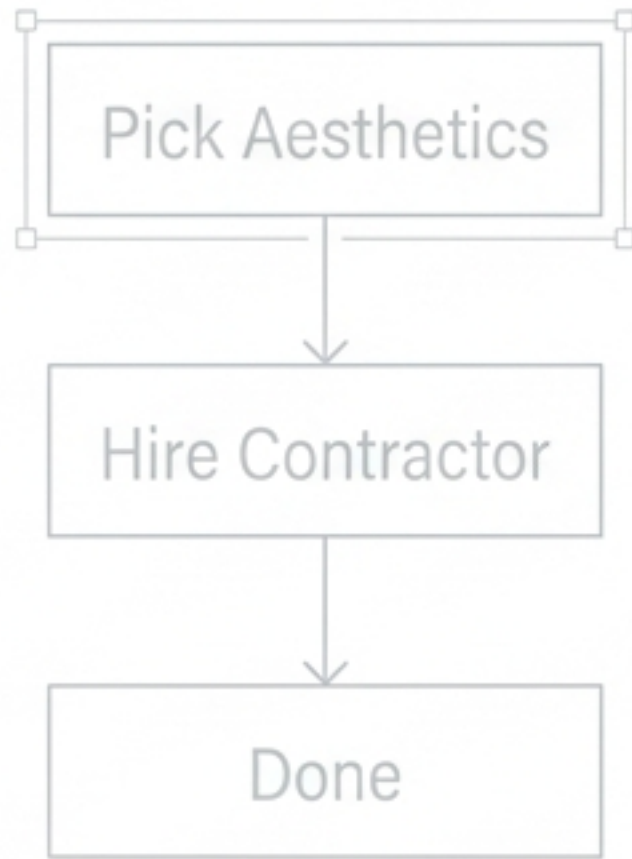





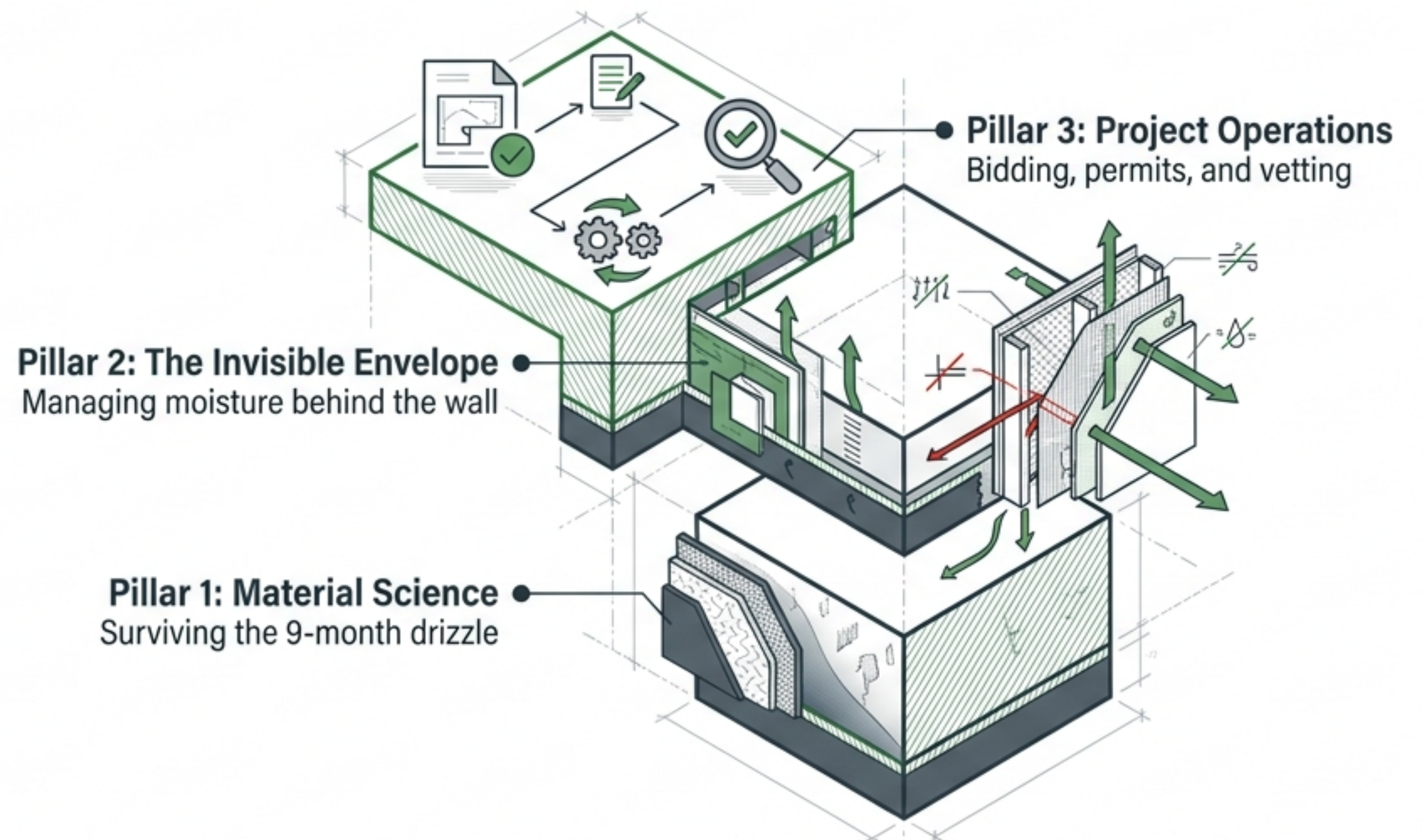
# Siding is a water management system, not a cosmetic upgrade.

## The Facade (The Old Way)



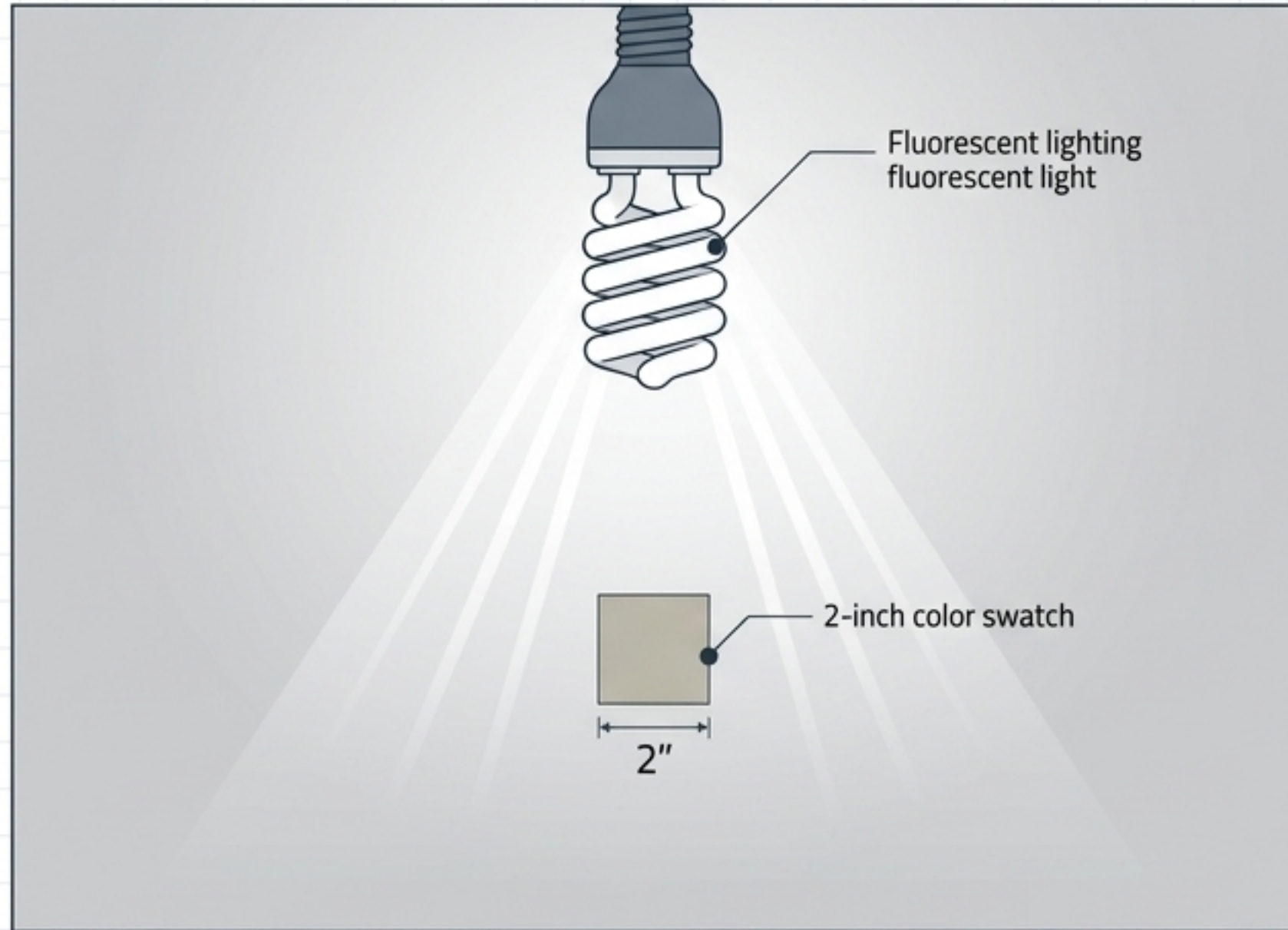
 Primary driver of premature failure in the PNW.

## The Raincoat (The Professional Way)

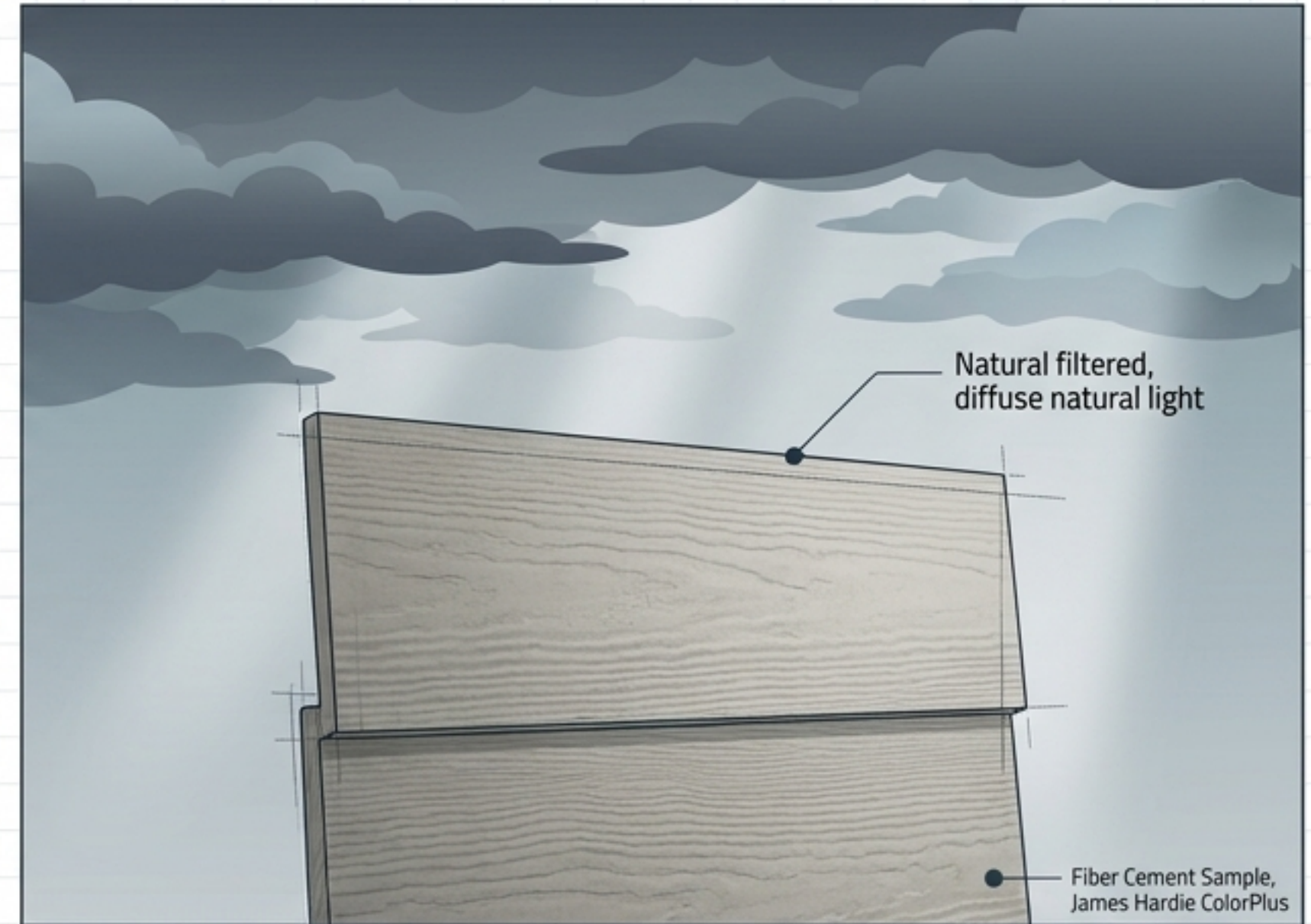


# Material science and actual Seattle light dictate the facade.

## The Showroom Trap



## The Environmental Reality



## The Threat

Trendy dark grays turn oppressive; subtle off-whites look stark and cold in filtered PNW light.

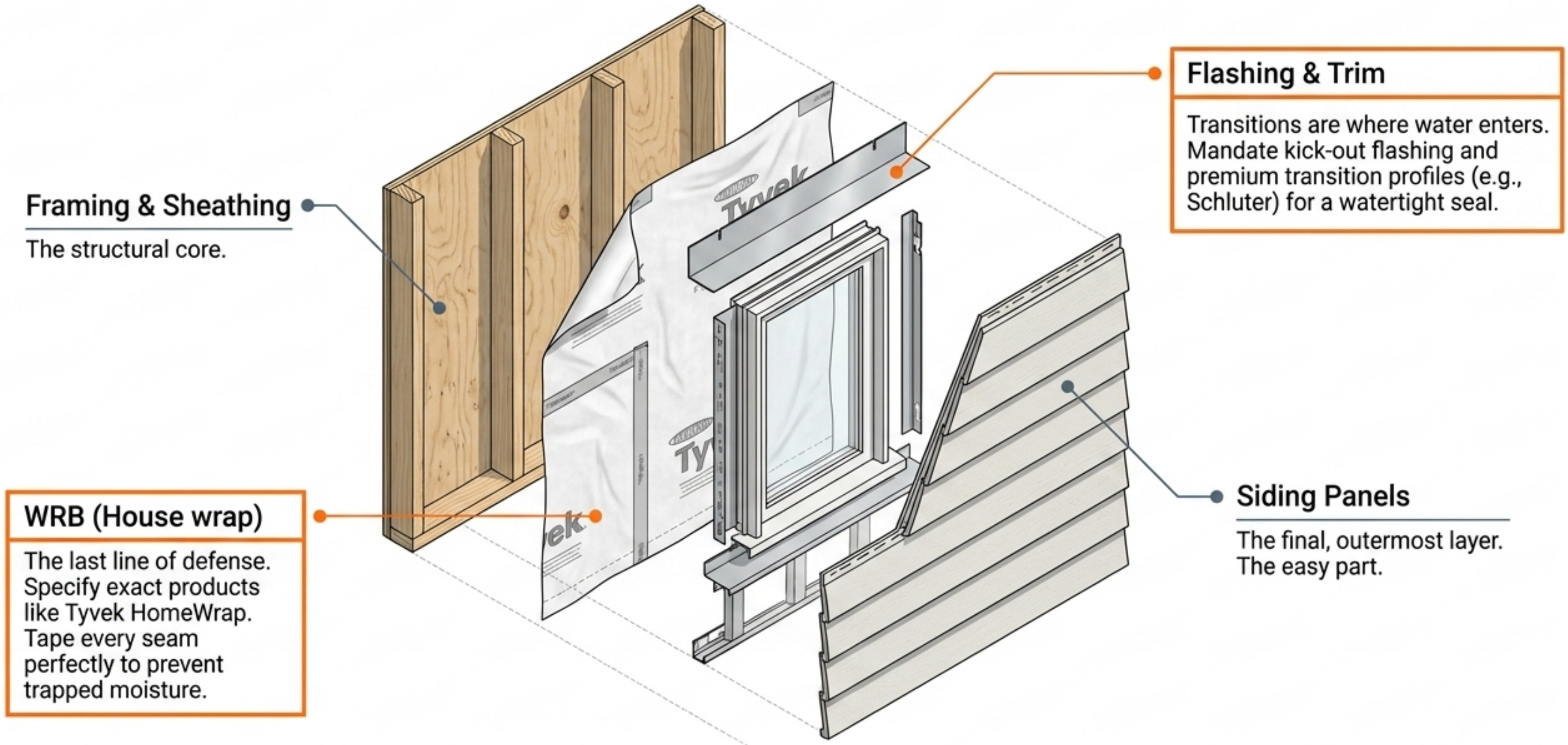
## The Test

View large boards on different sides of the house at morning, noon, and late afternoon.

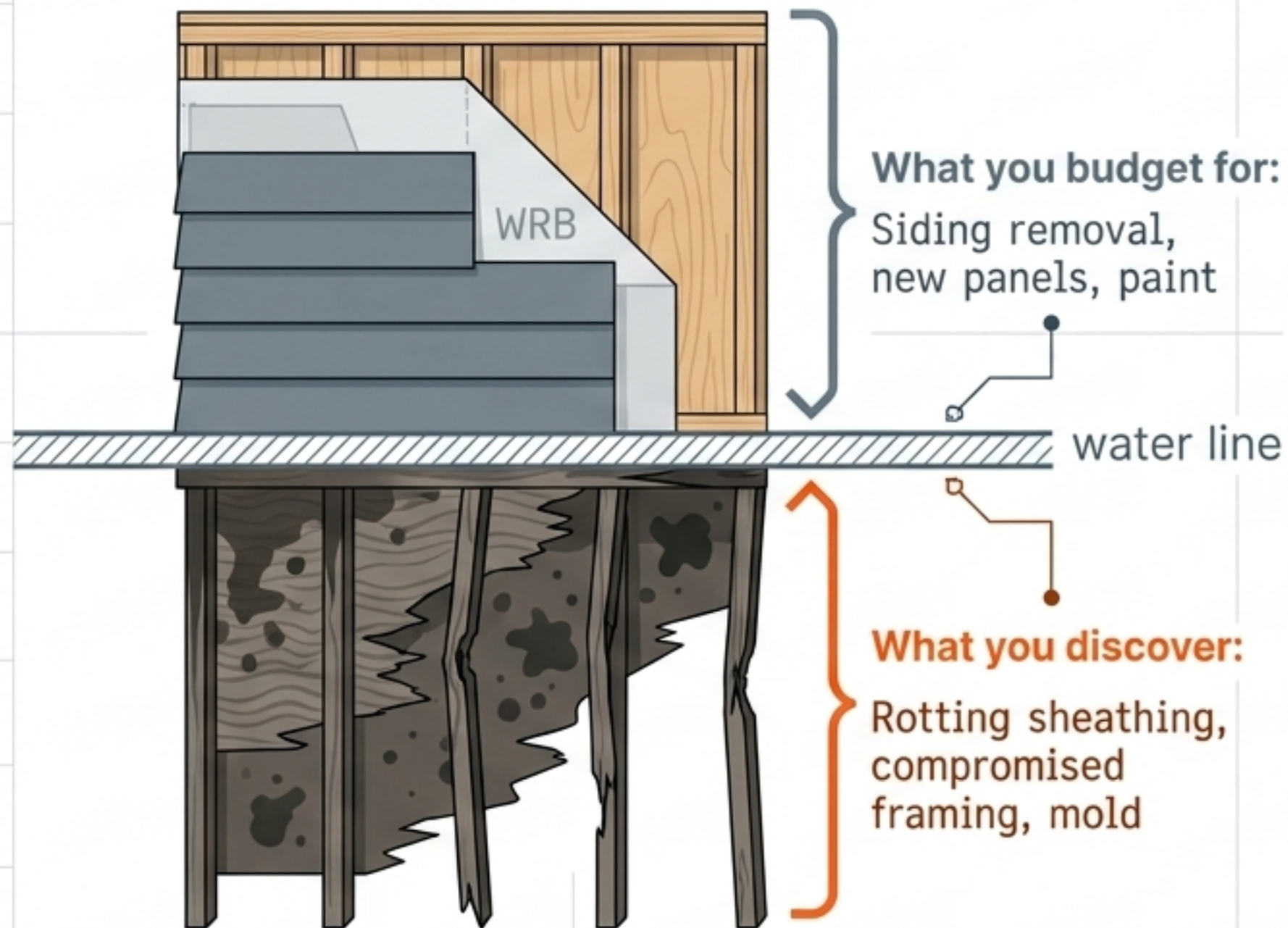
## The Material Mandate

Ditch materials prone to freeze-thaw warping. Mandate fiber cement (e.g., James Hardie ColorPlus) engineered specifically for relentless moisture.

# The invisible envelope determines the lifespan of the system.



# Decades of Seattle moisture guarantee hidden structural rot.



## The Baseline

Remodeling's 2024 Cost vs. Value Report confirms minor structural repairs add thousands.

## The Discovery Cost

Rot repair is billed hourly and costs between \$2,000 and \$10,000+.

## The 20% Rule

While the NAHB recommends a 10–15% contingency for 30-year-old homes, Seattle's climate demands a strict 20% contingency budget.

## Contract Mandate

Never sign without a clear rot repair clause specifying hourly labor and material rates.

# Changing material specs mid-project creates a cascading financial disaster.

THE ULTIMATE BUDGET KILLER

Contract signed for vinyl siding.

**The Change:** Switch to fiber cement after demolition begins.

Alters labor rates

Forces new trim details

Triggers new paint requirements

**Thousands generated  
in change orders.**

## Golden Rule

Lock in all material and color scopes before the first hammer swings.

# A professional bid mitigates operational, financial, and legal risk.

## The Amateur Quote



- Single bid, zero context.
- Vague "siding materials" listing.
- Suggests homeowner pulls the permit to "save money." (Result: Fines, insurance voids, unverified weather/energy codes).

## The Professional Bid



- The 3/3/1 Rule: 3 quotes, 3 references, 1 site visit.
- Itemized brands specified (Hardie, Tyvek).
- Contractor pulls the permit (SDCI 2026 mandate for major alterations).

# Baseline your expectations against realistic 2026 Seattle project costs.

HOME TYPE (SQ FT)	SCOPE OF WORK	UNIQUE CHALLENGES	TOTAL COST
Queen Anne Craftsman (1,800 sq ft)	Fiber cement (James Hardie ColorPlus), new trim	Minor rot repair on two window frames	<b>\$38,500</b>
Capitol Hill Modern (2,400 sq ft)	Architectural panels (Nichiha) & HardiePlank	Removal of failing stucco/vinyl, extensive sheathing replacement	<b>\$52,000</b>
Beacon Hill Bungalow (1,400 sq ft)	Pre-primed fiber cement, full exterior paint	Asbestos-containing siding removal (requires abatement)	<b>\$44,000</b>

NOTE: Siding installation commands premium wages in the Puget Sound region. Full replacements are baseline \$35k+ projects.

# Protect your investment with a ruthless vetting diagnostic.

## RED FLAGS (WALK AWAY)



Vague scope (e.g., just lists "siding materials").



Demands an unusually large down payment.



Excludes a dedicated rot repair clause.



Asks you to pull the city permit.

## GREEN FLAGS (HIRE)



Verifiably licensed, bonded, and insured on the WA L&I website.



Provides a fixed-price contract (excluding hourly rot discovery).



Itemizes specific weather-barrier brands and flashing protocols.



Emphasizes water management over curb appeal.

# The definitive mandate for an engineered exterior.

## 1. Acknowledge the Climate

You are buying a water management system, not a facade.

## 2. Budget the Reality

Add a strict 20% contingency for hidden structural rot.

## 3. Specify the Invisible

Ensure the contract explicitly lists WRB and flashing installation protocols.

## 4. Vet Ruthlessly

Demand L&I licensing, an itemized quote, and execute the 3/3/1 reference rule.

Hire for expertise, not the lowest price. The cheapest quote usually costs the most.