

WHY THE CHEAPEST QUOTE CAN COST YOU MORE

A construction value checklist for safer project decisions.

Before you choose a quote, remember: construction materials and labour have a baseline market cost. A bid that is far below the rest usually means something has been left out, downgraded, rushed, or shifted back to you as risk.

1 Hidden variations and extra costs

- Vague estimates can exclude essentials like site preparation, waste removal, scaffolding, waterproofing, or finishes.
- Missing items reintroduced later as compulsory "extras" or change orders.
- The final bill can end up higher than the complete, realistic quote you first rejected.

2 Delays, cash-flow problems & abandoned projects

- Under-quoted projects often run out of money before completion.
- Some contractors juggle multiple sites, using new deposits to fund older projects.
- Your site can sit empty for weeks, or be abandoned mid-project.

3 Substandard materials and reduced durability

- Under-market pricing forces contractors to cut corners on timber, concrete, waterproofing, plumbing, or electrical products.
- Cracks, leaks, failures, and defects can appear much sooner.
- Repairing mistakes later costs far more than doing the work correctly the first time.

4 Weak legal protection, insurance & aftercare

- Cheap bids may not include public liability cover, workers' compensation, retentions, or snagging time.
- A professional quote includes legitimate business operations, insurance, compliance, and aftercare.
- A cut-price contractor may disappear when defects need attention.

5 Unskilled labour and poor workmanship

- Qualified tradespeople and proper supervision come at a fair market cost.
- Low-cost crews may rush, work unsupervised, or miss important details.
- Poor workmanship affects finishes, layouts, compliance, and long-term safety.

5 RED FLAG CHECK

If 2 or 3 reputable contractors quote within a similar range and one price is vastly cheaper, treat that low quote as an outlier - not a bargain.

Choose the builder who provides a clear scope, transparent breakdown, proper supervision, compliance, insurance, and long-term value - not just the lowest number.