



# DREAM BUILDERS REALTY


*tips to remember when...*


## CONSIDERING NEW CONSTRUCTION

 Understandably, the builder's representatives in their model homes are hired to look out for the builder, not the Buyer. Having a Realtor as an advocate on your side is always the right move.

 Don't be fooled into thinking you can't afford to have someone on your side... Reputable builders know Buyers should always have representation and the truth is builders have already factored the cost of this into their pricing. You may be surprised to know your Realtor is actually paid by the builder. When you don't have a Realtor the builder just keeps the commission for themselves. Thus, working with a Realtor is a no-brainer.



 Prices are negotiable. Regardless of what a builder's representative tells you, a Realtor knows there is always room for negotiation and your Realtor® will know the right strategy to get the best price for you.

 Selecting a Realtor® that is an Accredited Buyer's Representative (ABR) is key. An ABR is a real estate professional focused on all aspects of Buyer representation and has the training necessary to meet the needs and desires of Buyer's in today's new construction market.



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