

Compare 3 quotes at equal scope

For each work item and each quote: record the state (I / E / O / S) and the amount if shown. Only compare totals at the very end.

Project:

Quote A — company:

Quote B:

Quote C:

I = Included E = Excluded (in writing) O = Optional (priced separately) S = Silent — *get it priced in writing before signing*

Work item	Quote A		Quote B		Quote C	
	State	Amount	State	Amount	State	Amount
Demolition / tear-out						
Debris removal						
Electrical						
Plumbing						
Drywall / wall repairs						
Flooring (removal + install)						
Paint						
Installation (kitchen, bath...)						
Protection of common areas						
Final cleanup						
Total as shown on the quote						
+ Options essential to the project						
+ Silences (priced by the contractor)						
= TOTAL AT EQUAL SCOPE						

Before signing: every “S” must become an I, an E or an O *in writing*. A silent item isn't free — it's just billed later. And once scopes are finally equal, choose on reliability (quote detail, insurance, schedule), not just on the total.