

Your new home starts here

A practical guide for Las Vegas, Henderson and North Las Vegas.

01 Start with your priorities

Decide what matters most: monthly payment, move date, location, layout, outdoor space and future needs. Separate must-haves from nice-to-haves. Choose between a completed inventory home and a home that still needs to be built.

02 Understand your budget

Speak with a licensed lender about preapproval. Ask for a complete monthly estimate including principal, interest, taxes, insurance, HOA dues and any mortgage insurance. Budget separately for down payment, closing costs, moving and reserves. Preapproval is not final loan approval.

03 Connect before visiting a builder

Contact Joseph before visiting or registering online. Builder policies for recognizing your agent vary. Ask how registration works and whether your agent must attend the first visit. Discuss representation, services and compensation before touring.

Why work with Joseph?

Joseph Walters has served the Las Vegas real estate market since 2008, with over 400 real estate deals completed and nearly 50 flips. He helps buyers compare communities, ask the right questions and coordinate the path from first visit to closing.

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General education. Terms vary. Joseph is not a licensed lender. Updated October 16, 2026. / 1

Why use a Realtor?

An experienced guide for the decisions behind the model home.

A buyer-focused perspective

A builder sales representative works for the builder. Your own Realtor can help you evaluate choices against your goals, compare communities and discuss the terms of your purchase. Clarify who represents whom at the start.

Compare the complete offer

Look beyond the advertised base price. Ask about the homesite premium, structural options, design selections, landscaping, appliances, window coverings, HOA dues and closing costs. Compare included features and written incentives across communities.

Understand representation and fees

A written buyer agreement explains services, duration, compensation and other terms. Compensation is negotiable and is not set by law. Review who pays, any builder contribution and any amount you may owe. Do not assume representation is automatically free.

Help throughout the transaction

Joseph can help organize tours, identify questions about builder paperwork, track milestones and coordinate with your lender, inspector and escrow team. Ask an attorney about legal contract questions. Your Realtor does not replace independent inspections or lender advice.

Make financing incentives clear

Ask the lender for the interest rate, APR, loan costs, qualification criteria and expiration dates in writing. For a temporary buydown, understand the payment after each step and the full note rate. Compare Loan Estimates and ask whether an incentive requires a preferred lender.

What to expect before you get the keys

A simple roadmap and a checklist to take on your tour.

Select the home and review the contract

Confirm the exact homesite, floor plan, included features, options, deposit requirements, refund provisions, deadlines and estimated completion. Ask how delays, change orders and cancellations are handled before signing.

Stay involved during construction

Ask for milestone updates and approved inspection opportunities. Hire a qualified independent inspector and confirm access and timing with the builder. Keep a written record of selections and questions. For a completed home, review condition and remaining work.

Prepare for closing and your walkthrough

Confirm financing, insurance, final funds and closing instructions. For most purchase mortgages, you must receive the Closing Disclosure at least three business days before closing. Compare it with your Loan Estimate and raise discrepancies with your lender. Independently verify wiring instructions using a trusted phone number.

Walk through, close and plan ahead

Document items at the final walkthrough and get the repair process in writing. Ask when keys are released and when utilities should transfer. Keep warranty information, service contacts and maintenance instructions. Builder warranties vary; confirm coverage, exclusions and reporting deadlines.

Bring these questions on your next tour

What is included in this price? What are the total monthly costs? Which incentives apply to this exact home? What deadlines apply? Can I use an independent inspector? What does the warranty cover? What happens if completion is delayed?