FROM THE SALES OFFICE · TONI GIDDLEY

Before You Sign: Questions to Ask Any Builder

The checklist I would hand my own family. Print it. Bring it into every model home.

Thirteen years on the builder's side of the desk taught me one thing: **the buyers who ask these questions keep their money and their options.** The rest find out the answers after they have signed. Ask them at every builder, every time, and write the answers down before you leave.

1 · BEFORE YOU VISIT

- [ ] If I have my own agent, **how do I register them on my first visit** so I keep my representation?
- [ ] Is the price I am being quoted the **base price**, or does it already include the lot premium, options, and upgrades?
- [ ] Which homes are finished or nearly finished, and which are still to be built?

2 · THE MONEY

- [ ] **Is there a SID or LID** on this home? What is the total assessment, how much is still owed, and over how many years is it paid?
- [ ] **Is there an HOA?** What does it cost, and how often is it billed?
- [ ] What are the main things the HOA **allows and does not allow** (parking, sheds, fences, rentals)?
- [ ] Is there a **second HOA or a sub-association** on top of the main one? What does that one cost?
- [ ] What incentives are you offering right now, and **what are the conditions** attached to them?
- [ ] Do the incentives require your lender or your title company? What do I give up if I use my own?
- [ ] **If I do not qualify with your lender, can I use my own lender and still receive the incentives?**
- [ ] Is the rate buydown **temporary or permanent**, and who is paying for it?
- [ ] **How long is the finance contingency?** What happens if my loan is not approved by then?
- [ ] **What happens to my deposit if my financing falls through?**

> **Insider note:** Incentives are marketing money, and they move. The question is never just "how much." It is "how much, for how long, and what does it cost me to get it."

3 · THE CONTRACT

- [ ] How much is the deposit, when is each part due, and **what is refundable**?
- [ ] Can anything **raise my price after I sign**? What, and by how much?
- [ ] What is the estimated completion date, and **what happens if the builder misses it**?
- [ ] How long do I have to review the contract, and can my own agent or attorney review it before I sign?

4 · DURING THE BUILD

- ☐ **Can I have a third-party inspection at pre-drywall and again before my buyer walk?** What information do you need from my inspector, and how far ahead do I need to notify you?
- ☐ Who is my **point of contact** during construction, and how will I get updates?
- ☐ Can I make changes after signing? What is the deadline, and what is the fee?

5 · BEFORE YOU CLOSE

- ☐ **What should I expect at my buyer walk?** How much time do I get, and can I bring my agent or my inspector?
- ☐ **Will I sign off to confirm the items were corrected?** What happens to anything that is not fixed by closing day?
- ☐ How close to closing is the final walk, and who attends?

6 · AFTER YOU MOVE IN

- ☐ **What is the warranty?** What does it cover, and for how long: finish work, systems, and structure?
- ☐ How do I submit a warranty claim, who services it, and how fast should I expect a response?

Want the real numbers before you sign?

Every Wednesday I send a free incentive brief: the current incentives on quick move-in homes in the Las Vegas area, explained in plain English, for buyers and agents. Get it at fromthesalesoffice.com or write me at hello@fromthesalesoffice.com.

Educational only. These questions work with any builder in any market. Incentives change weekly and are set by the builder. From the Sales Office · Las Vegas, Nevada