

GRI - New Homes and Construction in Real Estate

(Formerly Selling a New Home is Different and Housing Construction)



Wednesday,
April 18, 2012
9am to 4pm at SMDRA

Instructor
Doug Barber

\$70 REALTORS® / \$95 All Others
6 hrs CE

Course Overview

This course will address new homes and construction and how to assist parties in these types of transactions. Topics covered include the building process, new home pricing, listing new construction properties and representing buyers in new construction home purchases. The course will address issues related to inspections, state laws and regulations regarding subdivision development, and common barriers to successful new construction transactions. This course will also address some fundamental differences in how new construction loans are structured as compared to traditional loans.

Refreshments provided by
SMDRA Affiliate Member

Cindy Bonick

Fidelity National Home Warranty



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Learning Objectives

Upon completion of this course, students will be able to:

- Briefly describe common considerations for builders planning new home construction and developments.
- Describe Colorado laws and regulations governing new home subdivisions.
- Describe the steps involved in new home construction.
- Identify strategies for pricing new construction homes.
- Identify strategies and considerations for listing new construction properties.
- Identify common concerns of new construction buyers.
- Explain how to effectively represent buyers in new construction purchases.
- Effectively counsel buyers regarding forms used in new construction transactions.
- Identify disclosures required in new construction transactions.

