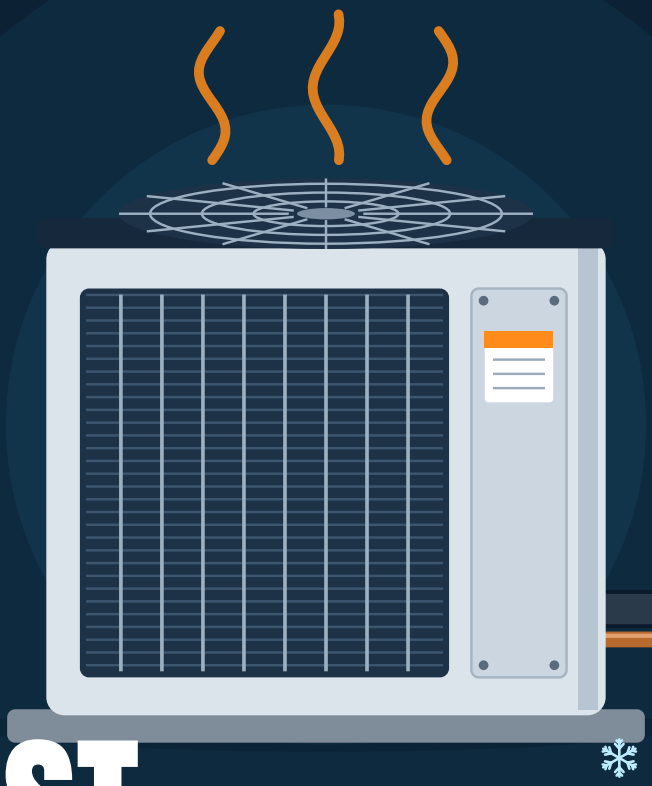
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FREE KIT FOR HVAC TECHS



2026 HVAC PRICE LIST & ESTIMATE KIT

What to charge per hour and per job in the US, a flat-rate list already filled in, an estimate you can print and ready-to-send texts that close more jobs.

- Price ranges for 15 HVAC jobs
- Hourly, after-hours, refrigerant per lb
- Flat-rate list: 16 jobs priced
- Printable estimate template
- Start-up checklist + 10 mistakes



HOW TO USE THIS KIT

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

1 PRICE TABLES

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

2 YOUR PRICE

Use the formula on page 3: hours x rate + parts + markup + service call, never below your minimum.

3 ESTIMATE

Print the template on page 6. List labor, parts and refrigerant by the pound and get it signed first.

4 START-UP CHECKLIST

Run page 7 before you turn any system on: lockout, vacuum, drain, electrical and readings.

5 MISTAKES + MESSAGES

Read the 10 mistakes on page 8 (EPA 608 and permits too). Copy the client texts on page 9.

6 FLAT-RATE LIST

Page 10 has 16 jobs already priced and an AC sizing chart by home area. Adjust it and use it on every call.

WHAT'S INSIDE

- 3 Hourly, after-hours, minimum and the formula
- 4 Price table: 8 repair and maintenance jobs
- 5 Price table: 7 replacements and installs
- 6 Estimate template (print)
- 7 Checklist before you start the system
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 16 flat-rate prices + AC sizing chart

PRICE RANGES
US estimates, 2026

16 JOBS PRICED
Flat rate, ready to use

READY TO USE
Print and fill

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Free kit

Independent guide, not affiliated with any brand. Prices are rounded estimates that vary by region and job. Refrigerant work requires EPA 608 certification.

WHAT HVAC TECHS CHARGE

US rates in 2026: big cities, after-hours calls and heat waves cost more; small towns cost less.

Item	Rate	Notes
Service rate, per hour	**$75 - $150 per hour**	Apprentices lower; big metros at the top
After-hours / emergency	**$115 - $250 per hour**	Nights, weekends and holidays: about 1.5x to 2x
Diagnostic / service call	**$75 - $200**	Drive plus the first look; tell the client up front
Minimum ticket	**$150 - $250**	Service call + up to 1 hour, even for a 10-minute fix
Install day (1 tech, 8 hours)	**$600 - $1,200**	Equipment, line set and materials extra
Refrigerant, per pound	**$60 - $175 per lb**	R-410A $60 - $150; R-454B $80 - $175

HOW TO PRICE EACH JOB

HOURS x RATE | **+ PARTS** | **+ MARKUP** | **+ SERVICE CALL** | **≥ MINIMUM**

- Price the real time: diagnosis, repair, leak check, charging, cleanup and the parts run.
- Mark up parts 30-50% (more on small parts): it pays the warranty runs, truck stock and risk.
- Bill refrigerant by the pound from your price list and log every pound in and out (EPA 608).
- Never go below your minimum. Old system, big repair? Quote the repair and the replacement.

EXAMPLE: AC not cooling, bad capacitor and low refrigerant, item by item

On site: 0.5 + 0.25 + 0.75 = 1.5 hours (diagnose, capacitor, leak check, charge). Above the $150 minimum.

Service call	1 call x $129 (drive + diagnosis with gauges)	**$129.00**
Labor	1.5 hours x $120 (capacitor, leak check, charging)	**$180.00**
Parts	1 capacitor x $45 (45/5 MFD dual run) + 40%	**$63.00**
Refrigerant	2 lb x $95 (R-410A, after the leak check)	**$190.00**
TOTAL	$562.00 rounded up	**$565.00**

Illustrative example: $565.00 ÷ 1.5 hours = $376.67 billed per hour on site; it also pays the truck, parts and callbacks.

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PRICE TABLE - REPAIRS & MAINTENANCE

Job	Typical range	What changes the price
Diagnostic / service call	**$75 - $200**	Drive and first look; after-hours costs more; many shops credit it to the repair
Preventive maintenance (tune-up)	**$80 - $200 per system**	Coil, charge, drain, amp draw and filter; AC in spring, heat in fall
Refrigerant recharge	**$150 - $700**	2-4 lb of R-410A or R-454B at the per-pound rate; leak search +$150 - $500
Capacitor replacement	**$120 - $400**	Single or dual run, sized in MFD; a hard-start kit costs about the same
Contactor replacement	**$150 - $400**	Pitted or buzzing contacts; often swapped together with the capacitor
Blower or fan motor	**$300 - $1,500**	Outdoor fan motor $300 - $800; indoor ECM blower up to $1,500
Coil cleaning	**$100 - $400**	Outdoor coil low end; indoor evaporator coil (panels off, coil cleaner) high end
Thermostat replacement	**$150 - $500**	Basic low, smart or communicating high; new C-wire +$75 - $150

HOW TO READ THE RANGES

- **Low end: daytime call, easy access, common parts.**
- **Middle: the usual job. Start your price here.**
- **High end: attic or roof, after hours, rare parts.**
- **Two fixes on one visit: one service call, small discount.**

Sources: HomeAdvisor, Angi, Fixr and 2026 cost guides, plus our estimates. Rounded ranges, parts and labor unless noted; estimates that vary by region, brand and season.

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PRICE TABLE - REPLACEMENTS & INSTALLS

Job	Typical range	What changes the price
Mini-split, 1 zone (installed)	**$2,000 - $5,500**	9k-24k BTU, line set length, wall or ceiling head; each extra zone priced apart
AC condenser replacement	**$2,000 - $5,500**	2-5 tons, SEER2, access; R-454B units usually need a matched coil
Full system, AC + furnace	**$7,000 - $16,000**	Size, efficiency, brand and ductwork; heat pump systems land in a similar range
Furnace replacement	**$3,000 - $7,500**	80% or 95% efficiency, venting changes, gas line and permit
Evaporator coil replacement	**$1,200 - $3,000**	Coil size, refrigerant and the labor to recover, braze, pull a vacuum and charge
Duct cleaning	**$300 - $800 per system**	Home size, number of vents and access; sanitizing or sealing extra
Compressor replacement	**$1,500 - $3,500**	Under warranty: bill labor and refrigerant; old system: quote replacing

WHAT RAISES OR LOWERS THE PRICE

- **Size: tons and BTU, from a load calculation.**
- **Efficiency: higher SEER2 or AFUE costs more.**
- **Access: attic, crawl space, roof, crane.**
- **Ducts: reuse, repair or replace.**
- **Permit, inspection and old unit haul-away.**
- **Brand, warranty and refrigerant type.**

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ESTIMATE

FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB (symptom · system type and tons · refrigerant R-410A / R-454B · model and serial · access)

_____

_____

_____

Item	Hours / qty	Rate	Total

Parts (+ markup)	
Refrigerant (lb x price)	
Service call / permit	
TOTAL	**$**

Date / time on site: _____

Found later: Leaks, duct or wiring problems found later: priced only with your OK

Warranty: Labor: ___ days · Parts: per manufacturer · Not covered: misuse

Payment: Cash · Card · Zelle · Check Deposit on installs: ____%

Valid until: _____

_____ _____

Client approval (signature and date)

CHECKLIST BEFORE YOU START THE SYSTEM

Run it on every repair and install, before you close the panels and before you take payment.

- [ ] **Power off and locked out**
  Breaker and disconnect off and tagged; confirm zero volts with your meter before you touch wires.
- [ ] **Photos and nameplates**
  Model and serial plates, the wiring and the problem, photographed; note R-410A or R-454B.
- [ ] **Refrigerant by the book**
  EPA 608 card with you; recover, never vent; R-454B is mildly flammable (A2L): follow the maker.
- [ ] **Brazing and pressure test**
  Flow nitrogen while you braze, then pressure test with dry nitrogen and watch for any drop.
- [ ] **Deep vacuum**
  Pull down to 500 microns or less and do a decay test before you open the service valves.
- [ ] **Electrical checked**
  Tight lugs, breaker size per the nameplate, capacitor values match, ground in place.
- [ ] **Drain and float switch**
  Trap and slope right, the float switch shuts the system off; pour water and watch it drain.
- [ ] **Airflow and filter**
  Clean filter of the right size, registers open, blower speed set for the system.
- [ ] **Start-up readings**
  Superheat or subcooling per the maker's chart, amp draw and a 15-20°F temperature split.
- [ ] **Thermostat and handoff**
  Test cool, heat and fan; show the client the filter, 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 fine.

1 Free service calls

Free diagnosis brings price shoppers. Charge $75 - $200 and credit it if they approve the repair.

2 Parts at supply-house cost

Your markup pays for warranty runs, truck stock and returns. Mark up parts 30-50%.

3 Topping off a leak

Adding refrigerant every summer is a callback waiting to happen. Quote the leak search and the fix.

4 Refrigerant without EPA 608

Buying and handling refrigerant requires EPA Section 608 certification, and venting it is illegal.

5 Pricing only by the hour

Clients fear the clock. A flat price per job gets a faster yes and pays you more when you work fast.

6 Skipping the permit question

Equipment changeouts often need a permit and an inspection. Check with your city or county first.

7 Sizing by the old unit

Same tons as the old unit can repeat an old mistake. Use a load calculation (Manual J) on new systems.

8 No liability insurance

A ceiling ruined by a clogged drain can cost thousands. Carry general liability and show the certificate.

9 No maintenance plans

A yearly tune-up plan fills the slow months and keeps clients from calling the next ad they see.

10 No written estimate

What you fix, the parts, refrigerant by the pound and the price, signed before you open the system.

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READY-TO-SEND MESSAGES

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

Sending the estimate

Hi [Name], your AC needs a new [capacitor] and [2] lb of refrigerant after the leak check. Total: $[total], parts and labor. Reply OK and I'll have it cooling today.

Client asks per hour

I price by the job, not the clock: you approve the total before I start, and it doesn't change if it takes longer. The service call is $[X].

Ask for info first

Can you send a photo of the label on the outdoor unit and tell me what it's doing (no cooling, noise, ice)? I'll bring the right parts.

Confirming the visit

You're booked for [day], [time window]. Please clear a path to the indoor and outdoor units and keep pets inside. I'll text you when I'm on the way.

Repair or replace

Your system is [15] years old and the repair is $[X]. A new [3]-ton system starts at $[Y]. Here are both options; you decide, no pressure.

After the job

All set, [Name]! Change the filter every [1-3] months. A quick review helps a lot: [link]. Want me to add you to the yearly tune-up plan?

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BONUS · FLAT-RATE PRICE LIST: 16 HVAC JOBS

Filled in, not blank: suggested 2026 prices for a mid-cost US area, parts and labor included. Adjust 10-20% for your area and season.

PARTS + 30-50% · REFRIGERANT BY THE POUND · ALWAYS A SERVICE CALL · NEVER BELOW YOUR MINIMUM

Job	Price
1. Service call + diagnosis	$129
2. AC tune-up (1 system)	$129
3. Furnace tune-up (1 system)	$119
4. Dual run capacitor, installed	$225
5. Contactor, installed	$245
6. Hard-start kit, installed	$295
7. R-410A refrigerant, per lb	$95
8. R-454B refrigerant, per lb	$125

Job	Price
9. Outdoor coil cleaning	$175
10. Clear a clogged drain line	$150
11. Smart thermostat, installed	$325
12. ECM blower motor, installed	$1,150
13. Condenser fan motor, installed	$550
14. Duct cleaning, whole house	$475
15. Mini-split, 1 zone, 12k BTU	$3,800
16. Evaporator coil replacement	$2,100

BONUS 2 · AC SIZE BY HOME AREA (QUICK GUIDE)

Home area	Typical size	Cooling	Very hot climate
600 - 1,000 sq ft	1.5 tons	18,000 BTU/h	2 tons
1,000 - 1,300 sq ft	2 tons	24,000 BTU/h	2.5 tons
1,300 - 1,600 sq ft	2.5 tons	30,000 BTU/h	3 tons
1,600 - 1,900 sq ft	3 tons	36,000 BTU/h	3.5 tons
1,900 - 2,200 sq ft	3.5 tons	42,000 BTU/h	4 tons
2,200 - 2,700 sq ft	4 tons	48,000 BTU/h	5 tons
2,700 - 3,300 sq ft	5 tons	60,000 BTU/h	2 systems (zones)

Rule of thumb to talk with the client, never for the final quote: a Manual J load calculation (insulation, windows, ducts, climate) sets the real size.

4 WAYS TO EARN MORE PER CALL

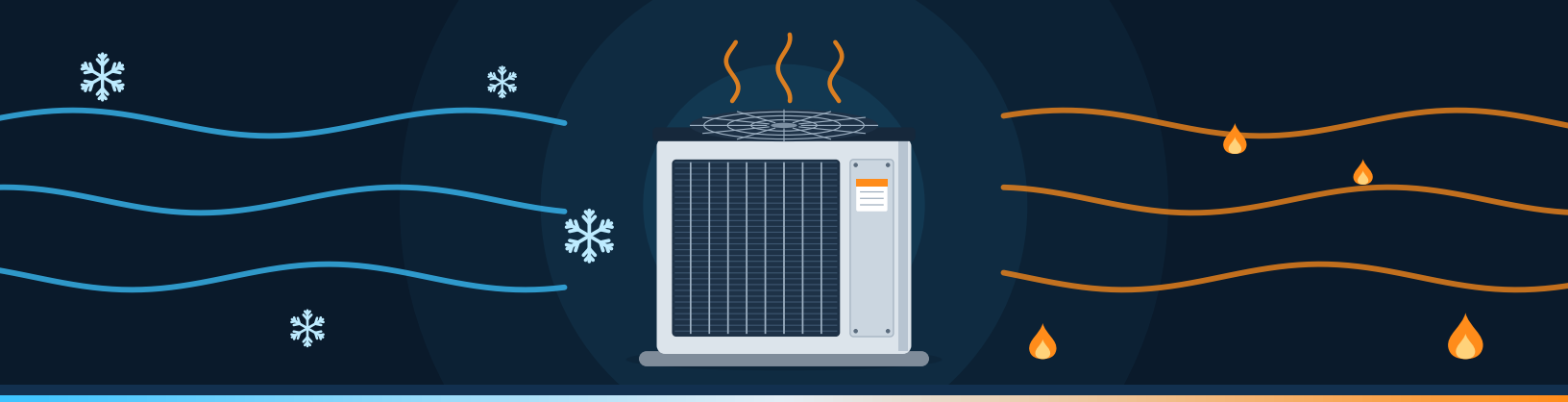
Maintenance plans
Offer a yearly plan (2 tune-ups, priority service, 10-15% off repairs) on every call.

Good, better, best
Show 3 options on every repair or replacement; most clients pick the middle one.

After-hours rate
Nights, weekends and heat waves: use the after-hours rate on page 3 and say it up front.

Add-ons that matter
Surge protector, hard-start kit, float switch, better filter: each one on your list.

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PRICE THE JOB NOT THE CLOCK

Price every call, bill parts and refrigerant right, put it in writing and keep your EPA 608 card with you. More free guides for HVAC techs at vifalio.com.

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