



# Hints For Homeowners

## What To Ask When Hiring A Contractor

(NAPS)—With record-high real estate prices, a growing number of homeowners are remodeling or renovating their existing homes rather than buying new. Increased demand and continued supply chain issues, however, have led to delays in getting quotes, uncertainties in the availability of materials, rising costs and an increase in homeowner frustration.

Whether you're looking at a new roof or siding, adding a deck, upgrading windows or insulation, you want to find a contractor who gets it right on the first try (and can meet today's fast-turn demand).

### What To Ask

To help, here are three important questions to ask potential contractors so you can find the right resource in a challenging environment:

#### 1. "Do I need to meet with you in person to get a quote?"

Contractors have followed the same manual transaction processes for decades. But home visits with pad-and-paper estimating is outdated, especially with digital-savvy homeowners.

Today, roofing, fencing and even siding companies can provide a preliminary quote without sending representatives to your house. Satellite measurements and a quick phone call are all you need to understand basic pricing and inventory availability for shingles, siding or lumber. Digital sales platforms help homeowners quickly compare contractors and reduce the time to get multiple estimates.

#### 2. "How soon can you start?"

How quickly a contractor can begin depends on pricing and availability of labor and materials. Be wary of contrac-



**Asking the right questions of potential contractors can help you feel sure they'll do the job right.**

tors who offer services for unbelievably low prices—it's safer to pay more for a premium, professional job than take a gamble on a risky contractor.

Top contractors will prepare a digital estimate, taking current pricing into account. Using dynamic tools, your contractor should be able to make real-time changes to estimates and contracts to show how the materials selected will influence the schedule and cost. Similarly, such contractors will have access to real-time inventory via a mobile device so you can choose products, such as shingles, that are actually available, reducing delays.

#### 3. "How do you handle changes?"

This is another area where a contractor using a digital sales platform can add value. By plugging in different options, your contractor should be able to tell you exactly how changes will affect cost and timing. No need to wait days for a return phone call—using digital documents means a revised quote and contract can be sent quickly, helping to keep projects moving.

### Learn More

For further facts about digital tools to look for in a contractor, visit [www.leaptodigital.com](http://www.leaptodigital.com).