vifalio

FREE KIT FOR HANDYMEN

2026



HANDYMAN PRICE LIST & ESTIMATE KIT

What to charge per hour and per task in the US, a price list already filled in, an estimate to print and the texts that close the job.

- Price ranges for 15 handyman jobs
- Hourly rates, minimums + the formula
- Ready price list: 25 common tasks
- Printable estimate template
- 10 mistakes (licenses too) + messages



HOW TO USE THIS KIT

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

1 PRICE TABLES

See the typical range for each job on pages 4 and 5. Start in the middle, then adjust for your city.

2 YOUR PRICE

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

3 ESTIMATE

Print the template on page 6. List every task with its price and get it signed before you start.

4 CHECKLIST

Run the checklist on page 7 on every visit. Studs, power off, cleanup and photos.

5 MISTAKES + MESSAGES

Read the 10 mistakes on page 8 (licenses and insurance too). Copy the client texts on page 9.

6 PRICE LIST

Page 10 has 25 common tasks already priced. Adjust them to your area and send the list to clients.

WHAT'S INSIDE

- 3 Hourly rates, minimums and the formula
- 4 Price table: small repairs and installs
- 5 Price table: bigger jobs
- 6 Estimate template (print)
- 7 Checklist for every visit
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25-task price list + 6 ways to charge more

PRICE RANGES
US estimates, 2026

25-TASK PRICE LIST
Filled in, ready to use

READY TO USE
Print and fill

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Free kit

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WHAT HANDYMEN CHARGE

Typical US rates in 2026. Big cities and specialty work cost more; rural areas cost less.

Item	Rate	Notes
Handyman, per hour	**$50 - $125 per hour**	Most charge $65 - $90; big cities $100 - $150
Minimum charge	**$100 - $200**	Usually 1 to 2 hours, even for a 20-minute job
Trip / service fee	**$50 - $100**	Often waived when the job is above the minimum
Half day (4 hours)	**$250 - $450**	Good for a task list; parts are extra
Full day (8 hours)	**$450 - $800**	Day rate with a small discount; parts extra
Helper	**$25 - $40 per hour**	Carrying, holding, cleanup; doubles your speed

HOW TO PRICE EACH TASK

HOURS x RATE + **+ PARTS** + **+ 15-20% MARKUP** ≥ **YOUR MINIMUM**

- Price each task flat: usual hours x your rate, rounded up. One clear number per task.
- Buy the parts, keep the receipt and add 15-20% for the store run, the risk and the warranty.
- Never go below your minimum. Small jobs? Ask for the whole list and do it in one visit.
- Unknown scope (rot, leaks, old wiring): quote by the hour with a cap, in writing.

EXAMPLE: a Saturday task list, priced item by item

Time on site: 1.5 + 1.5 + 1 + 1.5 + 0.5 = 6 hours. Billed hourly at $85: 6 x $85 = $510 + $69 parts = $579.

TV mount	1 TV x $165 (up to 65 in, into studs, cables tidy)	**$165.00**
Shelves	2 shelves x $75 (floating, leveled, anchors)	**$150.00**
Outlets	3 outlets x $55 (like-for-like swap, power off)	**$165.00**
Tub caulk	1 tub x $125 (old caulk out, mold-resistant)	**$125.00**
Door	1 door x $85 (sticking: hinges + strike plate)	**$85.00**
Parts	1 lot x $60 (caulk, anchors, 3 outlets) + 15%	**$69.00**
TOTAL	$759.00 rounded up	**$760.00**

Illustrative example: $760.00 ÷ 6 hours = $126.67 per hour on site. Flat prices pay for speed and tools. Use your area's numbers.

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PRICE TABLE - SMALL REPAIRS AND INSTALLS

Job (labor)	Typical range	What changes the price
TV wall mount	**$100 - $300**	Size, studs or masonry; hiding cables in the wall +$75 - $150
Shelf (floating or bracket)	**$60 - $150 per shelf**	Length, studs or anchors, leveling a set
Swap outlet or switch	**$50 - $150 each**	Like-for-like only; GFCI and smart switches cost more
Caulk tub or shower	**$100 - $250**	Removing old caulk, mold, glass door, tile
Fix or adjust a door	**$75 - $200**	Hinges, strike plate, planing, weatherstrip
Install blinds or shades	**$25 - $75 per window**	Inside or outside mount, size, how many
Replace lock or deadbolt	**$80 - $250**	Same holes or new drilling; smart lock, rekey
Install grab bar	**$100 - $300 each**	Tile drilling, studs or blocking; client buys the bar

HOW TO READ THE RANGES

- **Low end: easy access, small town, one simple task.**
- **Middle: the usual job. Start your price here.**
- **High end: big city, tile or masonry, tricky access.**
- **Several tasks in one visit: one trip, small discount.**

Sources: Fixr, HomeAdvisor and 2026 cost guides. Estimates; labor only unless marked installed. Parts extra. Varies by state.

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PRICE TABLE - BIGGER JOBS

Job (labor)	Typical range	What changes the price
Furniture assembly	**$50 - $250 per piece**	Chair to wardrobe; anchor tall pieces to the wall
Light fixture or ceiling fan	**$100 - $400**	Existing box only; fan-rated box, high ceiling, heavy fixture
Drywall patch	**$100 - $400**	Small hole $100 - $175; texture match and paint mean more visits
Small painting job	**$200 - $1,000**	Accent wall $200 - $500; one room up to $1,000
Gutter cleaning	**$100 - $275**	1 story $100 - $180; 2 stories $150 - $275; downspouts
Fence or deck repair	**$150 - $800**	Boards, pickets, posts in concrete, gate sag, stain
Vinyl plank floor (LVP)	**$2 - $5 per ft²**	Labor only; installed with mid-grade planks $4 - $10 per ft²

WHAT RAISES OR LOWERS THE PRICE

- **Hidden damage: rot, mold, old wiring.**
- **Height: ladders, 2-story gutters, high ceilings.**
- **Material: tile, brick and concrete take longer.**
- **Prep: moving furniture, removing old floor.**
- **Who buys the parts (and the markup).**
- **Permits and HOA rules in some cities.**

Sources: Fixr, HomeAdvisor and 2026 cost guides. Estimates; labor only unless marked installed. Parts extra. Varies by state.

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ESTIMATE

FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB LIST (room and task · wall type, height, access · what the client supplies: TV mount, fixture, blinds, parts)

_____

_____

_____

Task	Hours / qty	Rate	Total

Parts and materials (+ markup)	
Trip fee / minimum	
Disposal / extras	
TOTAL	**$**

Start date / time on site: _____

Hidden damage: Rot, leaks or bad wiring found: priced only with photos and your OK

Warranty: Workmanship: ___ days · Parts: manufacturer

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

Valid until: _____

_____ _____

Client approval (signature and date)

CHECKLIST FOR EVERY VISIT

Run it on every job, before you drill and before you take payment.

- [ ] **Before photos**
  The wall, the old part and any damage, photographed before you touch anything.
- [ ] **Task list confirmed**
  Every task, its price and who supplies what, agreed in writing before you start.
- [ ] **Studs, pipes and wires**
  Stud finder and wall scanner before every hole. Never drill blind near outlets.
- [ ] **Power and water off**
  Breaker off and checked with a tester; water shut-off closed before plumbing swaps.
- [ ] **Level and anchors**
  Shelves, TVs and grab bars level, into studs or anchors rated for the weight.
- [ ] **Test everything**
  Doors close, locks turn, outlets live, fans on every speed, no drips.
- [ ] **Caulk and paint cure**
  Tell the client the cure time: no shower for 24 hours, nothing hung on fresh patches.
- [ ] **Cleanup**
  Drop cloths up, dust vacuumed, old parts and boxes hauled away.
- [ ] **After photos and walkthrough**
  Same angles as before; show the client each task and hand over the manuals.
- [ ] **Payment and review**
  Take payment on the spot, ask for a review and book the next visit.

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10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a callback or a fine.

1 Hourly with no minimum

A 20-minute job plus the drive pays almost nothing. Set a 1-2 hour minimum.

2 Work that needs a license

Electrical or plumbing past a simple swap (new circuits, panels, gas, new lines) usually needs a licensed pro.

3 Not checking your state

Rules change by state and city, including caps on job size. Check your state's law before you quote.

4 No liability insurance

One flooded floor or one broken TV can cost thousands. Carry general liability and show it.

5 Drilling blind

Find studs, pipes and wires before every hole. One hit and the repair is on you.

6 Parts at cost

Store runs and returns are your time. Add 15-20% markup and bill the run.

7 One task per trip

Ask: anything else on your list? Extra tasks on the same visit have no drive time.

8 No written estimate

Each task, its price and what is not included, signed before you start.

9 Working on live circuits

Breaker off and tested before you touch a wire. Every time.

10 Matching the cheapest guy

Price for your skill, insurance and tools. Sell on time, clean and warrantied.

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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 [address]: [TV mount, 2 shelves, tub caulk]. Each task has its own price, parts included. Reply OK and I'll book your day.

Client asks per hour

My rate is $[X]/hour with a [1]-hour minimum, but I price most tasks flat so you know the total before I start. Send me your list and I'll price it.

Ask for the whole list

Before I come by on [day], is there anything else on your list? Doors, caulk, shelves, smoke detectors... One visit saves you a second trip fee.

Confirming the visit

You're booked for [day] at [time]. Please clear the area around [the TV wall / the tub] and have the parts you bought ready. I'll bring the rest.

Needs a licensed pro

This one needs a licensed [electrician / plumber] in our state ([new circuit / new line]). I can refer you to [Name], and I'll handle the rest of your list.

After the job

All done! Thanks, [Name]. If you liked the work, a quick review helps a lot: [link]. Want me to come back in [3 months] for the next list?

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BONUS · READY PRICE LIST: 25 COMMON TASKS

Filled in, not blank: suggested 2026 prices for a mid-cost US area, labor only. Adjust 10-20% for your city and send it to clients.

LABOR PRICES · PARTS BILLED + 15-20% · NEVER BELOW YOUR MINIMUM

Task	Price
1. Mount TV up to 65 in (studs)	$150
2. Hide TV cables in the wall	$125
3. Hang 1 floating shelf	$85
4. Hang up to 5 pictures or mirrors	$90
5. Assemble a dresser or desk	$110
6. Assemble a bed frame	$95
7. Swap outlet or switch (each)	$65
8. Install GFCI outlet (same box)	$110
9. Replace a light fixture	$140
10. Replace a ceiling fan (rated box)	$225
11. Patch a small drywall hole	$140
12. Patch + texture + paint	$275
13. Recaulk tub or shower	$165

Task	Price
14. Recaulk kitchen sink	$110
15. Fix a sticking door	$110
16. Door sweep + weatherstrip	$85
17. Install blinds (per window)	$45
18. Replace deadbolt (same holes)	$120
19. Install a smart lock	$175
20. Install grab bar (each)	$175
21. Paint an accent wall	$350
22. Clean gutters, 1-story home	$150
23. Replace up to 10 fence pickets	$225
24. Replace toilet fill valve	$110
25. LVP floor, 150 ft² x $3.50	$525

6 WAYS TO CHARGE MORE

Task bundles
Sell a 4-hour "honey-do" block at a set price. The client fills it with tasks.

Maintenance plan
A visit each season: filters, caulk, gutters, smoke detectors. Steady income.

Senior safety package
Grab bars, railings, night lights and lever handles for one price.

Parts markup
Bring the parts yourself and add 15-20%. The client skips the store.

Rush fee
Same day, evenings or weekends: add 25-50% to the price.

While I'm here
Before you leave, offer one more task: caulk, a door, detector batteries.

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THE RIGHT PRICE IS YOUR BEST TOOL

Price every task, put it in writing and know what your state lets you do. More free guides for handymen at vifalio.com.

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