

Nobody Likes Surprises

I have said many times that the hardest part of my job as a professional remodeling contractor is estimating accurately. Remodeling contractors are not magicians and we don't have magic pricing wands. The profession of remodeling entails so many facets of construction from surgical demolition, preservation of wall finishes, general construction know how, knowledge of all of the trades including: HVAC, plumbing, electrical, high tech sound & video and even whole house vacuums. We must be able to evaluate the existing structure for soundness, decide how to tie in the renovation to the existing building, and determine what level of quality will please the client all the while trying to meet the client's needs, wants and budget. We are also expected to do all of this before there is a working set of drawings, structural engineering or a thorough analysis of the project by the various trade people. There in lies the catch 22. If we agree to give "ball park numbers" and truly include all of the sticks, bricks, "construction gotchas", options and upgrades that people are considering along with a professional markup so we can stay in business we invariably are priced very high and don't get the job. If on the flip side we shave the numbers to get to the prospect's price we are prone to loose money on every project and go out of business or have a stack of change orders ready to write one for every additional nail or 2x4 just to catch up on our margin.

Reality is that no one, not me or you like nasty surprises. Please don't ask me for a price that you "won't hold me to" before the time is right to discuss price. Please interview me, look at the depth and breadth of my expertise, the history of my company, the talent of my staff and trade people, my ability to properly produce and execute my tasks in order to give you the best possible project for a reasonable price in an appropriate time frame. Determine for yourself that I am a good fit for you, your family, and your project. Then we can begin discussing your project in depth, taking the time to do the proper analysis and decide the final outcome and price.