

New homes – buying “Off Plan”

If you are interested in buying a new home, please be aware that the salespeople in a model home work directly for the Builder/Developer and therefore have their employer's interest at heart. No matter how pleasant and helpful they are, they do not represent your interests.

It is very important that you be represented in all real estate purchase transactions by a licensed real estate professional and preferably a Realtor®, who not only has the necessary education, experience and knowledge to advise you, but must abide by a very strict Code of Ethics. This is especially true when dealing with new home purchases, as oftentimes the developer's salesperson is not a licensed real estate professional (in the State of Florida, everyone selling real estate must be properly licensed, unless working for a new home builder or selling their own property).

It is important also to know that even if you buy directly from a developer, you will pay no less for your home than you would by buying through a Realtor, so you may as well have the added protection of Realtor representation. Realtors' fees will be paid by the Developer. We will be sure to advise you of any builder incentives and you will still get the best deal possible when using us.

Please be aware that if you are driving around looking at model homes on your own, you may be asked to register with the builder. Unless you tell them upfront that you are working with our associated Licensed Realtors, we will be unable to help you.

When using our associated Licensed Realtors to represent you, you will not only have added protection, but we will handle everything for you during the months in which your home is being built. We will regularly send you photos and progress reports and will handle any communication between you and the builder.

We can help you choose a home from most of the major builders. New developments are being opened up all the time, so just let us know the type of property you prefer, as well as your price range and we will find you what you are looking for.