

NEW CONSTRUCTION INSIDER

Community Tour Scorecard

Rate every community on the 12 things that matter
— before the tours blur together.

Print a few. Fill one out per community.

Free buyer resource · Charlotte, North Carolina

Tours blur together by the third model home. Score each community right after you visit, while impressions are fresh. Circle 1 (poor) to 5 (excellent) for each category.

Community name

Builder • Date toured

Base price quoted • All-in estimate

Lot & homesite (size, privacy, orientation)	1	2	3	4	5
Floor plan fit (beds, baths, flow)	1	2	3	4	5
Included features vs. upgrades needed	1	2	3	4	5
Community amenities (pool, trails, clubhouse)	1	2	3	4	5
Location & commute	1	2	3	4	5
Schools (if applicable)	1	2	3	4	5
HOA dues & what they cover	1	2	3	4	5
Builder reputation & warranty	1	2	3	4	5
Price vs. budget (all-in estimate)	1	2	3	4	5
Resale outlook (lot position, phase)	1	2	3	4	5
Model home honesty ('as shown' price?)	1	2	3	4	5
Gut feeling (would I live here?)	1	2	3	4	5

Notes & red flags

The 5 questions to ask at every sales office

1. What incentives are currently offered, and on which lots do they apply?
2. What is the 'as shown' price of this model, including all upgrades?
3. What are the HOA dues today, and what is their history of increases?
4. Show me the full site plan — what gets built behind and beside this lot in future phases?
5. What is the current build timeline from contract to closing?

Tip: photograph the answers (or the price sheet) with your phone. Memories fade; photos don't.