



Six Steps to Building a Custom Home



Dear friend!

Congratulations on taking the 1st step of an exciting journey to realizing your new home build. Thanks for downloading our free resource, *Six steps to building a custom home*. We hope you find this information valuable. Feel free to reach out with any questions.

- Cliff Kauffman

Our Process

Are you looking for a straightforward process to build your new dream home? We would like to lead you through the simple six-step process we follow that begins with a FREE consultation and ends with us handing you the keys to your new home! We will be with you every step of the way. We use a state-of-the-art communication platform that keeps all parties on board and connected throughout the process. Our goal is to make your dreams come alive!

1. FREE Consultation:

We would like to meet you and explore your dreams with you. We will determine the best way to move forward with your vision for your future home during this meeting. If, after the initial consultation, you would like to proceed with the process, we will schedule the paid Concept Agreements consultation.

2. Concept Agreements

In this consultation, we sit down with all the decision-makers, our designer, and the architect. The goal is to nurture the relationship and discovery process. We will brainstorm ideas and concept designs and attempt to progress to prelims. This consultation is a paid service and ranges anywhere from \$600 - \$1,500 to cover designer and architect consultation fees.

3. Preliminary Building Agreements (PBA)

Although no one is yet "married" to the building relationship, this is where the grunt work of our pre-construction services kicks in. At this stage, we will continue to develop your design, draft all construction documents and proposals, provide permitting, and begin developing your construction slot and schedules. For most new custom home builds, this service will range from \$5,000 - \$15,000. Once everything is in place, we can sign the contract.

4. Contract signing

At this stage, we are ready to agree to begin building your dream home officially. Once the contract is signed, you can sit back and watch the construction unfold!

5. Production

Throughout the production process, we'll take care of all the details from the foundation to the plumbing, framing, and so much more! We will keep you up to date along the way, and before you know it, we will be ready for the best part.

6. Handoff

It is for this the moment you've been waiting. The moment we can say, "Welcome Home!" and hand you the keys.

Frequently Asked Questions

Q What is the difference between cost-plus and fixed-price contracts?

A **Cost-plus:** In basic terms, cost plus is simply the client paying all costs (including labor) plus the builder's margin.

Pros: This can be the most straightforward and flexible type of agreement. Most contractors prefer to operate under a cost-plus agreement. Full design scope is not always needed so that you can save some cost on the front end in the **Preliminary Building Agreements**. Changes and overages to project scope are simply taken in stride and seamlessly added to the project balance without much extra paperwork or change orders. Clients can be involved with input on labor or materials and thus assume some future warranty liability.

Cons: Hidden fees or costs if the contractor does not have adequate budgeting or job costing tools. Confusion and communication gaps with too much client involvement.

Fixed price: In very basic terms, a fixed price agreement means that the price the client can expect for all services is a fixed, set amount.

Pros: No hidden fees, costs, or surprises within the agreed-upon project scope. All project scope changes or change orders are documented with clear financial signoffs.

Cons: A higher price point as the contractor has to ensure his costs are covered and cover any future liabilities. You may pay more than you would have otherwise paid for the completed project.

Q What can I expect to pay for my new home build?

A This is a common question and one that has many variables. The reality is, no one can honestly know all the exact costs ahead of time. Still, you are in good hands since Crossroads Construction has all the necessary budgeting & estimating tools to provide you a realistic budget for your project. If you haven't yet, download our price range guide from our website to give you a birds-eye view of budget windows and inclusion lists.

Q Can I expect a free estimate for my project?

A This is also a common question and usually the 1st thing that you may be looking for. However, as a professional design/build company, it takes time & resources that are anything but free for us. Because no one likes being a price-checking service, we would much rather get to know you personally and build trust & rapport, which is why we've implemented a multi-stage approach to the build process. See *Our Process*. Because

most projects need a design and scope before anyone can estimate, you'll find the convenience of being able to work with us right from the start to draft, design, dream, & implement your project. For more info on this, please see our article called Registered Architect vs. Design/Build.

Q Will I expect to pay more than average for my custom build?

A Unfortunately, "average" & "custom" are pretty relative terms anymore. Most production builders still use "custom" in their messaging, but rarely do they truly operate at a custom level. The short answer is, yes, typically, our builds are 10-30% higher in cost (apples to apples) than a production builder, but the reasons for this are many. "Getting what you pay for" applies in the construction industry as well. Steve Baczek is famous for quoting:

"It's not that High-Performance Houses cost too much; it's that our idea of a fairly priced new home is based on a history of building houses to meet embarrassingly low-performance benchmarks."

Q What will I see from Crossroads Construction that I may not see from other builders?

A Wow! So glad you asked. That's a great question. We would prefer to tell you why we're different in person, but here are a few starting points to consider.

- *Details.* True quality and craftsmanship are in the details –always! Starting and excelling in finish carpentry, Crossroads Construction is passionate about the details at all levels of trade & construction.
- *Client care.* Soft skills and needs are just as essential as hard skills. (See blog article) We all want to look back with fondness at our memories and experiences. In all our communication and we want you to feel listened to and cared for. We commit to showing professionalism throughout your entire project.
- *Efficiency.* No one wants a project dragging out to infinity. With our project management platform, we can make schedules and hold everyone to it. Although life with all its unpredictability happens, we can guarantee an efficient build process and a move-in date with possible money back in your pocket.
- *Professionalism.* None of our employees, subs, or trade partners are permitted to smoke, drink, or swear on the job site. We require everyone to be positive team players and make positive contributions to all of life.



Ready to get started?
Call us today for a free consultation!
570.412.1565
or visit www.craftyourhome.net