

# 5 Tips for A Successful Homebuilding Experience



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Hiring a home builder is like entering into a short-term marriage. For this partnership to succeed, homebuyers must do their “homework” when selecting their homebuilder. “I always tell my customers that building a custom home is going to be a 12-month marriage between the builder and the client,” says [Custom Home Builder Jorge Ulibarri](#). “There has to be a good rapport between the client and the builder. Above all, there has to be trust,” says Jorge, owner of Cornerstone Custom Construction. Jorge has been in business for 15 years and has designed and built custom and estate homes throughout Florida.

Knowing the right questions to ask a prospective home builder can go a long way in helping find the best fit for the job. Jorge offers the following tips to help homebuyers hire the right builder.

## Tip #1-Hire a Home Builder You Can Trust

Custom Home Builder Jorge Ulibarri says trust is the most important criteria in selecting a qualified builder. “The homebuyer needs to feel confident that the builder will perform to the expectations set and be fair.” Jorge advises homebuyers to spend time checking builder references.

### **Tip #2 Beware of Change Orders That Add to Overall Price**

Beware of excessive change orders. Prior to signing a contract, the homebuyer should research the products and finishes included the house. Change orders can increase the sticker price of the home. “Be clear on what’s included to avoid unexpected charges,” says Jorge, who provides each of his clients a “spec book” that outlines every item included in the home to avoid any unexpected costs.

### **Tip #3-Decide Your Involvement in Selecting the Homebuilding Team**

If the homebuyer would like to select a few of his own subcontractors and suppliers, then he should be prepared to invest many hours in this process. There is a learning curve. Jorge recommends that the homebuyer disclose this to the builder from the beginning. Should a homebuyer decide to hire his own subcontractors, any issues will become the liability of the homebuyer not the home builder. “Hiring a reputable custom home builder with an experienced team of trade professionals he has worked with on many homes, ensures a smoother construction process. The home builder working with his team assumes the liability should there be an issue,” says Jorge.

### **Tip #4-Understand the Difference Between a Custom Home and a Production Home**

A custom home is a one-of-a-kind design that starts from a blank page and suits the lifestyle and tastes of the client. A production home is built from a group of pre-designed homes. With a production home, the client is limited to a handful of options for the features and finishes of the home.

It’s very important that the homebuyer understands the difference between the custom builder and the production builder. A custom builder spends

hundreds of hours with the client designing and building the home. A production builder makes his money building volume.

### **Tip #5- Establish a Clear Construction Timeline**

It's important that the homebuyer and the home builder have a clear timeline with specific benchmark dates for work performed. This will alleviate a lot of frustration in the building process. A construction timeline also holds the subcontractors to their deadlines so that their individual work doesn't delay the home's completion.

For more information go to [www.imyourbuilder.com](http://www.imyourbuilder.com) and for design ideas, *Watch Trade Secrets by Jorge* at [www.youtube.com/user/jorgeulibbarri](http://www.youtube.com/user/jorgeulibbarri)