

WORKING WITH HOME BUILDERS



Why use a Realtor to purchase a new home?

The advantages of having a Realtor, Christy Joyer, help you purchase a new home are the same as those for purchasing a resale home...

- § Knowledge of the market
- § Help in finding the perfect home quickly
- § Expertise in contract writing/negotiation
- § Closing assistance.

The builder has a professional representative watching out for his/her needs, and you need the same expert representation.

Buying a new home is a little more difficult and time-consuming than buying a resale home. I can professionally guide you through this process.

It is very important that your interests be professionally represented when you are entering into a contract for a semi-custom or build-to-suit home. These transactions are complex and the contract details must be exact in order to protect you and to ensure you get exactly the home you want!

Is there any advantage to not using an Agent to purchase a new home?

No. There is no financial advantage for you to buy directly from the builder. Builders have a "single price" policy, meaning you will be charged the same price whether your interests are represented by an Agent or not. Just as in any resale, the Seller pays your Agent's fee.

REMEMBER: The Builder requires that your Agent accompany you on your first visit to the Builders sales office, or they will NOT PAY your Realtor's fee!

**Joyer HomeTeam.com
612-750-7270**