vifalio

FREE KIT FOR WINDOW AND DOOR INSTALLERS



# 2026 WINDOW & DOOR PRICES & ESTIMATE KIT

What to charge for replacement windows, labor-only installs, bay windows, entry doors, patio doors, storm doors and interior doors in the US, a job calculator, a price list already filled in, an estimate to print and the texts that close the job.

- Prices per window, per door and per hour
- 14 door and repair jobs priced
- Job calculator: size, trim, hours
- Printable estimate + install checklist
- 10 mistakes + ready-to-send texts



# HOW TO USE THIS KIT

Six tools to price windows and doors with confidence, win the whole house and get called back.

## 1 SIZE THE JOB

Use the calculator on page 3: rough opening, glass area, trim feet, hours per window and per door.

## 2 YOUR PRICE

Page 3 also has the formula: product + hours x rate + trim + extras + markup, never below your minimum.

## 3 WINDOWS + DOORS

Page 4: installed, labor only, full-frame, bay, upper floor and minimum. Page 5: 14 door and repair jobs.

## 4 ESTIMATE

Print the template on page 6. Write sizes, product, trim, disposal and permit, and get it signed.

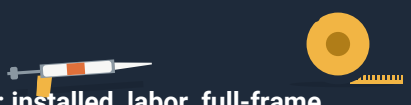
## 5 INSTALL + MISTAKES

Run the checklist on page 7 on every job (measure, flash, level, seal, clean) and read the 10 mistakes.

## 6 TEXTS + PRICE LIST

Copy the client texts on page 9. Page 10 has 25 jobs already priced, plus the top jobs and upsells.

## WHAT'S INSIDE




- 3 Job calculator, sizing rules, price formula, worked job
- 4 Prices per window: installed, labor, full-frame, minimum
- 5 Price table: 14 door and repair jobs
- 6 Estimate template (print)
- 7 Install checklist
- 8 10 mistakes that cost you money
- 9 Ready-to-send client messages
- 10 Bonus: 25 prices + top jobs + ways to charge more


**PRICE RANGES**
US estimates, 2026

**25 JOBS PRICED**
Filled in, ready to use

**JOB CALCULATOR**
Size, trim, hours

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# CALCULATOR: SIZE THE JOB

Size first, price second. Measure every opening, add up the trim, then count the hours on site and the drive.

**OPENING** width x height → **+ TRIM** linear ft → **+ TYPE** insert, full-frame → **+ HOURS** per unit → **= JOB** price it

## SIZING BASICS · OPENING, GLASS, TRIM, HOURS (THE MAKER'S GUIDE ALWAYS WINS)

| Part | Unit | Rule of thumb | Example | Tip |
|---|---|---|---|---|
| Rough opening | Inches | Width x height, 3 spots | 36 x 60 in | Order by the smallest |
| Glass area | Sq ft | W x H / 144 | 36 x 60 / 144 = 15 | Big glass, 2 people |
| Trim per window | Linear ft | 2 x (W + H) / 12 | 2 x 96 / 12 = 16 ft | Trim priced on it |
| Window install | Hours | 1.5-3 h per window | 2 h | Insert beats full-frame |
| Door install | Hours | 3-6 h per door | 4 h | Prehung, adjust, seal |

## PRICE FORMULA

**PRODUCT** window, door → **+ LABOR** hours x rate → **+ TRIM** linear ft → **+ EXTRAS** haul, permit → **+ MARKUP** → **≥ MINIMUM**

### EXAMPLE: 6 replacement windows, vinyl double-hung inserts, one floor

6 windows, 36 x 60 in each · 15 sq ft of glass each · trim 6 x 16 = 96 ft · 12 hours · 40 mi

| | | |
|---|---|---|
| **Windows** | 6 windows x $380 (vinyl double-hung, insert) | **$2,280.00** |
| **Labor** | 12 hours x $70 (2 hours a window) | **$840.00** |
| **Trim** | 96 ft x $1.25 (exterior trim coil and sealant) | **$120.00** |
| **Disposal** | 6 windows x $15 (old sashes hauled away) | **$90.00** |
| **Vehicle** | 40 miles x $0.70 (fuel and wear) | **$28.00** |
| **Permit** | 1 permit x $75 (where your city asks) | **$75.00** |
| **Markup** | 15% of $3,433.00 (overhead, warranty, profit) | **$514.95** |
| **TOTAL** | $3,947.95 rounded up | **$3,950.00** |

Illustrative: $3,950.00 for 6 replacement windows, about $658.33 a window installed. Market: $500 - $1,100 a window. Small jobs: $150 minimum.

# PRICE PER WINDOW - INSTALLED, LABOR, FULL-FRAME, MINIMUM

| Job | Typical range | What changes the price |
|---|---|---|
| Replacement window | $500 - $1,100 per window | Installed, vinyl insert, standard size; frame and glass change it |
| Window labor only | $100 - $300 per window | The client or the supplier brings the window; you install and seal |
| Full-frame window | $200 - $400 per window | Labor only: old frame out to the studs, new flashing and trim |
| Bay or bow window | $500 - $1,000 per window | Labor only: support cables, roof cap, inside seat |
| Casement or awning | $150 - $350 per window | Labor only: crank hardware and more adjusting |
| Upper floor add-on | $50 - $150 per window | Ladders or a lift, two people, slower work |
| Glass unit only | $150 - $500 per window | Foggy or broken glass swapped, the frame stays |
| Trim and casing | $1 - $3 per linear ft | Exterior coil or inside casing, caulked and painted |
| Per hour, small repairs | $50 - $95 per hour | Locks, screens, sticking sashes, anything you can't scope |
| Haul-away | $40 - $200 per job | Old windows and doors to the dump or the recycler |
| Service minimum | $150 - $250 per visit | Even one screen takes a trip, tools and the invoice |

## PRICES YOUR CLIENT SEES ONLINE (2026)

- **Replacement window: $517 on average.**
- **Vinyl window, installed: $800 - $1,600.**
- **Window labor: $100 - $300 per window.**
- **Front door: $2,000 - $3,800 for most.**
- **Sliding patio door: $1,000 - $1,550.**
- **French door: $2,845 on average.**

Sources: This Old House, Pella, Inch Calculator, Angi, Door n More, LawnStarter and NerdWallet, plus our estimates. Rounded regional estimates. Varies by state, product line, floor and access.

# PRICE TABLE - 14 DOOR AND REPAIR JOBS

| Job | Typical range | What changes the price |
|---|---|---|
| **Entry door, installed** | **$1,200 - $3,800 per door** | Steel or fiberglass prehung; most land $2,000 - $3,800 |
| **Entry door, labor only** | **$300 - $800 per door** | Prehung unit set in the existing opening |
| **Sliding patio door** | **$1,000 - $2,500 per door** | Vinyl to fiberglass; labor is about 30% of it |
| **French patio door** | **$1,700 - $3,950 per door** | Two swinging panels, more leveling and adjusting |
| **Storm door** | **$300 - $700 per door** | Kit on the existing frame, closer and latch |
| **Interior door, prehung** | **$350 - $1,250 per door** | Old jamb out, new unit in, casing on both sides |
| **Interior door, slab only** | **$150 - $450 per door** | Hung on the old jamb: hinges, bore, latch |
| **Door frame replacement** | **$200 - $650 per door** | Rotten jamb or sill rebuilt before the door goes in |
| **Lockset or deadbolt** | **$75 - $300 per door** | Install or rekey; smart locks at the top |
| **Weatherstripping** | **$100 - $300 per door** | Seal, sweep and threshold adjusted; the draft is gone |
| **Caulk and reseal windows** | **$5 - $12 per linear ft** | Old caulk out, new sealant in. 96 ft = $480 - $1,152 |
| **Screens, repair or new** | **$30 - $120 per screen** | Rescreen or a new frame; sell one with every window |
| **Sash balance repair** | **$100 - $250 per window** | The double-hung that won't stay up |
| **Rot repair, sill or trim** | **$200 - $600 per job** | Wood sill or brickmold rebuilt, primed and sealed |

Sources: This Old House, Pella, Inch Calculator, Angi, Door n More, LawnStarter and NerdWallet, plus our estimates. Rounded regional estimates, installed unless it says labor only. Varies by state and product.

# ESTIMATE

**FROM (your business)**

Name: _____

Phone / email: _____

_____

_____

_____

**CLIENT**

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

**JOB (rooms · sizes W x H · window type · insert or full-frame · door type · swing · floor · trim · photos)**

_____

_____

_____

| Item | Qty (units / ft / hours) | Rate | Total |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| | |
|---|---|
| **Product + materials** | |
| **Trip / haul-away** | |
| **Permit** | |
| **TOTAL** | **$** |

**Product:** Brand line _____ · Lead time _____ weeks · Deposit to order

**Warranty:** Labor ____ years · Product per the maker

**Prep:** Clear 3 ft inside each opening, move curtains and blinds, pets inside

**Payment:** Deposit to order · Balance on completion · Card · Zelle · Check

**Valid until:** _____

_____ _____

Client approval (signature and date)

# INSTALL CHECKLIST

Run it on every opening, before you pack the truck and before you send the invoice.

- [ ] **Measure three spots**
  Width top, middle, bottom; height left, middle, right. Order by the smallest.
- [ ] **Check the opening**
  Rot, level and square checked before the old unit comes out.
- [ ] **Protect the house**
  Drop cloths down, furniture moved, dust kept in the room.
- [ ] **Flash the sill**
  Sill pan or flashing tape first, laps shingled so water runs out.
- [ ] **Set and shim**
  Plumb, level and square; shims at the locks and the hinges.
- [ ] **Test it**
  Every sash opens, locks and closes; doors swing and latch with no rub.
- [ ] **Insulate and seal**
  Low-expansion foam inside, sealant outside, weep holes left open.
- [ ] **Trim and caulk**
  Casing and exterior trim on, caulk lines clean and painted if agreed.
- [ ] **Clean up**
  Labels off, glass cleaned, old units and debris hauled away.
- [ ] **Walk the client**
  Show how it works, leave the warranty papers and ask for a review.



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# 10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a free trip back or a client who won't call again.

### 1 Small jobs below your minimum

One screen still takes a trip, tools and an invoice. Never go below a $150 - $250 minimum.

### 2 Measuring one spot

An opening out of square by half an inch means a window that won't fit. Measure three spots.

### 3 Ordering without a deposit

Custom windows can't be returned. Take a deposit before you order anything.

### 4 Rot you didn't price

A soft sill found on install day is free work. Write a rot clause in every estimate.

### 5 Skipping the sill flashing

Water gets in, the floor rots and the callback is yours. Flash every sill.

### 6 Expanding foam in the gap

Regular foam bows the frame and locks the sash. Use low-expansion foam only.

### 7 Upper floors at ground price

Ladders, a second person and slower work. Charge the upper floor add-on.

### 8 Trim not in the price

Every window has about 16 ft of trim. Price it per foot, never free.

### 9 No permit check

Some cities want a permit for windows and doors. Check before you quote.

### 10 Selling one window at a time

The client has 12 more. Quote the whole side or the whole house.



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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: [6] replacement windows, vinyl, installed with trim and haul-away, $[total]. Lead time is about [4] weeks.

### Client asks for one window

I can do one for $[price]. Most clients do the whole side at once, it saves a trip and I take $[amount] off each window.

### Ask for photos first

Can you send a photo of each window and door, inside and out, with a tape measure on it? I'll send you a close price today.

### Before install day

For install day: clear 3 feet inside each window, take down curtains and blinds and keep pets inside. We start at [8 am].

### Something bigger found

When the old window came out I found [rot in the sill]. Photos attached. Fixing it adds $[amount]; I'll wait for your OK.

### After the job

All done! Thanks, [Name]. Warranty papers are attached. A quick review helps a lot: [link].

**PRICE RANGES**
US estimates, 2026

**25 JOBS PRICED**
Filled in, ready to use

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Size, trim, hours

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# BONUS - READY PRICE LIST: 25 WINDOW AND DOOR JOBS

Filled in, not blank: suggested 2026 prices for a mid-cost US area. Adjust 10-20% for your area, your crew and the product line.

**EVERY OPENING MEASURED · SILL FLASHED · TRIM PRICED · NEVER BELOW YOUR MINIMUM**

| Job | Price |
|---|---|
| 1. Replacement window, vinyl, installed | $650 |
| 2. Whole side, 6 windows x $650 | $3,900 |
| 3. Window labor only | $175 |
| 4. Full-frame window, labor | $300 |
| 5. Bay window, labor | $750 |
| 6. Casement window, labor | $225 |
| 7. Second floor, 4 windows x $95 | $380 |
| 8. Foggy glass unit swapped | $325 |
| 9. Exterior trim, 96 ft x $2 | $192 |
| 10. Repair labor, 2 hours x $85 | $170 |
| 11. Haul-away, one job | $150 |
| 12. Service minimum, one call | $175 |
| 13. Fiberglass entry door, installed | $2,650 |

| Job | Price |
|---|---|
| 14. Entry door, labor only | $450 |
| 15. Sliding patio door, installed | $1,650 |
| 16. French patio door, installed | $2,900 |
| 17. Storm door, installed | $450 |
| 18. Interior prehung, 3 doors x $475 | $1,425 |
| 19. Interior slab, hung | $250 |
| 20. Door frame rebuilt | $425 |
| 21. Deadbolts, 2 doors x $125 | $250 |
| 22. Weatherstrip, sweep, threshold | $175 |
| 23. Caulk and seal, 96 ft x $7 | $672 |
| 24. Rescreen, 6 screens x $45 | $270 |
| 25. Sash balance, 2 windows x $160 | $320 |

## TOP JOBS: WHAT TO CHARGE

**WINDOW**
**$500 - $1,100 / window**
Installed

**ENTRY DOOR**
**$1,200 - $3,800 / door**
Installed

**PATIO DOOR**
**$1,000 - $2,500 / door**
Sliding, installed

**LABOR ONLY**
**$100 - $300 / window**
Client buys it

## 4 WAYS TO CHARGE MORE

**$ Sell the whole side**
Quote every window on the side at $500 - $1,100 each: one trip, one setup, a bigger ticket.

**$ Sell the reseal**
Old caulk out, new sealant in at $5 - $12 a foot on the windows you didn't replace.

**$ Sell screens**
New screens at $30 - $120 each, offered with every window.

**$ Sell the storm door**
A storm door at $300 - $700 on every entry door you install.

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# MEASURE TWICE SEAL ONCE

**Measure three spots, flash every sill, price the trim and the rot, take a deposit and walk the client at the end. More free guides for trades at vifalio.com.**

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