



A LYNQ REAL ESTATE GUIDE

The New Construction Buyer's Guide

Building new doesn't have to feel like a maze.

WITH AMANDA BUSSETT • LYNQ REALTY

⚡ Ciao! I'm Amanda.



Building new is exciting. It's also a lot. Builder contracts. Lot choices. Upgrade lists. Timelines that shift without warning.

You don't have to figure any of it out alone.

I put this guide together so you can walk into your first model home visit like you've done this before. Even if you haven't.

INSIDE, YOU'LL FIND

- 1 The questions most buyers don't think to ask a builder.
- 2 How to have your own representation, at no extra cost to you.
- 3 What actually drives the timeline and the price as you go.

I'll walk it with you from the first community tour to the final walkthrough. And I'll always tell you what's actually best for you. Not just what's easiest for me.

Let's find your next chapter.

AMANDA

SECTION ONE

Questions Most Buyers Don't Think to Ask a Builder

The rep at the model home is friendly. They're also trained to answer the easy questions. Here's what to ask instead.



THE CONTRACT

- What's actually included in the base price, and what's an upgrade?
- Which upgrades are locked in now, and which can wait until after closing?
- If my closing date slips, who's responsible, and what happens to my rate lock?



THE LOT

- Is there a lot premium? What's it actually for?
- Any easements, retention ponds, or future phases planned near this lot?
- Can I see the plat map, not just the rendering?



THE BUILD

- Who's my point of contact once I'm under contract?
- How often will I get real updates, and in what form?
- What does the walkthrough and punch list process look like?



THE MONEY

- What are the HOA fees today, and is there room for them to increase?
- What's covered under warranty, and for how long?
- Are there incentives for using the builder's preferred lender? Am I required to?

SECTION TWO

How to Have Your Own Representation, at No Extra Cost to You

When you walk into a builder's model home, the person greeting you is great at their job. Their job is selling you a home that works for the builder's bottom line. Not necessarily the one that works best for you.

That's not a knock on them. It's just not their job to look out for you. That part's mine.

WHAT I ACTUALLY DO FOR YOU

- ✓ Review the contract before you sign it, line by line.
- ✓ Catch the questions from the last page before they become a problem.
- ✓ Negotiate upgrades, incentives, and lot pricing on your behalf.
- ✓ Keep an eye on your timeline so nothing sneaks past you.
- ✓ Tell you the truth, even when it's not what you want to hear.

Here's the part people don't expect. Representation like this doesn't cost you anything extra. Builders already build that cost into how they sell homes, whether you bring your own agent or not. Not bringing one doesn't save you money. It just means nobody's in your corner.

BEFORE YOU GO

Most builders ask you to register your agent on your very first visit to the model home or sales office. Bring me with you, even if it's just my name and number, so I'm your representation from the start.

SECTION THREE

What Actually Drives the Timeline and the Price as You Go

The number on the community sign is a starting point, not the final price. And the move-in date they quote you on day one isn't always the one you get. Here's why.

WHAT MOVES THE PRICE

Structural options.

Anything that changes the footprint or layout usually has to be decided early, and it adds up fast.

Lot premiums.

Corner lot, water view, cul-de-sac. Priced differently, and sometimes negotiable.

Design center selections.

Countertops, flooring, fixtures. Easy to go over budget here without a plan.

Financing incentives.

Builder-preferred lenders sometimes offer credits. Worth comparing against your own lender.

WHAT MOVES THE TIMELINE

Permitting and inspections.

Out of the builder's hands, and out of yours too.

Material and labor availability.

Can shift a schedule with little notice.

Weather.

Especially here in Florida during storm season.

How fast you make decisions.

Design center appointments and change orders can hold up your own build.

GOOD QUESTION TO ASK

Ask your builder for their current build timeline for this specific community, not a national average, and get any changes in writing.

It Just Takes Someone in Your Corner Who Knows Where the Turns Are.

Ready to start your own chapter? Let's talk before you sign anything.

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Serving Port St. Lucie, Palm City, Stuart, Jensen
Beach, and Fort Pierce, wherever your next chapter
is on the Treasure Coast.

Let's find your next chapter.



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