NEW HOME DISPATCH · BUYER TOOL

Builder Incentive Comparison Worksheet

Compare the outcome, not just the amount.

Fill out one card per incentive option your builder offers. The grey prompt under each field tells you what to look for. Then use the final section to compare each option against your own goal and timeline.

INCENTIVE OPTION #1

INCENTIVE TYPE

(Closing-cost credit, rate buydown, price reduction, upgrade credit…)

ADVERTISED AMOUNT

(The dollar figure the builder is promoting)

PERMITTED USE

(What will the builder and lender actually let it apply to?)

REQUIRED LENDER OR TITLE COMPANY?

(Do you have to use theirs to get it? Who?)

ELIGIBLE HOMES

(Which lots, plans, or move-in dates qualify?)

EXPIRATION DATE

(When does this offer end?)

RESTRICTIONS OR CONDITIONS

(Anything that limits, reduces, or claws it back?)

EFFECT ON YOUR MONEY

EFFECT ON CASH NEEDED AT CLOSING

(Does this reduce the money you'll need on closing day?)

EFFECT ON LOAN BALANCE

(Does it lower the amount you finance?)

EFFECT ON NOTE RATE

(Does it change your actual interest rate?)

INITIAL PAYMENT EFFECT

(Does your first-year payment change?)

LATER PAYMENT EFFECT

(Does the payment change after any initial period?)

ESTIMATED UPFRONT COST OR ALLOCATION

(What does this use cost, or how much is set aside for it?)

ESTIMATED BREAK-EVEN PERIOD, IF RELEVANT

(How long until the savings cover the upfront cost?)

EXPECTED VALUE BEFORE SELLING OR REFINANCING

(What will you actually gain in the time you'll keep the loan?)

WHAT I GIVE UP BY SELECTING THIS

(Which other use are you passing up?)

QUESTIONS STILL UNANSWERED

(What do you still need the builder or lender to confirm in writing?)

INCENTIVE OPTION #2

INCENTIVE TYPE

(Closing-cost credit, rate buydown, price reduction, upgrade credit…)

ADVERTISED AMOUNT

(The dollar figure the builder is promoting)

PERMITTED USE

(What will the builder and lender actually let it apply to?)

REQUIRED LENDER OR TITLE COMPANY?

(Do you have to use theirs to get it? Who?)

ELIGIBLE HOMES

(Which lots, plans, or move-in dates qualify?)

EXPIRATION DATE

(When does this offer end?)

RESTRICTIONS OR CONDITIONS

(Anything that limits, reduces, or claws it back?)

EFFECT ON YOUR MONEY

EFFECT ON CASH NEEDED AT CLOSING

(Does this reduce the money you'll need on closing day?)

EFFECT ON LOAN BALANCE

(Does it lower the amount you finance?)

EFFECT ON NOTE RATE

(Does it change your actual interest rate?)

INITIAL PAYMENT EFFECT

(Does your first-year payment change?)

LATER PAYMENT EFFECT

(Does the payment change after any initial period?)

ESTIMATED UPFRONT COST OR ALLOCATION

(What does this use cost, or how much is set aside for it?)

ESTIMATED BREAK-EVEN PERIOD, IF RELEVANT

(How long until the savings cover the upfront cost?)

EXPECTED VALUE BEFORE SELLING OR REFINANCING

(What will you actually gain in the time you'll keep the loan?)

WHAT I GIVE UP BY SELECTING THIS

(Which other use are you passing up?)

QUESTIONS STILL UNANSWERED

(What do you still need the builder or lender to confirm in writing?)

INCENTIVE OPTION #3

INCENTIVE TYPE

(Closing-cost credit, rate buydown, price reduction, upgrade credit…)

ADVERTISED AMOUNT

(The dollar figure the builder is promoting)

PERMITTED USE

(What will the builder and lender actually let it apply to?)

REQUIRED LENDER OR TITLE COMPANY?

(Do you have to use theirs to get it? Who?)

ELIGIBLE HOMES

(Which lots, plans, or move-in dates qualify?)

EXPIRATION DATE

(When does this offer end?)

RESTRICTIONS OR CONDITIONS

(Anything that limits, reduces, or claws it back?)

EFFECT ON YOUR MONEY

EFFECT ON CASH NEEDED AT CLOSING

(Does this reduce the money you'll need on closing day?)

EFFECT ON LOAN BALANCE

(Does it lower the amount you finance?)

EFFECT ON NOTE RATE

(Does it change your actual interest rate?)

INITIAL PAYMENT EFFECT

(Does your first-year payment change?)

LATER PAYMENT EFFECT

(Does the payment change after any initial period?)

ESTIMATED UPFRONT COST OR ALLOCATION

(What does this use cost, or how much is set aside for it?)

ESTIMATED BREAK-EVEN PERIOD, IF RELEVANT

(How long until the savings cover the upfront cost?)

EXPECTED VALUE BEFORE SELLING OR REFINANCING

(What will you actually gain in the time you'll keep the loan?)

WHAT I GIVE UP BY SELECTING THIS

(Which other use are you passing up?)

QUESTIONS STILL UNANSWERED

(What do you still need the builder or lender to confirm in writing?)

MY PRIMARY GOAL

- ☐ Preserve cash
- ☐ Reduce the long-term payment
- ☐ Reduce the initial payment
- ☐ Lower the purchase price
- ☐ Improve the home
- ☐ Other

MY EXPECTED TIMELINE

EXPECTED YEARS IN THE HOME

EXPECTED YEARS BEFORE REFINANCING OR PAYING OFF THIS LOAN

FINAL QUESTION

Which option best supports my goal after considering its restrictions, timeline, and tradeoffs?