BUYER GUIDE TO NEW CONSTRUCTION

Bring us with you on your very first visit.

Many builders will only work with your agent if we're registered at your first visit. The onsite sales team represents the builder. We represent you, ond our team brings 25+ years of new construction and onsite sales experience.

TIP ONE

The base price is a starting point.

Lot premiums, elevations and design-center selections add up quickly. Set an all-in budget before you start choosing.

TIP TWO

Choose structure before finishes.

Layout, ceiling heights, windows and electrical are hard to change later. Paint and fixtures aren't. Invest where it's permanent.

TIP THREE

Read the builder's contract.

Builder contracts are written to protect the builder. Deposits are often non-refundable and completion dates can shift. We review every clause with you.

TIP FOUR

Compare the incentives.

Incentives are often tied to the builder's preferred lender or title company. Compare the full package, not just the headline offer.

TIP FIVE

Inspect, even when it's new.

Plan independent pre-drywall ond final inspections, plus an 11-month inspection before your first warranty year ends.

TIP SIX

Know your warranty.

Many builders follow a 1-2-10 structure for workmanship, systems and structure. Get the details in writing and know how to file a claim.

TIP SEVEN

Plan for the second tax bill.

Your first Tennessee tax bill may reflect only the lnd. Once the finished home is assessed, taxes and your escrow payment can rise.

TIP EIGHT

Look beyond your lot.

Future phases, HOA rules and dues, nearby development and school zoning will shape daily life and resale value.

TIP NINE

Build in timeline cushion.

Weather, permits and materials can move your closing date. Keep your lease or current-home sale flexible.