



## The New Home Warranty

Expensive piece of paper or a  
genuine value add?



# EXACTLY what is a New Home Structural Warranty?

- Manufacturers warranty?
- Workmanship warranty?
- Insurance backed guarantee?
- It's a fully transferrable insurance policy, backed by an A Rated insurer.
- Approved by Government and Lenders



# The elements of a New Home Structural Warranty.

- Initial developer risk assessment
- Recognised insurance cover.
- Thorough site based technical audit program.
- Continual reassessment of developer performance.
- Comprehensive after sales customer care.



# What's does a Build-Zone New Home Warranty cover?

Section	Cover	Responsibility
4.1	Cover Prior to Completion	Insurer
4.2	The first 2 Years Post Completion (Defects Period)	1 <sup>st</sup> Developer 2 <sup>nd</sup> Insurer
4.3	Years 3 to 10 (Structural Insurance Period)	Insurer
5.1	Contaminated Land Remediation Expenses (Years 3 to 10)	Insurer
5.2	Physical Health & Safety of Occupants (Years 3 to 10)	Insurer



# Who is going to ask me for a New Home Warranty?

## Prior to Works Starting

- Your development financier
- An Approved Inspector

## During the project

- Your sales agent

## At Completion

- Your customer or their solicitor



# Is there an alternative?

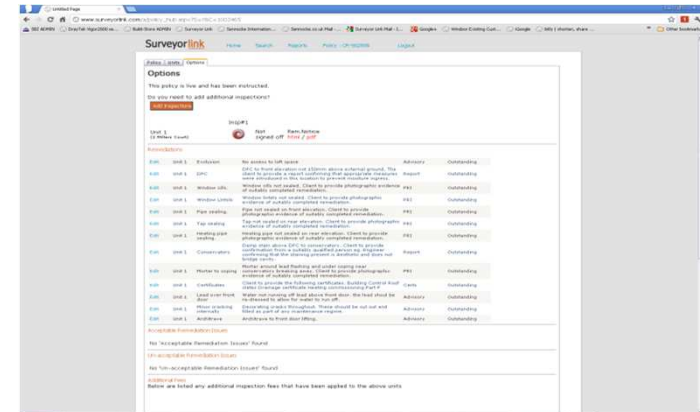
- Professional/Architects Certificate
- Find a cash buyer!
- Retrospective warranty
- Frustrated sale can lead to reduction in value



# Helping you realise value

More than just an expensive piece of paper!

- Build-Zone 'Registered Developer' status
- Recognised by Lenders CML & BSA
- Designated Warranty Link Approved
- Experience & flexibility
- Combined technical auditing & building control
- Efficient web based audit reporting



**BUILD-ZONE**  
10 YEAR WARRANTY



# Helping you realise value



- Full sales support service  
*Sell with confidence!*
- Defects dispute resolution
- Independent claims service
  
- More than an expensive piece of paper!



# Next Steps...



**BUILD-ZONE**  
10 YEAR WARRANTY



*Thanks for listening!*

If you have a specific question, my workshop starts at 11.30am and is being held in the Wolseley House.

**0845 230 9873**

**[www.buildzone.com](http://www.buildzone.com)**

