



SEIDER
REALTY TEAM

POWERED BY THE ASCEND GROUP AT LPT REALTY

YOUR CENTRAL TEXAS NEW-CONSTRUCTION GUIDE • CENTRAL TEXAS

Buying New Construction, the Right Way

Why the buyers who do this best bring their own advocate – from someone who spent years selling new homes for the builders.

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Read this before you walk into a single model home

Buying a brand new home in Central Texas is a great move right now. There is more to choose from, the deals are real, and nobody has ever lived in the house. But here is the part most buyers never hear. The friendly person who greets you in that model home does not work for you. They work for the builder. That is not a bad thing. It is just the truth, and once you know it, everything changes. This guide shows you how to buy new the smart way, and it makes the honest case for why the buyers who come out ahead bring their own advocate. It walks you through why I am the one they bring.

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Why buyers want me on their side

Here is the honest reason this guide exists. For years, I sold new homes for the builders. I sat in the model home. I wrote the contracts. I ran the incentives. I know exactly how a new home deal is built, because I helped build them. Now I use every bit of that for you instead of against you. When you bring me in, you are not getting someone to unlock doors. You are getting the person who used to sit on the other side of that table, and who now spends everything he learned there protecting your money and making the whole thing easier.

That matters for one simple reason. New construction is the one purchase where the person guiding you is paid to sell you that specific house at that specific price. A great advocate on your side changes the outcome, and in new construction it usually costs you nothing to have one. Let me show you what that looks like in real dollars.

How I actually save you money

This is the reason to keep reading. New home value is not won by arguing over the sticker price. Builders hold that price on purpose, because it sets the comps for the whole community. The savings live everywhere else, and that is exactly where my years on the builder side pay off for you.

The incentives are bigger than you think, if you know how to ask

Builders almost never open with their best offer. There is usually rate buy down money, closing cost help, and design center credit sitting behind the first number they give you. The way those are packaged matters as much as the size. I know what is really available across the corridor this week, and I know how to combine it so more of

it ends up in your deal. On a new home that can be many thousands of dollars you would have left on the table.

[Ask me for this week's incentive tracker.](#)

A permanent rate buy down can beat a price cut

When rates are high, the smartest money is often not a lower price. It is a lower rate for the life of the loan.

Builders will sometimes fund a permanent rate buy down that saves you more over time than knocking money off the price ever would, and it lowers your payment every single month. Most buyers do not know to ask for it, or how to compare it against a price reduction. I do that math with you so you take the version that actually helps you most.

Upgrades are where buyers quietly overspend

The design center is beautiful and it is designed to get you to spend. Some of those choices come back to you at resale. Most of them never do. Before you put a dollar past the base price, I tell you which upgrades hold value and which ones you will never see again. That one conversation often saves more than my entire value on the deal.



The one move that protects all of this: register with me first

This is the most important sentence in the guide. The most common way buyers lose their right to free representation is by registering at the model home on their own first visit. Many communities require your agent to be with you from that very first walk in the door. If a community is even on your list, tell me before you go. It costs you nothing to have me there, and it can save you a great deal.



The builder connections and the inside read

Anyone can walk you through a floor plan. The value is in what happens where you cannot see it. I spent years inside that world, so I know the sales managers, I know how these companies price and move inventory, and I know what the contract is really doing. Here is what that means for you.



Relationships that get calls returned

I have worked with and against a lot of these builder teams. Knowing the people on the other side does not just feel good. It gets your questions answered faster, gets problems solved before they grow, and helps your offer get taken seriously.



Timing that works in your favor

Builders have quarter ends and standing inventory. There are quiet stretches when the deal gets much better and busy ones when it does not. I know that calendar, so we make your move when the leverage is on your side.



The contract, read for you

The builder contract is written to protect the builder. I read it for the parts that affect you. The timeline, the warranty, what happens if rates move or your build runs late. You will understand what you are signing before you sign it.



An honest voice with no stake in this one house

The on site agent needs you to buy this house. I do not. Sometimes the best money I save you is the deal I talk you out of. That freedom is the whole point of having your own person.

The model home is the builder's best salesperson. You should have your own, and mine has read the script from the inside.

Real people. Real new homes.

You do not have to take my word for any of this. These are real, public Google reviews from buyers and agents I have helped on new construction homes right here in Central Texas. Nothing here is invented.

"Pete has been absolutely incredible throughout this entire journey. His professionalism, transparency, knowledge, and genuine passion for what he does place him at the absolute top of this industry."

Hunter Morrison, new home buyer, Goodnight Ranch



Mack, first time buyer, Goodnight Ranch. "He was transparent on every question, so it made the purchase super easy and straightforward."



Evan Fahning, new home buyer. "Pete spent almost 2 hours with us answering all of our questions. Everything on our list was adjusted by closing, which couldn't have gone smoother."



Carlos Gonzales, real estate agent. "Pete made the entire buying process easy and stress free. You know your clients will be well taken care of."

These reviews reflect Pete's work with new home buyers, including his time as an on site sales counselor. [Read them all on Google.](#)

A serious team behind the personal service

You work with me and Eugenia directly, and you are never leaning on just two people. Behind us is The Ascend Group at LPT Realty, one of the fastest growing real estate companies in Central Texas. That means real reach and real backup on every deal, so nothing falls through the cracks.



Proven and growing

A two time Inc. 5000 honoree, as The Agency Texas, and recognized among the fastest growing companies in Austin. That kind of growth only comes from taking care of people.



Trusted at scale

A 4.9 out of 5 rating across more than 2,000 client reviews on Zillow, Google, and Facebook. The bar I am held to is not just my own.



Reach across Texas

More than 120 professionals across Austin, San Antonio, and Houston. Wherever your search goes, and whoever you need, you are covered by people I trust.

Team level figures reflect the collective recognition of The Ascend Group, formerly The Agency Texas, and are not represented as Pete's individual production. [Go deeper on new construction at New Home Dispatch.](#)

How working with me goes

No mystery and no pressure. Here is the whole path.

- ☐ **We talk first.** What you want, your timeline, your budget, and the communities you are curious about. You leave knowing more either way.
- ☐ **You register with me before you tour.** One quick step that locks in your free representation across the communities we visit.
- ☐ **We tour with a plan.** The right communities in the right order, with my honest read on each one, the good and the trade offs.
- ☐ **We build the deal.** Incentives, the rate, upgrades, and the contract terms, all negotiated to put real money back in your pocket.
- ☐ **We build, inspect, and close.** I keep the builder on schedule, get a real independent inspection even though the home is new, and hand you the keys with a clear head.



The easiest first step

Thinking about a specific community, or just starting to look? [Tell me where you are headed](#) and I will give you a straight read before you ever set foot in a model home. Just loop me in before you register anywhere. It protects you, and it costs you nothing.

This guide is educational and general. It is not tax, legal, or lending advice, and figures change. Verify the details for any property, community, and loan before relying on them. Equal Housing Opportunity. [TREC Information About Brokerage Services](#) · [TREC Consumer Protection Notice.](#)



Made for you by Pete & Eugenia

We're a husband-and-wife team who help families move to Central Texas with a lot less stress and a lot more confidence. This guide is our way of helping before you ever pick up the phone. Whenever you want a real person to think it through with you — areas, timing, a specific home — we're one call or text away. No pressure, ever.

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Going deeper on new construction? **New Home Dispatch** is our independent, no-pitch guide to buying new in Central Texas — newhomedispatch.com.

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