

Service & diagnostic

	Price
Service call / dispatch + diagnostic	\$95–125
Diagnostic waived if work performed	(your call as a closer)
After-hours / weekend surcharge	+\$75
AC tune-up	\$129
Heat tune-up	\$129
Combo seasonal (AC + heat)	\$219

Common flat-rate repairs

	Price
Capacitor replacement	\$325
Contactora replacement	\$325
Hard-start kit install	\$275
Condensate pump replacement	\$425
Drain line clear / flush	\$185
Float switch install	\$165
Thermostat — basic non-programmable	\$275
Thermostat — smart (Ecobee/Nest grade)	\$525
Blower motor replacement (PSC)	\$675
Blower motor replacement (ECM/variable)	\$1,150
Condenser fan motor	\$575
Inducer motor (furnace)	\$675
Igniter / flame sensor	\$285

Gas valve replacement	\$725
Refrigerant recharge — R-410A	\$110/lb
Refrigerant recharge — R-454B	\$160/lb
Leak search (electronic + dye)	\$275
TXV / metering device replacement	\$750
Coil cleaning (in place)	\$325
Coil cleaning (pull & deep clean)	\$625

Change-outs (condenser + evaporator coil, like-for-like, R-410A)

Tonnage	Price
2.0 ton	\$7,200
2.5 ton	\$7,800
3.0 ton	\$8,400
3.5 ton	\$9,200
4.0 ton	\$10,200
5.0 ton	\$11,500

Add for new R-454B equipment: **+\$600–900**

Full system replacements (condenser + coil + furnace)

Tonnage	Price
2.5 ton	\$11,500
3.0 ton	\$12,500
3.5 ton	\$13,750

4.0 ton **\$14,750**

5.0 ton **\$16,500**

Heat pump (instead of straight cool + furnace): **+\$1,500** High efficiency / variable speed tier:
+\$2,000–3,500 (you set the tier)

Mini-splits (install only; equipment owner-supplied or quoted on top)

	Price
Single-zone install (9k–12k BTU)	\$2,200
Single-zone install (18k–24k BTU)	\$2,600
Each additional zone	+\$1,400
Long line set (>25 ft)	+\$15/ft

Smaller duct work

	Price
Add a single supply run (≤ 15 ft, standard)	\$485
Reroute / repair existing run	\$385
New return drop	\$650
Replace flex with rigid (per run)	\$525
Seal / mastic existing system	\$45/connection or \$650 flat for whole-house basic

Small print on how I built these

- Materials assumed at standard contractor cost $\times \sim 1.7$ markup
- Labor assumed at \$95/hr loaded, with a 10–15% pad on hours to absorb tracking gaps
- Per-job overhead allocation of \$175 baked in

- Target gross margin: 52–55% on change-outs, 60–65% on repairs (repairs *should* be your highest-margin work — they pay for slow weeks)

Two things to know about these numbers in practice:

Repairs are where your margin lives. A capacitor at \$325 with \$35 in materials and 30 minutes on site is the kind of job that floats the whole month. Don't undercut your repair pricing because the part is cheap — customers are paying for the truck, the diagnosis, and you knowing what to do. National flat-rate books all run higher than what I gave you.

Change-out prices assume "normal" install. Tight attic, second-story crane, asbestos abatement, code upgrades, electrical panel work, line-set replacement through finished walls — those are adders, not absorbed into the flat price. Build a short adder list (e.g. "line-set replacement +\$650," "disconnect/whip +\$185," "pad + level +\$225") and quote them transparently on top.

**Note: National sources cited are consumer-facing pricing data*