



Certainty Home Consulting

FREE HOMEOWNER GUIDE

6 Questions to Ask Before Signing a Renovation Contract

The insider checklist that helps you avoid the costly mistakes most homeowners never see coming.

- ✓ A quick-reference guide you can take to every estimate



Before You Sign, Ask These Questions

Most homeowners focus on price. Unfortunately, that's often where expensive mistakes begin.

Before signing a contract, make sure you can confidently answer these six questions.

1

Is the Contractor Properly Licensed and Insured?

Ask to see current licensing and insurance documentation — don't simply take their word for it. Verify that their licenses are active and that they carry both workers' compensation and liability insurance.



Why this matters: Without proper coverage, you could be held responsible for property damage, or for an injury to a worker on your property. Many homeowners never ask, assuming any contractor giving an estimate must already be covered. A few minutes of verification protects you from real financial and legal risk before work begins.

2

What Type of Contractor Am I Hiring?

Not all contractors operate at the same level. Some work independently from a vehicle or home office; others have office staff, project managers, and installation crews. Ask:

- How long have you been in business?
- Do you have a physical office location?
- How many projects like mine have you completed?
- Will employees or subcontractors perform the work?
- Can you provide references from similar projects?



Why this matters: Two contractors can offer similar prices while running completely different businesses. Understanding their experience, resources, and track record tells you whether they're equipped to handle your project — and to support you if issues arise later.



3

Where Are the Materials Coming From?

Many homeowners don't realize that products can vary significantly in quality. Ask:

- ✓ Are the materials builder-grade, mid-range, or premium?
- ✓ Are they sourced through contractor supply companies or retail stores?
- ✓ Are products manufactured in-house or by a third party?
- ✓ Are there different product options available within my budget?



Why this matters: During my years in the remodeling industry, I've seen homeowners compare two proposals and assume they were identical because the descriptions looked similar. In reality, the materials can differ dramatically in quality, durability, warranty coverage, and long-term value.

4

Is Everything Included in Writing?

A verbal promise is not a contract. Your agreement should clearly outline:

- ✓ Scope of work
- ✓ Materials being installed
- ✓ Project timeline
- ✓ Installation dates
- ✓ Payment terms

Just as important, ask: What is *not* included?



Why this matters: Many disputes happen when one party assumes something is included and the other doesn't. A detailed written agreement reduces confusion and gives everyone a clear understanding of what will — and won't — be provided.



5

What Does the Warranty Actually Cover?

Don't assume all warranties are the same. Ask:

- ✓ Does the warranty cover materials, workmanship, or both?
- ✓ How long does the coverage last?
- ✓ Are service calls included?
- ✓ Are there any fees associated with warranty work?
- ✓ Who do I contact if there's a problem after installation?



Why this matters: Many homeowners don't think about warranty details until something goes wrong. Knowing who is responsible, what is covered, and how claims are handled can save considerable frustration after the project is complete.

6

Am I Deciding Because of a Deadline or Discount?

Many homeowners are presented with "today only" pricing or limited-time promotions that expire if they don't sign immediately. Some are legitimate — but pressure should never replace due diligence. Ask yourself:

- ✓ Have I had enough time to review the proposal?
- ✓ Do I fully understand what I'm purchasing?
- ✓ Have all my questions been answered?
- ✓ Would I still feel comfortable moving forward if the discount weren't involved?



Why this matters: Some of the biggest homeowner regrets don't come from the contractor they hired — they come from feeling rushed before they fully understood their options. A quality contractor will gladly answer your questions and give you the information you need.



A Real Homeowner Result

Asking the right questions isn't just theory. Here's what it did for one homeowner.

WINDOW REPLACEMENT · FRESNO, CA

From a \$39,000 Quote to a \$15,000 Project

\$24,000

KEPT IN HER POCKET

Betty was preparing to move forward on a full window replacement and door installation. She had a quote in hand for **\$39,000** and was nearly ready to sign.

Before committing, she booked a session with Certainty Home Consulting.

In one call, we walked through how window-replacement quotes are typically structured — what drives the cost, where margin hides, and what a competitive price actually looks like for her scope of work. Betty went back to the process with a clearer lens and the right questions.

She got her project done for **\$15,000**.

"Highly recommended experience!! Not only will you be better informed, but you will be more confident in your decisions. Knowledge is power! It was a very insightful discussion and prepares someone with no experience in getting information so they feel more comfortable in planning a window replacement renovation."

— Betty · Fresno, CA



Final Thought

Most homeowners don't regret the contractor they didn't hire. They regret the questions they didn't ask before signing.

During my 15 years in the remodeling industry, I've seen homeowners spend thousands more than necessary simply because they didn't fully understand their options before making a decision.

That's why I created Certainty Home Consulting — to help homeowners make more informed decisions before committing to a major renovation project.

A little clarity before commitment can save a lot of frustration — and potentially a lot of money — later.



Todd — Founder, Certainty Home Consulting

15 years in the home renovation industry, now working for homeowners instead of selling to them.



Have a project on the horizon?

Get an unbiased, insider review of your renovation quote before you sign — so you can move forward with certainty.

[Book a Consultation →](#)

Industry Knowledge. Homeowner Advantage.

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