



# Need a quote? Or a fixed-price contract?

Your guide to building a house

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## About the Authour

Graydon Kline is a builder with more than 22 years' experience in home construction and renovation. He is highly active in the Gold Coast market where he has undertaken a broad range of work from entry-level homes for investors and first-home buyers to luxury homes in some of the Gold Coast's most desirable locations. Graydon has tapped into his extensive knowledge of the construction industry to put together The Pitfalls of Building as a tool for owner-builders or those looking to build their home but don't know where to start. He is passionate about the industry but hates seeing homebuyers taken for a ride by the complex array of rules and regulations that now govern the building sector.

## Need a fixed-price contract? Trying to work your way through the building maze? Want to do the work yourself and save money?

Here are few helpful hints to get you started.

Firstly, there is a big difference between a **quote** and a **fixed-price** contract.

Any builder can give you a quote. A quote is an estimate. A quote is a price that a builder will provide until he can obtain all the essential information required to offer a full fixed-price contract.

**Remember:** Banks require a fixed-price contract to approve a loan and will not lend any money until a signed contract is provided.

To provide a fixed-price contract a lot of information needs to be obtained. It's a bit like baking a cake - you need a recipe and an ingredients list.

The recipe is the full set of working drawings and engineering, while the ingredients are the fixtures and fittings, also known as inclusions. Without the recipe, a builder is only guessing at the final price.

That's why Kline Homes has come up with a pre-contract. If you are an owner who is too busy or who is confused by the maze of requirements for building a home, the pre-contract is a must that could save you thousands. It gives you a solid footing to get the best out of your fixed-price contract, no matter which builder you ultimately choose to bring your dream to reality.

A Kline Homes' pre-contract is a full service that will provide:

- Consultation and concept designs
- Full working drawings
- Soil test
- Engineering
- Site inspection
- Contour plans
- Full specifications of all fixtures and fittings whilst working with you.

If you live on acreage or near bushland, you will require a bushfire risk assessment and effluent report.

If you live in NSW, or if you are building a duplex or a larger project in Queensland, you will require a landscape plan.

If you are planning to build a second dwelling on an existing house site, you will also need an MCU application to council and this could result in an environmental report being required.

Kline Homes even builds townhouse and unit developments. We undertake all the development application works and approvals. We even complete the strata-title at the end and set up the body corporate for you. We do this work ourselves. It's not outsourced to solicitors who will charge thousands of dollars.

### **The pre-contract is your blueprint to getting the best deal.**

At Kline Homes, we have special pricing from all our professional consultants, suppliers and trades because we provide them with continuous work. That's why we can assure our clients savings they couldn't achieve by going it alone. We have proven it time and again. Without our blueprint for success, you will pay more. So, what is your time worth to you?

## **The specifications**

The working drawings provide all the specifications of the building façade materials, the frame size and dimensions of each room and elevations. This allows the builder to quantify what materials are being used and the quantity of materials required. The soil test is required by the engineer and this is most important for the design of the footings and slab.

### **Internal specifications**

This is the fun part that normally ends in divorce - trying to stick to your budget while trying to include those ideas out of the latest magazines. Kline Homes put together three ranges to help assist and keep clients within their budget. The "Bronze", "Silver" and "Gold" are a guide only and can be mixed to suit your wants and needs, and can be seen on our website under specifications.

Kline Homes has a broad range of products to choose from because, unlike other builders who only provide a small selection, we take our clients to our suppliers' warehouses.

### **DIY: Undertaking the work yourself**

A home is only determined by your imagination and budget. It is the builder's job to bring those two elements together. However, many people believe they can do everything themselves - only to find it ends in disaster. When this happens, the client has not only wasted their time, but their money!

The most common problem is when owners try to do the work themselves and they don't provide all the information required for a builder to produce a fixed-price contract.

We know and understand that there will always be clients who want to undertake the works themselves and nothing we can say, even with over 20 years of experience, will change their minds. That's why I have put together this blueprint for success, which lists the contact details of my main consultants and suppliers. This blueprint allows you to compare apples with apples when it comes to the pricing of your new home - whether that be Kline Homes or another builder.

Please feel free to contact these professional consultants and suppliers below if you wish to undertake the works yourself. Once you have all the necessary information described above, I will be happy to price your home based on the information you have provided.

However, if you find the building maze a bit daunting, Kline Homes would love to work closely with you and undertake the pre-contract works on your behalf. Once the pre-contract is complete, the tender documents can then be priced with other builders. This allows you to price your new home with absolute confidence that you are getting the best price possible for your dream home.

## Drafting services

"Building plans, working drawings" what size is your frames? What type of roof design will you have? Roof finishes colourbond or tile? There is a lot of information needed and this is where a builder can provide the best building practices. Knowledge is why you engage a builder.

Kline homes would prefer to design your home with you, we know what it costs whilst were designing. The Draftsman / Architect will design what you want, but he will not give you a price to build. Unfortunately it happens to often, the clients cannot afford to build what has been designed and we have to start the process again.

Stuart Osman Building Designs	5520 3022
Stephan Kryvoviaza (Architect)	5528 2456 or 0414 793 813
Stephen Joyce of Delanti Group	0433 147 421

## Soil testing

"This is required for the engineer"

Geotech Investigations	5523 3979
Soil Surveys	5523 4214

## Engineering

"Footing & slab design" a builder works with the engineer to provide the best outcome.

NG Stebbing & Associates	5580 8809
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## Bushfire report

"Only required if in a bushfire Zone"

BPS	55467933
Qld Bushfire Risk Assessments	5533 5276

## Effluent & hydraulic consulting

"Acreage homes, duplex's & Townhouses".

Amora Consulting	5528 2633
Structural Stormwater Management	5530 3948

## Cabinetry

"What type of finishes? Granite? Laminate? Two-pac? Glass?"

Border Joinery	5524 4943
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## Carpet & timber Floors

"Choose your specific carpet & or timber floors"

The Flooring Depot	5535 0011
Carpet Call	5538 4755

## Tiles

"Ceramic or Porcelain? Choosing you colour scheme for the Main floor? Bathrooms? Laundry? Splashbacks?" Have a look at our website under "about" go to interior decorating.

Affordable Tiles	5593 6650
Beaumont Tiles	5593 6066

## Lighting

"LED? Fluoro? Incandescent? Feature lighting? Fans? Exhaust systems? External lights?" there should be a lighting layout on you building plans

Cetnaj 5533 5276

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## Plumbing fixtures & fittings

"Toilets? Basins? Sinks? Taps? Bath? Shower?"

BBK Plumbing Plus 5522 1833

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## Stairs (double story only)

"Timber or MDF? What type of timber?"

Palm Beach Stairs 5575 1862

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## Front Door, internal doors, door furniture, skirting & architraves

"What type of front door & handle? What style of internal doors and handles? I also need to know what skirting boards and architraves you require"

Brims Hardware 5523 6002

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Paradise Timbers 55 000 288

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## Shower screens & mirrors

"Frameless? Semi-frameless? Framed? Mirrors?"

Supreme Shower Screens 5597 1938

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## Window coverings

"Rollers? Verticals? Curtains? Shears? "

Express Blinds 5596 1777

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## Face brick (not required if rendering)

"a huge range"

Austral Bricks 5593 5955

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ABC Bricks 5562 8999

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## Driveways

" Exposed? Stamped? Colour? Polished? Stencilled?"

HY-TECH Concrete 5593 5466

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Please call and visit the above contacts to choose your selections. Once you have made your selections and completed all the information required above, I can then start the pricing process.

There is still a lot of work to do when providing a fixed price contract. Prices have to be sent to all my trades and suppliers based on your plans, how much gyprock is needed, the pricing of your frames and trusses are just a couple to name.

Quality tradesmen are hard to find, my team consists of over 72 tried and proven hard working professionals. I just hope you don't engage someone who I have rejected.

Remember Kline homes will undertake all these works on your behalf whilst working closely with you. Kline Homes pre-contract prepares the tender document for you. The pre-contract does not constitute a contract to build; we have to earn that trust.