

I'm buying new construction. Do I need a Realtor®?

When it comes to buying new construction for your first home, there are several key players to a successful transaction.

The first is your Realtor®. A Realtor can help you find and compare different communities, builders and floor plans. Once you've made a selection, your Realtor can help you negotiate the contract, explain the process and be your advocate throughout the transaction.

The other member of the team is the on-site sales agent. This agent is the expert on the community and can answer questions specifically about the home you're considering. Once you make a selection, the on-site sales agent, who works for the builder, can help you make flooring and lighting selections and write your sales contract.

Using a Realtor will not affect the home's price. The seller (or builder in this case) pays the buyer's agent (that's your Realtor). The cost of buyer representation is paid by the builder. Using a Realtor as your representative in this transaction won't increase the price of the home, nor will not using a Realtor reduce the price of the home. Buying a home is likely the biggest investment you will ever make. It's a good idea to have a Realtor on your team.