

10 YEARS OF MASSACHUSETTS REMODEL DATA

The Massachusetts Kitchen Remodel Survival Guide

Real prices. Real contracts. The lies to watch for. Everything a homeowner about to spend \$40K–\$200K should read **before** the first contractor walks in.

Prepared by Nexus Pro Construction — a licensed, insured Massachusetts general contractor serving Weston, Wellesley, Newton, Lexington & Greater Boston.

SECTION 1

Real Kitchen Price Ranges by Town

Most contractors say “it depends” or “call for a quote.” Here are honest, typical ranges for a **full kitchen remodel** in the towns we serve — so you walk in informed.

Town	Typical Full Remodel	High-End / Luxury
Weston	\$75K – \$140K	\$140K – \$220K+
Wellesley	\$70K – \$130K	\$130K – \$210K+
Newton	\$65K – \$120K	\$120K – \$190K+
Lexington	\$60K – \$115K	\$115K – \$180K+

What moves the number: cabinetry (stock vs. custom), countertop stone, moving plumbing/gas/electrical, structural changes (removing a wall), and appliance tier. A mid-range remodel and a luxury one can share the same footprint — the finishes decide the price.

The one rule: insist on a **fixed-price written contract**. If a bid is “time & materials,” your budget is a suggestion, not a promise.

SECTION 2

The 4 Lies Contractors Tell

Lie #1 “We can start next week.”

Real builders are booked weeks out. An instantly-available crew is often a red flag — they finished the last job badly, or they’re juggling yours between others.

Lie #2 “That’s included, don’t worry about it.”

If it’s not written in the scope, it’s not included. Verbal promises evaporate at invoice time. Everything goes in the contract or it doesn’t exist.

Lie #3 “It’ll be about \$X.”

“About” is how a \$70K kitchen becomes \$95K. Get a fixed total, not an estimate that drifts with every ‘small change.’

Lie #4 “We’re licensed and insured.”

Then they can prove it in 60 seconds. Ask for the HIC registration and CSL number and verify at mass.gov. No documentation = no deal.

SECTION 3

7 Questions That Filter Ghosters From Real Builders

Ask every contractor these. Real builders answer without flinching. Ghosters get vague.

1. What is your Massachusetts HIC registration and CSL number? (Then verify both at mass.gov.)
2. Is this a fixed-price contract in writing — or time & materials?
3. Who is on my job site daily — your own employees, or day-labor subs you just met?
4. Is the payment schedule tied to completed milestones (not calendar dates)?
5. Who pulls the permits and schedules the town inspections?
6. Can I see three recent local references with real addresses I can drive by?
7. What is your written warranty, and what exactly does it cover?

Tip: A contractor who welcomes these questions is one you can trust with a six-figure project. Defensiveness is your answer.

SECTION 4

The Fixed-Price Contract Checklist

Before you sign anything, confirm the contract contains **all** of the following. This is the structure we use on every Nexus Pro project.

- Detailed scope of work — room by room, line by line
- Specific materials & allowances (brand, model, or dollar allowance per item)
- One fixed total price — not a range, not an estimate
- Payment schedule tied to milestones (MA law caps the deposit at 1/3 of the total)
- Written start date and substantial-completion date
- A clear change-order process (price agreed in writing before work proceeds)
- Who is responsible for permits and inspections (should be the contractor)
- Written warranty on workmanship
- Your 3-business-day right to cancel (required by Massachusetts law)

Massachusetts protection: Home-improvement contracts over \$1,000 must be in writing under MGL c.142A, and registered contractors give you access to the state Guaranty Fund. That protection only exists if the contract is done right.

SECTION 5

Red Flags in Estimates That Cost \$20K+ To Fix Later

A deposit larger than 1/3 up front

Massachusetts limits deposits to one-third of the contract price (or the cost of special-order materials). A demand for 50%–70% up front is a serious warning sign.

Vague allowances

“Tile allowance: TBD” means the budget is a fantasy. Every allowance should have a real number.

No permit line

If permits aren't in the estimate, either they're skipping them (illegal, and it haunts your home sale) or they'll bill you later.

Cash-only ‘discount’

No paper trail means no warranty, no recourse, and no proof for insurance. Walk away.

A bid far below everyone else

The lowest bid is almost always the most expensive by the end — through change orders, corner-cutting, and re-work. Price the builder, not just the number.

BEFORE YOU TALK TO ANYONE

Do it once. Do it right.

Nexus Pro Construction builds luxury kitchens, baths, decks and full-home renovations across Greater Boston on **written, fixed-price contracts** — permits handled, licensed and insured, one accountable team on every job site.

See your project in 3D before you commit: design your kitchen, bath, deck or roof in our free online Design Studio, and get a render plus an honest estimate range.

Book your free in-home consultation — nexusproconstruction.com — (781) 888-8935

Disclaimer: Price ranges in this guide are illustrative, based on typical Massachusetts projects, and are not a quote or an offer. Actual pricing is provided in writing after an in-home consultation. Verify any contractor's license at mass.gov. © Nexus Pro Construction.