



CHOOSE TO BUILD WITH YOUR GUYS OR OURS, THE BEST VALUE BUILDER ALWAYS WINS!

STEP 1 PRE-TENDER MEETING

- Meet at HBA to review your specification doc and discuss any final changes to plans.
- Client may nominate 3 builders of their own, who will be asked to join tender panel*.
- Client may choose to have HBA submit for planning approval at this stage.

STEP 2 INITIAL TENDER GOES OUT

- Documents are prepared based on clients initial specification and all chosen options.
- Tender docs are then sent to selected builders who are given 2 weeks to provide their quote.
- HBA will monitor process and review docs prior to presentation to client at HBA.

STEP 3 INITIAL TENDER REVIEWS

- Builders quotes are reviewed at HBA with client and used to shortlist most suitable builders.
- Initial quotes are not exhaustive but are sufficiently detailed for comparison at this stage.
- Clients discuss their options with HBA and adapt the quoted options to meet their budget.

STEP 4 MEET SHORTLISTED BUILDERS

- HBA chair meetings to discuss project with a person of responsibility from the top 3 builders.
- Ask builders any questions you may have about their company, their quote and all inclusions.
- Client and HBA discuss the final list of options so builders can update their quote.

STEP 5 FINAL NEGOTIATIONS

- Clients review updated quotes from shortlisted builders to approve price.
- Builders are contacted by HBA for any further possible negotiated reductions.
- HBA review documentation and pricing with the client to confirm final builder selection.

STEP 6 READY TO SIGN PPA

- Check out chosen builder testimonials and speak directly with their current and past clients.
- HBA arrange site visits for you to relevant sites to ensure builders quality is to your liking.
- Congratulations you're ready to sign PPA and HBA create your unique 3D video walkthrough.



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