



STAGING + HOME TRANSFORMATION

ESTIMATE #	DATE	EXPIRES
1677	02/01/2023	03/02/2023

Title: Sample Homeowner

CUSTOMER

Sample Homeowner
0 Harvard Drive
Piedmont, CA 94611

Summary Scope of Work

This market prep estimate for 0 Harvard Ave is a home re-fresh and update with a full bath remodel done to code by a licensed contractor. The estimate and all pricing is valid for 14 days from today. Should we get a signed contract within 14 days and an agreed upon scope, this project will begin on March 15, 2023 and the home will be stage ready on April 28, 2023, provided there are no delays or unforeseen conditions during the project. Please let us know what questions you may have, we are happy to walk through this estimate with you. Thank you for the opportunity, we look forward to getting you on the market ASAP!

PAINTING - Includes all labor and materials performed by licensed, EPA certified, renovator

All paint will be low VOC. Prep work includes covering the floors, patching where necessary and matching texture. Primer will be applied on all wood surfaces (trim, doors, vanities and cabinets), walls and ceilings as needed. Repair of weathered, damaged or rotten items will be addressed as found for all areas that we have approval to paint. Unless disclosed at project start date, we will not attend to large scale damage or pest report details to ensure that we meet our project timeline, staging dates and quality standards. Includes the removal and hauling of all window treatment left by the Client that will not be used for staging.

EXTERIOR PAINTING

Partial exterior painting to include: exterior trim including all wood, gutters, and front door.

Powerwash exterior of home

INTERIOR PAINTING

To include a full interior paint job throughout main house.

Prep, prime and paint kitchen cabinets

Paint floor vents to match

Subtotal: \$18,100.00

HOUSE DETAILING - EXTERIOR

Install new house numbers



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HOUSE DETAILING - EXTERIOR
Install new mailbox
HOUSE DETAILING - EXTERIOR

Subtotal: \$200.00

HOUSE DETAILING - GENERAL
STANDARD DETAILING PACKAGE
Standard detailing package includes up to 3 days of finish work -all touch-up, caulking around all toilets, tubs, and sinks. Quality control ensures all cabinet doors are level and close properly, all interior and exterior doors open/close, all light fixtures, window and door locks function properly. Unless previously painted shut, we open/close all windows, clean door thresholds, and check that all heating vents and grates are in place and secure. Organize all new paint cans, extra doors, and window screens in storage areas.
Install new smoke & CO detectors to code
Install all new electrical faceplates
Install new front door lock set
Replace interior door handle (x8)
Install new door hinges (x8 sets)
Install new cabinet knobs/pulls
Hallway and dining room built-ins.
HOUSE DETAILING - GENERAL

Subtotal: \$3,075.00

CONTRACTOR SERVICES - FULL BATH REMODEL
Includes all labor and materials, performed by licensed general contractor in compliance with all applicable codes.
Demo, removal and hauling to include:
Existing bathtub/shower, toilet, vanity, shower trim, light fixtures, mirror, baseboards/trim, and hardware
Install new wood framing (as needed) for new tub/shower installation
Set drywall/plaster (tape, skim, smooth or texture to match)
Install new bathtub and frame in shower niche
PLUMBING WORK
Upgrade all plumbing to comply with city code as needed. Install new tub with tub drain, shower/tub trim, sink, faucet and toilet. All water supply pipes and fittings will be copper type (m) pipe. All drain system pipe and fittings will be ABS.
ELECTRICAL WORK



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CONTRACTOR SERVICES - FULL BATH REMODEL

Upgrade all electrical to comply with city code as needed. Install new outlets with tamper resistant AFCI/GFCI, vanity or light fixtures with new vacancy motion sensor and humidity sensor switch for exhaust fan. All new electrical lines will be dedicated 20 amp circuits for outlets and 15 amp for lights and switches. All wiring will meet NEC standards.

Install new ceiling exhaust fan (minimum 50 CFM)

Includes new 4" vent pipe to vent outside of the building and humidity sensor switch.

Install new tub/shower valve, drain, trim, head and faucet

Install new floor, shower and wall tile

Install new vanity with new sink and faucet

Install new vanity mirror and hardware suite

Includes towel rod, hand towel rod, and tp holder

Install new toilet

Install new glass shower door

FULL BATH REMODEL

Subtotal: \$28,825.00

PLANS + PERMITS

Drawings, Form Submission, and Permit Fees for this project are estimated between \$900 - \$1500.

Subtotal: \$0.00

LIGHTING

Includes materials and installation, purchasing, shipping, delivery, labor for removal and hauling of old fixtures, installation of new modern fixtures and new bulbs.

Install new exterior sconce (2)

Install new dining chandelier

Install new entry overhead light

Install new bedroom overhead light

Install all new light bulbs (new & existing fixtures)

LIGHTING

Subtotal: \$1,455.00



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APPLIANCES

Includes the removal of old, sourcing of new, purchasing, tax, shipping, delivery and labor for installation. Pricing includes standard cord connector kits for installation. Should any unforeseen conditions arise with the plumbing or the connection of appliances, the client will be notified and charged accordingly.

Stainless Steel Refrigerator (standard counterdepth)

Stainless Steel Range (Slide-in)

Stainless Steel Range Hood

APPLIANCES

Subtotal: \$3,675.00

FLOORING - includes all materials and labor

Sand and refinish all existing hardwood floors

Apply (3) coats of satin water-based polyurethane finish. Rooms to include entry, living room, dining room, hallway, office and 3 bedrooms.

FLOORING

Subtotal: \$4,600.00

CLEANING

HOUSE CLEANING

Professional house deep-cleaning after all painting and work is complete in main house, and garage. (Additional house cleaning may be required to clean vents, fans, utility areas, etc)

WINDOW CLEANING

Professional window cleaners to clean windows includes the blading of all excess on windows and removal of all window screens.

CLEANING

Subtotal: \$900.00

LANDSCAPING - includes all materials, labor and dump fees

General clean up around property, patio and walkways, removing any dead and obtrusive plants, pruning as needed to open view of home, adding new plantings for color and texture to all beds in front for curb appeal and to all back beds as well. Mulch all planted areas.

Paver Patio

Create approx 10' x 10' paver patio with 24" x 24" squares near west side of garage with a path leading from back door of the main house. Patio prep to include leveling and installation of drain rock, incorporating pebbles in between pavers for stabilization. New patio will allow for additional outdoor dining and lounging space.

LANDSCAPING

Subtotal: \$5,863.00



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RETAINER
Retainer for work and/or materials above and beyond the aforementioned work. The Design Shop has authorization to use up to this retainer amount without approval from Client toward any unforeseen expense as necessary to insure timelines are met. Any alteration or deviation from the above specifications involving more than the retainer amount will require a request for approval in the form of a change order, and will become an extra charge over and above this proposed retainer amount. Any retainer amount unused will be returned to the client and any amount used will be outlined with the final invoice. All change orders throughout the scope of the project can be viewed by the Client and Agent in real time within the approved invoice.
RETAINER

Subtotal: \$5,000.00

PROJECT MANAGEMENT + DESIGN FEE
Quality control, supervision, scheduling and coordination of all in-house project team and independent subcontractors to ensure timelines are met or exceeded and scope of the job is executed by quality and skilled tradespeople. Design fee includes the conceptualization of the project; resourcing and selection of paint colors, finishes, hardware, carpet, flooring, appliances, lighting and landscape suggestions. This project management/design fee increases up to a rate of \$100/hour as scope of project increases due to any unforeseen conditions, change orders or Client/Agent requests.
PROJECT MGMT/DESIGN FEE

Subtotal: \$5,800.00

STAGING
Home design and staging services will include the placement of furniture, plants, art, rugs, linens, and accessories. The look and style of our staging will compliment the period and detail of the home, with updated and modern pieces to appeal to the majority of today's home buyers. These items will be installed by professional designers to portray the vision of modern living in order to maximize your return at sale. Price considers the number of levels and stairs in the home and load in/out difficulty.
STAGING
We will stage 4 bedrooms, 2 bathrooms, a living room, dining room, kitchen, family room, office, and outdoor deck, patio or yard area.

Subtotal: \$7,900.00

Subtotal \$85,393.00
Total \$85,393.00



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TERMS & CONDITIONS

GENERAL PROJECT TERMS & PAYMENT SCHEDULES

Access: Keys or access to the home will be provided to The Design Shop with the signed contract. The Design Shop has the authority to provide access to vendors, subcontractors and other persons involved in this project.

Insurance and Liability:

CLIENT: The Client is responsible for maintaining a valid property and casualty insurance policy to protect both the Client and The Design Shop for the duration of the project. Client liability includes- Personal or business property loss: Client is responsible for keeping premises secure so as to minimize the potential for loss of property. Liability for injury or fatality: Client is responsible for keeping premises in safe condition so as to minimize the possibility of injury or death of persons working in, visiting, or otherwise occupying the premises. Client is responsible for maintaining a valid liability insurance policy to cover any such injury or fatality.

THE DESIGN SHOP: The Design Shop carries business liability insurance and carries workers' compensation insurance for employees as required by law.

Contract Payment Schedule: There are (4) payments scheduled for this project. The first payment is a deposit due at contract signing to reserve the project dates on our calendar. The first 1/3 balance payment is due at the project start date. The second 1/3 balance payment is due at mid-scope of the project. The final payment for the remaining is due at project completion and will include all change orders to date.

- 5-10% Initial Deposit: Due at contract signing.
- 1/3 of Contract Balance: Due at project start date.
- 1/3 of Contract Balance: Due at mid-scope of project.
- Final Balance (including any change orders): Due at completion of project.

Alternate Contract Payment Schedule: With a 20% initial deposit, we can take the final balance payment directly from the Title Company at close of escrow with an added 10% fee. If this option is selected and the property does not sell in 8 weeks from the staging date, full payment plus the 10% service fee is due within 30 days from the end of the staging contract dates.

- 20% Initial Deposit: Due at contract signing.
- Final Balance (including change orders): Directly from escrow company with 10% fee.

Forms of Payment Accepted:

- Click link within invoice for direct & secure bank transfer
- Check or ACH payment by mail

Late Fee(s):

A 5% late fee will be applied to invoices not paid within 10 business days of invoice receipt.

A 10% late fee will be applied to invoices not paid within 20 business days of invoice receipt.

If the invoice is not paid within 20 days of the invoice date, we will submit the unpaid invoice directly to the Title Company when the listing goes into contract with an added 15% late fee. (Alternate arrangements for payment can be made if otherwise specified and agreed upon.)

Staging Terms and Extension Payments: Our staging will remain in place for 60 days from the 1st day we deliver our furniture and begin staging, or until all contingencies are removed once the home is in contract, whichever comes first. If the home is in contract with an all cash offer, we reserve the right to de-stage as necessary. We also require one full week notice to de-stage a home. Should the property need to remain staged for longer than 60 days, and the Client approves this extension, there will be a charge of 25% of the original staging fee per each 30 days thereafter.

APPROVAL

This Estimate has been accepted on _____ by _____

Signature: _____