



Presents



Why New Construction!

A Continuing Education Course through My C.E. Class, LLC

Why New Construction?

Buying a home is one of the largest investments most people make, so it's important to know as much as possible on how to get the most bang for the buck. In addition to reduced home values and a large inventory of homes on the market and tax benefits make it very affordable to buy a new home today. There are so many other reasons so let's start with the basics. For one, buyers have so much choice with new home construction. Builders are designing them to fit lifestyles and at the same time incorporating as many of the bells and whistles that homeowners want, that use to be an upgrade back in the day.

Buyers can choose the exterior elevation, the color palettes inside and out, and outfit the house with the latest in new home options and products, while taking advantage of the latest designs at pricing that hasn't been seen in many many years.

One of the biggest reasons to buy new is the quality of new construction. Since building codes have updated over the years, builders have had to follow very strict guidelines in home construction. Many homes have the "Energy Star" designation. To earn the ENERGY STAR, a home must meet strict instructions for energy efficiency set by the U.S. Environmental Protection Agency. These homes are at least 15% more energy efficient than homes built to the 2004 International Residential Code (IRC) and include additional energy-saving features that typically make them 20–30% more efficient than standard homes.

New homes aren't built in a factory overseas and shipped in. New home construction provides immediate jobs to the very area where they are being constructed. It is said that each new home start creates 3 full-time jobs for one year! A new home is one of the last truly handmade products. Thousands of skilled tradesmen build hundreds of thousands of new homes in the U.S. each year, complemented by the millions of new home products being manufactured to complete and enhance them. For new-home buyers, this translates into benefits and advantages simply not available in a resale property.

Buying a home is the biggest decision your buyer will ever make and home building is a complex process. Homebuilders and their community representatives are local, easy accessible and will lead and guide the buyer through the entire purchase transaction from day one through closing and beyond.

Even though no one can predict the future, many a financial expert has maintained that a real estate purchase, especially a new home, can be one of the best investments you'll ever make plus a new home will be a much better fit for your buyer's lifestyle and interests.

Good luck assisting your buyers in creating the home of their dreams!

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Buying a New Home

It used to be that new homes cost more than older homes, but that's not true across the board anymore. A common misconception among homebuyers is the idea that the best home values in today's market are short sales and foreclosures. While there are some good deals on homes in a short sales or foreclosure, for most buyers, buying a new home is actually the better value in many ways.

The reality is it's a great time to be a homebuyer. Home prices have return back to 1989 in many areas, interest rates are extremely low, and the selection of available homes couldn't be better. Many new home communities offer amenities, i.e. pool, tennis court, playground, golf course, clubhouse, etc. New home buyers know they'll have something in common with their neighbors when they move in. Buying a new home from a trusted builder in today's market promises the best of both worlds-outstanding value and peace of mind with warranties, guarantees plus customer service after you move in.

Buying a new home can be fun and exciting. As buyers search for their dream home, they will probably hear a variety of opinions on whether they should purchase a newly built home or a resale home. There are distinct advantages and disadvantages to either option depending on their point of view and their personal and financial situation. New homes are far superior to those built in the past. For new-home owners, this translates into benefits and advantages simply not available in a resale property. Whatever the location or price-range, this is an excellent time to look into buying a new home. There's nothing quite like the excitement of choosing your home's details, inside and out, and being the first one to put the key in the lock.

Today's Real Estate Landscape

As you are aware housing and home ownership have been under attack for several years now. Based on recent industry expert's reporting, they forecast new home construction will pick up speed this year and will move forward. Although real estate professionals have been right busy in their communities regarding foreclosure prevention, coordinating short sales and managing foreclosed properties, it is an appropriate time to reconnect with builders, developers and new home communities. No matter what the current economic situation is, buying a new home will always have distinct advantages over purchasing an older home. When you buy a brand new home, you get all the traditional value you expect in a home, plus the advantages that only a newly built home can provide. Despite all those deals in the previously-owned home market, buyers shouldn't overlook the potential benefits of buying a new home.

Real estate professionals today serve as a trusted advisor to buyers seeking to purchase a home and will empower them with information and resources to make the best decision for long term home ownership. Real estate professionals will need to know their "products" of homeownership selection in detail. Buyers today will examine, score and know the dynamics of their home selection whether buying a Short Sale, a bank owned property, a home in a mixed used community or a new constructed home.

In the home ownership marketplace today requires much training, knowledge and wisdom. Nothing is consistent in the home buying process. Policy, procedures and timeline performance requirements vary from seller to seller. In addition to having tight credit conditions in obtaining a loan; in a resale there seems to always be an appraisal challenge and title issues.

GOOD News!

Spending on private residential construction activity ticked 0.4% higher on a month-to-month basis during November 2012. Spending has climbed more than 29% above its nominal level of a year ago and stands 57% higher compared to the trough in mid-2009.

The National Association of Home Builders and Wells Fargo Housing Market Index measure of single-family builder confidence rose for the eighth straight month to a level of 47 in November, the highest level since April 2006.

With builder optimism growing, mortgage rates near all-time lows and rising prices lifting more homes above water, the stage is set for housing to have a big year in 2013, rising to a level not seen since 2007. The pickup in new-home sales will accelerate about 450,000 new homes sold in 2013, compared with 365,000 in 2012. The building industry states that for every new home being built creates 7 new jobs for 12 months.

A recent article published by NAHB shows that, based on a long-run calculation that averages mobility tendencies over a number of years, the typical buyer of a single-family home can be expected to stay in the home approximately 13 years before moving out. We will connect with builders in a future Webinar.

New home construction is underway and picking up momentum. Good news is that America's demand for new residential building will be on the increase this year. Housing affordability is at a creditable; all time high and financing is available. Therefore, it is a beautiful day to preview new constructed homes. So let's get started!

October 22, 2012 - June 28, 2012 – National Home Builders Association - The national housing data released this week continued to reflect solid improvement. September Housing Starts jumped 15% from August to the highest level since July 2008. Building Permits showed similar strength. The October NAHB Home Builder Sentiment index rose slightly, its sixth consecutive monthly increase, to the highest level since June 2006.

The median sales price of new houses sold in August 2012 was \$256,900, the average sales prices was \$295,300.

Resources

- www.nahb.org/imi for additional data, tables and a list of 2012 future economic release dates
- www.HousingEconomics.com
- www.census.gov/construction/nrs
- www.realtor.org/topics/existing-home-sales

Let's Compare New vs. Resale

<ul style="list-style-type: none">• High loan defaults• Foreclosure prevention• Short Sales - HAFA Program• NPV (Net Present Value) Test• Deed-in-Lieu of Foreclosure	<ul style="list-style-type: none">• Limited financing• Seller inability to pay closing cost• Takes weeks to months in getting a contract approved and closed. Third party approvals. Most buyers don't wait, they walk.
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<ul style="list-style-type: none">• REOs - Bank owned properties• New laws and regulations• "As Is" property condition• Code violations and building codes• Banks and lenders as sellers• REO addendums• No warranties, no guarantees• Special or limited warranty deeds• Troubled HOAs• Liens and title issues• Banks and lenders can cancel the contract at anytime for any reason• Robo signing• Fraud and scams• Vandalism, squatters, tenants	<ul style="list-style-type: none">• Banks chooses the closing attorney• No recourse back to the REO seller after closing if the buyer is unhappy• Homes are vacant and not clean• Bid wars - "best and final"• Low real estate commission• Sellers in short sales must verify a hardship• Each bank has specific policies and procedures. Nothing is standard!• More parties to communicate with and they are not local.• List price may not be accurate• Banks order BPOs and appraisals after an offer is submitted
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Why Choose A New Constructed Home And Community Today?

What New Construction Presents! Features and Benefits

New homes are far superior to those built in the past. Here are some reasons that have convinced many to buy new.

Perhaps buyers love the idea that they can be a home's very first owner. Everything is new and shiny, the neighbors are probably also just moving in and their can customize the floor plan and colors.

While a new home typically means less maintenance than an existing home, today buyers will get a higher quality craftsmanship than what was used years back. Every component will work flawlessly and won't require repair or update for many years.

In addition to the financial benefits of owning a home, new home construction brings a level of safety, efficiency and lifestyle unseen in years past. Technological advances mean that new homes are safer, because new homes take advantage of breakthroughs in building science such as new fire-resistant construction materials, tempered glass and hard-wired and interconnected smoke alarms.

If you're looking for modern amenities such as whirlpool tubs, skylights, and top-of-the-line kitchen appliances, a new home will have more of the features you desire. New homes can incorporate the latest ideas in home design, from an open kitchen and expansive family room to large luxurious baths or the convenience of laundry rooms on two levels.

Never before have we placed more interest and attention to green products throughout the residential marketplace. Builders are more zoned-in on sustainability and efficiency in the building materials category. Nationwide, they have been embracing new green certifications, building techniques, such as high-tech insulation and energy efficient appliances and incorporating them in new construction. This results in new homes being more resource-efficient while saving homeowners money.

And with the abundance and variety of features that new homes offer, homeowners can create the home of their dreams down to the knobs on their kitchen cabinets.

Buyers know what they are getting in a new home. They can watch their home being built with no surprises when they move in. They know how the home was built and you know what is behind the walls. Also buyers know how to operate and maintain their home's equipment and their builder is always there if they need help.

Buyers get what they want. Why live with other people's outdated designs or outlandish decorating? Why spend money redoing the previous owner's improvements? From the layout, to the cabinets, to the flooring, new home builders offer a wide selection of designs, floor plans and upgraded features. Buyers get to pick and choose, customizing their new home to suit their personality and lifestyle. A new home right from the start – just for YOU!

Last but not least, buying a new home presents a simple buying process. As soon as your home builder has completed construction, you can move in. There are no surveys to worry about, no waiting for an existing homeowner to move out and what's more, no property title chain issues. Getting stuck in a title chain challenge can be extremely stressful and a nightmare. Should one transaction in the link fall through, the entire chain is disrupted, either holding up the closing or breaking it altogether.

A new home is the buyer's sanctuary; a place where they can feel safe, free, comfortable, and completely pampered. In this light, home builder, designers, and architects are always looking for the next best amenity to fit into homes. Today's new home products and amenities are chosen for total comfort, convenience and pleasure. Let's look at some them.

Latest Must Have Amenities

Amenities are still a deciding factor for homebuyers. Drive by a new-home development today and you may not see a dramatic difference from one built five years ago. But interiors and even exteriors to some extent reflect a changing consumer dynamic. Builders offer buyers so many options that they can create hundreds of variations from the one-size-fits-all floor plans. Just about any room or area of the property can be customized in some way, suited to the buyer's personal taste.

If there's one overarching trend in new-home construction, it's a shift away from large, nondescript spaces that offer size for size's sake. American's appetite for big homes and over-sized furniture appears to be shrinking. The demand for a huge, high-ceilinged great room is giving way to the desire for special-purpose rooms, including media rooms and home offices.

Builders say demand continues for rooms that flow together combining food preparation and entertainment, for example but with a greater emphasis on quality, luxury, and refuge.

To break down barriers between interior and exterior living spaces, owners are opting for doorways that integrate indoor and outdoor spaces and windows that offer a view of a garden or other pleasant vista. A one-sided approach to residential architecture, where the facade includes distinctive design elements while the sides and rear are left unadorned, has given way to what some observers are calling "architecture in the round."

Details such as balusters, brackets, shutters, balconies, and trellises continue all around the home. And the approach doesn't stop with the exterior. The whole style and feel, the use of natural materials, is coming inside and being used in ceiling details, countertops, and fireplace mantels. This approach is being incorporated at all price points, not just in luxury homes.

To retain an open feel, designers are layering, creating floor plans in which rooms flow into one another without harsh divisions or entranceways. Although specific features and upgrades might add to the price of a new home, by some estimates as much as 20 percent, observers say cost isn't the main point. What we're talking about is a higher level of design.

We're seeing sanctuary spaces being designed into newer homes. Those spaces are appearing throughout the interior as people seek escapes from the stress of their daily lives. In addition to master suites, smaller spaces such as dedicated meditation or yoga rooms are becoming more common. The sanctuary theme is becoming part of the whole house.

A new term "a place of one's own" describes the small rooms and alcoves being designed into newer homes. Examples: a window seat for quiet reading or a small alcove or office space where people can sort mail, drop keys, and recharge cell phones. These are rooms that America desperately needs.

Homes today are centers of social activity, with spaces crafted for various forms of entertainment. New homes are more apt to be wired with new technologies in mind, from high-tech audiovisual theaters to high speed internet connections, extra cable outlets to rooms that can accommodate large gatherings with surround sound throughout the home plus convenient networking of household devices, electronics and home systems from air condition to lighting.

Often rooms will serve more than one purpose, handling both formal and informal functions with a simple change in light setting. Spaces that overlap function and decor represent a break from traditional house layouts.

Even kitchens - already the hub for social activity in many homes are getting a make over. Architects and designers are facilitating people's natural propensity to gather in kitchens with features such as large chairs, ottomans, fireplaces, built-in microwaves, dishwashers, six-burner ranges and convection ovens and commercial grade appliances, furniture-quality kitchen islands, and stand-alone hutches for storage. Overall, there's more of an emphasis on homes that have all the bells and whistles you could possibly want for gracious entertaining.

Other priorities for today's home buyers include a walk-in closets with shelving, hardwood floors and granite countertops, dog-washing sinks in the garage, pre-wired security; open floor plans with abundant windows. Include added second floor to the garage, systems to control radon, dual-fuel split system that lets the homeowner use electric or gas heating, products that will not rot, rust, corrode, or support mold growth or termites, ventilation systems that create integrated moisture management, humidifier on the furnace, and ceiling fans featuring a remote control instead of a wall switch just to name a few.

High-in features, once a luxury, are increasingly viewed as essential in the bathroom, i.e. accent lighting, 50 gallon water heater tankless or solar thermal, whirlpools, Jacuzzis, steam and jet showers, double shower heads, hand-held sprayers, bathroom furniture, storage cabinets. While porcelain sinks remain the tradition, the new kids on the block are multi-shaped vessel sinks such as colored glass bowls.

The attention to a home's exterior goes beyond mere aesthetics. The outside is being transformed into an extension of the living space with the addition of elaborate gardens, patios and decks, balconies, fountains, outdoor pavilions, gardening sheds, screened-in porches and even fully furnished rooms for outdoor reading or dining. As the trend to spend leisure time outdoors continues, fireplaces, patio heaters, electronic insect control devices, fire pits, wet bars and fully functional outdoor kitchens are being offered by more and more builders.

Buyers are looking for individuality. Today's new homes have more dynamic exteriors, thanks to the use of bold colors and a mixture of materials, such as stone, stucco, and timber that add a sense of texture. Every inch of a new home is as precious to us now as a society. With all the attention being paid to designing homes with distinctive character, it's no surprise that everyday items are taking on a creative flair.

Impressive Interior Amenities of Today's New Homes

- Blinds, curtains and shades
- Wallpaper and low Volatile Organic Compound (VOC) latex paint finishes
- Fireplace with gas logs enclosed with glass and pewter doors
- Designer trim package
- Changing wooden spindles to wrought iron

- Decorative shelves and display areas
- Trim added to built-ins, tray and coffered ceilings and several layers of crown molding. It makes the home look and feel more expensive and custom.
- 200 amp electrical service
- Central vacuum system

Distinctive Exterior Amenities of Today's New Homes

- Backyard grass and landscaping
- Today's buyers are also looking for a three-car garage with a side, not front entrance
- Buyers may also want to select higher-priced alternate paving surfaces for driveways, walkways and patios
- Irrigation systems
- Well insulated windows and insulation
- Various sizes and designs of windows, doors
- Custom exterior lights for added safety
- Brick or Hardiplank siding with a 50 year warranty
- Various garage door styles and color
- Elegant masonry accents on the home's exterior
- 5' front fencing between homes and gates with decorative arbor
- Architectural style roof shingles such as cedar shakes or tile with 30 year warranty

Builders provide a designer representative to assist in amenities and product selections. Many builders have impressive design centers where you can touch and feel the features you wish to include as upgrades.

Other New Construction Facts to Consider

- New homes have modern floor plans that provide efficient living space
- New homes have hard-wired smoke detectors on every level. Usually, they are interconnected so that if one detector alarm sounds, they all sound.
- New homes have electrical power systems for heavier electrical demands of today's homes
- Insurance companies offer lower insurance rates for newer home

- New subdivisions tend to have better utilities (such as buried electric lines)
- Your property taxes will probably be less during the first 12-24 months
- If you purchase a new construction property early during the preconstruction phase, you might be able to customize many features, such as the paint colors and the appliances to suit your personal tastes
- Here's the best part: A builder may even throw in some free upgrades and amenities. And don't be surprised if a builder offers you financing options for a mortgage.
- New homes are typically larger than existing homes
- New homes usually appreciate faster than existing homes

Working with the Builder's Sales Representatives

Builder's sales representatives are a valuable component to the success in sales performance. These sales representatives are devoted to new construction and work exclusively in one subdivision at a time. Their primary duties are to create customer interest in the community and to organize the sale of a home. They give the builder, buyer and their real estate representative 100% service. In addition, new home community representatives:

- Are trained in-house to be the new-home community specialist
- They are the point of contact between the buyer and the builder
- Have knowledge of building products and homeowners association
- Available on-site seven days a week
- Will show you as many homes as you like
- Work more traditional hours
- Get paid the same whether there's a cooperating agent or not
- Know their competition
- Aware of various financing and downpayment assistance programs
- Knows how to read plans and specs
- Will guide you along the pre-construction buying and building process
- Helps by recommending the best unit, floor plan, view and a whole host of pre-construction considerations
- Explains the builder's sales contract and construction timeline
- Familiar with product and builder's warranty plan
- Can assist with design choices and which upgrades that add value to your new home
- Experience of the area and amenities where the community is located
- Can retrieve answers to questions quickly
- And hold your hand throughout the purchasing process

The Future Home *What You Have To Look Forward To*

Home of the Future Video - <http://www.youtube.com/watch?v=Wo-fRuuwoPI>

The Wave of Wireless Home

If you think this future home concept is pie in the sky or science fiction, then think again. Most of the systems outlined here are either in development or already out on the market. Future homes may not be standard yet for the middle class but this isn't as far ahead as many people would think.

In the wireless household, using a tablet as a television remote is supposed to be just one conversation in a din of synchronized chatter between electronic devices like TVs, phones, audio equipment and computers — and also involving dishwashers, refrigerators, heaters, motion sensors, lights and windows.

Wireless connectivity in the home was a major theme of the Internationale Funkausstellung, the largest European consumer electronics trade fair, which was expected to draw a quarter million visitors and nearly 1,500 exhibitors through Wednesday September 5, 2012 in Berlin. Video camera at entrance identifies visitors using facial recognition software.

As the number of home networks rises, new automation services are beginning to appear. According to IHS, a research firm in Wellingborough, England, the number of homes worldwide with ethernet connections, which is necessary for Wi-Fi, will double to 800 million by 2016 from 400 million this year. The number of low-power, low-bandwidth networks essential for monitors and always-on sensors is to surge to 28.8 million by 2016 from 3.3 million.

Home Automation - We are at the brink of a new era in the home!

The washer, dryer and bathroom fans are connected wirelessly, letting the local utility reduce power consumption during peak demand. Lighting is controlled by motion sensors. The front, back and garage doors can be activated remotely with an e-mail.

Toilets of the future will not only be heated, void of toilet paper, have a pleasing cleansing of the behind, but will also analyze stool samples for medical problems such as colon cancer and urine samples for teenage drug use or pregnancy issues.

Remote monitoring of the future home is already here, but also on your PDA or other handheld device you'll be able to manually override your future smart home's systems on the fly.

The future home will run off solar panels, wind turbines or both. Backup batteries may be used or an electrolyzer, compressed hydrogen and a fuel cell may also be used as backup power.

The future home will also have smart appliances as well. Ovens, microwaves and refrigerators will be combined and automated so remote cooking will be a possibility so meals are prepared for one's arrival.

Future homes will also have refrigerators that will download recipes based upon what it is stocked with and what is in your pantry. The recipes will then be forwarded to you. In the home of the future, the refrigerator will also take inventory of all food supplies in the home and alert you when you're running out. The refrig may also be programmed to contact the local supermarket to drop off the needed food supplies.

Future homes will also be very energy efficient. Microsoft, Google and others are now working on applications that tie into the smart grid for individual home so that you will be able to visually see and track which appliances use the most electricity, where heating and cooling is escaping in from one's home and how you can produce more energy with your solar panels or wind turbines.

In the future home there will be a vast neural networking system connecting all appliances, TV's, PC's, video, security and remote handheld or Bluetooth-type devices. There will also be other green systems in place such as saving, purifying and reusing wash water and bath water. Plants and people may receive pure or mineralized drinking water.

Speech recognition - Speaking or other programs will be applied to a network. Besides facial recognition software, your future home may also combine speech recognition software, hand or fingerprint scanning or a combination of these security measures. One will easily be able to chat over social media about a television show that both or multiple parties are watching in real time.

Smart showers will not only be able to recycle water, but will be able to store individual profiles for each member of the family according to preferences and patterns of usage.

One member may take long baths while another short showers. Automated soap and shampoo dispensing for male or female will be programmed in. Water temperature and pressure settings can also be individualized.

In the future home, the smart bathroom will also be able to take inventory of such items as toilet paper, shampoo, soap, hand soap, and other toiletries and then automatically either remind or reorder the items as desired.

Since future homes will have advanced network systems, self-diagnostics will also be a critical feature. If one part of the network or peripheral repair, the owner will be notified or else an automated repair order will go out. Self-healing of many software problems will occur in the future home as patches or workarounds can be downloaded or remote support enabled.

In the future home, high definition television and PC will be combined so that one can access the Internet and watch one's favorite programs at the same time.

Right now it is true that we have Wi-Fi hotspots at home, coffee houses, hotels, airports and even cities. And the Wi-Fi network system is constantly expanding. But wireless and Wi-Fi are not synonymous. Some cell phones for instance may use Wi-Fi hotspots or they may use more traditional means of wireless transmission.

Today's wireless technology can be used for satellite communications including voice and picture. Satellite TV is a good example here. Some other technology that is now wireless is the recharging of batteries.

There are many products on the market now such as wireless recharging pads for cell phones, laptops, iPads, iPods and other small electronic devices. Community life in the future will be a bit different than it is today. Future phones and laptops will have merged into small hybrids with Wi-Fi everywhere and VoIP the standard for carrying voice and video data. The future community and city will be a bright, hopeful place filled with green energy, interconnectivity and applied virtual reality.

There is truly no place like home and when you purchase new, you are able to create the setting you desire.

Homes Not-Yet-Built

Helping Buyers Navigate New-Home Purchases

Building a house is not as difficult as it may seem as long as these key steps are followed. However, a lot of hard work and forethought is required, which will be rewarded upon completion of your creation. Before you start, understand that scheduling can vary based on weather, subcontractors, inspections and material delivery.

Buying a not-yet-built house can be tricky for buyers unfamiliar with reading and understanding architectural plans. Here are some things to help buyers consider before they make this leap of faith.

- Meet with the architects, designers and builders involved. Money spent at the planning stage can avoid costly problems in the future. Ask for detailed information about what you need to be aware of around design and construction matters.
- Contract/Proposal is the most important part. Make sure it is well drawn up and that the buyer understands it.
- There's a difference between square footage and room dimensions. Square footage includes closets and the space between the walls and the building's outer dimensions. To help buyers get a more practical sense of the space that will be available, show them completed rooms that are the same size as what they are contemplating buying.
- What will buyers see when they look out the windows? Position you buyers on the property so they understand before it's too late what, for instance, the view from the front window will be.
- Buying early is better. Point out to new-home shoppers the advantages of being among the first to buy in a new development, including more and better choices and lower prices.
- What if they change their minds? Many developers have language in the sales contract that prevents a buyer from selling before they've closed on the property or before the entire project is sold out. This can pose problems for buyers who are transferred or must move for some other reason. Make sure your buyer understands the Builder's policy and procedures.
- Ask the builder to allow your inspector or contractor to give the home an once-over at least these three times during construction: When the foundation is poured, when the framing is completed, and when the home is finished. Have the inspector examine various systems as they are completed, including the walls, roof, plumbing, electrical, and insulation systems
- Be wary of optional add-ons - Buying extras lets you semi-custom design your home. But ask yourself what you really need and how much it will cost. Upgrades often add 5% to 20% to the cost of a new home.
- Read the fine print. Many new house contracts contain a clause saying that the model's features, such as carpets and appliances, are not necessarily the same brands you'll receive.
- Get everything in writing. When dealing with a developer's sales representative, get all promises as to what will be done, and when, in writing.
- Verify the property taxes, insurance and review the HOA covenants, restrictions and bylaws in advance.
- Plan you mortgage early. Don't over extend your budget during the construction process.
- One drawback is accepting there will be some uncertainty about when you will actually have the house. Sometimes there are construction delays and delivery snags. If you need to get into your new home right away, you may not have the luxury of being able to wait.
- Keep great notes and take lots of pictures.

Your class sponsor is:



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Let's Meet the Community Builder

Builder's Mission:

Builder History and Awards:

Builder Products and Upgrades:

Builder Community Inventory:

The Builder and Community Website:

Standard Home Features:

Community Amenities:

Warranty Description:

HOA Description:

The Model Home and Community

Special Financing:

Seller Concessions:

Selling Commission and Bonus:

Community Price Range:

Neighborhood Amenities:

Home automation

Fire safety & Health code compliance

Tons of flexibility for you to put your personal signature on the product.

Building codes have mandated increasingly higher energy efficiency standards since they began to address the issue in the late 1970s.

Newly-constructed homes often include green systems and appliances—like high efficiency stoves, refrigerators, washing machines, water heaters, furnaces, or air conditioning units.

Heating and cooling systems in today's new homes do a much better job of eliminating hot or cold spots in the home.

At the same time, today's new homes are engineered specifically to minimize maintenance requirements.

For example builders may use composite products for a home's exterior trim instead of wood, which could rot or need repainting.

Most builders are trying to look down the road and make things as easy as possible for the homeowner so they can enjoy living there and not have to be saddled with maintenance.

New homes can accommodate advanced technologies like structured wiring, security systems and sophisticated lighting plans, and can be tailored to meet the individual home owner's needs.

Warranty:

- Almost everything in most new construction home is under warranty for a minimum of one year.
- Many of the structural components of the home will come with a two-year warranty.
- Beyond that there are number of builders that offer a "10 year structural" warranty.

Fire safety and health concerns:

- Newly constructed homes often include fire safety features that may not be present in properties built years ago. Examples:
 - Fire retardant in our carpeting
 - Insulation and
 - Hard-wired smoke detectors.

Builder May be Willing to Accept Contingent Contracts.

Better incentives almost always exist on started or nearly completed new homes

Most homes built today get their strength from engineering principles, not massive timbers. Built correctly, new homes are weather-tight systems of interrelated parts, each highly engineered to do a specialized job

New home trends

Easy access – bathroom – grab bars, few stairs, wheelchair ramps, bigger garage for everything but cards, tricycles to golf carts, resource center rooms (multi purpose areas) desk, printer, room for a laptop, iPad

Homes within homes

Almost one-third of American adults today are "doubled up," or living in the same household with another adult generation, the U.S. Census Bureau says. Those adults could be "boomerang" kids who have come back home to live after college, or aging parents who moved in with adult children. Homebuilders are starting to respond to this trend. "We're seeing a huge growth in floor plans that include dual master suites," Barista says.

Imagine a home that contains a separate apartment with its own sleeping area, kitchenette, bathroom and perhaps even garage. A door connects it to the rest of the house

Homebuilders have been edging toward greater energy efficiency in the past few years, with features such as compact fluorescent bulbs and Energy Star appliances. But Barista sees an even bigger leap. Once the realm of "out there" rich people, "net zero energy homes" — houses that create as much energy as they consume — are going mainstream, he says. "The production builders (larger builders) are becoming masters at building homes that have really tight building envelopes" — that is, homes that don't leak air where not intended, he says.

For several thousand dollars more, large builders such as Meritage Homes and KB Home are offering homes with solar panels that help power the house. That's not only good for the environment, but it helps the homes stand out in the market. "I've heard of other big builders going in this direction," too, Barista says.

Home plans that fit today

Another trend Barista sees is "home plans that work for today's buyers," he says. In other words, homes designed to accommodate the ways people live today and use their homes.

Here are some examples:

Laundry. "We're seeing a lot of floor plans that have direct access to laundry rooms," Barista says — for instance, a laundry alcove that's right in the master suite, where it's easy to use. He's even seen laundry chutes.

Costco pantries. One designer told Barista about the appearance of large pantries just off the garage where people can store all the bulk items that they buy at warehouse stores.

Drop zones. These are small spots, usually near the kitchen, that are dedicated to dropping off your cell phone, keys, purse, maybe the mail, too. "It's just another example of home plans working for today's homeowner," he says.

The house that flows

Several builders and observers mentioned a trend that's not exactly new, but continues to pick up speed: the open plan. As homes have gotten smaller in recent years, an open plan is a way to make a home seem larger than it is, Barista says.

The most obvious example is the way many new homes now have a continuous space and open sight line — a great room — that extends from kitchen to dining area to living area, says Brent Anderson, vice president of Investor Relations for Meritage Homes. That suits today's more casual family, he says. "You can watch the football game while you're cooking dinner."

By losing the walls and hallways, a home can seem much bigger, Anderson says. "If I walked through a home today that's a 3,200-square-foot, four-bedroom home, it looks, feels and lives better than a 4,000-square-foot home of 20 years ago. You would literally think that you are in a larger home. But you're in a home that's 20% smaller."

A related trend, Barista says, is great rooms that open directly to outdoor living areas, which brings in lots of natural light. "Outdoor living is so huge right now that these great rooms are getting 'greater,' as it were," he says.

Infill is in

Finally, one shift doesn't involve just what's in homes but where homes are being built. There's a real shift toward smaller-scale "infill" development projects within existing towns and cities — projects that emphasize affordability, access to public transportation, commercial opportunities and job centers, according to the AIA.

"During the housing boom, builders were building where they could reach sufficient scale in their operations. So they needed big land parcels to produce the volume that they wanted to produce," Baker says. "That was in the exurbs."

But companies aren't building as many homes right now and no longer need all that land, Baker says. Moreover, not everyone liked those sprawling suburbs where "you have to drive 15 minutes to get a quart of milk." Hence, they are looking back into towns and cities, he says.

New Construction Trends for Westfield, NJ in 2013

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[3 New Construction Trends for Westfield, NJ in 2013](#)

In Westfield, New Jersey, new construction is a key part of our current real estate market. Buyers have the resources to discriminate, and they know what they want. Here are the top 3 trends in New Construction that are musts or tie breakers for Westfield homebuyers in 2013.

1. Versatile Floor Plans

Gone are the days of the one-size fits all house. More and more people work at home. A home office that's comfortable, convenient, and suitable for serious work is a major attraction for many families. Some two-career families may even want two home offices. Others may want a second family room so the adults can get away from their teenage children. To suit a wider swath of the luxury market, builders are including rooms that can be re-purposed to fit their different needs.

Westfield New Construction Featuring a Home within a Home

2. Home within a Home

Once upon a time, Mom & Dad lived next door and Grandma lived up the street. Nowadays more American families are looking for multigenerational uses of single big houses. Or they need space for live-in help.

Some families friends and relations from afar, sometimes for sustained visits. New construction designs ideally provide welcoming spaces for a home within the home.

3. Green Homes

Green building material trends for 2013

Some green materials on the rise are better low-e windows, LED light fixtures, plant-based rigid foam insulation, recycled wood, concrete and steel, reclaimed wood, insulated roofing panels, solar PV and natural flooring. Mobile apps and software for water and heat management will also get more popular in 2013. A builder with an app at the construction site will definitely have the edge over one who doesn't.

Less square footage, less expense, more conservation, more awareness

Design trends will be showing off our lifestyle changes, too. With the onset of the economic collapse, as a society, we have cut back. We build or relocate to smaller homes, we have reduced our budgets, we eat out less, we only buy necessary items, we wear second hand clothes, and we grow our own food.

We have lost jobs and are unsure of the jobs we are in. We are more aware of nature, the resources it provides and how to conserve them. In essence, we are learning to do more with less. We have hunkered down and simplified.