



Painting Price List // 2026 Field Sheet

National benchmark ranges for residential painting. 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 = walls only, good condition, low cost of living. High end = trim and ceilings, heavy prep, coastal metro, or established-crew rates. Paint is extra unless a line says otherwise.

■ INTERIOR ROOMS

Average bedroom (walls only)	\$300 - \$800	\$
Bedroom (walls, ceiling, trim)	\$500 - \$1,200	\$
Bathroom	\$250 - \$700	\$
Kitchen (walls and trim)	\$400 - \$1,000	\$
Living room / great room	\$700 - \$2,000	\$

■ WHOLE HOUSE AND EXTERIOR

Interior of a whole house	\$2,000 - \$6,000	\$
Exterior of a single-story house	\$3,000 - \$7,000	\$
Exterior, two-story (per sq ft)	\$2.50 - \$4.50 / sq ft	\$
Deck staining	\$2 - \$5 / sq ft	\$

■ PER-SQUARE-FOOT RATES

Interior (floor area)	\$2 - \$6 / sq ft	\$
Interior (wall area)	\$1 - \$3 / sq ft	\$
Exterior (surface)	\$1.50 - \$4 / sq ft	\$
Commercial interior	\$0.65 - \$1 / sq ft	\$

■ DOORS, TRIM AND CABINETS

Interior door (each)	\$75 - \$200	\$
Cabinet painting (per door / drawer)	\$50 - \$120	\$
Kitchen cabinets (full set)	\$1,500 - \$5,000	\$
Trim (per linear ft)	\$1 - \$3	\$

■ PREP AND ADD-ONS

Wall patching and sanding (repair area)	\$1 - \$3 / sq ft	\$
Wallpaper removal	\$1 - \$4 / sq ft	\$
Priming bare or patched areas	+25 - 50% of coat price	\$
Color change (dark to light)	add a coat, +25 - 40%	\$

■ HOURLY AND MARKUP

Painter hourly rate	\$40 - \$90 / hr	\$
Paint markup (you supply it)	20 - 50%	\$



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

SOLO PAINTER

\$2 - \$4 / sq ft

Interior floor-area rate. Mark paint up at the low-to-mid end (20 to 35 percent).

ESTABLISHED CREW

\$4 - \$7 / sq ft

Full markup on paint (35 to 50 percent), lead-safe certification, and a warranty behind every job.

JUST STARTING OUT

\$40 - \$50 / hr

Or \$2 to \$3 per square foot. Raise rates as your portfolio and reviews grow - do not chase the lowest bid.

■ REGIONAL RATES - INTERIOR PER SQUARE FOOT, APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$4 - \$7 / sq ft
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$2.50 - \$4.50 / sq ft
Smaller cities and rural areas	\$1.50 - \$3 / sq ft

The pricing formula

Job price = (sq ft x your rate) + (paint x 1.2 to 1.5) + prep add-ons

- **Paint markup:** 20 - 50 percent over cost when you supply it. 35 percent is the middle of the road.
- **Prep is a line item:** patching \$1 - \$3 per sq ft of repair area, wallpaper removal \$1 - \$4 per sq ft.
- **Priming:** add 25 - 50 percent of the coat price for bare or patched areas.
- **Color changes:** dark-to-light or light-to-dark needs another coat - add 25 - 40 percent.

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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