

Compare homes. Compare the whole offer.

Take the same questions to every provider. A lower base price is difficult to evaluate until you know exactly what it includes.

- ☐ What is the exact model, size and specification package?
- ☐ Which displayed features are optional upgrades?
- ☐ Is this a display home, inventory home or factory order?
- ☐ What does the written price include and exclude?
- ☐ Who handles delivery, installation, permits and inspections?
- ☐ Who coordinates utilities and site work?
- ☐ What deadlines and payment milestones are in the contract?
- ☐ What happens if the site is not ready or delivery changes?
- ☐ What warranty applies, and who performs service?
- ☐ Where can I verify the appropriate license and complaint process?

Keep the answer in writing whenever it affects your budget, schedule or responsibilities.

Your side-by-side comparison.

QUESTION	PROVIDER A	PROVIDER B	PROVIDER C
Name / contact			
Home model / size			
Base price			
Selected options			
Delivery			
Installation			
Site work			
Utilities			
Permits / inspections			
Other exclusions			
Total quoted			
Quote expires			
Estimated completion			
Warranty / service			

Mark an unanswered item with a question mark. Do not assume a blank means included.

Make your next conversation count.

My three non-negotiables

What is still unclear?

Who will verify it, and by when?

Further reading: Arizona consumer buying tips

<https://housing.az.gov/sites/default/files/2024-07/TIPS-FOR-CONSUMERS.pdf>

This is an original comparison worksheet, not a recommendation of a particular seller or a review of a contract.

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