

REAL ESTATE MARKET

READY, SET, BUY! PART 3 OF 3

BY RICHMOND REALTY GROUP RE/MAX THE WOODLANDS & SPRING

Get Ready to Buy a Home!

Considering purchasing a brand spanking new home? Professional guidance is needed as much in a new build purchase as with an existing home purchase. The need for assistance can be summed up with the following acronym:

Lot Amount Warranties

Purchasing a new home is an exciting adventure, but it can also be scary. Our job is to relieve as many burdens as possible and create a smooth experience as clients make one of their greatest financial and emotional investments. We follow an unwritten law in helping our clients with new construction. How does it work?

When we accompany our clients to model homes, we have a long list of questions that we ask builder reps concerning the actual construction of a home. This list includes questions about structure, insulation, building

materials used, exterior features, ventilation, pest control, etc. In asking the right questions, it helps buyers make an educated decision. It also allows them to understand what they might not be getting. Oftentimes, it's difficult to foresee what is needed in a home that will save money long-term and improve quality of life.

Surprisingly, more things can break down in a new home than an existing home. In representing clients, we ask specifics about warranties. Typically, builders offer a 1-year general warranty, 2-year major systems warranty and 10-year structural warranty. In 12 months, your home has experienced various weather conditions and changes of seasons. Those variations test a home and often reveal issues that need correcting. We outline a simple, first-year plan on how to best utilize the builder's 1-year warranty. In addition, we provide tips on how to best protect their property over time.

The lot you choose will have a major impact on your long-term enjoyment of the property, as well as your financial investment. Some things we help our clients consider are the 360-degree view surrounding the home, the size of the lot, direction that the lot faces, etc.

Remember! Using a Realtor is free to the buyer. Builders do not reduce the sales price in the absence of Realtor services. The amount of money and headaches that a Realtor can save you over time can be priceless. Thinking about purchasing a new home? Call us! We will hold your hand every step of the way!



Marlys Mulkey

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