



PRICING GUIDE

How to Compare Multiple Building and/or Renovation Prices

WHY COMPARING PRICES MATTERS

Choosing the right builder isn't just about price. A well-prepared price or estimate tells you a lot about the builder's experience, process, and how smoothly your project will run.

This guide walks you through how to compare building prices with confidence.

STEP 1: MAKE SURE YOU'RE COMPARING APPLES WITH APPLES

Price can vary greatly based on scope, materials, and inclusions.

Ask:

- Are all builders pricing on the same design and scope of work?
- Are the same materials, finishes, and brands being used?
- Have they all included the same council fees, consents, and demolition?

If these items differ, you're not comparing like-for-like.

STEP 2: LOOK FOR DETAILED BREAKDOWNS

A good price will include clear line items like:

- Site preparation and foundations
- Materials and labour (by trade)
- Fixtures, fittings, and finishes
- Council fees and consents
- Project management and overheads

Beware of lump-sum or vague prices with minimal detail.

STEP 3: CHECK WHAT'S EXCLUDED

Always check the exclusions section — this is where hidden costs can live.

- Has landscaping or driveways been excluded?
- Are kitchen or bathroom fittings included?

- Is removal of waste accounted for?
- Ask for a list of exclusions in writing.



STEP 4: UNDERSTAND PROVISIONAL SUMS & PC ITEMS

Provisional sums are estimates for work that hasn't been fully scoped yet (e.g. rock removal). PC (Prime Cost) items are allowances for things like tiles, tapware or cabinetry.

Ask:

- What's the basis of these estimates?
- What happens if the real cost is higher?

Large provisional sums can lead to big surprises later.



STEP 5: COMPARE THE BUILD TIMELINE

Time is money!

Ask:

- When can they start?
- How long will the project take?
- Are there penalties if it runs over?

A longer build time can increase holding costs or rental expenses.



STEP 6: ASSESS THE BUILDER'S EXPERIENCE AND REPUTATION

Even a great price isn't worth it if the work is poor.

Check:

- Recent projects and client testimonials
- Online reviews or case studies
- Whether they're licensed and insured

Look for builders who communicate clearly and answer your questions honestly.

✓ STEP 7: ASK THESE KEY QUESTIONS

- Is this a fixed-price?
- What happens if prices change or unexpected work is needed?
- How do you handle variations and change orders?
- Will I have a dedicated project manager?
- How often will I get updates?

USE A COMPARISON TABLE

Comparison Table:

Item	Builder A	Builder B	Builder C
Price total			
Fixed or variable pricing?			
Timeline			
PC sums / Provisional costs			
Inclusions/exclusions			
Communication style			
Reviews / testimonials			

FINAL THOUGHTS

The cheapest price is not always the best.

Consider:

- What's included
- The builder's experience
- Communication and trust



NEED HELP UNDERSTANDING YOUR PRICE?

McKay Brothers Renovations can help review your price and provide a clear, fair, and transparent price for your renovation or extension.

- ✓ Transparent pricing
- ✓ 20+ years of renovation experience
- ✓ Friendly, honest advice



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