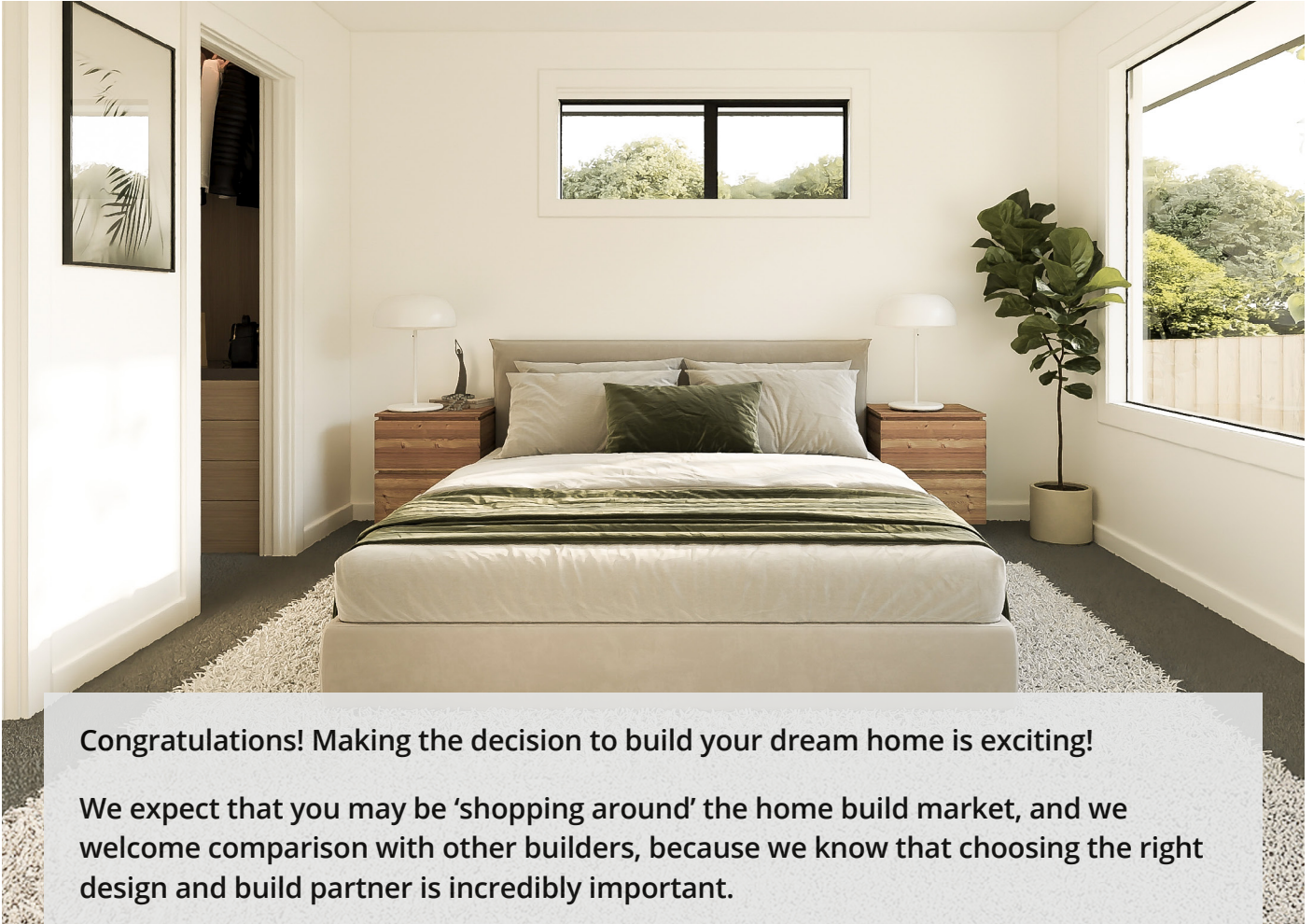




BUILDING WITH US

A START-TO-FINISH GUIDE





Congratulations! Making the decision to build your dream home is exciting!

We expect that you may be 'shopping around' the home build market, and we welcome comparison with other builders, because we know that choosing the right design and build partner is incredibly important.

To help you make an informed decision, Trident Homes have prepared a pre-build guide, so you can confidently understand what is or is not included in your build scope or contract, and a detailed description of what you can expect during the three phases of building with us.



Making that final decision lands squarely with you – which can feel incredibly overwhelming when you are trying to understand what each home builder does or does not include in their contract.

In an ideal world, you could trust that all build contracts would be fair and equal comparisons (apple for apples) but a lot of the time, you are really comparing, well, apples with oranges.

Elements can be priced differently or even left out entirely, making one build seem a lot cheaper on paper.

If the price is low, the end cost might be high.

Before you sign on the dotted line, it is crucial to understand the finer pricing details of your overall build.

You need to know if you are signing up for an 'all-in price' or what we call a **fixed price contract**, or if the price includes provisional sums – which has the potential to increase the overall cost.

This means that elements like the build specifications – what's included or excluded – the project scope and construction timeframes can vary greatly in price, when compared side-by-side.



THE REAL COST OF PRICING

How other builders might price

If a builder uses provisional sums, it may look cheaper to start with, but it might end up costing you more in the end.

Provisional sums estimate parts of a build contract that can't be accurately priced at signing. This is occasionally used to quickly provide clients with a price. Adjustments to these sums often become necessary to reflect actual costs.

For instance, another builder might estimate \$20,000 for a kitchen in an architecturally designed home, while Trident Homes will ensure you consult with their professional kitchen designers to determine an accurate fixed priced based on your design.

How we price

At Trident Homes Dunedin, we do not use provisional sums, unless we really have to.

We believe that using an estimated cost brings risk to your build project. Imagine signing a contract thinking you are paying \$500,000 to find out further down the track that your price has gone up by 20-40% on your contract price!

We truly want the best for our clients, so we take a no surprises, no hidden costs approach – which sets us apart from a lot of our local competition.

Although it can be tempting to get a contract signed as quickly as possible and move into the construction phase of your project, spending some additional time with your Trident Homes consultant finalising the details and understanding what you are truly paying for, means less surprises down the track.

This might mean that 'on paper' our cost appears higher, but believe us when we say, **it is all you will pay.**





CONCEPT DESIGN PHASE

Trident Homes' approach simplifies build complexity through our well-established end-to-end framework with all necessary checks and balances in place.

Whether you select a standard Trident Homes design, or opt to customise a design specifically for your needs, we produce concept drawings that accurately place your home on your land site, show the floor plan and accommodate any elevations.

Once you have had time to consider the concept drawings (you can make slight changes up to three times at no additional cost), we get our Quantity Surveyor team to price the design, based on our standard specifications (which is provided by your Trident Homes design consultant)

Upfront cost:

Concepts drawings for your preferred design \$575.00.

Land Testing:

Before you get too far down the building track, we need to survey your site and carry out a geotechnical report and or soil testing to determine if engineering is required.

Site survey – \$1,000 (approx).

Geo-tech/soil test report – \$2,500 (approx).



DETAILED DESIGN PHASE

When you are happy with your concept design, our team will prepare the detailed working drawings, which are required by Council.

Upfront cost:

Working Drawings – \$3,500 (approx)*

* based on a standard, simple design with no engineering requirements.

You will then choose the kitchen design, and any upgrades, such as changing plumbing items, heating, driveways etc., while the working drawings are getting produced. We want to avoid provisional sums as much as possible, so we will work really closely with you through this decision making process. At this stage, we will know what (if any) engineering requirements will be required and we will get this accurately priced.

The Quantity Surveyor team will price the completed working drawings and updated specifications giving you an updated and more accurate build cost. This will then form your fixed price contract, if you don't make any further changes.

Trident Homes Tip:

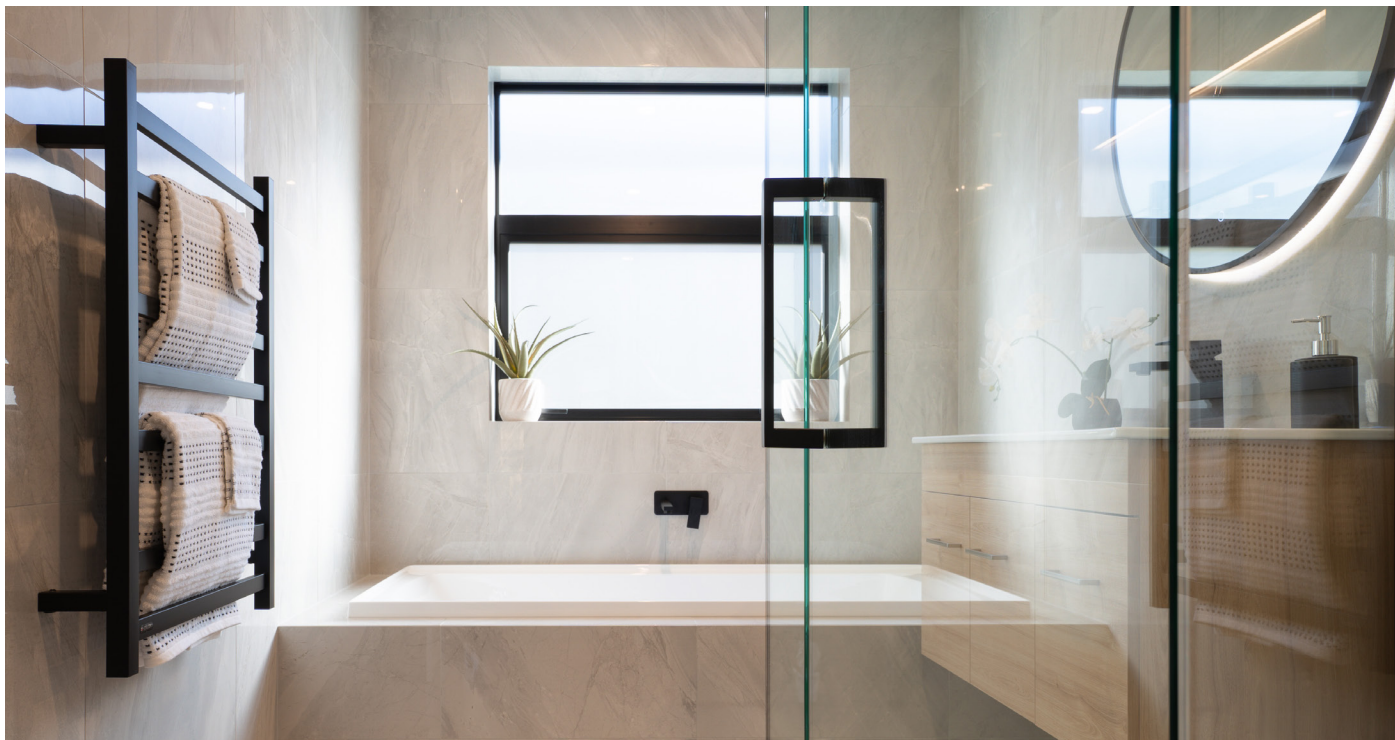
Banks dislike provisional sums! It puts too much risk into your build. Now is the time to lock in as many of the finer details in your build as possible. In turn, this will mean less headaches when it comes to figuring out lending options and no price surprises.

Accepting your quote:

Only when you are completely satisfied with your design and quotation, do we proceed to formal acceptance of the quotation, signing of the build contract, and request payment of the 5% build deposit.

We want you to have complete confidence in Trident Homes, so we have prepared some questions for you to take pause and consider, before you sign a contract with us, or any home builder:

1. Do I fully understand what is included in my quotes?
2. Has the builder explained to me what is not included? And have they given an indication of what this might cost further down the track?
3. Are there provisional sums included? If so, do you understand what these are for, and have you sought out independent advice if the estimates are accurate?
4. Does the provisional sum cover 'bare minimum' design (think Kitchen, bathrooms), which could mean you pay extra for the design you really want?
5. Does the builder have an established and secure supply chain to ensure the best price for materials?
6. Does the builder contract include an agreed contract price?
7. Does the build contract include an agreed finish date?
8. Does the build contract allow for extra costs that might be incurred if they exceed the agreed timeframe?



CONSTRUCTION PHASE

Congratulations!
Now you can relax and enjoy your building journey.

Once the deposit has been paid, we submit your house plans to the council for consent and you meet with our interior designers to choose the interior and exterior colours.

Once you have council consent, we will start the build (as long as you have taken possession of the section).

Typically our standard builds take six months, but if you have a more complex design – ie. engineering requirements, using bricks etc. – it can take slightly longer.

Pay In Stages

Breaking the construction schedule into payment stages, means you do not pay one lump-sum at the end of the build.

All payments are agreed upon in advance, and we are absolutely committed to no surprises.

You can expect six payments during the approximately six month construction phase:

1. Floor Down
2. Frame Up
3. Roof On
4. Exterior Cladding
5. Pre-line Stage
6. Lining Stage
7. Practical Completion

Want to know more?

We're always happy to help. Get in touch with our team today.

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