Christmas Lights Price List // 2026 Field Sheet

National benchmark ranges for residential Christmas and holiday light installation: roofline per foot, trees, bushes, takedown, storage, and permanent lighting. 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 = one-story ranch, simple roofline, labor-only or basic C9 runs, low cost of living. High end = two-story or steep roof, peaks and ridges, custom multi-zone design, high-cost metro, or established-crew rates. Per linear foot of roofline unless a line says otherwise.

ROOFLINE PER LINEAR FOOT, YOUR LIGHTS

Roofline lights, one-story	**$3.00 - $6.00**	$
Roofline lights, two-story	**$4.00 - $8.00**	$
Roofline lights, three-story or steep	**$6.00 - $10.00**	$
Roofline lights, custom design	**$8.00 - $15.00**	$
Hard-to-reach / multi-level sections	**+20 - 25%**	$

ROOFLINE PER LINEAR FOOT, CUSTOMER'S LIGHTS

Roofline lights, labor only, one-story	**$1.50 - $3.00**	$
Roofline lights, labor only, two-story	**$2.00 - $4.00**	$
Roofline lights, labor only, three-story	**$3.00 - $5.00**	$
Light takedown, priced separately	**$0.50 - $0.65**	$

TREES, BUSHES AND DECOR

Tree wrap lights, up to 6 ft tall (each)	**$75 - $125**	$
Tree wrap lights, 12 - 18 ft tall (each)	**$125 - $250**	$
Tree wrap lights, full canopy (each)	**$300 - $1,500**	$
Lift for tree lighting (per day)	**$400 - $700**	$
Bush or shrub lights (each)	**$10 - $20**	$
Wreath or lawn ornament (each)	**about $35**	$
Pathway or driveway light	**$60 - $180**	$

TAKEDOWN, STORAGE AND POWER

Light takedown, flat per job	**$125 - $350**	$
Light storage, off-season (per season)	**$50 - $250**	$
Light timer, outdoor (each)	**$12 - $50**	$
Outlet for the lights (by an electrician)	**$120 - $200**	$

SEASON, TERMS AND PERMANENT LIGHTS

Job minimum (never below)	**$200 - $400**	$
Early-booking discount (before Thanksgiving)	**10 - 20%**	$
Bulb and waste allowance	**5 - 10%**	$
Permanent track lighting (per ft)	**$18 - $35**	$
Deposit	**to hold the install date**	$
Balance	**due on install**	$

Set your rate. Protect your margin.

SIDE SEASON / SMALL CREW

$3.00 - $6.00 / ft

One-story homes on your own lawn, wash, or gutter customer list. Lease the lights, include takedown, and set a job minimum from the first booking.

ESTABLISHED LIGHTING CREW

$5.00 - $10.00 / ft

Two-story and steep rooflines, trees, and custom design. Renewals booked in late summer with a deposit fill the calendar before the new-customer push.

LABOR-ONLY CHECK

$1.50 - $3.50 / ft

Hanging the customer's own lights. Faster to sell, but no lease renewal and no margin on the lights - time your installs before you commit to a rate.

REGIONAL RATES - ONE-STORY ROOFLINE, YOUR LIGHTS, PER LINEAR FOOT, APPLY TO EVERY JOB ON PAGE 1

High-cost metros (SF, LA, NYC, Boston, Seattle)	**$5.00 - $12.00 / ft**
Mid-size markets (Denver, Dallas, Atlanta, Charlotte)	**$3.00 - $6.00 / ft**
Smaller cities and rural areas	**$2.50 - $4.50 / ft**

The pricing formula

Job price = (roofline ft x per-foot rate by height and lights) + trees + bushes + decor + power, takedown included, floored at your minimum

- **Measure the roofline.** Gutter line, ridges, and peaks in linear feet - a 1,500 sq ft home is about 125 to 175 ft. Find the outlets before you quote; power decides where every run starts.
- **Takedown is a second trip:** about a third of the install time. Build it into the price or list it, and write the takedown window on the estimate.
- **Price the height:** two-story and steep roofs are slower and riskier on every ladder move. Trees are priced by height, and a lift goes on the quote.
- **Lease, deposit, renew:** reuse the lights for several seasons, take a deposit to hold the date, and renew last year's customers in late August before the new-customer rush.

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.

fastestimatemaker.com

Sources: aggregated from Fixr, Angi, HomeGuide, Homeyou, and installer rate sheets, 2025-2026. Free to print and share.