

SEVEN QUESTIONS TO ASK YOUR HOME BUILDER



1. Can you help me find a lot?

Because one of the most challenging components of a new home build is finding a lot, look to a home builder who has an inventory of lots for you to choose from or can help you find that perfect piece of land. By involving your builder in lot selection, you can ensure that the features you might want in a new home — such as a walkout basement or a sun-filled breakfast nook — are possible. The builder can also help you navigate the costs associated with lot improvements such as utilities, tree clearing, water and sewer neighborhood covenants, and more.

2. How will you communicate throughout the process?

When you are shopping for a new home builder, learning about their communication styles and tools is essential. Do they use software to manage the building process? Do they provide regular project updates? Are they onsite to discuss your concerns? A home builder who demonstrates good communication through the sales process is more likely to continue in that pattern.

3. What kind of relationship do you have with your subcontractors?

A home builder is only as strong as the relationships they form with their subcontractors. With hundreds of people from dozens of different companies involved in the construction of your new home, the stronger the relationships, the better the building process. From scheduling to timely payments, communication and engagement in the project, look for a home builder who has worked hard to form relationships with the trade professionals on their team.

4. Is building going to be stressful?

The reality is, building your new home can be stressful. There are a lot of decisions to make, timelines to adhere to, and unexpected challenges such as weather or back-ordered materials. Look for a home builder who can empathize with you, thoroughly explain the process and the roles of each person, and someone who gives specific examples about how they help manage the process and reduce the stress on the buyer.

5. Who will manage my project?

In your early conversations with a new home builder, you'll probably work closely with a sales representative, designer, or architect, and, in the case of a smaller company, the owner of the company. As your project kicks off, however, you'll likely have more interaction with a project manager or expeditor. As you are evaluating new home builders, ask to meet the people who will manage the day-to-day build process and ask about the involvement of the owners and managers on the job site.

6. How do you meet most of your clients?

If the answer to this question is repeat business or referrals, you are in luck. A home builder with a great reputation for quality and service will derive a large majority of their business through these word-of-mouth channels. We're proud to have built second and even third homes for some of our clients who have returned time after time to Demlang Builders.

7. Why do you do what you do?

Asking someone WHY they do something, not just how they do something often reveals a lot. Look for a team with a passion for new home construction, a great backstory on how they got into the field, and a great "Why" they do what they do answer. You are going to be spending a lot of time together throughout the building process, so it's important to choose a team that believes in their product, is dedicated to serving their client, and is proud of their industry.

Build with Demlang Builders

If you are just starting to look for a builder, or if you've been planning your dream home for a while, Demlang Builders is here to help. From [selecting a lot](#) and budgeting to choosing the right home design for your family, there are many decisions to make before you even break ground. Many people tell us they've heard horror stories and enter the building process "on the edge," but we're here to make building your future home a fun and memorable experience.