

Contractor estimate

Example for a fictional company. Every name, address and price is made up.

1. Header

Business: Maple Street Plumbing & Heating
License no.: [your state license number]
Phone / email: (555) 010-0147 · office@maplestreetplumbing.example
Estimate no.: EST-2026-0418
Date: October 14, 2026
Valid until: November 13, 2026

2. Customer and job site

Customer: Dana Whitcombe
Billing address: 418 Birchwood Lane, Fairhaven
Job site (if different): same as billing
Phone / email: (555) 010-0182 · dana.w@mail.example
Site contact and access notes: Side door, dog in backyard

3. Scope of work

Remove the existing 40-gallon gas water heater. Install a new 50-gallon gas water heater in the same location with a new expansion tank, gas connector and venting adapter. Pull the permit, test for leaks and proper venting, and haul the old unit away.

4. Options (customer initials one)

- **Option 1, repair:** replace the gas control valve and thermocouple on the existing heater. \$385.00 plus tax
- **Option 2, replace like-for-like:** new 50-gallon gas tank heater, detailed below. \$2,070.00 plus tax
- **Option 3, replace with tankless:** high-efficiency gas tankless heater with new venting. \$4,650.00 plus tax

5. Line items (Option 2)

Description	Qty	Unit	Unit price	Line total
Remove and haul away existing water heater	1	ea	\$150.00	\$150.00
Installation labor	4	hr	\$125.00	\$500.00
50-gallon gas water heater	1	ea	\$1,180.00	\$1,180.00
Expansion tank and fittings	1	ea	\$95.00	\$95.00
Gas connector, venting adapter, misc. fittings	1	lot	\$60.00	\$60.00
Permit fee (passed through at cost)	1	ea	\$85.00	\$85.00

6. Totals

Labor subtotal: \$650.00
Materials subtotal: \$1,335.00
Permits and fees: \$85.00
Subtotal: \$2,070.00
Tax: [calculated per your local rules]
Total: \$2,070.00 plus tax
Deposit requested at acceptance: \$500.00

7. Payment terms

Deposit due when you accept. Balance due on completion. We accept [your payment methods]. [Your late-payment terms, if any.]

8. Exclusions and assumptions

Not included: drywall or finish repair, code upgrades beyond those listed, moving stored items. Assumes the existing gas line and venting are adequate and the water shut-off works. Hidden damage found when the old unit comes out is priced separately.

9. Changes

Any change to scope, materials or price after acceptance is written up as a change order and signed by both of us before the extra work starts.

10. Acceptance

I accept Option ____ as described above.

Customer name, signature, date: _____

Contractor name, signature, date: _____

Contractor estimate

Blank form. Fill in your own details.

1. Header

Business:

License no.:

Phone / email:

Estimate no.:

Date:

Valid until:

2. Customer and job site

Customer:

Billing address:

Job site (if different):

Phone / email:

Site contact and access notes:

3. Scope of work

4. Options (customer initials one)

- Option 1, repair: \$ _____
- Option 2, replace like-for-like: \$ _____
- Option 3, replace with tankless: \$ _____

5. Line items (Option 2)

Description	Qty	Unit	Unit price	Line total

6. Totals

Labor subtotal: \$ _____

Materials subtotal: \$ _____

Permits and fees: \$ _____

Subtotal: \$ _____

Tax: \$ _____

Total: \$ _____

Deposit requested at acceptance: \$_____

7. Payment terms

Deposit due when you accept. Balance due on completion. We accept [your payment methods]. [Your late-payment terms, if any.]

8. Exclusions and assumptions

9. Changes

Any change to scope, materials or price after acceptance is written up as a change order and signed by both of us before the extra work starts.

10. Acceptance

I accept Option ____ as described above.

Customer name, signature, date: _____

Contractor name, signature, date: _____