



Pressure Washing Price List // 2026 Field Sheet

National benchmark ranges for residential and commercial washing. 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 = light staining, easy access, low cost of living. High end = heavy buildup, two-story or steep work, coastal metro, or established-business rates. Water and chemicals are yours unless the quote says otherwise.

■ RESIDENTIAL FLATWORK

Driveway (2-car, concrete)	\$100 - \$250	\$
Sidewalk / walkway	\$0.15 - \$0.30 / sq ft	\$
Concrete patio	\$0.15 - \$0.30 / sq ft	\$

■ HOUSE AND SIDING (SOFT WASH)

Single-story house wash	\$250 - \$500	\$
Two-story house wash	\$400 - \$700	\$
Siding soft wash (per sq ft)	\$0.20 - \$0.50 / sq ft	\$

■ ROOFS AND GUTTERS

Roof soft wash	\$250 - \$600	\$
Roof soft wash (per sq ft)	\$0.30 - \$0.70 / sq ft	\$
Gutter brightening (exterior)	\$1 - \$2 / linear ft	\$

■ DECKS, FENCES AND WOOD

Deck or patio	\$100 - \$300	\$
Wood fence (per side)	\$0.15 - \$0.40 / sq ft	\$

■ COMMERCIAL AND FLEET

Commercial flatwork	\$0.08 - \$0.20 / sq ft	\$
Fleet / vehicle wash (per vehicle)	\$30 - \$75	\$

■ HOURLY AND MINIMUMS

Hourly rate (equipment included)	\$50 - \$160 / hr	\$
Minimum job	\$100 - \$250	\$



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

SOLO / OWNER-OPERATOR

\$0.15 - \$0.40 / sq ft

Residential flatwork and house washes. Low overhead - hold a \$100 to \$150 minimum solo, up to \$250 as you grow.

ESTABLISHED BUSINESS

\$0.30 - \$0.70 / sq ft

Roof soft washing and commercial contracts. Insurance, a second rig, and a crew justify the premium.

HOURLY CHECK

\$50 - \$160 / hr

What your per-square-foot rate should work out to once you are efficient. Start mid-range, not at the floor.

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

Coastal metros (SF, NYC, Seattle, Boston, LA)	\$0.30 - \$0.70 / sq ft
Mid-size markets (Denver, Austin, Atlanta, Charlotte)	\$0.20 - \$0.45 / sq ft
Smaller cities and rural areas	\$0.10 - \$0.25 / sq ft

The pricing formula

Job price = (measured sq ft x your rate) + chemicals + travel

- **Measure, do not guess.** Price off measured surface area, then quote the customer one number.
- **Minimum job:** \$100 - \$250 (\$100 - \$150 solo). Below that the setup and drive time eat the job.
- **Top of the range:** two-story, steep roofs, heavy staining, and anything that needs a soft-wash mix.
- **Water and chemicals:** state on the quote whether you use the customer's hose bib and who supplies the mix.

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.

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