you want. Your REALTOR will be able to provide you insight into their contract and the building process so that you will have a much better understanding of this journey.

With your REALTOR representing in contract negotiations,  you won't be blind sighted or taken advantage of. Keep in mind, Colorado law allows builders to use their own contracts, while all other real estate transactions use state-approved contract forms.

Your REALTOR also can help you stay within your planned budget. It's amazing how the price of a home can skyrocket if you include all the wonderful bells and whistles the builder has available – for an additional cost.

A REALTOR will assist you in determining which upgrades will benefit you the most with regards to resale value. It is very easy to exceed your budget and goals when you see all the structural options and beautiful design center upgrades that are available.

Your REALTOR will represent you way past closing. He'll not only educate you about the building process, he'll help you line up financing, work with title companies and accompany you through the numerous inspections.

And the best part is that the builder pays your REALTOR's commission.

So, let's recap. A REALTOR's commission will be paid by the builder. Your REALTOR is an expert in real estate, will negotiate on your behalf, will know the value of potential upgrades and provide you with a sounding board for making smart decisions. I am sure that you will agree, it's a sound approach to one of the largest financial transactions you will make. Call the Osgood Team today for assistance in making smart real estate decisions in the South Metro Denver area for your next home. 303.810.5757