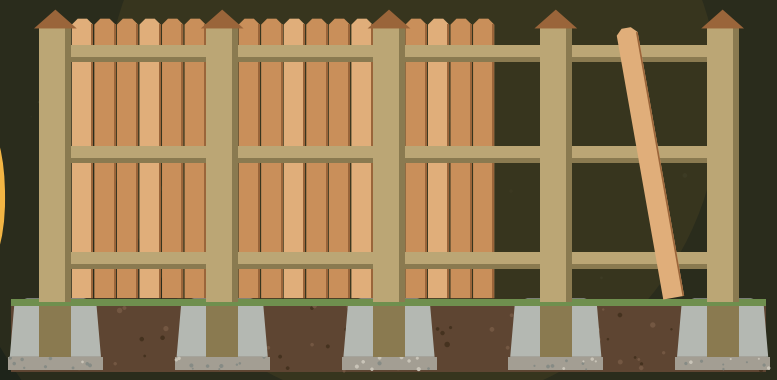
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FREE KIT FOR FENCE CONTRACTORS

2026 FENCE PRICE LIST & ESTIMATE KIT



What to charge to build and repair fences in the US, a post, rail and concrete calculator, a price list already filled in, an estimate to print and the texts that close the job.

- Price per linear ft: 7 materials, 4 and 6 ft
- Gates, removal, repairs: 14 jobs
- Posts, pickets and concrete calculator
- Printable estimate + 811 checklist
- 10 mistakes + ready-to-send texts



HOW TO USE THIS KIT

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

1 POSTS + MATERIAL

Use the calculator on page 3: sections per run, posts = sections + 1, rails, pickets and bags of concrete per post.

2 YOUR PRICE

Page 3 also has the formula: material + gates + labor + removal + margin, never below your minimum.

3 RATES + PRICE TABLE

Page 4: price per linear ft for 7 materials, from pressure-treated to chain link, at 4 ft and 6 ft. Page 5: 14 fence jobs.

4 ESTIMATE

Print the template on page 6. Write the linear ft, height, material, gates and the 811 ticket, and get it signed with a deposit.

5 BEFORE YOU DIG

Page 7: call 811, confirm the property line, the HOA and the permit before you dig. Page 8: the 10 mistakes.

6 TEXTS + PRICE LIST

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

WHAT'S INSIDE





- 3 Material calculator, price formula, worked backyard
- 4 Price per linear ft: 7 materials, 4 ft and 6 ft
- 5 Price table: 14 fence jobs
- 6 Estimate template (print)
- 7 Before-you-dig and hand-off checklist
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25 prices + gates, finishes, upsells

PRICE RANGES
US estimates, 2026

25 JOBS PRICED
Filled in, ready to use

MATERIAL CALCULATOR
Posts, rails, concrete

vifalio.com
Free kit

Independent guide, not tied to any brand. Prices are rounded regional estimates for 2026 and vary by state, city and job. Check local rules, permits and your HOA.

CALCULATOR: POSTS, RAILS, CONCRETE

Count each run on its own: sections = run ÷ spacing (round up), posts = sections + 1. A 10 in hole, 30 in deep with 4 in of gravel, takes about 1 cu ft of concrete.

RUN linear ft → **÷ 6 OR 8** = sections → **+ 1** = posts per run → **x 3 RAILS** per section → **x 2 BAGS** 80 lb per post

MATERIAL PER 100 LINEAR FT · 6 FT PRIVACY FENCE

Material	Posts every 8 ft	Posts every 6 ft	How to count
Sections	13	17	100 ÷ 8 = 12.5 · 100 ÷ 6 = 16.67, round up
Posts 4x4 x 8 ft	14	18	Sections + 1 per run; a gate adds 1
Rails 2x4	39	51	3 per section on 6 ft fences, 2 on 4 ft
Pickets 1x6 (5-1/2 in)	230	230	1,200 in ÷ 5.5 = 218.18, buy 219 + 5% waste
Concrete, 80 lb bags	28	36	2 per post (0.60 cu ft each)
Concrete, 60 or 50 lb	42	54	3 per post (0.45 or 0.375 cu ft each)
Screws or nails	1,470	1,518	6 per installed picket + 4 per rail

PRICE FORMULA

MATERIAL posts, lumber, bags → **+ GATES** each → **+ LABOR** per linear ft → **+ REMOVAL** old fence → **+ MARGIN** → **≥ MINIMUM**

EXAMPLE: backyard, 150 linear ft, 6 ft pressure-treated privacy, 1 walk gate

Fence 41 + 60 + 45 = 146 ft + 4 ft gate = 150 ft · 8 ft sections: 6 + 8 + 6 = 20 + 1 gate = 21 bays
Posts 21 + 1 = 22 · concrete 22 x 2 = 44 bags (80 lb) · rails 20 x 3 = 60 · pickets 146 x 12 ÷ 5.5 = 318.55 + 5% = 335

Posts	22 posts x $18 (4x4 x 8 ft, ground contact)	**$396.00**
Lumber	146 ft x $9 (60 rails + 335 pickets, waste included)	**$1,314.00**
Concrete	44 bags x $7 (80 lb, 2 per post)	**$308.00**
Walk gate	1 gate x $450 (4 ft, built, hung, latch)	**$450.00**
Labor	146 ft x $14 (dig, set posts, rails, pickets)	**$2,044.00**
Supplies	1 job x $195 (screws, gravel, dirt haul-off)	**$195.00**
Margin	15% of $4,707.00 (overhead, risk and profit)	**$706.05**
TOTAL	$5,413.05 rounded up	**$5,415.00**

Illustrative: $5,415.00 ÷ 150 ft = $36.10 per linear ft, inside the $20 - $45 range for 6 ft pressure-treated and above a $350 minimum.

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PRICE PER LINEAR FT, INSTALLED

Material	4 ft tall	6 ft tall	What changes the price
Pressure-treated pine	**$15 - $30**	**$20 - $45**	The budget standard: privacy, picket or shadowbox; stain once the wood dries
Cedar	**$20 - $40**	**$28 - $55**	Resists rot without treatment; board-on-board and cap rails cost more
Vinyl	**$20 - $40**	**$28 - $60**	6 or 8 ft panels between posts, no paint; check wind and HOA colors
Chain link	**$12 - $25**	**$16 - $35**	Galvanized is the low end; black vinyl-coated adds 15-25%; slats extra
Aluminum / ornamental	**$25 - $50**	**$35 - $70**	Common around pools: many codes ask 4 ft minimum and a self-closing gate
Composite	**$30 - $55**	**$40 - $80**	Top material cost, little upkeep; posts usually steel or aluminum
Farm / split rail	**$12 - $25**	**—**	2 or 3 rails, about 3-4 ft tall; wire mesh for pets +$2 - $4 per ft

COST INPUTS FOR YOUR BID (2026)

- **Post 4x4 x 8 ft, ground contact: $14 - $24; 4x6 gate post $25 - $40.**
- **Picket 1x6 x 6 ft: pressure-treated $2.50 - $4; cedar $4 - $7.**
- **Labor only (dig, set, build): $10 - $20 per linear ft.**
- **Rock, roots or clay: +$25 - $75 per hole.**
- **Rail 2x4 x 8 ft, pressure-treated: $5 - $9 each.**
- **Concrete: 80 lb bag $6 - $9; 50 lb fast-setting $7 - $10.**
- **Screws, gravel and spoils haul: $150 - $300 per job.**
- **Dump fee for an old fence: $50 - $150 a load.**

Sources: HomeAdvisor, Angi, Fixr and 2026 cost guides, plus our estimates. Rounded regional estimates; installed (material + labor) per linear ft. Varies by state, soil and job.

PRICE TABLE - 14 FENCE JOBS

Job	Typical range	What changes the price
Old fence removal + haul-off	**$3 - $8 per linear ft**	Chain link low end; wood with posts in concrete high end. 150 ft = $450 - $1,200
Post repair (steel mender)	**$90 - $200 per post**	Leaning post with a sound top: steel stake driven and bolted, no digging
Post replacement	**$175 - $400 per post**	Dig out the old footing, new 4x4 in concrete; rock or tight access high end
Picket replacement	**$8 - $20 per picket**	Material + labor per board on a repair visit; stain match extra
Rail replacement	**$40 - $90 per rail**	Rotted 2x4 rail swapped; usually found next to a bad post
Section rebuild (8 ft)	**$250 - $600 per section**	New rails and pickets between sound posts: storm or car damage
Walk gate, 3-4 ft	**$400 - $900 per gate**	Wood with Z-brace, hinges and latch; metal or vinyl high end
Double drive gate, 10-12 ft	**$1,000 - $2,500 per gate**	Two leaves, 4x6 or steel posts, cane bolt and wheel; automation extra
Gate repair	**$100 - $350 per gate**	Sag fixed with an anti-sag kit, new hinges or latch, rehung
Power washing	**$0.25 - $0.60 per sq ft**	Per side, 6 ft tall: 100 linear ft = 600 sq ft = $150 - $360
Stain or sealer	**$1 - $2.50 per sq ft**	Per side, 1 coat. 150 x 6 ft: 900 sq ft = $900 - $2,250; both sides x 2
Paint (wood or metal)	**$1.50 - $3.50 per sq ft**	Per side: scrape, prime and 2 coats; open picket fences take longer
Per hour	**$50 - $90 per hour**	Small repairs and odd jobs; a helper costs you $20 - $30 per hour
Service minimum	**$250 - $450 per job**	Covers the trip, the truck, a bag of concrete and the dump run, even for 1 post

Sources: HomeAdvisor, Angi, Fixr and 2026 cost guides, plus our estimates. Rounded regional estimates; labor + material unless noted. Varies by state, soil and job.

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ESTIMATE



FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB (linear ft · height · material and style · gates · old fence removal · 811 ticket · property line · HOA / permit)

_____

_____

_____

Item	Qty (ft / posts / bags)	Rate	Total

Materials + concrete	
Removal / haul-off	
Permit / minimum	
TOTAL	**$**

Property line: Client confirms the line (survey or pins); fence set ___ in inside it

Utilities: 811 ticket # _____ · private lines (sprinklers, pet fence, lights) marked by client

Hard digging: Rock, roots or old concrete: $____ per hole extra, only with photos and your OK

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

Valid until: _____

_____ _____

Client approval (signature and date)

BEFORE YOU DIG + HAND-OFF

Items 1-5 before you dig. Items 6-10 on the last day, before you send the invoice.

1. **Call 811 first**
   Free call or online ticket 2-3 business days before you dig; wait until every line is marked.
2. **Property line**
   Survey or found pins: the client confirms the line in writing; set the fence a few inches inside.
3. **HOA approval**
   Get the HOA's written OK on style, color and height before you order material.
4. **Permit**
   Many cities ask a permit for 6 ft, pool or corner-lot fences; write the number on the estimate.
5. **Height limit**
   Common rule: 3-4 ft in the front yard, 6 ft in back and side yards; keep corner sight lines clear.
6. **Good side out**
   Finished face toward the neighbor or the street where local rules or the HOA ask for it.
7. **Posts plumb, concrete crowned**
   Check every post with a level; slope the concrete top so water runs away from the wood.
8. **Gates swing and latch**
   Gate clears the ground, closes on its own or by spring, and latches from both sides.
9. **Cleanup**
   Spoils hauled or spread, rocks raked, a magnet sweep for screws and nails along the line.
10. **Walk-through and payment**
    Walk the line with the client, open every gate, take payment and ask for a review.

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10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a callback or a fence you build twice.

1 Skipping the service minimum

One post or 3 pickets still cost a trip, a bag of concrete and a dump run. Never go below $250 - $450.

2 Counting posts as length ÷ 8

150 ft ÷ 8 = 18.75, but 3 runs and a gate need 22 posts. Count sections per run, then add 1.

3 Digging before 811 marks

Hitting a gas or fiber line costs far more than the job. Call 811 and wait for every mark.

4 Guessing the property line

A fence 1 ft on the neighbor's side gets torn out. Survey or pins, confirmed by the client in writing.

5 No HOA or permit check

Wrong height, color or side facing out means a rebuild on your dime. Get approvals before you order.

6 Shallow holes, thin footings

A 6 ft fence: 8 ft post in a hole 30 in deep and 10 in wide, set in concrete over gravel.

7 Pricing rock as normal dirt

Rock, roots and clay can double digging time. Write an extra per hole: $25 - $75.

8 Ignoring gate sag

A wide wood gate sags in months. Use 4x6 or steel gate posts, a Z-brace and an anti-sag kit.

9 Not pricing removal and haul-off

Old fence, posts in concrete and dump fees: $3 - $8 per ft. Make it its own line.

10 No deposit, no written estimate

You buy posts, lumber and concrete up front. Get a signed estimate and a deposit that covers material.

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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 [backyard] fence: [150] ft, 6 ft [pressure-treated] privacy, 1 gate, old fence haul-off, $[total]. A [30]% deposit books your date.

Client asks per foot

It comes to about $[X] per linear ft, all in: posts in concrete, rails, pickets, gate, labor and cleanup. Repairs have a $[minimum] minimum.

Before we dig

Quick heads-up: I've called 811 (ticket [#]). Can you confirm the property line or send the survey, plus the HOA approval? Then we set the date.

Rock or roots found

We hit [rock / big roots] on [4] post holes. Photos attached. Extra digging is $[amount] per hole; I'll wait for your OK.

Stain reminder

Hi [Name], your fence has had [6-8] weeks to dry. Want it stained or sealed now? [900] sq ft per side, $[price]. It locks in the color and slows rot.

After the job

All done! Thanks, [Name]. Gates latch, posts are set and the yard is clean. A quick review helps a lot: [link]. Anything else on the fence?

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BONUS · READY PRICE LIST: 25 FENCE JOBS

Filled in, not blank: suggested 2026 prices for a mid-cost US area. Adjust 10-20% for your area, your lumber price and your soil.

SECTIONS PER RUN · CONCRETE PER POST · 811 FIRST · NEVER BELOW YOUR MINIMUM

Job	Price
1. Picket repair visit, up to 10	$280
2. Rails, 4 rails x $65	$260
3. Steel menders, 3 posts x $120	$360
4. Post replaced in concrete	$300
5. Posts replaced, 3 posts x $250	$750
6. Section rebuild, 8 ft	$400
7. Storm repair, 3 sections x $375	$1,125
8. Sagging gate, new hinges	$275
9. Walk gate 4 ft, wood	$550
10. Double drive gate 12 ft, wood	$1,600
11. Removal, 150 ft x $4	$600
12. Power wash, 900 sq ft x $0.40	$360
13. Stain 1 side, 900 sq ft x $1.50	$1,350

Job	Price
14. Paint pickets, 400 sq ft x $2	$800
15. Repair visit, 4 hours x $70	$280
16. PT picket 4 ft, 100 ft x $22	$2,200
17. PT privacy 6 ft, 150 ft x $34	$5,100
18. Cedar privacy 6 ft, 120 ft x $42	$5,040
19. Vinyl privacy 6 ft, 100 ft x $45	$4,500
20. Vinyl picket 4 ft, 60 ft x $32	$1,920
21. Chain link 4 ft, 200 ft x $16	$3,200
22. Chain link 6 ft, 150 ft x $24	$3,600
23. Aluminum pool 4 ft, 80 ft x $40	$3,200
24. Composite 6 ft, 80 ft x $62	$4,960
25. Split rail, 3 rails, 300 ft x $16	$4,800

GATES AND FINISHES: WHEN TO CHARGE MORE

WALK GATE
$400 - $900
3-4 ft, wood, installed

DOUBLE DRIVE GATE
$1,000 - $2,500
10-12 ft, two leaves

STAIN / SEAL
$1 - $2.50 / sq ft
Per side, 1 coat

PAINT
$1.50 - $3.50 / sq ft
Per side, 2 coats

4 WAYS TO CHARGE MORE

$ Sell the stain package
Offer stain 6-8 weeks after install, once the wood dries: $1 - $2.50 per sq ft per side.

$ Upgrade the posts
Steel posts or 4x6 gate posts outlast wood: charge about $10 - $25 more per post.

$ Cap and trim
A top cap and trim board make a plain fence look custom: about $3 - $6 more per linear ft.

$ Storm and rush jobs
After storms and for 'need it by Friday' jobs: add 15-25% and write it on the estimate.

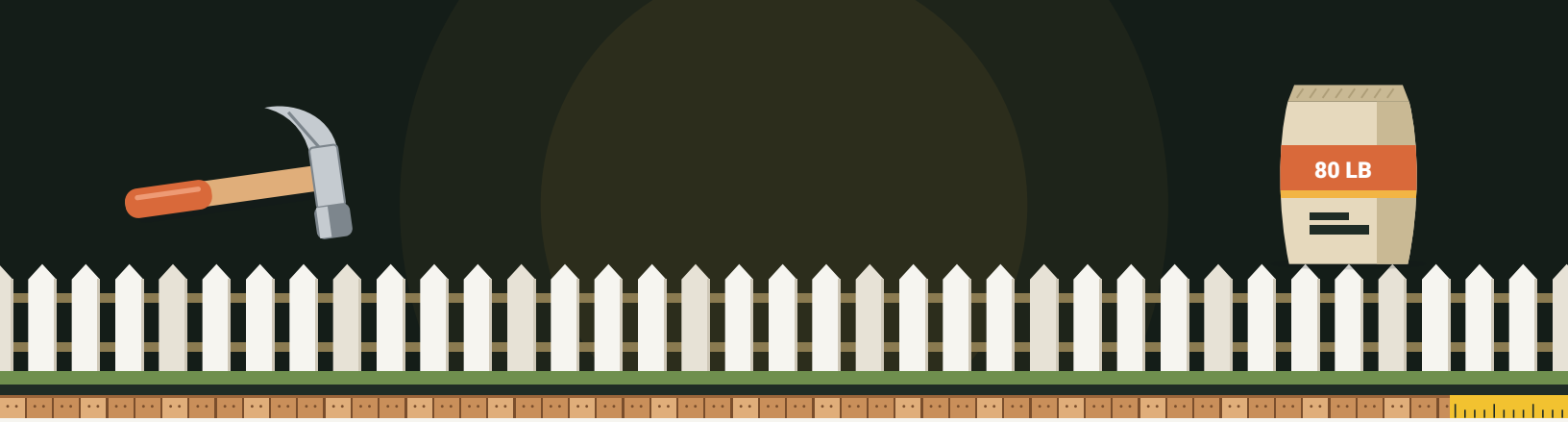
PRICE RANGES
US estimates, 2026

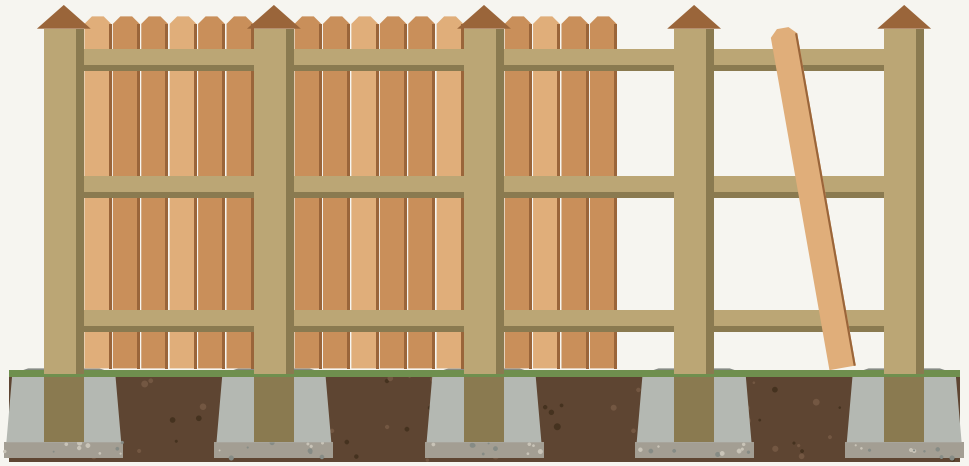
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Filled in, ready to use

MATERIAL CALCULATOR
Posts, rails, concrete

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Free kit

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SET IT PLUMB
BUILD IT TO LAST

Count sections per run, pour the concrete, call 811 before you dig and get the line in writing. More free guides for fence contractors at vifalio.com.

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