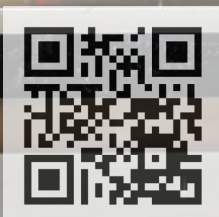


# NONA

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**FESTIVELY  
FASHIONABLE**  
DRESSING UP THIS HOLIDAY SEASON

**WAVES  
ON THE HORIZON**  
THE LAKE NONA  
WAVE HOTEL COMING 2021



# THE BENEFITS OF WORKING WITH YOUR OWN REALTOR WHEN SHOPPING FOR NEW CONSTRUCTION



BY LAWRENCE BELLIDO, BROKER ASSOCIATE

**F**or a lot of people, building a new home is a lifelong dream! After all, it's a unique opportunity to buy a house and have it built exactly the way you want it. You can pick your own lot, decide whether you want hardwood floors or tile, and build a pool, among many other options.

Before you start running around to sales centers, though, you should consider choosing your own Realtor. Yes, there are real estate agents working in every community sales center, all of whom work for the Developer. So there are some definite advantages to having a Realtor who answers to you as part of the process.

Every real estate purchase is a highly complex transaction. Most new construction buyers say that having a Realtor on their side gives them confidence that they truly understand the process. Plus, it costs you absolutely nothing to work with your own Realtor because your agent's fees are paid by the Developer.

### **Your Realtor can advise you on options.**

Depending on the Developer, it might be smart to include some upgrades while the home is being built, such as marble kitchen countertops, upgraded landscaping, or hardwood floors. Others may be more expensive. In some

cases, an upgrade like an additional door, might be difficult to add after the house is built because you have to knock down a section of wall. Another thing to consider is the value of paying for an upgrade through the Developer so you can include it in your mortgage, instead of having to take out a separate loan or come up with the money yourself.

### **Your Realtor can help you negotiate.**

Developers usually advertise only their base price for a new home, which includes almost no options or upgrades. And the whole point of buying new construction is so you can make it your own. A Realtor who works for you will know the value of upgrades or modifications to floorplans and is more likely to get it at a better price.

### **Your Realtor can connect you to many mortgage lenders.**

Typically, Developers either have their own mortgage options, if they are big enough, or they have agreements with specific lenders. A Realtor can tap into dozens of mortgage lenders and find one that is the right fit for you and help you get the best rate.

So, if you're interested in buying a new home, let a Realtor guide you through the process from the start and help make it the best experience possible. ●