HANDYMAN PRICING GUIDE

Price a visit, not just a task

A short on-site task may still require travel, sourcing and administration. Use the complete visit cost before deciding a minimum or fixed price.

01 Count on-site work, loading, travel, sourcing, setup, cleanup, quote messages, invoices and likely return visits. Use total owner job hours internally.

02 Add direct cash costs and a realistic overhead allocation. An owner labor allowance is a planning target; contribution, operating result and take-home pay are different measures.

03 Choose fixed scope, hourly terms or a defined visit package. State the minimum and what it includes, material treatment, extra travel, tax and how added work is approved.

04 Use the worked example on the next page, then complete your own cost sheet. If scope, access or safety is unknown, obtain facts or arrange an appropriate assessment; adding money does not resolve a failed safety gate.

YOUR WORKING RECORD

First visit / approved tasks

On-site and other job hours

Minimum / inclusion / travel boundary

Missing facts / quote or referral

Verify local licensing, permits, insurance and competence for the exact task. Refer electrical, gas, plumbing, structural, roof, lead/asbestos/mold and other regulated or hazardous work to qualified licensed professionals.

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Worked visit cost / Internal

Fictional two-hour on-site visit. This is a planning example, not an hourly rate recommendation.

Component	Calculation	Amount
Owner time allowance	3.5 total hours x $35	$122.50
Overhead recovery	Allocation per visit	$30.00
Transport and consumables	Estimated direct cash cost	$20.00
Base economic cost	Sum above	$172.50
Uncertainty allowance	10% of base cost	$17.25
Operating surplus target	Planning amount	$30.00
Price floor before variable fee	Sum	$219.75

If a payment fee is 3% of the invoice, $219.75 / 0.97 = $226.55. A $230 example quote leaves about $3.35 above the modeled target. Materials, taxes and different fee structures need their own treatment.

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Your job pricing worksheet

Calculate internally before choosing how to present the price. Owner compensation allowance is a planning target; it is not guaranteed take-home pay.

01 Formula for a proportional payment fee f: required price = modeled amount / (1 - f). A fixed transaction charge belongs in the modeled amount. Do not double-count the same fee.

YOUR WORKING RECORD

Total owner job hours x allowance

Direct labor paid to others if applicable

Transport / supplies / sourced materials

Overhead recovery / replacement reserve

Uncertainty / operating surplus

Percentage fee adjustment / fixed fees

Price before applicable tax

Tax, deductions and owner pay treatment require your accountant’s advice.

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Explain your minimum and changes

A clear call-out policy prevents an apparently small request from becoming an unpriced visit. Adapt the draft to your actual costs and locally reviewed terms.

01 Draft: Our minimum visit is [amount] for [defined included time/task scope] in [core area]. [Materials/travel/tax] are [explained]. Added work needs feasibility review and authorization before we proceed. Excluded trades and hazardous conditions require qualified professionals.

02 Do not advertise a minimum including the first hour and invoice it as a separate travel fee plus labor. Explain the real arrangement before booking.

03 For a change, record the request, permitted revised scope, time, fee/tax adjustment, authorized customer and updated quote version.

04 After ten comparable jobs, compare estimated and actual total hours and costs. Improve missing-part screening, sourcing and scope wording before assuming every job simply needs a higher price.

YOUR WORKING RECORD

Your minimum and exact inclusion

Materials / outer-area travel / tax

Change approver / written process

Actual-time review date

General starting point, not legal advice. Confirm local contract, cancellation, deposit, payment and tax requirements with qualified advisers.