



Learn how to help clients:

- ✓ Interpret construction sales contracts
- ✓ Evaluate the pros and cons of purchasing new homes versus existing homes
- ✓ Evaluate the characteristics of new homes —from custom to spec construction
- ✓ Understand how new homes are constructed, from groundbreaking to walkthroughs, inspections, and closing

ONE-DAY COURSE

New-Home Construction & Buyer Representation: Professionals, Product, & Process

Make new-home construction a win-win transaction for buyer clients.

Tap into the opportunity & demand for new construction by learning how to represent buyers through every stage of the new-home construction process—from lot selection and builder negotiations to final walkthrough and closing. You will gain the product and transaction knowledge needed to protect the interest of buyer-clients and learn how to effectively interact with new-home builders and sales representatives to build long-term productive business relationships.

SIGN UP NOW AT [FAARMEMBERS.COM/CALENDAR](https://faarmembers.com/calendar)

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

MAY 5, 2026
9 AM - 5 PM | ON ZOOM

INSTRUCTED BY
MATTHEW RATHBUN

\$99 FAAR MEMBERS
\$109 NON-MEMBERS

**8 hours CE RE Related/
2 Hours PL Current
Industry Issues &
Trends**

SPONSORED BY

