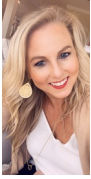




AUGUST



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Whether you are looking to buy or sell, I can offer the highest levels in real estate expertise and professionalism. Don't hesitate to contact me and allow me to help guide you through that process!

BUYERS' ADVICE



HOW TO BUY A "SPEC" OR MODEL HOME

What should you expect when you buy a model or "spec home" from a builder?

A *model* home features upgrades to show the builder's floorplans to advantage. If you can wait until the builder sells their inventory, you could get the model at the original price and with more upgrades than other homes in the neighborhood.

A *"spec"* home is move-in ready. The clock is ticking on the builder's bank loans, materials and labor, so if you're preapproved by a lender and have no contingencies to delay closing, you can move in quickly.

BUYERS' ADVICE



HOW TO BUY A "SPEC" OR MODEL HOME

Many builders have their own contracts, so you should be represented by your Berkshire Hathaway HomeServices network professional. Builders won't negotiate price because of other homes in the subdivision, but your agent may be able to negotiate a free fence or countertop upgrade. The agent can see you through inspections and make sure the builder performs as expected.

Shop for new homes with your real estate agent. Otherwise, inform the builder or their in-house salesperson that you're represented and offer your Berkshire Hathaway HomeServices network agent's contact information. Builders won't pay the agent's commission if you bring them in after you've already toured the model or spec home.