

1 · Price comparison by component (whole building, 44 units, unless noted)

Component	Heartland 2nd Rev · 7/30 · SmartShield laminate, Geneva slab	Corridor Kitchens #3128 · 6/18 · Kountrywood, Durham maple	Kitchen by Design — Smart 4/21 · Cascade textured melamine	Kitchen by Design — Holiday 4/21 · Holiday PLAM HPL	Creo Hospitality 6/9 · import · melamine / HPL vanity	Import PR-E3010 5/18 · import · plywood/melamine	IKEA 2/10 · per 1-BR unit · SEKTION
Kitchen + vanity cabinetry	\$313,159 ¹	\$117,850	\$314,848 ²	\$684,494 ²	\$243,136 ³	\$108,056	\$5,795 ⁴
Countertops (incl. backsplash)	\$153,641 ⁵	\$135,458	bundled ²	bundled ²	bundled ³	\$33,478	not quoted ⁴
Closets / wardrobes	in base	\$33,700	\$104,977 ⁶	\$104,977 ⁶	—	\$52,530	\$1,187 ⁴
Desks / study nooks	—	\$31,990	—	—	—	\$14,560	\$530 ⁴
Hardware & trim	\$4,256	\$10,685	incl.	incl.	incl.	incl.	incl.
Other scope carried	—	—	—	—	—	\$64,132 ⁷	appliances \$5,245 ⁴
Delivery / freight	\$25,300 curbside	incl.	to jobsite	to jobsite	\$28,000	freight TBC ⁷	not incl.
Duty / sales tax	\$21,508 (6%)	\$23,078 (7%)	pre-tax	pre-tax	\$15,442 tariff	not incl. ⁷	not shown
TOTAL as quoted	\$517,865	\$352,760	\$314,848 +\$104,977 closets = \$419,825	\$684,494 +\$104,977 closets = \$789,471	\$286,578	\$272,756 ⁷	\$11,040 per 1-BR unit
Cabinet installation	excl. · est. \$71,350	excluded	excluded	excluded	excluded	excluded	self-assembly

1. Heartland base price bundles kitchen + vanity cabinetry, closet casework and full-height backsplash; not separately itemized. 2. Kitchen by Design bids bundle cabinetry + 3cm quartz counters, are pre-tax, and exclude cabinet installation ("red-highlighted areas only"). Smart = value melamine; Holiday = premium HPL. 3. Creo kitchen line includes quartz counters; vanity uses HPL counter; vanity sink not included. 4. IKEA priced one 1-BR prototype unit only, self-assembly. No kitchen countertops (separate IKEA program). Closet = PAX system, desk = MITTZON. Rough x44 kitchen extrapolation ≈ \$486k with appliances. 5. Heartland countertops = kitchen quartz \$116,941 + vanity quartz \$20,950 + laminate closet tops \$15,750; sinks included. 6. Kitchen by Design closets = separate drawer-unit quote (Holiday PLAM + quartz tops); drawer install excluded, counter install included. 7. Import PR-E3010 "other scope" = sinks, LED mirrors, shower glass, beds, packing. Total labeled CIF but the quote note calls prices EXW "for reference"; ocean freight to be confirmed, duty/tariffs and US inland freight not included; 10-day validity expired.

2 · Scope & inclusions (✓ = included in the quote · — = not carried)

Vendor	Kitchen cabinets	Bath vanity	Counter- tops	Back- splash	Sinks	Closets	Desks	Delivery	Cabinet install
Heartland (2nd Rev)	✓	✓	✓	✓	✓	✓ casework	—	✓ curbside	—
Corridor (#3128)	✓	✓	✓	✓	✓	✓	✓	✓	—
Kitchen by Design	✓	✓	✓	✓	—	✓ separate	—	✓ jobsite	—
Creo Hospitality	✓	✓	✓ kitchen	—	—	—	—	✓	—

Vendor	Kitchen cabinets	Bath vanity	Counter-tops	Back-splash	Sinks	Closets	Desks	Delivery	Cabinet install
Import PR-E3010	✓	✓	✓	—	✓	✓	✓	TBC	—
IKEA (per 1-BR)	✓	✓	—	—	✓	✓	✓	—	self

3 · Recommended next steps

1. **Countertop quote — ESI.** Get a standalone quartz countertop quote from ESI to benchmark the bundled counter numbers (Heartland \$153,641 · Corridor \$135,458 · Import \$33,478) and to cover a possible IKEA kitchen, which carries no counters.
2. **At least two design refinements per vendor** to make the quotes apples-to-apples:
 - **Heartland** — itemize closet casework + install out of the base; resolve the Rev-1 tax basis and confirm 6% vs 7%.
 - **Corridor** — re-quote against actual elevations (current layouts interpreted without them); confirm 7% tax and sink sizing on 30" bases.
 - **Kitchen by Design** — define the "red-highlighted areas only" scope and add tax + cabinet install; confirm the \$104,977 closet package coverage.
 - **Creo** — add vanity sinks and any closet/desk scope; confirm the \$28,000 covers port-to-Iowa inland freight; provide lead time and deposit terms.
 - **Import PR-E3010** — provide a confirmed landed cost (ocean freight + duty + US inland); refresh the expired quote and lock the FX + shop drawings.
 - **IKEA** — quote all unit types (not just the 1-BR prototype) with delivery/assembly labor, and add a kitchen countertop solution.
3. **Confirm tax rate and installation plan** — the sales-tax rate differs by vendor (6% vs 7%) and **no vendor includes cabinet installation**; budget install separately or assign it to the Hodge scope.

Source documents: Heartland Designs (5/12, 6/5, 7/30) · Corridor Kitchens (4/13, 6/18) · Kitchen by Design — Holiday / Smart / Closet Drawers (4/21, via Hodge) · Creo Hospitality (6/9) · import PR-E3010 (5/18) · IKEA (2/10 kitchen + furniture drafts). All subtotals and totals recomputed from line items and matched to the source quotes. Totals shown "as quoted" — scope differs by vendor; see notes 1–7. Cabinet installation excluded by all vendors.

4 · Bathroom vanity — sourced furniture-style options

Target style: warm light-oak, modern furniture look (RH / Four Hands), single sink ~48", quartz/stone top — matches the Cainan “Flaxen” cabinetry spec. Advertised retail prices verified Aug 17, 2026; a 44-unit RFQ would price below retail. Freight, tax and install additive unless the config note says included.

Product	Finish	Configuration	Price each	× 44 units	Style match	Availability
Avanity Blakely 48	Gold / Brown Oak	cabinet + quartz top + undermount sink, assembled	\$2,213	\$97,372	Best light-oak match to Cainan Flaxen	In stock
Avanity Zoe 48	Walnut / matte gold	cabinet + quartz top + sink, assembled	\$2,025	\$89,100	Clean form; darker walnut tone	In stock
Ideal Cabinetry 30" +18"	Vanguard Oak, slab	cabinet only, top separate; multifamily program	\$1,685	\$74,140	Project/volume route; slab oak; serviceable	Project RFQ
Wyndham Janna 48	White Oak	cabinet only (top + sink separate)	\$2,000	\$88,000	Closest Four Hands look	Sold out (8/17)
Teodor Ashbury 48	Natural White Oak	cabinet only (top + sink separate)	\$2,760	\$121,440	Premium quality benchmark	Verify (8/12)
Swiss Madison Annecy 48	Black Walnut	cabinet + sink top (MDF box)	\$625	\$27,500	Budget floor; durability caveat	In stock

How the vendor quotes already carry the vanity (for the delta)

Vendor	Vanity spec	Per unit	× 44 units	Sink / top
Heartland	vanity cabinet in base + quartz vanity counter	\$476 (counter)	\$20,950	sink incl.; cabinet bundled in base
Corridor / KBD	bundled in cabinetry base	n/a	—	not isolable
Creo Hospitality	HPL base + counter + metal mirror frame	\$555	\$24,420	sink NOT included
Import PR-E3010	plywood/melamine cabinet + quartz + ceramic basin	\$1,031	\$45,364	sink incl.
IKEA	HAVBÄCK base + TOLKEN top + ORRSJÖN sink	\$544	\$23,936	sink incl.; self-assembly

Takeaway: a furniture-style RH/Four Hands vanity runs ~\$2,000–\$2,760 per unit at retail (Avanity in-stock complete sets ≈ \$2,025–\$2,213) vs. the builder/import vanities the current quotes carry (~\$500–\$1,030 per unit) — roughly a **2–4× step-up** for the look. Ideal Cabinetry’s multifamily slab-oak program (~\$1,700/unit) is the middle path with project pricing and replacement-part serviceability.