

HVAC Flat Rate Price Book Worksheet

One row per task. Time it once, price it once, and stop pricing the same repair from scratch every time.

- Flat price = (hours x your labor rate) + (material cost x material multiplier) + callback reserve.
- The labor rate is the one from your own labor rate worksheet, not a number off the internet.
- Callback reserve is a percentage of the whole price, not of the material. A callback costs you the whole trip.
- Time the task on real jobs before you write the hours in. A guessed hour is a guessed price.
- Arithmetic, not market rates. Every figure on this sheet comes from numbers you fill in. Nothing here is an industry average, because what an HVAC contractor should charge is decided by his own costs and his own market, not by a national number.

Task	Hours	Labor	Material cost	Material at markup	Callback reserve	Flat price
Capacitor replacement						
Contactor replacement						
Condensate pump replacement						
Condensate drain clear						
Blower motor replacement						
Igniter replacement						
Flame sensor clean						
Pressure switch replacement						
Thermostat replacement						
Inducer motor replacement						
Refrigerant leak search						
Coil clean, outdoor						
Coil clean, indoor						
Seasonal maintenance visit, cooling						
Seasonal maintenance visit, heating						

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