

Real Estate Agents in Goodyear Arizona Share How Home Buyers Can Save Big

Elle Jane October 26, 2018



The Caren Team is one of the leading teams of real estate agents in Goodyear Arizona, believing that home sales process can and should be an enjoyable and rewarding experience for all parties involved.

Real estate agents in Goodyear - The Caren Team - share their expertise to help home buyers save on their new home.

([NewsWire.net](#) -- October 26, 2018) -- For many buyers who know exactly what they want in their new home, but aren't having any luck finding the features and or location they are looking for, new build homes can be a great solution. With new build communities almost always having a sales office to walk into and begin the process at, it would seem that having a real estate agent represent you in the process would be unnecessary or even counterproductive to getting a good price. Because of these common beliefs, Matt Caren and Shalin Caren at The Caren Team - some of the top real estate [agents in Goodyear, Arizona](#), share their expertise home buyers may not have thought about or known when buying a new home from a builder.

Matt Caren, one of the top [Goodyear AZ Realtors](#), had this to say, "Probably the number one misconception about bringing an agent with you to a new build center is that you will have to pay more for the home so that the builder or salesperson can cover the cost of paying your agent a commission at closing. This has never been the case with any builder we've ever worked with before. In fact, we always make it a point to confirm with the builder that our representing the client won't in any way end up costing them more, because if that were to be the case, we would want the client to know that and decide whether they would still like our help, or if they would prefer to go at it alone and save the cost of the commission off the purchase price of the home," says Caren.

Another thing that realtors at The Caren Team want to stress is that when signing a contract with a new build builder, the contract is not always equally fair to both sides. This does not mean that buyers shouldn't sign it or that the builder is being shady or trying to take advantage of their buyers. It is simply the builders way of protecting themselves against a buyer choosing to back out of their contract down the road after they have put in a fair amount of time and money building that semi-custom home.

"Our point in bringing this up is not to scare or deter anyone from buying a new build home, but to be aware of each item and clause in the contract before signing so that buyers are aware of the procedures and expectations at any given point in the building process," adds Matt Caren.

The Caren Team is one of the leading teams of real estate agents in Goodyear Arizona, believing that home sales process can and should be an enjoyable and rewarding experience for all parties involved. Ensuring that clients have a positive experience from start to finish, and even after closing, is always at the forefront of The Caren Team's focus each step along the way. To reach them whether buying or selling your home visit <https://thecarenteam.com> or call (602) 777-6683.

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