

OKSANA BEREZHNOY

LUXURY REAL ESTATE · VANCOUVER, WA

OB

THE NEW CONSTRUCTION GUIDE

Buying New Construction

What a builder's sales office won't tell you — buying new, with your own representation.

APPROX. 9 MIN READ

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01

The Appeal & the Catch

New construction offers warranty, efficiency, and a home no one has lived in. The catch is that the friendly agent in the model home represents the builder, not you. Buying new well means bringing your own advocate to a process designed around the seller.

The sales office works for the builder. Your representation costs you nothing and works for you.

02

Reading the Builder

Builders differ in reputation, finish quality, and how they handle problems after closing. Understanding a builder's track record — and which of their communities hold value — matters as much as the floor plan you like.

Base versus upgraded finish is where new-construction pricing shifts the most.

03

The Contract & Upgrades

Builder contracts favor the builder, and the base price rarely reflects the home in the model. Upgrades, lot premiums, and financing incentives all shape the real number. Knowing what's negotiable — and what isn't — protects you.

Phases & Timing

Master-planned communities release homes in phases, and pricing shifts between them. Timing your entry — and understanding what future phases will do to your home's value — is part of buying new in growing areas like Ridgefield.

Inspection & Warranty

New does not mean flawless. A pre-closing walkthrough, an independent inspection, and a clear grasp of warranty coverage catch the issues that surface in any build. Where a specific home warrants it, Oksana can prepare a Private Property Brief.

THREE WAYS TO BUY NEW

"New construction" covers three quite different purchases, each with its own balance of price, timing, and personalization.

Spec (Inventory)

A home the builder has designed and is already building or has finished. Fastest to move in, fewest decisions, least personalization — you buy what is there.

Semi-Custom (Production)

A builder floor plan you personalize through a design center — finishes, a range of options, and a chosen lot. The middle path most buyers take.

Custom

Your plan, or an architect's, built on your lot or one you choose. The most control and the longest, most involved process — closer to a project than a purchase.

FROM CONTRACT TO KEYS

The build has a rhythm worth knowing

Whether spec or custom, a build moves through recognizable milestones. Knowing them tells you when your attention matters most.

Contract & Selections	Price, lot, plan, and finish choices are locked; deposits and design-center decisions are made.
Pre-Construction Meeting	Walk the plan and selections with the builder before ground breaks — the cheapest moment to change your mind.
Framing Walk	With the structure up but open, confirm that layout, window placement, and rough locations feel right.
Pre-Drywall Walk	A last look at what is about to be closed in: framing, and mechanical, electrical, and plumbing rough-in.
Final Walkthrough	The blue-tape review of finishes and function before closing; document every item for the builder.
Closing & Warranty	Keys change hands and the warranty period begins; keep your selections, manuals, and punch list.

SPENDING THE UPGRADE BUDGET WELL

Some upgrades earn their price; many can wait

The design center is where budgets stretch. A simple rule helps: pay the builder for what is hard or disruptive to change later, and do the rest yourself over time.

WORTH DOING NOW

- Floor-plan and room changes
- Window and door placement
- Rough-in for future plumbing or electrical
- Structural and framing options
- The lot premium for the right position

OFTEN BETTER LATER

- Light fixtures and cabinet hardware
- Paint colors
- Window coverings and mirrors
- Landscaping and fencing
- Some appliances

Value retention varies by community and builder — weigh resale as well as preference.

QUESTIONS WORTH ASKING

Bring these to any model-home conversation.

What is included at the base price?

Clarify which finishes, landscaping, and features are standard versus upgrade — the model home is almost always fully optioned.

What are the lot premiums?

View, size, and position add premiums that aren't always posted. Ask how each available lot is priced and why.

What does the warranty actually cover?

Understand the term, what's covered in year one versus structural years, and the builder's process for addressing claims.

Where to Next

See where new construction leads in Ridgefield and on the Vancouver Waterfront, or read the full Buyer's Guide.



NEXT STEP

Considering a new-construction purchase?

Discreet, precise luxury real estate representation across Southwest Washington and the Portland metropolitan area — waterfront, acreage, custom, and distinctive homes. Every inquiry is handled personally.

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