



BUILDER COMPARISON SCORECARD

A structured way to compare building quotes based on clarity, process, and risk – not just price.

How This Scorecard Helps You

This scorecard is designed to help you compare builders objectively by looking beyond the headline price. It highlights differences in scope detail, assumptions, allowances, and risk management so you can better understand what you're actually being quoted for.

It can be used to review multiple quotes side by side and support a more confident decision before signing a building contract.

How to Use This Scorecard

- Review each builder's quote, scope of works, and supporting documents
- Score each item from 1 (Poor) to 5 (Excellent)
- Apply the weighting shown for each section
- Add up the totals to compare builders side by side

You may find that the lowest-priced builder does not achieve the highest overall score.

SECTION 1 – Scope & Documentation Quality

This section looks at how clearly the builder has defined the work before contract.

Weighting: 30% (Critical)

CRITERIA	SBC SCORE (1 - 5)	BUILDER B SCORE (1 - 5)	BUILDER C SCORE (1 - 5)	NOTES
Written scope of works is detailed and clearly itemised				
Inclusions and exclusions are clearly defined				
Assumptions are stated upfront				
Scope aligns with issued drawings and engineering				
Variation process is explained prior to contract				

SECTION 2 – Pricing Transparency & Allowances

This section looks at how clearly the builder explains pricing, allowances, and provisional sums.

Weighting: 25%

CRITERIA	SBC SCORE (1 - 5)	BUILDER B SCORE (1 - 5)	BUILDER C SCORE (1 - 5)	NOTES
Prime Cost and Provisional Sum items are clearly identified and explained				
Allowances appear realistic for the type and quality of project				
Pricing shows evidence of take-offs or trade input				
Process for cost changes or selections is clearly explained				

SECTION 3 – Planning, Process & Risk Management

This section evaluates how the builder plans the project and manages potential risks.

Weighting: 20%

CRITERIA	SBC SCORE (1 - 5)	BUILDER B SCORE (1 - 5)	BUILDER C SCORE (1 - 5)	NOTES
Pre-construction process is clearly outlined				
Engineering and required approvals are addressed early				
Builder explains how unknowns, site access, sequencing, and logistics are managed				
Builder demonstrates relevant renovation experience				

SECTION 4 – Delivery, Supervision & Communication

This section assesses how the project will be managed on site and how the builder communicates.

Weighting: 15%

CRITERIA	<u>SBC</u> SCORE (1 - 5)	BUILDER B SCORE (1 - 5)	BUILDER C SCORE (1 - 5)	NOTES
On-site supervision is clearly defined				
Builder's level of involvement is explained				
Program and timeframes appear realistic				
Communication expectations are set upfront				
Dispute or issue resolution process is explained				

SECTION 5 – Planning, Process & Risk Management

This section reflects on whether the price aligns with the information provided and the level of detail.

Weighting: 20%

CRITERIA	<u>SBC</u> SCORE (1 - 5)	BUILDER B SCORE (1 - 5)	BUILDER C SCORE (1 - 5)	NOTES
Price aligns with the level of detail provided				
Risks and assumptions have been openly discussed				
Differences between quotes are clearly explained				

SCORE SUMMARY TABLE

This is where the client adds up the weighted scores for each builder. It gives a clear side-by-side comparison beyond just price.

Weighting: 15%

BUILDER	TOTAL SCORE	QUOTED PRICE	NOTES
BUILDER A: SIGNATURE BUILDING CO			
BUILDER B:			
BUILDER C:			

Tip for clients:

The highest total score usually indicates the builder who provides the clearest pathway from contract to completion – not necessarily the cheapest quote.

Helpful questions to ask each builder:

- What parts of this project are most likely to change or vary?
- How were allowances and provisional sums determined?
- Who will be managing the project day-to-day once construction starts?

FINAL CONSIDERATION

A quote should explain why, not just what it costs. Lower-priced quotes can hide assumptions, reduced scope, or deferred decisions.

Signature Building Co brings years of experience on similar projects, and clients consistently highlight clear communication, reliability, and smooth project delivery. Use the scores to compare clarity, process, and risk, rather than focusing solely on price.

Additional Comments / Observations

(Use this space to record your overall impressions, notes from conversations with builders, or feedback from past clients.)
