



What's your 'Price per Square Foot'?

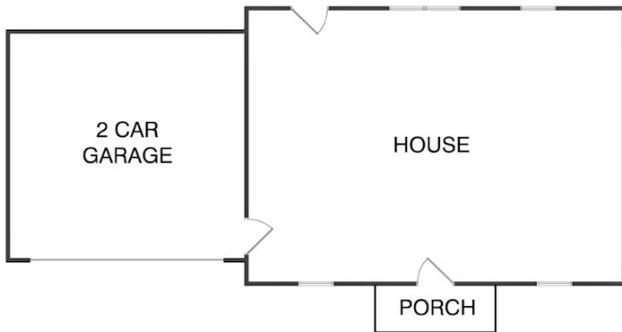
An explanation to why that is a loaded question - for any home builder

When interviewing your builder, instead of just asking "what is your price per square foot?" you should be asking "what is included in your price per square foot?" The volume of a house is one thing but all of the line items in a home must be accounted for. For example, are permits included? Is a temporary drive installed? What type of cabinets, counters, trim, flooring and other interior items are included? You can simply count the number of doors and windows in a home but do you know if other 'assumed' items are included?

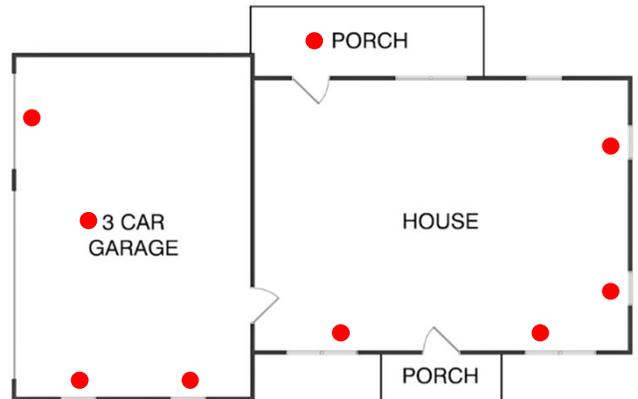
Look at your floor plan. A single level home will cost more per square foot than a home with living space on the second floor. The single level home has more roof area and more foundation area. There are two sets of stairs in a two story versus one set in a ranch.

Look at the structure of your home. Does it have simple roof lines or complicated roof lines? Does it have a few foundation corners or many foundation corners. Does the home have simple siding treatment or a combination of siding and stone or brick? Does the home have a standard garage or a larger garage? Does the home have multiple porches, more windows than another plan, more kitchen cabinets or more bathroom fixtures? All of those line items are totaled then divided into the home's heated living area square footage.

This is a simple example of two homes with identical heated living space but different features. This doesn't even account for what a builder includes in their standard features.



XX square feet 3 doors
Two car garage 5 windows
Front porch 1 garage door



XX square feet 3 doors
Three car garage 11 windows
Front & rear porch 2 garage doors

Both homes have identical heated living space but one of them has more features. That home will cost more, which means dividing the total price by the same square footage will yield a larger per square foot cost for that home.

What does all of this mean?

Check your list of included features and your quote before you choose your builder. We are here to educate you about the process. If you use square footage pricing as the basis for choosing your new home, do yourself a favor and compare *everything* that each builder offers.

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