NEW-CONSTRUCTION RESOURCE

Northeast Florida New-Construction Financing Guide

A practical planning guide for builder contracts, preferred-lender incentives, rate decisions, CDD fees, taxes, insurance, completion, and closing readiness.

Built for a better conversation	Use this guide to organize questions and documents. It provides general education, not a quote, approval, commitment to lend, legal advice, tax advice, or financial advice.

Prepared by	Service area
Jason Kindler **President, First Coast Mortgage Funding** **25 years in mortgage lending**	**Florida borrowers and Realtors** **Deep expertise across Duval, St. Johns, Clay, Nassau, and Flagler counties**

jasonkindler.com | 904-734-3255 | jkindler@firstcoastmtg.com

BEFORE THE CONTRACT

Build the financing plan before the deadlines begin.

A new-construction mortgage must stay aligned with a property and timeline that may still be changing. Review the written contract and financing assumptions early.

Contract and deposit

- ☐ Identify deposit amounts, due dates, refundability, and financing-contingency deadlines.
- ☐ Keep receipts, wire confirmations, and statements for every builder or design deposit.
- ☐ Confirm the estimated completion window and the contract process for delays.
- ☐ Ask which incentives depend on an affiliated lender, title company, or other provider.

Borrower readiness

- ☐ Review income, assets, credit, debts, and expected funds for closing.
- ☐ Discuss job, business, credit, or cash changes that may occur during the build.
- ☐ Decide whether a deeper upfront underwriting review is appropriate.

Do not wait for the final weeks

Income, property, appraisal, insurance, title, and documentation questions are easier to solve before the builder issues a firm closing notice.

COMPARE WRITTEN OFFERS

Treat the builder incentive as one line in the full comparison.

A large credit can be valuable, but it does not automatically produce the lowest cost, lowest payment, or strongest closing plan.

Standardize the scenario

- ☐ Use the same price, down payment, loan amount, loan type, term, and occupancy.
- ☐ Confirm the rate, lock status, lock expiration, points, and lender credits.
- ☐ Compare lender-controlled costs separately from estimated taxes, insurance, and escrow items.

Test the incentive

- ☐ Confirm the exact credit and every condition required to receive it.
- ☐ Determine whether the credit can be fully used under the loan program and contract.
- ☐ Compare cash to close, complete payment, five-year cost, and expected time in the mortgage.
- ☐ Evaluate communication, underwriting depth, appraisal timing, and extension management.

Ask for a line-by-line explanation

If two Loan Estimates use different assumptions, the totals do not yet provide a fair comparison.

PAYMENT AND TIMELINE

Plan for the complete Northeast Florida housing expense.

The property can change the payment as much as the loan. Use realistic estimates and refresh them as the home, community, and closing date become known.

Complete payment

- ☐ Principal and interest
- ☐ Property taxes after the sale and any reassessment
- ☐ Homeowners, wind, and flood insurance when applicable
- ☐ Mortgage insurance when applicable
- ☐ HOA dues and Community Development District assessments
- ☐ Other property-specific obligations

Rate strategy

- ☐ Identify the realistic closing window before choosing a lock.
- ☐ Ask about lock cost, expiration, extension cost, float-down terms, and who monitors the date.
- ☐ Stress-test a delay rather than assuming the first completion estimate is final.
- ☐ Recheck qualification if the payment, rate, taxes, insurance, or debts change.

CDD and HOA are not interch angeable

A CDD assessment may appear on the property tax bill while HOA dues are generally separate. Verify both for the specific lot.

YOUR NEXT CONVERSATION

Use these questions before the builder schedules closing.

Write down the facts that still need verification. Do not include sensitive account or identity information on a copy that will be sent through ordinary email.

01 What deadlines and deposits does the contract create?

02 What is the complete written value of each lender offer?

03 How much delay can the rate strategy absorb?

04 Which tax, insurance, HOA, CDD, appraisal, or completion items remain unverified?

Ready for a documented review?

Schedule at jasonkindler.com/schedule or call 904-734-3255. Use the secure mortgage application when financial documents are required.