

# Buying a “Used” Home is like buying a “Used” Car

*(You may save a little money, but you don't get what you really want!)*

## WARRANTY



A **new home** comes with a 10 year structural **WARRANTY** in addition to the 1 year fit and finish warranty. With Florsheim Homes, our builder warranty is included and a 2-10 warranty comes with the house.



With a **used home** you have to buy a warranty (approximately \$400 per year) and repair appointments will cost you approximately \$50 per visit.

## HOMEOWNERS INSURANCE



Homeowners **INSURANCE** on a **new home** is cheaper since any up front repairs are covered under the warranty.



A **15 year old home** is going to require higher homeowner insurance as it is older and requires more maintenance and repairs.

## DISCLOSURE



Buying a **new home** includes full **DISCLOSURE**.



A **foreclosed home** is sold “as is”. Are you willing to purchase a property without full disclosure? Have you anticipated the additional cash out of pocket for any repairs or maintenance needed?

- ✓ Perhaps the home has not been maintained properly. What will it take to bring it up to par?
- ✓ What are the unknown future maintenance costs?
- ✓ What kind of cleaning will be needed?
- ✓ What items have been damaged and need repair or replacement?
- ✓ Is the landscaping dead?

## DECORATOR FINISHES



In a **new home**, carpet, tile, granite and/or vinyl can all be specified to your needs.



In a **used home**, you sometimes get someone else's blue paint and ugly tile.



We may be biased (after all we are a new home builder, but we could be right!)

## WALK THROUGHS



When you buy a **new home** we give you 3 **WALK THROUGHS** (at frame, sheetrock and closing).



A **foreclosed home** is often purchased as is and may not be available for inspection before purchase. So why would you be willing to take the risk?

## ENERGY EFFICIENT



A brand **new home** built under newer codes is very **ENERGY EFFICIENT**. Features like a tankless water heater, dual paned windows and insulation have all been upgraded to meet new California Title 24 energy codes.



This is not the case with a home built 10, 20 or 30 years ago. What will your energy bills cost you in an older, **used home**?

## FINANCING



A **new home** builder often provides special financing or help with closing costs. Ask your salesperson for a **financing comparison** tailored to your needs.



Will a bank on a **foreclosed home** do this for you?

## CUSTOMER SERVICE



When you select your **new home**, you get one-on-one **CUSTOMER SERVICE** attention and are not thrust into a bidding war. If you chose a new home, you can get what you want now!



“Professional investors” can bid up the price of a **foreclosed home** and act quickly. Are you ready and willing to get in a bidding process on a foreclosure? You might have to make 10 or 15 offers on a foreclosure before you even come close to getting a home.

**Why buy someone else’s mistake when you can buy your own Brand New Dream Home?**

