

13. Two Commonly Overlooked Construction Design Problems... Negotiate to Save \$1,000's (1 Minute)

- Q1. Mr. Smith, give us two common overlooked construction problems and how people can save \$1,000's by being aware of them and negotiating them.
- A1. Many homes have steam or hot water heat without air duct systems. If you plan to install central air conditioning, you will need duct work systems. These items could cost \$1,000 to \$2,000 or more to facilitate central air conditioning. Consider the cost, get estimates, and also negotiate that into your price if that is a necessary item.
- A1. Another item that seems to be a common maintenance problem after 10 years of installation are sky lights. They've got to be such troublesome items that many builders in this area flatly refuse to install them, either in their homes or even to the customers' specifications. They are commonly subject to leaking after 10 years. Be on guard against this and consider whether or not you need to install them. In existing homes, you may want to negotiate repair or maintenance allowances if there are skylights.