



Deck & Patio Price List // 2026 Field Sheet

National benchmark ranges for deck building and paver patios: per square foot by material, railings, stairs, demolition, base prep, and permits. Pencil your rate into the blank column, adjust for your region with the rates on page 2, and keep this sheet in the truck.

Reading the ranges: low end = ground-level, pressure-treated, simple rectangle, easy access, low cost of living. High end = elevated, composite or hardwood, stairs and railing, tight access, coastal metro, or established-crew rates. Per square foot installed unless a line says otherwise.

■ DECKS, PER SQUARE FOOT INSTALLED

Pressure-treated wood	\$25 - \$50	\$
Composite	\$40 - \$80	\$
Tropical hardwood	\$50 - \$90	\$
Elevated / second story	+25 - 40%	\$
Labor only, wood	\$15 - \$35	\$
Labor only, composite	\$24 - \$48	\$

■ PATIOS, PER SQUARE FOOT INSTALLED

Concrete pavers	\$15 - \$30	\$
Brick pavers	\$25 - \$35	\$
Natural stone	\$40 - \$55	\$
Excavation and base prep	\$1 - \$5	\$
Labor only, pavers	\$6 - \$11	\$

■ RAILINGS AND STAIRS

Wood railing (per linear ft)	\$20 - \$50	\$
Vinyl or aluminum railing (per linear ft)	\$25 - \$60	\$
Cable railing (per linear ft)	\$85 - \$180	\$
Stairs (per riser, 36 in wide)	\$100 - \$150	\$

■ DEMOLITION, PERMITS AND FINISH

Old deck demolition and haul-away (per sq ft)	\$5 - \$15	\$
Old concrete removal (per sq ft, added)	+\$0.30 - \$0.50	\$
Building or demolition permit	\$50 - \$500 + 15% handling	\$
Stain or seal (per sq ft)	\$1 - \$3	\$

■ PRODUCTION, MARKUP AND DEPOSIT

Hourly equivalent	\$50 - \$90 / hr	\$
2-person crew output, ground-level deck	80 - 150 sq ft / day	\$
Materials markup	20 - 40%	\$
Deposit to order materials	40 - 50%	\$



Set your rate. **Protect your margin.**

SOLO / 2-PERSON CREW

\$25 - \$50 / sq ft

Ground-level wood decks and paver patios at market rate. Line-item every railing, stair, and the tear-out - that is where small operators leak margin.

ESTABLISHED CREW

\$40 - \$80 / sq ft

Composite, elevated, multi-level, and permitted builds. A crew, a skid steer for patios, and full material markup justify the premium.

HOURLY CHECK

\$50 - \$90 / hr

What your per-square-foot rate should work out to once the crew is efficient. Count the footings and the risers before you commit to a firm number.

■ REGIONAL RATES - PRESSURE-TREATED WOOD DECK PER SQUARE FOOT, APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$40 - \$65 / sq ft
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$28 - \$50 / sq ft
Smaller cities and rural areas	\$22 - \$40 / sq ft

The pricing formula

Job price = (sq ft x per-sq-ft rate by material) + railing + stairs + demolition + height premium + permit

- **Measure and count.** Square feet sets the base; railing feet, risers, and footings set the rest. A deck quoted on square feet alone is underbid by the whole stair.
- **Railing and stairs are always line items:** \$20 - \$180 per linear foot of railing by material, \$100 - \$150 per riser. Folding them into the square footage is how contractors quietly lose money.
- **Demo separately, and price the height:** \$5 - \$15 per square foot to tear out and haul the old deck; every foot off the ground is footings and posts - add 25 to 40 percent for elevated builds.
- **Materials:** composite is ordered, not stocked. Take a 40 to 50 percent deposit before you order, mark materials up 20 to 40 percent, and re-price lumber at quote time.

What to say when you send the quote

"Thanks for having me out today. Attached is your estimate - it covers everything we walked through. The price holds for 30 days, and I can start as early as next week. Tap Accept on the estimate, or reply here with any questions, and I'll get you on the schedule."

- **Send the same day.** The first professional quote in the customer's inbox wins more jobs than the cheapest one.
- **Follow up on day 3.** Most jobs are lost to silence, not to a competitor. One friendly nudge recovers many of them.

Quoting by hand? This sheet plus AI = estimates in 60 seconds.

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