



## INTERIOR ARCHITECTS AND DESIGNERS FOR FIX AND FLIPS

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Fix and flippers are knowledgeable in the steps it takes to invest. Most often, fix and flippers do not realize that there is an abundant amount of codes that all building must adhere to before putting a building back on the market. Our first [newsletter](#) discusses the importance of codes and standards in every build, regardless of commercial or residential. All buildings need to be safe. Having current construction plans that outline and educate end-users will help with the reassurance they are looking for when purchasing a home.

Purchasing a home is one of the biggest investments a homeowner makes in their lifetime. Thus, the age-old debate prospective homeowners have is whether they should buy new or used. Purchasing a new build reassures the prospect that not only is everything updated and brand new, but that the home is following certain codes and standards.

Today's new homes show owners that it will stand the test of time, and that they can live comfortably for many years to come. There is no need for upfront updates and/or upgrades. It could be ten years before that new

house will be considered for any major renovation or repair.

Older homes do need updating and upgrading to compete with the new home model. These older homes will either be built-up by the owner themselves, sale to someone who will, or both.

### **When an owner updates and upgrades their own home**

When a homeowner updates and upgrades their own home, they feel it is their right to do so without seeking advice or consulting with city planning. Updates and upgrades are just made to how the owner feels they should be.

### **When an owner puts their home up for sale**

When a homeowner does not have the bandwidth to deal with the aging home, then they will sale that home. It is as easy as finding a realtor to match their home to another person who is prospecting for a "new" home, and that prospect is considering a new or preexisting home.

During this time of consideration, the prospect is thinking about how the home will serve their needs and wants. Is the new prospect looking forward to building up a preexisting home? Or are they looking to relax with minimal and only maintaining repairs? Major considering factors include whether the home is new, updated, and upgraded.

## **When an owner updates and upgrades their own home and then puts it up for sale**

When a homeowner has decided to sale their home and realizes that they need to update and upgrade to get it sold for a higher price, then they came to a point that immediately affects if a prospect will consider that home to be a “new build” or not.

The prospect will still consider the same qualifying questions that they would still consider with comparing brand-new builds to preexisting. Is the prospect looking to relax with minimal and only maintaining repairs? Will this home serve them, their family, and environment to sustain the next 10 years or longer of their lives?

This is when the original owner should decide whether updating or upgrading should be considered, and what professionals should they reach out to complete the tasks.

## **When an owner sales their home to an investor**

Typically, when homeowner’s sale their home to an investor it is because there are too many construction problems to fix and are looking for a quick way out. They are realistic with the fact that their home will not sale for the same or more than a home with updates and upgrades. So, the investor purchases the property for an amount that will help them fix those construction problems. Sometimes it is for cosmetic purposes and sometimes more serious construction need to take place.

The investor is quick to decide whether the property is worth more than a cosmetic fix and flip. These quick fixes will update the home’s appearance, but will it upgrade them and to the point that they are among the leading considerations to what prospects are looking for?

New builds have construction documents that lay out all the codes and standards that are present in the home for safety and many new home builders go through the city’s planning department for qualification.

The same is not always true for older homes that are going through a fix and flip. Instead, the fix and flip investor will hire a general contractor who has systematic construction techniques are universal to all types of fix and flips. Investors have the final say whether something should be updates or upgraded depending on the immediate needs of the end-user, not necessarily for end-users in 10 years.

According to 7 out of 12 investors said the main purpose of a fix and flip is to make money, and the other half mentioned that it is for providing value to the community. This surprising study shows that about 42% of fix and flip investors are willing to create “generational wealth”.

Generational wealth is a term that describes the value of an asset that can leave behind an outstanding bequest to many generations to come. In real estate, if you can pass down a home that does not need to be structurally remodeled for many generations, then that property will more than like stay in the family for many generations to follow which typically appreciate in value, compared to homes that are not.

This generational wealth is what gives brand new home build an advantage to the home shoppers considerations. Today’s flipped homes are competing for this model.

It is important to note that purchasing a home is the number one major investment anyone makes in their lifetime, so there is a lot to consider. Fix and flip investors are starting to find that marketing advantage of offering homes for generational wealth.

But what does that mean? What does that flip need to include for end users to be satisfied enough to call that their home for generations to come?

The interior architecture of a home has a lot to do with the longevity of a home. An interior architect can easily manage and create a quick design without going over budget. Fix and flip homes that offer certain necessities, that only interior architects have studied, creates a competing advantage among those for sale, enhancing resale value.

Interior architects can supply fix and flip investors with modern construction plans and equipment for marketing that help end users live prosperously for many years. Consulting with an interior architect before the fix and flip is bought can greatly reduce operating expenses, lessen repair costs, and improve tenant satisfaction. End user have a new peace of mind when they decide to buy a preexisting property compared to a brand-new build.

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