

Buying New Construction With Confidence (In Southern Arizona)



Free Buyers' Report
Compliments of The Murray Group
Barbara A. Murray, E-Pro, ABR, GRI,
Jack N. Murray, Realtor®, Long Realty
520-404-5533



www.GoTucsonRealEstate.com

Info@ABMurray.com

- (1) **THE SITE AGENT REPRESENTS THE BUILDER.** He or she is an employee of the listing broker. While some go out of the way to be fair with you, the purchaser, others can and do take advantage of the buyer. Avoid at all costs!
- (2) **IT COSTS YOU NOTHING TO HAVE YOUR OWN BUYER AGENT REPRESENT YOU IN SOUTHERN ARIZONA.** The Builder/Broker Code states that builders will honor and compensate brokers who bring clients to their subdivision, provided that the agent accompanies the buyer on his/her first visit. Published price will include the commission. In most cases, the price of the home is the same whether you have your own buyer agent or work directly with the builder's site agent. The Robson Communities excluded themselves from the Builder/Broker Code in 2004. (Many at Saddlebrooke elect for resale as a better value—we can represent you on Saddlebrooke resales.)

Custom home builders also subscribe to the Builder/Broker Code.

- (3) **YOUR OWN AGENT CAN NEGOTIATE FOR YOU.** With some builders an agent can negotiate the cost of upgrades and lot premiums. The main factor affecting our ability as agents to negotiate a better price relates directly to the current real estate market and how anxious the builder is to get your business.
- (4) **YOUR AGENT MUST ACCOMPANY YOU TO THE SUBDIVISION SITE FOR THE FIRST VISIT.** You may return on your own as often as you wish. An agent must re-register you each 30 days (a few honor the registration for a longer period).

We've built a referral business by pleasing one client at a time. . .

This Free Report is a guide, compliments of Barbara Murray, The Murray Group, Long Realty, 520-918-5826

For legal and tax advice, contact your accountant or attorney.

Copyright 2000-2005, The Murray Group, Buyers' and Sellers' Advantage

- (5) **WHAT TO LOOK FOR IN A GOOD BUYER AGENT.** Ask what he or she will do for you. If the agent merely registers you and sits with you while the builder writes the contract, you won't be well represented.
- (6) **A GOOD AGENT WILL BE PRESENT AT ALL "WALK-THROUGHS" AND INSPECTIONS.** He/she will want to be certain that the builder is following through according to the contract.
- (7) **A GOOD AGENT WILL WRITE UP A "PUNCH LIST"** of needed changes or corrections to present to the builder.
- (8) **A GOOD AGENT WILL ACCOMPANY YOU TO THE "DESIGN CENTER"** and advise you as to which upgrades may be advisable for your needs and budget. Some salespeople pressure you to add items which may be unnecessary and which won't bring you a return when it comes time to sell the home.

When we represent buyers, many find our background in the home furnishings and design business valuable when it comes time to select floor coverings, placement of electrical outlets, lighting fixtures, and furniture arrangement.

- (9) **DON'T SIGN WITH THE BUILDER'S MORTGAGE COMPANY** unless you have also reviewed your lending options from other sources. To encourage you to use their mortgage company, frequently builders will give you "incentives." A good agent will recommend several lenders who do well by clients buying new construction. Compare the closing estimates before deciding which lender to use.
- (10) **YOU DON'T NEED TO PAY "POINTS."** Points are pure profit for the lender. It will take you at least 5 to 7 years of living in your new home to recoup the cost of points to reduce the interest rate.
- (11) **HAVE AN AGENT WHO WILL FIGHT FOR YOUR RIGHTS.** While most of the time new construction progresses smoothly, there are times when the builder and the buyer disagree upon what has been done or not done. You don't want a "horror story."

We've built a referral business by pleasing one client at a time. . .

This Free Report is a guide, compliments of Barbara Murray, The Murray Group, Long Realty, 520-918-5826

For legal and tax advice, contact your accountant or attorney.

Copyright 2000-2005, The Murray Group, Buyers' and Sellers' Advantage

- (A) Recently one of our clients purchased a new home from a well-known national builder. The drainage did not meet code and a promised retaining wall was not built. To rectify the situation we met with the Sales Manager and the Buyers. In order to close the sale, the Builder agreed to pay all of our buyers' closing costs, more than the cost they would incur in making the required changes themselves. (Our buyers had to state in writing that they would not divulge the problem nor the settlement to others living in the subdivision.)
- (B) Buyers had moved a wall out on the floor plan they chose to purchase. The builder was also one of the nation's largest. At the inspection it became obvious that the wall was not in the right place. To change it the Builder wanted to charge the Buyer \$10,000.00. The Buyer's agent worked with the broker of Long Realty who forced the Builder's broker to make the change at no additional cost.
- (C) Clients who impulsively signed with a major builder without representation regretted that they did not have their independent agent. A pipe broke in the upstairs bath of the new home, flooding the home from Sunday afternoon until its discovery the next morning. Deadlines for how the builder would make needed repairs, which included ripping out and replacing all affected wall board, were never met. Fearful of buying a "new but distressed" home, they elected to cancel the contract. Efforts to regain their deposit were thwarted and the buyers had to threaten legal action. Six weeks later they were still fighting to get the builder to refund their deposits. We're now representing them to find them another home.

- (12) ARIZONA REQUIRES THAT THE BUILDER GIVE YOU A TWO-YEAR WARRANTY ON NEW CONSTRUCTION. Additionally, you have a five-year warranty on the pretreatment for subterranean termites.

Most of all choose an agent whom you like and trust. The process develops into a very close and confidential relationship. It should be an agent whom you depend upon to watch out for obstacles to a successful closing and who wants to give you such a first class experience that you will refer friends and family to him or her in the future.

Then, YOU CAN BUY WITH CONFIDENCE.

We've built a referral business by pleasing one client at a time. . .

This Free Report is a guide, compliments of Barbara Murray, The Murray Group, Long Realty, 520-918-5826

For legal and tax advice, contact your accountant or attorney.

Copyright 2000-2005, The Murray Group, Buyers' and Sellers' Advantage