

# MUST KNOW BEFORE YOU TOUR A BUILDER COMMUNITY

*"Read this first — one mistake at your first visit can cost you thousands."*

## QUICK CHECKLIST

### Decide your representation.

- If you want your own agent, say so **before signing anything**.
- Failing to do this can **lock you into the builder's rep only** ⚠️.

### Ask about the guest card.

- Does this form affect my ability to use my own agent.
- If I return with my agent, will I still get today's **incentives** 💰.

### Know your numbers.

- Have a comfortable monthly payment in mind.
- Never share your absolute **max budget** 📈.

### Assume the model is upgraded.

- Most of what you see is optional — **and costs more**.
- Always ask for the list of what's included in the **base price** 💰.

### Lot choice changes price.

- Corner lots, larger lots, and tree-lined lots often cost extra.
- Ask for the current lot map and premium list.

### Incentives have conditions.

- Builder credits usually require their lender or title company.
- **Compare the total cost** 💰➡️, not just the credit amount.

### Deposits can be ⚠️ **nonrefundable**.

- Ask how much is due, when it's due, and refund rules.
- Get it in writing.

### Timelines can move.

- Delays with permits or materials are common.
- Ask for best case and worst case dates.


### Protect your leverage.


- Don't reveal urgency or how high you can spend.
- Keep answers simple until you know the facts.


### Document what you see.

- Take photos and notes in each room.
- Mark features you like that may be **upgrades** ⬆️.

## Before You Go

 Bring a notes app or notebook.

 Bring a phone charger.

 If you have a preapproval letter, make sure it doesn't reveal more than you want to spend.



#### Important

- Policies vary by builder and by location.
- This checklist is for general information only.

#### Next Step

- Your email includes a link to our ➡️ [Ultimate Builder Community Checklist](#).
- It walks you through every phase with more questions, answers, and tips.