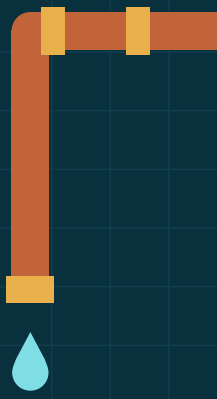
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FREE KIT FOR PLUMBERS

2026 PRICING & ESTIMATE KIT





What to charge for the most common plumbing jobs in the US, a ready-to-fill estimate, a checklist before you hand over the job and the messages that close the sale.

- Price ranges for 13 common jobs
- Hourly rates: apprentice, journeyman, master
- Printable estimate template
- Pipe and drain size cheat sheet
- 10 rookie mistakes + client messages

HOW TO USE THIS KIT

Six tools to quote with confidence, look professional and avoid callbacks.

1 PRICE TABLE

See the typical range for each job. Start from the middle, then adjust for your area, materials and access.

2 YOUR PRICE

Use the formula on page 3: hours x rate + parts + markup + service call. Never quote before you look.

3 ESTIMATE

Print the template on page 6 and fill it on site. Parts, work and warranty in writing.

4 CHECKLIST

Run the checklist on page 7 before you hand over the job. Every time.

5 MISTAKES

Read the 10 mistakes on page 8. Each one costs money or a callback.

6 MESSAGES

Copy the texts on page 9 to send quotes, explain the value and sell a maintenance plan.

WHAT'S INSIDE

- 3 Hourly rates and how to calculate your price
- 4 Price table: service and repair
- 5 Price table: water heaters and big jobs
- 6 Estimate template (print)
- 7 Checklist before you hand over the job
- 8 10 rookie mistakes
- 9 Ready-to-send client messages
- 10 Bonus: pipe and drain sizes + 6 ways to charge more

PRICE RANGES
US estimates, 2026

SIZE GUIDE
Pipe and drain sizes

READY TO USE
Print and fill

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Free kit

Reference values only; prices vary by state, code and job. Gas, sewer and water heater work often needs a license and permit; check local rules.

WHAT PLUMBERS CHARGE

Typical US labor rates in 2026. Big cities, licenses and emergencies cost more.

Level	Per hour	Notes
Apprentice / helper	**$45 - $90**	Works under a licensed plumber
Journeyman plumber	**$75 - $150**	Repairs, fixtures, drains, water heaters
Master plumber / contractor	**$100 - $200**	Permits, gas lines, repipes, sewer work
Trip / service call fee	**$75 - $150**	Often credited if you do the repair
Night, weekend, emergency	**1.5x - 2.5x**	Or a flat $150 - $300 extra

HOW TO CALCULATE YOUR PRICE

HOURS x RATE + **+ PARTS** + **+ MARKUP** + **+ SERVICE CALL**

- Look first, then quote. Include drive time, shutting off the water, testing and cleanup.
- Price parts at your cost, then add 25-50% for sourcing, stock and warranty.
- Charge the service call once per visit, not per fixture.
- Round up. Clients trust a clear total more than odd cents.

EXAMPLE: replace a 50-gallon gas water heater

Labor	3 h x $110	**$330.00**
Parts	50-gal gas heater + expansion tank + fittings	**$780.00**
Markup	30% of parts	**$234.00**
Service call	once per visit	**$95.00**
TOTAL	$1,439.00 rounded up	**$1,450.00**

Illustrative example. Add the permit fee at cost where required. Use the numbers of your own area and supply house.

PRICE TABLE - SERVICE AND REPAIR

Job (installed)	Typical range	What changes the price
Unclog sink or toilet	**$110 - $350**	Snake or auger; main line or roots cost more
Replace faucet	**$150 - $450**	Kitchen or bath; client's faucet or yours
Replace toilet	**$250 - $900**	Average ~$450; flange, wax ring, floor damage
Repair visible leak	**$150 - $550**	Pipe type, access, drywall to open
Replace shutoff valve	**$150 - $900**	Angle stop ~$150 - $350; main valve $375 and up
Install garbage disposal	**$250 - $750**	1/2 or 3/4 HP; new outlet or switch extra
Find hidden leak	**$250 - $800**	Acoustic, thermal or pressure test; slab costs more
Sewer camera inspection	**$150 - $600**	Alone or with drain cleaning; locating extra

HOW TO READ THE RANGES

- **Low end: easy access, common part in the truck.**
- **Middle: the usual job. Start your quote here.**
- **High end: tight access, old or rusted pipes, after hours or a big city.**
- **Two jobs in one visit: charge the call once and give a small discount.**

Sources: Angi/HomeAdvisor, Fixr, HomeGuide, Homeyou, This Old House, NerdWallet and plumbing contractor cost guides (Nov 2026). Estimates; ranges include labor and basic parts. Varies by state.

PRICE TABLE - WATER HEATERS AND BIG JOBS

Job (installed)	Typical range	What changes the price
Water heater, 40/50 gal tank	**$900 - $2,500**	Average ~$1,400; gas or electric, venting, expansion tank, permit
Tankless water heater	**$1,500 - $4,500**	Switching from a tank adds gas line and venting: +$500 - $1,500
Sump pump	**$450 - $2,500**	Swap in an existing pit ~$450 - $900; new pit or battery backup cost more
Repipe with PEX	**$500 - $1,800 per fixture**	Whole house ~$4,000 - $15,000; walls, floors and patching
Hydro jetting, sewer line	**$350 - $1,000**	Average ~$500; roots, line length, cleanout access

WHAT RAISES OR LOWERS THE PRICE

- **Size, fuel and efficiency of the equipment.**
- **Brand and warranty length.**
- **Code upgrades: expansion tank, drain pan, venting.**
- **Access: crawl space, attic, slab or finished walls.**
- **Permit and inspection in your area.**
- **Haul-away of the old unit and debris.**

Sources: Angi/HomeAdvisor, Fixr, HomeGuide, Homeyou, This Old House, NerdWallet and plumbing contractor cost guides (Nov 2026). Estimates; ranges include labor and basic parts. Varies by state.

ESTIMATE

FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

PROBLEM FOUND AND WORK (fixture, pipe type, what will be done)

_____

_____

_____

Part / material	Qty	Unit	Total

Labor (hours x rate)	
Service call	
Permit / haul-away	
TOTAL	**$**

Start date / time to complete: _____

Warranty: Labor: ___ days · Parts: manufacturer

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

Valid until: _____

_____ _____

Client approval (signature and date)

CHECKLIST BEFORE YOU HAND OVER THE JOB

Run it at the end of every repair or install, with the water back on.

- [ ] **Water back on**
  Open the valves slowly; bleed the air from every faucet you touched.
- [ ] **Leak check**
  Dry paper towel on every joint and fitting; check again after 10 minutes.
- [ ] **Water pressure**
  House pressure between 40 and 80 psi; above 80, offer a pressure reducing valve.
- [ ] **Water heater**
  T&P valve and discharge pipe in place; thermostat set near 120 °F.
- [ ] **Gas and venting**
  Gas joints tested with leak solution; flue drafting the right way.
- [ ] **Drains**
  Run water for a minute: good flow, no gurgling, traps holding water.
- [ ] **Fixtures**
  Toilet fills and stops, no running; hot on the left, cold on the right.
- [ ] **Shutoff valves**
  Every valve you touched opens and closes; client knows the main shutoff.
- [ ] **Cleanup**
  Area dry, old parts hauled away, before and after photos taken.
- [ ] **Client walkthrough**
  Explain what was done, the warranty and how to avoid the problem; take payment.

Reference values only; prices vary by state, code and job. Gas, sewer and water heater work often needs a license and permit; check local rules.

10 ROOKIE MISTAKES

Each one costs you money, time or a callback.

1 Quoting over the phone

Look first. Guessing kills your margin.

2 Not charging the service call

Showing up and finding the problem is work. Charge it.

3 Snaking the same line again

Repeat clog? Run a camera and sell the real fix.

4 Not testing old valves first

An old shutoff can break. Warn the client and price it.

5 Skipping the permit

Water heaters and repipes usually need one. No permit, no inspection.

6 Forgetting code upgrades

Expansion tank, pan, venting: missing items fail inspection.

7 No markup on parts

Sourcing, stock and warranty cost you. Add it.

8 No written estimate

Verbal deals turn into arguments. Always write it down.

9 Underpricing to win

Cheap jobs attract clients who haggle. Show the value.

10 No maintenance plan

Offer a yearly check-up and heater flush. It is recurring income.

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READY-TO-SEND MESSAGES

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

Sending the estimate

Hi [Name], here is your estimate for [job]. It includes parts, labor, a leak test and cleanup. Any questions, just reply here.

Explaining the value

The price covers finding the real cause, quality parts, code-compliant work and a full leak test, so you don't get water damage next month.

Client asks for a price

I can help. Send me a photo of the problem and of the label on the water heater or the part, and tell me what is happening, so I give you a real price.

Client went quiet

Hi [Name], just checking if you still want to fix your [leak/drain/water heater]. I can fit you in this week. No pressure.

Confirming the visit

Great, you're booked for [day] at [time]. Please clear the area under the sink and the access to the water heater and the main shutoff.

Offering a maintenance plan

All done and tested. For [$X] a year I flush your water heater and check the whole house for leaks, and you get priority service. Want me to sign you up?

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BONUS · PIPE AND DRAIN SIZE CHEAT SHEET

Minimum sizes from the model code (IPC) for a typical home and common flow rates. Your local code rules: confirm before you install.

3/4" MAIN TRUNK · 1/2" BRANCHES · 3/8" RISERS TO SINKS AND TOILETS

Fixture	Supply / drain	Typical flow
Bathroom sink	**3/8" / 1-1/4"**	Up to 2.2 gpm (1.5 WaterSense)
Kitchen sink	**1/2" / 1-1/2"**	Up to 2.2 gpm (1.8 is common)
Toilet (tank)	**3/8" / 3"**	1.28 - 1.6 gallons per flush
Shower	**1/2" / 2"**	Up to 2.5 gpm (2.0 WaterSense)
Bathtub	**1/2" / 1-1/2"**	4 - 7 gpm tub filler
Dishwasher	**1/2" / sink drain**	3 - 5 gallons per cycle
Clothes washer	**1/2" / 2" standpipe**	3 - 5 gpm while filling
Water heater	**3/4" in and out**	Size by first-hour rating

6 WAYS TO CHARGE MORE

Maintenance plan
Yearly heater flush and leak check plus priority service.

Pressure reducing valve
Test the pressure on every visit; above 80 psi, offer a PRV.

Water filter or softener
Whole-house filter or softener for hard water areas.

Leak sensors
Sensors or a smart shutoff valve. Easy add-on, real peace of mind.

Camera report
Record the camera run and send the video. Clients pay for proof.

Fix it while you're there
Old angle stops and supply lines: replace them in the same visit.



GOOD WORK STARTS WITH A FAIR PRICE

Look first, write every estimate and test for leaks before you leave. More free guides for plumbers at vifalio.com.

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