Bid Comparison Worksheet

Line up your bids side by side. For each item, write Yes or No, or fill in the name, date or dollar amount. Then add up what each bid leaves out. **The lowest number isn't the cheapest job if it's missing things.**

Item	Contractor 1	Contractor 2	Contractor 3
Contractor name			
License number checked			
Insurance certificate from agent			
References called			
Same plans and description used			
Demolition			
Debris haul-off and dumpster			
Materials named (brand and model)			
Cabinet allowance			
Countertop allowance			
Flooring allowance			
Tile allowance			
Lighting allowance			
Plumbing fixture allowance			
Electrical work			
Plumbing work			
Heating and air work			
Drywall repair and patching			
Painting			
Trim and finish work			
Permits and fees			
Daily and final cleanup			
Items "by others" or "by owner"			
Exclusions listed			
Fixed price or estimate			
How changes are priced			
Deposit amount			
Payments tied to milestones			
Final payment held until complete			
Start date			
Completion date			
Warranty			
Price is good until			
Bid price			
Cost of items not included			
Real total			

Questions for the First Call

Keep this by the phone. You don't have to ask everything on the first call, but by the time you sign, you should know every answer.

ABOUT THE CONTRACTOR

- ☐ What is your company's full legal name and business address?
- ☐ How long have you been doing this kind of work under this name?
- ☐ What license do you hold for this work, and what's the number?
- ☐ Do you carry general liability and workers' compensation insurance? Can your agent send me a certificate?
- ☐ Have you done projects like mine? Can I talk to two or three of those customers?
- ☐ Who will supervise my job day to day?
- ☐ Who will actually do the work? Your crew, or subcontractors?

ABOUT THE JOB

- ☐ What do you need from me to give a meaningful price?
- ☐ What about this project concerns you?
- ☐ When could you realistically start? How long will it take?
- ☐ Once you start, will you stay on my job until it's done?
- ☐ Who gets the permit?
- ☐ How do you handle hidden problems you find once things are opened up?
- ☐ How do you price changes?

ABOUT THE MONEY

- ☐ Is your price fixed, or is it an estimate?
- ☐ What allowances are included, and what will they really buy?
- ☐ How much is the deposit?
- ☐ How are the other payments scheduled?
- ☐ Will you provide lien waivers with payments?
- ☐ How long is your price good for?

ABOUT AFTERWARD

- ☐ What warranty do you give, and what does it cover?
- ☐ How do I request a warranty repair?

Want the whole story? These pages come from *YNOT Read This Before You Hire That Contractor* by Jack A. Ross, in the construction trade since 1983 as a contractor, handyman and private home inspector. Free tools: ynot.press/bids · ynot.press/walkthrough · ynot.press/check