EXAMPLE ONLY: This is a fictional sample. The condominium, contractors, bids and prices are all made up to show our format. It is not based on any real bids.

REDACTED SAMPLE: contractor names and all prices are blacked out. Paying customers receive the full, unredacted comparison for their own bids.

Northpoint Ventures · Bid Leveling · Sample deliverable

Bid Comparison: Roof Replacement, Harbor Glen Condominium

Fictional association: 3 buildings, 48 units, about 210 roofing squares (21,000 sq ft). Three bids received. Prepared for the Board of Directors.

1. Bottom line

The headline prices are [redacted], [redacted] and [redacted], a spread of [redacted]. On the same scope, they land within [redacted] of each other. Bid A looks cheapest because it leaves out work the other two include. The real choice is about warranty, insurance and contract terms, not price.

Recommendation: Bid B, with two negotiation points (section 7). It has the strongest warranty and insurance, a firm 60-day price, and holds back part of the payment until the work is done. Do not sign Bid A or Bid C as written.

2. Side-by-side line items (as bid)

Line item	Bid A [redacted]	Price	Bid B [redacted]	Price	Bid C [redacted]	Price
Tear-off and disposal	1 layer only; 2nd layer extra	[redacted]	Up to 2 layers	[redacted]	Up to 2 layers	[redacted]
Underlayment	30# felt, field only	[redacted]	Synthetic, full coverage	[redacted]	Synthetic + ice & water at eaves, valleys, penetrations	[redacted]
Shingles, installed (210 squares)	Architectural, 30-yr limited	[redacted]	Class 4 impact-rated architectural	[redacted]	Designer architectural, lifetime limited	[redacted]
Flashing, drip edge, pipe boots	New drip edge and boots; **REUSES** step flashing	[redacted]	All new, incl. chimney counter-flashing	[redacted]	All new	[redacted]
Ridge and ventilation	New ridge cap; existing vents reused	[redacted]	Ridge vent + new box vents (balanced)	[redacted]	Ridge vent + new box vents	[redacted]
Decking repair (rotted sheathing)	**EXCLUDED**; [redacted] if found	—	Allowance: 40 sheets; overage [redacted]	[redacted]	**EXCLUDED**; time and materials	—
Gutters and downspouts	Excluded	not priced	Excluded	not priced	New gutters and downspouts included	[redacted]
Dumpsters and site protection	Included	[redacted]	Included	bundled	Included	bundled
Permit and inspections	**EXCLUDED**	—	Included	[redacted]	Included	[redacted]
Overhead and profit	Lump sum	[redacted]	Lump sum	[redacted]	Lump sum	[redacted]
TOTAL AS BID		[redacted]		[redacted]		[redacted]

3. Leveled to one reference scope

Reference scope used for all three: tear-off up to 2 layers; full synthetic underlayment with ice & water at eaves, valleys and penetrations; architectural shingle of at least 30 years with a manufacturer system warranty; all-new flashing; balanced ventilation; decking allowance of 40 sheets; permit and inspections; dumpsters and protection. Gutters are not part of this project. Adders are our estimates, shown so the Board can challenge them.

Bid	Adjustment to match reference scope	Amount
Bid A [redacted]	**Total as bid**	[redacted]
	2nd-layer tear-off allowance (210 sq x [redacted])	[redacted]
	Synthetic underlayment upgrade (210 sq x [redacted])	[redacted]
	Ice & water at eaves, valleys, penetrations	[redacted]
	Replace reused step flashing	[redacted]
	Balanced ventilation upgrade	[redacted]
	Decking allowance, 40 sheets x [redacted]	[redacted]
	Permit and inspections	[redacted]
	LEVELED TOTAL, Bid A	[redacted]
Bid B [redacted]	**Total as bid**	[redacted]
	Ice & water at eaves, valleys, penetrations	[redacted]
	LEVELED TOTAL, Bid B	[redacted]
Bid C [redacted]	**Total as bid**	[redacted]
	Remove gutters (not in reference scope)	[redacted]
	Decking allowance, 40 sheets x [redacted] (T&M estimate)	[redacted]
	LEVELED TOTAL, Bid C	[redacted]

Risk range if sheathing damage is 3x the allowance (120 sheets instead of 40): Bid A adds [redacted] at [redacted] per sheet; Bid B adds [redacted] at [redacted] per sheet; Bid C adds about [redacted] on time and materials, with no cap. Bid C also has a materials escalation clause that could add up to 5% ([redacted]).

4. Scope gaps, exclusions and hidden costs

Bid	Issue	Why it matters
A	Excludes decking repair (billed per sheet if found)	Open-ended cost, usually discovered mid-job after the contract is signed.
A	Felt underlayment, field only; no ice & water shield	Leaks at eaves and valleys are the most common failure point. The shingle warranty may require better underlayment.
A	Reuses existing step flashing	Old flashing is where most leaks start. A new roof over old flashing can void the manufacturer warranty.
A	Excludes permit; only 1 layer of tear-off priced	Board pays for the permit separately. A hidden 2nd layer is an unpriced change order.
B	Decking allowance 40 sheets, overage [redacted]	Fair structure, but the overage rate is above A's. Negotiate it down.
B	Gutters excluded	Fine for this scope, but the Board should decide separately whether to replace them.
C	Decking repair on time and materials, no cap	No ceiling on a cost that could be large.
C	Gutter replacement bundled in	Inflates the headline. Not in the reference scope, so we removed it from the leveled total.
C	Materials escalation clause over 5%; price good 15 days	The price can rise after signing. Short validity forces a rushed vote.

5. Warranty, insurance and contract terms

Term	Bid A	Bid B	Bid C
Workmanship warranty	**2 years**	**10 years**	10 years
Manufacturer warranty	Shingle only; system warranty not offered	Full system warranty; contractor is a certified installer	Full system warranty; certified installer
General liability	$1M per occurrence; no umbrella	$2M per occurrence + $5M umbrella	$1M per occurrence + $2M umbrella
Workers' comp certificate	**Not provided**	Attached	Attached
Association named as additional insured	**Not stated**	Yes	Yes
Payment terms	50% deposit, 50% at completion	20% deposit, 60% progress, 20% retainage until final inspection	40% deposit, 60% at completion
Price valid for	30 days	60 days	**15 days; escalation clause**
Schedule	Start in 3 weeks, 3 weeks on site	Start in 6 weeks, 4 weeks on site	Start in 8 weeks, 4 weeks on site

6. Questions to ask each contractor

- **All:** Can you show the state contractor license number and 3 references for condominium roofs of similar size?
- **All:** Who is on site daily, and are crews your employees or subcontractors?
- **Bid A:** Will you price a 2nd-layer tear-off, new step flashing and ice & water shield so we can compare like for like?
- **Bid A:** Why is the workmanship warranty only 2 years, and can you provide the workers' comp certificate and name the association as additional insured?
- **Bid B:** Will you lower the decking overage rate to match A's per-sheet price?
- **Bid B:** Will you add a cap or a written change-order process for any work beyond the allowance?
- **Bid C:** Will you remove the escalation clause and extend price validity to 60 days?
- **Bid C:** Can you price the job without gutters so the Board can compare it directly?

7. Recommendation

Bid B ([redacted]). Leveled price [redacted] is within [redacted] of the cheapest leveled bid ([redacted], Bid A) and buys a 10-year workmanship warranty instead of 2 years, a system warranty, higher insurance with the association named, a 60-day firm price, and 20% retainage until final inspection.

- **Negotiate before signing:** lower the decking overage rate toward [redacted] and add a written change-order requirement above the allowance.
- **Confirm:** license number, references, and that the roof system warranty is issued in the association's name.
- **Not recommended as written:** Bid A (thin insurance, 2-year warranty, open-ended extras) and Bid C (no cap on decking, escalation clause, 15-day validity).

This is a comparison of the documents provided, built for board decision support. It is not legal, engineering or insurance advice. Figures come only from the bids supplied; adders are estimates for comparison. The Board should verify licenses, insurance certificates and warranty terms directly with each contractor and with the association's counsel or insurance agent. Northpoint Ventures · northpointvc@proton.me