Landscaping Estimate: Residential Backyard Landscaping

Your Company Name
Street Address, City, ST ZIP
Phone | Email | License #

Estimate # 1001
Date
Valid Until

Prepared for: Customer Name
Job address: Street, City, ST ZIP

This template covers a new backyard landscape for a 2,500 sq ft yard with sod lawn, planting beds, drip irrigation, path lighting, and mulch. Adjust quantities and pricing for your specific job.

Site Preparation	Qty	Unit	Unit Cost	Total
Remove existing turf and weeds	2,000	sq ft	$0.45	$900.00
Topsoil, delivered and spread	12	cu yd	$42.00	$504.00
Compost soil amendment (tilled in)	6	cu yd	$38.00	$228.00
Fine grading and rake-out	2,500	sq ft	$0.25	$625.00
Site Preparation Subtotal				**$2,257.00**

Lawn	Qty	Unit	Unit Cost	Total
Sod (fescue blend)	1,800	sq ft	$0.95	$1,710.00
Starter fertilizer	1,800	sq ft	$0.03	$54.00
Sod staples and pins	1	lot	$60.00	$60.00
Lawn Subtotal				**$1,824.00**

Plants	Qty	Unit	Unit Cost	Total
Shade trees (2 in caliper, B&B)	2	each	$425.00	$850.00
Ornamental trees (1.5 in caliper)	2	each	$325.00	$650.00
Shrubs (5 gal)	14	each	$45.00	$630.00
Perennials (1 gal)	24	each	$12.00	$288.00
Ornamental grasses (1 gal)	12	each	$15.00	$180.00
Tree staking and ties	4	each	$35.00	$140.00
Plants Subtotal				**$2,738.00**

Mulch and Edging	Qty	Unit	Unit Cost	Total
Shredded bark mulch (3 in depth)	9	cu yd	$48.00	$432.00
Steel landscape edging	120	lin ft	$3.75	$450.00

Weed barrier fabric	600	sq ft	$0.25	$150.00
Mulch and Edging Subtotal				**$1,032.00**

Irrigation	Qty	Unit	Unit Cost	Total
Irrigation controller (smart, Wi-Fi, 4 zone)	1	each	$350.00	$350.00
Zone valves and valve box	3	each	$85.00	$255.00
Spray heads (lawn)	12	each	$28.00	$336.00
Drip line (beds and tree rings)	300	lin ft	$1.75	$525.00
Poly and PVC lateral pipe, fittings	1	lot	$420.00	$420.00
Irrigation Subtotal				**$1,886.00**

Lighting	Qty	Unit	Unit Cost	Total
Low-voltage LED path lights	6	each	$65.00	$390.00
Transformer (150W)	1	each	$225.00	$225.00
Wire and connectors	1	lot	$100.00	$100.00
Lighting Subtotal				**$715.00**

Labor	Qty	Unit	Unit Cost	Total
Landscape foreman	24	hours	$55.00	$1,320.00
Landscaper	64	hours	$38.00	$2,432.00
Irrigation technician	12	hours	$58.00	$696.00
Labor Subtotal				**$4,448.00**

Equipment and Other Costs	Qty	Unit	Unit Cost	Total
Skid steer with attachments	1	day	$450.00	$450.00
Dump truck and hauling	3	load	$225.00	$675.00
Material delivery fees	1	lot	$350.00	$350.00
Equipment and Other Costs Subtotal				**$1,475.00**

Summary

Site Preparation	$2,257.00
Lawn	$1,824.00
Plants	$2,738.00

Mulch and Edging		$1,032.00
Irrigation		$1,886.00
Lighting		$715.00
Labor		$4,448.00
Equipment and Other Costs		$1,475.00
Direct Cost Subtotal		**$16,375.00**
Overhead	15.0%	$2,456.25
Profit (on direct cost + overhead)	12.0%	$2,259.75
TOTAL ESTIMATE		**$21,091.00**

Scope of work
[Describe the work included in this estimate.]

Exclusions
[List anything not included, such as permits, repairs to hidden conditions, or work by others.]

Timeline
Estimated [X] working days from start, weather and inspections permitting.

Payment terms
50% deposit at scheduling, 50% due at completion.

Warranty
1-year workmanship warranty. Manufacturer warranties apply to materials.

License and insurance
License #[number]. Insured by [carrier], policy #[number].

Customer signature: _____ Date: _____

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Landscaping Estimate: Hardscape and Patio

Your Company Name
Street Address, City, ST ZIP
Phone | Email | License #

Estimate # 1001
Date
Valid Until

Prepared for: Customer Name
Job address: Street, City, ST ZIP

This template covers a 500 sq ft paver patio with a 150 sq ft walkway, a small retaining wall, gas fire pit, low-voltage lighting, and finishing plantings. Adjust quantities and pricing for your specific job.

Design and Permits	Qty	Unit	Unit Cost	Total
Landscape design (scaled plan)	1	lot	$1,200.00	$1,200.00
Building permit (patio, wall, and gas line)	1	lot	$500.00	$500.00
Utility locate and marking	1	lot	$150.00	$150.00
Design and Permits Subtotal				**$1,850.00**

Excavation and Base Prep	Qty	Unit	Unit Cost	Total
Excavation (patio area, 8 in deep)	500	sq ft	$1.25	$625.00
Excavation (walkway, 8 in deep)	150	sq ft	$1.25	$187.50
Haul off excess soil	15	cu yd	$55.00	$825.00
Geotextile fabric	650	sq ft	$0.25	$162.50
Compacted gravel base (6 in Class 5)	650	sq ft	$1.75	$1,137.50
Sand setting bed (1 in)	650	sq ft	$0.65	$422.50
Excavation and Base Prep Subtotal				**$3,360.00**

Paver Patio	Qty	Unit	Unit Cost	Total
Interlocking pavers (standard rectangle)	500	sq ft	$5.50	$2,750.00
Paver installation (herringbone pattern)	500	sq ft	$4.50	$2,250.00
Soldier course border	90	lin ft	$6.50	$585.00
Polymeric sand (joint fill)	500	sq ft	$0.65	$325.00
Paver sealer (2 coats)	500	sq ft	$0.55	$275.00
Paver Patio Subtotal				**$6,185.00**

Walkways	Qty	Unit	Unit Cost	Total
Paver walkway (4 ft wide)	150	sq ft	$5.50	$825.00
Walkway installation	150	sq ft	$4.50	$675.00
Step treads (natural stone, 6 in rise)	3	each	$145.00	$435.00

Step risers and cheek walls	3	each	$185.00	$555.00
Walkways Subtotal				**$2,490.00**

Retaining Wall	Qty	Unit	Unit Cost	Total
Retaining wall block (segmental, face area)	120	sq ft	$18.00	$2,160.00
Wall base course (buried, compacted)	30	lin ft	$12.00	$360.00
Drainage gravel (behind wall)	4	cu yd	$55.00	$220.00
Perforated drain pipe (4 in)	30	lin ft	$4.50	$135.00
Geogrid reinforcement	30	lin ft	$3.50	$105.00
Cap block (adhesive set)	30	lin ft	$12.50	$375.00
Retaining Wall Subtotal				**$3,355.00**

Gas Fire Pit	Qty	Unit	Unit Cost	Total
Gas fire pit kit (42 in round, natural gas)	1	each	$1,200.00	$1,200.00
Fire pit stone veneer surround	1	lot	$850.00	$850.00
Gas line run (from house)	30	lin ft	$18.00	$540.00
Cap stone (fire pit)	1	lot	$350.00	$350.00
Gas Fire Pit Subtotal				**$2,940.00**

Outdoor Lighting	Qty	Unit	Unit Cost	Total
Low-voltage LED path lights	8	each	$65.00	$520.00
Low-voltage LED uplights (tree and wall wash)	4	each	$85.00	$340.00
Transformer (300W)	1	each	$225.00	$225.00
Wire and connectors	1	lot	$150.00	$150.00
Outdoor Lighting Subtotal				**$1,235.00**

Plantings and Finishing	Qty	Unit	Unit Cost	Total
Ornamental trees (1.5 in caliper)	2	each	$325.00	$650.00
Shrubs (5 gal)	10	each	$45.00	$450.00
Perennials (1 gal)	20	each	$12.00	$240.00
Mulch (3 in depth, beds)	8	cu yd	$45.00	$360.00
Edging (aluminum)	80	lin ft	$3.75	$300.00
Plantings and Finishing Subtotal				**$2,000.00**

Labor	Qty	Unit	Unit Cost	Total
Hardscape foreman	40	hours	$58.00	$2,320.00
Mason and paver installer	60	hours	$50.00	$3,000.00
Laborer	80	hours	$38.00	$3,040.00
Labor Subtotal				**$8,360.00**

Summary

Design and Permits		$1,850.00
Excavation and Base Prep		$3,360.00
Paver Patio		$6,185.00
Walkways		$2,490.00
Retaining Wall		$3,355.00
Gas Fire Pit		$2,940.00
Outdoor Lighting		$1,235.00
Plantings and Finishing		$2,000.00
Labor		$8,360.00
Direct Cost Subtotal		**$31,775.00**
Overhead	15.0%	$4,766.25
Profit (on direct cost + overhead)	12.0%	$4,384.95
TOTAL ESTIMATE		**$40,926.20**

Scope of work
[Describe the work included in this estimate.]

Exclusions
[List anything not included, such as permits, repairs to hidden conditions, or work by others.]

Timeline
Estimated [X] working days from start, weather and inspections permitting.

Payment terms
50% deposit at scheduling, 50% due at completion.

Warranty
1-year workmanship warranty. Manufacturer warranties apply to materials.

License and insurance
License #[number]. Insured by [carrier], policy #[number].

Customer signature: _____ Date: _____

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Landscaping Estimate: Commercial Landscaping

Your Company Name
Street Address, City, ST ZIP
Phone | Email | License #

Estimate # 1001
Date
Valid Until

Prepared for: Customer Name
Job address: Street, City, ST ZIP

This template covers a new commercial landscape installation on about 10,000 sq ft, including grading, irrigation, sod and seed, trees and shrubs, walkways, mulch, and equipment. Adjust quantities and pricing for your specific job.

Site Preparation	Qty	Unit	Unit Cost	Total
Clear and grub (existing vegetation)	10,000	sq ft	$0.45	$4,500.00
Rough grading (skid steer or mini excavator)	10,000	sq ft	$0.35	$3,500.00
Topsoil import and spread (4 in depth)	125	cu yd	$42.00	$5,250.00
Fine grading (laser level)	10,000	sq ft	$0.25	$2,500.00
Soil amendment (compost, till in)	50	cu yd	$35.00	$1,750.00
Site Preparation Subtotal				**$17,500.00**

Irrigation System	Qty	Unit	Unit Cost	Total
Irrigation controller (smart, Wi-Fi, 12 zone)	1	each	$850.00	$850.00
Mainline pipe (1-1/2 in PVC, SCH 40)	500	lin ft	$3.50	$1,750.00
Lateral pipe (1 in PVC)	2,000	lin ft	$2.25	$4,500.00
Rotary sprinkler heads (large turf areas)	30	each	$45.00	$1,350.00
Spray heads (planter beds)	40	each	$28.00	$1,120.00
Drip irrigation (tree rings and beds)	800	lin ft	$1.75	$1,400.00
Backflow preventer (RPZ)	1	each	$650.00	$650.00
Rain sensor	1	each	$125.00	$125.00
Valve boxes and zone valves	12	each	$85.00	$1,020.00
Irrigation System Subtotal				**$12,765.00**

Turf and Seed	Qty	Unit	Unit Cost	Total
Sod installation (bluegrass and fescue blend)	6,000	sq ft	$0.85	$5,100.00
Hydroseed (large open areas)	4,000	sq ft	$0.15	$600.00
Sod staples and pins	1	lot	$200.00	$200.00
Starter fertilizer application	10,000	sq ft	$0.03	$300.00
Turf and Seed Subtotal				**$6,200.00**

Trees and Shrubs	Qty	Unit	Unit Cost	Total
Shade trees (2 in caliper, B&B)	8	each	$425.00	$3,400.00
Ornamental trees (1.5 in caliper, B&B)	6	each	$325.00	$1,950.00
Evergreen trees (6 ft tall, B&B)	10	each	$285.00	$2,850.00
Large shrubs (5 gal)	30	each	$45.00	$1,350.00
Medium shrubs (3 gal)	50	each	$28.00	$1,400.00
Ornamental grasses (1 gal)	40	each	$15.00	$600.00
Perennial flowers (1 gal)	60	each	$12.00	$720.00
Groundcover (flats)	20	flat	$28.00	$560.00
Tree staking (2-stake system)	14	each	$35.00	$490.00
Trees and Shrubs Subtotal				**$13,320.00**

Hardscape	Qty	Unit	Unit Cost	Total
Concrete sidewalk (4 in thick, broom finish)	500	sq ft	$8.50	$4,250.00
Concrete curbing (mow strip)	200	lin ft	$6.50	$1,300.00
Decorative boulder placement	8	each	$185.00	$1,480.00
Flagstone pathway	200	sq ft	$14.50	$2,900.00
Hardscape Subtotal				**$9,930.00**

Mulch and Edging	Qty	Unit	Unit Cost	Total
Shredded bark mulch (3 in depth)	40	cu yd	$45.00	$1,800.00
Steel landscape edging	400	lin ft	$3.75	$1,500.00
Weed barrier fabric	3,000	sq ft	$0.25	$750.00
Mulch and Edging Subtotal				**$4,050.00**

Labor	Qty	Unit	Unit Cost	Total
Landscape foreman	80	hours	$55.00	$4,400.00
Irrigation technician	40	hours	$58.00	$2,320.00
Landscaper	160	hours	$38.00	$6,080.00
Equipment operator	40	hours	$52.00	$2,080.00
Labor Subtotal				**$14,880.00**

Equipment	Qty	Unit	Unit Cost	Total
Skid steer with attachments	5	day	$450.00	$2,250.00
Mini excavator	3	day	$375.00	$1,125.00
Sod cutter rental	1	day	$175.00	$175.00

Dump truck and hauling	8	load	$225.00	$1,800.00
Equipment Subtotal				**$5,350.00**

Summary

Site Preparation		$17,500.00
Irrigation System		$12,765.00
Turf and Seed		$6,200.00
Trees and Shrubs		$13,320.00
Hardscape		$9,930.00
Mulch and Edging		$4,050.00
Labor		$14,880.00
Equipment		$5,350.00
Direct Cost Subtotal		**$83,995.00**
Overhead	10.0%	$8,399.50
Profit (on direct cost + overhead)	10.0%	$9,239.45
TOTAL ESTIMATE		**$101,633.95**

Scope of work
[Describe the work included in this estimate.]

Exclusions
[List anything not included, such as permits, repairs to hidden conditions, or work by others.]

Timeline
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Payment terms
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License #[number]. Insured by [carrier], policy #[number].

Customer signature: _____ Date: _____

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