

Before You Visit: what to settle before your first model-home visit.

The New-Construction Kit

Representation

- ☐ I have decided whether I want my own agent for this purchase.
- ☐ If yes: my agent has contacted the builder before my visit, or is coming with me.
- ☐ I will name my agent on the builder's sign-in sheet or registration form, every community, every time.
- ☐ I have asked the builder's policy on recognizing a buyer's agent after first contact.

Financing

- ☐ I have a current pre-approval from a lender I chose.
- ☐ I know my monthly payment ceiling, and I am not going to say it out loud at the model home.
- ☐ I understand that a builder incentive tied to the builder's lender is worth comparing, not accepting.

They don't, and it isn't a criticism. The builder's agent is required to be honest with you and to disclose what they know about the property. They are not required to negotiate for you, to keep your budget or timeline confidential from the builder, or to tell you whether another builder's contract is better. Those are the duties of your own agent, and they only exist once you have one in writing. Decide about representation before the first visit.

Jerod replies personally. Two-hour response SLA — you hear back within two hours during business hours.

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