



## **QUESTIONS FOR AREA MANAGERS OF HOME BUILDERS**

1. What are the standard specifications for the base price?
2. What features/upgrades of the show home are included in the base price?
3. Will the base price be honored if, at possession, the base price of the model I am purchasing is reduced?
4. Is the total purchase price negotiable?
5. How much of a deposit is expected when an offer is written?
6. Is a Draw or Completion mortgage required?
7. Is there a rebate?
8. What are the Architectural Requirements for the community?
9. How will the Architectural Requirements affect the final price; on the lot I am interested in?
10. What is the warranty?
11. Does the builder cover lawyer fees at closing?
12. What are other closing costs that should be expected? What are the expected property taxes?
13. How much are approximate utilities?
14. How much are the starting condo fees? (If applicable)
15. Is the rear deck included?
16. Is the garage and/or the garage pad included? (For detached garage homes)
17. Is landscaping and/or fencing included?
18. Are there HOA fees for the community?
  
19. What are the nearest schools? (Public and separate)
20. Are there school buses coming to the area?
21. Are there bus stops for ETS and/or LRT within walking distance?
22. What future developments are expected in the community near the lot that I am interested in? (Parks, playgrounds, community garden, etc.)
23. Are there similar lots to the one I am interested in that are less expensive?
24. What future developments are planned for this community?
25. Has zoning been revised since the inception of the community?
26. When is this community expected to be completed? (Can I live through construction for that time frame?)
27. What amenities are within the community and surrounding areas?
  
28. Will I receive a final copy of the plans/drawings?
29. What options are available to be changed on the floor plans?
30. What is the expected build time for a house?
31. When/How often am I able to do a site visit?
32. Will there be updates during construction?
33. Can the driveway be widened? If so, what is the cost?
34. Can electrical outlets be added? If so, what is the cost?

35. Up to what point are we able to make changes for the interior selections? (color selections for flooring, cabinets, lighting, etc.)
36. Up to what point can we add structural upgrades? (Ceiling heights, basement development, etc.)
37. How much for a full basement development?
38. Are there rough ins for a future bathroom in the basement?
39. Can a separate entrance be added to the basement?
40. What are the restrictions regarding zero lots? (If applicable)
41. Will I require a home inspection before possession?
42. Can a possession date be changed?
43. How would the Area Manager rate the after care of the company?
44. Is there a department for warranties and deficiencies?
45. How long has the builder been in business?
46. What testimonials are available about the builder?
47. Does the builder have specific trades they work with consistently?
48. How responsive is the Area Manager to questions after the offer is firm?
49. Will I be given a copy of all the paperwork?
50. At closing, when do I contact the lender and the lawyer?

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