

Looking to Buy a New Construction Home?  
**Find Out How You Can Benefit!**



**Sharon Vasvani, MBA**  
Realtor Estate Consultant  
760-383-1343  
[sharonvasvani@gmail.com](mailto:sharonvasvani@gmail.com)  
San Diego, California  
CaIBRE: 01383978

# 10 Reasons why you should work with an experienced Buyer's Agent for your New Construction Purchase

- We have a good understanding of new construction, what you should be looking out for, how to negotiate for maximum builder rebates, and more.
- Our great relationships with builders often get us advance notice of special builder incentives and we can pass those on to you ASAP, so you can get in front of your competition. Time is of the essence in finding the best properties and we keep you ahead of the game!
- We put everything in writing – Sometimes even the very nicest builder makes verbal promises that later become a point of contention. An experienced buyer's agent is conditioned and trained to “put it in writing” even though at the time it doesn't seem necessary.
- By utilizing our service we can save you ‘precious’ time so you can continue to focus on your family and work throughout the build process.
- An experienced buyer's agent knows how to present requests on your behalf and negotiate. Many builders are inflexible, but a good agent can work with the site agent to get things done that might not normally happen.
- An experienced buyer's agent knows how to read and explain a new construction contract. While the site agent can, they will not offer options for things that become sticking points.
- A good buyer's agent will be there for you even after the home closes. It is routine for issues to arise during the first year of a new home. Site agents tend to forget a buyer's name after the contract is signed ☹
- An experienced buyer's agent will have suggestions and advice along the way, on options, inspections, mortgages, construction issues and more.
- Using an agent throughout the building process assures that the quality expected by the buyers is what goes into the home by the builder. When using an agent, a detailed allowance sheet should be made part of the sales contract. This can eliminate confusion throughout the process.
- NAR (The National Association of Realtors) recommends that you get realtor representation to protect your interests no matter what type of home you purchase. With us, you can be assured that we will be by your side from start to finish!

## Why should you choose to have your “own” agent?

The # 1 reason is to know, and to remember, that the site agent represents the builder/developer. There is a listing contract in place that specifies the agent’s duties and commission paid by the builder. When an ‘unrepresented’ buyer contracts a home, contrary to belief, the commission agreed upon does not change, it simply reflects the listing broker (site agent) receiving both sides of the commission. This translates to NO savings to the buyer (you), and NO representation on your behalf as you work through the unknowns of a new home build.

Just FYI, the site agent is legally bound to represent the best interests of the builder, not the home buyer. They are expected to work to secure the builder the best deal and they will not and cannot negotiate against their client. Once again please remember that the builder is their “client”, and you – the buyer is their “customer”. If you go in without your own agent you are bound to experience this throughout the course of the build!

I hope you found this report to be helpful as you venture into your new home purchase. If you are looking for an agent that understands your needs, has firsthand market knowledge and works every sale like it were their own ... I would love to connect with you!

*On Your Team,*  
Sharon Vasvani