

Take time to pick a builder committed to value

Now that you have decided you want to buy a new house, do you know how to find a builder who is committed to giving you the best value for your money? When selecting your builder, you'll want to choose him or her as carefully as you will choose the style of your house.

A good place to start your search is the real estate section of the newspaper. Look for the type of house you want and note who builds them. Make a list of the ones you like, then visit the developments. Take a look around, and pick up the promotional material they will have available. Talk to a sales person about the builder's history, the company's mission statement and what its customer

service response system is. Remember that most of the information you will pick up will be oriented toward selling the house or someone the company employed.

Ask the builder for the addresses of the houses they recently built, and take a drive around the neighborhood. Saturday and Sunday are good days for your tour since you are more likely to catch people at home doing yard work and chores. Introduce yourself and tell them that you are considering purchasing a house from the builder who built their house and that you are collecting random opinions of the builder's quality and customer service. If no one is

outside, don't be afraid to knock on their doors. Try to talk with at least three or four homeowners per neighborhood, and don't just rely on the views of one person. The more information you obtain, the better your decision will be.

After you have decided what sort of house you want, another good resource is your local house builders' association. You usually can get a list of builders who meet your criteria from the association. Check the Yellow Pages under HOMES or BUILDING to get the association's number.

Other reference sources include real estate agents and personal references. Please remember that real estate agents typically work for the seller of a property unless you retain them as buyer brokers. Be sure to talk to your friends and relatives and find out the builders they have had good experiences with.

In your search, be thorough, and don't be afraid to ask plenty of questions. Make sure the builders you are considering are fully licensed by the state. Before making your final decision, be sure you know the answers to these questions:

- Is the builder an established member of the community where you want to live?
 - Does the builder offer a customer service program, and, if so, what does it cover?
 - Can the builder give you references from satisfied customers?
- Remember that when you are buying a new house, you are not just buying a structure, but a package of services, and the quality of those services will affect your enjoyment of your house. Do your research thoroughly, and you should have no trouble finding a builder who meets your high standards of quality.

CLASSIFIED INFORMATION

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Full Kitchen
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The Herman Frankel Organization
earned the National Association of Home Builders' highest award through 44 years of unmatched integrity, stability, extraordinary design and customer service. Now, you be the judge!
Woodcliff is located one mile west of Orchard Lake Road off Pontiac Trail in West Bloomfield.

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White Oak offers something special for those who wish to make a home close to nature with conveniences of suburban living. Each lot and every plan offers "character" rarely found in new construction today.

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\$148,900

Pinckney area
Wooded sites with stream
3-car garage standard

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