

PREPARED FOR	JOB
Sample Homeowner 123 Example St.	3-ton matched HVAC system replacement (Good option)
SCOPE — ITEMIZED	PRICE
Labor — lead	\$1,080.00
Labor — helper	\$520.00
Condenser (R-454B)	\$2,795.00
Matched evaporator coil	\$1,014.00
Lineset flush kit	\$156.75
Equipment pad	\$107.25
Whip + disconnect	\$79.20
Filter-drier	\$62.70
Locking caps	\$29.70
Total	\$5,844.60

OPTIONS

This estimate shows the recommended option. A Good / Better / Best proposal presents alternatives side by side with the price difference spelled out.

NOT INCLUDED (EXCLUSIONS)

- Manual J load calculation or duct redesign
- Electrical service upgrades beyond the unit whip
- Drywall, paint, or line-hide beyond the equipment pad

TERMS

Valid 30 days. Permit billed at cost — a pass-through, never marked up. Prices are researched defaults and vary by region.

Customer signature

Date