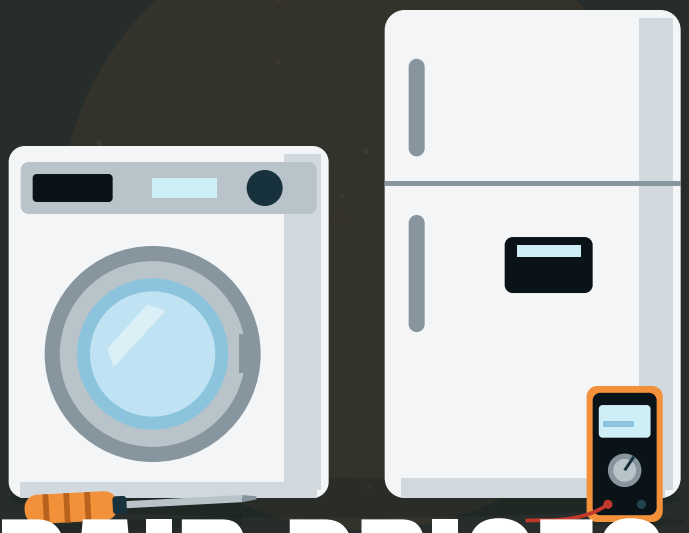
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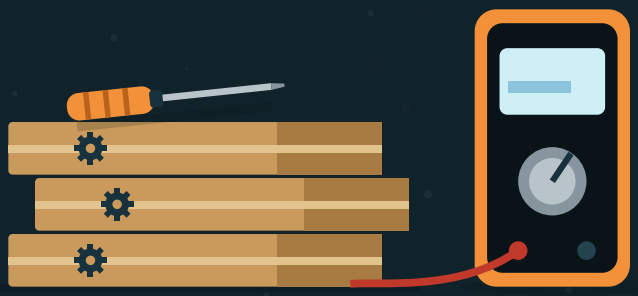
FREE KIT FOR APPLIANCE REPAIR TECHS

# 2026 APPLIANCE REPAIR PRICES + ESTIMATE KIT



What to charge for the service call, labor, washers, dryers, refrigerators, dishwashers, ovens, microwaves and disposals in the US, a job calculator, a price list already filled in, an estimate to print and the texts that close the job.

- Service call, hourly and per appliance
- 14 part repairs priced
- Job calculator: time, parts, trip
- Printable estimate + repair checklist
- 10 mistakes + ready-to-send texts



# HOW TO USE THIS KIT

Six tools to price every call with confidence, fix more on each trip and get called back.

## 1 TIME THE JOB

Use the calculator on page 3: diagnosis, repair time, parts with markup, trip and the repair-or-replace rule.

## 2 YOUR PRICE

Page 3 also has the formula: service call + hours x rate + parts + markup + extras, never below your minimum.

## 3 APPLIANCES + PARTS

Page 4: service call, hourly and each appliance. Page 5: 14 part repairs, from a dryer belt to a compressor.

## 4 ESTIMATE

Print the template on page 6. Write the model, the symptom, the parts and the labor, and get it signed.

## 5 REPAIR + MISTAKES

Run the checklist on page 7 on every call (ask, cut power, test, fix, run a cycle) and read the 10 mistakes.

## 6 TEXTS + PRICE LIST

Copy the client texts on page 9. Page 10 has 25 jobs already priced, plus the top jobs and upsells.

## WHAT'S INSIDE




- 3 Job calculator, time rules, price formula, worked job
- 4 Prices per appliance: service call, hourly, minimum
- 5 Price table: 14 part repairs
- 6 Estimate template (print)
- 7 Repair checklist
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25 prices + top jobs + ways to charge more


**PRICE RANGES**
US estimates, 2026

**25 JOBS PRICED**
Filled in, ready to use

**JOB CALCULATOR**
Time, parts, trip

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Free kit

Independent guide, not tied to any brand. Prices are rounded regional estimates for 2026. Follow the maker's service manual and cut power, water and gas first.

# CALCULATOR: TIME THE JOB

Diagnose first, price second. Count the diagnosis, the repair time, the parts with markup and the drive.

**DIAGNOSE** find the fault | **+ TIME** per repair | **+ PARTS** cost + markup | **+ TRIP** miles | **= JOB** price it

## TIME BASICS · DIAGNOSIS, REPAIR, PARTS, TRIP (THE SERVICE MANUAL ALWAYS WINS)

| Part | Unit | Rule of thumb | Example | Tip |
|---|---|---|---|---|
| Diagnosis | Minutes | 15-30 min per unit | 2 x 20 = 40 min | Always charge it |
| Repair time | Hours | 0.5-2 h per repair | 90 min = 1.5 h | Book big jobs long |
| Parts price | Dollars | Cost x (1 + markup) | $90 x 1.5 = $135 | Markup every part |
| Trip | Miles | Round trip x $0.70 | 30 x $0.70 = $21 | Zone your area |
| Repair or replace | Rule | Under 50% of new | $250 vs $1,000 | Say it up front |

## PRICE FORMULA

**CALL** trip, diagnosis | **+ LABOR** hours x rate | **+ PARTS** cost | **+ PARTS** markup | **+ MARKUP** | **≥ MINIMUM**

### EXAMPLE: one visit, washer won't drain and dryer won't heat

2 appliances on one visit · drain pump + heating element · 2 parts · 1.5 hours · 30 mi

| | | |
|---|---|---|
| **Service call** | 1 visit x $95 (trip and diagnosis) | **$95.00** |
| **Labor** | 1.5 hours x $110 (45 min per repair) | **$165.00** |
| **Parts** | 2 parts x $45 (drain pump, heating element) | **$90.00** |
| **Parts markup** | 2 parts x $22.50 (50% on parts cost) | **$45.00** |
| **Supplies** | 1 job x $15 (clamps, tape, cleaner) | **$15.00** |
| **Vehicle** | 30 miles x $0.70 (fuel and wear) | **$21.00** |
| **Markup** | 15% of $431.00 (overhead, warranty, profit) | **$64.65** |
| **TOTAL** | $495.65 rounded up | **$500.00** |

Illustrative: $500.00 for 2 repairs on one visit, about $250.00 per appliance. Market: $125 - $450 a washer repair. Minimum: $95.

# PRICE PER APPLIANCE - SERVICE CALL, HOURLY, MINIMUM

| Job | Typical range | What changes the price |
|---|---|---|
| Service call, diagnosis | $70 - $130 per visit | Trip plus finding the fault; many credit it if the client approves |
| Labor per hour | $75 - $150 per hour | Your rate after the first half hour, for jobs you can't flat price |
| Washer repair | $125 - $450 per repair | Top or front load; pump, lid lock and valve at the low end |
| Dryer repair | $100 - $400 per repair | Electric or gas; belt and element at the low end, gas valve higher |
| Refrigerator repair | $150 - $500 per repair | Fans, defrost and ice maker; sealed system is priced apart |
| Dishwasher repair | $100 - $350 per repair | Drain, pump, door latch, control; built-in takes longer |
| Oven or range repair | $130 - $500 per repair | Igniter, element, sensor, control; gas or electric |
| Microwave, over the range | $100 - $300 per repair | Fuse, switch, fan; mounted units take two people |
| Garbage disposal | $100 - $250 per repair | Jam, reset or a new unit swapped under the sink |
| Same-day or weekend add-on | $50 - $150 per visit | Emergency slot, nights and weekends |
| Service minimum | $80 - $150 per visit | Even a reset takes a trip, tools and the invoice |

## PRICES YOUR CLIENT SEES ONLINE (2026)

- Average repair: about $178.
- Service call: $50 - $150.
- Labor: $50 - $150 per hour.
- Refrigerator: $150 - $400.
- Compressor: $300 - $1,200.
- Dishwasher: about $160.

Sources: Inch Calculator, Housecall Pro and Liberty Home Guard, plus our estimates. Rounded regional estimates. Varies by state, brand, part and access.



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# PRICE TABLE - 14 PART REPAIRS (PART + LABOR)

| Job | Typical range | What changes the price |
|---|---|---|
| **Dryer belt** | **$100 - $200 per repair** | Drum out, belt and idler checked; fast job |
| **Dryer heating element** | **$150 - $300 per repair** | Electric dryers; check the thermal fuse too |
| **Gas igniter, oven or dryer** | **$150 - $350 per repair** | Slow to light or no flame; gas off first |
| **Washer drain pump** | **$150 - $350 per repair** | Won't drain or spin; clear the trap before the pump |
| **Washer lid switch or door lock** | **$100 - $250 per repair** | Won't start or won't spin; front load locks cost more |
| **Water inlet valve** | **$125 - $275 per repair** | Washer, dishwasher or fridge; slow fill or no water |
| **Door gasket or seal** | **$120 - $400 per repair** | Fridge, oven or front load washer; leaks and mold |
| **Defrost repair, fridge** | **$150 - $350 per repair** | Heater, sensor or timer; ice on the back wall |
| **Fan motor, fridge** | **$200 - $450 per repair** | Evaporator or condenser fan; warm fridge, noise |
| **Ice maker** | **$150 - $400 per repair** | Repair or swap the whole unit; check the valve |
| **Control board** | **$200 - $600 per repair** | Part cost drives it; flat price it, not the hours |
| **Thermostat or sensor** | **$110 - $265 per repair** | Oven, dryer or fridge reads wrong |
| **Sealed system, compressor** | **$700 - $1,250 per repair** | Refrigerant work; quote replace if it passes 50% of new |
| **Washer motor, drum or bearings** | **$400 - $900 per repair** | Loud spin, leaks under the tub; often replace |

Sources: Inch Calculator, Housecall Pro and Liberty Home Guard, plus our estimates. Rounded regional estimates, part and labor, service call apart. Varies by state and brand.

# ESTIMATE



**FROM (your business)**

Name: _____

Phone / email: _____

_____

_____

_____

**CLIENT**

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

**JOB (appliance · brand · model and serial · symptom · error code · age · gas or electric · photos)**

_____

_____

_____

| Item | Qty (visits / hours / parts) | Rate | Total |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| | |
|---|---|
| **Parts + supplies** | |
| **Service call / trip** | |
| **Same-day add-on** | |
| **TOTAL** | **$** |

**Parts:** Part # _____ · OEM or aftermarket · Deposit on special-order parts

**Warranty:** Labor ____ days · Parts per the maker

**Prep:** Clear space around the appliance, valves and outlet reachable, pets away

**Payment:** Service call due at the visit · Balance on completion · Card · Zelle · Check

**Valid until:** _____

_____ _____

Client approval (signature and date)

# REPAIR CHECKLIST

Run it on every call, before you leave the shop and before you send the invoice.

- [ ] **Ask before you go**
  Brand, model and serial, the symptom, the error code and a photo of the label.
- [ ] **Confirm the fee**
  Service call price said up front, and whether it's credited to the repair.
- [ ] **Protect the house**
  Floor covered, the appliance pulled out with care, nothing scratched.
- [ ] **Cut power, water, gas**
  Unplug or breaker off, valves closed, before any panel comes off.
- [ ] **Diagnose and test**
  Meter on the part, the fault confirmed, not guessed.
- [ ] **Price before you fix**
  Repair price in writing; replace said out loud if it passes 50% of new.
- [ ] **Right part**
  Part number matched to the model; OEM or aftermarket agreed.
- [ ] **Run a full cycle**
  Wash, dry, cool or heat a full cycle before you call it done.
- [ ] **Check for leaks**
  No water under it, no gas smell, panels and screws back on.
- [ ] **Walk the client**
  Show what failed, leave the old part if asked and ask for a review.



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# 10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a free trip back or a client who won't call again.

### 1 Small calls below your minimum

A reset still takes a trip, tools and an invoice. Never go below an $80 - $150 minimum.

### 2 Free diagnosis

Finding the fault is the hard part. Charge the service call, credit it if they approve.

### 3 No model number before you go

Wrong part on the truck means a second trip. Ask for the label photo first.

### 4 Parts at cost

Your time to source, carry and warranty the part is worth money. Mark up every part.

### 5 Billing boards by the hour

A board swap is 30 minutes. Flat price it so speed doesn't cut your pay.

### 6 Fixing a dying unit

A $600 repair on a 14-year-old washer comes back on you. Say repair or replace at 50% of new.

### 7 No full test cycle

It fails on the next load and the callback is free. Run a full cycle every time.

### 8 Panels off with power on

One slip on a live board costs the board, or worse. Cut power, water and gas first.

### 9 No deposit on special parts

A special-order part you can't return is your loss. Take a deposit first.

### 10 One appliance per visit

The client has four more at home. Ask about the dryer, the fridge and the dishwasher.



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# READY-TO-SEND MESSAGES

Copy, change the name and send by text or WhatsApp.

### Sending the estimate

Hi [Name], here is your estimate: [drain pump] for your [washer], part and labor, $[total]. The $[95] service call is already in it.

### Client asks for a phone price

I can't price it without seeing it, but my service call is $[95] and most [washer] repairs land at $[125 - $450]. I have [2 pm] open.

### Ask for the label first

Can you send a photo of the model and serial label? It's inside the door or on the back. That way I bring the right part.

### Before the visit

For my visit: clear a little space around the [washer] and keep pets in another room. I'll be there at [10 am].

### Something bigger found

I checked it and the [motor] has failed. Fixing it is $[amount]; a new unit is about $[amount]. Your call, no pressure.

### After the job

All done! Thanks, [Name]. Your [washer] ran a full cycle with no leaks. A quick review helps a lot: [link].



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# BONUS - 25 APPLIANCE REPAIRS, PRICED

Filled in, not blank: suggested 2026 prices for a mid-cost US area. Adjust 10-20% for your area, the brand and the part.

**EVERY FAULT TESTED · EVERY PART MARKED UP · FULL CYCLE RUN · NEVER BELOW YOUR MINIMUM**

| Job | Price |
|---|---|
| 1. Service call, diagnosis | $95 |
| 2. Labor, 2 hours x $110 | $220 |
| 3. Washer repair, average | $275 |
| 4. Dryer repair, average | $250 |
| 5. Refrigerator repair, average | $325 |
| 6. Dishwasher repair, average | $225 |
| 7. Oven or range repair | $300 |
| 8. Over-the-range microwave | $200 |
| 9. Garbage disposal swap | $175 |
| 10. Same-day add-on | $95 |
| 11. Service minimum, one call | $95 |
| 12. Dryer belt | $150 |
| 13. Dryer heating element | $225 |

| Job | Price |
|---|---|
| 14. Oven igniter | $250 |
| 15. Washer drain pump | $250 |
| 16. Washer door lock | $175 |
| 17. Water inlet valve | $195 |
| 18. Fridge door gasket | $250 |
| 19. Defrost repair | $250 |
| 20. Evaporator fan motor | $325 |
| 21. Ice maker replaced | $275 |
| 22. Control board | $450 |
| 23. Thermostat or sensor | $175 |
| 24. Sealed system, compressor | $950 |
| 25. Washer bearings and seal | $650 |

## TOP JOBS: WHAT TO CHARGE

**WASHER**
**$125 - $450 / repair**
Part and labor

**REFRIGERATOR**
**$150 - $500 / repair**
Sealed system apart

**CONTROL BOARD**
**$200 - $600 / repair**
Flat price

**SERVICE CALL**
**$70 - $130 / visit**
Credit if approved

## 4 WAYS TO CHARGE MORE

**$ Sell the second appliance**
Same trip, no second service call: a dryer at $100 - $400 or a dishwasher at $100 - $350.

**$ Sell the gasket**
A torn door seal at $120 - $400 on every washer, fridge and oven you open.

**$ Sell the same-day slot**
Charge $50 - $150 for same-day, night and weekend calls.

**$ Flat price the board**
A control board at $200 - $600 flat, not 30 minutes by the hour.

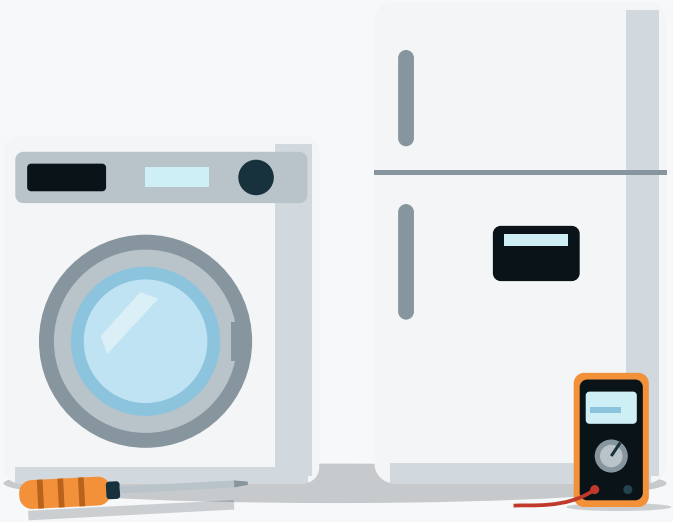
**PRICE RANGES**
US estimates, 2026

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# DIAGNOSE FIRST THEN FIX

**Ask for the model, charge the service call, cut the power, test before you price, mark up every part and run a full cycle at the end. More free guides for trades at vifalio.com.**

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