

BUYING GUIDE

How to Compare Roller Shutter Quotes

The biggest mistake homeowners make is comparing roller shutter quotes on price alone. Below is the framework (spec, inclusions, warranty, installer) that turns a guessing game into a confident decision.

Last updated 15 May 2026

<https://shutthefrontup.com.au/how-to-compare-roller-shutter-quotes>

QUICK ANSWER

Comparing roller shutter quotes properly means putting them **side-by-side at the spec level** (slat profile, motor brand, warranty period, what's included in install) not just the headline price. Two quotes with a \$400 gap often hide \$1,000 of real spec difference.

Always get the quote in writing, with line items, and confirm what's NOT included. The hidden cost is usually electrical work, removal of existing window coverings, or after-hours surcharges.

Bottom line: Match the spec first; price comes second.

Who this is for: Homeowners with two or more quotes deciding which to accept.

What changes the price

Spec match

Slat profile (foam-filled vs single-skin), slat width, material, colour. Two quotes specifying different slats aren't comparable on price.

Motor brand (electric)

Somfy, Becker, Alpha, Nice. Name brands have parts availability years later. Generic motors often don't.

Warranty

Separate warranties for product (typically 10+ years), motor (typically 5 years), and installation labour (typically 1-2 years). All three should be in writing.

What's included in install

Electrical work, certification, removal of existing window dressings, rubbish removal, patching/painting. Each of these can add \$80-\$200 if billed separately.

Lead time and deposit

Standard deposit is 20-30%. Standard lead time is 3-6 weeks. Anything wildly outside these ranges deserves a question.

Installer credentials

Licensed builder/electrician where required by state, ABN, references, completed-job photos. Ask for all of these.

What to compare on each quote

ITEM	QUOTE A	QUOTE B	WHY IT MATTERS
Slat profile	,	,	Foam-filled is markedly better for heat
Motor brand & model	,	,	Affects long-term reliability and parts availability
Product warranty	,	,	10+ years is standard
Motor warranty	,	,	5+ years is standard for major brands
Install labour warranty	,	,	1-2 years is standard
Electrical work included?	,	,	Often \$80-\$200 per window if not

ITEM	QUOTE A	QUOTE B	WHY IT MATTERS
Removal of existing dressings?	,	,	Easy hidden extra
Deposit %	,	,	20-30% is standard
Lead time	,	,	3-6 weeks is standard

Questions to ask before signing

- Is the quote a fixed price or subject to on-site assessment?
- What's explicitly excluded?
- What happens if measurements are wrong?
- Who certifies the electrical work?
- Can I see three completed-job references?
- What's the cancellation policy?
- Are payments split into deposit, progress, and final?

Red flags

- Cash-only or no GST quotes
- Deposits over 50%
- "Today only" pricing pressure
- No physical address or ABN
- Reluctance to give written quotes
- Generic motor brands with no warranty card

Checklist before you accept a quote

☐ **Insist on written quotes**

Phone quotes are negotiating positions, not real prices.

☐ **Make installers quote the same spec**

Otherwise the price comparison is meaningless.

☐ **Get three minimum**

Two leaves you guessing. Three reveals the real range.

☐ **Use the comparison checklist**

Walk through every line on our [quote comparison checklist](#).

Frequently asked questions

How many roller shutter quotes should I get?

At least three written quotes. Two doesn't reveal whether either is fair; three usually shows a clear middle ground and a clear outlier.

What's the most common hidden cost in roller shutter quotes?

Electrical work and certification for hard-wired motors. Always ask whether this is included in the quoted price.

Should I always pick the cheapest quote?

No. First align the product, scope, exclusions, electrical work, warranty and payment terms. Then compare price and supplier checks. Price position alone does not establish quality or value.

Related reading

Compare roller shutter prices and quotes

<https://shutthefrontup.com.au/roller-shutter-price-comparison>

Quote comparison checklist

<https://shutthefrontup.com.au/quote-comparison-checklist>

Roller shutter glossary

<https://shutthefrontup.com.au/roller-shutter-glossary>

Roller shutter cost overview

<https://shutthefrontup.com.au/roller-shutter-cost>

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All prices shown are indicative estimates drawn from marketplace data and change over time. They are not quotes, offers or valuations. Measurements, site conditions, product specification, electrical work, access, location and supplier terms all change the final figure. Only a written quote from a supplier, after inspection and final measurement, is an actual price.

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Get quotes you can actually compare.

We help you request quotes matched to the same spec so the comparison is honest.

Compare quotes: <https://shutthefrontup.com.au/quote-compare>