Pool and Spa Estimate: New Inground Pool Construction

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 standard residential inground pool project. The example uses a 16x32 gunite pool with basic features. Adjust the dimensions, materials, and pricing for your specific project.

Excavation and Site Work	Qty	Unit	Unit Cost	Total
Site survey and layout	1	each	$400.00	$400.00
Excavation (16x32 pool, 3.5ft to 8ft depth)	1	lump sum	$4,500.00	$4,500.00
Soil hauling and disposal	8	load	$350.00	$2,800.00
Backfill and grading	1	lump sum	$1,200.00	$1,200.00
Erosion control and silt fence	120	linear ft	$3.50	$420.00
Excavation and Site Work Subtotal				**$9,320.00**

Shell Construction (Gunite/Shotcrete)	Qty	Unit	Unit Cost	Total
Steel rebar grid (#3 rebar, 12" on center)	700	sq ft	$4.25	$2,975.00
Gunite/shotcrete application	700	sq ft	$12.00	$8,400.00
Pool shaping and finishing	1	lump sum	$2,500.00	$2,500.00
Waterline tile (6" band)	96	linear ft	$18.00	$1,728.00
Interior finish (white plaster)	700	sq ft	$8.50	$5,950.00
Coping (precast concrete)	96	linear ft	$28.00	$2,688.00
Shell Construction (Gunite/Shotcrete) Subtotal				**$24,241.00**

Plumbing	Qty	Unit	Unit Cost	Total
Main drain assembly (dual drain, VGB compliant)	1	each	$450.00	$450.00
Return fittings	4	each	$85.00	$340.00
Skimmer assembly	2	each	$275.00	$550.00
PVC plumbing (2" schedule 40)	180	linear ft	$6.50	$1,170.00
Plumbing labor	16	hours	$85.00	$1,360.00
Pressure test	1	each	$200.00	$200.00
Plumbing Subtotal				**$4,070.00**

Electrical	Qty	Unit	Unit Cost	Total
Equipment bonding and grounding	1	lump sum	$800.00	$800.00
Sub-panel installation (60A)	1	each	$1,200.00	$1,200.00
Wiring to pump, heater, and lights	1	lump sum	$1,800.00	$1,800.00
GFI protection	2	each	$125.00	$250.00
LED pool lights (color-changing)	2	each	$650.00	$1,300.00
Light niche installation	2	each	$175.00	$350.00
Electrical permit	1	each	$250.00	$250.00
Electrical Subtotal				**$5,950.00**

Equipment	Qty	Unit	Unit Cost	Total
Variable speed pump (2.0 HP)	1	each	$1,400.00	$1,400.00
Cartridge filter (425 sq ft)	1	each	$850.00	$850.00
Gas heater (400,000 BTU)	1	each	$3,200.00	$3,200.00
Salt chlorine generator	1	each	$1,600.00	$1,600.00
Automatic pool control system	1	each	$2,200.00	$2,200.00
Equipment pad (concrete)	1	each	$600.00	$600.00
Equipment installation labor	12	hours	$95.00	$1,140.00
Equipment Subtotal				**$10,990.00**

Decking and Hardscape	Qty	Unit	Unit Cost	Total
Concrete pool deck (brushed finish)	600	sq ft	$9.50	$5,700.00
Expansion joints	80	linear ft	$3.00	$240.00
Deck drain (linear channel)	20	linear ft	$45.00	$900.00
Decking and Hardscape Subtotal				**$6,840.00**

Fencing and Safety	Qty	Unit	Unit Cost	Total
Aluminum pool fence (54" height, code compliant)	120	linear ft	$32.00	$3,840.00
Self-closing, self-latching gate	2	each	$425.00	$850.00
Gate alarm	2	each	$85.00	$170.00
Fencing and Safety Subtotal				**$4,860.00**

Permits and Fees	Qty	Unit	Unit Cost	Total
Building permit (pool construction)	1	each	$1,500.00	$1,500.00
Electrical permit	1	each	$250.00	$250.00

Engineering drawings	1	each	$800.00	$800.00
Municipal inspections (included with permits)	1	each	-	-
Permits and Fees Subtotal				**$2,550.00**

Startup and Commissioning	Qty	Unit	Unit Cost	Total
Pool fill water	18,000	gallons	$0.01	$180.00
Chemical startup kit	1	each	$350.00	$350.00
System startup and programming	4	hours	$95.00	$380.00
Customer orientation and training	2	hours	-	-
Startup and Commissioning Subtotal				**$910.00**

Summary

Excavation and Site Work		$9,320.00
Shell Construction (Gunite/Shotcrete)		$24,241.00
Plumbing		$4,070.00
Electrical		$5,950.00
Equipment		$10,990.00
Decking and Hardscape		$6,840.00
Fencing and Safety		$4,860.00
Permits and Fees		$2,550.00
Startup and Commissioning		$910.00
Direct Cost Subtotal		**$69,731.00**
Overhead	12.0%	$8,367.72
Profit (on direct cost + overhead)	15.0%	$11,714.81
TOTAL ESTIMATE		**$89,813.53**

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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Pool and Spa Estimate: Pool Renovation and Remodel

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

Renovation work is bread and butter for many pool contractors. Homeowners with aging pools need resurfacing, equipment upgrades, tile replacement, and sometimes a complete remodel. These jobs carry better margins than new construction because you are working with an existing structure.

Common Renovation Line Items	Qty	Unit	Unit Cost	Total
Drain pool and acid wash	1	each	$450.00	$450.00
Remove existing plaster	550	sq ft	$3.50	$1,925.00
Repair cracks and spalling	1	lump sum	$1,200.00	$1,200.00
New interior finish (pebble)	550	sq ft	$14.00	$7,700.00
Replace waterline tile	80	linear ft	$22.00	$1,760.00
Replace coping (natural stone)	80	linear ft	$38.00	$3,040.00
Replace main drain covers (VGB compliant)	2	each	$125.00	$250.00
Replace return fittings	4	each	$65.00	$260.00
Replace skimmer lids and baskets	2	each	$85.00	$170.00
Common Renovation Line Items Subtotal				**$16,755.00**

Equipment Upgrades	Qty	Unit	Unit Cost	Total
Replace single-speed with variable-speed pump	1	each	$1,400.00	$1,400.00
New cartridge filter	1	each	$850.00	$850.00
New salt chlorine generator	1	each	$1,600.00	$1,600.00
LED light retrofit (2 lights)	2	each	$550.00	$1,100.00
New automation controller	1	each	$2,200.00	$2,200.00
Replumb equipment pad	1	lump sum	$1,800.00	$1,800.00
Equipment installation labor	10	hours	$95.00	$950.00
Equipment Upgrades Subtotal				**$9,900.00**

Summary

Common Renovation Line Items		$16,755.00
Equipment Upgrades		$9,900.00
Direct Cost Subtotal		**$26,655.00**
Overhead	12.0%	$3,198.60
Profit (on direct cost + overhead)	18.0%	$5,373.65
TOTAL ESTIMATE		**$35,227.25**

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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Pool and Spa Estimate: Pre-Fabricated Hot Tub Installation

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

Drop-in acrylic hot tub on a new pad with electrical hookup.

Pre-Fabricated Hot Tub Installation	Qty	Unit	Unit Cost	Total
Hot tub unit (6-person, mid-range)	1	each	$8,500.00	$8,500.00
Delivery and crane placement	1	each	$600.00	$600.00
Concrete pad (10x10, 4" thick)	100	sq ft	$9.50	$950.00
Electrical sub-panel (50A, 240V)	1	each	$1,400.00	$1,400.00
Wiring from main panel (up to 50 ft)	1	lump sum	$1,200.00	$1,200.00
GFCI disconnect	1	each	$350.00	$350.00
Electrical permit	1	each	$200.00	$200.00
Startup and customer training	2	hours	$95.00	$190.00
Pre-Fabricated Hot Tub Installation Subtotal				**$13,390.00**

Summary

Pre-Fabricated Hot Tub Installation		$13,390.00
Direct Cost Subtotal		**$13,390.00**
Overhead	12.0%	$1,606.80
Profit (on direct cost + overhead)	15.0%	$2,249.52
TOTAL ESTIMATE		**$17,246.32**

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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Pool and Spa Estimate: Custom Built-In Spa

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

Custom gunite spa attached to an existing pool, with dedicated plumbing, heater, electrical, and a spillover edge.

Custom Built-In Spa	Qty	Unit	Unit Cost	Total
Excavation (8x8, 4ft depth)	1	lump sum	$1,800.00	$1,800.00
Gunite shell construction	180	sq ft	$14.00	$2,520.00
Interior finish (pebble)	180	sq ft	$14.00	$2,520.00
Tile and coping	32	linear ft	$28.00	$896.00
Spa jets (hydrotherapy)	12	each	$65.00	$780.00
Air blower	1	each	$450.00	$450.00
Dedicated spa pump (2.5 HP)	1	each	$900.00	$900.00
Spa heater (gas, 200,000 BTU)	1	each	$2,400.00	$2,400.00
Plumbing (dedicated spa loop)	1	lump sum	$2,200.00	$2,200.00
Electrical (spa circuits)	1	lump sum	$1,800.00	$1,800.00
LED spa light (color-changing)	2	each	$450.00	$900.00
Spillover edge into pool	1	lump sum	$1,500.00	$1,500.00
Permits	1	lump sum	$1,000.00	$1,000.00
Custom Built-In Spa Subtotal				**$19,666.00**

Summary

Custom Built-In Spa		$19,666.00
Direct Cost Subtotal		**$19,666.00**
Overhead	12.0%	$2,359.92
Profit (on direct cost + overhead)	15.0%	$3,303.89
TOTAL ESTIMATE		**$25,329.81**

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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