



THE PRETTY GIRL INVESTOR® · FREE GUIDE · BUILD

The NC new construction buyer guide

Salisbury/Rowan County · Winston-Salem · Greensboro

Buying brand new can mean modern layouts, warranties, and sometimes builder incentives. But the sales office works for the builder. Having your own buyer's agent costs you nothing extra in many cases (verify with the builder), and it means someone is looking out for you.

Before you visit a model

- ☐ Get pre-approved with a lender you choose. Ask whether you qualify for any down payment assistance programs.
- ☐ Bring your agent on the first visit or register them; many builders require it.
- ☐ Pick your must-haves: commute, schools, lot size, HOA or no HOA.

Questions to ask every builder

- ☐ What's included in the base price, and what's an upgrade?
- ☐ What incentives are offered now, and what are the exact conditions? (Get it in writing.)
- ☐ Do incentives require using your preferred lender or title company? Compare with an outside quote.
- ☐ What's the estimated completion date, and what happens if it's delayed?
- ☐ What warranty comes with the home, and who handles claims?
- ☐ What are the HOA dues, rules, and planned amenities?

Incentives: verify, don't assume

Builder incentives (closing cost help, rate buydowns, upgrades) change often and are never guaranteed. Get the current offer, its conditions, and its expiration in writing, and compare the total cost, not just the incentive.

Area notes (verify locally)

Area	Check
Salisbury / Rowan County	City vs. county taxes, utilities in your community, commute to Charlotte or the Triad
Winston-Salem	Forsyth County taxes, school assignment, HOA rules in new communities
Greensboro	Guilford County taxes, school assignment, distance to work and the airport

During the build

- ☐ Get an independent inspection before drywall and again before closing.
- ☐ Do a detailed walkthrough and punch list.

- ☐ Keep copies of your contract, change orders, and warranty.

Your next step

Buying new in North Carolina? Work with Tierra as your buyer's agent: start at [tierra-intake-forms.vercel.app/buyer.html](https://forms.vercel.app/buyer.html). Outside NC, I'll refer you to a network agent.

Or book a call. <https://calendly.com/tierranoird/real-estate-consultation>

Ready to buy, sell, build or invest? Let's make it happen. — Tierra

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