

NEW CONSTRUCTION CHECKLIST

A free guide from a local real estate expert who's helped hundreds of homes sell successfully – with or without an agent.



Provided by Devin Childers

Written by someone who has reviewed thousands of new construction contracts and seen exactly where buyers lose leverage, miss incentives, and get boxed in before they realize it.



How to Buy a Brand-New Home Without Overpaying, Missing Incentives, or Getting Played by the Builder

Most buyers think new construction is easier.

Builders know it's easier – **for them.**

Same house.

Same builder.

Same neighborhood.

Two completely different outcomes.

MODEL HOME VISIT CHECKLIST

Bring This Before You Step Foot in Any New Construction Community

Before You Go

- Do not visit without understanding builder registration rules
- Do not assume you can “add an agent later”
- Do not believe incentives are standard across all homes

At the Model Home

- Do **not** sign in without confirming agent representation
- Ask which incentives apply to **quick move-in homes**
- Ask if incentives change by lender, timing, or inventory age
- Ask if price, closing costs, or rate are negotiable – and *when*
- Ask about **pre-drywall inspections** (if building)
- Ask what deposits are refundable and when they become non-refundable
- Ask what happens if the home does not appraise
- Ask which features are included vs upgrades
- Get everything in writing

Before You Leave

- Do not sign anything you don't fully understand
- Do not assume “today only” means anything
- Do not feel rushed
- Do not give up leverage out of politeness

WHY THIS Checklist IS FREE

Because informed buyers make better decisions.

Because trust beats pressure.

Because once you see how this works, you'll never want to walk into a model home unprotected again.

If you use this playbook and never work with me, it still did its job.

If you do work with me, you already know how I think.



Before you:

- Sign in
- Choose a lender
- Put down a deposit
- Sign a builder contract

Talk to me first.

It costs nothing.

It can save a lot.

Devin Childers, Realtor - Master Inspector - Team Lead

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