CRESALTO

DESIGN · BUILD · FINISH

YOUR BACKYARD ADU PROPOSAL

Sample proposal: 123 Main St ADU

Backyard ADU at 123 Main St, Sausal Hills — designed and built start to finish by Cresalto Construction.







PREPARED FOR

Mike Smith

PROJECT TYPE

Backyard ADU

LOCATION

123 Main St Alder Ct,
Sausal Hills, CA 94952

DATE

November 11, 2026

LICENSED GENERAL CONTRACTOR
CSLB #11111

Thank you for the opportunity.

Dear **Mike Smith**,

Cresalto Construction proposes the construction of a new detached ADU in the backyard at 123 Main St, Sausal Hills. The new ADU will be located where the detached garage is located and will reuse the existing foundation.

Thank you for inviting us to look at your project. This proposal is meant to do more than put a number in front of you: the pages that follow lay out how we understand the job, exactly what's included, how the investment breaks down trade by trade, the process you can expect, and the people who will be on site and on the phone with you from the first day to the final walkthrough.

Cresalto Construction was founded in 2018 by two builders who had spent years on large projects and kept seeing the same gap: careful work and clear communication rarely came from the same contractor. We built the company to close that gap — a small team, a single point of contact, and a written scope that means what it says.

Every line item here is one we've priced ourselves. If anything is unclear, or you'd like to see a finished job before deciding, call me directly.

We'd be glad to walk through any part of this proposal with you. Whenever you're ready, we are too.

Paul Chang

Co-founder, Cresalto Construction

(510) 555-0143

What we're building, as we understand it.

Before you read a single price, here is the project as we understand it. If anything here is not what you had in mind, please tell us and we will fix it.

The project	We are converting your existing garage into a fully independent accessory dwelling unit. This project includes all necessary demolition, structural retrofitting, and the installation of new utility systems to create a complete living space.
The ADU conversion	The interior will be transformed into a functional home featuring a kitchen, a bathroom, and living areas. We will install new plumbing, electrical, and mechanical systems, including a two-zone mini-split system for heating and cooling.
How it's built	We will reinforce the existing structure with new shear walls and anchor bolts, and install a new subpanel to power the unit. The building envelope will be upgraded with new stucco for fire rating, spray foam insulation in the ceiling, and a perimeter drainage system to protect the foundation.
Finishes	The interior will feature a Level 4 drywall finish, luxury vinyl plank flooring, and full-height tile in the shower. We will install pre-fabricated kitchen cabinets and hard surface countertops, along with new interior doors, trim, and a full coat of paint throughout.
What's particular about this job	This proposal includes material allowances for your fixtures, appliances, cabinetry, and finishes, which allows you to select the specific items you prefer within those budgets. Please note that the existing oak tree next to the garage will remain undisturbed, and the sewer connection requires an ejector pump system. Permit fees are to be paid by you, and the sewer lateral work from the main house to the street is not included in this scope.

Recent projects

A sample of custom homes and ADUs build across the Bay Area - the same ground-up, site-specific work your project calls for.



Willow Creek ADU

MIRA VISTA

ADU in Mira Vista.



Las Trampas Home

LOS GATOS

Multifamily in Los Gatos.



Walden Falls ADU

WALDEN CITY

ADU in Walden City.



Alder Court ADU

SAUSAL HILLS

ADU in Sausal Hills.



Mount Diablo Home

SANTA RIO

Single family in Santa Rio.



Palms Home

SAN FRANCISCO

Single family in San Francisco.

Specialized enough to understand your project. Experienced enough to manage everything around it.

Our work spans ADUs, whole-home remodels, additions, custom homes and multifamily — so we read the whole property, not just the new square footage.

We're glad to arrange a reference call with a recent client, and to walk you through a finished job in person.

Your investment.

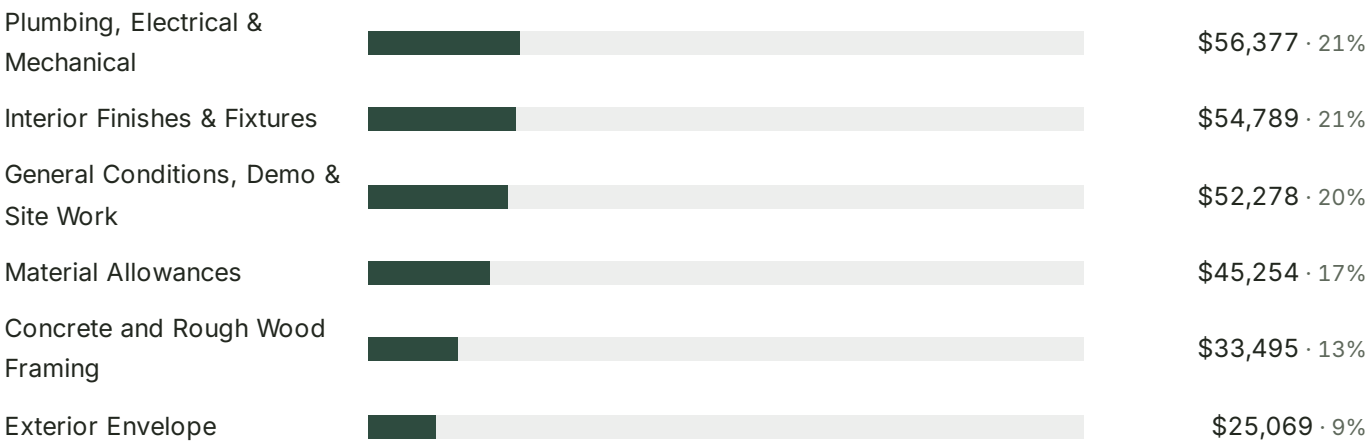
One number for the whole job — and the pages before it show exactly where it comes from.

TOTAL FIXED CONTRACT PRICE

$267,262.25

General Construction Line Items	**$222,008.25**
Material Allowances	**$45,254.00**

WHERE YOUR INVESTMENT GOES



Guaranteed fixed price

The price holds — the only changes are ones you approve in writing.

Backed by warranty

Backed by a two year workmanship warranty and a 10 year structural

How allowances work

An allowance is a budget for something you'll choose later — tile, fixtures, appliances. If your selection costs less, you're credited the difference; if it costs more, the difference is billed at cost, never marked up.

How billing works

We bill every two weeks against work actually completed. You'll see a short progress note with each invoice, and nothing is invoiced before it's built.

Carried separately (not in this price)

- Permit, plan-check and inspection fees, billed at cost
- Special inspections and engineering not listed in the scope
- Utility company fees and service upgrades
- Landscaping, irrigation and hardscape unless itemized
- Hazardous material abatement (asbestos, lead) uncovered once work begins
- Repair of pre-existing conditions not visible at the site walk

Every line, itemized

Every trade in your project, itemized - each line with its price and exactly what it covers. This is the complete scope your contract is built on.

General Conditions, Demo & Site Work — $52,277.50

General Conditions	• Project management • Field Oversight and quality control • Administration and coordination • Temporary Facilities, including construction fencing to secure jobsite entry point. • Portable Restroom • Waste and Off-haul to waste debris during construction. • Architectural Design and engineering for ADU, includes full permit set as necessary for permit approval. Permit fees to be paid by client.	$26,136.00
Demolition	• Demolition and prep of existing garage for construction to include removal of existing wall finishes, ceiling finishes, and saw cut existing concrete slab for new plumbing. • Demolition of exterior finishes • Off-haul all demolition	$10,780.00
Site Work / Grading / Excavation / SWPPP	• Excavation sewer plumbing connection trench, water, and storm drainage. • Foundation drainage system at whole perimeter of ADU to avoid flooding. • Backfill trench • Off-haul of dirt spoils • Existing 36" oak tree next to garage to remain	$15,361.50

Concrete and Rough Wood Framing — $33,495.20

Concrete - Foundations	• Patch concrete for plumbing trenching. • Grind and prep existing slab • Install vapor barrier membrane over concrete slab as required by city • Pour pad for water heater. • *No new foundations or underpinning expected for existing structure based on observation.	$7,101.60
Rough Framing	• Rough Framing for ADU walls and new openings. • Shoring of existing roof structure • Structural shear walls and retrofit anchorbolts/hd's • Frame in for new skylights (1) • Privacy fence at driveway to separate yard. • New fence at driveway with man gate.	$24,393.60

Concrete and Rough Wood Framing — continued

Concrete Curb	For the driveway	40 SF × $50.00	$2,000.00

Plumbing, Electrical & Mechanical — $56,377.20

Plumbing	• New plumbing for ADU, kitchen and bathroom. • Connect to waterline (hot and cold). • Connect sewer to (E) CO adjacent to main building via sewer ejector pump. • Installation Plumbing fixtures (see allowance) • Water heater for unit and water heater inclosure. • Sewer lateral work from Main house to street NIC, to be discussed if necessary. Connection from ADU to main home included.	$22,110.00
Electrical	• New electrical for ADU with subpanel including recessed lighting through out interior and decorative fixtures. • Installation of electrical fixtures (see allowance) • Supply power to ejector pumps. • Connection of ADU to main home electrical service panel.	$20,908.80
Mechanical	• Install mini split with FCU at living space and bedroom (two zone) • kitchen hood and bathroom exhaust ducting.	$13,358.40

Interior Finishes & Fixtures — $54,789.35

Finish Carpentry	• Furnish and supply standard 4" MDF door casings and window casings. • Furnish and install 4" MDF baseboards • Install closet packages (standard single shelf and pole)	$4,950.00
Drywall	• 5/8" drywall, tape, top, and finish in ADU. Level 4 Drywall Finish.	$9,873.60
Flooring - Installation	• Float and level existing slab. • Installation of LVP.	$6,050.00
Tile Installation	• Full height shower surround and bathroom floor. • Kitchen backsplash from counter to bottom of cabinets	$12,012.00
Paint	• Full interior paint; walls, ceilings, trims, and casings. Colors TBD • Includes exterior prep and paint for trim at exterior of ADU.	$8,250.00
Bath Accessories - Installation	• Installation of bathroom accessories. • Installation of Shower Enclosure • Installation of medicine cabinet.	$1,595.00

Interior Finishes & Fixtures — continued

Cabinets and Countertops - Installation	• Installation of pre-fabricated kitchen cabinets • Installation of vanity and pre-fab vanity top. • Fabrication and installation of pre-fabricated hard surface kitchen countertops.	$8,593.75
Doors/hardware - Installation	• Installation of doors and hardware (5)	$2,475.00
Appliance - Installation	• Installation of Kitchen appliances (range, hood, dishwasher, refrigerator)	$990.00

Exterior Envelope — $25,069.00

Windows	• Milgard Vinyl - Trinsic Line per plans (standard white)	$2,970.00
Insulation	• Insulation on all walls and ceilings of ADU as required per title 24. Spray foam insulation in ceiling.	$4,356.00
Exterior Finishes - Stucco	• New stucco through out exterior of ADU for 1hr fire rating required by city.	$16,335.00
Roofing	• Repair roofing at new skylights and new penetrations.	$1,408.00

General Construction Line Items — Total **$222,008.25**

Material allowances

Budgets for the selections you'll make — tile, fixtures, appliances — priced here so the total is complete before you've chosen.

Material Allowances

Flooring - Material	• Material allowance for flooring purchase and underlayment, LVP	**$2,970.00**
Electrical - Fixture Allowance	• Allowance for all decorative electrical fixtures, under cab LED's, vanity light, and bathroom exhaust fan.	**$825.00**
Plumbing Fixture - Allowance	• Plumbing fixture allowance to include the following: • Bathroom sink and faucet • kitchen sink and faucet • shower trim • garbage disposal • Sewer ejector pump system per the county sewer district includes pump, tank, and alarm system. • Storm water pump for perimeter drainage around ADU.	**$16,709.00**
Cabinets and Countertops - Allowance	• Furnish kitchen cabinets, standard pre-fab. • Furnish bathroom vanity, standard pre-fab. • Furnish Prefab hard surface countertops and 4" countertop backsplash.	**$9,625.00**
Doors/Hardware - Allowance	• Bedroom door SC • Bathroom door SC • Closet Door SC • Entry door with glass lite.	**$4,840.00**
Tile - Allowance	• Allowance to purchase tile for shower surround, shower/bathroom floor, and kitchen backsplash	**$3,465.00**
Bath Accessories - Allowance	• Bathroom accessories (mirror, towel bar, TP holder, vanity mirror, medicine cabinet, shower rod, etc.) • Unit Numbers	**$1,320.00**
Appliances - Allowance	• Allowance to furnish appliance package to include the following: range, hood, refrigerator, garbage disposal, and dishwasher.	**$5,500.00**

Material Allowances — Total **$45,254.00**

A clear path from first call to final handoff

One team, one process, a single point of contact — so you always know what's next and what to expect.

1

Discovery & pre-construction

We confirm scope, finalize selections against your allowances, and prepare the project - ordering long-lead items and lining up the trades before work begins.

2

Permit approval & mobilization

Once the city approves the permit and the contract is signed, we mobilize. Work substantially commences no later than 14 business days after written approval and signing.

3

Construction

Our team manages trades, schedules inspections, secures the site, and runs the build. You receive a schedule update every two weeks and weekly progress communication.

4

Punch list & substantial completion

When the work is substantially complete, we walk the project together and generate a written punch list. We complete every item at no additional cost, with the holdback protecting you until its done.

5

Closeout & warranty

We finish final inspections, hand off your warranty and lien-release documentation, and make sure the project ends well - with everything the city and you need in hand.

On schedules

We put a start window in writing and update you every two weeks whether or not anything changed. When something does — a permit, a back-ordered window, weather — you hear it from us first, with the new date beside it.

Careful work and clear communication, from the same contractor.

Clients choose Cresalto because we bring structure to projects with a lot of moving parts — and stay in touch the whole way through.

One point of contact

The person who walks the site and writes the scope is the person you call during construction. No hand-off after signing.

A scope that means what it says

Every trade is itemized, allowances are named and priced, and exclusions are written down before you sign — so the number you see is the number you pay.

Schedules you can plan around

A start window in writing, a schedule you can see, and an update every two weeks whether or not anything changed.

Our own crews on the critical path

Framing, concrete and finish carpentry are in-house. Licensed trade partners we've worked with for years handle the rest.

CSLB #11111 Licensed & insured CA general contractor	**25+ yrs** Combined construction experience	**Est. 2018** Founder-led, referral-driven
2 years Workmanship warranty	**10 years** Structural warranty	**$15K + $100K** Contractor & LLC bonds carried

Your warranty, in writing.

Two-year workmanship warranty on all labor and materials we furnish, plus a ten-year structural warranty on foundation and framing. Manufacturer warranties on windows, roofing, appliances and fixtures pass through to you in full.

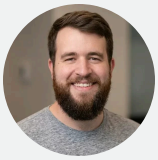
The people behind your project

You'll work with the same two people from the first site walk to the final walkthrough — not a salesperson who hands you off after signing.



Paul Chang CO-FOUNDER · PRINCIPAL

Paul runs the front of the business — the first site walk, the scope conversation, the numbers — and stays your point of contact until the punch list is signed off.



Titus Chang CO-FOUNDER · FIELD

Titus runs the field: trades, schedule, inspections, and the daily check that what's being built matches what was drawn.

HOW WE KEEP YOU INFORMED

> A progress note every week, a schedule update every two weeks, itemized billing you can read, and change orders in writing before the work — never after. Honest conversations about budget and timeline are the standard, not the exception

Customers we've built for.

★★★★★

They told us the ADU would take five months and it took five months. Every other contractor we talked to hedged; Cresalto put a date in writing and then hit it. Our mother moved in the week after final inspection.

Renata and Miles Okonkwo · Detached ADU · Sausal Hills · Google review

★★★★★

Two-week updates, every two weeks, even when the update was 'nothing changed.' I've never had a contractor do that. The garage conversion looks like it was always part of the house.

Joanne Whitaker · Garage conversion ADU · Redwood Terrace · Houzz review

★★★★★

The proposal was the first one we could actually read. Every trade had a number next to it, the allowances were spelled out, and nothing showed up later that wasn't on that document.

Devin Achebe · Whole-home remodel · Los Robles

★★★★★

The fourplex was our first ground-up build as owners and we were nervous about everything. Paul walked us through every decision before it cost money, and the building was rented within a month of certificate of occupancy.

Marcus Delacroix · Ground-up fourplex · Bayfield

Ready when you are.

Four simple steps stand between today and the first day of work on your project.

1

Review this proposal and the estimate

Read through at your convenience, and note anything you'd like us to explain or walk through.

2

Let's talk through it

We'll schedule a call to answer questions, refine selections, and confirm the scope and schedule together.

3

Sign & place your deposit

You'll sign our standard construction agreement — a separate document we provide with the final contract — and place the $1,000 deposit to reserve your spot in our schedule and begin pre-construction.

4

Permit approval & build

Once the city approves the permit, we mobilize and begin construction within 14 business days — and keep you updated every step.

Have a question before you decide? That's exactly what we're here for.

CALL OR TEXT	EMAIL	OFFICE
(510) 555-0143	**paul@cresalto.com**	**1111 Broadway, Suite 300, Oakland, CA 94607**

Once you accept, we'll send the full agreement for you to review and sign — it's a separate document from this proposal.