

New Home Construction 101 Education Session



In many ways, selling new/under-construction homes differs from selling existing homes. To assist REALTORS in becoming valued resources for clients, members of RANW and HBAFC's Housing Advocacy Committee invite you to this no-cost session where you can hear from builders, developers, lenders, REALTORS and an engineer on various aspects of selling new/under-construction homes. Even if you do not sell houses but want to learn more about what goes into new-construction, this will be a great session for you!

DETAILS

Date: Tuesday, Feb. 6, 2024

Location: Bubolz Nature Preserve,
4815 N. Lynndale Dr., Appleton

Schedule:

8:00–8:30 a.m. — Check-in

8:30–10:30 a.m. — Panelist presentation & Q&A

10:30–11:00 a.m. — Break

11:00 a.m.–12:00 p.m. — Roundtables

PRESENTER & MODERATOR

Tom Rooney, Mark Winter Homes

PANELISTS

Brian Calmes, Calmes & Rohm Construction

Jill Hendricks, Vision Realty & Development

Brian Julius, Nicolet Bank

Abby Maslanka, P.E., Martenson & Eisele

Tim Oliver, Associated Bank

Jill Rooney, Coldwell Banker, TREG

Jason Zellner, First Weber REALTORS / Winfield Homes

AGENDA

New Homes: What are you really selling?

New homes can be sold during a variety of different stages including an empty lot to a finished spec home. Gain valuable insights about each and the appropriate contracts and real estate forms to be used.

The Lay of the Land

Every new subdivision has a plat map, and each new home has a parcel map or CSM. Learn the common items with which you should be familiar.

Construction Considerations

Find out how the placement on the lot, wall heights, framing option, insulation, windows, doors, roof, mechanical systems affect the quality and price of each home.

Selections & Expectations

Picking out flooring, paint colors, appliances and more, can be fun — as well as stressful and confusing. Discover how you can guide your client through this process.

Builder & Realtor Relationship

Builders take great pride in the homes they build and want to make sure that REALTORS and homeowners have accurate information about their product. This program will help put you and the builder on the same page.



Register at bit.ly/new-construction-101
or scan the QR code.

Questions? Contact Jennifer Sunstrom, RANW
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