SAMPLE — filled in with example numbers Lawn Care Pricing Calculator

The Client Quote tab, as it prints from the workbook's sample job. The names and numbers on it are made up.

YOUR LOGO
(place your logo over this box)

Your Business Name
123 Main Street, Your Town, ST 00000
(555) 010-0199 | office@example.com
License 000000

SERVICE QUOTE

QUOTE NO. **Q-2031**
DATE Mar 2, 2026
VALID UNTIL **Apr 1, 2026**

PREPARED FOR
Sample Client
45 Oak Lane, Your Town, ST 00000
(555) 010-0142

PROPERTY AND SCHEDULE
45 Oak Lane, Your Town, ST 00000
Weekly mowing, first week of April to end of October

SERVICES

SERVICE	VISITS	PRICE PER VISIT	SEASON TOTAL
Weekly mow, trim, edge and blow: medium lot	28	$57.00	**$1,596.00**
Spring cleanup: beds, edges, debris hauled	1	$438.00	**$438.00**
Fall leaf cleanup, hauled away	2	$523.00	**$1,046.00**
Mulch beds, 4 cubic yards installed	1	$705.00	**$705.00**
Hedge and shrub trimming, clippings hauled	2	$209.00	**$418.00**
Core aeration: medium lot	1	$98.00	**$98.00**

Subtotal	**$4,301.00**
Sales tax	**$0.00**
QUOTE TOTAL	**$4,301.00**
Or pay monthly, over 8 months	**$537.63 a month**

NOTES ON THE WORK

Included
- Mow, string trim, edge hard surfaces and blow off every visit
- Clippings mulched back into the lawn; leaves and debris hauled at cleanups
- Beds weeded by hand at each cleanup and at the mulch visit

Not included
- Irrigation repairs, tree work over 12 feet and snow removal
- Fertilizer and weed control, unless listed above

TERMS

This quote is valid for 30 days from the date above.
Visits follow the weather. A visit that has to be skipped is made up or not charged.
Work outside the services listed is quoted before it starts.
Payment: Invoiced on the first of each month. Card, check or bank transfer.

ACCEPTANCE

Signing below accepts this quote and its terms, and starts service on the schedule above.

Client signature and date

Contractor signature and date

Thank you for considering us for your property.

HOW THE NUMBERS WORK OUT

A sample lawn price, worked through

- The job: weekly mow, trim, edge and blow for a medium lot (10,000 sq ft). 2 people, 20 minutes on site, $3 of materials and fuel per visit.
- One crew-member hour costs you $60.29 ($43.27 labor with payroll costs + $17.02 overhead). 2 people × 20 minutes is 0.67 crew-hours, so a visit costs you $43.40.
- Add your 30% markup and round up to the next dollar: $57 a visit.
- 28 visits × $57 = $1,596 for the season. With the five other services on this quote, the quote total is $4,301.

Quote to the client: $4,301, or $537.63 a month over 8 months.

The full download includes: pricing workbook with three sample jobs, blank quote form, 10-page change order pack, 2-page quick start.

A sample page only. The full download's workbook works in Excel and Google Sheets.