

NEW CONSTRUCTION

There are dozens of new home communities in Southwest Florida, and it would be impossible for you to do adequate research to find your dream home. But this is a specialty of mine, and I am constantly exploring new communities, updating my records so that I can inform you about the latest exciting new-home developments.... and things happen fast down here in Paradise!

It is vital that you contact me before you contact the Sales Center of any new home development – whether online or in-person - because I **might not** be able to assist you with my highly personalized service and expertise if you have already contacted a developer's Sales Center - *before* I can register you there. Contact me *first*, because:

- ✓ The community's Sales Associates represent the Developer, not you the Buyer.
- ✓ They do not necessarily have your best interests at heart, but I do.
- ✓ Their oral representations are unqualified, often unreliable and are not part of any contract.
- ✓ I provide an unbiased view of the pros and cons of each new development.
- ✓ I work for you, the Buyer, at absolutely no cost to you.
- ✓ I may be aware of Developer discounts and buyer incentives that are not widely known.
- ✓ Negotiation is my expertise, and I negotiate the best terms and price on your behalf.
- ✓ I help you read through and understand the developer's purchase contract.
- ✓ I can sometimes get a 24-hour plus 'hold' put on a new home, to give you breathing room.
- ✓ If buying a condominium, I point out relevant sections of the condo documents and answer your questions (not being an attorney though, I cannot offer legal advice).
- ✓ I follow up on the sale and check that everyone is doing their job so that the closing happens on schedule.
- ✓ I can accompany you to the developer's Design Center, to help you with your selections.
- ✓ I come with you on the property walk-through, before closing; I know what to look for!
- ✓ I am by your side at the closing table, to advise and assist you.
- ✓ My comprehensive service, special expertise and objective advice costs you *nothing*.
- ✓ I assist you throughout the process, from start to finish.
- ✓ I know how to make the experience stress-free, fulfilling and rewarding!

Don Droke, Realtor®

Berkshire Hathaway HomeServices Florida Realty