SAMPLE — filled in with example numbers Contractor Estimate Template

The Client Estimate 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

ESTIMATE

ESTIMATE NO.	**E-1042**
DATE	Oct 5, 2026
VALID UNTIL	**Nov 4, 2026**

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

PROJECT
Sample: bathroom remodel, full gut
Site: same as the client address
About 3 weeks on site. Start date set at signing.

SCOPE OF WORK

Included in this price
- Remove and dispose of the old tile, tub, vanity, toilet and drywall
- Repair framing and blocking; new drywall, taped, finished and painted
- New backer board, tile floor and tile shower surround
- Install new tub, shower valve and trim, vanity, top, faucet, toilet and fan
- Plumbing and electrical by licensed trades, with permits and inspections

Not included
- Rot or damage hidden behind walls or under the floor (priced as a change order)
- Moving or protecting furniture outside the bathroom
- Heated floor, tile niche or glass shower door, unless added in writing

PRICE

ITEM	DESCRIPTION	AMOUNT
Materials and supplies	Tile, tub, vanity, toilet, fan, drywall and lumber, waste included	$5,164.45
Labor	Demolition, carpentry, drywall, tile, setting fixtures, paint, cleanup	$5,798.05
Licensed trades	Licensed plumber and licensed electrician	$3,026.76
Equipment and disposal	Dumpster and haul away	$512.78
Permits and fees	Building, plumbing and electrical permits	$347.96
	Subtotal	**$14,850.00**
	Sales tax	**$0.00**
	ESTIMATE TOTAL	**$14,850.00**
	Deposit to schedule the work (30%)	**$4,455.00**
	Balance	**$10,395.00**

TERMS

This estimate is valid for 30 days from the date above. Material prices can move after that.
The price covers the scope above. Any change is priced on a written change order, signed before the work starts.
Anything hidden behind walls, floors or ground is not in this price. If it turns up, you see it and approve its price first.
Payment: Balance due on completion. Check, card or bank transfer.

ACCEPTANCE

Signing below accepts this estimate, its scope and its terms, and lets us schedule the work.

Client signature and date

Contractor signature and date

Thank you for the chance to quote this work.

HOW THE NUMBERS WORK OUT

A sample job, worked through

- The job: a full bathroom remodel. Materials with waste: $4,230. Labor: 82 hours, $3,549.38.
- Add equipment ($420), permits ($285) and the job's share of overhead ($1,199.58). The cost of your own work is $9,683.96.
- With your 22% markup, your own work is priced at $11,814.43. The licensed trades go in as bid, their $2,630 plus 15%: $3,024.50.
- Bid total: $14,838.93, rounded to the nearest fifty dollars: $14,850.

  On the client's page your markup and overhead sit inside the price lines, so the client sees a price, not your costs.

Estimate to the client: $14,850. A 30% deposit is $4,455, leaving $10,395 as the balance.

The full download includes: estimate workbook with three sample jobs, blank estimate 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.