

7 Questions to Ask a Home Builder *Before Signing*



Terry Roberts Homes

Congratulations, it sounds like you are considering building a home! You are about to embark on an exciting adventure but there are so many choices when it comes to home builders. How do you know which one is right for your needs? Your home builder will be your partner along this journey, and it is extremely important that you select a company you trust.

The best way to ensure you are selecting a builder aligned with your vision is to do your due diligence. Doing your research up front will pay off in spades. The questions in this guide are designed to help you start the conversation with potential builders. Continue to ask questions until you are satisfied that you have enough information to make an informed decision. It is also important to check references, read reviews, and visit model homes to get a true sense of the builder's work. We highly recommend that you interview multiple companies before making your final selection.



1 What do you offer that other builders do not?

This can be a great question to start a conversation on how this builder differentiates themselves from the competition. It will be important that you go into these interviews with an idea of what you want in your future home, so that you can decide if their offerings meet your needs. A good builder will keep tabs on what their competition is doing and will be able to articulate their unique value proposition to you.

2 What features are standard to your homes versus what upgrades are available?

It is easy to fall in love with a model home, but keep in mind, model homes often include copious amounts of upgrades. Be sure you understand what is standard, versus what will require an upgrade. Upgrades when building a new home can add up quickly and take you outside of your spending comfort zone. It may be helpful to have the builder walk you through the model home and point out what is an upgrade. You may also wish to see photos of homes they built that do not include upgrades so that you can visualize it. If it is important to you, you will also want to ask if they allow customization.

Bonus Tip: Don't forget to ask for details on their home warranty program, too!

3

What is the deadline to make decisions and/or changes?

Building a home is a BIG deal and you don't want to be rushed to make important decisions. Speak with the builder about timelines and how quickly you will need to make decisions throughout the process. You should feel comfortable with the timelines and be clear on what decisions need to be made when. You will also want to know what the fees are for making changes throughout the process. Surprise expenses are best avoided when it comes to building your new home.

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How will my final price be calculated?

Pricing a new construction home is complex and depends on several factors, including the price of raw materials and labor. Be sure you understand how your home will be priced and how that price can change throughout the building timeline. Many builders will require payments throughout the building process. You need to understand what payments are due, when, and how much they typically are.



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How will you ensure we stay on budget and on time?

As mentioned earlier, your builder is your partner in this process. Don't be afraid to ask them what they will do to ensure they are staying on time and on budget with your home build. You work hard for your money, and a good builder will work hard to give you the most for your budget. If you are worried about prices rapidly increasing during the building timeline, talk to your builder upfront about what can be done to hedge that risk.

6

Who will be my primary point of contact?

Have we mentioned that building a home is a big project? From the moment ground is broken, to the move-in cleaning, there are many professionals that will be involved in building your dream home. It's likely that you won't ever speak to most of these contractors. Who will be your point of contact? Will they be your primary contact throughout the entire process? Do you feel comfortable with them? What is their availability? What can you expect in terms of a response time?





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When would my home be completed and available for move-in?

Building a home is going to come with its share of ups and downs, but the light at the end of the tunnel is getting the keys and settling into your new life, right? Well, you are going to want to know when that is likely to happen with each builder you are considering. The timeline for completing a new build depends on many different factors, some of which are in the builder's control and others that are not. Get a sense of what timing you can expect, so that you can plan accordingly.





Please keep in mind that home builders and their agents, represent the best interest of the company, not you. It is immensely important that you retain your own representation when purchasing a new home. New construction comes with unique intricacies, and you deserve to have a trusted expert in your corner. We would love to assist you in finding the best builder for your needs and throughout the home building process. Helping clients get the most home for their hard-earned money and ensuring everything progresses as smoothly as possible is truly one of our favorite parts of the job. Let's connect!

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