



Plumbing Price List // 2026 Field Sheet

National benchmark ranges for residential plumbing. 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 = accessible fixture, standard parts, low cost of living. High end = old plumbing, after-hours calls, coastal metro, or established-business rates. Labor only - parts, fixtures and permits extra.

■ SERVICE AND DIAGNOSTICS

Service call fee	\$75 - \$200	\$
Emergency / after-hours minimum	\$250 - \$400	\$
Sewer line camera inspection	\$150 - \$400	\$

■ FIXTURES

Faucet replacement	\$150 - \$350	\$
Toilet install or replace	\$200 - \$500	\$
Sink install	\$200 - \$500	\$
Garbage disposal install	\$200 - \$450	\$
Hose bib / outdoor faucet	\$150 - \$400	\$

■ DRAINS AND SEWER

Drain cleaning / snake	\$150 - \$400	\$
Sink trap or supply line repair	\$125 - \$300	\$
Sewer line cleanout	\$200 - \$500	\$
Sump pump replacement	\$400 - \$1,000	\$

■ WATER HEATERS

Water heater (tank) install	\$1,200 - \$2,500	\$
Tankless water heater install	\$3,000 - \$6,000	\$
Old water heater haul-away	\$50 - \$150	\$

■ REPIPES AND MAINS

Repipe (small home)	\$4,000 - \$8,000	\$
Repipe (2,000+ sq ft)	\$8,000 - \$20,000+	\$
Slab leak repair	\$500 - \$3,000	\$
Water main repair	\$800 - \$3,500	\$

■ HOURLY AND MARKUP

Solo / self-employed	\$70 - \$130 / hr	\$
Established business	\$110 - \$175 / hr	\$
Parts and fixtures markup	20 - 100%	\$
Permit and inspection	cost + 15% handling	\$



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

SOLO / SELF-EMPLOYED

\$70 - \$130 / hr

Low overhead, you keep what you bill. Mark parts up at the low-to-mid end (20 to 50 percent).

ESTABLISHED BUSINESS

\$110 - \$175 / hr

Insurance, a stocked van, and warranty risk justify the premium. Full markup on small parts (50 to 100 percent).

JUST STARTING OUT

\$70 - \$90 / hr

Once licensed. Raise as you build reviews - never undercut emergency work, where customers expect to pay for speed.

■ REGIONAL HOURLY RATES - APPLY TO EVERY JOB ON PAGE 1

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$130 - \$200 / hr
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$95 - \$140 / hr
Smaller cities and rural areas	\$70 - \$110 / hr

The pricing formula

Job price = (hours x your rate) + (parts x 1.2 to 2.0) + service call

- **Service call fee:** \$75 - \$200. Say on the quote whether it is credited toward the job.
- **Parts markup:** 20 - 100 percent - highest on small parts, where the drive to the supply house costs more than the part.
- **After-hours:** a \$250 - \$400 minimum makes the call worth waking up for.
- **Permits and haul-away:** permit cost plus 15 percent handling; old water heater or fixture haul-away \$50 - \$150.

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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