vifalio

FREE KIT FOR SPRAY FOAM INSTALLERS

2026



SPRAY FOAM PRICE LIST & ESTIMATE KIT

What to charge for spray foam and insulation in the US, a board-foot calculator, a price list already filled in, an estimate to print and texts that close.

- Price ranges for 15 insulation jobs
- Board-foot calculator + price formula
- Ready price list: 25 jobs
- Printable estimate template
- R-value table, 10 mistakes + texts

HOW TO USE THIS KIT

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

1 BOARD FEET

Use the calculator on page 3: sq ft of surface x inches = board feet, plus 10% waste, then divide by your set yield.

2 YOUR PRICE

Page 3 also has the formula: material + labor + rig and fuel + prep + margin, never below your job minimum.

3 PRICE TABLES

See the typical range for 15 jobs on pages 4 and 5, plus R-value per inch. Start in the middle, adjust for your area.

4 ESTIMATE

Print the template on page 6. Write the foam type, inches and R-value per area, and get it signed with a deposit.

5 SAFETY + MISTAKES

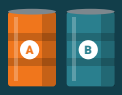
Run the checklist on page 7 on every job (PPE, re-entry, temps, A/B ratio) and read the 10 mistakes.

6 TEXTS + PRICE LIST

Copy the client texts on page 9. Page 10 has 25 jobs already priced, plus ways to charge more.

WHAT'S INSIDE





- 3 Board-foot calculator, set yield, worked attic
- 4 Price table: 8 spray foam jobs + cost inputs
- 5 Price table: 7 related jobs + R-value table
- 6 Estimate template (print)
- 7 Safety and prep checklist
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25 prices + ways to charge more

PRICE RANGES
US estimates, 2026

25 JOBS PRICED
Filled in, ready to use

BOARD-FOOT CALC
Know your yield

vifalio.com
Free kit

Reference values only; prices vary by state, city, foam brand and job. Follow the foam maker's data sheet and SDS, and your local building and energy codes.

CALCULATOR: BOARD FEET AND SETS

Board feet first, price second. Check the R-value your local code asks for each area.

SQ FT of surface → **x INCHES** thick → **= BOARD FEET (BF)** → **+ 10% WASTE** → **÷ SET YIELD = SETS**

QUICK TABLE · BOARD FEET PER 100 SQ FT

Thickness	BF per 100 sq ft	+ 10% waste	Typical use
1 in	100	110	Flash coat under batts, metal roof
2 in	200	220	Rim joist, crawl or basement walls
3.5 in	350	385	2x4 wall, open cell full fill
5.5 in	550	605	2x6 wall or roof deck, open cell



SET YIELD AND YOUR MATERIAL COST PER BOARD FOOT

OPEN CELL (1/2 lb) — About 15,000 BF per set
$2,700 set ÷ 15,000 BF = $0.18 per BF

CLOSED CELL (2 lb) — About 4,000 BF per set
$3,600 set ÷ 4,000 BF = $0.90 per BF

Example set prices. Use your supplier's delivered price and the yield you really get in the field, not the data sheet.

PRICE FORMULA

MATERIAL BF x cost per BF → **+ LABOR** crew-hours → **+ RIG + FUEL** → **+ PREP** masking → **+ MARGIN** → **≥ MINIMUM**

EXAMPLE: unvented attic, 1,200 sq ft of roof deck, open cell at 5.5 in

Board feet: 1,200 sq ft x 5.5 in = 6,600 BF + 10% waste = 7,260 BF ÷ 15,000 per set = 0.48 set

Material	7,260 BF x $0.18 (open cell, field yield)	**$1,306.80**
Labor	16 crew-hours x $65 (2 sprayers, 1 day)	**$1,040.00**
Rig and fuel	1 day x $350 (generator fuel, gun parts)	**$350.00**
Prep	1,200 sq ft x $0.25 (masking, plastic, tape)	**$300.00**
Trip	1 trip x $150 (mobilization, under 30 miles)	**$150.00**
Margin	30% of $3,146.80 (overhead, insurance, profit)	**$944.04**
TOTAL	$4,090.84 rounded up	**$4,095.00**

Illustrative: $4,095.00 ÷ 6,600 BF = $0.62 per BF (inside $0.60 - $1.60) and $3.41 per sq ft, above a $1,500 minimum.

PRICE TABLE - SPRAY FOAM (INSTALLED)

Job	Typical range	What changes the price
Open cell, per board foot	**$0.60 - $1.60 per BF**	5.5 in on 1,000 sq ft = 5,500 BF = $3,300 - $8,800; walls, attics, sound
Closed cell, per board foot	**$1.30 - $3.10 per BF**	2 in on 500 sq ft = 1,000 BF = $1,300 - $3,100; air, vapor and water barrier
New walls, open studs (2x4, 2x6)	**$1.50 - $5.00 per sq ft**	1,000 sq ft = $1,500 - $5,000; 2x4 open cell low end, 2x6 or closed cell high
Attic or roof deck	**$2 - $7 per sq ft**	1,000 sq ft = $2,000 - $7,000; typical attic job $3,000 - $8,000; pitch and access
Rim joist (closed cell)	**$2,000 - $2,500 per house**	Basement or crawl perimeter; sell it with the crawl space or basement walls
Crawl space (closed cell)	**$2 - $5 per sq ft**	500 sq ft = $1,000 - $2,500; most jobs $2,000 - $4,000; height and moisture
Garage (2-car)	**$2,600 - $8,900 per job**	Walls and ceiling; other guides say $3,600 - $8,600; finished walls cost more
Metal building or pole barn	**$0.60 - $2.90 per BF**	2 in on 2,800 sq ft = 5,600 BF = $3,360 - $16,240; closed cell on steel

COST INPUTS FOR YOUR BID (2026)

- **Labor: $50 - $100 per hour per worker on the rig.**
- **Open cell material, retail: $0.44 - $0.65 per BF.**
- **Closed cell material, retail: $1.00 - $1.50 per BF.**
- **Set yield: about 15,000 BF open cell, 4,000 BF closed.**
- **Job minimum: many companies charge $1,000 - $2,000.**
- **DIY kits run $0.80 - $1.80 per BF: big jobs stay yours.**

Sources: HomeGuide (2025-2026), HomeAdvisor (Jun 2026) and Fixr (2025) cost guides; DOE Building America spray foam guide; EPA spray foam safety pages; plus our estimates. Installed prices (labor + material) unless noted. Varies by state and by job.

Reference values only; prices vary by state, city, foam brand and job. Follow the foam maker's data sheet and SDS, and your local building and energy codes.

PRICE TABLE - RELATED JOBS

Job	Typical range	What changes the price
Injection foam (closed walls)	**$3.15 - $7.50 per sq ft**	Drill, fill and patch; siding patch $10 - $100 per hole; old homes cost more
Old insulation removal	**$1.00 - $2.50 per sq ft**	1,000 sq ft = $1,000 - $2,500; wet or rodent-soiled can run much more
Blown-in, fiberglass or cellulose	**$1.00 - $2.80 per sq ft**	To compare: attic floor $900 - $3,600; cheaper, but no air seal
Batts (to compare)	**$0.80 - $2.60 per sq ft**	Labor alone $0.50 - $1.30 per sq ft; easiest in open studs
Air sealing (attic)	**$350 - $3,000 per job**	Can lights, top plates, chases, ducts; whole house $1,000 - $5,000
Thermal or ignition barrier coat	**$0.75 - $2.00 per sq ft**	Our estimate; product and mils must match the foam's code report
Mobilization / trip fee	**$100 - $350 per trip**	Our estimate; rig, generator, fuel, setup and cleanup; more past 30 miles

R-VALUE PER INCH · WHAT FITS IN THE CAVITY

Insulation	R per inch	In a 2x4 (3.5 in)	In a 2x6 (5.5 in)	Inches for R-38
Open-cell spray foam	**3.5 - 3.8**	R-12.2 - 13.3	R-19.2 - 20.9	10.0 - 10.9 in
Closed-cell spray foam	**6.0 - 7.0**	R-21.0 - 24.5	R-33.0 - 38.5	5.5 - 6.4 in
Blown-in cellulose	**3.1 - 3.8**	R-10.8 - 13.3	R-17.0 - 20.9	10.0 - 12.3 in
Loose-fill fiberglass	**2.2 - 2.9**	R-7.7 - 10.1	R-12.1 - 15.9	13.2 - 17.3 in
Rigid foam board	**3.6 - 5.0**	R-12.6 - 17.5	R-19.8 - 27.5	7.6 - 10.6 in

Ranges from the sources; aged values vary by product. Use the R-value on your foam's data sheet. Batts: use the R printed on the bag.

Inches needed = target R ÷ R per inch. R-38 ÷ 3.5 = 10.9 in of open cell; R-38 ÷ 6.0 = 6.4 in of closed cell (rounded up).

Sources: HomeGuide (2025-2026), HomeAdvisor (Jun 2026) and Fixr (2025) cost guides; DOE Building America spray foam guide; EPA spray foam safety pages; plus our estimates. Installed prices (labor + material) unless noted. Varies by state and by job.

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ESTIMATE



FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB (area · sq ft of surface · open or closed cell · inches · target R-value · removal · barrier coat · access, photos)

_____

_____

_____

Item / area	Qty (BF / sq ft / hr)	Rate	Total

Foam material (BF)	
Trip / mobilization	
Barrier coat / minimum	
TOTAL	**$**

Re-entry: House empty while we spray; back in after the foam maker's re-entry time, ___ h

Hidden conditions: Wet wood, mold, old wiring or pests: priced only with photos and your OK

Warranty: Workmanship ___ years · Foam per maker's warranty · Not covered: roof leaks

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

Valid until: _____

_____ _____

Client approval (signature and date)

SAFETY AND PREP CHECKLIST

Generic list. Your foam maker's data sheet and SDS always win: follow them on every job.

- [ ] **Measure and photos**
  Sq ft of surface (not floor area), stud or rafter depth, access, photos of every area.
- [ ] **Foam, inches and R-value in writing**
  Open or closed cell and inches per area; check your local energy code.
- [ ] **PPE and respirator**
  Respirator the SDS calls for, fit-tested; coveralls, gloves, goggles or full face.
- [ ] **Vacate and ventilate**
  Family, pets and other trades out; exhaust fans running; signs on the doors.
- [ ] **Re-entry time**
  Use the maker's time (some say 24 h) and tell the client in writing before the job.
- [ ] **Substrate check**
  Dry, clean, no frost; wood moisture and surface temp inside the data sheet range.
- [ ] **Material temperature**
  Drums, hoses and heaters at the maker's temps; mix the drum if the label says so.
- [ ] **A/B ratio and test shot**
  Spray a test pad: color, cells, rise and stick. Off-ratio foam gets cut out.
- [ ] **Masking and protection**
  Windows, floors, HVAC, boxes and vents; cars and neighbors downwind of overspray.
- [ ] **Thermal or ignition barrier**
  Know what code needs over the foam (drywall, coating or tested assembly).

Reference values only; prices vary by state, city, foam brand and job. Follow the foam maker's data sheet and SDS, and your local building and energy codes.

10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a callback or a bad review.

1 Wrong yield, no waste

The data sheet yield is a best case. On the attic, 6,600 BF needs 7,260 BF with 10% waste. Price the real number.

2 Not charging mobilization

Rig, generator, fuel and 1-2 hours of setup cost the same on a tiny job. Bill a trip fee or your minimum.

3 Spraying too thick per pass

Closed cell goes on in 2-3 in passes (check your data sheet). Thick passes overheat, crack or pull away.

4 No barrier where code needs it

Foam in living space needs a 15-minute thermal barrier, like 1/2 in drywall. Attics and crawls may need an ignition barrier.

5 Pricing the floor, not the surface

Roof decks, gables and walls have more sq ft than the floor plan. Measure every surface you spray.

6 Off-ratio foam

Cold material or a dirty gun make foam that smells, shrinks or stays soft. Cutting it out is on you.

7 Wet or cold substrate

Foam won't stick to wet wood, frost or dust. Check moisture and surface temp before you pull the trigger.

8 Wrong foam for the spot

Below grade, crawl spaces and steel that sweats want closed cell. Open cell lets moisture through.

9 No re-entry plan

Tell the client in writing how long to stay out, per the foam maker. A surprise night in a hotel kills reviews.

10 No deposit, no written scope

Sets are paid up front. Get area, inches, R-value and price signed, plus a deposit that covers material.

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 [attic]: [1,200] sq ft, open cell at [5.5] in, about R-[20], $[total]. A [30]% deposit books your date.

Client asks per sq ft

It comes to about $[X] per sq ft, all in: foam, crew, rig, masking and cleanup. Jobs under [500] sq ft have a $[minimum] minimum.

Ask for photos first

Can you send photos of the area, one close and one wide, and the rough length, width and height? I'll quote before I drive out.

Before spray day

Spray day is [day] at [time]. Please plan to be out with pets until [time] the next day, and clear [area] so we can mask and work.

Spray foam vs. blown-in

Blown-in is cheaper per sq ft, but foam also seals the air leaks. Want both prices side by side so you can choose?

After the job

All done, [Name]! You can go back in after [time]. A quick review helps a lot: [link]. Want me to quote the crawl space too?

BONUS - READY PRICE LIST: 25 FOAM JOBS

Filled in, not blank: suggested 2026 prices, installed, mid-cost US area. OC = open cell, CC = closed cell. Under $1,000 = add-on to a bigger job.

WASTE IN THE BID · TRIP FEE BILLED · BARRIER WHERE CODE ASKS · NEVER BELOW YOUR MINIMUM

Job	Price
1. Attic roof deck OC, 6,600 BF x $0.65	$4,290
2. 2x4 walls OC, 3,500 BF x $0.70	$2,450
3. 2x6 walls OC, 5,500 BF x $0.65	$3,575
4. Interior sound walls, 700 BF x $0.90	$630
5. Basement walls CC, 1,600 BF x $1.60	$2,560
6. Flash 2 in CC, 2,000 BF x $1.50	$3,000
7. New 2x4 walls, 1,200 sq ft x $2.25	$2,700
8. New 2x6 walls CC, 1,200 sq ft x $4.50	$5,400
9. Unvented attic, 1,200 sq ft x $3.40	$4,080
10. Cathedral ceiling, 600 sq ft x $3.75	$2,250
11. Rim joists, full basement	$2,100
12. Crawl walls + rim, 600 sq ft x $3	$1,800
13. Crawl subfloor, 1,000 sq ft x $2.50	$2,500

Job	Price
14. 2-car garage, walls + ceiling	$4,800
15. Garage ceiling under a bedroom	$2,600
16. Pole barn 2 in CC, 5,600 BF x $1.40	$7,840
17. 20 ft container CC, 1,200 BF x $1.80	$2,160
18. Injection foam, 400 sq ft x $4.50	$1,800
19. Remove old insulation, 1,000 sq ft x $1.50	$1,500
20. Blown-in top-up, 1,000 sq ft x $1.40	$1,400
21. Batts, garage walls, 400 sq ft x $1.20	$480
22. Air seal can lights + top plates	$650
23. Air seal attic before blown-in	$1,200
24. Ignition coat, 1,200 sq ft x $1	$1,200
25. Trip fee 30-60 mi, 1 trip x $250	$250

PICK THE RIGHT PRODUCT, PRICE IT RIGHT

OPEN CELL
$0.60 - $1.60 / BF
Walls, attics, sound

CLOSED CELL
$1.30 - $3.10 / BF
Crawls, basements, steel

INJECTION FOAM
$3.15 - $7.50 / sq ft
Closed walls, retrofit

BLOWN-IN
$1.00 - $2.80 / sq ft
Budget attic floors

4 WAYS TO CHARGE MORE

$ Sell air sealing first
Attic air sealing runs $350 - $3,000. Offer it on every blown-in or batt bid you lose to price.

$ Good, better, best
Batts, flash and batt, full foam: three prices side by side, and many clients pick the middle.

$ One trip, two jobs
Quote the rim joist and the crawl space with the attic: one mobilization, a bigger ticket.

$ Remove and replace
Take out the old insulation first at $1.00 - $2.50 per sq ft, then spray clean wood.

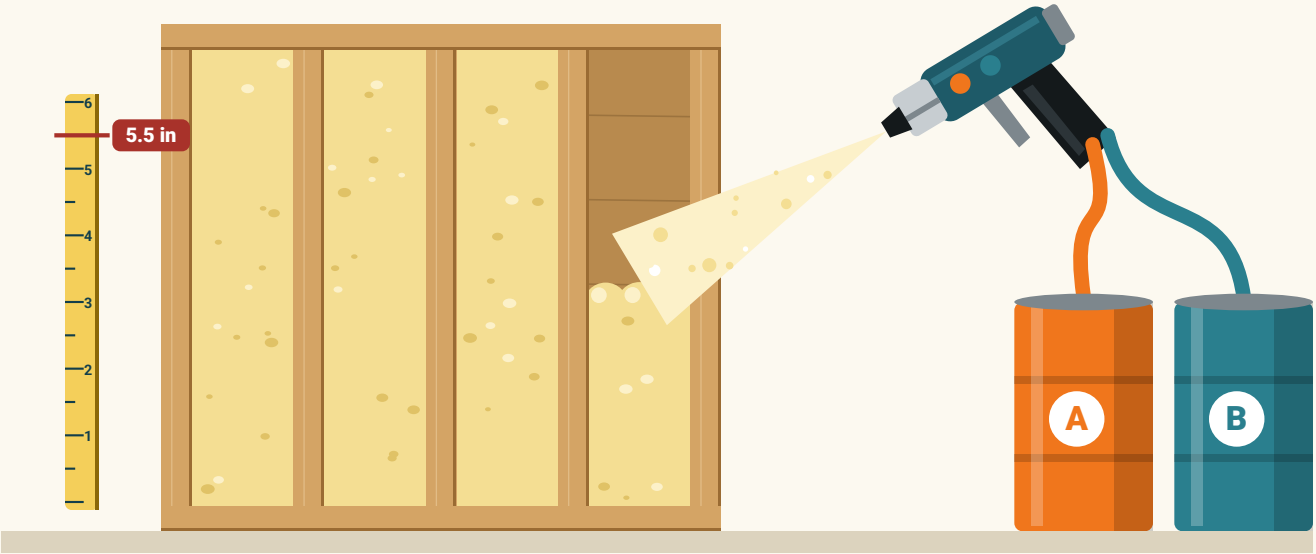
PRICE RANGES
US estimates, 2026

25 JOBS PRICED
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BOARD-FOOT CALC
Know your yield

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KNOW YOUR YIELD
PRICE EVERY BOARD FOOT

Measure the surface, add your waste, bill the trip, spray in safe passes, cover the foam where code asks and put it all in writing. More free guides for installers at vifalio.com.

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