... Robert. It’s good to meet you, Sarah. Yes, thank you, Sarah. I’ve heard great things. Nice to finally put a face to the name.

Likewise. So, I believe you’ve already seen some of the preliminary estimates for the space. We're aiming to finalize the scope soon, and the owner’s been very specific about a few things.

Yes, we've had a look at it, and the key focus will be the kitchen and living area. The owner is looking for a high-end renovation, but we’ll need to keep an eye on costs. I know that there’s some back-and-forth on the countertop material for the kitchen. What are your thoughts on that?

He’s set on using granite for the kitchen, but we’ll need to source a couple of options for him to pick from. It’s mostly about getting the look right without going too extravagant. He’s also interested in installing an island, but he’s not sure about the size yet.

Got it. So, we’ll prepare for a full kitchen demo. We’ll also need to check the plumbing lines while we’re at it. What about the bathrooms? We had discussed some basic updates.

Yes, for the bathrooms, the client wants to install new tile flooring and replace the existing fixtures with more modern ones. They’re also interested in adding heated floors in the master bath, but that might be a budget consideration, so I’ll leave that up to you to confirm.

I can get an estimate for the heated flooring. It's a little more expensive but totally doable. As far as the tubs go, they want to keep them, just updating the finishes, nothing major. Also, what about the lighting? I know we’re using LED throughout, but do they have any preferences?

For lighting, the owner wants recessed lights, but in the kitchen, he’s looking for under-cabinet lighting as well. It’ll really help brighten the space, and the client prefers energy-efficient options.

Okay, I'll have the team draft a lighting plan. Now, let’s talk about the flooring. We’ll need to discuss whether they want hardwood throughout or if we should consider some other materials for specific areas. The budget will vary depending on the choice.

Right, they’re leaning toward hardwood, but they’re open to suggestions for the bathrooms and the hallway. They want something durable but stylish, and they’re leaning toward medium-tone oak.

Okay, I’ll have the supplier send over some options for that. The HVAC system is another consideration. I know we’re doing an upgrade, so we’ll need to source new equipment.

Yes, the owner wants a new central air system installed, along with new ductwork. The current system is too outdated. We’ll need to plan for that upgrade as well, which will likely include some additional venting and modifications to the current setup.

Got it. I'll make sure that’s included in the quote. Also, do you want to go with custom cabinetry or something more pre-fabricated to help with costs?

The client’s leaning toward semi-custom. They want something functional but with a premium look. They’re also considering some upgrades for storage, maybe pull-out shelves or hidden compartments, but I’ll get back to you once they finalize that decision.

Understood. So we’ll start by getting the estimate for both custom and semi-custom options. We’ll also factor in materials for the flooring and cabinetry, then go from there.

Perfect. And in terms of timing, we’re aiming to have the design plan finalized in the next two weeks. Once approved, we can begin demolition right away, aiming for a full-scale renovation start in a month.

Sounds good. We’ll need to finalize the budget before moving forward. How soon will you have the updated quotes for all the materials and labor?

I’ll have that to you by early next week. I’ll reach out once I’ve confirmed pricing with the suppliers and contractors.

Great, I’ll wait for that. Once we have the numbers, we can sign off and move ahead.

Perfect. I’ll keep you updated. Talk soon, Sarah.

Thanks, Robert. Talk to you later.