



Landscaping Price List // 2026 Field Sheet

National benchmark ranges for landscape install and design work. Pencil your rate into the blank column, adjust for your region with the crew rates on page 2, and keep this sheet in the truck.

Reading the ranges: low end = easy access, simple design, low cost of living. High end = hardscape, tight access, coastal or Northeast metro, or established-crew rates. Installed prices include labor and materials; per-hour rates are labor only.

■ CREW AND DESIGN RATES (PER HOUR)

Solo operator (per person)	\$25 - \$50	\$
2-person install crew	\$50 - \$120	\$
Hardscape crew	\$50 - \$120	\$
Landscape designer	\$50 - \$150	\$
Landscape architect	\$70 - \$250	\$

■ SOFTSCAPE INSTALLS

Softscape install (plants, beds, mulch)	\$4 - \$6 / sq ft	\$
Sod installation	\$1 - \$2 / sq ft	\$
Mulch (installed)	\$50 - \$120 / cu yd	\$
Tree planting (medium)	\$150 - \$500 each	\$

■ HARDSCAPE INSTALLS

Hardscape install (patio, walkway)	\$10 - \$15 / sq ft	\$
Paver patio	\$15 - \$30 / sq ft	\$
Retaining wall	\$30 - \$80 / face ft	\$
Full-yard remodel	up to \$40 / sq ft	\$

■ SYSTEMS AND LIGHTING

Irrigation / sprinklers	\$500 - \$1,000 / zone	\$
Irrigation tie-in to an existing system	\$500 - \$2,500	\$
Outdoor lighting	\$200 - \$500 / fixture	\$

■ SITE WORK AND HAUL-OFF

Tree removal	\$200 - \$1,500+	\$
Site prep and grading	\$200 - \$1,000	\$
Cleanup and haul-off (mid-size install)	\$200 - \$500	\$

■ DESIGN AND MARKUP

Residential design fee	\$700 - \$3,000	\$
Materials markup	30 - 50% over cost	\$
Equipment rental	pass-through + 15 - 25%	\$



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

SOLO OPERATOR

\$25 - \$50 / hr

Per person. Workers earn roughly \$19 an hour; the gap is labor burden, overhead, and profit.

2-PERSON INSTALL CREW

\$50 - \$120 / hr

The number every bid is built from. Add 20 to 35 percent burden on base wages before you set it.

DESIGN WORK

\$50 - \$150 / hr

Design is real, billable work - do not give it away to win the install.

■ REGIONAL CREW RATES - PER HOUR, APPLY TO EVERY BID ON PAGE 1

Coastal and Northeast metros (SF, NYC, Seattle, Boston, LA)	\$80 - \$150 / hr
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$55 - \$90 / hr
Smaller cities and rural areas	\$40 - \$70 / hr

The pricing formula

Bid = (job hours x burdened crew rate) + (materials x 1.3 to 1.5) + equipment + haul-off

- **Materials markup:** 30 - 50 percent over cost, even on small jobs. You carry procurement, delivery, and the warranty.
- **Margin math:** a 50 percent markup is only a 33 percent gross margin - price to the margin you need.
- **Deposit:** commonly 30 percent up front on fixed-price installs, itemized.
- **Permits:** pass the actual cost through on hardscape, retaining walls, and drainage work.

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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