

COMPARING BUILDER QUOTES

HOW TO COMPARE BUILDING QUOTES FOR YOUR HOME RENOVATION OR NEW BUILD PROJECT

Each builder provides a different level of detail, and uses a different structure for their quote.

So how do you compare one builder's quote with another?

If you simply look at the bottom line and compare the total cost, you are about to make a big mistake. By making a comparison on price alone, you are assuming that each builder has covered the same scope, does not have hidden costs, and will build using the same standard and quality of products.

Start by providing all builders with the same brief and the same drawings.

The beauty of the C2C PRO Itemised Trial Budget Report is that you can tweak your design so it fits into your budget, before you take that design to see how other builders compare on the same plans.

To ensure that you can fairly compare quotes from multiple builders, make sure you provide each with the same brief, the same plans and specifications. This will even the playing field and make it easier for you to compare.

Are you comparing apples with apples?

That is, do the building quotes that you are comparing include the same items? Is it clear what is included and what is excluded? **Our Itemised Trial Budget Report ensures you are including ALL of the costs, so you won't be hit with nasty hidden surprises down the track.**

If the total quote from one builder is much lower than the others, chances are there are significant items not included. Be careful and ask questions. Use the checklist to start the conversation.

Is the building quote lacking in detail - are there hidden costs?

If a builder's quote is lacking in detail, or if doesn't list everything you have requested then proceed VERY carefully. If an item from your brief is not specifically listed then chances are it has not been costed into the quote. Again, use our checklist to help compare.

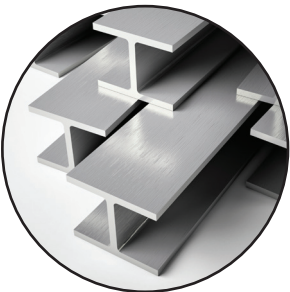
Building prices can vary due to different types and grades of materials and provisional sum items specified.

If a builder is very cheap, and their quote to build seems significantly low, you will need to ask more questions about the materials supplied.

Eg: Our software allows you to specify different levels of fixtures and finishes. What are the allowances provided by the other builders? Are you allowed to find your own bargains? Do you have to choose only from their suppliers?

What do we mean by prime cost and what is a provisional sum?

Quotes with budget-level provisional sums come in cheap but cost you further down the track. For every prime cost item in your project where you can make a selection e.g. taps, appliances, door handles, etc... the Builder will have allowed an amount in your quote referred to as a prime cost. If the amount allowed is low, and you want your project to achieve quality results, you will definitely be facing expensive variations along the way – and a likely variation fee per item as a double blow!



QUOTE COMPARISON CHECKLIST

Using this checklist, be sure that you are comparing apples with apples. Ask the other builders if their quotes include all of the below. Also ask them if there is anything specifically not included in their quote. Ask them if they charge a fee on top of variations. Can you shop around for your own prime cost items? Tiles and taps etc. If all of these items are not included then you cannot compare the quotes on price alone.



INCLUSION / QUOTED ITEM	C2CPRO CONSTRUCTION MANAGER QUOTE	STANDARD BUILDER QUOTE 1	STANDARD BUILDER QUOTE 2
Do prices EXCLUDE builder's margins/markups?	✓		
Are there a penalty-free variations?	✓		
Contract is HIA, Master Builders approved?	✓		
All subcontractors and trades are licensed not just the builder	✓		
Construction Manager - project fee	✓		
Insurances	✓		
Site Preparation	✓		
Engineers - surveyors - certifiers and consultants	✓		
General hire (skip,toilet,scaffolding)	✓		
Demolition and house lift	✓		
Machinery hire	✓		
Concrete works	✓		
Timber supply	✓		
Roof trusses	✓		
Block and bricks - General	✓		
Termite protection	✓		
Eaves verandah linings	✓		
Steelworks	✓		
Insulation and soundproofing	✓		
Roofing	✓		
Lightweight claddings	✓		
Windows and glass doors	✓		
Internal fixout - entry doors	✓		
Balustrades - internal external	✓		
Stairs - internal external	✓		
Carpentry	✓		
Plumber / Gasfitter	✓		
Electrician	✓		
Plaster linings	✓		
Waterproofer internal external	✓		
Ceramic tiles supply and lay	✓		
Floor finishes	✓		
Painter	✓		
Cabinet maker	✓		
Prime cost items (what level of finish)	✓		
Final clean	✓		
Landscaping, driveway and fencing	✓		
Garage or carport	✓		
Pool	✓		
Air conditioning	✓		
Contingency amount	✓		