Lorem ipsum dolor sit amet, Consectetur adipiscing elit. Vivamus vitea luctus leo, vitae. Dignissim quam.

Sed placerat, neque in ele. entum euismod, risus.Sed urna Purus, volute. Pat quis varius id, fragile non-urna.



**Write Company Name here**

Address Here / Phone: 000-000-000 / Fax: 000-000-000 / Email: www.abc@gmail.com

Lorem ipsum dolor sit amet, Consectetur adipiscing elit. Vivamus vitea luctus leo, vitae. Dignissim quam.Sed placerat, neque in ele. entum euismod, risus.Sed urna Purus, volute. Pat quis varius id, fragile non-urna.

**Location:**

**Owner(s):**

**Contact Information:**

**Date:**

**Construction Proposal**

Table of Contents

[Customer 3](#_Toc104494308)

[Location 3](#_Toc104494309)

[Revision Date 3](#_Toc104494310)

[THE QUALITY IS IN THE DETAILS 3](#_Toc104494311)

[General 4](#_Toc104494312)

[Site work and Excavation 5](#_Toc104494313)

[Concrete, Foundation and Slab 5](#_Toc104494314)

[Framing 7](#_Toc104494315)

[Exterior 8](#_Toc104494316)

[Interior 10](#_Toc104494317)

[Flooring 11](#_Toc104494318)

[Doors 12](#_Toc104494319)

[Windows 12](#_Toc104494320)

[Kitchen 13](#_Toc104494321)

[Bathrooms and Laundry Room 14](#_Toc104494322)

[Master Bath 14](#_Toc104494323)

[Guest Baths 15](#_Toc104494324)

[Built-Ins and Shelving 16](#_Toc104494325)

[Shelving 16](#_Toc104494326)

[Plumbing 16](#_Toc104494327)

[Electrical 17](#_Toc104494328)

[HVAC and Utilities 20](#_Toc104494329)

[Fireplaces 20](#_Toc104494330)

[Gas Piping 21](#_Toc104494331)

[Job Costs 21](#_Toc104494332)

[Proposal Excludes 22](#_Toc104494333)

[Allowance Recap 23](#_Toc104494334)

[Warranty, Insurance and Change Order Policies 24](#_Toc104494335)

[Proposal 25](#_Toc104494336)

Customer **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Location\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Revision Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Berg Mountain Homes feels that it is very important to listen carefully to a customer’s

wishes. At our initial meeting, we discussed many of your goals and wishes for your

future home. The goal of this proposal is to translate those wishes into a working

document that will accurately translate those wishes into working specifications.

This proposal is meant to be a working document. Note that at the end of each section,

there may be a series of comments or questions for you in red. Please respond or add

your own questions and comments in blue.

Your project won’t go to pricing until the specifications are pretty much finalized.

Specifications that will be determined later will be noted as such, but these are usually

items that won’t affect pricing.

Accuracy and detail in this proposal is important for several reasons:

1. Uncertainty causes pricing risk for the builder and that risk is mitigated with

cushion or padding in the price. Accuracy and detail eliminate this risk and

effectively lowers the price of the home.

2. There are a vast number of details that eventually have to be gathered in order to

get your home exactly right. While not all the details included below are

important for pricing, it makes sense to gather as much of the details as possible at

this time as it saves work later. It will also make for a smoother, faster and more

worry free construction phase.

3. It helps eliminate the potential for surprises due to a difference in assumptions

between the builder and the customer. If specifications are very detailed, it is rare

that we will come across an issue during construction where we disagree as to the

intent (and therefore the price). In short, it holds both the builder (and the

customer) accountable for what’s in this document.

4. Lastly, if you are getting other bids for this job, this detail will help you evaluate

the bids. For obvious reasons, it’s important for comparison purposes that each

bid contain the same scope of work. Since Berg Mountain Homes has spent a lot

of time developing this document, we do ask that you not share it with the other

bidders.

**BERG MOUNTAIN HOMES**

# THE QUALITY IS IN THE DETAILS

www.bergmountainhomes.com • Box 221 Brass town, NC 28902 • Phone (828) 361-5050 • Fax (678) 212-4011

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 2 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

Of course, we understand that not everything can be decided at this time. Often, the

decision for a certain feature will be based on price which is an unknown initially. So we

offer the opportunity for you to have options available. We’ll be glad to price something

several ways and allow you to make the decision at a later date. With respect to this

document, we will initially specify a feature a certain way and provide an overall price

making that assumption, but at the end of each section we’ll add other options for that

feature along with how that option will change the overall price. These options are

usually customer initiated, but occasionally we will add an option on our own initiative if

we think it might make sense and be of interest to the customer. If during the draft phase

of this proposal, you do make a decision on an option just let us know and we’ll modify

the specifications and pricing accordingly.

Additionally, allowances will be used in other areas where a final decision cannot be

reached. Of course, you will have typical allowances such as plumbing fixtures, lighting

fixtures, flooring, etc. But in some cases, we may provide allowances for other

construction items such as decking or masonry if we can’t be sure of the scope of that

item. Sometimes allowances will be in whole dollars and when it makes sense, they may

be based on measurements such as square or linear footage. Berg Mountain Homes tries

to make sure that allowances are healthy as we don’t want you to experience surprises in

the form of overages with respect to these allowances. Whenever possible, you should

attempt to validate the amounts of the allowances provided by doing a little bit of

shopping to see if what we provided seems to be reasonable for your tastes and wishes.

OK, enough talk, let’s get started…

# General

1. When this document is finalized (and you hopefully choose Berg Mountain

Homes as your builder), this document will be incorporated by reference

into the final Construction Agreement.

2. Unless amended in writing, please note that any specification made in this

proposal will supersede any blueprints, drawings, plans or verbal

discussions.

3. Construction materials and methods may vary from the blueprints or from

the construction notes provided in the blueprints; but at all times state

Residential Building Codes will be met or exceeded

4. Throughout this document, elevations (views from the side rather than

overhead) are given with the view side of the home being the rear elevation,

the opposite side being the front elevation (the street side) and then the left

and right elevations being from a front elevation perspective. All

dimensions are in format width x depth with a front elevation perspective.

5. To facilitate the eventual creation of work orders for the sub-contractors,

this document is organized generally by trade contractor and loosely follows

the home building construction schedule (that’s why it starts with sitework,

excavation and concrete).

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 3 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

# Site work and Excavation

1. excavation of home site with backfill as needed to return site as near as

possible to original condition

2. 15’ setback from property lines to be maintained

3. if necessary, after house site excavation, local surveyor to mark house

corners to ensure no encroachment on setbacks (cost to be paid directly by

Customer)

4. Customer will identify locations for additional under brushing and tree

removal and will pay for cost outside the scope of this project

5. under brushing (removal to ground level of most brush and trees under 6” in

diameter) in area designated and agreed to between Builder and Customer

6. installing conventional (10” large diameter pipe) 3-bedroom septic system

(In accordance with Cherokee County permit dated \_\_\_\_\_\_); installation

includes removal of brush and trees as needed to install tank and drain lines

7. hydro seeding of steep banks exposed during basement excavation or

creation of driveway / parking area

8. gravel driveway and turnaround area; includes fill dirt sufficient to build up

driveway bank and/or turnaround area

9. private well at a suitable area near the main road – actual costs of the well to

be passed through to Customer

10. extending water from well/community water system to home

11. connection of electrical line from transformer to externally mounted meter

12. landscaping allowance = $2,500

Options:

• additional hydro seeding - $350 per tank (covers approximately 7,000

square feet) plus additional site work preparation costs (smoothing,

removal of stumps and stones, etc.)

Notes/Questions:

1.

# Concrete, Foundation and Slab

1. poured concrete stem wall (with footer) on view side as needed depending

on depth/location of virgin soil; allowance for stem wall = $\_\_\_\_\_ which

includes a \_\_\_’ tall \_\_\_56’ section of concrete (the full view side plus \_\_\_’

back on each side); an increase or decrease in the amount of the concrete

used in the stem wall will result in a $15/square foot cost adjustment

2. concrete footers around house perimeter – sized to code

3. footers as needed under interior load bearing walls

4. house footers that do not sit underneath concrete walls to be poured

monolithically with slab

5. poured concrete basement walls (8” thick) as needed to retain earth around

basement

6. concrete wall in basement bedroom to include formed opening for window

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 4 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

7. retaining wall off \_\_\_\_\_\_\_ corner; allowance for retaining wall = $\_\_\_\_\_

which includes a \_\_\_’ tall \_\_\_’ section of wall; an increase or decrease in

the amount of concrete used in the stem wall will result in a $10/square foot

cost adjustment

8. retaining wall off \_\_\_\_\_ corner approximately sloping from 8' tall to 2' tall

and extending approximately 12' from house corner

9. estimated concrete wall sizes as follows:

a. stem wall – 6’ high x 70’ long

b. basement walls – 9’ high x 77’ long

c. left side retaining wall left side of house – 8’ high x 12’ long

10. if length of concrete walls exceeds estimated lengths, Customer will pay

additional costs as follows (Customer will also receive a credit if lengths are

less than estimated):

a. 3’ wall - $65 per linear foot

b. 4’ wall - $70

c. 5’ wall - $80

d. 6’ wall - $85

e. 7’ wall - $90

f. 8’ wall - $95

g. 9’ wall - $105

h. 10’ wall - $115

11. if height of concrete walls exceeds estimated heights, Customer will pay

additional costs calculated using the difference between the estimated height

and the actual height in accordance with the above price schedule (Customer

will also receive a credit if heights are less than estimated)

12. chases in basement concrete walls as needed for water lines, gas lines,

electrical and drain lines

13. concrete slab as basement / garage floor with 6” x 6” #10 welded wire mesh

14. concrete stoop off kitchen entry (approx. 4’ x 6’)

15. termite treatment beneath slab

16. waterproofing of all below grade concrete walls (including footer level

drainage system) – 5 yr. warranty

Notes/Questions:

1.

# Framing

1. square footage:

a. main floor to have \_\_\_\_\_ finished sqft

b. 2nd floor to have \_\_\_\_ finished sqft

c. basement to have \_\_\_\_ finished sqft

d. basement to have \_\_\_\_ partially finished sqft

e. basement to have \_\_\_\_ unfinished sqft

f. \_\_\_\_ sqft attached/detached garage

g. total finished area \_\_\_\_ sqft

h. total partially finished area \_\_\_\_ sqft

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 5 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

i. total unfinished area \_\_\_\_ sqft

2. roof structure:

a. 12 / 8 pitch roof with single ridge beam and gable ends

b. (2) front dormers with 12/12 pitch

c. front covered porch with 9/12 pitch

d. shed roof with 4/12 pitch over rear deck

e. 16" soffits

f. stick framed roof or roof trusses

g. OSB roof sheathing with Titanium brand underlayment (eliminates

need for felt)

h. roof sheathing with a reflective radiant barrier with Titanium brand

underlayment

3. ceilings:

a. vaulted ceiling in great room, and foyer; all other main floor

ceiling heights at 8’

b. vaulted ceiling in loft; all other 2nd floor ceiling height at 8’

c. basement ceiling height to be minimum 8'

4. walls:

a. exterior walls to be 2x6 16” on-center with 7/16” (or thicker)

sheathing

b. interior walls to be 2x4 24” on-center (with 2x6 or closer spacing if

needed for load bearing capacity)

c. insulation walls against basement concrete to be 2x2’s

d. full house wrap and taping of all house wrap joints and around

windows and doors

e. 7/16" Huber zip system for exterior wall; fully taped and sealed

(Eliminates need for house wrap) – for details on this system, see:

5. floor system:

a. floor system between basement and main floor to be open web

trusses

b. floor system between basement and main floor to be conventional

framing or I-joists with HVAC chases…

c. floor system between first floor and second floor to be open web

trusses

d. floor system between first floor and second floor to be

conventional framing or I-joists with HVAC chases…

e. 3/4" floor sheathing glued and screwed to floor system

Options:

1. roof sheathing with a reflective radiant barrier underneath (see LP

Tech Shield for an example) to reduce radiant heat from the sun and

reduce energy costs 10-15% - very good for vaulted ceiling

applications) – add $\_\_\_\_; see

Notes/Questions:

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 6 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

1.

# Exterior

1. siding and trim:

a. fiber cement board lap siding on all exterior walls with the

exception of:

• fiber cement board shake shingle accents in all gable

ends (including dormers)

b. Migrate (or similar water-resistant textured material) trim (3" x

5/4" thick, fascia (4/4" thick) and standouts for hose bibs, exterior

lighting, etc.

c. textured fiber cement board soffit and venting to code

d. siding / trim to be painted on-site with three colors (base color,

shingle accent color and trim color) and optional alternative color

for exterior doors

2. exterior masonry:

a. stacked rock around great room entry door

b. stacked rock ‘columns’ at view side basement corners

c. stacked rock 42” up the wall on lower portion of view side

basement wall with angled water table cap rock

d. all stacked rock to be cultured stone

e. fieldstone (flat rock) on any other exposed above grade concrete

f. painted textured stucco on any other visible above grade concrete

3. 30-year warranty (minimum) architectural shingle roofing

4. gutters / downspouts to compliment house / roof color; no gutter covers

5. downspouts to feed into drainage system to direct water away from house

6. garage doors and exterior doors painted to compliment house / roof color

7. rear deck (\_\_\_\_ sqft) as follows:

a. pressure-treated undercarriage

b. 5/4 x 6" wide pressure treated decking screwed to undercarriage

c. pressure treated rail system with ¾” powder coated aluminum

balusters (painted black)

d. pressure treated rail system including 2x2 pickets

e. copper post caps (12 units)

8. front covered porch (\_\_\_\_ sqft) as follows:

a. pressure-treated undercarriage

b. 5/4 x 6" wide pressure treated decking screwed to undercarriage

c. pressure treated rail system with ¾” powder coated aluminum

balusters (painted black)

d.-stained tongue and groove ceiling – 4” bead spacing

e. painted bead board ceiling

9. deck stairs to include 2x12” beauty band and riser front

10. pre-braced open deck area off corner of master bedroom to accommodate

future hot tub

Options:

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 7 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

• metal roof – add $\_\_\_\_\_\_\_

• ice dam protection (a 6' wide waterproof barrier on the north side eaves

of the house) – add $300; for product details, see

• rockwork not listed above – add

• artificial rock (any) - $14 per square foot

• veneer rock (flat rock applied to vertical surfaces) - $11 per

square foot

• screened-in rear porch – add $\_\_\_\_\_\_

• composite decking (Terex or similar) – add $\_\_\_\_\_\_

• glass panels instead of conventional hand rail system – add $300 per 8’

section

• decks and stairs not listed above - add

• $13 per square foot of deck surface

• $48 per step

• $20 per linear foot of deck and stair rail

Notes/Questions:

1.

# Interior

1. insulation in finished areas as follows:

• R21 blown-in cellulose insulation in exterior framed walls and

any interior framed walls that adjoin unfinished areas

• R5 blown-in cellulose insulation in 2x2 framed cavity in all

exterior concrete walls

• R38 blown-in cellulose insulation in roof

• no insulation in interior walls

2. insulation in unfinished areas as follows:

• batt insulation as required by code in ceilings and in framed

walls separating unfinished space from finished space

3. all window and door openings sealed with foam sealant

4. all walls and ceiling to be dry walled except for:

• tongue and groove ceilings

• bead board ceilings

• mechanical room ceiling (open)

• unfinished basement areas

5. all drywall glued and screwed to studs

6. all drywall finished with light knockdown texture except as follows:

• tape and flat finish of garage walls

• fire tape of partially finished basement area

7. paint as follows:

• no paint on fire taped drywall areas

• one coat of drywall primer on garage walls and ceiling

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 8 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

• all other areas painted with one coat of drywall primer on walls

and one coat of white paint on ceiling; one coat of flat latex

color on all walls; two wall paint colors

8. upgraded trim (1” x 4” base with bevel; 1 x 4” door and window trim with

dog-eared top piece, and window sills) except as follows:

• garage to receive white painted utility trim

• no trim in partially finished or unfinished basement

9. ¾” tongue and groove wood ceiling with 4” bead spacing in great room,

master bedroom and master bathroom

10. painted bead board ceilings (with OSB underlayment for rigidity) in kitchen,

dining room and master bedroom

11. stairs and loft railings to be combination pine posts and rails and wrought

iron balusters (combination of single basket, double basket and twist)

12. stairs and loft railings to be standard pine posts, rails and pickets

13. stairs and loft railings to have enhanced trim package

14. all woodwork (including baseboard, window and door trim, interior side of

any wood windows, interior mountains, railing systems, exposed beams, collar

ties and tongue and groove ceiling and paneling) to be stained and finished

with lacquer

Options:

• paint wall vents and stair lights to match wall color – add $100 per color

Notes/Questions:

1.

# Flooring

1. unfinished garage floor

2. attic crawl space to have several sheets of plywood

3. epoxy paint on garage floor

4. epoxy paint on mechanical room floor

5. tile floor in all bathrooms and laundry room; material allowance (including

tile, accent pieces, bullnose and grout) = $\_\_\_\_\_ (approx. $\_\_\_ per square

foot)

6. wood floor throughout the rest of the main floor; material allowance =

$\_\_\_\_\_\_\_ (approximately $\_\_\_\_ per square foot)

7. note on wood floor installation – if the width of the individual planks chosen

for the floor is less than 3”, add $0.50 per square foot

8. carpet in all other areas of basement and 2nd floor and on both sets of stairs;

material allowance (including pad) = $\_\_\_\_\_\_\_ (approximately $\_\_\_\_ per

square yard)

Note: all allowances include tax and delivery

Options:

• for tile patterns and diagonal installation – add $1 per square foot

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 9 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

• for natural stone (travertine, tumbled marble, slate) tile – add $2 per

square foot (natural stone requires more sorting time, cutting time

[each piece must be cut with a tile saw] and all natural stone must be

sealed)

Notes/Questions:

1.

# Doors

1. standard hardware (knobs or handles) with matching hinges and doorstops

2. interior doors to have privacy locks on all bedrooms and bathrooms and

passage locks elsewhere

3. exterior doors to have standard one side keyed deadbolt

4. front entrance door to have upgraded handle set

5. solid 6-panel pine interior doors with stain and finish to match trim

• (8) standard doors

• (5) bi-folds

• (1) French

• (4) pocket

6. exterior door summary:

• (2) 6-panel solid steel

• (1) ¾-lite decorate oval textured fiberglass with matching sidelights

• (1) half-lite rectangular 9-lite textured fiberglass

• (2) full-lite rectangular blinds between the glass smooth fiberglass

• (2) full-lite rectangular textured fiberglass French doors

• (1) standard 2 car 16’ x 7’ insulated garage door with row of glass

panels

Options:

• door screens – Customer may provide and Builder will install at $100

per door

• additional doors = cost of door plus $250 (framing, hanging, trim

material, trim labor, paint/stain of trim, paint/stain of door and door

hardware)

Notes/Questions:

1.

# Windows

1. operable windows to be Atrium brand premium vinyl (Energy Star

designated with Low-E coating and argon gas insulation); no grids or

shutters; all to have lift out screens

• (1) awning

• (6) single hung (lower level)

• (2) twin single hung (lower level)

• (5) double hung (upper level)

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 10 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

• (2) casements

• (2) double casements

• (1) slider

2. fixed windows (14 units) to be made locally to fit specifications with

exception of bay window fixed panels which need to match flanking

operable windows; windows to have Low-E coating and bronze tinting

3. (2) sky lights in master closet

4. (1) solar tube in upstairs guest bathroom

5. (1) window well for basement bedroom egress window

Options:

• tinting of fixed windows – add $\_\_\_\_

• additional windows = cost of window plus $150 (framing, installing,

trim material, trim labor and paint/stain of trim)

Notes/Questions:

1.

# Kitchen

1. knotty pine cabinets with the following features (final layout to be

determined):

• full refrigerator depth cabinet above refrigerator

• framed wall with drywall separating refrigerator from hallway

• raised corner cabinet with glass front

• pull out trash can with mechanism attached to cabinet door

• lazy Susan in lower corner cabinet

• full-extension drawer glides on all drawers

• range hood with venting to exterior

• valance over sink

2. kitchen cabinetry allowance = $\_\_\_\_\_\_ (including knobs, pulls, range hood

and installation)

3. granite countertops with 4” granite backsplash except for behind range and

sink where this should go all the way up to either the cabinet or window

above; material allowance = $\_\_\_\_\_\_\_ (approx. $\_\_\_\_ per foot)

4. appliances (including range, oven, microwave, dishwasher, garbage

disposal, refrigerator, washer, dryer) to be selected and paid for by

Customer separate from this project; Customer will also pay for delivery

costs; typically, installation is part of the service provided by the appliance

supplier – if Builder has to install; Builder will add $25 per appliance to

cover the cost of installation

Notes/Questions:

1. I left in a few of the kitchen options that I thought would look nice or

add functionality. if you don’t want these please let me know. this is

really just a starting point for pricing purposes. you’ll have full

control over the layout and options when the time comes

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 11 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

# Bathrooms and Laundry Room

**Powder Room**

1. 30” vanity with standard grade (oak, maple) stained cabinets; vanity to be

comfort height (36”); allowance = $\_\_\_\_\_ (allowance includes cultured

marble countertop)

2. granite counter with 4” backsplash; material allowance = $\_\_\_\_\_\_\_ (approx.

$\_\_\_\_ per foot); includes sink provided by countertop company

3. cultured marble countertop with integrated sink and 4” backsplash; countertop

included in cabinetry allowance above

4. single undercount sink

5. pedestal sink

6. elongated 1.6 gym or lower toilet

7. Customer to provide mirror and bathroom accessories and Builder to install

# Master Bath

1. 60” vanity with standard grade (oak, maple) stained cabinets; vanity to be

comfort height (36”); allowance = $\_\_\_\_\_ (allowance includes cultured

marble countertop)

2. granite countertop with 4” granite backsplash; material allowance = $\_\_\_\_\_\_\_

(approx. $\_\_\_\_ per foot); includes sink provided by countertop company

3. cultured marble countertop with integrated dual sink and 4” backsplash;

countertop included in cabinetry allowance above

4. dual under mount sinks

5. 60” x 36” rectangular jetted tub with tile surround (motor access \_\_\_\_\_)

6. oversized tile shower with glass door framed to match plumbing fixtures,

bench and built-in soap and shampoo platforms; tile to extend to \_\_\_

7. tub and shower tile material allowance (including tile, accent pieces, bullnose,

grout, and surface mounted soap and shampoo platforms) = $\_\_\_\_\_ (approx.

\_\_\_ sq feet x $4 per sq foot)

8. elongated 1.6 gym or lower toilet

9. Customer to provide mirror and bathroom accessories and Builder to install

# Guest Baths

1. 42” vanity with standard grade (oak, maple) stained cabinets; vanity to be

comfort height (36”); allowance = $\_\_\_\_\_ (allowance includes cultured

marble countertop)

2. granite countertop with 4” granite backsplash; material allowance = $\_\_\_\_\_\_\_

(approx. $\_\_\_\_ per foot); includes sink provided by countertop company

3. cultured marble countertops with integrated sink and 4" backsplash;

countertop included in cabinetry allowance above

4. single undercount sink

5. 60” x 36” one-piece fiberglass tub/shower combination with simulated tile

surround

6. 60” x 36” drop-in tub with tile shower surround to 7’ high

7. no door on tub/shower

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 12 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

8. tiled shower in with tile ¾ of the way to the ceiling and glass door with frame

to match plumbing fixtures; no tub

9. tub and shower tile material allowance (including tile, accent pieces, bullnose,

grout, and surface mounted soap and shampoo platforms) = $\_\_\_\_\_ (approx.

\_\_\_ sq feet x $4 per sq foot)

10. elongated 1.6 gpm or lower toilet

11. full width mirror

12. Customer to provide bathroom accessories and Builder to install

**Basement Bath**

1. stubbed for pedestal sink, shower and toilet

**Laundry Room**

1. 36” laundry tub cabinet base with Formica top; countertop allowance = $\_\_\_

2. 60” cabinets over washer/dryer

3. laundry room cabinetry allowance = $\_\_\_\_

Options:

• for tile patterns and diagonal installation – add $1 per square foot

• for natural stone (travertine, tumbled marble, slate) tile – add $2 per

square foot (natural stone requires more sorting time, cutting time

[each piece must be cut with a tile saw] and all natural stone must be

sealed)

• for built-in niches in tiled showers - add $100

• for benches in tiled showers – add $200

• upgrade powder room countertop to granite – add $\_\_\_\_

• upgrade master bath countertop to granite – add $\_\_\_\_

Notes/Questions:

1.

# Built-Ins and Shelving

**Built-Ins**

1. stereo cabinet in great room – location/design to be determined

2. bay window seat (to be hinged and open to storage below)

3. lower pullout drawer base for washer / dryer

4. bookcases (36” x 7’ tall) with doors on base cabinet and shelving above

flanking fireplace

5. built-in cabinetry allowance = $\_\_\_\_\_

6. built-in countertop allowance = $\_\_\_\_\_

# Shelving

1. closet shelving to be pine and stained / finished to match trim; no wire

shelving

2. open shelving in 2nd floor linen closet

3. linen shelving in master closet

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 13 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

4. rod and shelf in 2nd floor bedroom closet

5. rod and shelf in mud room coat closet

6. pantry shelving (5 unit’s x 18” deep)

Notes/Questions:

1.

# Plumbing

1. thankless hot water heater

2. electric hot water heater with cutoff switch in laundry room

3. pre-plumb for water softener in case needed in the future

4. floor drain in mechanical room

5. two outside frost proof hose bibs

6. exterior hose bibs to be on separate shutoff

7. pre-plumb for future wet bar in rec room (directly behind bathroom)

8. pre-plumb for future bathroom in basement (toilet, vanity, shower)

9. pre-plumb for sink in future outside kitchen area

10. kitchen sink water purifier hookup

11. additional plumbing = $150 per drop

• a hose bib = 1 leg

• an additional showerhead in an existing shower = 1 drop

• a fixture with a drain = 2 drops

Tub and Shower Allowance - $\_\_\_\_\_ (approx. item costs below)

• (1) jetted tub - $850

• (1) drop-in tub / shower combination - $600

• (2) tubs - $800

Plumbing Fixture Allowance - $\_\_\_\_\_ (approx. item costs below)

• (4) toilets (elongated) - $800

• (2) bathroom sinks - $200 (cultured marble tops have integrated sinks)

• (1) powder room pedestal sink - $200

• (5) bathroom faucets - $750

• (2) shower faucets - $400

• (1) full-body shower system - $1,250

• (1) roman/tub faucet - $350

• (1) kitchen sink (cast iron or acrylic undercount) - $500

• (1) kitchen sink (stainless) - $300

• (1) kitchen sink (farmhouse/apron front) - $1,000

• (1) kitchen faucet - $300

• (1) prep sink (stainless undercount) - $150

• (1) prep sink faucet - $150

• (1) laundry tub - $100

• (1) laundry tub faucet - $100

• (1) garbage disposal - $150 (note: septic systems are sensitive to the

types of waste entering the system and while using a disposal is

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 14 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

acceptable, it is important to be educated on its effect on your septic

system as well as on the proper care and maintenance of the system)

Notes/Questions:

1.

# Electrical

1. minimum 200-amp electrical service

2. four external electrical outlets

3. transfer switch for portable generator; Customer to provide list of circuits

that will run from generator

4. speaker wiring at 4 external locations on deck and run to central location in

home

5. pre-wire for 5.1 or 7.1 media in great room with rear speakers, sub-woofer

and TV mounted over fireplace; run wires to central location to be

determined

6. neither the cost of nor the installation of any audio / video equipment

(Including but not limited to speakers, components, volume controls, remote

sensing or termination units, mounting brackets, racks, etc) is included

7. (1) floor outlet in concrete slab in basement

8. (1) floor outlet in great room floor

9. one phone jack

10. one television drop in each bedroom and in great room

11. switched outlets in all bedrooms

12. wall outlets to code

13. additional wiring = $50 per leg

• an outlet = 1 leg

• a light with a switch = 2 legs

• a light added on an existing switch = 1 leg

• a phone jack = 1 leg

• an additional TV location = 2 legs (since we bring to wires to each

location)

• speaker drop = 1 leg per speaker

• speaker drop with intermediate volume control = 2 legs

14. standard toggle switches with the exception of dimmer switches in key areas

15. standard switch and outlet cover plates

16. pre-wiring of hot tub sub-panel (does not include labor or material to

connect to hot tub and does not include breaker in electrical panel as breaker

size varies by hot tub manufacturer/model)

17. pre-wiring for fireplace blowers

18. pre-wiring for whirlpool tub heater

19. pre-wiring for wet bar fridge

20. pre-wiring for flat screen TV above great room fireplace – including

extension of wiring to remote location of audio/video components

21. pre-wiring for television outlets, phone outlets and satellite dish

22. pre-wiring for satellite internet to central wireless router location

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 15 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

23. termination of phone lines and telephone punch block in mechanical room

24. all tv and phone drops run to central location in the mechanical room

Lighting and Fans Allowance - $\_\_\_\_\_ total (approx. item costs below):

• (1) dining room light - $250

• (1) foyer hanging light - $150

• (1) kitchen island hanging 3 light fixture - $150

• (3) kitchen pendant lights over barstool area = $300

• (5) bathroom vanity lights - $500

• (2) bathroom ceiling lights (master bath and guest bath) - $100

• (5) interior fans with light kits and light/fan on separate switch (1

master bedroom, 2 guest bedrooms, 1 great room) - $750

• (2) exterior fans under covered porch - $400

• (2) sconces (stairs between 1st and 2nd floor) - $150

• (2) spot lights (over great room fireplace) - $100

• (5) exterior wall mounted lights (2 either side of garage door, 2 either

side of great room entry door, 1 with motion sensor next to kitchen

entry door) - $250

• (1) doorbell/chime - $100

Builder Provided Lighting - These items will not be part of the allowance:

• (2) flood lights with motion sensor

• (4) flood lights without motion sensors

• (4) utility/closet lights (master closet, guest closet, guest closet, pantry)

– finish to match door knobs/hinges

• (2) under cabinet lights in kitchen

• (1) over sink light in kitchen

• above cabinet accent lighting in kitchen

• (8) recessed can lights in basement (2 exercise room, 4 offices, 2

laundry, 2 on stairs to main) – white trim kit

• (10) recessed can lights on 1st floor (4 hallways, 6 kitchen)

• (3) recessed can lights on 2nd floor (hallway)

• (2) recessed spot lights (over basement fireplace)

• (4) shower recessed can lights (2 master shower, 2 guest shower)

• (1) bare bulb (mechanical room)

• (2) vents (powder room, master bathroom)

• (2) combo heat / vent / light units (guest bathrooms)

• (2) long fluorescents (garage)

• (4) short fluorescents (mud room closet, 2 upstairs bedroom closet,

under stairs closet in basement)

• (1) garage door opener

• receptacle in center of rec room area for future pool table light

• smoke detectors as required by code

• carbon monoxide detectors (1 per floor)

• all can trim kits to be white with exception of trim kits on wood

ceilings; these will be \_\_\_\_\_\_\_\_\_\_\_ to match the \_\_\_\_\_\_\_\_\_\_\_

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 16 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

• all cans to be insulation contact

• all incandescent and fluorescent bulbs

Options:

• electric radiant floor heat in master bathroom (not including closet) –

add $\_\_\_\_\_\_

• pre-wire for alarm system (up to 12 devices) - $500

Notes/Questions:

1.

# HVAC and Utilities

1. full contained mechanical room with gas hookups, water shutoff,

telecommunication hookups, satellite distribution, electrical panel, HVAC and

water heater

2. electric heat pump – single unit with variable speed air handler and 3 zones

(One for each floor); minimum 13 SEER

3. energy recovery ventilator for bringing fresh air into house

4. HVAC allowance (including ventilator) = $\_\_\_\_\_

5. venting to exterior:

a. dryer vent (including recessed dryer vent box)

b. range vent to exterior

c. bathroom vents

Options:

• geothermal HVAC system – add approximately $\_\_\_\_\_\_ additional cost

• whole house humidifier attached to HVAC system – add $\_\_\_\_\_\_

• enhanced HVAC air filter (replaceable 5” media filter) – add $\_\_\_\_\_\_

• air purifier (electrostatic with serviceable filter) – add $\_\_\_\_\_\_\_

• upgraded floor registers (brushed nickel / oil rubbed bronze) – add $300

Notes/Questions:

1.

# Fireplaces

1. master bedroom fireplace – gas burning corner fireplace; vented directly

through outside wall; sheetrock front, wood trim and oversized wood top

2. great room fireplace – gas burning fireplace; vented through roof with no

chimney; full height artificial stacked rock masonry with hearth and mantle;

top of firebox opening to be arched with keystone and voussoirs on either side

of the keystone; hidden wiring and installation of Customer provided support

brackets for future flat screen TV

3. fireplace allowance (allowance covers all costs except installation – including

firebox, inserts, face/face kit, log set, andirons, starter, blower, auxiliary

blower, remote, thermostat, conversion to propane, all piping, termination

caps and wood mantles) = $\_\_\_\_\_

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 17 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

4. fireplace masonry allowance (allowance includes cost of all materials and

installation of fireplace rockwork, hearth and mantle) = $\_\_\_\_; including cost

of wood mantle, arched firebox opening and recessed area for TV

Notes/Questions:

1.

# Gas Piping

1. installation of propane manifold in mechanical room with a stub out to

exterior of home (for future connection to tank) and distribution to the

following areas (with shutoffs at each location):

• laundry room for dryer

• thankless hot water heater

• kitchen stove

• two fireplaces

• grill on deck

2. additional gas locations are $300 per drop

3. Customer to contract with local propane supplier to purchase or lease propane

tank and arrange for gas delivery contract; Builder to bury propane if

delivered prior to final grading; Customer to arrange for hookup of propane

tank to house and startup of fireplaces subsequent to occupancy

Notes/Questions:

1.

Job Costs(included in estimate)

1. applicable building permits (excluding well and septic permits, if

applicable)

2. temporary electrical hookup from transformer if transformer is within 250

feet of house; Customer is responsible for costs of bringing transformer to

within 250 feet of house (this is not included because it customarily

provided by the developer)

3. temporary electricity usage while house is under construction as well as

permanent electrical hookup

Note: at start of project, Customer agrees to set up an account with

the local power company in Customer’s name and will receive and

pay bills each month (including cost for permanent power

hookup); at end of project and upon receipt of bill copies, Builder

will deduct these costs from amounts owed by Customer

4. job toilet during duration of project

5. cleanup of job site and inside of home prior to occupancy

6. builder’s risk insurance (covering the value of the unfinished house - $5,000

deductible)

7. general liability insurance and worker’s compensation insurance for Builder,

Builder’s employees and Builder’ sub-contractors

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 18 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

# Proposal Excludes

These are the responsibility of the Customer and are not included in the proposal.

1. design costs related to final revisions of house plans / elevations

2. financing costs associated with construction or permanent loans

3. liability insurance protecting Customer (Builder has general liability

policy that covers Builder and sub-contractors – see the Insurance

section below for more information on this subject)

4. worker's compensation insurance on behalf of uninsured subcontractors

paid directly by Customer

5. builder's risk insurance – Customer to buy directly

6. homeowner’s association design review fees or design compliance

deposits

7. survey costs, if needed, to accurately locate property lines

8. engineering costs if required by local building department

9. cost of the on-site well and pump

10. additional costs of septic system if, when permit is obtained, the system

is not a standard conventional system?

11. fees associated with connection to community water system

12. appliances (including range, oven, microwave, dishwasher, refrigerator,

garbage disposal, washer, dryer) – Customer will purchase separately

(And pay for cost of delivery) and Builder will facilitate delivery and if

installation is performed by Builder, Builder will charge $25 per

appliance

13. propane tank and hookup of propane tank to house

14. telephone hookup

15. satellite dish (television and/or DSL) and hookup

16. neither the cost of nor the installation of any audio / video equipment

(Including but not limited to speakers, components, volume controls,

remote sensing or termination units, mounting brackets, racks, etc.)

17. mailbox

18. bathroom accessories (towel bars, toilet paper holders) – Customer will

purchase separately and provide for Builder to install

19. master bath mirrors (2) and powder room mirror – Customer will

purchase separately and provide for Builder to install

20. brackets for mounting possible over fireplace TV

21. deck stain (not recommended until pressure treated lumber has dried –

approximately 9 to 12 months)

22. labor or material to connect hot tub pre-wiring to actual hot tub

23. breaker in electrical panel for hot tub as breaker size varies by hot tub

manufacturer/model

24. additional under brushing and tree removal as requested by Customer

25. additional construction costs as a direct result of building code changes

made subsequent to the signing of this document

26. any additional expenses incurred due to any unexpected or unforeseen

site conditions including but not limited to:

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 19 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

a. additional excavation expenses incurred due to any condition

below the surface of the ground presenting unusual problems

(Such as undiggable rock / shale or the presence of springs /

other water sources)

b. additional costs if radon gas is discovered on site

c. additional cost for water filtration, if needed or desired

27. any additional expenses incurred due to force majeure (extraordinary

events or circumstances beyond the control of Builder such as war,

crime or “Acts of God” including but not limited to earthquake, floods,

lighting, landslides, etc.)

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 20 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

# Allowance Recap

1. per schedule concrete retaining walls

2. $\_\_\_\_\_ landscaping

3. $\_\_\_\_\_ interior doors

4. $\_\_\_\_\_ exterior doors

5. $\_\_\_\_\_ windows

6. $\_\_\_\_\_ door hardware

7. $\_\_\_\_\_ appliances

8. $\_\_\_\_\_ cabinetry, including:

a. $\_\_\_\_\_ kitchen

b. $\_\_\_\_\_ master bath

c. $\_\_\_\_\_ guest baths

d. $\_\_\_\_\_ powder room

e. $\_\_\_\_\_ laundry room

f. $\_\_\_\_\_ built-ins

9. $\_\_\_\_\_ countertops, including:

a. $\_\_\_\_\_ kitchen

b. $\_\_\_\_\_ master bath

c. $\_\_\_\_\_ guest baths

d. $\_\_\_\_\_ powder room

e. $\_\_\_\_\_ laundry room

f. $\_\_\_\_\_ built-ins

10. $\_\_\_\_\_ bathroom accessories

11. $\_\_\_\_\_ bathroom mirrors

12. $\_\_\_\_\_ tile and grout, including:

a. $\_\_\_\_\_ flooring

b. $\_\_\_\_\_ kitchen backsplash

c. $\_\_\_\_\_ master bath tub and shower

d. $\_\_\_\_\_ guest baths tub and shower

13. $\_\_\_\_\_ wood flooring

14. $\_\_\_\_\_ carpet

15. $\_\_\_\_\_ plumbing fixtures (excluding tubs/showers)

16. $\_\_\_\_\_ tubs/showers

17. $\_\_\_\_\_ lights and fans (exclusive of Builder provided items)

18. $\_\_\_\_\_ fireplaces

19. $\_\_\_\_\_ fireplace masonry

Note: all allowances include tax and delivery

# Warranty, Insurance and Change Order Policies

Please note the following Berg Mountain Home policies:

Warranty – all Berg Mountain Homes come with an 18-month warranty.

Berg Mountain Homes – copyright 2005 to present Proposal

\_\_\_\_\_\_ proposal page 21 of 21 customer initials \_\_\_\_\_ \_\_\_\_\_

builder initials \_\_\_\_\_

Insurance – Berg Mountain Homes carries both general liability and workers

compensation insurance. If one of our sub-contractors is uninsured for either general

liability or worker’s compensation, Berg Mountain Homes will provide that insurance

on behalf of the uninsured subcontractor. However, this insurance does not replace

the Customer’s need for their own coverage. We recommend that you check with

your insurance agent to make sure you are aware of your options.

Changes – Any Change Order that results in additional project costs and whose cost is

not otherwise specified in this proposal will be billed to Customer at actual cost plus

15%. Excluded from this 15% charge are any overages on material allowance items

such as lighting fixtures, plumbing fixtures, etc.

Change Order Administrative Fees – The first twenty (20) changes are included in the

price of the home below. After the first twenty (20) changes, each additional Change

Order will result in a $50 administrative fee.

Copies of Berg Mountain Homes documents (including the Construction Agreement

and Warranty) can be found on the Berg Mountain Home web site.

# Proposal

Berg Mountain Homes proposes to build the home described above for an all

inclusive price of $\_\_\_\_\_\_\_\_. This price includes all Berg Mountain Home fees -

including design, project management, accounting, reporting, construction

scheduling, supervision, and quality assurance.

The only changes to the price you will pay for your home could be as follows:

1. Changes made to the project scope subsequent to the signing of this

document.

2. Differences between the Allowances outlined above and the actual price of

those items.

The next step in the building process is to agree to this proposal (including any

changes we’ve noted during our discussion of this document) and subsequently to

sign the Construction Agreement (which references this document as an attachment).

Customer (sign and date) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Customer (sign and date) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Builder (sign and date) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_