



## COMPARING CLIENT CONTROL

	FIXED PRICE	COST PLUS	CLIENT CONTROL
Ability to make finish product selections.	✓	✓	✓
Client keeps 100% ownership of the property throughout the process.	✗	✓	✓
Buying power passed directly to the client.	✗	✓	✓
Full breakdown of management hours.	✗	✗	✓
Clients have complete transparency to the costs, including markup.	✗	✗	✓
Ability to change selections and scope during construction with no penalty.	✗	✓	✓
The price of the job is known up front, prior to construction commencing.	✓	✗	✓
All encompassing service, from lot sourcing and designing to move-in services.	✗	✗	✓
Clients have absolute control over their vision for the project from day one.	✗	✗	✓

### FIXED PRICE

Many clients are drawn to Fixed Price because the exact cost is known and determined up front. However, there are some serious concerns with Fixed Price that clients should consider:

- ✗ Typically, contractors will not disclose their markup, which can be 30% or more.
- ✗ Clients are limited in the amount of input they have and change orders usually come at massive cost (100% or more).
- ✗ Contractors can cut corners or use cheaper, inferior products to increase their profitability on the project.

### COST PLUS

In a Cost Plus model the price is based on actual costs to the contractor, plus a agreed upon rate, and management fees. Many clients enjoy this model because they have more freedom in selections, and the markup on product is known giving the client confidence that they are getting a good deal. However, there are some concerns to consider:

- ✗ Project costs can easily, and quickly, go up.
- ✗ Contractors often do not provide a breakdown of management fees. This can be a hefty bill at the end of the project.
- ✗ Many contractors only use selected trades or suppliers; this opens the door to price fixing to increase project profit.

### CLIENT CONTROL

Client Control combines the best qualities of Fixed Price and Cost Plus. Each project begins with a detailed Design & Estimation Process, identifying every item that will be going into your home to ensure we deliver your dream. We are able to determine, disclose and request consent for 100% of all costs, including management time, before we ever begin construction. You can be confident that you are getting the best products and that we are passing on our contractor preferred prices. You sign off on every single supplier, tradesperson, and product that enters your home.

THE END RESULT WITH CLIENT CONTROL IS 100% CONTROL FROM DAY ONE AND FAR MORE BUYING POWER.