

New Construction Buyer Mistakes Checklist

What buyers in Winston-Salem wish they knew before choosing a builder

Introduction

Buying a new construction home often feels easier than buying a resale. Everything is new, clean, and customizable.

However, new construction comes with **a completely different process**, and many buyers make costly mistakes simply because they don't understand how it works.

This checklist is designed to help buyers in Winston-Salem and the Triad avoid common pitfalls **before** signing a builder contract.

Common New Construction Mistakes

- Choosing a builder before understanding incentives and hidden costs
 - Assuming builder upgrades increase resale value dollar for dollar
 - Ignoring lot premiums and future nearby development
 - Skipping an independent home inspection
 - Not reviewing timelines, penalties, and escalation clauses
 - Using the wrong financing strategy for new construction
 - Assuming the builder's agent represents the buyer's interests
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What Smart Buyers Do Differently

- ✓ Compare incentives versus long-term ownership costs
 - ✓ Evaluate the lot and location, not just the floor plan
 - ✓ Understand the builder contract before committing
 - ✓ Time the purchase strategically within the construction phase
 - ✓ Work with a professional who understands **new construction negotiation**
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Final Thoughts

New construction is not bad.

But it **is different**.

When buyers understand the process, they gain leverage.

When they don't, they often overpay or lose flexibility.

This guide is for educational purposes only and does not replace legal or financial advice.