



# Initial Consultation

## Talking Points:

*At Ferguson Builders, we strive for clear communication to ensure everyone is on the same page. Please review the following topics that will be discussed at the Initial Consultation and have responses prepared so we can best serve you.*

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### Scope of Work:

What do you want? What types of finishes do you want for your countertops, floors, exteriors, etc.? For us to provide a high level of service, we need to know the full extent of what you want.

### Project Timeframe:

When do you want the project started and completed? It is important for us to know your timeframe expectations, so we can plan ahead and finish on time.

### Decision Makers:

Who will be the decision makers for your project? Who will make the decisions for the financials, design, selections, etc.? It is important to have as many of the decision makers at the initial consultation as possible.

### Budget:

We understand that the budget can be a sensitive topic. Doing home projects is somewhat like buying a car: You can buy a car for \$2,000 or \$200,000. Both will get you from point A to point B – it's the features that make a difference. So, what features do you want? Do you want laminate, butcher block, granite, or quartz countertops? This decision is one of the many that could greatly influence your project cost. It is important for us to understand not only your desires but also your budget so that we can guide you to the products that both fit your needs and stay within budget.

#### *Custom Build*

We start building homes at \$250k with an estimated square foot cost starting at \$130+. Our clients typically build between \$150-\$200 per square foot. Depending on the size and complexity, a new build may take 6-12 months.

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#### *Kitchen Remodel*

We typically start kitchen remodels at \$30,000 and go up from there. We usually see our clients spend between \$40,000-\$120,000. Depending on the complexity, a kitchen remodel may take 4-12 weeks.

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#### *Bath Remodel*

We typically start bath remodels at \$15,000. Master suites typically start at \$20,000. We usually see our clients spend between \$20,000-\$40,000. Depending on the complexity, a bathroom remodel may take 3-10 weeks.

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#### *Additions*

We typically start additions at \$150 per square foot. If the addition involves a bathroom, that price will be higher. Our clients typically spend \$150-\$200/sq.ft. on additions. Depending on the size and complexity, an addition may take 2-9 months.

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