


[Magazine](#)
[Subscribe](#)
[Editorial](#)
[Media Kit](#)
[Talk to us](#)

*When Your Issue  
is a Legal One*



## NEWS

 Published: **Mar 18, 2008 - 9:43:01 AM**

# Meeting expectations: tips for pre-construction homebuyers

By Bill McGuinness and Bob Dale

 Font size: [Small](#) [Big](#)  
[Email this article](#)  
[Printer friendly page](#)  
 Share this article


When purchasing a pre-construction condominium home or townhouse, buyers may only have plans, renderings, models or blueprints to go by. For this reason, there may be a discrepancy between what the buyer expects to get and the home they actually end up owning.

Here are some tips for buyers to avoid disappointment upon delivery:

### Look for an efficient layout

Buyers are often too fixated on square footage, rather than floor plan design. The layout of the space is more important than its dimensions in determining whether rooms can be well furnished. Homes with clearly defined living areas can create a more spacious feeling; whereas larger spaces that are not well-planned can be awkward and may create unusable space.

### Beware of mini-models

When studying floor plans or viewing decorated model homes, buyers should take note of whether the furniture shown is full-sized. It is not uncommon to see floor plans and models drawn or decorated with furniture that is smaller than what a typical buyer may own, creating a false impression about the size of a living area.

### Don't be blinded by the glitz

Builders have learned to market by spending on certain glitzy items, such as stainless steel appliances in the kitchen or whirlpool tubs in the master bath. These items may come at the expense of quality materials and finishes elsewhere. Smart shoppers need to investigate the full finish package, including cabinetry, doors, hardware and trim, and learn what comes standard and what is a buyer-cost upgrade. Be sure to read the portion of the offering plan regarding architectural finishes and specifications completely, and don't rely solely on an attorney's read through.

### Do your research

It may shed some light for a buyer to visit a prior project by the same developer and, if possible, look at the marketing material for the prior project. This information is often still available on the developer's website under "past projects." Compare the promise to the product delivered to see if the developer stayed true to expectations.

### Budget for the details

Renderings and models are marketing tools designed to show the product in its best light, with designer colors, wall and window coverings, furniture, etc. Unfortunately, this finished designer package will not be waiting behind the front door of your unit. Remember to budget for decorating expenses that will be incurred after the move-in.

Buying pre-construction can have many advantages - early selection, attractive pricing, etc. By the time a buyer is ready to purchase they should have done their research and reached a level of comfort with their chosen builder. That confidence, as well as these tips, will help homebuyers take advantage of these early-bird perks while managing expectations and avoiding disappointment.

Bill McGuinness and Bob Dale are collaborating to present Palmer Hill, a private community featuring 81 condominium homes and 114 townhouses in Stamford, CT. McGuinness is principle of Sun Homes, a developer of luxury multi-family communities. Dale is managing partner of Buckingham Partners, a Northeast real estate development firm. They can be reached at 203. 989.0315 or through their website [www.PalmerHillHomes.com](http://www.PalmerHillHomes.com).

© Copyright by StamfordPlus.com. Some articles and pictures posted on our website, as indicated by their bylines, were submitted as press releases and do not necessarily reflect the position and opinion of StamfordPlus.com, Stamford Plus magazine, Canaiden LLC or any of its associated entities. Articles may have been edited for brevity and grammar.

---

**Related Articles:**

[Hill-Stead Museum presents 22nd annual May Market](#) - Apr 9, 2008 - 10:25:58 AM

[Educational Options for Students with Learning Disabilities and Attention](#)

[Deficits Focus of CACLD Spring Forum](#) - Mar 19, 2008 - 9:19:57 AM

[Department of Consumer Protection provides guidelines for stranded fuel shoppers](#) - Mar 14, 2008 - 9:20:53 AM

[Blumenthal sues Eli Lilly for illegally marketing antipsychotic drug Zyprexa for unapproved uses](#) - Mar 11, 2008 - 10:45:11 PM

---

**CURRENT HEADLINES:**

- [Whitby School celebrates 50th anniversary](#)
- [Come swing and jive with the Glenn Miller Orchestra](#)
- [Governor Rell names Deputy Commissioner at DEP to focus on management of parks and natural resources](#)
- [New York State denies Broadwater](#)
- [History, Dig It! Stamford Historical Society second annual gala fundraiser](#)

---

Search our news database

[Advanced search](#)

---

[Top of Page](#)

Create websites fast with  
Fusion 10! [learn more](#)

NetObjects  
**FUSION**  
\*NEW Version!

---

StamfordPlus.com is part of the Canaiden Online Media Network.

[StamfordPlus.com](#) | [NorwalkPlus.com](#) | [Canaiden.com](#)

Copyright ©2005-2007 Canaiden,LLC All Rights Reserved.

[Canaiden LLC](#) | [Subscribe](#) | [Terms of Use](#) | [Magazine Advertising](#) | [Customer Service](#) | [Job Opportunities](#)