

eBook

UNLOCK THE SECRETS TO EFFORTLESS CONSTRUCTION QUOTES



 **BUILDXACT**

JOB. DONE.



How quote templates can revolutionise your residential building business

1

Proper quotes win more jobs and reduce profit loss

Why a building quote?

Home builders must maximise the value of each customer to ensure the long-term health of their business. A professional building quote provides the details that convince more homeowners to work with you and ensures those same projects return the profit you deserve.

Don't rush in

It's tempting, but ill-advised, to rush into a new build or remodel with only a general estimate. Successful builders know that the time taken to write a detailed quote that line items materials and labour and has detailed specifications included, is a worthy investment.

A detailed quote not only calculates true project costs using the latest pricing, but also qualifies the potential customer. With an approved quote, you can be sure the

homeowner is ready and willing to pay the correct amount of money necessary to build their dream home.

Invest now, benefit later

Experienced builders often take this homeowner qualification one step further by charging potential clients for a quote, knowing that the quote provides valuable information that both builder and homeowner will use throughout the entire project.

Smart builders know that qualifying a customer on the correct costings before the build even begins vastly reduces unforeseen cost overruns that are difficult to pass on to the customer in later stages of a project.

2

The essential elements of a powerful bid

Now that we have covered the value of a detailed quote, let's review the key ingredients:

QUOTE LETTER

*Thank you for the opportunity to provide a quotation for your new home.
Please feel free to call me if you have any questions or matters you would like to discuss as you review the quote.
This quote is based on the plans and documents provided and represent a ballpark figure only.*

QUOTED ITEMS

Rental Items

\$4,259.26

Ref	Description
1.1	Tarp Rental (2 x Large)
1.5	Site Safety Fence - per LM
1.8	Crane Rental

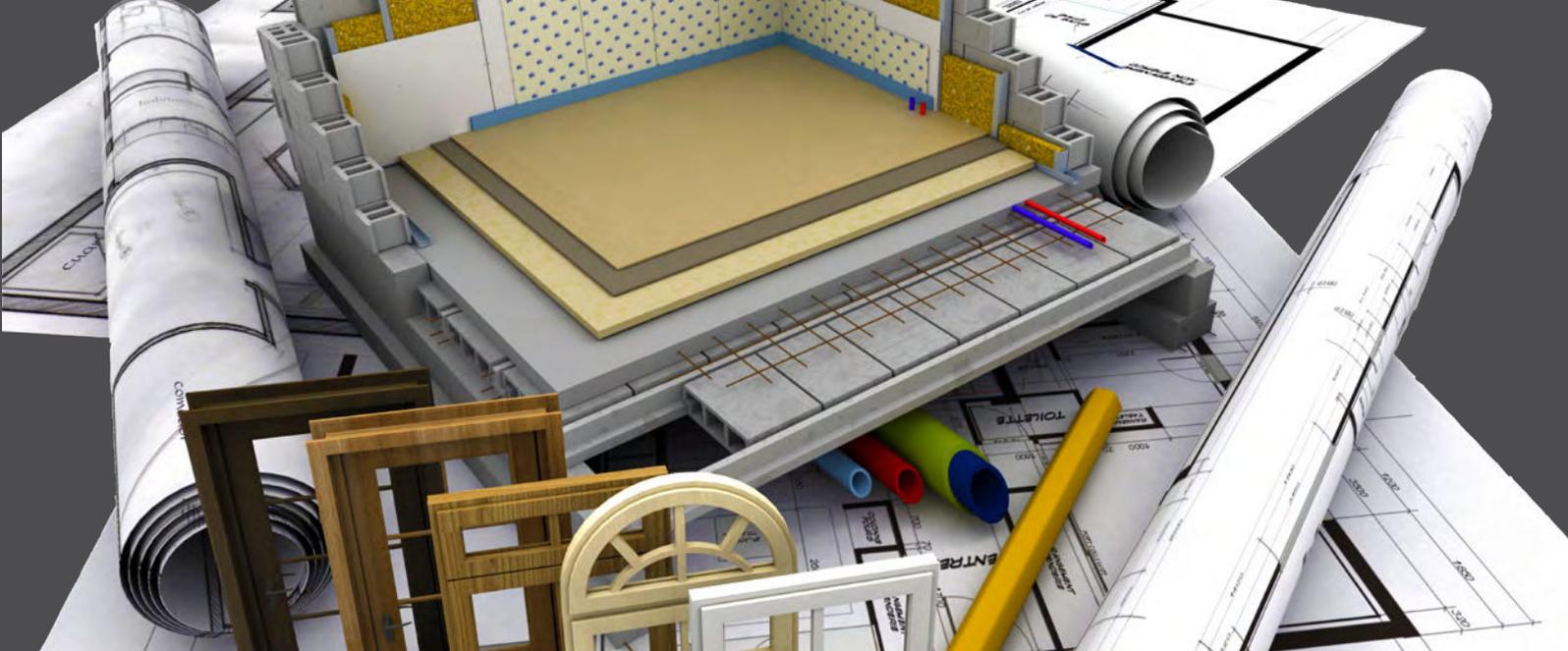
Customer details

All good quotes keep the basic information straight. Make sure all names and contact details, like mobile numbers and emails, are clearly visible in your quote. For example, delineating the customer's billing address from the project location avoids confusion. Don't waste time and your reputation by losing important documents sent to the wrong address.

Preconstruction costs

Because a detailed quote keeps you organised, you won't forget important preconstruction costs like surveys, building permits, site preparation, utilities and business fees that are not part of your overhead.





Specifications

Yes, quotes list material and labour costs, but writing a quote also enables you to write specifications—a detailed list of materials and methods needed to build the home shown on the design plans and blueprints.

Specifications is an essential document that details for the customer what they are buying—from the type of lumber used to frame the house, down to the amount of money available for landscaping. Often builders refer to the specifications within a customer contract to solve any future disputes.

Costings

All quotes list the total price of a project, but you can't get there without detailed line items for materials and labour. A good quote organises the project by categories, tasks and subtasks. Material counts and associated unit and total costs must be calculated in an accurate takeoff based on final and approved blueprints.

Scope and variations

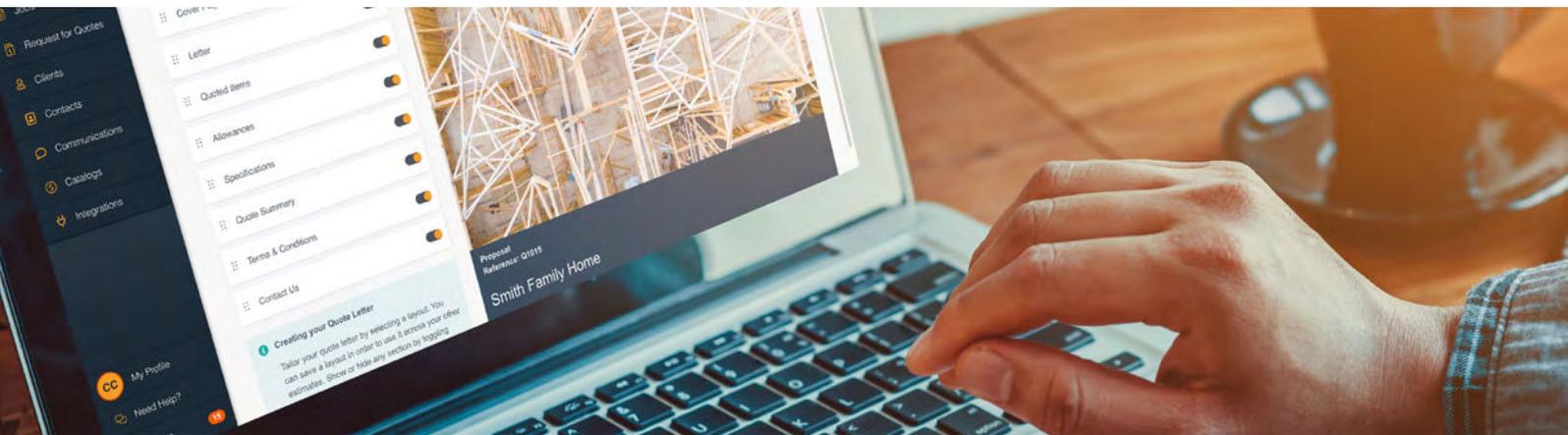
Clearly stating upfront what's included in your quoted price saves a huge amount of time down the road when a customer requests an addition or change to the project. Your specifications and associated costings become part of the contract. Changing that contract requires a documented, approved variation order. The variation order should clearly state what's being added or removed, the cost of the change and how this affects the project's entire schedule and cost.

Variations are also a way to change unspecified allowances. For example, allowances are often used to budget for the purchase of home appliances that don't state specific models until later in the build.

3

The advantages of building quote templates

Competitive builders increasingly use construction estimating software to write complete quotes up to 5X faster than using pencil, paper and manual measurements. Another advantage of software is the ability to create home building quote templates.



Templates save you time and money with the following features:

1. Quote templates, made from your most successful projects, simplify writing up costs and specifications for future projects, so you can quote more and win more work.
2. Reusing templates from past jobs ensures you don't overlook important costs when quoting new work.
3. The best construction estimating software keeps your quotes accurate with the latest digital takeoff tools and online real-time material pricing from your supplier.
4. Preinstalled software templates get you up and running quickly.
5. Software helps you calculate markup across your entire project, so you cover overhead and hit your profit margins for every aspect of the job.
6. Top-rated software for a low-monthly subscription offers a platform of project estimating, management, scheduling, budgeting and invoicing tools that easily pay for themselves.





Accurate quotes make you the customer's champion:

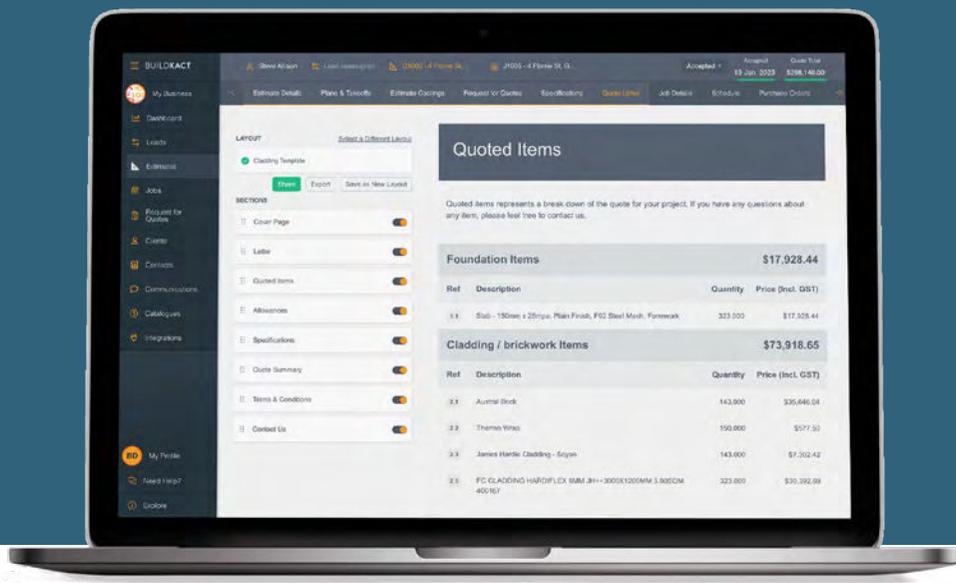
Construction management software makes for more professional quote letters. The best software flows the individual costs calculated from your material takeoff, labour estimates and markup into a quote letter template that you can customise with product and material images, your logo, and business letterhead.

You can choose to mail, email or deliver your quote in person. Good construction software allows you to digitally send quotes and gives your home buyer the option to digitally accept the quote. Digital acceptance reduces your administrative time and vastly improves your customer's experience, increasing the likelihood of an accepted quote.

In order to grow your residential construction business in this economy, you need to win more work.

In order to win more work, you have to not only be the first to quote a homeowner but also the first to provide them with a professional-looking, accurate and detailed quote.

The right construction software is designed to help you quote quickly and accurately with quote templates that help you get it right the first time and reduce profit loss down the road.



“ Since using Buildxact we’ve been able to get a lot more quotes physically out in a much quicker time to clients. In this environment, time is of the essence, so the quicker we can get a quote out to a client, the less cold they go. Instead of waiting 3-4 weeks, they’re only waiting 3-4 days and that is the biggest impact for our business. ”



**Steve Griffin, Estimator
Just Building Group**

Discover what others have said about Buildxact

Want to learn more? Buildxact software is named the best construction estimating software by Forbes, Software Advice, Capterra, and GetApp.

Want to find out for yourself how construction estimating and project management software can transform your residential construction business?

Book a demo with a member of the Buildxact team today.

[BOOK A DEMO](#)



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