Sweet Apple
HOME MANAGEMENT

# The three-quote sheet

Three quotes are only useful if they're for the same job. Most aren't. This sheet puts them side by side so the differences show — and so the question becomes "why is yours different?" instead of "which is cheapest?"

> The low quote usually left something out. The high quote usually put something in. Until you know what, you don't have three prices — you have three different jobs.

| | QUOTE A | QUOTE B | QUOTE C |
|---|---|---|---|
| **The company** | | | |
| Company name | | | |
| License number — checked at sos.ga.gov? | | | |
| Certificate of insurance received from their agent? | | | |
| Who does the work — employees or subs? | | | |
| **The job** | | | |
| Scope — what's included | | | |
| What's specifically excluded | | | |
| Size / quantity (tons, squares, linear feet, gallons) | | | |
| Materials — brand, model, grade | | | |
| Efficiency or spec (SEER2, shingle class, paint line) | | | |
| Permit — pulled by whom | | | |
| Haul-away and cleanup included? | | | |

### The terms

| | |
|---|---|
| Start date / finish date | |
| Labor warranty (years, in writing) | |
| Materials warranty (years, who honors it) | |
| Payment schedule (deposit / midpoint / final) | |
| How changes are priced and approved | |

### The price

| | |
|---|---|
| Total | |
| Price per unit (per square, per ton, per window) | |
| Anything "to be determined" or "if needed" | |

## Reading the sheet

- **Find the row where they disagree.** On a roof it's usually decking replacement ("up to 3 sheets included" vs. "as needed, $90/sheet"). On HVAC it's the efficiency rating and whether ductwork was looked at. On paint it's how many coats and whether prep is priced. That row is the real conversation.
- **Ask the low bid what's not in it.** Ask the high bid what's in it that the others don't have. Both answers are usually honest; they just weren't volunteered.
- **A quote with blanks in the materials rows isn't a quote yet.** Send it back and ask for the brand and model. A contractor who won't write it down doesn't want to be held to it.
- **"If needed" is where the budget goes.** Ask for a unit price on every one of those lines before you sign, so a surprise is a known number.
- **Price per unit catches the outlier.** Three roofers quoting $425, $450 and $780 a square are telling you something — and it's rarely that the third is twice as good.
- **All else equal, take the middle one.** Then, all else is rarely equal — which is the point of the sheet.

look after.