



# QUESTIONS TO ASK A POTENTIAL BUILDER

We believe that as you contemplate the luxury custom home building process, the selection of your builder will be one of your most important decisions. As a matter of fact, it should be given the same careful consideration as any other long term relationship.

Once your choice is made, it's going to take good communication, hard work, and flexibility to create and maintain that relationship over the coming months and years as you work together to build your home. Here are some important questions to ask any builder you are considering working with on this important undertaking.

- How many years in construction **and** with this type of project?
  
- What is the average budget and square footage for the homes you build? (Ask for a recent example and client reference for a similar project design and scope.)
  
- Describe your design and construction process.
  
- Describe your process with architects and provide a list of 3 that you have recently worked with.
  
- Who will be my primary points of contact and what is their experience level?
  
- Who will guide me through the selections process and ensure that I am on-budget when making selections? **Do you have a client concierge?**
  
- Describe the project management tools and technology you utilize. How will I be informed of changes, delays and selections needed? Ask to see the platform.



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- How many years running your business? (Business acumen is important as this is a significant investment.)
- Describe your cash flow management approach. (Ensure that your builder has the wherewithal to maintain their business' cash flow)
- When you are providing an estimate for my project, how do you ensure that the quality and finish I desire is included? (*Refer to Ch. 4 of the Book: Designing & Building Your Custom Dream Home*)
- How do you segregate funds? (Ensure that your project and funds are not commingled.)
- How will you help me ensure that the home we design can be built within my desired budget?
- Describe your selection of, and relationship with, subcontractors and suppliers. (You may want to obtain 3 references to obtain insight on the relationships, responsiveness, and even payables.)
- How do you handle supply issues?
- Obtain 3 recent client references and consider touring projects under construction.