



What to know about New Build Homes?

Common New Build Incentives:

- Rate Buydowns: Reduced interest rate for early years.
- Closing Cost Assistance: Builder contributes when using their lender.
- Upgrade Credits: Design center credit, appliances, landscaping, etc.

Why New Builds Often Include Rate Buydowns & Other Incentives

- Builders frequently use incentives, especially when interest rates are high. Make payments more affordable for buyers, without dropping the home's sticker price
- New-builds give builders more control (they set the home price, control financing through preferred lenders) Bundling incentives like rate buydowns, closing-cost credits, upgrade allowances, etc.

Why You Still Need an Agent?

- ✓ Protects your interests
- ✓ Reviews builder contracts
- ✓ Helps negotiate incentives
- ✓ Attends walkthroughs
- ✓ Oversees inspections & deadlines

**30-year fixed rates
as low as 3.99%**

Call me for more
Information



(623) 330-5978