

I'M BUILDING A NEW HOME, WHY DO I NEED A BUYER AGENT?

There are many common misconceptions that a Buyer Agent isn't needed for a new build. Protect yourself and your investment, and keep reading!

Real Estate, Community & Other Stuff

for March 14, 2018



If you're considering building a new home or purchasing an Inventory home, you should still hire a Buyer Agent to represent you. When you walk into a builder's office at a community (or considering a custom-build), the on-site agent is there to represent the the BUILDER, not YOU. It's similar to trying to buy a resale home without Agent representation- why put yourself through that? Here are some common misconceptions, and the real answers:

1. ABC Builder builds many communities, they must be good...right?

Fact: A local Buyer Agent will know which builders deliver as promised, and which ones fall short. They can help you decide which community and which builder will best meet your needs. They can also provide insight as to location and lot selection

within a neighborhood.

2. A Buyer Agent can't do anything for me that I can't do

Fact: A Buyer Agent who knows the area and the builder can often negotiate price, upgrades and other incentives for you that you may not know to ask for.

3. If I use a Buyer Agent, the builder will charge me more (or give me less)

Fact: The builder will not charge you more if you walk in with a Buyer Agent, and you will have someone that is representing your best interests and will be in your corner to fight for you if needed. You may pay less or get some additional upgrades.

4. If I have a home to sell, it will cost me less to use the Builder's agent than if I use my own Realtor to list and buy

Fact: There are many builders who will offer incentives to sell your current home for free or at a discounted rate if you use their agent to list and don't use your own Buyer Agent. In reality, you may not come out ahead. If you have an agent you trust, have an open and frank discussion about the options; they may be willing to negotiate the rate so that it doesn't cost you more AND you have Buyer representation.



A mother and father visit their new home before its completion with their son.

5. I don't need an Inspection for a new build

Fact: Even reputable builders make mistakes. A good Buyer Agent can recommend a trusted inspector to watch for errors at critical points during the build. You'd be amazed how often this happens.

6. The builder uses their own standard contract, so what could go wrong?

Fact: A Buyer Agent will go over the contract with a unique perspective and may see items that you missed. Ex: a friend of mine (before I was a Realtor) purchased a new build and did not notice that the contract excluded air conditioning. This was a costly mistake for her and she had to come up with additional funds to have ac installed. A Buyer Agent will also make sure that all the other paperwork is in order- there's a lot and it can be confusing!

If a new-build home is in your future, don't do it alone. You deserve to have a professional working on your side to negotiate, overcome any issues, and get you into your beautiful new home with the least amount of stress possible.