Solar Installation Estimate: Residential Rooftop Solar Installation (8 kW)

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 rooftop solar installation with 20 panels totaling 8 kW on a composition shingle roof. It assumes a south-facing roof with good sun exposure and an existing 200-amp electrical panel.

Equipment	Qty	Unit	Unit Cost	Total
Solar panels (400W monocrystalline, Tier 1)	20	each	$250.00	$5,000.00
Microinverters (IQ8+)	20	each	$185.00	$3,700.00
Racking system (roof mount, rail-based)	1	system	$1,200.00	$1,200.00
Roof attachments / lag bolts with flashing	40	each	$12.00	$480.00
Equipment Subtotal				**$10,380.00**

Electrical Materials	Qty	Unit	Unit Cost	Total
AC trunk cable (microinverter)	80	lin ft	$3.50	$280.00
Conduit (EMT, 3/4-inch)	60	lin ft	$2.00	$120.00
Conduit fittings and connectors	1	lot	$85.00	$85.00
Wire (THWN, 10 AWG)	150	lin ft	$0.75	$112.50
AC disconnect (fused, 30A)	1	each	$65.00	$65.00
Production meter socket	1	each	$45.00	$45.00
Grounding equipment (lugs, wire, rods)	1	lot	$120.00	$120.00
Rapid shutdown device (NEC 2020 compliant)	1	each	$150.00	$150.00
Breaker (30A, for main panel)	1	each	$25.00	$25.00
Labels and placards (NEC required)	1	set	$35.00	$35.00
Electrical Materials Subtotal				**$1,037.50**

Labor	Qty	Unit	Unit Cost	Total
Roof layout and racking installation	16	hours	$75.00	$1,200.00
Panel installation (crew of 2)	10	hours	$75.00	$750.00
Electrical rough-in (conduit, wire)	8	hours	$85.00	$680.00
Inverter / microinverter installation	4	hours	$85.00	$340.00
Electrical terminations and panel work	4	hours	$95.00	$380.00
System testing and commissioning	3	hours	$95.00	$285.00
Roof penetration sealing and waterproofing	2	hours	$75.00	$150.00
Cleanup	2	hours	$50.00	$100.00

Labor Subtotal				**$3,885.00**

Permitting and Soft Costs	Qty	Unit	Unit Cost	Total
Building permit	1	each	$400.00	$400.00
Electrical permit	1	each	$150.00	$150.00
Plan set / engineering stamp	1	each	$350.00	$350.00
Utility interconnection application	1	each	$75.00	$75.00
Site survey and system design	1	each	$300.00	$300.00
Monitoring setup (online portal)	1	each	$50.00	$50.00
Permitting and Soft Costs Subtotal				**$1,325.00**

Summary

Equipment		$10,380.00
Electrical Materials		$1,037.50
Labor		$3,885.00
Permitting and Soft Costs		$1,325.00
Direct Cost Subtotal		**$16,627.50**
Overhead	15.0%	$2,494.13
Profit (on direct cost + overhead)	15.0%	$2,868.24
TOTAL ESTIMATE		**$21,989.87**

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: _____

Solar Installation Estimate: Ground-Mount Solar Installation (10 kW)

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 residential ground-mount solar array for homeowners with large yards and roofs that are not suitable for panels. The example assumes 25 panels totaling 10 kW on a fixed-tilt ground-mount racking system.

Equipment	Qty	Unit	Unit Cost	Total
Solar panels (400W monocrystalline, Tier 1)	25	each	$245.00	$6,125.00
String inverter (10 kW, with DC optimizers)	1	each	$2,800.00	$2,800.00
DC optimizers	25	each	$95.00	$2,375.00
Ground-mount racking system (fixed tilt)	1	system	$3,200.00	$3,200.00
Equipment Subtotal				**$14,500.00**

Foundation and Site Materials	Qty	Unit	Unit Cost	Total
Ground screws or driven piles	12	each	$85.00	$1,020.00
Concrete (pier footings)	3	cu yd	$165.00	$495.00
Sonotube forms for concrete piers	12	each	$15.00	$180.00
Gravel (base pad)	3	tons	$40.00	$120.00
Landscape fabric (under array)	400	sq ft	$0.30	$120.00
Foundation and Site Materials Subtotal				**$1,935.00**

Electrical Materials	Qty	Unit	Unit Cost	Total
DC wire (PV wire, 10 AWG)	300	lin ft	$0.85	$255.00
AC wire (THWN, 6 AWG)	200	lin ft	$1.50	$300.00
Conduit (PVC, Schedule 40, 1-inch)	150	lin ft	$1.75	$262.50
Conduit (EMT, 3/4-inch, above ground)	40	lin ft	$2.00	$80.00
Conduit fittings	1	lot	$100.00	$100.00
AC disconnect (fused, 60A)	1	each	$85.00	$85.00
DC disconnect	1	each	$75.00	$75.00
Grounding equipment	1	lot	$150.00	$150.00
Rapid shutdown device	1	each	$150.00	$150.00
Production meter socket	1	each	$45.00	$45.00
Breaker (50A, for main panel)	1	each	$35.00	$35.00
Labels and placards	1	set	$35.00	$35.00

Electrical Materials Subtotal				**$1,572.50**

Labor	Qty	Unit	Unit Cost	Total
Site preparation and grading	8	hours	$75.00	$600.00
Foundation installation (piers or ground screws)	12	hours	$80.00	$960.00
Racking assembly and installation	16	hours	$75.00	$1,200.00
Panel installation (crew of 2)	12	hours	$75.00	$900.00
Trenching (150 ft, 24-inch depth)	10	hours	$80.00	$800.00
Conduit and wire installation	10	hours	$85.00	$850.00
Inverter installation and wiring	4	hours	$95.00	$380.00
Electrical terminations and panel work	4	hours	$95.00	$380.00
System testing and commissioning	3	hours	$95.00	$285.00
Backfill trench and site restoration	6	hours	$65.00	$390.00
Cleanup	2	hours	$50.00	$100.00
Labor Subtotal				**$6,845.00**

Permitting and Soft Costs	Qty	Unit	Unit Cost	Total
Building permit	1	each	$500.00	$500.00
Electrical permit	1	each	$150.00	$150.00
Plan set / engineering stamp	1	each	$500.00	$500.00
Utility interconnection application	1	each	$75.00	$75.00
Site survey and system design	1	each	$400.00	$400.00
Monitoring setup	1	each	$50.00	$50.00
Permitting and Soft Costs Subtotal				**$1,675.00**

Summary

Equipment		$14,500.00
Foundation and Site Materials		$1,935.00
Electrical Materials		$1,572.50
Labor		$6,845.00
Permitting and Soft Costs		$1,675.00
Direct Cost Subtotal		**$26,527.50**
Overhead	15.0%	$3,979.13
Profit (on direct cost + overhead)	12.0%	$3,660.80
TOTAL ESTIMATE		**$34,167.42**

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: _____

Template by Projul · projul.com

Solar Installation Estimate: Battery Storage Add-On

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 adding a home battery storage system to an existing or new solar installation. The example assumes one residential battery unit with a 13.5 kWh capacity.

Equipment	Qty	Unit	Unit Cost	Total
Battery unit (13.5 kWh, AC-coupled)	1	each	$8,500.00	$8,500.00
Battery gateway / transfer switch	1	each	$1,200.00	$1,200.00
Battery mounting bracket	1	each	$150.00	$150.00
CT clamps (current transformers)	2	each	$45.00	$90.00
Equipment Subtotal				**$9,940.00**

Electrical Materials	Qty	Unit	Unit Cost	Total
Critical loads panel (sub-panel, 100A)	1	each	$250.00	$250.00
Wire (various gauges, THWN)	100	lin ft	$2.00	$200.00
Conduit (EMT, 3/4-inch and 1-inch)	40	lin ft	$2.25	$90.00
Conduit fittings	1	lot	$60.00	$60.00
Breakers (for critical loads panel)	8	each	$15.00	$120.00
AC disconnect (battery)	1	each	$65.00	$65.00
Grounding materials	1	lot	$75.00	$75.00
Labels and placards	1	set	$25.00	$25.00
Electrical Materials Subtotal				**$885.00**

Labor	Qty	Unit	Unit Cost	Total
Install battery mounting and unit	4	hours	$85.00	$340.00
Install gateway / transfer switch	3	hours	$95.00	$285.00
Install critical loads panel	4	hours	$95.00	$380.00
Transfer circuits to critical loads panel	3	hours	$95.00	$285.00
Conduit and wire installation	4	hours	$85.00	$340.00
System programming and commissioning	3	hours	$100.00	$300.00
Utility notification and inspection prep	1	hours	$85.00	$85.00
Cleanup	1	hours	$50.00	$50.00

Labor Subtotal	**$2,065.00**

Permitting and Soft Costs	Qty	Unit	Unit Cost	Total
Electrical permit (battery addition)	1	each	$150.00	$150.00
Plan revision / engineering update	1	each	$200.00	$200.00
Utility interconnection update	1	each	$50.00	$50.00
Permitting and Soft Costs Subtotal				**$400.00**

Summary

Equipment		$9,940.00
Electrical Materials		$885.00
Labor		$2,065.00
Permitting and Soft Costs		$400.00
Direct Cost Subtotal		**$13,290.00**
Overhead	12.0%	$1,594.80
Profit (on direct cost + overhead)	15.0%	$2,232.72
TOTAL ESTIMATE		**$17,117.52**

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: _____

Template by Projul · projul.com