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Ask the Experts

# THERE'S A PRICE ON YOUR HEAD. WHAT IS IT? CAN YOU CHANGE IT?

Story by Susan Heller | Photography by Chen Chou



**2018 Sixth Annual  
Builders + Architects Roundtable**









Peter Sciarretta

That question brings us to a relevant take-away from the evening's discussion. "Invest in your lifestyle." Understand that we don't buy clothing or cars based on what they will be worth at some unspecified point in the future. We buy them because they feel good, they make us happy. In terms of your home: will the quality of life, the joy of living, be worth the money you've invested in creating a viable and vibrant lifestyle, even if you don't recoup it in five or ten years time?

Do you spend a chunk of money for renovations on your existing home or do you invest that money (plus the sale of your current home) in a spec house and have everything shiny and new? Do you buy a spec house where everything is already in place or do you build so you can define the colors, the tone, the appliances and the blueprint?

Two additional things to keep in mind while mulling over all of the above are your own due diligence about the reality of costs and the process you go through to select the design professionals you hire.

#### #1. The Cost

One of the things everyone in the room agreed upon was the fact that material prices are heading north and virtually none of their clients were aware of that fact. Not



Peter Nisenson, Michael Sciarretta and Peter Sciarretta