

Twelve Questions to Ask a Builder Before You Sign.

The diagnostic toolkit for architecturally designed, energy efficient homes.



The Philosophy of Leverage

Client Holds Leverage

Anyone can present well in a brochure. Very few can give clear, confident, itemised answers about pricing and problems on the spot.



Builder Holds Leverage

Once the contract exists, the answers to these questions dictate how the money and stress are managed.

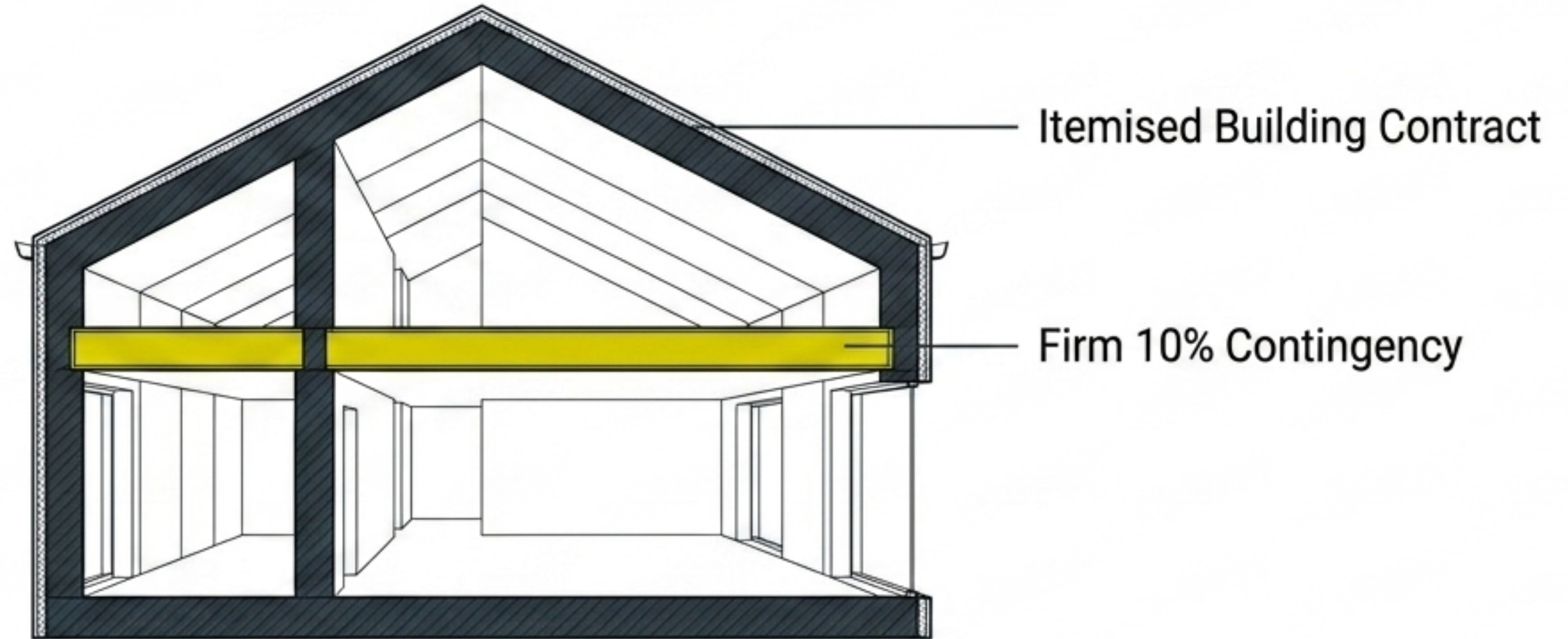
Test the gap between the brochure and reality. Ask before you sign, and you learn who you are really dealing with.

Dismantling the Myth of the 'Safe' Contract.

The Illusion of Fixed-Price.	The Open-Book Reality.
Single number presented	Fully itemised proposal
Hidden margins	Transparent margins
Reluctance to itemise	Clear contingency
Vagueness is the single biggest warning sign.	Confidence and specific answers.

A builder who prices openly is offering you control. Expect to read the proposal line by line.

Question 01 & 02: Itemisation and Contingency.



01 Will I get a fully itemised, open-book proposal I can read?

A document you can read line by line.

02 What contingency is built in?

A firm 10 percent. Expect this as the standard.

03 What sits outside the building contract?

Know exactly what a metre of building covers. Expect clear communication on exclusions: driveways, landscaping, connections, furnishings, and interest during the build.

04 How are variations priced and approved?

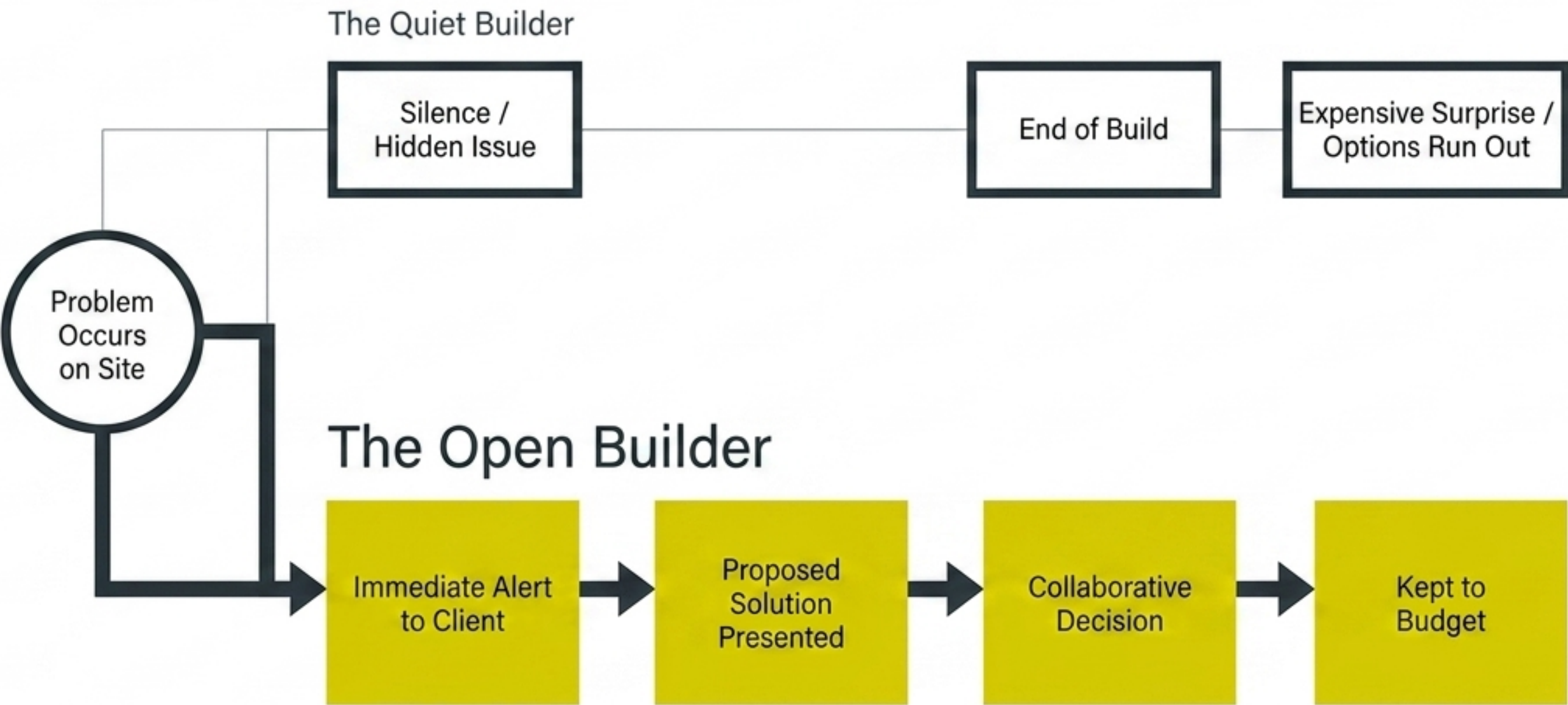
The variation process is where budgets quietly move. A good builder explains this mechanism without hesitation.

Vagueness here is a critical red flag.

Question 07: How will you tell me when something goes wrong?

Money is the biggest stress point in a one-off offer: bespoke, energy efficient home build. Early warning is your only real protection. A builder who goes quiet is offering you surprises. surprises.

The Communication Feedback Loop



Question 05 & 06: Orchestrating the Programme.

05 Who manages the project day to day?

Green Flag

- One coordinated management team.

Red Flag

- A builder who only builds while you are forced to chase everyone else.
-

06 How often will we meet on the budget?

Green Flag

- Monthly. This is the industry standard to demand.

Red Flag

- Sporadic updates or meetings only when funds run out.

The Verification Process.

08

**Are you a Master Builder or Certified Builder, and what guarantee comes with it?
(Confirm the paperwork).**

09

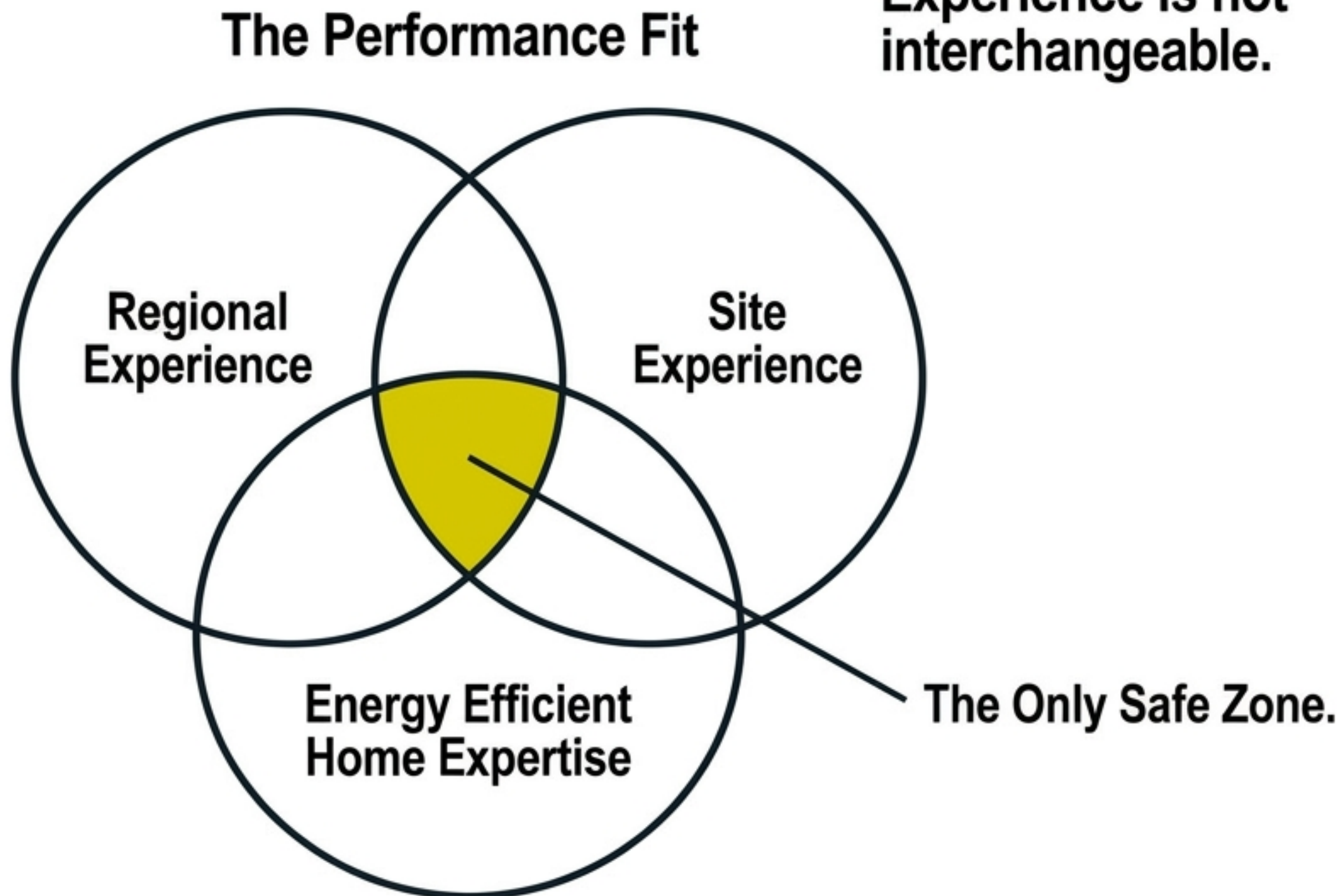
**Can I see current insurances?
(Verify them yourself).**

10

Which homes can I visit, and which owners can I call? (Actually call them. Watch how comfortably these contacts are provided).

Question 11: The Alignment.

Have you built my kind of home, at this performance level, on a site like mine?
Experience is not interchangeable.



**Will you assess
my section before
I commit?**

Question 12: Grounding the Project.

The specifics of your section dictate the reality of the build. A builder committed to precision will physically assess your site before a contract is signed, rather than assuming conditions from a desk.

- 01 Will I get an open-book proposal I can read?
- 02 What contingency is built in?
- 03 What sits outside the building contract?
- 04 How are variations priced and approved?
- 05 Who manages the project day to day?
- 06 How often will we meet on the budget?
- 07 How will you tell me when something goes wrong?
- 08 Are you a Master/Certified Builder, and what guarantee comes with it?
- 09 Can I see current insurances?
- 10 Which homes can I visit, and which owners can I call?
- 11 Have you built my kind of home, at this performance level, on a site like mine?
- 12 Will you assess my section before I commit?

The cheapest insurance you will ever buy on a build.

Watch how comfortably the answers come. A builder proud of how they work is glad to be asked. A builder who is not will show you before you have committed a cent.

Building a bespoke, energy efficient home in Nelson Tasman? Bring these twelve questions to **Ecotectural Home Builders**.

Arrange a consultation and ask every one. We would rather earn your trust by answering them openly than win it any other way.