

STRATA REAL ESTATE & LEASING, LLC

# New Construction Guide

Your Complete Resource for Buying New in Las Vegas

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PREPARED EXCLUSIVELY FOR  
STRATA REAL ESTATE & LEASING, LLC CLIENTS  
LAS VEGAS, NEVADA

*Joanne Olimpo*  
BROKER

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## HOW TO USE THIS GUIDE

*This handbook walks you through every stage of buying a new construction home in Las Vegas — from choosing a builder and selecting a lot to navigating the design center, builder incentives, inspections, and closing. Read it before your first visit to a model home. It will change how you approach every conversation with a builder's sales team.*

# 01

CHAPTER ONE

## Welcome from Joanne

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*A personal note from Joanne Olimpo, Broker of Strata Real Estate & Leasing, LLC — on why new construction is one of the most exciting and most misunderstood segments of the Las Vegas real estate market.*

## A PERSONAL NOTE

# Welcome.

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Las Vegas is one of the most active new construction markets in the United States — and for good reason. Modern floorplans, energy-efficient systems, builder warranties, and the ability to customize your home before you move in make new construction one of the most compelling options available to today's buyer. But it is also one of the most misunderstood — and without the right representation, one of the easiest to get wrong.

That is exactly why we created this guide.

At Strata Real Estate & Leasing, LLC, new construction is a core part of our business. We have guided buyers through model home visits, lot selections, design center appointments, builder contract negotiations, and construction inspections across every major community in the Las Vegas valley. What we have learned — above all else — is that buyers who walk into a builder's sales office without their own representation almost always leave something significant on the table.

## THE SINGLE MOST IMPORTANT THING TO KNOW

*The builder's sales representative is not your agent. They are the builder's employee. Their job is to sell homes for the builder at the best possible terms for the builder. Having your own Strata agent in that room changes the entire dynamic — and costs you nothing.*

This guide covers everything you need to know to approach new construction with the same confidence and strategic clarity that Strata brings to every transaction we handle. By the time you finish reading it, you will know what questions to ask, what to watch for in a builder contract, how to negotiate incentives, what upgrades are worth paying for, and how to protect yourself from the moment you sign to the day you receive your keys.

Thank you for trusting Strata Real Estate & Leasing, LLC to guide you through one of the most significant purchases of your life. Let's build something great together.

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*Joanne Olimpo*

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# 02

CHAPTER TWO

## Why New Construction in Las Vegas

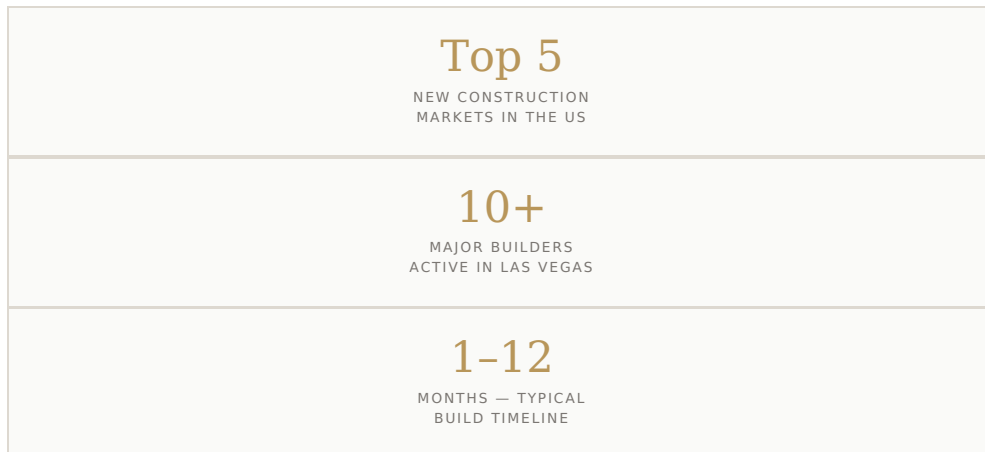
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*The Las Vegas new construction market — why it is thriving, what it offers that resale cannot, and why now is a compelling time to buy new in the valley.*

## THE CASE FOR BUILDING NEW

## Why Las Vegas is a New Construction Leader

Las Vegas consistently ranks among the top new construction markets in the country — driven by population growth, available land, favorable development conditions, and a buyer base that strongly prefers modern, energy-efficient homes. For buyers relocating from California, new construction in Las Vegas often delivers more home, more customization, and better long-term value than anything comparable in their home market.



## WHAT NEW CONSTRUCTION OFFERS

## MODERN FLOORPLANS

Open-concept designs, dedicated home offices, multi-generational suites, and primary bedroom layouts that older resale homes simply cannot match.

## ENERGY EFFICIENCY

New homes are built to current energy codes with better insulation, dual-pane windows, high-efficiency HVAC systems, and solar-ready infrastructure — critical for managing utility costs in Las Vegas summers.

## BUILDER WARRANTIES

New construction homes come with builder warranties — typically 1 year on workmanship, 2 years on mechanical systems, and 10 years on structural components. No resale home offers this protection.

## CUSTOMIZATION

Buy early enough in the process and you select your own flooring, cabinetry, countertops, tile, paint, and fixtures — creating a home that reflects your preferences, not the previous owner's.

## NEW CONSTRUCTION VS. RESALE

FACTOR	NEW	RESALE
Customization	High	None
Warranty	Yes	No
Energy Efficiency	High	Varies
Price Negotiability	Low	Higher

Move-In Timeline	30 days-12+ mo	30-45 days
HOA	Usually yes	Varies
Lot Size	Smaller	Often larger
Established Trees	No	Often yes
Neighborhood Feel	Developing	Established

THE CALIFORNIA BUYER ADVANTAGE

*California buyers arriving with equity from a home sale are often ideally positioned for new construction — the ability to wait 3-12 months for a build, combined with a meaningful down payment, gives them access to the best lots and most desirable phases in premium Las Vegas communities.*

# 03

CHAPTER THREE

## The New Construction Journey

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*A step-by-step roadmap of the new construction process — from your first model home visit to closing day and beyond.*

FROM MODEL HOME TO MOVE-IN

# Your New Construction Roadmap

Buying a new construction home follows a fundamentally different path than buying a resale property. Understanding each stage before you begin allows you to make strategic decisions — rather than reactive ones — throughout the process.

## 01

### REGISTER WITH YOUR AGENT

Your Strata agent registers you before or on your first model home visit. This is critical — you cannot add representation later.

## 02

### COMMUNITY RESEARCH

We evaluate communities, builders, floorplans, and pricing across the valley based on your goals and budget.

## 03

### MODEL HOME TOURS

We tour model homes together — evaluating floorplans, standard vs. upgrade finishes, and community amenities.

## 04

### LOT SELECTION

We evaluate available lots — orientation, views, location within the community, and premium vs. standard pricing.

## 05

### FLOORPLAN SELECTION

You select the floorplan, elevation, and any structural options — additions, room configurations, or outdoor living spaces.

## 06

### PURCHASE AGREEMENT

We review the builder contract carefully — deposit requirements, contingencies, price lock provisions, and timelines.

## 07

### DESIGN CENTER

You select all interior finishes — flooring, cabinetry, countertops, tile, fixtures, and appliances. We advise on value vs. cost.

## 08

### FINANCING

You secure financing — either through the builder's preferred lender or an outside lender. We advise on the real tradeoffs.

## 09

### CONSTRUCTION PHASE

Your home is built. We facilitate third-party inspections at key stages to protect your interests throughout construction.

## 10

### PRE-DRYWALL INSPECTION

A licensed inspector examines framing, electrical, plumbing, and HVAC before walls are closed — the most critical inspection.

## 11

### FINAL WALKTHROUGH

We walk through the completed home with the builder's superintendent, documenting every punch list item for

correction.

## 12

### CLOSING & KEYS

Loan is funded, deed records, and keys are yours. Your builder warranty begins on closing day.

#### THE MOST IMPORTANT STEP

*Step 01 — registering with your Strata agent before your first model home visit — is the most critical step in the entire process. Once you visit a builder's sales office without an agent, most builders will not allow you to add representation. Do not walk in alone.*

# 04

CHAPTER FOUR

## Why You Need Your Own Agent

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*The single most important chapter in this guide. Builder sales representatives work for the builder — not for you. Here is what that means, and what changes when you have Strata in your corner.*

## THE MOST IMPORTANT DECISION YOU MAKE

## Your Agent vs. Their Agent

## THE MOST COMMON NEW CONSTRUCTION MISTAKE

Walking into a builder's sales office without your own agent is the single most common — and most costly — mistake new construction buyers make in Las Vegas. Builder sales representatives are professional salespeople employed and paid by the builder. They are not your advocate. Having Strata represent you costs you nothing and changes everything.

## WHAT THE BUILDER'S SALES REP DOES

- Represents the builder's interests exclusively
- Is paid by the builder to sell homes
- Cannot provide independent advice on contract terms
- Will not tell you when a different floorplan or community might suit you better
- Has no obligation to disclose information that might discourage your purchase
- Presents the builder's standard contract without negotiating on your behalf
- Manages the sales process for the builder's efficiency, not yours

## WHAT YOUR STRATA AGENT DOES

- Represents your interests exclusively
- Reviews builder contracts and explains every provision
- Negotiates incentives, upgrades, and concessions on your behalf
- Compares multiple builders and communities objectively
- Advises on lot selection, floorplan value, and design center decisions
- Coordinates third-party inspections during construction
- Holds the builder accountable through every stage of the process
- Costs you nothing — the builder pays the buyer's agent commission

## HOW STRATA CHANGES THE DYNAMIC

When you walk into a builder's sales office with a Strata agent, the conversation changes immediately. The sales representative knows they are dealing with a professional who understands builder contracts, knows the competitive landscape, and will negotiate on your behalf. That knowledge alone typically results in better incentives and more favorable terms.

## WHY IT COSTS YOU NOTHING

In new construction, the builder pays the buyer's agent commission — it is built into the price of the home. Whether you have an agent or not, that commission line item exists. Without an agent, the builder simply keeps it. With Strata representing you, that same amount funds representation that works in your favor.

## THE REGISTRATION REQUIREMENT

Most Las Vegas builders require that your agent register you on your first visit to their community. If you visit a model home alone — even once — many builders will consider that visit a direct sale and will refuse to allow you to add representation afterward. Call us before you visit any model home.



# 05

CHAPTER FIVE

## Understanding Builder Contracts

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*How builder contracts differ from standard resale purchase agreements — the provisions that protect the builder, the ones that protect you, and what to negotiate before you sign.*

READ BEFORE YOU SIGN

## What Builder Contracts Actually Say

Builder contracts are written by the builder's attorneys to protect the builder. They are significantly different from standard resale purchase agreements — and most buyers sign them without fully understanding what they have agreed to. This chapter explains the most important provisions to review before you commit.

### DEPOSIT STRUCTURE

Builder contracts typically require a deposit at signing — often 1-5% of the purchase price, sometimes more for custom or semi-custom builds. Unlike resale earnest money, builder deposits are frequently non-refundable outside of very specific circumstances. Understand exactly what conditions allow deposit return before you write a check.

### PRICE LOCK VS. PRICE ESCALATION

Some builder contracts include a price lock — the purchase price is guaranteed through closing. Others contain material cost escalation clauses that allow the builder to increase the price if material costs rise significantly during construction. Know which type you are signing and what the escalation cap is.

### CHANGE ORDERS

Any change to the base floorplan or structural options after signing typically requires a formal change order — and may come with additional cost and timeline implications. Changes made during construction are generally more expensive than options selected at contract signing.

### CLOSING DEADLINE FLEXIBILITY

Builder contracts typically give the builder significant latitude on the closing date — construction can be delayed for a variety of reasons, and the builder's contract usually protects them from penalties for delays within a defined window. Understand your recourse if construction runs significantly beyond the estimated timeline.

### LIMITED CONTINGENCIES

Builder contracts often have fewer or more limited contingencies than standard resale contracts. Financing contingencies may be restricted. Inspection contingencies — if they exist at all — may limit your ability to cancel based on inspection findings. Know exactly what contingencies protect you and under what circumstances you can walk away with your deposit.

### PREFERRED LENDER REQUIREMENTS

Many builders require or strongly incentivize use of their preferred lender. Some will threaten to cancel the contract if you choose an outside lender. Understanding the specific language around lender selection — and the real incentive being offered vs. potentially higher rate — is essential before you sign.

### DISPUTE RESOLUTION

Most builder contracts include mandatory arbitration clauses — meaning disputes must be resolved through binding arbitration rather than court. This is common but worth understanding. You are typically waiving your right to sue the builder in court by signing their standard contract.

### HOA & CC&R ACCEPTANCE

Buying in a new community means accepting HOA documents and CC&Rs that may still be in development — the developer controls the HOA initially, and rules can change before the community transitions to resident control. Review all available HOA documents before signing.

#### NEVER SIGN A BUILDER CONTRACT ALONE

*Builder contracts are long, complex, and written to protect the builder. Your Strata agent reviews every provision with you before signing — flagging the terms that matter most and advising on what, if anything, can be negotiated.*



# 06

CHAPTER SIX

## Choosing the Right Builder

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*Production builders, semi-custom builders, and luxury custom builders — what each delivers, what each costs, and how to choose the right fit for your goals and budget.*

## NOT ALL BUILDERS ARE EQUAL

## Finding the Right Fit

Las Vegas has one of the most diverse builder landscapes in the country — from national production builders delivering homes at every price point to semi-custom and luxury builders crafting some of the most distinctive residences in the Southwest. Choosing the right builder is about matching your budget, timeline, customization goals, and location priorities to what each builder actually delivers.

## NATIONAL PRODUCTION BUILDERS

**Examples:** DR Horton, Lennar, KB Home, Century Communities, Richmond American

Production builders build homes at scale — delivering high volume with standardized processes, predictable timelines, and competitive pricing. Floorplans are well-tested and functional. Standard finishes are modest, but design center options allow meaningful personalization. Excellent choice for buyers prioritizing value, timeline certainty, and proven communities.

**Price range:** \$300,000 - \$700,000+

**Timeline:** 90-180 days typical for pre-started inventory

## SEMI-CUSTOM BUILDERS

**Examples:** Toll Brothers, Shea Homes, William Lyon (Taylor Morrison), Woodside Homes

Semi-custom builders offer more floorplan flexibility, higher-standard finishes, more customization at the design center, and a premium community experience. Building process takes longer and costs more — but the end product typically reflects a meaningfully higher standard of design and construction detail.

**Price range:** \$550,000 - \$1.5M+

**Timeline:** 6-14 months typical for to-order builds

## LUXURY &amp; CUSTOM BUILDERS

**Examples:** Blue Heron, Sun West Custom Homes, Christopher Homes

Luxury builders in Las Vegas deliver homes that are genuinely distinctive — architectural design, premium materials, highly customized floor plans, and exceptional craftsmanship. Blue Heron in particular has established Las Vegas as a destination for world-class residential design. The process is collaborative and deeply personal.

**Price range:** \$1M - \$10M+

**Timeline:** 12-24 months for fully custom builds

## WHAT TO EVALUATE IN ANY BUILDER

- Reputation and customer reviews — look beyond the builder's own website
- Financial stability — the builder should be well-capitalized
- Build quality — visit a completed home, not just the model
- Warranty terms and warranty service reputation
- Timeline track record — do they deliver on schedule
- Design center quality and upgrade pricing
- Community completion plan — what will surround you when finished
- HOA quality and long-term community management plan

## WE KNOW THE BUILDERS

Strata has relationships with builders across the entire Las Vegas valley. We know their reputations, their build quality, their design centers, and how they treat buyers after closing. That knowledge is entirely in



# 07

CHAPTER SEVEN

## Lot Selection Strategy

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*How to evaluate and choose a lot strategically — orientation, views, location within the community, premium lots, and what makes one lot significantly more valuable than another.*

## LOCATION WITHIN THE COMMUNITY

## Choosing the Right Lot

In new construction, the lot you select is just as important as the floorplan you choose — and far more permanent. Floorplan finishes can be updated. The lot cannot be changed. Buyers who approach lot selection strategically typically enjoy better livability, stronger resale value, and greater long-term satisfaction with their purchase.

## ORIENTATION &amp; SUN EXPOSURE

In Las Vegas, where summer temperatures regularly exceed 110°F, the orientation of your home relative to the sun has a major impact on comfort and energy costs. A west-facing backyard means afternoon sun directly on your outdoor living space during the hottest part of the day. North or east-facing backyards are significantly more livable in summer.

## MOUNTAIN &amp; STRIP VIEWS

Las Vegas offers dramatic views — the Red Rock Mountains to the west, the Spring Mountains beyond, and the Strip visible from elevated lots in many communities. View lots typically command a premium — sometimes \$20,000-\$100,000+ — but also appreciate more consistently over time and provide a lifestyle benefit that is difficult to quantify.

## LOT SIZE &amp; SHAPE

Standard new construction lots in Las Vegas master-planned communities are typically 4,000-8,000 square feet. Corner lots offer more yard space but also more traffic exposure and typically only one neighboring home. Pie-shaped or irregular lots can create privacy opportunities but may limit pool or outdoor living configurations.

## LOCATION WITHIN THE PHASE

Lots at the end of cul-de-sacs offer less traffic and often larger backyards. Lots adjacent to community open space, parks, or trails command premiums but provide exceptional livability. Lots directly adjacent to busy streets, commercial zones, or future development parcels should be evaluated carefully.

## PREMIUM LOT CHARGES

Builders typically charge lot premiums for desirable characteristics — view, cul-de-sac location, corner placement, adjacent open space, or larger-than-standard size. These premiums range from a few thousand dollars to \$100,000+ for the most desirable lots in luxury communities. We help you evaluate whether a premium lot is worth the cost relative to the long-term value it delivers.

## WHAT TO LOOK FOR

- North or east-facing backyard for summer livability
- Mountain or elevated views if available
- Distance from community entry — less drive-through traffic
- Proximity to amenities — parks, trails, pool
- No adjacent commercial or industrial zoning
- No power lines, utility boxes, or drainage features on or adjacent
- Sufficient backyard depth for planned improvements — pool, landscaping
- Driveway orientation — does it face into afternoon sun

## FUTURE PHASES &amp; SURROUNDING DEVELOPMENT

Ask the builder's sales team about future phases — where will homes be built next, what will be built on adjacent parcels, and when is the community expected to be fully built out. A lot that borders open desert today may border



# 08

CHAPTER EIGHT

## The Design Center

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*The upgrades worth paying for, the ones better done after closing, and how to approach your design center appointment strategically rather than emotionally.*

## THE MOST EMOTIONAL APPOINTMENT

## Navigating the Design Center

The design center appointment is one of the most exciting — and most expensive — parts of the new construction process. Buyers routinely spend \$30,000-\$100,000+ more than they planned, selecting upgrades that sometimes add far less value than they cost. A strategic approach to the design center saves money and produces a better long-term outcome.

## THE DESIGN CENTER REALITY

Builders make significant profit in the design center. Upgrade pricing is typically marked up substantially above what the same upgrade would cost from an independent contractor after closing. The design center is designed to be beautiful and aspirational — the environment is intended to make you want to say yes to everything.

## UPGRADES WORTH DOING AT THE DESIGN CENTER

## STRUCTURAL OPTIONS

Anything that changes the physical structure of the home — additional rooms, extended covered patios, bedroom conversions, loft additions, or casita additions. These cannot be done after construction without major expense.

## ROUGH-IN PLUMBING &amp; ELECTRICAL

If you anticipate adding a pool, outdoor kitchen, or specific electrical load, rough-in provisions during construction are significantly cheaper than retrofitting later. Plan ahead.

## CABINET BOX SIZE &amp; CONFIGURATION

The size and layout of cabinet boxes is structural — upgrading door styles later is easy, but changing the actual cabinet configuration requires a full replacement.

## FLOORING TYPE THROUGHOUT

Selecting a consistent flooring type throughout the home at the design center is typically cheaper than replacing standard flooring after closing, especially if you want a seamless look.

## UPGRADES OFTEN BETTER DONE AFTER CLOSING

## COUNTERTOP UPGRADES

Granite and quartz countertops are widely available from independent fabricators at significantly lower prices than builder design center pricing. Easy to do after closing.

## BACKSPLASH TILE

Tile selection and installation from a tile contractor after closing typically costs 30-50% less than the same selection at the design center.

## LIGHT FIXTURES &amp; FANS

Builder-grade fixtures are easily swapped after closing. Spend your design center budget on structural or hard-to-change items instead.

## LANDSCAPING

Builder landscaping packages are typically overpriced and limited. Independent landscapers offer far more customization at better prices. Wait until after closing.

Set a design center budget before your appointment and stick to it. Prioritize structural options and items that are genuinely difficult to change after construction. Let a professional contractor handle the cosmetic items after closing at a fraction of the builder's price. We advise on this distinction for every design center appointment we attend with our clients.

WE CAN ATTEND YOUR DESIGN APPOINTMENT

*Your Strata agent can attend your design center appointment with you — providing real-time guidance on upgrade value, keeping you within budget, and ensuring you invest in the items that truly add long-term value to your home.*

# 09

CHAPTER NINE

## Builder Incentives & How to Negotiate

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*The incentives builders actually offer, when they offer them, what they really cost, and how your Strata agent negotiates the best possible package on your behalf.*

## WHAT BUILDERS WILL AND WON'T GIVE

## Getting the Best Deal on New Construction

Builder pricing is not as fixed as it appears. While builders rarely reduce the base price of a home — they need to protect comparable sales for future phases — they routinely offer incentives that can be worth tens of thousands of dollars in total value. Knowing what to ask for, and when, is where having your Strata agent pays off most directly.

## COMMON BUILDER INCENTIVES

## INTEREST RATE BUYDOWNS

The most common and valuable incentive in the current market. Builders offer temporary or permanent rate buydowns through their preferred lender — reducing your monthly payment significantly. A 2-1 buydown can save hundreds per month in the first two years.

## CLOSING COST CREDITS

Builders frequently offer to cover some or all of your closing costs — typically ranging from \$5,000 to \$20,000+ — when using their preferred lender. This reduces your cash requirement at closing.

## DESIGN CENTER CREDITS

Free upgrade allowances at the design center — ranging from \$5,000 to \$50,000+ in premium communities — allow you to personalize your home at the builder's cost.

## APPLIANCE PACKAGES

Some builders offer upgraded appliance packages — refrigerator, washer/dryer, or specific kitchen appliances — as move-in incentives on spec homes or end-of-phase inventory.

## WHEN BUILDERS ARE MOST FLEXIBLE

- End of month, quarter, or fiscal year — builders have sales targets
- Spec homes sitting completed — a finished home costs the builder carrying costs
- End of phase — builders want to sell out a phase before opening the next
- When you can close quickly — a buyer ready to close in 30 days is more valuable
- When market conditions soften — builders adjust incentives with the market

## WHAT BUILDERS WILL NOT DO

- Reduce the base purchase price — protects appraisals and future phase pricing
- Offer incentives without using their preferred lender in most cases
- Significantly change standard contract terms
- Allow contingencies that create uncertainty about closing

## THE PREFERRED LENDER TRADEOFF

Builder incentives are almost always tied to using their preferred lender. This is intentional — the builder profits from the lending relationship. Before accepting, compare the incentive value against the rate and fees from the builder's lender vs. your own lender. Sometimes the incentive outweighs the difference. Sometimes it does not. We help you run this comparison for every offer.

*Your Strata agent negotiates builder incentives on your behalf — knowing what each builder has offered recently, what is available in the current market, and how to structure the ask for maximum result.*

# 10

CHAPTER TEN

## Construction Timelines

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*Spec homes, quick move-ins, and to-order builds — understanding the different types of new construction inventory and what causes timelines to shift.*

## SETTING REALISTIC EXPECTATIONS

## How Long Will It Take?

One of the most common sources of frustration for new construction buyers is a misalignment between expected and actual closing timelines. Understanding the different types of new construction inventory — and what factors affect timelines — sets you up for a far smoother experience.

## TYPES OF NEW CONSTRUCTION INVENTORY

## COMPLETED SPEC HOMES

A home the builder has already completed — ready to close in 30–45 days. Limited or no customization available. Often listed at a slight discount and may include appliance packages. Best for buyers who need to move quickly or want to see exactly what they are buying before committing.

## QUICK MOVE-IN (QMI)

A home currently under construction that will be completed in 30–120 days. Some customization may still be available depending on the stage of construction. A balance between speed and personalization.

## TO-ORDER / PRE-CONSTRUCTION

You select a lot and floorplan that has not yet started construction. Maximum customization — structural options, design center selections, lot choice. Longest timeline — typically 5–14 months depending on the builder and community demand.

## TYPICAL TIMELINE BY BUILDER TYPE

BUILDER TYPE	TO-ORDER TIMELINE
Production builder	4–8 months
Semi-custom builder	8–14 months
Luxury / custom	12–24 months

## WHAT CAUSES DELAYS

- Material supply chain disruptions
- Subcontractor availability — trade labor is in high demand
- Permit and inspection delays from the municipality
- Weather — less common in Las Vegas but not irrelevant
- Design change orders — buyer-initiated changes can add weeks
- Utility connection delays — especially in newer master-planned areas

## PLANNING AROUND YOUR TIMELINE

If you are selling a home in California and buying new construction in Las Vegas simultaneously, timeline management is critical. A to-order build with a 9-month timeline does not align with a 45-day California escrow without a bridge — whether a rent-back arrangement, temporary housing, or a staged closing structure. We coordinate your timelines from day one to ensure you are never caught without a place to live.

## RATE LOCK CONSIDERATIONS

If interest rates are a concern during a long build timeline, discuss rate lock options with your lender early. Standard rate locks are 30–60 days. Extended locks are available for longer timelines but typically carry a cost. Builder preferred lenders often offer extended lock programs tied to their specific construction timelines —

another reason to compare options carefully.

**BUILD IN BUFFER**

*Whatever timeline the builder estimates — add 30–60 days of buffer to your planning. Delays are common and rarely the buyer's fault. Having flexibility in your housing situation through the build removes enormous stress from the process.*

# 11

CHAPTER ELEVEN

## Inspections for New Construction

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*Why you absolutely need a third-party inspection on a brand-new home — and the three critical inspection stages that protect your investment during construction.*

## NEW DOESN'T MEAN PERFECT

## Why You Still Need an Inspection

One of the most dangerous assumptions new construction buyers make is that a brand-new home does not need a third-party inspection. Builders employ multiple subcontractors working under significant time pressure across dozens of concurrent projects. Defects — ranging from minor to serious — occur regularly in new construction. The city inspector's approval confirms code compliance, not perfection. Your own inspector works for you.

## THE THREE CRITICAL INSPECTIONS

## PHASE 1 — FOUNDATION &amp; PRE-SLAB

Examines the foundation, footings, plumbing rough-in, and soil conditions before the concrete slab is poured. Issues found here are far less expensive to correct before concrete is placed than after.

## PHASE 2 — PRE-DRYWALL (MOST IMPORTANT)

The most critical inspection in the new construction process. Once drywall is installed, everything behind the walls is inaccessible for years. This inspection examines framing, electrical rough-in, plumbing rough-in, HVAC rough-in, insulation, and structural components before they are enclosed. Issues found here are corrected while walls are still open.

## PHASE 3 — FINAL WALKTHROUGH INSPECTION

A complete inspection of the finished home before closing — all systems tested, all finishes evaluated, and a comprehensive punch list prepared for the builder's correction prior to your move-in.

## THE BUILDER WARRANTY DOES NOT REPLACE INSPECTION

The builder's warranty covers defects that become apparent after closing — but many defects that could have been caught during construction are difficult to prove retrospectively. An inspection during construction creates documentation that supports warranty claims and identifies issues while correction is still straightforward.

## WHAT NEW CONSTRUCTION INSPECTORS FIND

- Improperly installed HVAC ductwork — affects efficiency and comfort
- Incorrect electrical wiring or missing grounds
- Plumbing leaks or improper slope on drain lines
- Insulation gaps or compression — reduces energy efficiency
- Framing issues — improper spacing, missing hangers
- Window installation issues — improper flashing creates leaks
- Stucco cracks or improper weather barrier installation
- Grading issues — improper drainage away from the foundation
- Garage door hardware and fire separation issues
- Missing punch list items from the builder's own list

## WORKING WITH THE BUILDER ON CORRECTIONS

When your inspector identifies issues, your Strata agent coordinates with the builder's superintendent to ensure corrections are documented and completed before closing. Most builders address legitimate inspection findings promptly — they want a clean closing and a satisfied buyer who will refer future customers.

BUDGET FOR ALL THREE INSPECTIONS

*The cost of three new construction inspections is typically \$800-\$1,500 total. Against a \$500,000 purchase, that is the best money you will spend. We coordinate with trusted new construction inspectors who know what to look for in Las Vegas's climate and building environment.*

# 12

CHAPTER TWELVE

## Financing New Construction

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*Builder lenders vs. outside lenders, rate lock options during construction, and how to evaluate whether the builder's incentive package is actually worth using their preferred lender.*

## BUILDER LENDER VS. OUTSIDE LENDER

## Making the Right Financing Decision

Financing new construction involves choices that resale buyers never face — most notably the decision between the builder's preferred lender and an outside lender. This decision affects both your incentive package and your long-term loan terms. Here is how to evaluate it honestly.

## THE BUILDER'S PREFERRED LENDER

Most major Las Vegas builders operate their own mortgage company or have an exclusive relationship with a preferred lender. Using the builder's lender typically unlocks the full incentive package — rate buydowns, closing cost credits, and design center allowances. The relationship also offers convenience — the lender understands the builder's process and timelines intimately.

**Potential concerns:** Builder lenders are not always the most competitive on rates and fees. The incentive is designed to make you feel the builder's lender is the obvious choice — but that feeling is not always supported by the actual loan comparison.

## OUTSIDE LENDERS

Using your own lender gives you independent comparison shopping — the ability to evaluate multiple offers and select the most competitive rate and terms. However, choosing an outside lender typically means forgoing some or all of the builder's incentive package.

## HOW TO EVALUATE THE TRADEOFF

The comparison is straightforward — calculate the total value of the builder's incentive in dollar terms, then compare the rate and fee difference between the builder's lender and your best outside offer over the life of the loan or your expected holding period. We help you run this analysis for every new construction purchase we represent.

## RATE LOCKS DURING CONSTRUCTION

Standard rate locks are 30–60 days — far shorter than most new construction timelines. Extended rate locks are available but typically carry a cost of 0.25–0.75% of the loan amount. The builder's preferred lender often offers builder-specific lock programs that can be more cost-effective for their homes' timelines. This is one area where the builder's lender may have a genuine advantage.

## LOAN TYPES FOR NEW CONSTRUCTION

LOAN TYPE	BEST FOR
Conventional	Most new construction buyers with 5%+ down
FHA	Lower credit score or 3.5% down — check condo approval
VA	Qualifying veterans — 0% down on new construction
Jumbo	Luxury new construction above conforming limits
Construction-to-Perm	Custom builds — one loan covers construction and permanent financing

## WHAT TO AVOID

- Changing jobs during the construction period
- Taking on new debt — car loans, credit cards, personal loans
- Making large unexplained deposits to your accounts
- Allowing your credit to be pulled repeatedly

*Knowing your purchase budget before you walk into a builder's sales office gives you confidence and prevents the common mistake of emotionally selecting a home above your means after seeing the model.*

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CHAPTER THIRTEEN

## Las Vegas Communities & Builders

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*An overview of the major new construction communities across the Las Vegas valley — who is building where, what each community offers, and how to match a community to your lifestyle and goals.*

## WHERE TO BUY NEW IN LAS VEGAS

## Communities & Builders Overview

The Las Vegas valley offers new construction across a wide range of communities — from master-planned giants like Summerlin and Henderson to emerging neighborhoods in North Las Vegas and the far southwest valley. Each area has a distinct character, amenity set, price point, and builder mix.

### SUMMERLIN

Las Vegas's premier master-planned community on the western edge of the valley — backed by Red Rock Canyon and developed by The Howard Hughes Corporation. Summerlin offers some of the most coveted new construction addresses in the valley, with top-rated schools, extensive trail systems, Downtown Summerlin retail, and mountain views.

**Active builders:** Toll Brothers, Shea Homes, Century Communities, Woodside Homes, Blue Heron (Summerlin luxury)

**Price range:** \$500,000 – \$3M+

**Best for:** California relocators, families, move-up buyers

### HENDERSON

Henderson is a city unto itself — consistently ranked one of the safest in America, with excellent schools, established infrastructure, and a wide range of communities from entry-level to luxury. MacDonald Highlands in Henderson is home to some of the most prestigious addresses in the Las Vegas valley.

**Active builders:** Lennar, DR Horton, Toll Brothers, Richmond American, Christopher Homes

**Price range:** \$350,000 – \$5M+

**Best for:** Families, professionals, investors, broad price range

### NORTH LAS VEGAS / CENTENNIAL HILLS

The strongest value play in Las Vegas new construction. Lower land costs produce more affordable base prices with the same builder quality and amenities. Growing rapidly with new commercial development following residential growth.

**Active builders:** KB Home, DR Horton, Century Communities, Beazer Homes

**Price range:** \$280,000 – \$600,000

**Best for:** First-time buyers, investors, value-focused buyers

### SOUTHERN HIGHLANDS

A guard-gated master-planned community in the southwest valley known for its championship golf course, luxury homes, and strong community standards. Established and desirable — limited new construction available but highly sought after when it appears.

**Active builders:** Limited — primarily resale market

**Price range:** \$600,000 – \$3M+

**Best for:** Luxury buyers, golf enthusiasts, privacy-focused buyers

### SOUTHWEST LAS VEGAS / SPRING VALLEY

The southwest valley continues to see significant new development — proximity to the 215 beltway, established retail, and reasonable prices make this one of the most active new construction corridors in the valley.

**Active builders:** Lennar, Richmond American, KB Home, Taylor Morrison

**Price range:** \$380,000 – \$800,000

**Best for:** Move-up buyers, professionals, families

### LAKE LAS VEGAS

A resort-style lakefront community in Henderson offering a genuinely distinctive lifestyle. Limited new construction available but exceptional when it appears — waterfront homes, golf, and luxury amenities unlike anything else in the valley.

**Active builders:** Blue Heron, Toll Brothers (select phases)

**Price range:** \$700,000 – \$5M+

**Best for:** Luxury buyers, waterfront lifestyle, executives

COMMUNITY SELECTION IS OUR SPECIALTY

*Matching you to the right community — based on your lifestyle, commute, school needs, price point, and long-term goals — is one of the most valuable things your Strata agent does before you ever visit a model home.*

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CHAPTER FOURTEEN

## Frequently Asked Questions

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*Straight answers to the questions new construction buyers ask most often — before, during, and after the build process.*

## NEW CONSTRUCTION QUESTIONS ANSWERED

## Buyer FAQs

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### Do I need an agent to buy new construction?

You are not legally required to have one — but buying new construction without your own agent is one of the most costly mistakes a buyer can make. Builder reps work for the builder. Strata works for you. Our representation costs you nothing — the builder pays the commission.

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### Can I add an agent after I've already visited a model home?

In most cases, no. Most Las Vegas builders require agent registration on the first visit and will not allow you to add representation after visiting unrepresented. Call Strata before you visit any model home.

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### Is the price on a new construction home negotiable?

The base price is rarely negotiable — builders protect comparable sales for future phases. However, incentives are negotiable — rate buydowns, closing cost credits, design center allowances, and appliance packages can add up to significant value.

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### What is a spec home?

A spec home (speculative home) is one the builder has already built or started without a buyer in contract. Spec homes are ready to close quickly — 30–45 days — and are often available at a slight discount with limited or no customization.

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### Should I use the builder's lender?

It depends. The builder's incentive package is typically tied to using their preferred lender. Compare the total value of the incentive against the rate and fee difference over your expected holding period. We help you run this analysis before committing.

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### Do I need an inspection on a brand-new home?

Absolutely yes. New homes have defects — subcontractors work under time pressure across multiple projects simultaneously. A pre-drywall inspection is especially critical — once the walls are closed, issues behind them become very expensive to address.

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### What upgrades are worth doing at the design center?

Structural options, rough-in plumbing and electrical, cabinet configurations, and whole-home flooring type are best done at the design center. Countertops, backsplash, fixtures, and landscaping are typically better — and cheaper — done after closing with independent contractors.

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### What happens if my home is delayed?

Builder contracts typically give the builder significant latitude on closing timelines. Delays are common and rarely penalized under the contract. Build buffer into your housing plans and avoid situations where a delay would leave you without a place to live.

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### Can I sell my current home contingent on new construction closing?

Most builders will not accept a home sale contingency. You typically need to be in a financial position to close on the new home regardless of whether your current home sells. We coordinate timelines to minimize the overlap risk.

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### What is a builder warranty?

Builder warranties typically cover 1 year on workmanship and materials, 2 years on mechanical systems (plumbing, electrical, HVAC), and 10 years on structural components. Understand what is and is not covered before you close.

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### What is a lot premium?

An additional charge above the base price for a desirable lot — view, cul-de-sac location, corner, adjacent open space, or larger size. Premiums range from a few thousand dollars to \$100,000+ in luxury communities. We help

you evaluate whether a premium lot is worth the cost.

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### **Can I change my floorplan after signing?**

Structural changes after contract signing are typically not possible or are very expensive. Design center selections may be modifiable early in the construction process, but changes late in construction are costly and may not be permitted.

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### **How does HOA work in new communities?**

The developer controls the HOA initially — setting dues, rules, and CC&Rs. Control transitions to residents after a certain percentage of homes are sold or after a defined period. HOA dues and rules can change during the developer-controlled period.

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### **What is a punch list?**

A punch list is the list of incomplete or incorrect items identified during your final walkthrough that the builder agrees to correct before closing — or within a defined period after closing under warranty. Document everything in writing and photograph every item.

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### **Should I be present during my home's construction?**

Visiting your home during construction is generally welcome — but always schedule visits through the builder's superintendent and never visit an active construction site unaccompanied. We coordinate site visits at key milestones to keep you informed throughout the process.

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### **What if I change my mind after signing?**

Builder contracts are typically non-contingent and deposits are often non-refundable outside of very specific circumstances. Walking away from a builder contract usually means losing your deposit — and possibly facing additional liability. Understand the terms completely before signing.

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CHAPTER FIFTEEN

## The Strata New Construction Promise

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*Our commitment to every new construction buyer — the standard Strata holds itself to from the first model home visit to the day you receive your keys and beyond.*

## A COMMITMENT, NOT A PITCH

## What Every Buyer Can Expect

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At Strata Real Estate & Leasing, LLC, new construction is not a transaction we approach casually. Buying a home that does not yet exist — making decisions about finishes, lots, and structural options months before you can live in the result — requires a level of guidance, market knowledge, and advocacy that goes well beyond what a builder's sales team will ever provide. The following commitments reflect the standard every Strata agent upholds for every new construction buyer we represent.

### BUILDER INDEPENDENCE

We work with every builder in the Las Vegas market — and are beholden to none of them. Our recommendations are based entirely on your goals, budget, and long-term interests. If a different builder or community better suits your needs, we will tell you.

### CONTRACT REVIEW

We review every builder contract with you before signing — explaining each provision, flagging the terms that matter most, and advising on what can and cannot be negotiated. You will never sign something you do not fully understand.

### INCENTIVE NEGOTIATION

We negotiate builder incentives on your behalf — drawing on current market knowledge, builder relationships, and an understanding of what each builder has offered recently. Our goal is the best possible overall package, not just the one that closes fastest.

### DESIGN CENTER SUPPORT

We can attend your design center appointment to advise on upgrade value, budget discipline, and what is better done after closing. We have seen hundreds of design center selections and know where buyers commonly overspend.

### CONSTRUCTION OVERSIGHT

We facilitate third-party inspections at every critical stage of your build — pre-slab, pre-drywall, and final. We coordinate with your inspector and the builder's superintendent to ensure every finding is documented and addressed before you close.

### TIMELINE COORDINATION

For California relocators coordinating a home sale and new construction purchase simultaneously, we manage both timelines — working with your California agent, your lender, and the builder to ensure you are never without housing or carrying two mortgages longer than necessary.

### WARRANTY GUIDANCE

Your relationship with Strata does not end at closing. We advise on builder warranty claims, 11-month warranty inspections, and any post-closing issues that arise during the warranty period.

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New construction is one of the most exciting — and most complex — purchases you will ever make. You deserve a partner who knows the builders, knows the communities, knows the contracts, and knows how to protect your investment from the moment you register at a model home to the day you move into your new home. That is what Strata Real Estate & Leasing, LLC delivers.

Thank you for trusting us with something this significant. We look forward to helping you build your place in Las Vegas.

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Structured.  
Reliable.  
Professional.

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*Joanne Olimpo, Broker*

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