



Electrician Price List // 2026 Field Sheet

National benchmark ranges for residential electrical work. 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 = accessible work, existing wiring, low cost of living. High end = old construction, code upgrades, coastal metro, or established-business rates. Labor only - materials and permits extra.

■ SERVICE AND DIAGNOSTICS

Service call fee	\$75 - \$200	\$
Troubleshoot / diagnostic	\$100 - \$300	\$

■ OUTLETS, SWITCHES AND LIGHTING

Outlet or switch install	\$120 - \$300	\$
Light fixture replacement	\$100 - \$300	\$
Ceiling fan install	\$150 - \$350	\$
Recessed light (each)	\$100 - \$250	\$

■ CIRCUITS AND PANELS

Dedicated circuit install	\$200 - \$600	\$
Breaker replacement	\$150 - \$350	\$
200-amp panel upgrade	\$1,500 - \$4,000	\$
Sub-panel install	\$1,000 - \$2,500	\$

■ EV, GENERATORS AND WHOLE-HOUSE

EV charger (Level 2) install	\$500 - \$2,000	\$
Generator transfer switch	\$500 - \$1,500	\$
Whole-house rewire	\$8,000 - \$30,000	\$

■ HOURLY RATES

Solo / self-employed	\$65 - \$130 / hr	\$
Established business	\$100 - \$175 / hr	\$

■ MARKUP AND FEES

Materials markup	20 - 50%	\$
Permit and inspection	cost + 15% handling	\$



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

SOLO / SELF-EMPLOYED

\$65 - \$130 / hr

Low overhead, you keep what you bill. Mark materials up at the low-to-mid end (20 to 40 percent).

ESTABLISHED BUSINESS

\$100 - \$175 / hr

Insurance, a van, and warranty risk justify the premium. Full markup on small parts (up to 50 percent).

JUST STARTING OUT

\$65 - \$85 / hr

Once licensed. Raise as you build reviews - never undercut on code-critical or emergency work.

■ REGIONAL HOURLY RATES - APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$120 - \$190 / hr
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$90 - \$135 / hr
Smaller cities and rural areas	\$65 - \$105 / hr

The pricing formula

Job price = (hours x your rate) + (materials x 1.2 to 1.5) + service call

- **Service call fee:** \$75 - \$200. Say on the quote whether it is credited toward the job.
- **Materials markup:** 20 - 50 percent over cost. A 30 percent markup is only a 23 percent margin.
- **Permits:** panel upgrades, service changes, and new circuits need a permit and inspection - bill the cost plus 15 percent handling.
- **Emergency work:** competence is the whole sale. Price it at the top of the range, never the bottom.

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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