

Do not skip the critical 1st step

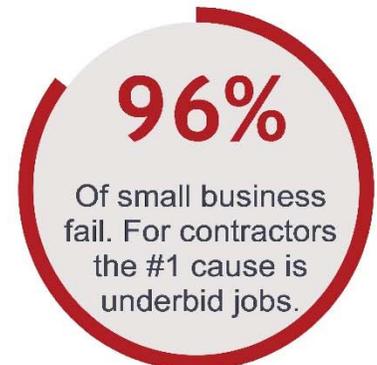
Why do ALL professional project managers recommend the project development and design phase when preparing for home renovations? Well, the stats don't lie and they speak to an unfortunate truth about what you get for a **FREE** estimate.



Noted by industry publication C.C. Magazine.



As reported by an independent research firm, the Standish Group.



According to Grant Thornton LLP's

This means you have a:

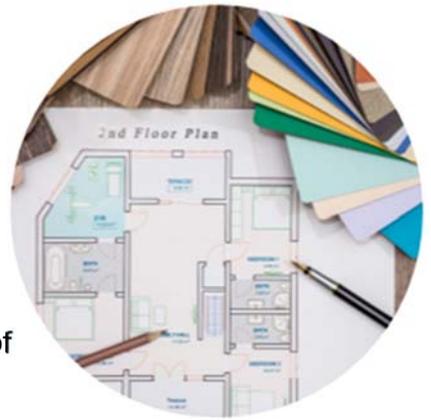
- **67%** chance of not getting an accurately-priced quote in the first place, *ONLY* a
- **29%** chance of hiring a contractor who will not exceed their promised, written-price quote, and a
- **96%** chance of hiring a low-ball contractor who will raise their price once the project starts.

Without this critical first step, you will not have the transparency of knowing exactly what you're getting for your investment. That's one reason why comparing apples-to-apples in estimates is not practical. There is no way to know if your project can realistically be built to turn out the way you want it while meeting your budget without the development phase.

These statistics are daunting, but you'll be happy to know the project development and design phase will allow you to really see what you'll get for the price you'll pay. It's how we can offer all-inclusive proposals with price guarantees. Plus, if you need drawings for city permits, our design-build architectural package can save you over 10% of your investment.

Why is this important phase the most skipped step in the residential building process?

1. With a 96% failure rate for underbid jobs, you have a 96% chance of hiring a company destined to fail. The majority cannot recommend industry best practices as they don't practice them.
2. It is common for new, completed work to be torn out immediately following installation when the functionality or the look of the space does not turn out as promised by the contractor.
3. Tradesmen are NOT designers with the experience required to be relied upon to design projects while taking design elements, features, and practices into consideration.
4. Traditional contractors are NOT design professionals, so a short site visit and free estimate will NOT provide homeowners with the project details they need to make educated project decisions. Decisions that will make or break your project budget.



The obvious solution

At High Tech Pacific Builders, we promote the design-build approach which provides serious benefits to our clients. It is one of the industry's most widely recommended best practice for the overall success of your project even though many other local remodeling business owners won't admit it. Since the stats don't lie – neither will we. You need to take full advantage of this critical first step even if it's with another firm.

Would you go on a cross-country road trip without a map or GPS? Then, why would you choose not to properly plan your project before you invest your hard-earned money in the thousands. As the saying goes, *"First, plan the work; then, work the plan. If you fail to plan, you plan to fail."*

Since you cannot get all the necessary items completed to ensure your complete satisfaction from a short project review and free estimate, this really is the most reasonable and logical way to start your remodeling journey. Especially when considering all the benefits you will get from planning the work before jumping in and tarring things apart. This is where the price battle starts to take root. Plus, there are no standard practices for residential estimating that every contractor is required to follow, so companies are typically all over the place with pricing.

Our process in action

The benefits noted make this a viable option, but did you know the HTP Builders process includes a cost evaluation that will lower your overall construction costs? This applies to all size projects, big and small, but here's one large-scale example:

We recently completed a \$200k+ remodel and second-story addition on a waterfront property. Plans were drawn up by an outside architect prior to our contract with this client. To her surprise, they were going to force her to enlarge the footings of the home and use an outdated method of construction for the new roof system. This was never explained to her and she wasn't even informed about the footing work. We brought these issues to her attention and she decided to transfer design responsibility to our team. Yes, we put the entire project on hold to redesign all the problem areas and yes, the upfront cost of the changes did add up; however, after deducting the added design costs, we saved our client over \$45,750.00 – this is the essence of the design-build process and we apply the same cost evaluation techniques to each project we work on, so you will get the most bang for your buck.

It just makes sense

We work closely with our architect and engineer, pricing the work as the design is underway to ensure we can meet your target investment goals. Since we know your project inside and out, we can ensure you can afford to build the project based on the final design you'll end up with. It really does make sense. Unfortunately, it is common industry knowledge that solo architects and interior designers cannot provide the most accurate estimated pricing for the work that will be required for your project and based on the statistics on page one, neither can traditional contractors. Since this is the case, you do well to ask yourself, "how can they keep me on budget, so I don't break the bank?"



High Tech Pacific Builders, LLC | (425) 518 – 5855

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