

DECISION FRAMEWORK · BEFORE BUILDING

Builder Selection Scorecard

Score and compare builders side by side, against the same criteria, so the differences become impossible to ignore.

WHY THIS WORKS

Choosing a builder on price alone is how most bad builds start. Score each builder against the same criteria and the differences become obvious — *especially the ones your gut already noticed but couldn't name.*

- 1 Score each builder 1 to 5 on every criterion. 1 is poor, 5 is excellent.
- 2 Multiply each score by the weight, then add them up.
- 3 Change the weights to match what actually matters to you. If timeline is everything because your rental ends in November, weight it higher.

THE CRITERIA

CRITERION	WEIGHT	BUILDER 1	BUILDER 2	BUILDER 3
Licence and insurance current Check the licence number yourself on your state authority's register. Don't take a certificate at face value.	3			
Experience and homes built Specifically homes like yours, not homes in general.	2			
Quality of completed builds you visited Visited. Not photographed, not described.	3			
Past client references and reviews Ask for clients from 12 months ago, not last month. Problems surface late.	3			
Fixed price contract offered	2			
Inclusions quality and transparency Can they tell you the brand and model of every included item, or is it "builder's range"?	3			
Communication and responsiveness How they treat you now, while they're selling, is the best version you will ever see.	2			

CRITERION	WEIGHT	BUILDER 1	BUILDER 2	BUILDER 3
Price competitiveness Deliberately weighted no higher than communication. The cheapest quote is the most common regret.	2			
Realistic build timeline A builder promising a timeline well under everyone else is telling you something.	1			
Warranty and after-handover care Ask who handles defects after handover, and how long they take.	2			
Overall trust and gut feel	2			
TOTAL WEIGHT	25			

THE MATHS Total weight is 25, so the highest possible score is 125. Divide your total by 125 for a percentage, which makes builders far easier to compare than raw numbers.

READING THE RESULT

Above 80%	A strong candidate. Proceed to contract review.
60 to 80%	Workable, but go back to whatever scored 1 or 2 and ask about it directly before you sign.
Below 60%	Keep looking, however good the price is.
Within 5% of each other	The scorecard has done its job and can't separate them. Go back to references and pick on communication.

ONE CAVEAT

The scorecard guides you, it doesn't replace your judgement

If your gut and the numbers disagree, work out why before you decide — usually one of the two knows something the other hasn't articulated yet.

Record your scores and your reasoning. In eight months, when something goes wrong, you'll want to remember exactly what you knew when you chose.

KEEP GOING

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