Three roofers, three quotes, and a spread of several thousand dollars between the lowest and highest. If that has happened to you, the quotes probably were not describing the same job. Getting accurate numbers is less about haggling and more about making sure every contractor prices the same scope.

Here is how to collect quotes that you can actually compare, whether your home is a village Colonial in Huntington, a waterfront house in Centerport, or a larger estate property in Lloyd Harbor.

Start With Your Own Facts

Before you call anyone, gather the basics. It makes every conversation sharper.

- Approximate age of the current roof and how many layers are on it.
- The shingle or roofing material you have now.
- Any known leaks, past repairs, or storm damage.
- Whether you have skylights, chimneys, dormers, or a flat section.
- Roof pitch and how many stories the house has, since steep or tall roofs take more labor and safety setup.

Photos of the roof and attic are useful. So is a note about any history of ice dams or ceiling stains.

Insist on an In-Person Inspection

A quote given from satellite photos or a phone call is a guess. A proper estimate involves someone measuring the roof, checking the decking where possible, looking at flashing, vents, and the attic, and noting the details that change the price.

On the North **roofing contractor Huntington NY** Shore, those details often include steep rooflines on older Capes and Victorians, multiple valleys and dormers, tree cover that complicates access, and salt-affected metal near the water.

Make Sure Every Quote Covers the Same Scope

This is where comparisons fall apart. Ask each contractor to spell out:

1. **Tear-off:** Are all existing layers being removed, or is a new layer going over the old one?
2. **Underlayment:** What type, and over the whole roof or only in certain areas?
3. **Ice and water protection:** Where is it installed, such as eaves, valleys, and around penetrations?
4. **Flashing:** Is all flashing replaced, including chimney, step, and valley flashing, or reused?
5. **Ventilation:** Are ridge or soffit vents included or adjusted?
6. **Decking:** What is the price per sheet if rotted plywood or boards are found?
7. **Drip edge, pipe boots, and vents:** Included or extra?
8. **Cleanup:** Debris removal, magnetic sweep for nails, and protection of landscaping.
9. **Permit:** Who obtains it, and is the cost included?

If one quote is much lower, check whether it skips one of these items.

Typical Cost Ranges, With Caveats

Prices on Long Island vary by season, material, and scope. The ranges below are rough, typical estimates for planning only. They are not guarantees, and your real quote could fall outside them.

Roofing Material Approximate Cost Level Typical Lifespan Range 3-tab asphalt shingles Lower About 15 to 20 years Architectural asphalt shingles Moderate About 20 to 30 years Metal roofing (standing seam or panels) Higher About 40 to 70 years Cedar shake Higher About 25 to 40 years with upkeep Slate Highest Often 75 years or more

Large estate homes, complex rooflines, and hard-to-reach slopes push costs up within any category.

Ask About Allowances for Surprises

Even a thorough inspection cannot always see the decking under old shingles. A good quote explains what happens if rotted wood turns up. Look for:

- A stated unit price for decking replacement.
- A promise to show you photos before billing extras.
- A requirement that extra work be approved in writing.

Vague phrases like "plus any additional work" invite disputes.

Compare More Than the Bottom Line

Price matters, but so do these:

- **Workmanship warranty:** How many years, and who stands behind it?
- **Manufacturer warranty:** What does it cover, and does it require specific installation steps?
- **Crew:** Employees or subcontractors? Who supervises on site?
- **Timeline:** Start date, expected duration, and weather contingency plan.
- **Payment terms:** Deposit size and when balances are due.

A slightly higher quote that includes full flashing replacement, solid warranty terms, and clear decking pricing may be the better value.

Get Three Quotes, Not Ten

Three well-matched quotes tell you what the market looks like. More than that tends to create confusion. When you reach out to a trusted provider of *Long Island Exterior Co.* , share the same written scope with each company so you are comparing like with like.

Watch for Warning Signs

Be wary of:

- Pressure to sign the same day or "today only" discounts.
- Large upfront payments, especially anything approaching full payment before work begins.
- Reluctance to provide references, license details, or proof of insurance.
- A quote that is a single line with a total and no breakdown.

- Door-to-door storm chasers who show up right after a weather event.

Verify the Local Details

Ask whether the contractor is familiar with the permitting process where you live. The Town of Huntington Building Department covers the unincorporated hamlets, while incorporated villages such as Northport, Lloyd Harbor, and Huntington Bay have their own building offices. Confirm with the correct office what is required for your address.

If you live in a historic district or a community with architectural guidelines, ask whether materials and colors need approval first.

Build a Simple Comparison Sheet

Create a one-page grid with a column for each contractor and rows for tear-off, underlayment, flashing, ventilation, decking terms, warranty, timeline, and total price. Filling it in forces gaps into the open and makes the decision easier to explain to a spouse or partner.

Put the Winner in Writing

Once you choose, make sure the final contract matches the quote line by line. Anything promised verbally, including cleanup, color selection, or a start date, belongs on paper.

Final Thought

Accurate quotes come from clear scope, in-person inspections, and asking the same questions of everyone. Do that, and the differences you see between bids will tell you something real.

About the Author

Dana R. is a freelance writer who has spent years covering residential roofing and exterior home projects. She enjoys turning contractor jargon into plain checklists homeowners can use.