



# NEW HOME BUYER'S GUIDE TO A SUCCESSFUL PURCHASE

Reaching  
Your Goals  
Stress-Free



By Diane Shiell and Megan Hess

USD 10.00

# NEW HOME BUYER'S GUIDE TO A SUCCESSFUL PURCHASE

Reaching Your Goals Stress-Free

## Table of Contents

New Home Buying Steps	3
Budget	11
Negotiation	15
Emotion	21
Checklists	31
Notes	37
Registration Form	38

### DISCLAIMER

This is a Guide only.

The information in this publication is not intended as a substitute for the users' independent research and evaluation of any issue. If specific legal or other expert advice is required or desired, the services of an appropriate, competent professional should be sought. All of the information in this publication is provided "as is" without warranty of any kind.

It is not possible to anticipate the circumstances affecting each new home buyer and purchase agreement; the same goes for the policies and practices of each builder and lender. The terms of a new home purchase rebate (with Venice Realty, Inc. as the stated real estate broker) must be clearly stated as agreeable to all interested parties.



# NEW HOME BUYING STEPS

TAKING YOU STEP-BY-STEP THROUGH THE  
PROCESS OF BUYING A NEW HOME.

The home buying process is very different today, even different from five years ago.

Home buyers are educated today. Today most buyers do not require real estate agents to do their research for them. New home buyers themselves are going online to learn about new home communities, builders, and new home features and layouts.

Because of this, Venice Realty, Inc. thinks buyers should be rewarded for doing almost all the work themselves. So, we are offering a 2% rebate on new construction homes.

To give you additional help, we prepared this New Home Purchase Guide.

Education is the most important part of buying a new home. You need to learn about available new home communities, builders and the homes they build, the new home purchase process—and what you really like, want, need, and can afford.

This chapter will help your “education” by giving you an orderly way to think things through as you organize your new home search.

However, before you do anything...

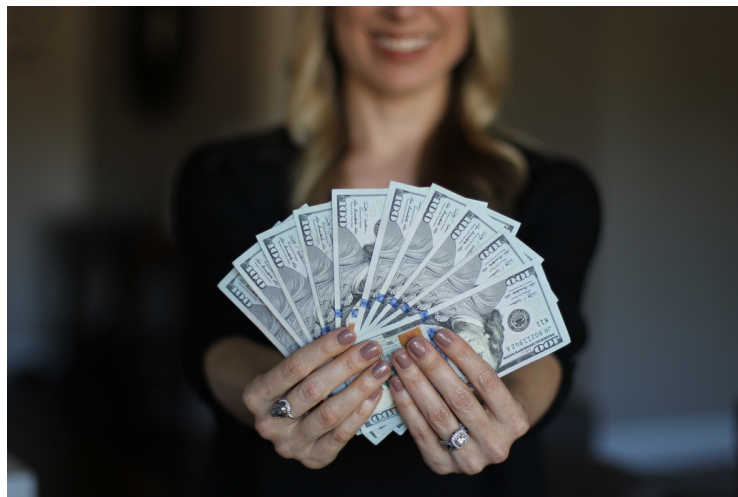
Fix this one thought in your mind...

---

*I want a 2% Cash Rebate on the new home I buy...*

*So, I will not give any personal information online or to a new construction community's sales office or a sales representative, unless it is on a registration form that lists Venice Realty, Inc. as my broker.*

That's right, **when you tell builders that Venice Realty, Inc. is your real estate broker, you are eligible to receive a 2% Rebate when you close on your new home purchase!**



With this thought firmly embedded in your mind, you can begin the search for your new home.

**Step 1.** Review your budget.

Check your credit. Decide how much you can and want to spend on a new home. Know your mortgage options.

**Step 2.** Begin your online search and choose your location.

What part of Southwest Florida has the most appeal for you?

---

**Step 3.** Contact Venice Realty, Inc. (if you haven't already done so).

After you know your budget and have chosen a location to begin searching, contact Venice Realty at [NewHomes@VeniceRealty.com](mailto:NewHomes@VeniceRealty.com) (or <https://www.venicerealty.com/new-home-rebate/>) and let us know that you are beginning your search.

Once you give us the neighborhood/community you plan to visit, we can register you there.

The community's sales office will request a time to set up an appointment, so they are available for you when you tour. It is always a good idea to print out a registration form from Venice Realty to bring with you (see page 38).

Also, once you arrive at the community's sales office, tell them (and write on the registration form) that you are working with Venice Realty.

A 2% rebate is thousands of dollars. You do not want to miss this opportunity.

Working with a real estate agent will not increase the cost of a new home. Most builders pay the real estate commission from their marketing budget. Most builders encourage real estate agents to market their new home communities. That is what Venice Realty does.

**"A 2% rebate is  
thousands of  
dollars. You do not  
want to miss this  
opportunity."**

---



**Step 4.** Continue your online search for new construction communities in and near the location that you have selected.

Continue your online research of the builders for each community. Check out the prices, home designs, and features of the homes they build.



**Step 5.** Start visiting new home communities and model homes in person.

Drive around the neighborhood and check out the amenities. Look at the model homes. You will learn the base price of the homes. But, remember this doesn't always include everything you see in the home. If it does, that is great. Many planned communities come with semi-custom homes.

Ask about the HOA fees and rules. Do the HOA fees and rules fit your budget and lifestyle? Will you be comfortable living by the association rules?

Ask about how long it will be before the community is built out.

If you are interested in this community, spend time looking at the amenities that benefit the entire community. The clubhouse, fitness center, and community pool are examples.

If the homes are what you are looking for, ask about the features of the home that come already included. Read the features sheet carefully. Know what comes with the base price of the home. There are no dumb questions. Not asking can cost you money, or disappointment.

---

Once you have decided on a house, ask about warranties and inspections. Know what is covered and the period of time of coverage. Ask about inspections and how often they are done. Decide if you want to hire your own inspector, also. This is a decision each home buyer must make for themselves.

You can decide if you want to use the builder's lender or find your own financing. Sometimes, there are special programs for first-time buyers and sometimes you are selling another home and plan to pay cash. Financing is a major step in the buying process. Many builders have representatives to help you with the crucial step of financing.

Feel comfortable with the salesperson who is helping you at the new home community. It is very important to ask questions. Each builder may have a different way of doing things and if you are comparing two communities, you want to take notes and have all your questions answered.



Questions you might not think of at the beginning, but are important for managing your expectations:

- Costs and timelines
  - What are the future plans for the development?
  - What are the builder's other projects?
  - What percentage of the units have sold so far?
  - Who would be your point of contact during the building process?
  - Which features are included and which are upgrades?
  - What happens if there is a delay in the construction schedule?
  - How often will you be able to view the house during construction?
-

There is a local home builders' association and you can find the listings through the National Association of Home Builders. Drive through other neighborhoods by this builder. Do your own research of the builder online.

**Step 6.** Start working with the builder's sales representative to put together a purchase agreement. Confirm with them that Venice Realty, Inc. is your broker.

Once you decide on your new home, you enter into a contract to purchase. Read the purchase agreement carefully.

Once both parties have signed, a financial deposit is typically required.

The process is a little different for a new construction home purchase in contrast to the purchase of a resale home. You do more than just secure a loan and sign a contract. There are a few more steps.

As a new construction home buyer, you get to make the home your own by selecting the options. That is a fun and exciting day. You get to select from various choices your flooring, cabinets, counter-tops and more.

Also, at various stages, after construction begins, you meet with the builder for walk-throughs to see the building process. There are usually a couple of times for a walk-through: pre-drywall and pre-settlement.

Remember to take pictures during the pre-drywall walk-through, so you know where the wiring and pipes are located.







The pre-settlement walk-through is a time to educate you about your new home.

Many new construction home buyers are repeat buyers. They have purchased a new home before. New homes often offer enhanced safety, energy efficiency, layouts and amenities suited to a modern lifestyle.

Warranties for newly build homes are often backed by the builder. A warranty is a promise to repair or replace certain elements in the home—if necessary—within a certain period of time. Generally, they offer limited coverage on workmanship and materials such as windows, air-conditioning, plumbing and electrical systems for a specific period of time. It may explain how the repairs will be made.

Often coverage for workmanship and materials are during the first year. Electrical, plumbing, HVAC may be two years. The warranty will vary from builder to builder—what is covered and what is not. Part of the home buying process is to read your warranty for your new home.

Before settlement, your final walk-through is a final inspection. At this time, you have the opportunity to spot items that may need to be corrected or adjusted and learn how your new home works. This is, also, an opportunity to ask questions.

The final walk-through can be an educational time. Learn the operation of the home's components, get a refresher review on your responsibilities for maintenance and upkeep. Learn about the warranty coverage and procedures and ask any questions you have about the larger community.

---

During the final walk-through, you will receive many new instruction books for your appliances, so it is helpful to have someone show you how things work.

Plan to create a checklist during the walk-through. Write down everything that needs attention and the timetable for the repairs. It is easier for builders to make repairs in an empty house—although some items may have to be corrected after you move in.

Be thorough and observant during the walk-through. Ask questions and don't worry about asking too many questions.



**Step 7.** Closing (aka “settlement”). This is the day when all necessary legal documents are signed, final financial transactions are settled, and ownership is transferred to you.

AND CONGRATULATIONS!

You are now a happy new homeowner who just received a 2% Rebate because you used Venice Realty, Inc. as your real estate broker!

---

# BUDGET

## FIGURE OUT YOUR BUDGET BEFORE YOU EVEN START HOUSE HUNTING.

The foundation for your new home search must be your budget. Nothing else matters, if you do not find a home you can afford!

Most lenders advise that you can buy a house that is around 2.5 times your annual salary. But that is not a hard and fast rule. Although your budget shows you can afford the home of your dreams, realize that doesn't mean your lender automatically agrees.

Bank and mortgage companies have their own formulas to decide what they think you can afford. They look at your credit score, your full credit report, your debt-to-income ratio and other pieces of financial documentation.

All this is why it is a good idea to get pre-approved by a bank or mortgage lender, so you know how much you can borrow.



As you figure your budget, in addition to your home mortgage payment, you will have utilities, maintenance, HOA fee (or condo fee), property taxes, moving costs, new furniture, window treatments, and homeowner's insurance and depending on where you live—flood or wind insurance. There are other possible budget items such as lawn care and pool care.

Clarity about your budget can give you greater assurance regarding your boundaries for your designer extras. The trip to the builder's design center is exciting and one of the fun parts of buying a new home. But, you need to know your budget as you pick out your flooring, appliances, counter-tops, cabinets, etc. And then, stick to your budget.

**"Get very clear about  
what comes standard  
with the home and  
what costs extra."**

Often, some builder-grade options are included in the base price of the home. When you can afford them, some premium options can increase the value of your home.

When you tour the model of the home you plan to buy, take careful notes of upgrades you desire and prioritize them according to your wants/needs and the potential increase in value.

Get very clear about what comes standard with the home and what costs extra. Get this in writing.

One budget item to keep in mind after the home is completed is the home warranty program. Find out the length of time for labor and materials and the systems that are covered—such as heating, plumbing, and electrical.

---

A question often asked is, should we hire our own home inspector?

The answer depends on you, the buyer, the inspections offered by the builder and the county, and your comfort with the answers you receive. Some people have built homes before and know what to look for. Some people will be on site for their inspections—a good idea—and others live in another state and do not plan to be there during construction.



The builder should be able to tell you how many inspections will take place and at what stage. Some people want to hire their own inspectors and have two inspections. One inspection before the drywall goes up and one at the end. Even if you don't hire an inspector on your own, it is a good idea to be there for the inspection before the drywall goes up and at the end. A home inspection can cost between \$300-\$500, but that is just a ballpark figure. It depends on the community you are building in.



Before the drywall goes up, it is a good idea to take pictures of where extra blocks, pipes, electrical wiring (and so on) could interfere in the future when you want to hang artwork, TV's and such.

---



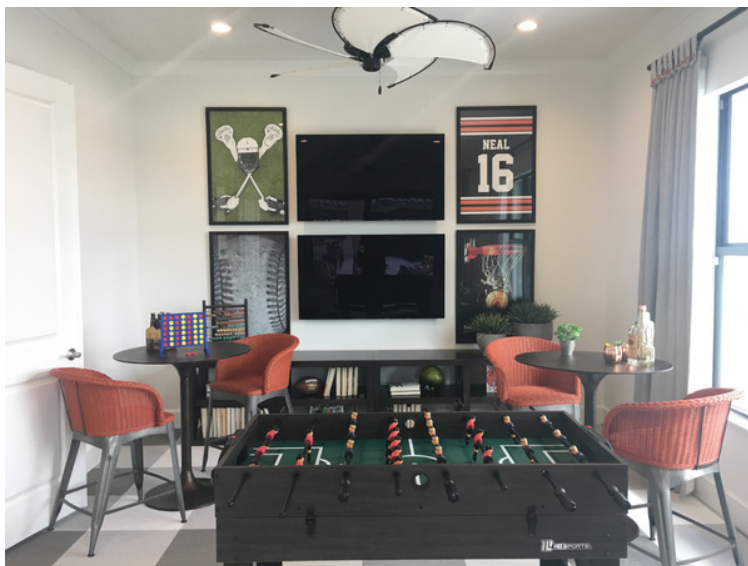
Be sure to be there for the final pre-settlement walk through. Spend time looking at all the details. The builder will appreciate this, too. If there is a gouge in the wall, it is better to point it out pre-move-in rather than not knowing if your movers caused the gouge. Surprise costs at the end are disappointing.

The deposit and the purchase price should be spelled out in the contract. Understand what you are getting with the base price. Know what your upgrades will end up costing you so that the price fits your budget. Know the HOA fees and any other fees associated with living in this community. Be prepared for closing costs of 2-5%. The closing costs may be less if you are a cash buyer.

Venice Realty can help with the closing costs by providing a 2% rebate when Venice Realty is listed as your real estate broker. This will all be determined before there is a contract with the builder.

By putting together your housing budget, you've taken the important first step in the home buying process: being able to shop for a house, without having to worry about whether you can afford it.

And remember, in addition to paying for your new home, you still have regular food and living expenses!



# NEGOTIATION

## WHAT IS THE BEST WAY TO NEGOTIATE WITH A BUILDER?

We are often asked “can we negotiate on the price of a new construction home?”

Of course, you always can do whatever you want, but most builders won’t sell below the base price.

Everyone wants the best deal possible and sometimes that doesn’t mean a lower price. The best way to negotiate with builders is with upgrades. So, negotiate on upgrades, not price.

Also, consider finished homes. You may get the best deal on a move-in ready home because the builder knows exactly how much it cost to build the home.

The best time to buy a new home is when you find the home and you are ready to buy. The completion date and many other factors influence this.

However, if a best month is your goal, December is probably the best time to negotiate a deal on a new home. Often, builders’ sales deadlines align with the calendar year. They may be motivated to get homes under contract to meet targets such as the end of the month, quarter and year. December is all three.

**"The best way to negotiate with builders is with upgrades. So, negotiate on upgrades, not price."**

---

## Why don't builders negotiate on price?

Builders are reluctant to lower their prices because of the need to maintain value for the community and neighborhood—and for future buyers. As a buyer in the new home community, this is to your advantage, as well. The builder is providing you, as a consumer, an easy way to maintain the value of the neighborhood.

If the builder were to lower prices, this affects the price of the future homes they build. This will not only make their clients unhappy, but your future neighbors, as well.

Each new home is a potential “comp” (that is, a “comparison” value for an appraisal) for the other homes in the neighborhood. No one wants to see their equity and the value of their home go down.



Rather than negotiate the price of the home, builders often negotiate upgrades as “incentives.” So, if you are looking to negotiate with a builder, ask them about “incentives” (or “upgrades”) they are willing to include in the purchase price.

The builder—unlike the seller of a preowned home—is not emotionally connected to the sale of the home. The builder’s goal is to run a profitable business. Their costs rise with the cost of supplies. Plus, you may be buying in a “seller’s market” or a housing shortage—when no one (not even sellers in the resale market) want to lower the price.

---

Should I bring a real estate agent with me to negotiate? Or, will an agent increase the price or decrease my chances of negotiation?

You might think an agent will increase the price, but builders are unlikely to move on the price. The builder will pay your real estate agent as a marketing expense.

Unless you have never bought a home before, you do not need an agent with you during the new home purchase.

If you have a history as a homeowner, you know where you want to live in SW Florida, and can are capable of searching communities and homes on the Internet—then Venice Realty, Inc. is perfect for you.

The builder will pay Venice Realty, Inc. as your real estate broker and Venice Realty, Inc. will reward you with a 2% rebate on your new home purchase.

Remember, when negotiating upgrades for your new home, get everything in writing. A verbal agreement or offer is not a guarantee.

So, remember, with preowned homes, buyers and sellers expect to negotiate on the price of a home, but builders typically expect to be paid the quoted price. They want to avoid negotiating a price with each future buyer. Your price for your new home can be lower by negotiating some of the closing costs and/or one or more upgrades.

When negotiating, know yourself!  
Know how much you can spend and confidently ask for any incentives currently offered and available upgrades.





Although every builder and community is different, you can confidently ask for upgrades.

If you are not comfortable doing this on your own, perhaps you should hire a real estate agent who will go with you.

But, keep in mind, this could cost you the 2% cash back you will receive from Venice Realty, Inc.

What are upgrades that a builder might be willing to add during negotiation?

A few examples are cabinet upgrades, granite, tile—things that don't add to the square footage of the house.

Other upgrades you can ask for include landscaping package, appliance package, washer and dryer, upgraded appliances, premium lot (cul-de-sac, corner, larger lot, lots that do not have any rear neighbors are examples).

Still other upgrade examples are security systems, extra garage door openers, ceiling fans.

But, you need to ask for the upgrades before anything is signed. Then, make sure you have the upgrades in writing.

---



Be creative and confident when you ask for upgrades or when you ask the builder to pay a part of the closing costs. Sometimes these are offered by the builder on their website.

Sometimes, a builder will make free upgrades contingent on using their in-house lender. But, they cannot force you to use a certain lender. Federal law prohibits lenders from paying builders for referrals. There can be a potential benefit of using a lender who has worked with the builder and the process may move along more quickly. You want a lender who is offering you the best service.

Look at the terms the lender is offering. If you find a better lender, you can ask for the same terms the builder's lender is offering. Or you can take your better offer to the builder's lender.

**"It is important to know your budget and a realistic knowledge of the homes in a new community in a certain location."**

Of first importance when buying a home—to be repeated over and over is—location. It is important to know your budget and a realistic knowledge of the homes in a new community in a certain location. The location often will determine the cost of the land for the community.

The homes in the community and the amenities offered, also, affect the price. The size—square footage of the home affects the price. The economic conditions affect the cost of building supplies, labor costs and the real estate market. The new home builder is looking at profit margins, overhead and construction costs. A resale home has the factor of the seller's emotional attachment to the house and builders do not have that attachment. They do not want to lower the price.

---

Usually, once you realize you are not going to negotiate the price—and you are a serious buyer for that home—you can be creative and work with the builder and their representatives to lower the prices for you. You can ask if the builder is willing to pay closing costs or ask for upgrades at no or a reduced cost. You can ask about the price range on lot premiums. Sometimes “move-in ready” homes may be available, with room to negotiate the price.

By now, you get the picture. It is hard to get builders to move on the base price of a new home—they know their bottom line. They are building homes to make a profit. The builder has established a baseline for the new homes and similar homes are being sold at a similar price point. But there are still plenty of opportunities to negotiate when you are buying a new construction home!



# EMOTION

## BALANCE YOUR FEELINGS AND FINANCES

Emotions play an important role in decision-making—and this is true for new home buyers.

Most of us are looking for our “dream home.” We are looking for a house we love, at a price we can afford, located where we want to live, and in a community with the amenities we value. And feelings tug and pull at us as we evaluate our options and eventually make our selection.

When it comes to buying your home in a new construction community, you will likely experience several emotional challenges and opportunities.

One of the things most of us appreciate about a brand-new house is the wonderful feeling of being the first person to live there. Everything is new and hasn't been used or touched by anyone else.



Something else that you may not have considered is the advantage of dealing with a new home builder rather than a homeowner. Unlike the person selling a resale home, a builder is a corporation without emotional ties to the new home you are buying. In this relationship, you only have to deal with your own set of emotions and not those of the seller, too.

---



As important as it is to let our feelings influence us, it is crucial that we don't let them carry us away. Like the rest of us, at times, you will have to work to keep emotions in check.

When you find a house you love and want to buy, keep in mind, you will never find “the perfect home.” You may have done your homework. You may feel great about a house's layout, its location, the ambiance of the community and how well its amenities align with your lifestyle. But, all this can result in frustration and disappointment if you aren't looking at a house that fits your budget. Sometimes, your heart needs to continue its search elsewhere for the house that meets all your buying criteria.

We recommend writing down your buying criteria at the very beginning of your new home search. Here are a few questions to ask yourself before you buy a new construction home:

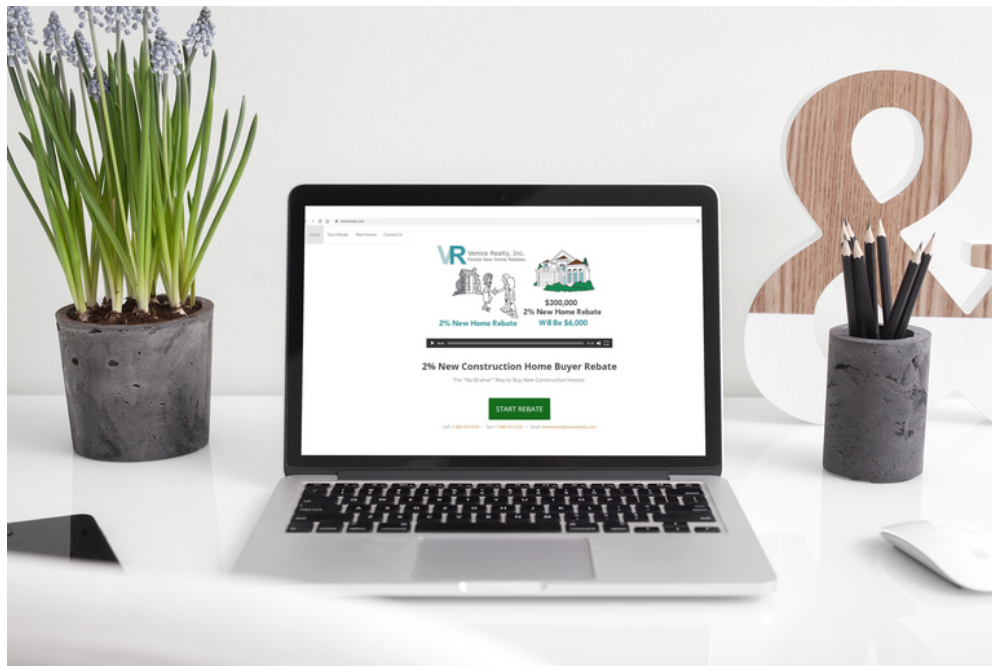
- Where do you want to live?
  - What size home do you need?
  - What is your budget?
  - What kind of community are you looking for?
  - What lifestyle factors are on your checklist of criteria?
  - If you want to play golf every day, is there a golf course in the community?
  - Are the amenities offered in the community the amenities you will use?
  - Often new home communities are not close to the city center, is this inconvenient?
  - You travel often—is there a nearby airport?
  - If you are buying a single-family home, will you be willing to work on a new lawn or is the home maintenance-free?
  - Are you happy in a community where the homes look similar or are a similar color?
  - Many new homes have lots that place the homes near each other. Is this a concern?
-

Today, you can save time, energy and emotional frustration by “visiting” many new home communities online. Driving around every Saturday and Sunday afternoon for six months to find the perfect home will only leave you confused, and you probably will never buy a home. You will remember several model homes that you love. The model homes usually have upgrades that aren’t included in the base price.

As you search for a home online, you will see photos of beautiful homes, but often there are also floor plans that show you the basic rooms and the configuration of the rooms.

Start with the basics. Most builder websites give the price ranges of their homes.

Concentrating your search online can help you avoid the confusion that comes by traipsing from community to community and one new model home after another. It is possible to see fifty homes and lose track of which was which.





Earlier, we mentioned the feeling of living in a house in which no one else previously lived. In addition to this feeling, there are many of good reasons to buy a new construction home, newly built homes offer numerous modern features and energy efficiency. It is great to know you are not buying used appliances that need to be repaired or updated. No one likes to worry about what problems you might be inheriting from the previous owner.

With new construction, you can often customize to your liking and may have the opportunity to buy at pre-construction prices.

As you think about criteria for your new home, be sure to think about how much customization you desire in a new home. You can buy a move-in ready home that is completed, and you purchase it as it is. Semi-custom homes are not built or have been partially built and you can customize it in some ways. Custom built homes give you the opportunity to have a say in everything. You need to decide the level you and your budget are comfortable with.

**"Before you start looking at homes, it is important to identify your needs and wants. Write them down."**



And have a realistic budget. Buying a new home is one of the largest financial transactions you will make, and it can be intimidating—you are not alone feeling this way.

But, the process of buying a new home can be an exciting adventure when you know you have a sound financial plan. This begins with a good credit score for a favorable loan and adequate savings for your down payment and closing costs.

Your closing costs can be 2-5% of the cost of the home.

Venice Realty, Inc. can help with your closing costs, if you choose to work with us.

Venice Realty can provide a 2% rebate if you use us as your real estate broker and all involved parties are aware of the rebate.

Structure your new home search for what you can afford. What a lender says you can afford may not always be what you are comfortable with. Maybe you see college expenses in the future. Or, you might think you can afford more than a lender says you can because your credit rating is not high enough. This can be a roller coaster of emotions.

**"Venice Realty, Inc.  
can help with your  
closing costs, if you  
choose to work  
with us."**

---



Falling in love with the perfect model home in Naples, but you want to live in Bradenton doesn't help you find your new home. Once you've fallen in love with a particular place, it is hard to go back searching. Why look at new communities that are not in your desired location?

Besides location, budget can cause frustration and disappointment. Once you see a home that you love, but it is \$100,000 over budget, will make your new home impossible to find. It is best to restrict your new home search to homes and communities in your financial price range. Start searching at the lower end of your budget. You might find the perfect home!

Be willing to walk away from a home in the wrong location and the wrong price. Know what you are looking for and when you find it, commit to the purchase. In a busy market and in a community that is selling fast, the price of the home may be out of reach in six months. Both deciding too quickly or waiting too long can be costly mistakes. Waiting once you find a home that checks all your boxes can be a costly emotional mistake. We have seen that happen.

Know your location, your price-point and your new home needs. Don't buy a condo if you need a single-family home, just to be in a certain neighborhood. Most likely you will make some compromises, but don't make a compromise that you will regret in a year or two. You might have bought a two-bedroom home, but find you really needed that third bedroom when your second child is on the way. Know what is flexible and what is not.

Do you need it or want it?

The three-bedroom house might be a need, not just a want. If all the homes in your ideal community are two-bedroom homes, we believe that is not the community for you—even if you want it.



Wants can be big or small. What do you want, but you can live without? Write down a list of your needs or wants. Maybe a feature in a model is something you love, but you didn't know you wanted it before. Write it down and maybe that want is something you can afford to add—maybe not. Think about where you are living now. Are there things that you want to change in a new home or are they things that you need to change—like another bedroom or bathroom.

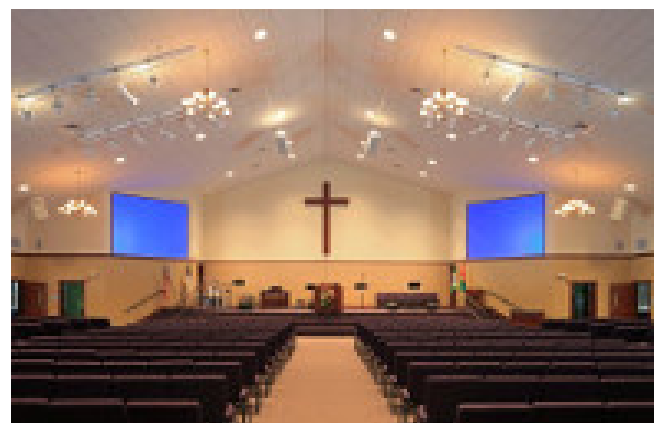
You are emotionally in control of this adventure, if you are prepared. Realistically, there can be bumps in the road. But, staying on top of the project will help. Delays can happen. You will be able to adjust if you know they are coming. Communication.

---



Take at least one night to solidify your decision. If you are buying with a spouse or partner, make sure you are on the same page and agree and hold each other accountable. Make a rational decision, but don't take forever to decide. That is hard advice to follow. Emotions come into play—remember that unicorns don't exist. Your dream, perfect home might not exist. Be realistic and balance your feelings and finances.

Buying a new home is about compromise and trade-offs—are you ready for that? Do you know what you must have in a new home—for today and for five years from now? Do you know your non-negotiables—price, number of rooms, location? Do you know your lifestyle and the lifestyle you want to purchase? Do you need to be near your child's school, your church, shopping, an airport? Does the community offer the amenities that are part of your everyday lifestyle?





For many people, a house is a home where memories are made. Can you see yourself living in the house and see your furniture—not the model furniture? You see your family gathering in this room or that room and you know who will sleep in each bedroom. Now you are getting emotionally attached to the home. It is the right price, the right location and you can see your family living there. Your grandchildren will love the pool. Buying a home is a big investment and it can create many emotions.

Location, location, location. You have heard that before. If you can narrow your search to three to five neighborhoods, you have an easier time finding a new home. Of course, that is possible because today you can do most of your searching online. You can search cities if you are not familiar with the area. You can search for information about various builders.

Many buyers in new home communities are not first-time buyers. They know the type of home they are looking for and often are not as concerned about qualifying for a mortgage because they have a house to sell and often have a larger down payment.

However, owning a home that needs to be sold before you can purchase a new home can cause a lot of stress if you find your dream home and community—but, you haven't sold your current home. This is a familiar situation and there isn't an easy answer.



Finding your dream home before you can purchase it can cause disappointment. Often by the time your home sells, the home is not available, or the prices have risen beyond your budget.

To avoid this stress, try moving ahead in a logical process. Don't fall in love with one house when you own another, and you can't purchase a new home until you sell another.

Don't let emotions compromise your new home purchase. Do your homework before you start your search. Write down your wants and write down your needs. They may be very different. Think ahead at least five years and envision that future in this new home, community and location. Buy a home you can afford and know before you start your search what that number is.

The new home communities in Southwest Florida are beautiful and home-buying is fun, if you are prepared. Enjoy!!



---

# CHECKLISTS

## PRIORITIZING YOUR WANTS AND NEEDS



Before you start looking at new home communities, think about your wants and needs in your new home and community.

Obviously, the needs are more important than the wants, but these are all things to think about. We are providing lists of things to think about. You probably have many more to add to this list. Your want items may not all fit into your budget, but you can prioritize them.

Use the next several pages to help you narrow down your "dream" new home.

---

## Prioritizing Your Wants and Needs

*Directions: Complete the chart to prioritize each feature by writing your answers under one of the column headers.*

HOME FEATURES	Want	Need	Deal Breaker
Home Type: Single Family, Condominium, Townhouse			
Square Footage			
Number of Bedrooms			
Number of Bathrooms			
Single-Story or Two-Story Home			
Dining Room			
Eat-in Kitchen			
Open Floor Plan			
Family Room			
Media Room			
Den/Office/Library			
Garage (# of Cars)			
Pool			
Spa			
Private Yard			
Wet Bar			
Walk-in Closets in All Bedrooms			
Bathroom Sinks - Single or Dual			
Separate Shower and Bathtub			

## Prioritizing Your Wants and Needs (cont.)

	Want	Need	Deal Breaker
HOME FEATURES			
Tile Floors, Carpet or Hardwood Floors			
More Floor Types - Wood, Bamboo, Stone, Tile, Laminate, Cork, Vinyl, Manufactured Wood, Waterproof, Vinyl Planks			
Granite Counter-tops (or Other Stone)			
Outside Kitchen			
Outside Access from Master Suite			
Fireplace			
Stainless Appliance or Other			
Kitchen Sink (Farm-Style or Dual)			
Island in Kitchen			
Wine Refrigerator			
Energy Saving Feature			
Accessibility Features - Extra Wide Doorways, Ramps, Grab Bars, Walk-in			
Ceiling Fans			
Programmable Thermostats			
Solar			
Orientation of the House (Direction Home Faces)			
COMMUNITY FEATURES			
Gated Community			
Golfing Community			
Community Pool			
Pickleball			

## COMMUNITY FEATURES

## LOCATION FEATURES

### Schools - or a Specific School

## The Gulf - Beach

## Boating, Fishing

## An Airport

## Your Job

## Shopping

## Restaurants

Church or Place of Worship

Family and/or Friends



---

## Prioritizing Your Wants and Needs (cont.)

LOCATION FEATURES

Located Near:		Want	Need	Deal Breaker
	Sarasota			
	North Venice/Nokomis			
	South Venice/Wellen Park			
	Englewood			
	North Port			
	Port Charlotte/West Port			

*We hope these lists give you a starting point to plan your Wants and Needs in your new home.*

Your additional wants and needs can be listed here:

- 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
  - 3. \_\_\_\_\_
-

# MY TOP THREE COMMUNITIES SCORE SHEET

Directions: For each criteria below, give each community a score of 0-5. 5 being the best. Add up each column and write in the total score for each community.

	Community 1	Community 2	Community 3
COMMUNITY			
Builder			
Size			
Location			
Build Out Phase			
Fees			
AMENITIES			
Desired Essentials			
Extras I Would Use			
HOMES			
Desired Squared Feet			
Floor Plans			
Price			
Lot Locations			
TOTAL SCORES			

The highest score is your top community.

---

# NOTES

---



# Builder Registration Form

This form must be completed and given to the builder at your first visit to the builder's sales office.

*Venice Realty, Inc. offers New Construction Home Buyers a 2% Rebate from our commission, to be documented on the Settlement Statement.*

Dear Home Builder:

Our client(s) listed below is interested in new construction homes.

Name(s): \_\_\_\_\_ Mobile: \_\_\_\_\_

Address: \_\_\_\_\_ Email: \_\_\_\_\_

## This buyer is represented by:

Broker: Venice Realty, Inc.  
592 Shetland Circle, Nokomis, FL 34275  
License #CQ1016484

Broker(s): Megan Hess - License # BK702542  
Diane Shiell - License #BK605316  
Megan@VeniceRealty.com  
+1 941.269.2555

## New Home Criteria:

Price: \$\_\_\_\_\_ Size: \_\_\_\_\_sf Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Garage: \_\_\_\_\_  
Community: \_\_\_\_\_

## New Home Rebate Terms:

- New Construction Homes Only (does not affect purchase price).
- 2% of Base Price of Home (upgrades and premiums may not be included, depending on builder).
- Successful closing on new construction home with registered New Home Community/Builder.
- Venice Realty, Inc. gets paid at least a 3% commission from the New Home sale.

*Rebate Example: If the base price of your new home is \$400,000, you will receive \$8,000 upon closing. If the home is \$600,000, you will receive \$12,000 upon closing.*

*Megan Hess*

Megan Hess, Broker-Owner

*Diane Shiell*

Diane Shiell, Broker-Owner

Venice Realty, Inc.  
592 Shetland Circle | Nokomis, Florida | 34275  
+1 941.269.2555 | NewHomes@VeniceRealty.com

Rev. 5/1/2021