



Lawn Care Price List // 2026 Field Sheet

National benchmark ranges for residential lawn mowing by lot size, plus contracts, cleanups, and the add-ons that grow a route. 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 = small flat lot, weekly, dense route, low cost of living. High end = large or sloped lot, biweekly or one-time, obstacles, coastal metro, or established-crew rates. Per visit (mow, edge, trim, blow) unless a line says otherwise.

■ MOWING PER VISIT, BY LOT SIZE

Small (under 5,000 sq ft)	\$30 - \$45	\$
Medium (5,000 - 10,000 sq ft)	\$40 - \$65	\$
Quarter acre (~10,900 sq ft)	\$50 - \$55	\$
Large (10,000 - 15,000 sq ft)	\$55 - \$80	\$
Half acre (~21,800 sq ft)	\$65 - \$95	\$
Acre and up	\$100 - \$160	\$

■ FREQUENCY AND CONTRACTS

Weekly (base rate)	as listed	\$
Biweekly (taller grass)	+10 - 20%	\$
One-time cut	+50%	\$
Monthly contract (4 visits)	4 x visit less 10%	\$

■ CLEANUPS AND SEASONAL

Spring or fall cleanup	\$150 - \$400	\$
Leaf removal (per visit)	\$75 - \$250	\$
Aeration	\$75 - \$200	\$
Overseeding (with aeration)	\$100 - \$300	\$
Fertilization (per application)	\$50 - \$100	\$

■ ADD-ONS

Hedge and shrub trimming (per hour)	\$60 - \$120	\$
Bed edging and mulch (per cubic yard installed)	\$75 - \$130	\$
Weed control (per application)	\$50 - \$100	\$
Gutter blow-out (per visit)	\$25 - \$50	\$

■ PRODUCTION, MARKUP AND TERMS

Hourly equivalent, solo	\$45 - \$75 / hr	\$
Lawns per day, solo	10 - 20	\$
Lawns per day, 2-person crew	20 - 35	\$
Cuts per season (northern / mid / south)	22-28 / 28-34 / 36-50+	\$
Materials markup (fertilizer, mulch, seed)	30 - 50%	\$



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

SOLO / ONE MOWER

\$40 - \$65 / visit

Medium lots weekly on a tight route, 10 to 20 a day. Sell the monthly contract on the first visit and the cleanup in the fall.

ESTABLISHED CREW

\$55 - \$95 / visit

Large and half-acre lots, HOAs, and commercial strips on contracts. A crew, a zero-turn, and a trailer justify the premium.

HOURLY CHECK

\$45 - \$75 / hr

What your per-visit rate should work out to once the route is dense. Time a medium lot before you set the number.

■ REGIONAL RATES - MEDIUM LOT PER VISIT, APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$60 - \$100 / visit
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$40 - \$65 / visit
Smaller cities and rural areas	\$30 - \$50 / visit

The pricing formula

Season price = (visits x per-visit rate by lot size) + cleanups + add-ons, with a frequency premium for biweekly or one-time cuts

- **Price by lot size, not by the clock.** Time a medium lot once, then quote every lot from the size table. Clients compare per-visit prices; the ones you time on site are the ones you underquote.
- **Weekly is the base, everything else costs more:** biweekly grass is taller and slower - add 10 to 20 percent - and a one-time cut is 50 percent more. Say it on the quote.
- **Sell the season on the first visit:** a monthly contract at four visits less 10 percent fills the route; the fall cleanup and the spring aeration are the tickets that carry the margin.
- **Route density is the margin:** two lawns on one street beat three across town. Quote the neighbor of every stop at a small discount and never drive across town for one small lot.

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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