

Selecting a Roofing Contractor

By Joe Prescia

In areas where hail damage can ruin an entire city or county, it's likely that area will attract contractors from all parts of the United States for a while until the roofs are replaced. That could take 12 months or more.

What's a homeowner to do when approached by an out-of-town contractor? My recommendation? Say, "No thanks". The main reason is that I have seen local folks get burned again and again on warranty work. They call the out-of-town contractor to fix a problem and they either don't return your phone call or they make promises that are not kept. Rarely have I seen one make good on their work.

Stick with local, long-term contractors. There's a much better chance of getting warranty work from a local business than trying to hunt down someone from across the United States.

Why do people use an out-of-town contractor? Because they usually get a cheaper price. Those who chase after "price" will usually get burned.

Quality is the way to go almost always. Those who chase a cheap price are usually near-sighted. They don't think through the possible scenarios that could happen down the road. Think of buying quality like buying a maintenance agreement. Maintenance agreements usually run 15-20% of the cost of the item being purchased. Why wouldn't you spend 15-20% more on an estimate that promises quality and a local warranty? You don't even have to buy a separate maintenance agreement when you do that. And you have the comfort of knowing a local reputable business is going to take care of you when you need them.

My local recommendations:

For Repairs-*American Joe* (719) 542-8038 (Joe)

For Complete New Roofs-*Property Matters* (719) 248-3180 (Scott)

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