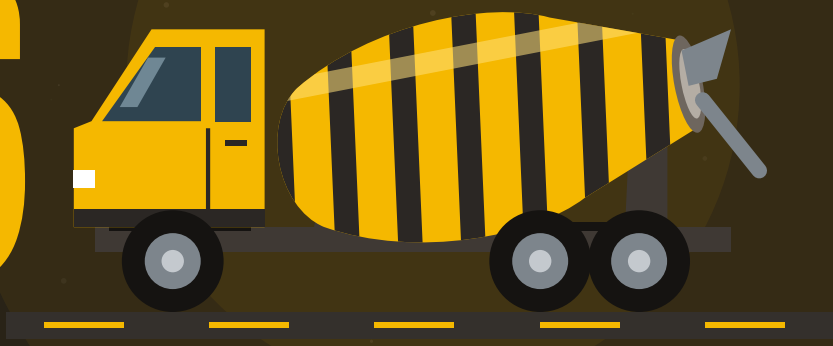
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FREE KIT FOR CONCRETE CONTRACTORS

2026



CONCRETE PRICE LIST & ESTIMATE KIT

What to charge for flatwork in the US, a yardage calculator, a price list already filled in, an estimate to print and the texts that close the job.

- Price ranges for 15 concrete jobs
- Yardage calculator + price formula
- Ready price list: 25 jobs
- Printable estimate template
- 10 mistakes (short load, joints) + texts



HOW TO USE THIS KIT

Six tools to price flatwork with confidence, look professional and get called back.

1 YARDAGE

Use the calculator on page 3: length x width x thickness ÷ 27, plus 5-10% waste. Order once, pour once.

2 YOUR PRICE

Page 3 also has the formula: concrete + truck fees + labor + rebar + finish + margin, never below your minimum.

3 PRICE TABLES

See the typical range for 15 concrete jobs on pages 4 and 5. Start in the middle, then adjust for your area.

4 ESTIMATE

Print the template on page 6. List concrete, labor, rebar and tear-out, and get it signed with a deposit.

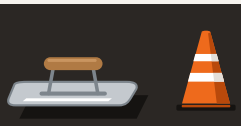
5 CHECKLIST + MISTAKES

Run the checklist on page 7 at every visit (permit, 811, truck access, weather) and read the 10 mistakes.

6 TEXTS + PRICE LIST

Copy the client texts on page 9. Page 10 has 25 jobs already priced, plus finishes and add-ons.

WHAT'S INSIDE



- 3 Yardage calculator, price formula, worked driveway
- 4 Price table: 8 flatwork jobs + cost inputs
- 5 Price table: 7 finishes and repairs
- 6 Estimate template (print)
- 7 Site-visit checklist
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25 prices + finishes + ways to charge more

PRICE RANGES
US estimates, 2026

25 JOBS PRICED
Filled in, ready to use

YARDAGE CALCULATOR
Order once, pour once

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Reference values only; prices vary by state, city, plant and job. Driveways, city sidewalks and curb cuts may need a permit. Call 811 before you dig.

CALCULATOR: HOW MUCH CONCRETE

Cubic yards first, price second. Round up and add waste, never order short.

LENGTH (ft) x **WIDTH (ft)** x **INCHES ÷ 12** ÷ **27 = yd³** + **5-10% WASTE**

QUICK TABLE · CUBIC YARDS PER 100 SQ FT

Thickness	yd³ per 100 sq ft	+ 10% waste	Sq ft per yd³	Typical use
4 in	1.23	1.36	81	Sidewalks, patios, car driveways
5 in	1.54	1.70	65	Driveways with SUVs, garage slabs
6 in	1.85	2.04	54	Trucks, RVs, heavy loads

PRICE FORMULA

CONCRETE yd³ x plant price + **TRUCK FEES** short load + **LABOR** per sq ft + **REBAR** + FINISH + **MARGIN** ≥ **MINIMUM**

EXAMPLE: 2-car driveway, 20 x 24 ft, 4 in thick, item by item

Volume: 20 x 24 = 480 sq ft x 4 ÷ 12 = 160 cu ft ÷ 27 = 5.93 yd³ + 10% = 6.52, so order 6.75 yd³

Concrete	6.75 yd³ x $135 (4,000 PSI ready-mix, delivered)	**$911.25**
Short load	6.75 yd³ x $53 (less than a full 10-yd truck)	**$357.75**
Forms	88 linear ft x $2.50 (2x4 forms, stakes, form oil)	**$220.00**
Labor	480 sq ft x $4.50 (grade, form, place, finish)	**$2,160.00**
Rebar	480 sq ft x $1.25 (#3 bar grid on chairs)	**$600.00**
Finish	480 sq ft x $0.50 (broom, edges, control joints)	**$240.00**
Margin	15% of $4,489.00 (overhead, risk and profit)	**$673.35**
TOTAL	$5,162.35 rounded up	**$5,165.00**

Illustrative: $5,165.00 ÷ 480 sq ft = $10.76 per sq ft, inside the $6 - $15 driveway range and above a $1,000 minimum.

PRICE RANGES US estimates, 2026
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PRICE TABLE - FLATWORK (INSTALLED)

Job	Typical range	What changes the price
Sidewalk or walkway (4 in)	$7 - $17 per sq ft	4 ft wide = $28 - $68 per linear ft; small pours cost more per sq ft
Patio (plain, 4 in)	$4 - $12 per sq ft	20 x 20 = $1,600 - $4,800; color, steps and borders extra
Driveway (4 in)	$6 - $15 per sq ft	20 x 20 = $2,400 - $6,000; 6 in for trucks costs more
Garage slab (4-6 in)	$6 - $12 per sq ft	24 x 24 = $3,456 - $6,912; mesh or rebar, vapor barrier
Shed base (4 in)	$6 - $12 per sq ft	10 x 12 = $720 - $1,440; gravel pad and access
Steps (poured)	$200 - $500 per step	Forms, rebar and landing; railing and permit extra
Curb / landscape curbing	$5 - $18 per linear ft	Plain gray low end; stamped or colored high end
Tear-out and haul-off	$3 - $8 per sq ft	10 x 10 = $300 - $800; rebar inside +$1 - $3 per sq ft

COST INPUTS FOR YOUR BID (2026)

- **Ready-mix: $119 - $147 per yd³, delivered up to 20 miles.**
- **Short load (under 10 yd³): about +$53 per yd³.**
- **Labor: $3 - $7 per sq ft to form, place and finish.**
- **Rebar: $1 - $3 per sq ft; wire mesh $0.15 - $0.30 material.**
- **Forms: $2 - $3 per linear ft; gravel base $1 - $3 per sq ft.**
- **Saturday: +$8 per yd³; truck standby about $3 a minute.**

Sources: HomeGuide, HomeAdvisor and LawnStarter cost guides (2025-2026), plus our estimates. Installed prices (labor + material) unless noted. Varies by state and by plant.

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PRICE TABLE - FINISHES AND REPAIRS

Job	Typical range	What changes the price
Stamped concrete	**$8 - $28 per sq ft**	1 color, simple $8 - $12; 2-3 colors $12 - $18; hand-detailed $18 - $28
Exposed aggregate	**$7 - $18 per sq ft**	About +$2 - $3 per sq ft over plain; washed and sealed
Broom vs. smooth finish	**$0.50 - $1.50 per sq ft**	Broom low end (grip, outdoors); smooth steel trowel high end (garages)
Sealer (clean + seal)	**$1 - $3 per sq ft**	Job minimum $150 - $300; 2-car driveway $575 - $1,700
Crack repair	**$100 - $400 per job**	Rout, fill and seal small cracks; wide or moving cracks: replace the panel
Lift a sunken slab	**$4 - $25 per sq ft**	Mudjacking $4 - $9; foam (polyjacking) $8 - $25; job minimum $300 - $700
Fence post footing	**$250 - $600 per post**	Dig out, reset or replace the post, new concrete footing

WHAT RAISES OR LOWERS THE PRICE

- **Thickness: 6 in driveways for trucks run $8 - $20 per sq ft.**
- **Base: grading, gravel and compaction before the pour.**
- **Permit: $50 - $200 for most driveways; inspections extra.**
- **Access: out of chute reach means a pump ($15 per yd³, $125 min).**
- **Cold weather: additives and blankets, +$1 - $2 per sq ft.**
- **Size: small jobs pay the short load and your minimum.**

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ESTIMATE

FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB (slab type · L x W x thickness · finish · rebar or mesh · tear-out · truck access, photos)

_____

_____

_____

Item	Qty (yd³ / sq ft / ft)	Rate	Total

Concrete + short load	
Tear-out and haul-off	
Permit / minimum	
TOTAL	**$**

Pour date: Rain or freeze in the forecast: we reschedule at no charge

Hidden conditions: Soft soil, roots or buried lines: priced only with photos and your OK

Warranty: Workmanship ___ years · Hairline cracks are normal; not covered: heavy trucks, salt

Payment: Deposit ____% to order concrete · Cash · Card · Zelle · Check

Valid until: _____

_____ _____

Client approval (signature and date)

SITE-VISIT CHECKLIST

Run it at every visit, before you quote and again before the truck comes.

- [ ] **Measure and photos**
  Length, width, thickness and slope; photos of the area, the old slab and the access.
- [ ] **Permit**
  Driveway, city sidewalk or curb cut? Ask the city; most driveway permits run $50 - $200.
- [ ] **Buried lines: call 811**
  Free call before you dig, then wait for the flags. Ask about sprinklers, septic and drains.
- [ ] **Truck access**
  The chute reaches about 15-20 ft. Soft lawn, low wires or a tight gate: price a pump.
- [ ] **Tear-out**
  Old slab thickness, rebar inside, where the debris goes and the dump fees.
- [ ] **Soil, base and drainage**
  Firm soil, 4 in of compacted gravel, slope 1/8 to 1/4 in per ft away from the house.
- [ ] **Reinforcement and joints**
  Rebar or mesh on chairs, control joints laid out, expansion joint at the house.
- [ ] **Weather window**
  Check the 7-day forecast: no freeze (under 40°F) or rain; in heat over 90°F, pour early.
- [ ] **Finish in writing**
  Broom, smooth, stamped or exposed; color, sealer and joint pattern on the estimate.
- [ ] **Cure and hand-off**
  Walk in 24-48 h, cars in 7 days, heavy trucks in 28. Take payment, ask for a review.

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10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a callback or a cracked slab.

1 Forgetting the short load fee

Under a full 10-yd truck most plants add about $53 per yd³. On 6.75 yd³ that is $357.75 of your profit.

2 Not charging the tear-out

Breaking, loading and dumping the old slab runs $3 - $8 per sq ft. Price it as its own line.

3 Wrong thickness

4 in for walks and patios, 5-6 in where trucks park. On 480 sq ft, 1 in short is 1.48 yd³ less concrete.

4 Pouring in cold or rain

Under 40°F fresh concrete can freeze; rain ruins the finish. Check the forecast, blanket it or reschedule.

5 No control or expansion joints

Concrete will crack, so decide where: joints every 8-12 ft on a 4 in slab, 1 in deep, plus one at the house.

6 Ordering the exact yardage

No waste margin means running short mid-pour and a cold joint. Add 5-10% and round up.

7 Skipping the base

Soft soil and no compaction make slabs sink and crack. Compact the subgrade and 4 in of gravel.

8 Adding water at the truck

Extra water makes it easy to place and weak forever: dusting, cracks, low strength. Order the right slump.

9 Digging without calling 811

Hitting a gas, power or fiber line means danger, fines and repair bills. The call is free: make it every time.

10 No deposit, no written estimate

You pay the plant up front. Get a signed estimate and a deposit that covers the concrete before you order.

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US estimates, 2026

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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 for the [driveway / patio]: [480] sq ft, 4 in, rebar and broom finish, $[total]. A [30]% deposit books your pour date.

Client asks per sq ft

It comes to about $[X] per sq ft, all in: concrete, truck fees, base, rebar, finish and cleanup. Small jobs have a $[minimum] minimum.

Ask for photos first

Can you send 2-3 photos of the area, one close and one far, and the rough length and width? I'll quote before I drive out.

Confirming the pour

Pour day is [day] at [time]. Please move the cars, turn off the sprinklers and leave the gate open so the truck can get close.

Weather change

Rain is in the forecast for [day], so I'm moving your pour to [new day]. Pouring in it would hurt your slab. No extra charge.

After the job

All done! Thanks, [Name]. Walk on it in 24-48 hours, drive on it in 7 days. A quick review helps a lot: [link]. Want it sealed next month?

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BONUS · READY PRICE LIST: 25 CONCRETE JOBS

Filled in, not blank: suggested 2026 prices for a mid-cost US area, installed with material. Adjust 10-20% for your area and your plant.

TEAR-OUT APART · SHORT LOAD BILLED · JOINTS IN EVERY SLAB · NEVER BELOW YOUR MINIMUM

Job	Price
1. Sidewalk 4 x 25, 100 sq ft x $10	$1,000
2. Front walk 3 x 20, 60 sq ft x $12	$720
3. Patio 12 x 12, 144 sq ft x $8	$1,152
4. Patio 20 x 20, 400 sq ft x $7	$2,800
5. 1-car driveway, 200 sq ft x $9	$1,800
6. 2-car driveway, 400 sq ft x $10	$4,000
7. RV pad 6 in, 480 sq ft x $11	$5,280
8. Garage 24 x 24, 576 sq ft x $8	$4,608
9. Shed base 10 x 12, 120 sq ft x $9	$1,080
10. Shed base 12 x 16, 192 sq ft x $8	$1,536
11. Front steps, 3 steps x $350	$1,050
12. Back door steps, 2 steps x $375	$750
13. Landscape curbing, 80 ft x $9	$720

Job	Price
14. Tear out 10 x 10, 100 sq ft x $5	$500
15. Tear out driveway, 400 sq ft x $4	$1,600
16. Stamped patio, 192 sq ft x $14	$2,688
17. Exposed aggregate walk, 80 sq ft x $12	$960
18. Smooth trowel garage, 576 sq ft x $1	$576
19. Seal a driveway, 480 sq ft x $1.50	$720
20. Seal a patio, 144 sq ft x $1.50	$216
21. Fill and seal driveway cracks	$250
22. Patch a chipped step edge	$300
23. Mudjack a sunken walk, 80 sq ft x $6	$480
24. Foam-lift garage apron, 200 sq ft x $12	$2,400
25. Fence post footings, 4 posts x $275	$1,100

FINISHES: WHEN TO CHARGE MORE

BROOM
$6 - $13 / sq ft
Patios and walks, grip

EXPOSED AGGREGATE
$7 - $18 / sq ft
Pool decks and walks

STAMPED · 1 COLOR
$8 - $12 / sq ft
Simple pattern

STAMPED · 2-3 COLORS
$12 - $18 / sq ft
Borders, stone look

4 WAYS TO CHARGE MORE

Sell the sealer
Clean and seal after the cure for $1 - $3 per sq ft, then offer a reseal every 2-5 years.

Show three finishes
Broom, exposed aggregate and stamped side by side: many clients pick the middle one.

Color and borders
Integral color adds about $31 per yd³ at the plant; a stamped border sells the look.

Rush and weekend pours
Bill the Saturday plant fee and the overtime, plus 15-25% for rush dates.

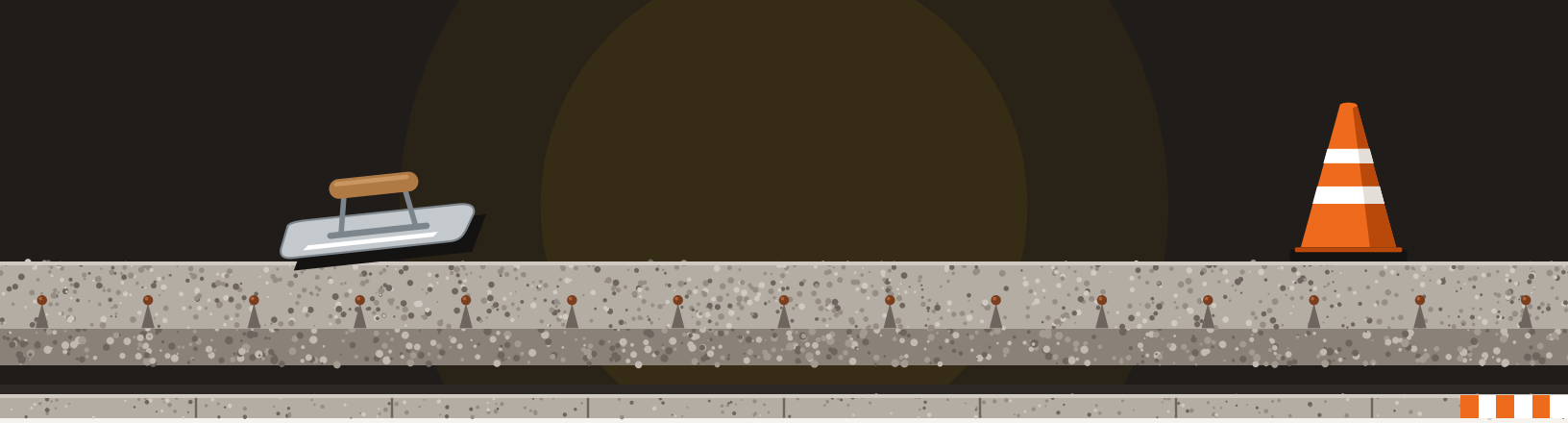
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MEASURE TWICE POUR ONCE

Figure the yards, bill the short load and the tear-out, cut your joints, watch the weather and put it all in writing. More free guides for concrete contractors at vifalio.com.

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