

In-Home Consultation

We'll meet you at the job site (your home). HBRE will get a chance to learn a little about you and you'll get a chance to learn a little about us. In this meeting we will:

- Tour the home while discussing desired scope, project inspirations, and priorities.
- HBRE will review next steps and address any initial questions or concerns.



Design Contract

HBRE contemplates what we discussed previously at the In-Home Consultation to quantify a *rough estimate range* of the projected costs needed to deliver (build) your project. In addition to the project price range, HBRE will provide you with the following information to help you to decide whether to proceed with the design engagement:

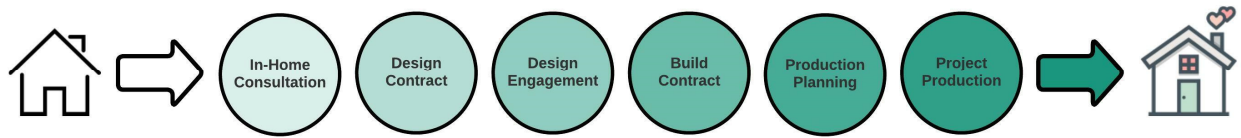
- A description of the deliverables comprised of, for example, both the included drawings scope and selections support (in hours).
- An estimated lead-time of when HBRE believes it will be available to begin working the engagement with you.



Design Engagement

HBRE measures the existing spaces and creates the drawings. Together we then discuss concepts and layouts. Once we land on a concept layout that you love, we further focus on the materials, fixtures and finishes (i.e., selections) that will fill the spaces. Typical objectives and deliverables for the Design Engagement include:

- **Drawings** - as-built and/or conceptual bid-ready - applicable to the project requirements.
- An **Estimate** detailing the costs required for HBRE to deliver (build) the project as designed.
- A copy of all **Allowance-based bid files** referenced in the Estimate as provided by suppliers and subcontractors.



Build Contract

At Design Engagement completion HBRE will present you with a proposal package consisting of an Estimate, Drawings, and the Estimate-referencing Allowance-based bids gathered. If the offer is financially acceptable, we move to create a contract for your review and approval. Note that:

- For the sake of efficiency, HBRE operates electronically by creating and executing your contract through DocuSign®.
- HBRE's contract will include both a Substantial Completion Date and Progress Payment Schedule to aid you in knowing when the project is estimated to be completed, when payments will be due, and how much.



Production Planning

Once you have formally agreed to the contract, we spend the following few weeks to obtain a permit, place material orders, line-up subcontractors and build-out the job schedule. The availability of the materials and people required to complete the job determines the job schedule.

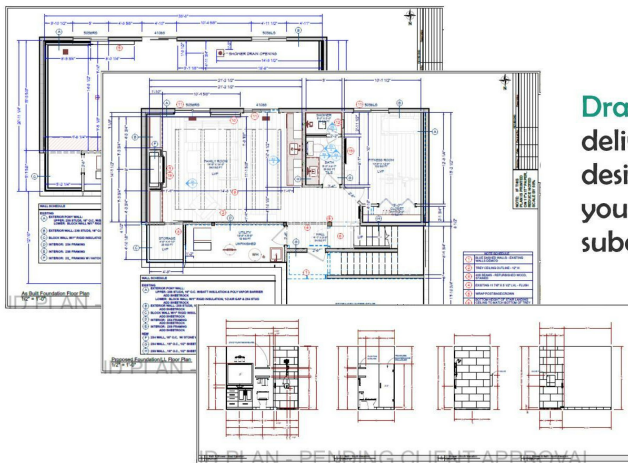
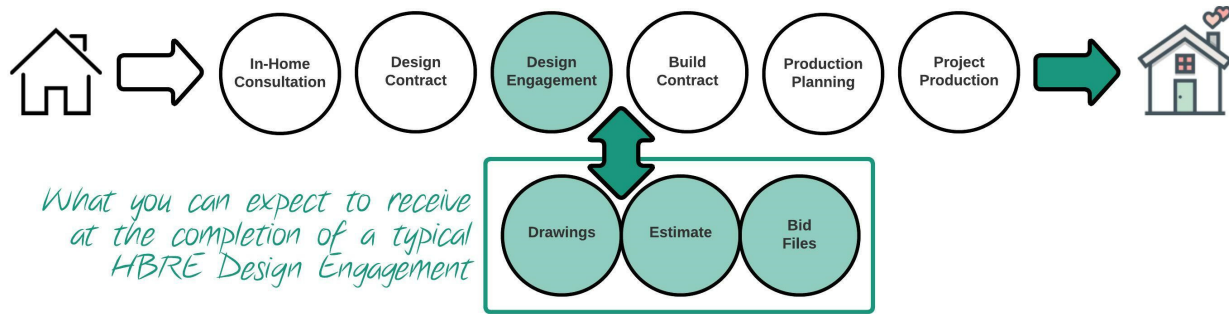
- Your involvement as the homeowner is crucial in this Project Planning phase. We work with you to tie-up any selection loose ends and approve applicable bids so that official orders may be placed.



Project Production

The construction phase begins. We demo. We build. We coordinate. As HBRE progresses, your remodel or new home design comes to life before your eyes.

- Your project's schedule and job running balance is maintained online for you to review.
- Documentation related to your project may be saved online for future reference long after the project is complete.

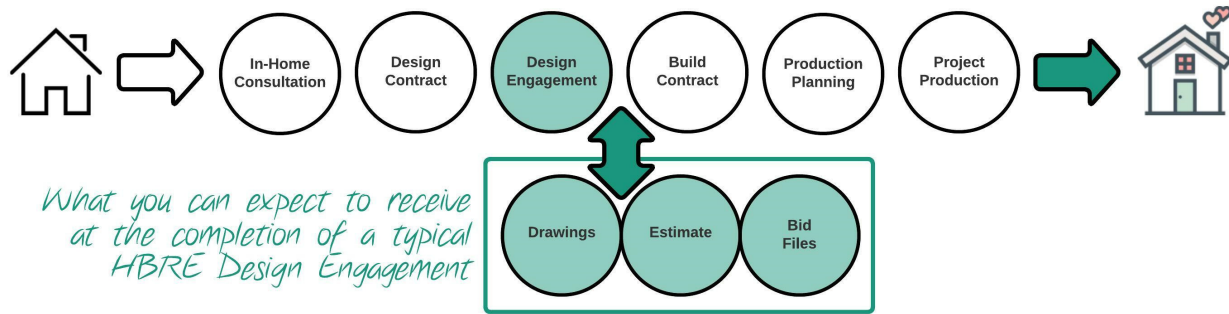


Drawings created during the Design Engagement deliver a visual representation of the project as designed. The details included are not merely for your benefit but HBRE, its suppliers, and subcontractors as well.

For your reference and benefit, HBRE provides you with the relevant information received from suppliers and subcontractors pertaining to all Allowance-based bids.

These files may include, for example, price sheets, picture books, or drawings. The details included in the **Bid Files** are to be referenced in order to understand the project deliverables for their respective Estimate line items.

- 3 - ESTIMATE REFERENCE - BIDS - 051120
- CABINETRY - CABINETRY CONCEPTS - BID - 040720
- CABINETRY - CABINETRY CONCEPTS - DRAWINGS - 040720
- COUNTERTOPS - GREAT NORTHERN GRANITE - BID - 042720
- ELECTRICAL - APOLLO - BID - 032420
- FLOORING - HOPKINS CARPET ONE - BID - 032920
- GAS FIREPLACE - FIRESIDE H&H - BID - 040520
- INTERIOR TRIM - ABCM - BID - 050620
- INTERIOR TRIM - INSTALL - WTC - BID - 051020
- INTERIOR TRIM - WEATHERED WOOD - BID - 040820
- PLUMBING - CARLSON - BID - 032420
- PLUMBING FIXTURES - FERGUSON - BID - 031920
- PLUMBING FIXTURES - FERGUSON - PIC BOOK - 031920
- TILE INSTALL - ETERNAL REMODEL - BID - 040420
- TILE MATERIALS - MTS - BID - 042020
- TILE MATERIALS - MTS - PIC BOOK - 042020



	Line Item Totals	Subtotal
Basement Remodel - Non-Allowances		14,150.00
Demo (materials and labor) - remove existing carpet, appliances, bar, fireplace, stone, and corner wall; remove load bearing wall, drywall on fireplace wall, angled soffits, and base trim	1,500.00	
Framing (materials and labor) - according to plans; new beam to replace existing load bearing wall; backout framing as needed; new wall for exercise room; rework soffits outside exercise room	6,225.00	
Insulation (materials and installation) - replace insulation at fireplace wall; fire blocking per code	650.00	
Drywall/Tape/Mud (materials and installation) - patching as needed; new drywall on fireplace wall, beam, load bearing wall, and new exercise room wall; match existing ceiling texture	2,850.00	
Painting & Staining (materials and labor) - paint walls with 1 color; 2 coats matte finish; \$185 per extra color; paint ceilings white; stain existing windows and doors	2,925.00	
Basement Remodel - Allowances		48,111.30
Flooring Allowance (materials and installation) - based on Hopkins Carpet One bid 3/29	4,575.30	
Interior Trim Allowance (materials and installation)		
Materials: beams, mantel, barn door and hardware based on Weathered Wood bid 4/8 (\$3,215.00)	8,415.25	
Materials: prefinished interior door(s) w/ hardware, prefinished base, casing and post wrap based on ABCM bid 5/6 (\$2,400.25)		
Installation: based on WTC bid 5/10 (\$2,800.00)		
Tile Allowance (materials and installation)		
Materials: based on MTS bid 4/20 (\$2,304.07); includes general Allowance allocation of \$150 for delivery	6,304.07	
Installation: based on Eternal Remodeling bid 4/04 (\$4,000)		
Cabinetry Allowance (materials and installation) - based on Cabinetry Concepts bid 4/7	12,948.77	
Countertop Allowance (materials and installation) - based on Great Northern Granite bid 4/27	4,016.36	
Appliances Allowance (materials and installation) - none (\$0); By Owner	0.00	
Plumbing Fixtures & Accessories Allowance (materials & Accessories install)		
Materials: based upon Ferguson bid 3/19 (\$802.55)	802.55	
Accessories Installation: (\$0); no Accessories in scope		
Electrical Fixtures Allowance (materials) - none (\$0); game table chandelier supplied By Owner	0.00	
Gas Fireplace Allowance (materials and installation) - based on Fireside Hearth & Home bid 4/05	4,824.00	
Plumbing Allowance (installation and associated materials) - based on Carlson bid 3/24	1,800.00	
Electrical Allowance (installation and associated materials) - based on Apollo bid 3/24	4,425.00	
General		6,246.61
Building Permit Allowance - according to respective city's fee schedule	758.61	
Disposal / Dumpster - any applicable permit fees to be billed under Building Permit Allowance	860.00	
Project Design (0 hours) - \$75 per additional hour, as required	0.00	
Project Planning & Coordination	918.00	
Project Management	3,710.00	
Company Overhead & Profit		26,091.79
Company Overhead & Profit	26,091.79	
*** This Estimate includes the cost of all materials and labor for installation.	\$94,599.70	\$94,599.70
*** Prices are subject to change based on market prices at the time of purchase.	Estimate Total	Estimate Total

Non-Allowances (fixed bid) items include descriptions of materials/work to be delivered at a set price less any unforeseeable costs (e.g. structural rot). These items are typically construction-related, non-finish activities (e.g. Demo, Framing, Insulation, Drywall).

Allowances are typically comprised of your decisions for fixtures and finishes. Pricing may be presented as the actual supplier or subcontractor bid, or a HBRE-determined Allowance allocation based upon certain assumptions. Allowances are variable and create a budget of sorts for that project component. Actual expenses will then draw from the allocated Allowance amount with any difference creating either a credit or incremental charge against the project's Job Running Balance.

If you have a desire to personally perform certain work or supply select materials as part of your project ("**By Owner**"), know that HBRE will consider doing so on an exception basis only, together being mindful to not jeopardize the project's schedule and success.

Though the project may be fully designed, an additional **Project Design** cost could be required in the event that additional support is anticipated at the point of Build Contract; for example, if you have a late change of heart concerning a minor design element, or we feel the need to re-select a particular material due to discovering a detrimental change (delay) in material lead-times.

It is HBRE's desire that you are able to reconcile your project costs and value when deciding whether or not to move forward with construction. Rather than bundle-in or hide our fees throughout the **Estimate**, we list them at the bottom. In this way you can see the per line item component costs for materials and labor as distinct from the cost for HBRE's services. We eliminate the mystery as to how your money is being used to fulfill your home remodel or build.