

Qualifying Your Remodeler

4 Things to consider when hiring a remodeling contractor

It is not unusual for you to receive estimates on your remodeling project that vary in price substantially. Often we are asked, "*How can this be? We thought all of the remodelers we interviewed are of the same caliber and ability!*"

At that point, it is wise to clarify whether all of the remodeling firms are equal.

Below are some guidelines our past clients have found useful in making this determination.

Qualified remodelers should not hesitate to provide the answers to these questions. The answers do not call for the remodeler to divulge proprietary information.

1. Experience

Ask for three references of three projects that are very similar to yours. Contact these references and ask the following:

- How did the final price compare to the original estimate?
- Did the scope of the project change much once the job started?
- Could the project have been better planned up front to minimize changes along the way?
- Was the quality and service what you expected?

2. Scheduling

- Was the job scheduled from the start to the finish? If yes, how close were they to the finish scheduled date?

- Did any problems arise during the job and if so, how were they handled?

3. Remodeler Qualifications

- How long has the remodeler been in business? (Is this important to you?)
- Is the remodeler a member of any trade organizations or the National Association of Home Builders?

4. Written Contract

- What does the contract look like?
- Does it list what is included as well as what is not included?
- How are disputes resolved?
- What is the payment schedule?

One single item will not make or break a remodeler; however, by getting answers to all of the above questions, you should see a pattern develop.

Are you comfortable with the pattern?

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