



Fence Price List // 2026 Field Sheet

National benchmark ranges for residential fence installation, materials and labor. 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 = 4 to 6 ft, flat soft ground, easy access, low cost of living. High end = 8 ft, slopes or rock, concrete-set posts, coastal metro, or established-crew rates. Per linear foot installed unless a line says otherwise.

■ INSTALLED PER LINEAR FOOT (6 FT)

Chain link	\$15 - \$25	\$
Wood privacy	\$25 - \$45	\$
Cedar / premium wood	\$35 - \$60	\$
Vinyl / PVC	\$35 - \$65	\$
Aluminum / ornamental	\$30 - \$70	\$
Composite	\$50 - \$100	\$
8 ft fence (vs 6 ft)	+25 - 40%	\$

■ GATES

Standard walk gate	\$150 - \$400	\$
Double / drive gate	\$400 - \$1,200	\$

■ DEMOLITION AND REPAIRS

Old-fence tear-out (per ft)	\$3 - \$8	\$
Post reset / repair (each)	\$100 - \$300	\$
Section repair (per ft)	\$15 - \$40	\$

■ ADD-ONS AND PREMIUMS

Concrete-set posts (per ft)	+\$8 - \$15	\$
Stain or seal (per ft)	\$1 - \$3	\$
Privacy slats, chain link (per ft)	+\$5 - \$10	\$
Slope, rock, or roots	+15 - 40%	\$
Permit or survey	cost + 15% handling	\$

■ PRODUCTION, MARKUP AND DEPOSIT

Hourly equivalent	\$45 - \$75 / hr	\$
2-person crew output	100 - 200 ft / day	\$
Multi-crew output (per crew)	300 - 500 ft / day	\$
Materials markup	20 - 50%	\$
Deposit before ordering materials	50%	\$



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

SOLO / 2-PERSON CREW

\$25 - \$45 / ft

6 ft wood privacy at market rate, 100 to 200 ft a day. Line-item every gate and the tear-out - that is where small operators leak margin.

ESTABLISHED CREW

\$35 - \$70 / ft

Vinyl, cedar, ornamental, and commercial runs. A crew, an auger, and full material markup justify the premium.

HOURLY CHECK

\$45 - \$75 / hr

What your per-foot rate should work out to once the crew is efficient. Walk every line before you commit to a firm number.

■ REGIONAL RATES - 6 FT WOOD PRIVACY PER LINEAR FOOT, APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$40 - \$70 / ft
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$28 - \$48 / ft
Smaller cities and rural areas	\$20 - \$35 / ft

The pricing formula

Job price = (linear ft x per-foot rate) + gates + tear-out + terrain premium + permit

- **Measure twice.** Walk the line, count corners and end posts, mark every gate. Bad footage underbids a job by 10 to 20 percent before you start.
- **Gates are always a line item:** \$150 - \$400 for a walk gate, \$400 - \$1,200 for a double or drive gate. Folding them into the footage is how contractors quietly lose money.
- **Tear-out separately:** \$3 - \$8 per linear foot, more for concrete-set posts. Slopes, rock, and roots add 15 to 40 percent to the dig.
- **Materials:** mark up 20 to 50 percent and re-price lumber and panels at quote time, not from last month's number. Take a deposit before you order.

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.

Speak the job and Fast Estimate Maker builds a branded quote with your prices, gets it signed, and follows up automatically. Free to start.

fastestestimatemaker.com