

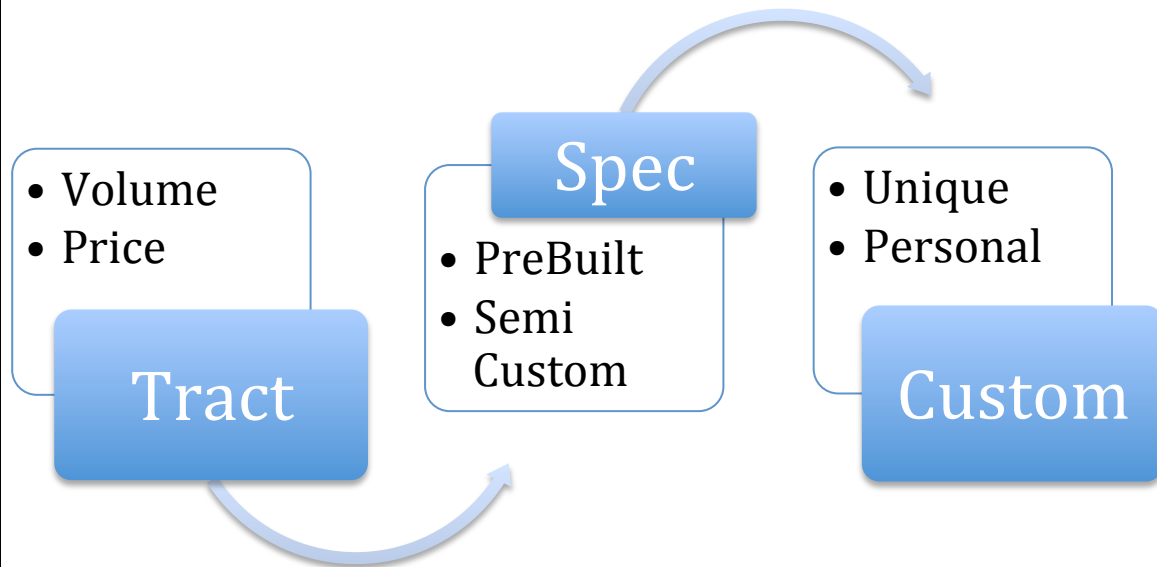
Helping Buyers with New Construction
Monica Neubauer
MonicaNeubauer.com

3 Sources of Inventory

1. Resales
2. FSBO
3. New Construction

Benefits of new Construction for Buyers

1. Everything is NEW!
2. UNDER _____
3. Buyers get to choose _____, _____ and _____.
4. Inventory Selections clear
5. Timing and planning
6. Energy Efficient



What are your areas of hesitancy with working with new construction?

How are you helping yourself be confident in this area?

Introducing the Buyer and Builder – You Need to be There!!

1. Educate your buyers about new construction and go with them to the neighborhood. Especially the first time and until they have a contract.
2. Register them with the builder as your buyer.
3. Call ahead and make an appointment with the agent.
4. Ask good questions on behalf of your buyer.
5. Let the onsite agent do their job in introducing the neighborhood and the product to the buyers. They know their product.

What is your Value in the Process? - Exercise

Watch Points when working with Builders

Custom Building Watchpoints

1. Finding Land
2. Realtor Involvement
3. Custom Houses so personalized
4. Financing

Answers to game:

- | | | |
|--------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> 1. C | <input type="checkbox"/> 12. X | <input type="checkbox"/> 23. CC |
| <input type="checkbox"/> 2. Q | <input type="checkbox"/> 13. H | <input type="checkbox"/> 24. L |
| <input type="checkbox"/> 3. N | <input type="checkbox"/> 14. T | <input type="checkbox"/> 25. K |
| <input type="checkbox"/> 4. O | <input type="checkbox"/> 15. Y | <input type="checkbox"/> 26. E |
| <input type="checkbox"/> 5. FF | <input type="checkbox"/> 16. A | <input type="checkbox"/> 27. R |
| <input type="checkbox"/> 6. EE | <input type="checkbox"/> 17. Z | <input type="checkbox"/> 28. S |
| <input type="checkbox"/> 7. AA | <input type="checkbox"/> 18. G | <input type="checkbox"/> 29. M |
| <input type="checkbox"/> 8. B | <input type="checkbox"/> 19. D | <input type="checkbox"/> 30. W |
| <input type="checkbox"/> 9. U | <input type="checkbox"/> 20. BB | <input type="checkbox"/> 31. F |
| <input type="checkbox"/> 10. I | <input type="checkbox"/> 21. J | <input type="checkbox"/> 32. DD |
| <input type="checkbox"/> 11. P | <input type="checkbox"/> 22. V | |

- | | | |
|----------|-----|--|
| 1 _____ | a. | Bathroom Ceramic Tile |
| 2 _____ | b. | Brick Siding |
| 3 _____ | c. | Building Permit |
| 4 _____ | d. | Cabinets & Countertops |
| 5 _____ | e. | Carpet |
| 6 _____ | f. | Certification of Occupancy |
| 7 _____ | g. | Deck or Patio |
| 8 _____ | h. | Drywall Install |
| 9 _____ | i. | Electrical Rough-In |
| 10 _____ | j. | Electrical Trim Out |
| 11 _____ | k. | Final Paint |
| 12 _____ | l. | Finish Hardwood |
| 13 _____ | m. | Finish Landscaping |
| 14 _____ | n. | Footing and Foundation |
| 15 _____ | o. | Frame |
| 16 _____ | p. | Government Inspections |
| 17 _____ | q. | Grading |
| 18 _____ | r. | Grading Again |
| 19 _____ | s. | Gutters |
| 20 _____ | t. | Hardwood Floors install |
| 21 _____ | u. | HVAC Rough-In |
| 22 _____ | v. | HVAC Trim Out |
| 23 _____ | w. | Inspections / Final Walkthrough / Punch List |
| 24 _____ | x. | Insulation |
| 25 _____ | y. | Interior Trim and Doors |
| 26 _____ | z. | Paint Interior |
| 27 _____ | aa. | Plumbing Rough-In |
| 28 _____ | bb. | Plumbing Trim Out |
| 29 _____ | cc. | Pour Driveway and Walkway |
| 30 _____ | dd. | Punch List / Sign Off |
| 31 _____ | ee. | Roofing |
| 32 _____ | ff. | Windows and Exterior Doors |

Order of Construction Game