

New vs. Used



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True cost is always more than sale price.

The home-buying process involves a lot of decisions, and one of the biggest choices to make early is whether to buy a new home or an older home. There are benefits to each, of course, but the important ones to consider usually involve total cost, not simply the sale price of each.

1 A new home means there's nothing to repair or replace

The most obvious benefit to buying a new home as opposed to an older home is that it's brand new. It's untouched, it's clean, everything is in good working order and nothing needs to be repaired. That's a pretty huge incentive to buy new. Plus, new homes are generally customized to an owner's liking and tend to feature current design esthetics,



energy efficiencies, open floor plans, more closet space and larger master bathrooms. In that regard, a newer home lets you spend your time living and enjoying your home as soon as you move in instead of repairing, replacing and redoing.

“A key question for buyers should be ‘When were the home’s major components last replaced and upgraded?’”



2 An old house may also mean old components

Depending on an older home's age, experts recommend that buyers consider the potential cost of renovations, repairs and annual energy usage associated with older homes. Whether it's replacing appliances or carpeting or getting new high-ticket items like air conditioners, water heaters, furnaces or roofs, your out-of-pocket costs can climb quickly. If the components are more than, say, a decade old, buyers should factor the cost of replacement into their decision to purchase the home.

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3 Up-to-date on move-in day

Another benefit to buying new is that the home (or townhouse or condo) can have all the latest amenities. Today's new homes can come with solar panels, energy-saving windows, smart appliances, USB outlets, smart thermostats, door locks you can control with your phone, and other features that might make your older home look really old, especially a few years down the line.

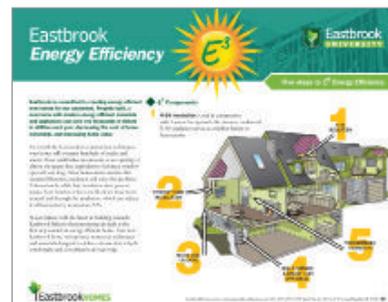


That's important down the road because as more new homes are built older homes can look less and less attractive to future home buyers.

4 Lower energy costs

Aesthetics aside, these upgrades could actually save you a lot of money each year on utility costs because they're designed to be cost-efficient, not just handy. You might even get a tax break! Not only that, but many new homes use low-VOC paints and flooring, claimed by some to be better for your health.

The Eastbrook University flier on our **E³** technology (Eastbrook Energy Efficiency) shows the dramatic energy savings achievable* when a home is designed and built specifically for energy savings.



**monthly energy savings average more than 60%.*