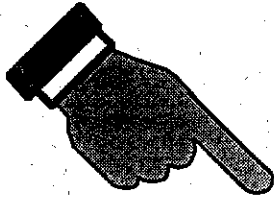


CHOOSING YOUR BUILDER ARE YOU COMPARING.....APPLES TO APPLES?

Ask the builder these key questions:



1. Do you have a guaranteed sale program for our current home?
2. Do you have a reference list of at least a dozen buyers?
3. Do your homes have good resale?
4. Have you won any building awards?
5. Do you respond to call backs after the sale?
6. Are your crews trained to help the buyer?
7. Are your allowances adequate?
8. Do you encourage the buyer to make frequent site visits?
9. Do you allow sweat equity?
10. Can you show where the building code stops and the quality doesn't?

Starting your search... Your local homebuilder's association has a list of reputable builders who construct well-built homes and subscribe to a code of ethics.

Making the right choice... The best way to learn about builders is to visit homes they have built and talk to the owners.

Shop for quality and value... Always keep value in mind. Just because a home is less expensive than another does not mean it is a better value. Likewise a more expensive home does not assure high quality. Look for both construction quality and design quality.

Service after the sale... Ask to see a copy of the builder's warranty. Check out the service policy.

