

The Truth About Turnkey Building

A client guide by **Andrew Signature Homes** — Custom Homes & Barndominiums in Tennessee, North Carolina & South Carolina

CLIENT GUIDE

ANDREW SIGNATURE HOMES

What "Turnkey" Really Means

The word **turnkey** sounds simple — you hand over a key and move in. But in the homebuilding industry, turnkey is one of the most misunderstood and inconsistently used terms you'll encounter. There is no universal standard. Every builder defines it differently.

Builder A's Definition

May include structure, drywall, and basic fixtures — but exclude flooring, landscaping, and appliances entirely.

Builder B's Definition

May claim a fully finished home but leave site prep, utility hookups, and permits as your responsibility.

Andrew Signature Homes

We define turnkey with complete transparency — so you know exactly what is and isn't included before you sign anything.

- ❏ **The bottom line:** Always ask for a detailed scope of work in writing. Never assume "turnkey" means the same thing from one builder to the next.

What Is Included in a Turnkey Build

A truly comprehensive turnkey build covers the full spectrum of construction — from the foundation beneath your feet to the fixtures on your walls. Here is how a well-scoped turnkey project breaks down across four critical categories.



Structure

Foundation, framing, roofing, exterior sheathing, insulation, and structural components.



Systems

Electrical, plumbing, HVAC, and mechanical rough-in and trim-out.



Interior Finishes

Drywall, paint, flooring, cabinetry, countertops, doors, trim, and fixtures.



Exterior

Siding or metal cladding, windows, exterior doors, gutters, and porches as contracted.

What Is NOT Included

This is where many homebuyers are caught off guard. Even a thorough turnkey contract will typically exclude certain costs that fall outside the builder's scope. Understanding these exclusions upfront protects your budget — and your expectations.

Common Exclusions

- Land purchase and surveys
- Site preparation and grading
- Driveway and road access
- Well drilling or septic installation
- Utility line extensions (electric, gas, water)
- Building permits and impact fees
- Landscaping and seeding

Upgrade Items

Many builders quote a base price that reflects entry-level finishes. Upgrades — such as custom cabinetry, stone countertops, premium tile, or hardwood floors — are often priced separately and can significantly affect the total.

Always request an **itemized allowance sheet** so you can compare upgrade costs before committing to a builder.

Finish Level Breakdown

One of the biggest drivers of final cost is finish level. The same floorplan can vary by hundreds of thousands of dollars depending on the quality of materials selected. Understanding the three tiers helps you set realistic expectations early.



Basic Finishes

Builder-grade cabinets, laminate countertops, vinyl plank flooring, standard fixtures, and flat paint. Functional, cost-effective, and straightforward.



Mid-Level Finishes

Semi-custom cabinetry, quartz countertops, tile backsplash, LVP or hardwood flooring, upgraded lighting, and designer paint palettes.



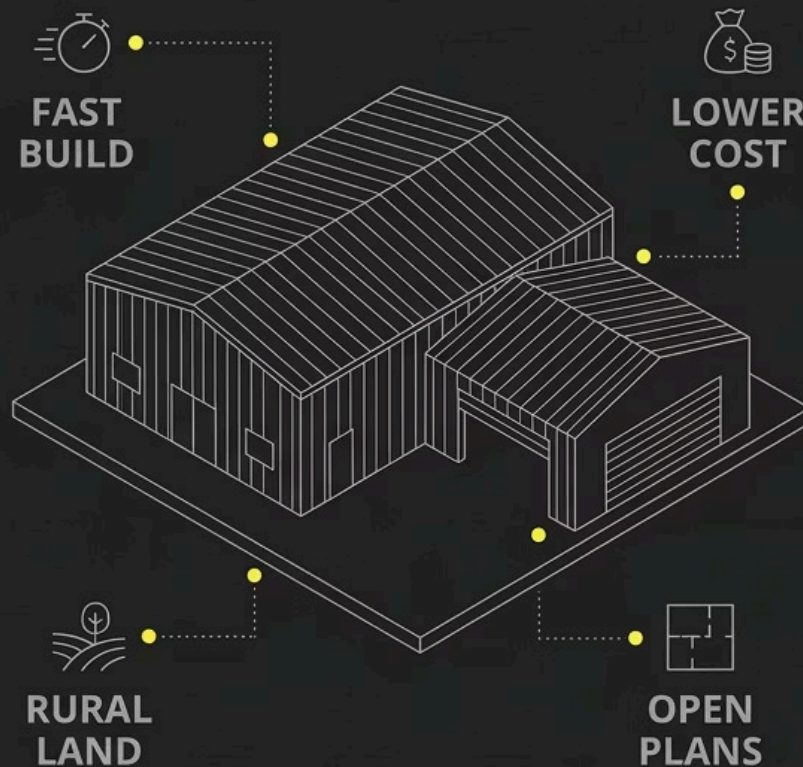
Luxury Finishes

Full custom cabinetry, natural stone surfaces, wide-plank hardwood, designer tile, premium appliances, and bespoke architectural details throughout.

Barndominium vs. Custom Home

Both building types offer distinct advantages — and Andrew Signature Homes builds both to the same exacting standard. The right choice depends on your lifestyle, timeline, land, and long-term goals.

BARNDOMINIUM



CUSTOM HOME



Both options can be designed and built to luxury specifications. The barndominium's steel structure offers unique durability advantages, while a custom stick-built home offers virtually unlimited design flexibility.

Biggest Mistakes Homeowners Make

The Price Per Square Foot Trap

Shopping for a home builder based on **price per square foot** is one of the most misleading approaches in residential construction. That number tells you almost nothing without context — it does not reveal finish level, site costs, or what is actually included.

1 Comparing apples to oranges

A \$150/sq ft quote and a \$225/sq ft quote may describe entirely different scopes, finishes, and inclusions.

2 Ignoring site costs

Buyers routinely underestimate site prep, utilities, and permits — which can add \$30,000–\$100,000+ to any project.

3 Skipping the planning phase

Rushing into construction without a detailed plan leads to costly change orders, delays, and budget overruns.

4 Choosing the lowest bid

The lowest bid rarely reflects the true cost. It often signals missing scope, poor materials, or inexperienced contractors.

Why Andrew Signature Homes Is Different

We built this company on a single belief: **an informed client makes the best client**. Our process is designed to eliminate surprises and give you full confidence before construction ever begins.

Planning-First Approach

Every project begins with a thorough planning consultation. We map out scope, site conditions, finishes, and budget before a single nail is driven.

Full Transparency

We provide itemized proposals so you see exactly where every dollar goes. No hidden fees, no vague allowances designed to mislead.

Expert Guidance

From land selection to final walkthrough, we guide you through every decision — especially the ones most builders leave you to figure out alone.

Built for Your Region

We operate exclusively in Tennessee, North Carolina, and South Carolina — meaning we know local codes, contractors, and land conditions intimately.

Ready to Build With Confidence?

You deserve a builder who tells you the truth — about costs, timelines, and what it really takes to bring your home to life. At Andrew Signature Homes, that is exactly what you get.

"We don't just build homes. We build trust — one transparent conversation at a time."

Schedule a Consultation

Sit down with our team for a no-pressure planning session. We'll walk through your vision, your land, and your budget honestly.

Get a Custom Proposal

Receive a fully itemized scope of work tailored to your specific project — no generic estimates, no guesswork.

Build With Confidence

Move forward knowing every detail has been planned, priced, and communicated clearly before construction begins.

Serving **Tennessee, North Carolina, and South Carolina** — **Andrew Signature Homes** | andrewsignaturehomes.com