



**RAWSON  
HOMES**  
— EST 1978 —

Build *confident.*



**Our guide for before you sign –  
5 simple questions to ask your builder!**



We understand that building a home can, at times, feel stressful. That's why we're committed to working with you throughout the build journey – supporting you, listening to you and helping you navigate the process.



## Financial stability

Have absolute confidence when you choose Rawson Homes that you're partnering with one of Australia's most financially robust builders. Achieving Homeowners Warranty's 'lowest risk builder rating' and backed by Daiwa House's \$65 billion-dollar AA-rated Balance Sheet, investing with Rawson Homes is a safe choice.



## Transparent pricing

Budget with confidence with our all-inclusive, upfront quotes. From site costs to council requirements, BASIX assessment fees and signature design choices, Rawson Homes will work with you to ensure there are no unexpected costs\*.

\* Excludes asbestos, changes required as a result of legislative amendments and changes to unregistered sites.



## Quality guarantee

Quality construction and high-end finishes are guaranteed through our triple-check process with three independent inspections and reports undertaken for each new home.



## Structural guarantee

Each Rawson Homes property is signed over with a 6 Year Structural Guarantee. With Rawson Homes you get a quality home for life.



## Guided build approach

Stay across what's happening at every stage of the build with your dedicated personal consultant. Feel in control from breaking ground to receiving your keys; we make the whole experience seamless.



## Comprehensive site assessment

From hidden rocks to flood or bushfire risks our site assessment means you start your build knowing all construction challenges and associated costs upfront.



## Build time commitment

Confirm your build time at the tender stage as you create the home of your dreams with your very own custom selections. Once construction starts, we can deliver single storey homes from 33 weeks and double storey and duplex homes from 43 weeks^.

^ Excludes granny flats and KDR with restricted site access.



## Trusted for 40 years

Established over forty years ago you'll find happy Rawson Homes homeowners across NSW and ACT.

# Before you sign, ask is your tender Price Guaranteed?

Tenders can be difficult to read. Some builders are straightforward in detailing necessary build cost items, while others can put in tricky notes which will leave you liable for further payments after you accept their tender – or worse – sign their legally binding contract.

**At Rawson Homes, we take pride in providing an all inclusive price so that you can be comfortable you won't get any nasty surprises later.** The comparison model below shows the six (6) areas to compare tenders across builders. Take the Rawson Homes tender price guarantee challenge and compare.

<h2 style="margin: 0;">Rawson Homes</h2> <p style="margin: 0;">Facade</p> <p><b>Base price:</b> <input style="width: 100px;" type="text" value="\$"/></p> <p><b>Move in essentials:</b> <input style="width: 100px;" type="text" value="\$"/> <small>Legislative requirements such as standard council requirements, standard site costs &amp; BASIX or EERS.</small></p> <p><b>Site costs:</b> <input style="width: 100px;" type="text" value="\$"/> <small>Required due to site conditions.</small></p> <p><b>Inclusions/modifications you picked:</b> <input style="width: 100px;" type="text" value="\$"/> <small>Your choice and free to change to meet your needs and budget.</small></p> <p><b>Provisional allowances:</b> <input style="width: 100px;" type="text" value="\$"/> <small>Could be a real cost, if not we will give it back to you.</small></p> <p><b>Total cost:</b> MIN: \$ <input style="width: 80px;" type="text"/> MAX: \$ <input style="width: 80px;" type="text"/></p>	<h2 style="margin: 0;">Competitor Homes</h2> <p style="margin: 0;">Facade</p> <p><b>Base price:</b> <input style="width: 100px;" type="text" value="\$"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">1</span></p> <p><b>Move in essentials:</b> <input style="width: 100px;" type="text" value="\$"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">2</span> <small>Legislative requirements such as standard council requirements, standard site costs &amp; BASIX or EERS.</small></p> <p><b>Site costs:</b> <input style="width: 100px;" type="text" value="\$"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">3</span> <small>Required due to site conditions.</small></p> <p><b>Inclusions/modifications you picked:</b> <input style="width: 100px;" type="text" value="\$"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">4</span> <small>Competitors may pull things out from here, if that number is higher, we recommend you check this.</small></p> <p><b>Provisional allowances:</b> <input style="width: 100px;" type="text" value="\$"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">5</span> <small>This highlights costs associated with inclusions that are standard with Rawson Homes, but which you'll pay later at your selected appointment as well as provisional allowances added with Rawson Homes. This allows a true like for like comparison.</small></p> <p><b>Total cost:</b> MIN: \$ <input style="width: 80px;" type="text"/> MAX: \$ <input style="width: 80px;" type="text"/> <span style="float: right; border: 1px solid orange; border-radius: 50%; padding: 2px 5px; color: white; font-weight: bold;">6</span></p>
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**1 Check base price:** Often builders choose not to include certain costs and add the cost back as inclusions, provisional allowances or as variations after you sign the tender or contract.

**2 Compare move in essentials:** Required by law, no wiggle room beyond max and min.

**3 Compare site costs:** If this number is lower than Rawson Homes, ask what may have been excluded.

**4 Review itemised inclusions:** Do these charges look higher than what you were expecting? If so question why and ask for a breakdown.

**5 Discuss provisional allowances:** Compare and ask questions; will there be any hidden costs?

**6 Max price guarantee:** Rawson Homes fixed pricing provided in the tender will be the maximum that you will pay, if the cost comes in lower when we build then we guarantee that we will refund you the difference. Ask other builders if they guarantee theirs.

# 5 simple questions to ask your builder

## 1 Will the block be inspected by the builder prior to tender to ensure it is suitable to build the kind of home you want on it?

Our team visit every site to ensure that the site orientation, access, and other matters are all evaluated prior to tender. Every building site is unique and a number of factors must be reviewed and addressed prior to accepting your tender. We do a full site investigation before we give you the tender price which is fixed.

We examine the slope, fall and soil on your lot because these considerations impact the design and cost of your quality home. Only when a soil test has been completed can the foundations be designed and priced accurately. Similarly site levels must be thoroughly assessed to determine the fall of your block, which will identify additional site specific needs. Rawson Homes will arrange for these tests to be completed on your behalf as part of the tender process. If your land is unregistered a survey cannot be conducted, pricing is therefore based on information provided and available.

## 2 What is included as standard in the inclusions, what is additional?

Compare, compare, compare. Each builder has a standard inclusions list as a starting point. We suggest that you review this thoroughly and compare what is on offer as this can save you thousands of dollars. Our inclusion lists are available on [www.rawsonhomes.com.au](http://www.rawsonhomes.com.au) or ask our sales consultant for a home inclusions brochure. Many builders do not offer the bare essentials, such as water, gas, electrical connections, site fencing or concrete pumps within their initial price.

## 3 Where do the largest cost overruns come from? Will your builder provide a fixed price tender?

Unfortunately many builders will not reveal the final price of your home until they are on site. By this time you are both financially and legally committed to that builder. Can you afford any cost overruns after you have paid your deposits, signed your contracts and finalised your loan? Rawson Homes provides a fixed price, giving you peace of mind, not nasty surprises! Refer to the Fixed Pricing T&C's below.

## 4 Does your builder provide independent quality inspections?

Since 1978, Rawson Homes has helped people make their dream homes a reality, taking pride in our beautiful designs and quality of build. Rawson Homes has all of its homes independently inspected by Tyrrells Property Inspections.

## 5 How solid and secure is your builders business?

We are incredibly proud to hold the lowest Home Owners Warranty giving us the lowest risk builder rating, with the financial backing of Daiwa House, Japan's largest residential builder, and a \$65 billion AA-rated balance sheet. When you build with Rawson Homes, you can enjoy complete peace of mind that you're in safe hands.

### Fixed Pricing Terms and Conditions

The fixed pricing provided in this tender will be the maximum that you will pay, if the total costs plus Builder's Margin come in lower for items which are noted as Provisional Allowances when we go onto site, then we guarantee that we will refund you the difference - this is the Rawson Build Confident Trustmark. The client acknowledges the fixed price is subject to the following:

1. The price is fixed for a period of 180 days or as extended (refer to your tender for your price expiry date) and includes all site costs, piling, slab classification, import or export of spoil, drop edge beam, salinity requirements, service connections, stormwater connections and requirements, flooding, bushfire requirements, rock excavation and removal, access requirements such as material handling.
2. The price is not fixed in respect to any item which is noted as a non-conformance or that the client requests including variations once the tender is entered into;
3. For all sites, the price may vary if any asbestos is found or if there are any legislative changes which affect the building works or cost of the building works; and
4. For unregistered sites, the price may also vary if the following differ at the time of site registration from the information that was provided at the time of tender request (a) the physical characteristics of the site, (b) restrictions or easements which apply to the land, (c) developer design guidelines or (d) registration date. Note: Notwithstanding the above, if the site is developed by Rawson Communities Pty Ltd, the price is fixed and will only vary as a result of client requested changes or if there are any legislative changes which affect the building works or cost of the building works.