



Painting, Estimating And Hourly Rate Guide

Prepared by your partners in painting:

homepaintersinfo.com

Contents

INTRODUCTION.....	3
INCLUSIONS AND ALLOWANCES IN THIS GUIDE.....	4
MATERIAL COSTS.....	4
PROFIT	4
SPRAYING	4
REPAINTING.....	4
GENERAL PREP	4
REMOVAL OF LEAD BASED PAINT	4
EXCLUSIONS IN THIS GUIDE	5
GST.....	5
BURNING OFF	5
SCAFFOLD	5
NEW WORK PRICED ON SLAB AREA.....	6
OVERHEADS	7
OVERHEADS/HOURLY RATE CALCULATOR.....	8
RESIDENTIAL WORK PRICING GUIDE	11
Exterior Areas.....	11
Interior Areas	13
Doors & Windows	14
Wallpapering (Hang Only).....	15
Stain and Clear Finish	16

INTRODUCTION

Print this Guide and keep it handy for when you are calculating quotes.

This pricing structure is a proven system that has been developed to assist with competitive business practices. It has worked well and been profitable in both the new as well as repaint market. Experience is the best way to learn how to price a job however it is handy to have a guide as a tool of instruction, and later a secondary checking system to work with. Over time any tradesman should be able to look at a job and work out approximately how long it should take and then be able to work out a price.

This guide will prove invaluable to anyone requiring an accurate reflection of the cost and expected profit of a painting job. However, it is highly recommended and beneficial to have undertaken a course in reading plans and estimation.

This information has been prepared as a guide to assist you in quoting and you will need to check the figures against your own labour and material costs, overheads and profit requirements. Every business is unique in this respect.

INCLUSIONS AND ALLOWANCES IN THIS GUIDE

MATERIAL COSTS

The figures include the cost of paint and materials which have been averaged out to approximately \$10-00 per litre of paint. Check your buying price as it may differ, so remember to take this into account.

PROFIT

The figures have allowed for profit. This guide has been designed to attract a fair profit, whilst providing competitive quoting, retaining your business and encouraging repeat custom.

SPRAYING

Although spraying saves time in the application of materials, subject to the areas being sprayed, time should be allowed for masking and cleaning up. Also material used increases from 10% to 20%. These rates have been based on the use of brushes and rollers of a standard size.

REPAINTING

Remember to check the number of coats on the following spreadsheet, (i.e. if only spot priming, drop the priming rate) you require for each specific job. Add the relevant figures, according to the number of coats required, to get your rate.

GENERAL PREP

Means filling and light hand sanding of surfaces. Excess preparation should be charged at an hourly rate.

REMOVAL OF LEAD BASED PAINT

Remember to check for the presence of lead based paints in older properties and paint films. Refer to the certification requirements and procedures in the Australian Standard (Guide to Lead Paint Management Part 2, Residential and Commercial Buildings), for the removal and containment of Lead Based Paints.

DO NOT BURN OFF.

EXCLUSIONS IN THIS GUIDE

GST

No allowance has been made for GST and this should be added to your final price.

BURNING OFF

It is not recommended that you burn off paint coatings, if you are going to burn off, ensure that your public liability insurance covers you and you adhere to all safety procedures.

SCAFFOLD

No allowance has been made for scaffolding or time for setting up trestles, drop sheets, etc. Setting up time should be charged or worked out at an hourly rate.

NEW WORK PRICED ON SLAB AREA

Builders prefer quotes on slab/floor area; however it is not the floor that you are painting. That being said, builders work that way and good luck trying to change them. **(Don't just take the builders figures as to how many m2 in a building get the plans and check for yourself)**

In a 3 bedroom house that has 150m2 floor area you have the same number of doors, windows, frames etc. as the same designed 3 bedroom house that has 300m2 floor area. The ceilings are double the size the wall area is only slightly more however the difference doesn't compare.

150m2 house @ \$40-00 per m2 floor area = \$6000-00. Material Cost Approx \$1000-00. 2 men Approx 6-8 Days

300m2 house @ \$30-00 per m2 floor area = \$9000-00. Material Cost Approx \$1300-00. 2 men Approx 8-10 Days

150m2 house @ \$40-00 /m2 each man earns approx \$420 - \$320 per day

300m2 house @ \$30-00 /m2 each man earns approx \$480 - \$385 per day

Based on floor area prices the larger the home the more chance you have of making a profit.

You should be charging between \$30.00 - \$40.00 per square metre which includes all internal areas and eaves externally for a 3 coat system.

OVERHEADS

The figures include most general overheads as can be seen on the “What Should My Hourly Rate Be” page which should be costed in to your charge out rate. Your own overheads may in fact be more or less, and you should remember to make adjustments accordingly when referring to these rates.

To help you establish your own rates we have included a form which you should complete. (The easiest way to do this is by using your last tax return profit and loss statement and then breaking it down)

OVERHEADS/HOURLY RATE CALCULATOR

This table has been developed to work out your desired weekly and hourly rate based on outgoing expenditure. The easiest way to do this is to start with last year's tax return and just fill in the expenses you had for that year – If in the last financial year, your profit margin was insufficient to cover expenses and result in a gain, you may wish to adjust these figures upwards. You can then break down those expenses to work out your optimal rate.

Expense	Yearly	Monthly	Weekly	Hourly
Advertising				
Newspapers				
Yellow Pages				
Letter Box Drops				
Job/Ute Signage				
T-Shirts (Screen-printing)				
Fees and Charges				
Bank Fees/Charges/Interest				
License Fees				
Membership Fees				
Accountant Fees				
Business Name Registration				
Workplace Registration				
Office Expenses				
Electricity				
Telephones				
Computer Repairs				
Photo Copying				

Postage				
Printing (Quote Books etc)				
Insurance				
Income Protection				
Public Liability				
Vehicle				
Business / Stock				
Property				
Motor Vehicle Expenses				
Fuel & Oil				
Repairs & Maintenance				
Rego & Insurance				
Leasing Charges				
Tools				
Power Tool Repairs				
Hand Tools Maintenance				
Hand tool Replacement				
Staff				
Wages				
Safety & Clothing				
Training/Up skilling				
Site Safety				
Finance				
Rent				
Rates				
Leasing Charges				

Waste Disposal				
Other				
Donations				
Bad Debt				
Total				

RESIDENTIAL WORK PRICING GUIDE

This Table has been devised to provide a guide of what your costs on any given job will amount to. Current at time of publishing, the estimated expenses. **Print this table out and keep copies with your quote book.**

*m2 –per square metre
Lm – per lineal metre

Exterior Areas	Condition	Prep Required	Area *	Prime	2nd Coat	3rd Coat	Total Price
Roofing (Corrugated Iron)	New	Weathered 4 Months	m2	\$5.65	\$4.50	\$4.50	\$14.65
Roofing (Corrugated Iron)	Repaint	General Prep	m2	\$6.82	\$4.50	\$4.50	\$11.32
Gutters/Downpipes	New	General Prep	Lm	\$3.10	\$2.70	\$2.70	\$8.50
Fascia	Bare Timber	General Prep	Lm	\$3.10	\$2.70	\$2.70	\$8.50
Soffit/Eaves	Bare Fibre Cement	General Prep	m2	\$4.30	\$4.00	\$3.40	\$11.70
Weather/Chamfer Boards	Bare Wood	General Prep	m2	\$5.20	\$8.30	\$6.10	\$19.60
Brickwork/Blockwork (Roller Application)	Bare Cement	General Prep	m2	\$5.80	\$4.10	\$2.90	\$12.80
Raked Brick/Heavy Stucco	Bare Cement	General Prep	m2	\$9.60	\$6.20	\$5.10	\$20.90
Roll on Texture (Low Profile)	Rolled	General Prep	m2	\$4.50	\$8.30	\$7.30	\$20.20

Roll on Texture (High Profile)	Rolled	General Prep	m2	\$4.60	\$13.30	\$12.30	\$30.20
Cement Render	New	Genera Prep	m2	\$4.40	\$3.80	\$3.80	\$12.00
Timber Balustrades/Dowel/Slats (Both Sides)	Bare Timber	General Prep	Lm	\$19.20	\$16.75	\$16.75	\$52.70
Steel/Hand Rails/Security Grills (Both Sides)	New	General Prep	Lm	\$15.80	\$14.50	\$14.50	\$44.80
Decking	Bare Timber	General Prep	m2	\$8.50	\$6.10	\$6.10	\$20.70
Stair Stringers	Bare Timber	General Prep	Lm	\$5.00	\$4.50	\$4.50	\$14.00
Stair Treads	Bare Timber	General Prep	Lm	\$5.00	\$4.50	\$4.50	\$14.00
Battens/Fences/Trellises (one Side)	Bare Timber	General Prep	m2	\$8.20	\$5.80	\$5.80	\$19.80
Lattice (One Side)	Bare Timber	General Prep	m2	\$10.50	\$7.00	\$7.00	\$24.50
Window Hoods (Timber/Metal) 2 colour	Bare	General Prep	Per Item	\$42.70	\$42.70	\$42.70	\$128.10
Lead Based Paint Sanding	Peeling	Feather to Sound Base	m2				\$35.00

Notes:

Interior Areas	Condition	Prep Required	Area	Prime	2nd Coat	3rd Coat	Total Price
Gyprock/Plaster Board	New	General Prep	m2	\$4.10	\$2.75	\$2.75	\$9.20
Fibre Cement Sheeting	New	General Prep	m2	\$4.10	\$2.75	\$2.75	\$9.20
Solid Plaster	New	General Prep	m2	\$3.80	\$3.50	\$3.50	\$10.80
VJ Boards	New	General Prep	m2	\$6.60	\$10.70	\$8.45	\$25.75
Texture (Low Profile)	Rolled	General Prep	m2	\$4.40	\$3.80	\$3.80	\$12.00
Gapping Between VJ's	Excludes Materials	Filling all Gaps	m2				\$11.50
Skirtings	Timber 0-150mm	General Prep	Lm	\$1.50	\$1.50	\$1.50	\$4.50

Notes:

Doors & Windows	Condition	Prep Required	Area	Prime	2nd Coat	3rd Coat	Total Price
Door Flush Panel (Both Sides)	1 Colour	Roll & Tip	Per Door	\$20.00	\$20.00	\$20.00	\$60
Door 2 Panel (Both Sides)	1 Colour	Brush & Roll	Per Door	\$24.00	\$24.00	\$24.00	\$72.00
Door 4 Panel (Both Sides)	1 Colour	Brush & Roll	Per Door	\$28.00	\$28.00	\$28.00	\$84.00
Door Frame		General Prep	Per Frame	\$22.00	\$19.00	\$19.00	\$60.00
Windows (Including Frame) 1 Side	Bare/ 1 Light	General Prep	Per Window	\$18.20	\$18.20	\$18.20	\$54.60
Windows (Including Frame) 1 Side	Bare/ 4 Light	General Prep	Per Window	\$22.75	\$22.75	\$22.75	\$68.25
Windows (Including Frame) 1 Side	Bare/ 8 Light	General Prep	Per Window	\$27.30	\$27.30	\$27.30	\$81.90

Notes:

Wallpapering (Hang Only)	Condition	Prep Required	Area	Prime	2nd Coat	3rd Coat	Total Price
Stripping	Hourly Rate						
Sizing Walls		General Prep	m2				\$4.20
Lining Paper (Hang Only)	Per Roll	General Prep	m2			Per Roll	\$42.00
Pre-Pasted Standard Wallpaper (Hang Only)	Per Roll	General Prep	m2			Per Roll	\$56.00
Un Pasted Standard Wallpaper (Hang Only)							
Wall Height (Drops Per Roll) Approx	Drops						
1.8 m	5						
2.1m to 2.4 m	4						
2.7m to 3.0m	3						

Notes:

Stain and Clear Finish	Condition	Prep Required	Area	Prime	2nd Coat	3rd Coat	Total Price
VJ Boards	New	General Prep	m2	\$9.50	\$11.70	\$9.30	\$30.50
Door Flush Panel (Both Sides)	New	Rolled & Tipped	Per Door	\$22.00	\$22.00	\$22.00	\$66.00
Door 2 Panel (Both Sides)	New	Brush & Roll	Per Door	\$26.50	\$26.50	\$26.50	\$79.50
Door 4 Panel (Both Sides)	New	Brush & Roll	Per Door	\$30.80	\$30.80	\$30.80	\$92.40
Window (Including Frame) 1 Side Only	Bare/ 1 Light	General Prep	Per Window	\$20.00	\$20.00	\$20.00	\$60.00
Window (Including Frame) 1 Side Only	Bare/ 4 Light	General Prep	Per Window	\$25.00	\$25.00	\$25.00	\$75.00
Window (Including Frame) 1 Side Only	Bare/ 8 Light	General Prep	Per Window	\$30.00	\$30.00	\$30.00	\$90.00
Skirting	Timber 0-150mm	General Prep	Lm	\$1.80	\$1.65	\$1.65	\$5.10

Notes:

