Roofing quote comparison sheet

Three quotes for the same roof can be thousands of dollars apart, usually because they describe different jobs. Use this sheet to compare what each one actually includes, not the total.

How to use it

1. Treat it like a job interview. When each roofer visits, don't lead with technical questions. Walk the roof with them and note what they raise on their own.
2. Fill in a column for each quote from the document itself. Leave a cell blank if the quote doesn't say.
3. If there's a big gap in price, ask the cheaper quotes what they've allowed for on the items the others raised, and how they'd deal with them.
4. Vague, reactive or dismissive answers are information. Go back to the roofer who raised the point, do your own reading, or ring the Roofing Association of New Zealand.
5. Then trust your gut. You're employing someone: do they turn up, are they qualified, do they have the skills, and can they explain how they'll do the job?

What to compare	What to ask	Quote 1	Quote 2	Quote 3
Inspection	Did anyone get on the roof and into the roof space, or was it priced from a measure, photos or a satellite image?			
Scaffold	Is it included, and how many weeks of hire are allowed for?			
Strip-off and disposal	Is the old roof coming off, and is taking it away included?			
Weathertight during the job	How will you keep the house dry overnight and in bad weather, and is that in the price?			
Materials	What coating, what fixings, what underlay, and are the flashings folded to match?			
Exclusions	What is left out, and what would each item cost if it is needed?			
The timber underneath	Is there an allowance, or set rates? At what figure will you stop and ring me?			
Ventilation and spouting	Are they mentioned at all?			
Recommendations	Which items are needed to comply and for the warranties, and which are optional?			
Paperwork and warranties	What will I be handed at the end, and how long is the workmanship warranty?			
Licensing and insurance	Is anyone on the job a Licensed Building Practitioner, and who holds what insurance?			

Roofer and date for each column: 1 _____ 2 _____ 3 _____

What should be on the quote itself?

Tick if the quote has it	Quote 1	Quote 2	Quote 3
Property details: address, existing material, what is proposed			
Wind zone and corrosion zone stated			
Scope of works in order, start to handover			
Materials in enough detail to check: profile, steel thickness, coating, fixings, underlay, spouting			
The standards the roof will be installed to: Building Code (E2/AS1), Metal Roofing Code of Practice, manufacturer spec			
Both warranties stated: manufacturer (material) and roofer (workmanship), with the term			
What is included and what is not, in the same place			
What happens if rot is found: thresholds and rates			
Photos of your roof and roof space			
Payment stages tied to the work, not dates			
How long the price is held, and what happens if materials go up			
On jobs of $30,000 or more: a written contract, Disclosure Statement and MBIE checklist before you sign			

Things that should make you uneasy

- A total with no itemised scope
- No exclusions listed at all
- Nothing about the timber underneath
- No photos of your roof
- Pressure to sign quickly, or a discount that expires
- A large deposit, or full payment upfront
- The word guaranteed with no written terms
- No standard named for the installation

Budgeting notes

The timber under the roof can't be seen until the old roof is off, so no quote can price it. Ask how each roofer charges for it, and allow a contingency on top of the quoted price. We suggest 15% as a guide, not an estimate and not a cap.

Most reroofs don't need a building consent, so nobody inspects the work. The Building Code still applies in full. Ask what standard the roof will be installed to, and whether anyone on the job is a Licensed Building Practitioner. You can check the public LBP register at lbp.govt.nz.

General guidance from Impact Roofing Solutions, published November 2026. It isn't advice about a particular roof, and any quote and contract you sign take precedence. The full explanations are at impactroofingsolutions.co.nz/blog, in ‘Why do roofing quotes vary so much?’ and ‘What should a roofing quote include?’.