



Gutter Cleaning Price List // 2026 Field Sheet

National benchmark ranges for residential gutter cleaning, downspouts, guards, and minor repairs. 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 = single-story, light seasonal debris, easy ladder access, low cost of living. High end = three-story, a year of neglect, steep roof or tight access, coastal metro, or established-crew rates. Per linear foot of gutter unless a line says otherwise.

CLEANING PER LINEAR FOOT

Single-story	\$0.95 - \$1.50	\$
Two-story	\$1.25 - \$2.25	\$
Three-story	\$2.00 - \$3.25	\$
Heavy debris / neglected a year+	+10 - 50%	\$
Steep roof or hard access	+15 - 30%	\$

FLAT RATE BY HOME

Single-story home	\$100 - \$200	\$
Two-story home	\$150 - \$300	\$
Three-story home	\$250 - \$450	\$
Job minimum (never below)	\$150 - \$250	\$

DOWNSPOUTS AND DRAINS

Downspout clearing / flush (each)	\$25 - \$75	\$
Underground / buried downspout	\$75 - \$200	\$
Downspout extension or splash block	\$25 - \$60	\$

GUARDS AND REPAIRS

Guard removal + reinstall to clean	+\$50 - \$150	\$
Gutter guard install (per ft)	\$5 - \$15	\$
Micro-mesh guard install (per ft)	\$10 - \$25	\$
Reseal seam / re-secure hanger	\$75 - \$200	\$
End cap replacement (each)	\$50 - \$100	\$
Section replacement (per ft)	\$8 - \$15	\$

PRODUCTION, MARKUP AND TERMS

Hourly equivalent, solo	\$50 - \$100 / hr	\$
Hourly equivalent, 2-person crew	\$75 - \$150 / hr	\$
Homes per day, solo (~150 ft)	3 - 5	\$
Homes per day, 2-person crew	6 - 10	\$
Materials markup (sealant, hangers, guards)	30 - 50%	\$
Payment	due on completion	\$



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

SOLO / ONE LADDER

\$1.25 - \$2.25 / ft

Two-story at market rate, 3 to 5 homes a day. Quote the flat number the customer expects, but do the per-foot math first and never go under your minimum.

ESTABLISHED CREW

\$1.75 - \$3.25 / ft

Three-story, guard-equipped, and neglected gutters, plus the spring and fall plan. A crew, a standoff ladder, and repairs off the same visit justify the premium.

HOURLY CHECK

\$50 - \$100 / hr

What your per-foot rate should work out to once the route is tight. Count the downspouts before you commit to a number.

■ REGIONAL RATES - TWO-STORY HOME PER LINEAR FOOT, APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$1.75 - \$3.00 / ft
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$1.25 - \$2.25 / ft
Smaller cities and rural areas	\$0.95 - \$1.60 / ft

The pricing formula

Job price = (linear ft x per-foot rate by stories) + downspouts + guard removal + repairs + debris premium, floored at your minimum

- **Measure the roofline.** Walk the perimeter and count every downspout and every story. A 60 ft ranch and a 220 ft two-story are not the same job, and neither is the flat number you quote.
- **Downspouts are always a line item:** \$25 - \$75 each to clear and flush, \$75 - \$200 when one drains underground. Cleaning them for free is how small operators quietly lose money.
- **Height and debris separately:** two-story adds ladder moves, three-story adds a standoff and time; a year of neglect adds 10 to 50 percent. Price both instead of eating them.
- **Sell the return visit:** fall is the job, spring is the plan. A locked spring + fall price at a small discount is the margin model - and every guard install and seam reseal comes off the same ladder.

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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