

“From Consultation to Contract”

Every house we build is unique, because our customers are unique and consequently, no two customers will have the exact same experience when building their home with us. We are committed to making sure that all of our customers have a home building experience that is beautiful, comfortable, and uncommon. The key to this success is *excellent communication*. First, we have to arrive at a contract agreement. This process usually involves these steps:

1. Consultation (phone call or meeting)
2. Estimate
3. Quote
4. Contract Agreement

It usually starts with *a phone call or meeting*with Zach.  He will hear from you about your goals for your new home. The more specific you can be with your questions, the more accurate his answers will be. Some customers already have a plot of land and a full set of architectural plans. Some folks have only general ideas of where they might like to buy land and no certain house plan in mind. Zach can give you general information and guidance until you reach the point that you are ready for an estimate.

In order to give an *estimate*, Zach needs to have your house plans (in the old days they called these blueprints) and a general description of the land on which the house will be built.  For example, a steep mountainside lot requires a different foundation than a perfectly flat lot.  This estimate is not binding; it's more of a "rough draft" quote. The more specific you can be with your information (i.e. metal roof vs shingles, etc.), the more accurate Zach's estimate will be.

The next step would be a detailed *quote*for the actual price of building your new home.  In order to prepare a quote, Zach must make a visit to the future house site and have *detailed* house plans.  The quote will come to you as an emailed document, and will also cover the terms of building the house such insurance coverage, etc.  It will also include a start date.  Typically, Zach and the customer will make revisions until both sides are happy.  Once agreed, an official *contract agreement* is signed.  If you are financing the cost of your new home through a bank, this document will be an important component of your loan. Once we have gone to contract, we can begin the process of building your home!