new Home dispatch
THE INDEPENDENT GUIDE TO NEW CONSTRUCTION · AUSTIN, TX

Chapter 13: Buying With Resale in Mind

You're not just buying a home — you're pre-selecting your future listing. The choices that hold value and the ones that don't.

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13. Buying With Resale in Mind

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The lot outranks the upgrades

Finishes can be changed; the lot cannot. Lots that hold value: greenbelt or open-space backing, cul-de-sacs, no rear neighbors, reasonable drives to the amenity center without being next to its parking. Lots that fight you at resale: backing to arterial roads or future retail, under power lines, at drainage low points, or facing the community's service infrastructure. Lot premiums on genuinely better lots are usually money well spent; premiums on marginally better lots are the design center in disguise.

Floor plans the market rewards

Broad-market plans resell best: three-plus bedrooms, a dedicated study since remote work became permanent, a usable secondary living space, and a primary suite that isn't compromised. Highly personal layouts — bedrooms converted away, single-purpose specialty rooms, awkward fifth-bedroom conversions — narrow your future buyer pool. When two plans tempt you equally, pick the one more people could live in.

The competition question

If you sell within the community's build-out window, your competition is the builder's newer inventory — with a warranty, current incentives, and a sales office with unlimited patience. That's a hard matchup. Selling after build-out means competing only with other resales, in a finished community. This is why phase position (Chapter 5) and hold horizon belong in the purchase decision: early-phase pricing is the compensation for years of construction and resale disadvantage; late-phase buyers pay more for a cleaner exit.

School districts as an asset class

Highly rated districts function as resale insurance — demand from relocating families is steady and relatively price-insensitive. A district's trajectory matters as much as its current rating in fast-growing areas: new campuses, rezoning plans, and bond programs all move the picture. Verify the zoned campuses for your specific lot, not the district average.

> Reporting note: The test for any structural choice is brutal but useful — imagine the listing photos and the listing description. If a choice wouldn't help either one, it's for you, not the house. That can still be worth it; just know which purchase you're making.