

Why do I need a Realtor when Buying a new home?

1. Buyers deserve their own representation.

- The builders agent or sales representative is hired by and paid by the builder to look out for the builders best interest and to negotiate the best deal for the builder. The Buyer needs someone to look out for their best interests and to help negotiate the best deal for them.

2. Knowledge and experience.

- Full time Realtors work every single day with both builders and homeowners and are familiar with fair market value, negotiation points (price, upgrades, incentives) and will also help you think of things that you normally would not such as warranties, inspections and even window treatments which may or may not be standard depending on the builder. An experienced Realtor understands the business because it is what they do every day. Realtors are familiar with the contract and can help make sure you are protected. What if the work is not done in a timely manner? What if the quality or work of the builder is poor? What if the home does not pass inspections? Under what circumstances do you get earnest money back?

3. The Seller pays the commission!

- Whether you are buying a new home or a pre owned home the Sellers are paying the commission so why not take advantage of it. The builders have already budgeted in paying the commission for the Sellers and Buyers agent when pricing each home.