

## **ABSTRACT**

*Many contractors at this time sometimes have doubts in deciding to take or not to take on projects offered by the housing developer. This doubt can arise because many projects are offered in different conditions and as a contractor needs to consider in the decision to take or not to take the project in accordance to the desired benefits. Therefore, the existence of such problems, it is necessary to find factors - factors that influence and magnitude of opportunities in the selection of each type of house offered by the housing developer to the contractor. The purpose of this study is to obtain factors and analyze the factors that influence the magnitude of the opportunities of each factor to the selection of projects for each type of house that is offered. In this study, 9 influential factors in making decisions are obtained from the journal, those are: previous experience with an employer, the contractor need for jobs (underemployment), current workload, previous experience with the same housing project, the size of the project offered, identity and reputation of the employer in the construction industry, the financial stability of the employer, the availability of other projects at the time of offer, and the timely payment of the employer. Then factors - factors were distributed to 35 respondents of residential contractors in the form of a questionnaire. Researcher got 30 respondents who are willing to fill out a questionnaire. Then the results of the questionnaires are tabulated to get the opportunity of each factor. The next data collection is the difference between the RAB and RAP Analysis to gain acceptance expectation value (expected value) in the form of percent (%), those are: the type of house 83: 30.6599%, the type of house 66: 30.4435%, the type of house 56: 30.9869%. And the results of the study can be made of modeling with decision tree diagram technique (decision tree). In the decision tree diagram can be concluded that the greatest chance of influencing the type of housing is a factor of previous experience with the housing project.*

**Keywords:** *decision tree, factors in the selection of house types*