



Snow Removal Price List // 2026 Field Sheet

National benchmark ranges for residential and commercial snow removal: per push, per inch, seasonal contracts, salt, and sidewalks. 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 = two-car driveway, 2 to 6 inches, dense route, mid-size market. High end = long or steep drive, 12+ inch storm, after-hours, commercial lot, snow-belt metro, or established-crew rates. Per push unless a line says otherwise.

■ RESIDENTIAL, PER PUSH

Two-car driveway (2 - 6 in)	\$45 - \$95	\$
Long or steep driveway	\$75 - \$150	\$
Sidewalk / walkway clearing (add-on)	\$15 - \$40	\$
Salt / ice melt after the push	\$20 - \$50	\$
Emergency / after-hours	+25 - 50%	\$
Storm over 12 in	+50 - 100%	\$

■ PER INCH

Base, first 6 in (driveway)	\$30 - \$50	\$
Each additional 2 - 3 in	+\$5 - \$15	\$

■ CONTRACTS

Seasonal, residential driveway	\$350 - \$700	\$
Monthly, residential	\$200 - \$600	\$
Events to assume per season	8 - 12	\$
Overage beyond the assumed events (per push)	\$45 - \$95	\$

■ COMMERCIAL

Parking lot, per push	\$150 - \$600	\$
Parking lot, per season (~50 spaces)	\$2,000 - \$10,000	\$
Hourly with equipment	\$50 - \$200 / hr	\$
De-icer per application	\$50 - \$200	\$
Pre-season staking	\$50 - \$150	\$

■ ADD-ONS, MARKUP AND TERMS

Roof snow removal / roof rake	\$200 - \$500	\$
Ice dam steaming	\$300 - \$800	\$
Snow hauling (per load)	\$100 - \$300	\$
Salt and ice melt markup	30 - 50%	\$
Seasonal contract deposit at signing	50%	\$



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

SOLO / ONE PLOW

\$45 - \$95 / push

Two-car driveways on a tight route, 15 to 30 per storm. Sell the salt on every push and move the good customers to a seasonal contract before the first snow.

ESTABLISHED CREW

\$150 - \$600 / push

Commercial lots and HOAs on seasonal contracts with a trigger depth, hourly for hauling, salt spreader on the truck. Stake every lot before the first storm.

HOURLY CHECK

\$60 - \$120 / hr

What your per-push rate should work out to once the route is dense. Count the events in a normal winter before you price a season.

■ REGIONAL RATES - TWO-CAR DRIVEWAY PER PUSH, APPLY TO EVERY JOB ON PAGE 1

Snow-belt metros (Buffalo, Minneapolis, Denver, Boston, Chicago)	\$60 - \$120 / push
Mid-size markets with regular snow (Salt Lake, Milwaukee, Pittsburgh)	\$45 - \$90 / push
Light-snow markets (rare events, higher per event)	\$75 - \$150 / push

The pricing formula

Season price = (events assumed x per-push rate) + (sidewalks x events) + (salt x events), with an overage rate per push past the assumed events

- **Price the season at 8 to 12 events.** A contract priced at 6 pushes in a 12-push winter is the classic way a plow business loses a season. Write the assumed events and the overage rate on the contract.
- **Put a trigger depth on everything:** usually 2 inches. Without it every dusting is a free push and every customer expects one.
- **Salt and sidewalks are always line items:** \$20 - \$50 for salt and \$15 - \$40 for walks on every push. They are the margin on a residential route.
- **Commercial lots get an hourly hauling clause:** the 14-inch storm is not a push, it is a day with a skid steer. Stake the lot before the first snow so the curbs survive it.

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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